

George Loewenstein

List of Publications by Year in Descending Order

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

277
papers

40,017
citations

94
h-index

199
g-index

291
ext. papers

47,615
ext. citations

6.7
avg, IF

7.9
L-index

#	Paper	IF	Citations
277	Privacy and Behavioral Economics 2022 , 61-77		
276	The Motivational Processes of Sense-Making 2022 , 3-30		0
275	Megastudies improve the impact of applied behavioural science. <i>Nature</i> , 2021 ,	50.4	8
274	Effect of Financial Incentives for Process, Outcomes, or Both on Cholesterol Level Change: A Randomized Clinical Trial. <i>JAMA Network Open</i> , 2021 , 4, e2121908	10.4	0
273	The rise of affectivism. <i>Nature Human Behaviour</i> , 2021 , 5, 816-820	12.8	15
272	Measuring Information Preferences. <i>Management Science</i> , 2021 , 67, 126-145	3.9	9
271	Primary caregiver decision-making in hematopoietic cell transplantation and gene therapy for sickle cell disease. <i>Pediatric Blood and Cancer</i> , 2021 , 68, e28749	3	7
270	Information gaps for risk and ambiguity. <i>Psychological Review</i> , 2021 , 128, 86-103	6.3	7
269	Clinical signs associated with earlier diagnosis of children with autism Spectrum disorder. <i>BMC Pediatrics</i> , 2021 , 21, 96	2.6	5
268	Behaviorally Informed Strategies for a National COVID-19 Vaccine Promotion Program. <i>JAMA - Journal of the American Medical Association</i> , 2021 , 325, 125-126	27.4	49
267	What is a habit? Diverse mechanisms that can produce sustained behavior change. <i>Organizational Behavior and Human Decision Processes</i> , 2020 , 161, 36-38	4	8
266	Effect of Default Options in Advance Directives on Hospital-Free Days and Care Choices Among Seriously Ill Patients: A Randomized Clinical Trial. <i>JAMA Network Open</i> , 2020 , 3, e201742	10.4	10
265	Encouraging pro-environmental behaviour through green identity labelling. <i>Nature Sustainability</i> , 2020 , 3, 746-752	22.1	16
264	Filling in the Blanks: What Restaurant Patrons Assume About Missing Sanitation Inspection Grades. <i>Journal of Public Policy and Marketing</i> , 2020 , 39, 266-283	3.8	4
263	Secrets and Likes: The Drive for Privacy and the Difficulty of Achieving It in the Digital Age. <i>Journal of Consumer Psychology</i> , 2020 , 30, 736-758	3.1	27
262	Curiosity and the economics of attention. <i>Current Opinion in Behavioral Sciences</i> , 2020 , 35, 135-140	4	7
261	Do physician incentives increase patient medication adherence?. <i>Health Services Research</i> , 2020 , 55, 503-511	3.1	2

260	Effect of Patient Financial Incentives on Statin Adherence and Lipid Control: A Randomized Clinical Trial. <i>JAMA Network Open</i> , 2020 , 3, e2019429	10.4	9
259	Assessment of Patient and Caregiver Attitudes and Approaches to Decision-Making Regarding Bone Marrow Transplant for Sickle Cell Disease: A Qualitative Study. <i>JAMA Network Open</i> , 2020 , 3, e206742	10.4	6
258	Self-serving invocations of shared and asymmetric history in negotiations. <i>European Economic Review</i> , 2019 , 120, 103309	1.9	1
257	The Red, the Black, and the Plastic: Paying Down Credit Card Debt for Hotels, Not Sofas. <i>Management Science</i> , 2019 , 65, 5392-5410	3.9	4
256	The Habit Formation trial of behavioral economic interventions to improve statin use and reduce the risk of cardiovascular disease: Rationale, design and methodologies. <i>Clinical Trials</i> , 2019 , 16, 399-409	2.2	6
255	Nudging out support for a carbon tax. <i>Nature Climate Change</i> , 2019 , 9, 484-489	21.4	72
254	Effect of revealing authors' conflicts of interests in peer review: randomized controlled trial. <i>BMJ, The</i> , 2019 , 367, l5896	5.9	10
253	Comparative Effectiveness of a Web-Based Patient Decision Aid for Therapeutic Options for Sickle Cell Disease: Randomized Controlled Trial. <i>Journal of Medical Internet Research</i> , 2019 , 21, e14462	7.6	10
252	Insinuation Anxiety: Concern That Advice Rejection Will Signal Distrust After Conflict of Interest Disclosures. <i>Personality and Social Psychology Bulletin</i> , 2019 , 45, 1099-1112	4.1	12
251	Linda Babcock: Go-getter and Do-gooder. <i>Negotiation and Conflict Management Research</i> , 2018 , 11, 130-145	1.5	1
250	Information gaps: A theory of preferences regarding the presence and absence of information.. <i>Decision</i> , 2018 , 5, 143-164	1.9	48
249	The Impact of Idea Generation and Potential Appropriation on Entrepreneurship: An Experimental Study. <i>Management Science</i> , 2018 , 64, 64-82	3.9	12
248	The Effect of Cost Sharing on an Employee Weight Loss Program: A Randomized Trial. <i>American Journal of Health Promotion</i> , 2018 , 32, 170-176	2.5	6
247	Grandma knows best: Family structure and age of diagnosis of autism spectrum disorder. <i>Autism</i> , 2018 , 22, 368-376	6.6	15
246	When and why randomized response techniques (fail to) elicit the truth. <i>Organizational Behavior and Human Decision Processes</i> , 2018 , 148, 101-123	4	18
245	What role do consequences play in motivating consumers? 2018 , 144-146		
244	Heterogeneous effects of peer tutoring: Evidence from rural Chinese middle schools. <i>Research in Economics</i> , 2018 , 72, 33-48	1	6
243	Self-Control and Its Discontents: A Commentary on Duckworth, Milkman, and Laibson. <i>Psychological Science in the Public Interest: A Journal of the American Psychological Society</i> , 2018 , 19, 95-101	18.6	6

242	Choice Architecture, Framing, and Cascaded Privacy Choices. <i>Management Science</i> , 2018 ,	3.9	2
241	Is Altruism Sensitive to Scope? The Role of Tangibility. <i>AEA Papers and Proceedings American Economic Association</i> , 2018 , 108, 143-147	1.6	3
240	Information Avoidance. <i>Journal of Economic Literature</i> , 2017 , 55, 96-135	9.1	221
239	Business Model-Related Conflict of Interests in Medicine: Problems and Potential Solutions. <i>JAMA - Journal of the American Medical Association</i> , 2017 , 317, 1745-1746	27.4	13
238	Association Between Academic Medical Center Pharmaceutical Detailing Policies and Physician Prescribing. <i>JAMA - Journal of the American Medical Association</i> , 2017 , 317, 1785-1795	27.4	49
237	The Chill of the Moment: Emotions and Proenvironmental Behavior. <i>Journal of Public Policy and Marketing</i> , 2017 , 36, 255-268	3.8	31
236	Putting nudges in perspective. <i>Behavioural Public Policy</i> , 2017 , 1, 26-53	2.7	70
235	Bored in the USA: Experience sampling and boredom in everyday life. <i>Emotion</i> , 2017 , 17, 359-368	4.1	66
234	A behavioral blueprint for improving health care policy. <i>Behavioral Science and Policy</i> , 2017 , 3, 52-66	2.8	8
233	Proponent or collaborative: Physician perspectives and approaches to disease modifying therapies in sickle cell disease. <i>PLoS ONE</i> , 2017 , 12, e0178413	3.7	22
232	Choose to Lose: Health Plan Choices from a Menu with Dominated Option. <i>Quarterly Journal of Economics</i> , 2017 , 132, 1319-1372	15.1	92
231	A randomized trial of lottery-based incentives and reminders to improve warfarin adherence: the Warfarin Incentives (WIN2) Trial. <i>Pharmacoepidemiology and Drug Safety</i> , 2016 , 25, 1219-1227	2.6	17
230	A Randomized Controlled Trial of Employer Matching of Employees' Monetary Contributions to Deposit Contracts to Promote Weight Loss. <i>American Journal of Health Promotion</i> , 2016 , 30, 441-52	2.5	19
229	Default options in advance directives: study protocol for a randomised clinical trial. <i>BMJ Open</i> , 2016 , 6, e010628	3	8
228	Habit formation in children: Evidence from incentives for healthy eating. <i>Journal of Health Economics</i> , 2016 , 45, 47-54	3.5	68
227	Advance Ordering for Healthier Eating? Field Experiments on the Relationship between the Meal Order/Consumption Time Delay and Meal Content. <i>Journal of Marketing Research</i> , 2016 , 53, 369-380	5.2	31
226	Financial Attention. <i>Review of Financial Studies</i> , 2016 , 29, 863-897	7	102
225	Development, Implementation, and Testing of a Web Based Decision Aid for Facilitating Shared Decision Making for Disease Modifying Therapies for Sickle Cell Disease. <i>Blood</i> , 2016 , 128, 5919-5919	2.2	

224	Choice Architecture, Framing, and Cascaded Privacy Choices. <i>SSRN Electronic Journal</i> , 2016 ,	1	2
223	Testing Strategies to Increase Saving and Retention in Individual Development Account Programs. <i>SSRN Electronic Journal</i> , 2016 ,	1	1
222	The under-appreciated drive for sense-making. <i>Journal of Economic Behavior and Organization</i> , 2016 , 126, 137-154	1.6	89
221	Calorie Label Formats: Using Numeric and Traffic Light Calorie Labels to Reduce Lunch Calories. <i>Journal of Public Policy and Marketing</i> , 2016 , 35, 26-36	3.8	46
220	Heterogeneity in the Effects of Reward- and Deposit-based Financial Incentives on Smoking Cessation. <i>American Journal of Respiratory and Critical Care Medicine</i> , 2016 , 194, 981-988	10.2	12
219	The Preference for Belief Consonance. <i>Journal of Economic Perspectives</i> , 2016 , 30, 165-188	9.9	32
218	Conflicted advice and second opinions: Benefits, but unintended consequences. <i>Organizational Behavior and Human Decision Processes</i> , 2015 , 130, 89-107	4	11
217	Randomized trial of four financial-incentive programs for smoking cessation. <i>New England Journal of Medicine</i> , 2015 , 372, 2108-17	59.2	233
216	You call it "self-exuberance"; I call it "bragging": miscalibrated predictions of emotional responses to self-promotion. <i>Psychological Science</i> , 2015 , 26, 903-14	7.9	42
215	Does Increased Sexual Frequency Enhance Happiness?. <i>Journal of Economic Behavior and Organization</i> , 2015 , 116, 206-218	1.6	28
214	The pernicious role of asymmetric history in negotiations. <i>Journal of Economic Behavior and Organization</i> , 2015 , 116, 430-438	1.6	2
213	Do Individuals Make Sensible Health Insurance Decisions? Evidence from a Menu with Dominated Options 2015 ,		27
212	Behavioral Economics and Public Policy 102: Beyond Nudging. <i>American Economic Review</i> , 2015 , 105, 396-401	9.7	77
211	Helping Consumers Use Nutrition Information: Effects of Format and Presentation. <i>American Journal of Health Economics</i> , 2015 , 1, 326-344	1.8	16
210	The Under-Appreciated Drive for Sense-Making. <i>SSRN Electronic Journal</i> , 2015 ,	1	2
209	Information Avoidance. <i>SSRN Electronic Journal</i> , 2015 ,	1	5
208	Warning: You are about to be nudged. <i>Behavioral Science and Policy</i> , 2015 , 1, 35-42	2.8	95
207	Choosing a Health Insurance Plan: Complexity and Consequences. <i>JAMA - Journal of the American Medical Association</i> , 2015 , 314, 2505-6	27.4	26

206	Modeling the interplay between affect and deliberation.. <i>Decision</i> , 2015 , 2, 55-81	1.9	45
205	Relative Pay and Labor Supply. <i>Journal of Labor Economics</i> , 2015 , 33, 297-315	3.1	36
204	Comparing the effectiveness of individualistic, altruistic, and competitive incentives in motivating completion of mental exercises. <i>Journal of Health Economics</i> , 2015 , 44, 286-99	3.5	3
203	Privacy and human behavior in the age of information. <i>Science</i> , 2015 , 347, 509-14	33.3	695
202	ACA-mandated elimination of cost sharing for preventive screening has had limited early impact. <i>American Journal of Managed Care</i> , 2015 , 21, 511-7	2.1	31
201	Translating the hemoglobin A1C with more easily understood feedback: a randomized controlled trial. <i>Journal of General Internal Medicine</i> , 2014 , 29, 996-1003	4	7
200	Financial incentives for home-based health monitoring: a randomized controlled trial. <i>Journal of General Internal Medicine</i> , 2014 , 29, 770-7	4	62
199	Nothing to declare: mandatory and voluntary disclosure leads advisors to avoid conflicts of interest. <i>Psychological Science</i> , 2014 , 25, 575-84	7.9	57
198	Warning: You are About to Be Nudged. <i>SSRN Electronic Journal</i> , 2014 ,	1	5
197	A reassessment of the defense of parenthood. <i>Psychological Science</i> , 2014 , 25, 299-302	7.9	17
196	Disclosure: Psychology Changes Everything. <i>Annual Review of Economics</i> , 2014 , 6, 391-419	5	119
195	Identifying a reliable boredom induction. <i>Perceptual and Motor Skills</i> , 2014 , 119, 237-53	2.2	25
194	Cheating more for less: Upward social comparisons motivate the poorly compensated to cheat. <i>Organizational Behavior and Human Decision Processes</i> , 2014 , 123, 101-109	4	78
193	The burden of disclosure: increased compliance with distrusted advice. <i>Journal of Personality and Social Psychology</i> , 2013 , 104, 289-304	6.5	74
192	Consumers' misunderstanding of health insurance. <i>Journal of Health Economics</i> , 2013 , 32, 850-62	3.5	130
191	Goal gradient in helping behavior. <i>Journal of Experimental Social Psychology</i> , 2013 , 49, 1078-1083	2.6	73
190	Chapter 21. Using Decision Errors to Help People Help Themselves 2013 , 361-379		2
189	The donor is in the details. <i>Organizational Behavior and Human Decision Processes</i> , 2013 , 120, 15-23	4	94

188	Slow Down! Insensitivity to Rate of Consumption Leads to Avoidable Satiation. <i>Journal of Consumer Research</i> , 2013 , 39, 993-1009	6.3	52
187	Behavioral economics holds potential to deliver better results for patients, insurers, and employers. <i>Health Affairs</i> , 2013 , 32, 1244-50	7	119
186	What Is Privacy Worth?. <i>Journal of Legal Studies</i> , 2013 , 42, 249-274	1.1	222
185	Sleights of privacy 2013 ,		54
184	Misplaced Confidences: Privacy and the Control Paradox. <i>Social Psychological and Personality Science</i> , 2013 , 4, 340-347	4.3	242
183	Default options in advance directives influence how patients set goals for end-of-life care. <i>Health Affairs</i> , 2013 , 32, 408-17	7	106
182	Framing Influences Willingness to Pay but Not Willingness to Accept. <i>Journal of Marketing Research</i> , 2013 , 50, 725-738	5.2	27
181	Supplementing menu labeling with calorie recommendations to test for facilitation effects. <i>American Journal of Public Health</i> , 2013 , 103, 1604-9	5.1	60
180	Individual- versus group-based financial incentives for weight loss: a randomized, controlled trial. <i>Annals of Internal Medicine</i> , 2013 , 158, 505-14	8	136
179	Disclosure: Psychology Changes Everything. <i>SSRN Electronic Journal</i> , 2013 ,	1	3
178	Identifying Emotions on the Basis of Neural Activation. <i>PLoS ONE</i> , 2013 , 8, e66032	3.7	132
177	Changing Places. <i>Advances in Experimental Social Psychology</i> , 2013 , 48, 117-171	4.2	26
176	Bias in the evaluation of conflict of interest policies. <i>Journal of Law, Medicine and Ethics</i> , 2012 , 40, 368-82	1.2	9
175	The illusion of courage in self-predictions: Mispredicting one's own behavior in embarrassing situations. <i>Journal of Behavioral Decision Making</i> , 2012 , 25, 1-12	2.4	25
174	Peer mentoring and financial incentives to improve glucose control in African American veterans: a randomized trial. <i>Annals of Internal Medicine</i> , 2012 , 156, 416-24	8	198
173	After Adversity Strikes: Predictions, Recollections and Reality Among People Experiencing the Onset of Adverse Circumstances. <i>Journal of Happiness Studies</i> , 2012 , 13, 589-600	3.7	3
172	The impact of price discounts and calorie messaging on beverage consumption: a multi-site field study. <i>Preventive Medicine</i> , 2012 , 55, 629-33	4.3	24
171	Behavioral Economics 2012 , 641-689		40

170	Empirical observations on longer-term use of incentives for weight loss. <i>Preventive Medicine</i> , 2012 , 55 Suppl, S68-74	4.3	23
169	Measuring the prevalence of questionable research practices with incentives for truth telling. <i>Psychological Science</i> , 2012 , 23, 524-32	7.9	1104
168	Responsibility: The tie that binds. <i>Journal of Experimental Social Psychology</i> , 2012 , 48, 441-445	2.6	24
167	Lenders' blind trust and borrowers' blind spots: A descriptive investigation of personal loans. <i>Journal of Economic Psychology</i> , 2012 , 33, 996-1011	2.5	18
166	Choosing wisely: low-value services, utilization, and patient cost sharing. <i>JAMA - Journal of the American Medical Association</i> , 2012 , 308, 1635-6	27.4	48
165	Randomized trial of lottery-based incentives to improve warfarin adherence. <i>American Heart Journal</i> , 2012 , 164, 268-74	4.9	83
164	More Affected = More Neglected: Amplification of Bias in Advice to the Unidentified and Many. <i>Social Psychological and Personality Science</i> , 2012 , 3, 365-372	4.3	24
163	The partner-specific sexual liking and sexual wanting scale: psychometric properties. <i>Archives of Sexual Behavior</i> , 2012 , 41, 467-76	3.5	18
162	The impact of alternative incentive schemes on completion of health risk assessments. <i>American Journal of Health Promotion</i> , 2012 , 26, 184-8	2.5	63
161	Incentives in health: different prescriptions for physicians and patients. <i>JAMA - Journal of the American Medical Association</i> , 2012 , 307, 1375-6	27.4	22
160	The Impact of Relative Standards on the Propensity to Disclose. <i>Journal of Marketing Research</i> , 2012 , 49, 160-174	5.2	110
159	Assessing value in health care programs. <i>JAMA - Journal of the American Medical Association</i> , 2012 , 307, 2153-4	27.4	14
158	The unintended consequences of conflict of interest disclosure. <i>JAMA - Journal of the American Medical Association</i> , 2012 , 307, 669-70	27.4	152
157	Incentives in Health. <i>Obstetrical and Gynecological Survey</i> , 2012 , 67, 464-465	2.4	2
156	Can behavioural economics make us healthier?. <i>BMJ, The</i> , 2012 , 344, e3482	5.9	64
155	It's Not what you Get but when you Get It: The Effect of Gift Sequence on Deposit Balances and Customer Sentiment in a Commercial Bank. <i>Journal of Marketing Research</i> , 2011 , 48, 103-115	5.2	40
154	The Limits of Transparency: Pitfalls and Potential of Disclosing Conflicts of Interest. <i>American Economic Review</i> , 2011 , 101, 423-428	9.7	85
153	Enhanced active choice: A new method to motivate behavior change. <i>Journal of Consumer Psychology</i> , 2011 , 21, 376-383	3.1	102

152	Behavioral Economics and Obesity 2011 ,		1
151	Compared to what? A joint evaluation method for assessing quality of life. <i>Quality of Life Research</i> , 2011 , 20, 1169-77	3.7	6
150	Financial incentives for extended weight loss: a randomized, controlled trial. <i>Journal of General Internal Medicine</i> , 2011 , 26, 621-6	4	223
149	What constitutes torture?: psychological impediments to an objective evaluation of enhanced interrogation tactics. <i>Psychological Science</i> , 2011 , 22, 689-94	7.9	28
148	When Sunlight Fails to Disinfect: Understanding the Perverse Effects of Disclosing Conflicts of Interest. <i>Journal of Consumer Research</i> , 2011 , 37, 836-857	6.3	114
147	Strangers on a Plane: Context-Dependent Willingness to Divulge Sensitive Information. <i>Journal of Consumer Research</i> , 2011 , 37, 858-873	6.3	248
146	Confronting reality: pitfalls of calorie posting. <i>American Journal of Clinical Nutrition</i> , 2011 , 93, 679-80	7	27
145	An Internet-Based Pediatric Weight Management Program with and without Financial Incentives: A Randomized Trial. <i>Childhood Obesity</i> , 2011 , 7, 122-128	2.5	2
144	Redesigning employee health incentives--lessons from behavioral economics. <i>New England Journal of Medicine</i> , 2011 , 365, 388-90	59.2	157
143	Underpredicting Learning after Initial Experience with a Product. <i>Journal of Consumer Research</i> , 2011 , 37, 723-736	6.3	30
142	Brief Report: Physician Narcissism, Ego Threats, and Confidence in the Face of Uncertainty. <i>Journal of Applied Social Psychology</i> , 2010 , 40, 947-955	2.1	10
141	Insufficient Emotion: Soul-searching by a Former Indicter of Strong Emotions. <i>Emotion Review</i> , 2010 , 2, 234-239	4.6	13
140	Self-Interest through Delegation: An Additional Rationale for the Principal-Agent Relationship. <i>American Economic Review</i> , 2010 , 100, 1826-1846	9.7	181
139	Promoting Healthy Choices: Information versus Convenience. <i>American Economic Journal: Applied Economics</i> , 2010 , 2, 164-178	5.1	166
138	Effect of reminders of personal sacrifice and suggested rationalizations on residents' self-reported willingness to accept gifts: a randomized trial. <i>JAMA - Journal of the American Medical Association</i> , 2010 , 304, 1204-11	27.4	29
137	Informative inducement: study payment as a signal of risk. <i>Social Science and Medicine</i> , 2010 , 70, 455-464	5.1	75
136	The wick in the candle of learning: epistemic curiosity activates reward circuitry and enhances memory. <i>Psychological Science</i> , 2009 , 20, 963-73	7.9	419
135	P4P4P: an agenda for research on pay-for-performance for patients. <i>Health Affairs</i> , 2009 , 28, 206-14	7	103

134	The ostrich effect: Selective attention to information. <i>Journal of Risk and Uncertainty</i> , 2009 , 38, 95-115	3.1	310
133	Large Stakes and Big Mistakes. <i>Review of Economic Studies</i> , 2009 , 76, 451-469	5.6	419
132	Happily hopeless: adaptation to a permanent, but not to a temporary, disability. <i>Health Psychology</i> , 2009 , 28, 787-91	5	52
131	Strategies for Promoting Healthier Food Choices. <i>American Economic Review</i> , 2009 , 99, 159-64	9.7	217
130	A test of financial incentives to improve warfarin adherence. <i>BMC Health Services Research</i> , 2008 , 8, 272	2.9	181
129	Hedonic adaptation and the role of decision and experience utility in public policy. <i>Journal of Public Economics</i> , 2008 , 92, 1795-1810	7	124
128	Neuroeconomics. <i>Annual Review of Psychology</i> , 2008 , 59, 647-72	26.1	237
127	If I'm not hot, are you hot or not? Physical attractiveness evaluations and dating preferences as a function of one's own attractiveness. <i>Psychological Science</i> , 2008 , 19, 669-77	7.9	88
126	Mispredicting distress following romantic breakup: Revealing the time course of the affective forecasting error. <i>Journal of Experimental Social Psychology</i> , 2008 , 44, 800-807	2.6	66
125	Neural antecedents of the endowment effect. <i>Neuron</i> , 2008 , 58, 814-22	13.9	115
124	The tree of experience in the forest of information: Overweighing experienced relative to observed information. <i>Games and Economic Behavior</i> , 2008 , 62, 263-286	1.1	41
123	Tightwads and Spendthrifts. <i>Journal of Consumer Research</i> , 2008 , 34, 767-782	6.3	250
122	Exploring the cold-to-hot empathy gap in smokers. <i>Psychological Science</i> , 2008 , 19, 926-32	7.9	71
121	Financial incentive-based approaches for weight loss: a randomized trial. <i>JAMA - Journal of the American Medical Association</i> , 2008 , 300, 2631-7	27.4	630
120	Intangibility in intertemporal choice. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2008 , 363, 3813-24	5.8	56
119	Pain and Suffering Awards: They Shouldn't Be (Just) about Pain and Suffering. <i>Journal of Legal Studies</i> , 2008 , 37, S195-S216	1.1	16
118	Mispredicting and misremembering: patients with renal failure overestimate improvements in quality of life after a kidney transplant. <i>Health Psychology</i> , 2008 , 27, 653-8	5	59
117	Myopic risk-seeking: The impact of narrow decision bracketing on lottery play. <i>Journal of Risk and Uncertainty</i> , 2008 , 37, 57-75	3.1	37

116	Conflicting motives in evaluations of sequences. <i>Journal of Risk and Uncertainty</i> , 2008 , 37, 221-235	3.1	63
115	Subjective relative income and lottery ticket purchases. <i>Journal of Behavioral Decision Making</i> , 2008 , 21, 283-295	2.4	106
114	Are they really that happy? Exploring scale recalibration in estimates of well-being. <i>Health Psychology</i> , 2008 , 27, 669-75	5	23
113	Sympathy and callousness: The impact of deliberative thought on donations to identifiable and statistical victims. <i>Organizational Behavior and Human Decision Processes</i> , 2007 , 102, 143-153	4	545
112	Sensitivity to disgust, stigma, and adjustment to life with a colostomy. <i>Journal of Research in Personality</i> , 2007 , 41, 787-803	2.8	60
111	Asymmetric paternalism to improve health behaviors. <i>JAMA - Journal of the American Medical Association</i> , 2007 , 298, 2415-7	27.4	323
110	Adaptation To Imprisonment: Indigenous or Imported?. <i>Criminal Justice and Behavior</i> , 2007 , 34, 1085-1100	9	96
109	The Scarecrow and the Tin Man: The Vicissitudes of Human Sympathy and Caring. <i>Review of General Psychology</i> , 2007 , 11, 112-126	3.9	231
108	Intertemporal choice--toward an integrative framework. <i>Trends in Cognitive Sciences</i> , 2007 , 11, 482-8	14	337
107	Neural predictors of purchases. <i>Neuron</i> , 2007 , 53, 147-56	13.9	838
106	Altered states: the impact of immediate craving on the valuation of current and future opioids. <i>Journal of Health Economics</i> , 2007 , 26, 865-76	3.5	54
105	Time discounting for primary rewards. <i>Journal of Neuroscience</i> , 2007 , 27, 5796-804	6.6	728
104	The heat of the moment: the effect of sexual arousal on sexual decision making. <i>Journal of Behavioral Decision Making</i> , 2006 , 19, 87-98	2.4	472
103	Social science. The pleasures and pains of information. <i>Science</i> , 2006 , 312, 704-6	33.3	40
102	Tom Sawyer and the construction of value. <i>Journal of Economic Behavior and Organization</i> , 2006 , 60, 1-10	1.6	127
101	Neuroeconomics: cross-currents in research on decision-making. <i>Trends in Cognitive Sciences</i> , 2006 , 10, 108-16	14	439
100	Misremembering colostomies? Former patients give lower utility ratings than do current patients. <i>Health Psychology</i> , 2006 , 25, 688-95	5	64
99	Mistake #37: The Effect of Previously Encountered Prices on Current Housing Demand*. <i>Economic Journal</i> , 2006 , 116, 175-199	2.9	92

98	Misperceiving the value of information in predicting the performance of others. <i>Experimental Economics</i> , 2006 , 9, 281-295	2.1	18
97	Prisoners' positive illusions of their post-release success. <i>Law and Human Behavior</i> , 2006 , 30, 631-47	2.5	34
96	Neuroeconomics: How Neuroscience Can Inform Economics. <i>Journal of Economic Literature</i> , 2005 , 43, 9-64	9.1	1133
95	Hot-cold empathy gaps and medical decision making. <i>Health Psychology</i> , 2005 , 24, S49-56	5	260
94	Misimagining the unimaginable: the disability paradox and health care decision making. <i>Health Psychology</i> , 2005 , 24, S57-62	5	206
93	Disability and sunshine: can hedonic predictions be improved by drawing attention to focusing illusions or emotional adaptation?. <i>Journal of Experimental Psychology: Applied</i> , 2005 , 11, 111-23	1.8	84
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