

Alessandro Acquisti

List of Publications by Year in descending order

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Version: 2024-02-01

104
papers

15,087
citations

147566

31
h-index

149479

56
g-index

106
all docs

106
docs citations

106
times ranked

7917
citing authors

#	ARTICLE	IF	CITATIONS
1	Beyond the Turk: Alternative platforms for crowdsourcing behavioral research. Journal of Experimental Social Psychology, 2017, 70, 153-163.	1.3	1,641
2	Information revelation and privacy in online social networks. , 2005, , .		1,264
3	Reputation as a sufficient condition for data quality on Amazon Mechanical Turk. Behavior Research Methods, 2014, 46, 1023-1031.	2.3	1,166
4	Privacy and human behavior in the age of information. Science, 2015, 347, 509-514.	6.0	1,103
5	Imagined Communities: Awareness, Information Sharing, and Privacy on the Facebook. Lecture Notes in Computer Science, 2006, , 36-58.	1.0	1,035
6	The Economics of Privacy. Journal of Economic Literature, 2016, 54, 442-492.	4.5	712
7	Privacy and rationality in individual decision making. IEEE Security and Privacy, 2005, 3, 26-33.	1.5	679
8	The Effect of Online Privacy Information on Purchasing Behavior: An Experimental Study. Information Systems Research, 2011, 22, 254-268.	2.2	588
9	Conditioning Prices on Purchase History. Marketing Science, 2005, 24, 367-381.	2.7	500
10	What Is Privacy Worth?. Journal of Legal Studies, 2013, 42, 249-274.	0.2	353
11	Misplaced Confidences. Social Psychological and Personality Science, 2013, 4, 340-347.	2.4	332
12	Privacy in electronic commerce and the economics of immediate gratification. , 2004, , .		325
13	Strangers on a Plane: Context-Dependent Willingness to Divulge Sensitive Information. Journal of Consumer Research, 2011, 37, 858-873.	3.5	318
14	Anti-Phishing Phil. , 2007, , .		315
15	"I regretted the minute I pressed share". , 2011, , .		306
16	Nudges for Privacy and Security. ACM Computing Surveys, 2018, 50, 1-41.	16.1	291
17	Your Location has been Shared 5,398 Times!. , 2015, , .		224
18	Teaching Johnny not to fall for phish. ACM Transactions on Internet Technology, 2010, 10, 1-31.	3.0	223

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19	Predicting Social Security numbers from public data. Proceedings of the National Academy of Sciences of the United States of America, 2009, 106, 10975-10980.	3.3	178
20	The challenges of personal data markets and privacy. Electronic Markets, 2015, 25, 161-167.	4.4	177
21	Protecting people from phishing. , 2007, , .		173
22	The Impact of Relative Standards on the Propensity to Disclose. Journal of Marketing Research, 2012, 49, 160-174.	3.0	167
23	Do data breach disclosure laws reduce identity theft?. Journal of Policy Analysis and Management, 2011, 30, 256-286.	1.1	148
24	Silent Listeners: The Evolution of Privacy and Disclosure on Facebook. Journal of Privacy and Confidentiality, 2013, 4, .	1.1	146
25	Nudging Privacy: The Behavioral Economics of Personal Information. IEEE Security and Privacy, 2009, 7, 82-85.	1.5	142
26	A field trial of privacy nudges for facebook. , 2014, , .		139
27	School of phish. , 2009, , .		135
28	Privacy nudges for social media. , 2013, , .		118
29	Crime and Punishment: Job Insecurity and Wage Arrears in the Russian Federation. Journal of Comparative Economics, 1999, 27, 595-617.	1.1	92
30	Empirical Analysis of Data Breach Litigation. Journal of Empirical Legal Studies, 2014, 11, 74-104.	0.5	91
31	On the Economics of Anonymity. Lecture Notes in Computer Science, 2003, , 84-102.	1.0	89
32	Secrets and Likes: The Drive for Privacy and the Difficulty of Achieving It in the Digital Age. Journal of Consumer Psychology, 2020, 30, 736-758.	3.2	88
33	An Experiment in Hiring Discrimination via Online Social Networks. Management Science, 2020, 66, 1005-1024.	2.4	87
34	The Impact of Privacy Regulation and Technology Incentives: The Case of Health Information Exchanges. Management Science, 2016, 62, 1042-1063.	2.4	86
35	Timing is everything?., 2009, , .		82
36	"i read my Twitter the next morning and was astonished". , 2013, , .		76

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37	Getting users to pay attention to anti-phishing education. , 2007, , .		73
38	Sleights of privacy. , 2013, , .		71
39	Face Recognition and Privacy in the Age of Augmented Reality. Journal of Privacy and Confidentiality, 2014, 6, .	1.1	68
40	Beyond the Privacy Paradox: Objective Versus Relative Risk in Privacy Decision Making. MIS Quarterly: Management Information Systems, 2018, 42, 465-488.	3.1	66
41	Gone in 15 Seconds: The Limits of Privacy Transparency and Control. IEEE Security and Privacy, 2013, 11, 72-74.	1.5	64
42	Tweets are forever. , 2013, , .		54
43	â€œI cheated, but only a littleâ€ Partial confessions to unethical behavior.. Journal of Personality and Social Psychology, 2014, 106, 202-217.	2.6	54
44	The Economics of Privacy. SSRN Electronic Journal, 0, , .	0.4	54
45	Lessons from a real world evaluation of anti-phishing training. , 2008, , .		51
46	"It's a scavenger hunt": Usability of Websites' Opt-Out and Data Deletion Choices. , 2020, , .		45
47	Privacy patterns for online interactions. , 2006, , .		44
48	The Impact of Timing on the Salience of Smartphone App Privacy Notices. , 2015, , .		44
49	Informing the Design of a Personalized Privacy Assistant for the Internet of Things. , 2020, , .		43
50	An Experiment in Hiring Discrimination Via Online Social Networks. SSRN Electronic Journal, 0, , .	0.4	42
51	The Economics and Behavioral Economics of Privacy. , 2014, , 76-95.		41
52	Do Interruptions Pay off? Effects of Interruptive Ads on Consumersâ€™ Willingness to Pay. Journal of Interactive Marketing, 2011, 25, 226-240.	4.3	40
53	Adjustable Autonomy and Human-Agent Teamwork in Practice: An Interim Report on Space Applications. Multiagent Systems, Artificial Societies, and Simulated Organizations, 2003, , 243-280.	2.5	40
54	Privacy and Security of Personal Information. , 2004, , 179-186.		37

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55	Power strips, prophylactics, and privacy, oh my!. , 2006, , .		34
56	When and why randomized response techniques (fail to) elicit the truth. Organizational Behavior and Human Decision Processes, 2018, 148, 101-123.	1.4	34
57	Identity Management, Privacy, and Price Discrimination. IEEE Security and Privacy, 2008, 6, 46-50.	1.5	30
58	What Can Behavioral Economics Teach Us about Privacy?. , 2007, , 363-377.		30
59	Personal data markets. Electronic Markets, 2015, 25, 91-93.	4.4	29
60	Privacy manipulation and acclimation in a location sharing application. , 2013, , .		26
61	Beyond the Turk: An Empirical Comparison of Alternative Platforms for Online Behavioral Research. SSRN Electronic Journal, 0, , .	0.4	26
62	Engineering Information Disclosure. , 2016, , .		26
63	Toggles, Dollar Signs, and Triangles: How to (In)Effectively Convey Privacy Choices with Icons and Link Texts. , 2021, , .		25
64	I Would Like To..., I Shouldn't..., I Wish I.... , 2015, , .		23
65	“Heads or tails?” A reachability bias in binary choice.. Journal of Experimental Psychology: Learning Memory and Cognition, 2014, 40, 1656-1663.	0.7	21
66	Awareness, Adoption, and Misconceptions of Web Privacy Tools. Proceedings on Privacy Enhancing Technologies, 2021, 2021, 308-333.	2.3	18
67	How privacy’s past may shape its future. Science, 2022, 375, 270-272.	6.0	16
68	Behavioral research and empirical modeling of marketing channels: Implications for both fields and a call for future research. Marketing Letters, 2010, 21, 301-315.	1.9	15
69	The Best of Strangers: Context Dependent Willingness to Divulge Personal Information. SSRN Electronic Journal, 0, , .	0.4	14
70	Can Privacy Nudges be Tailored to Individuals' Decision Making and Personality Traits?. , 2019, , .		14
71	Improving phishing countermeasures: An analysis of expert interviews. , 2009, , .		13
72	Self-Reported Social Network Behavior: Accuracy Predictors and Implications for the Privacy Paradox. , 2013, , .		11

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73	Beyond the Privacy Paradox: Objective versus Relative Risk in Privacy Decision Making. SSRN Electronic Journal, 2016, , .	0.4	11
74	Privacy and Rationality. , 2006, , 15-29.		11
75	Building the security behavior observatory. , 2014, , .		11
76	The impact of reversibility on the decision to disclose personal information. Journal of Consumer Marketing, 2016, 33, 428-436.	1.2	10
77	The Welfare Impact of Targeted Advertising Technologies. Information Systems Research, 2022, 33, 131-151.	2.2	10
78	Trust modelling for online transactions. , 2006, , .		8
79	Empirical analysis of online anonymity and user behaviors: the impact of real name policy. , 2012, , .		8
80	A Query-Theory Perspective of Privacy Decision Making. Journal of Legal Studies, 2016, 45, S97-S121.	0.2	8
81	Choice Architecture, Framing, and Cascaded Privacy Choices. Management Science, 0, , .	2.4	8
82	What's It To You? A Survey of Online Privacy Concerns and Risks. SSRN Electronic Journal, 2006, , .	0.4	7
83	Empirical Analysis of Data Breach Litigation. SSRN Electronic Journal, 0, , .	0.4	6
84	Should Credit Card Issuers Reissue Cards in Response to a Data Breach?. ACM Transactions on Internet Technology, 2018, 18, 1-19.	3.0	6
85	Privacy and Human Behavior in the Information Age*. , 0, , 184-197.		6
86	Economics of Privacy and Personal Data. , 2021, , 1-3.		6
87	From the Economics to the Behavioral Economics of Privacy: A Note. Lecture Notes in Computer Science, 2010, , 23-26.	1.0	6
88	Differential discounting and present impact of past information.. Journal of Experimental Psychology: General, 2018, 147, 74-92.	1.5	6
89	Nudges for Privacy and Security: Understanding and Assisting Users Choices Online. SSRN Electronic Journal, 0, , .	0.4	6
90	Ubiquitous Computing, Customer Tracking, and Price Discrimination. , 2006, , 115-132.		4

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91	The impact of privacy indicators on search engine browsing patterns. , 2009, , .		4
92	Les comportements de vie privée face au commerce électronique. Réseaux, 2011, n° 167, 105-130.	0.1	3
93	Increasing Adoption of Tor Browser Using Informational and Planning Nudges. Proceedings on Privacy Enhancing Technologies, 2022, 2022, 152-183.	2.3	3
94	Empirical Analysis of Data Breach Litigation. SSRN Electronic Journal, 2011, , .	0.4	2
95	Choice Architecture, Framing, and Cascaded Privacy Choices. SSRN Electronic Journal, 2016, , .	0.4	2
96	Not All Privacy Is Created Equal: The Welfare Impact of Targeted Advertising. SSRN Electronic Journal, 2017, , .	0.4	2
97	Interrupting Interruptions: A Digital Experiment on Social Media and Performance. SSRN Electronic Journal, 2018, , .	0.4	2
98	Complementary Perspectives on Privacy and Security: Economics. IEEE Security and Privacy, 2013, 11, 93-95.	1.5	1
99	Inducing Customers to Try New Goods. Review of Industrial Organization, 2014, 44, 131-146.	0.4	1
100	Editorial: Special issue on cyber security, privacy and ethics of information systems. Information Systems Frontiers, 2019, 21, 1203-1205.	4.1	1
101	Spiny CACTOS: OSN Users Attitudes and Perceptions Towards Cryptographic Access Control Tools. , 2014, , .		1
102	ICT Challenges and Opportunities in Building a "Bright Society". Journal of the Association for Information Systems, 0, , 58-62.	2.4	1
103	Countermeasures against Government-Scale Monetary Forgery. Lecture Notes in Computer Science, 2008, , 262-266.	1.0	1
104	Do Interruptions Pay Off? - Effects of Interruptive Ads on Consumers' Willingness to Pay. SSRN Electronic Journal, 2011, , .	0.4	0