

Bettina Rockenbach

List of Publications by Year in descending order

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Version: 2024-02-01

59
papers

4,763
citations

257357

24
h-index

265120

42
g-index

61
all docs

61
docs citations

61
times ranked

3198
citing authors

#	ARTICLE	IF	CITATIONS
1	Egalitarianism in young children. <i>Nature</i> , 2008, 454, 1079-1083.	13.7	1,104
2	The Competitive Advantage of Sanctioning Institutions. <i>Science</i> , 2006, 312, 108-111.	6.0	828
3	Detrimental effects of sanctions on human altruism. <i>Nature</i> , 2003, 422, 137-140.	13.7	701
4	The efficient interaction of indirect reciprocity and costly punishment. <i>Nature</i> , 2006, 444, 718-723.	13.7	473
5	Human altruism: economic, neural, and evolutionary perspectives. <i>Current Opinion in Neurobiology</i> , 2004, 14, 784-790.	2.0	226
6	Measuring lying aversion. <i>Journal of Economic Behavior and Organization</i> , 2013, 93, 293-300.	1.0	201
7	Direct and indirect punishment among strangers in the field. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2014, 111, 15924-15927.	3.3	109
8	Teams take the better risks. <i>Journal of Economic Behavior and Organization</i> , 2007, 63, 412-422.	1.0	108
9	Consumer Social Responsibility. <i>Management Science</i> , 2016, 62, 3123-3137.	2.4	94
10	In Search of Workers' Real Effort Reciprocity-a Field and a Laboratory Experiment. <i>Journal of the European Economic Association</i> , 2010, 8, 817-837.	1.9	76
11	On the interaction of the stick and the carrot in social dilemmas. <i>Journal of Theoretical Biology</i> , 2012, 299, 139-143.	0.8	73
12	Moral Punishment in Everyday Life. <i>Personality and Social Psychology Bulletin</i> , 2018, 44, 1697-1711.	1.9	60
13	Option pricing by students and professional traders: a behavioural investigation. <i>Managerial and Decision Economics</i> , 2006, 27, 497-510.	1.3	58
14	The behavioral relevance of mental accounting for the pricing of financial options. <i>Journal of Economic Behavior and Organization</i> , 2004, 53, 513-527.	1.0	55
15	In Search Of Workers' Real Effort Reciprocityâ€”A Field and a Laboratory Experiment. <i>Journal of the European Economic Association</i> , 2010, 8, 817-837.	1.9	55
16	Altruistic punishment does not increase with the severity of norm violations in the field. <i>Nature Communications</i> , 2016, 7, 13327.	5.8	54
17	Motivating teammates: The leaderâ€™s choice between positive and negative incentives. <i>Journal of Economic Psychology</i> , 2009, 30, 591-607.	1.1	52
18	To qualify as a social partner, humans hide severe punishment, although their observed cooperativeness is decisive. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011, 108, 18307-18312.	3.3	52

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19	The Inter-Group Comparison of Intra-Group Cooperation Hypothesis: Comparisons between Groups Increase Efficiency in Public Goods Provision. <i>PLoS ONE</i> , 2013, 8, e56152.	1.1	44
20	On cooperation in open communities. <i>Journal of Public Economics</i> , 2014, 120, 220-230.	2.2	42
21	An experimental test of design alternatives for the British 3G/UMTS auction. <i>European Economic Review</i> , 2005, 49, 505-530.	1.2	37
22	Spying on Others Evolves. <i>Science</i> , 2007, 317, 464-465.	6.0	36
23	Punisher pays. <i>Nature</i> , 2008, 452, 297-298.	13.7	30
24	MONITORING IN TEAMS: USING LABORATORY EXPERIMENTS TO STUDY A THEORY OF THE FIRM. <i>Journal of the European Economic Association</i> , 2011, 9, 785-816.	1.9	29
25	Collusion under yardstick competition: an experimental study. <i>International Journal of Industrial Organization</i> , 2004, 22, 1017-1038.	0.6	25
26	How to treat those of ill repute. <i>Nature</i> , 2009, 457, 39-40.	13.7	18
27	Evasive lying in strategic communication. <i>Journal of Public Economics</i> , 2017, 156, 59-72.	2.2	17
28	We are Not Alone: The Impact of Externalities on Public Good Provision. <i>SSRN Electronic Journal</i> , 2011, , ,	0.4	16
29	The competitive advantage of honesty. <i>European Economic Review</i> , 2016, 89, 407-424.	1.2	15
30	Not just hot air: normative codes of conduct induce cooperative behavior. <i>Review of Managerial Science</i> , 2008, 2, 183-197.	4.3	12
31	The royal lie. <i>Journal of Economic Behavior and Organization</i> , 2013, 93, 305-313.	1.0	8
32	Sharing information. <i>Journal of Economic Behavior and Organization</i> , 2012, 81, 689-698.	1.0	7
33	Designing Institutions for Social Dilemmas. <i>German Economic Review</i> , 2016, 17, 316-336.	0.5	7
34	The Fisherman's Problem: Exploring the tension between cooperative and non-cooperative concepts in a simple game. <i>Journal of Economic Psychology</i> , 2003, 24, 425-445.	1.1	6
35	Institution Design in Social Dilemmas: How to Design If You Must?. <i>SSRN Electronic Journal</i> , 0, , ,	0.4	5
36	Desire to Win Drives Overbidding in Tullock Contests. <i>SSRN Electronic Journal</i> , 0, , ,	0.4	5

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37	The Effects of Punishment in Dynamic Public-Good Games. SSRN Electronic Journal, 2010, , .	0.4	4
38	Field evidence on the role of time preferences in conservation behavior. Journal of Environmental Economics and Management, 2020, 104, 102368.	2.1	4
39	Providing personal information to the benefit of others. PLoS ONE, 2020, 15, e0237183.	1.1	4
40	Inequality and competitive effort: The roles of asymmetric resources, opportunity and outcomes. Journal of Economic Behavior and Organization, 2021, 185, 81-96.	1.0	4
41	Endogenously Emerging Gender Pay Gap in an Experimental Teamwork Setting. Games, 2018, 9, 98.	0.4	3
42	United we stand, divided we fall: The limitations of between-group comparisons for fostering within-group cooperation. Journal of Economic Psychology, 2018, 69, 19-29.	1.1	3
43	Pushing the bad away: reverse Tullock contests. Journal of the Economic Science Association, 2018, 4, 73-85.	1.8	1
44	Der Fluch der Erfahrung: Professionelle Trader versus Studenten in einem Optionsbewertungsexperiment. , 2000, , 45-66.		1
45	A STRATEGIC ANALYSIS OF SPECULATIVE TRADE IN A TWO-SIDED ASSET MARKET WITH INFORMATION DIVERSITY. International Game Theory Review, 2005, 07, 151-170.	0.3	0
46	Fairness Crowded Out by Law: An Experimental Study on Withdrawal Rights. Journal of Institutional and Theoretical Economics, 2007, 163, 106.	0.1	0
47	On Cooperation in Open Communities. SSRN Electronic Journal, 2013, , .	0.4	0
48	The Competitive Advantage of Honesty. SSRN Electronic Journal, 0, , .	0.4	0
49	The Dose Does it: Punishment and Cooperation in Dynamic Public-Good Games. Review of Behavioral Economics, 2019, 6, 19-37.	0.2	0
50	Inequality in minimum-effort coordination. Journal of Economic Behavior and Organization, 2020, 177, 341-370.	1.0	0
51	Paying with your personal data: the insensitivity of private information provision to asymmetric benefits. Journal of the Economic Science Association, 2021, 7, 64-73.	1.8	0
52	Incomplete and Asymmetric Surplus Information in Labor Relations. SSRN Electronic Journal, 0, , .	0.4	0
53	Institutions Fostering Public Goods Provision. , 2010, , 167-184.		0
54	Trust Them, Threaten Them, or Lure Them? Effective Audit Systems to Promote Compliance. SSRN Electronic Journal, 0, , .	0.4	0

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55	Providing personal information to the benefit of others. , 2020, 15, e0237183.		0
56	Providing personal information to the benefit of others. , 2020, 15, e0237183.		0
57	Providing personal information to the benefit of others. , 2020, 15, e0237183.		0
58	Providing personal information to the benefit of others. , 2020, 15, e0237183.		0
59	Revealing good deeds: disclosure of social responsibility in competitive markets. Experimental Economics, 2022, 25, 1349-1373.	1.0	0