

# Holger Herz

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/8854066/publications.pdf>

Version: 2024-02-01

15  
papers

854  
citations

1306789

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1058022

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16  
all docs

16  
docs citations

16  
times ranked

569  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Lure of Authority: Motivation and Incentive Effects of Power. American Economic Review, 2013, 103, 1325-1359.	4.0	228
2	Seeking the Roots of Entrepreneurship: Insights from Behavioral Economics. Journal of Economic Perspectives, 2014, 28, 49-70.	2.7	191
3	The Intrinsic Value of Decision Rights. Econometrica, 2014, 82, 2005-2039.	2.6	163
4	A productive clash of cultures: Injecting economics into leadership research. Leadership Quarterly, 2017, 28, 65-85.	3.6	69
5	How do judgmental overconfidence and overoptimism shape innovative activity?. Games and Economic Behavior, 2014, 83, 1-23.	0.4	61
6	The Causal Effects of Competition on Innovation: Experimental Evidence. Journal of Law, Economics, and Organization, 2018, 34, 162-195.	0.8	59
7	What Makes a Price Fair? An Experimental Study of Transaction Experience and Endogenous Fairness Views. Journal of the European Economic Association, 2018, 16, 316-352.	1.9	19
8	The Intrinsic Value of Decision Rights. SSRN Electronic Journal, 2013, , .	0.4	12
9	Do preferences and biases predict life outcomes? Evidence from education and labor market entry decisions. European Economic Review, 2021, 134, 103709.	1.2	10
10	Seeking the Roots of Entrepreneurship: Insights from Behavioral Economics. SSRN Electronic Journal, 0, , .	0.4	9
11	Time Preferences Across Language Groups: Evidence on Intertemporal Choices from the Swiss Language Border. Economic Journal, 2021, 131, 2920-2954.	1.9	8
12	Market Experience is a Reference Point in Judgments of Fairness. SSRN Electronic Journal, 2013, , .	0.4	6
13	Building an Equilibrium: Rules vs. Principles in Relational Contracts. Organization Science, 2023, 34, 2231-2249.	3.0	5
14	Cooperation and mistrust in relational contracts. Journal of Economic Behavior and Organization, 2019, 166, 366-380.	1.0	4
15	Organizational Culture as Equilibrium? Rules versus Principles in Building Relational Contracts. SSRN Electronic Journal, 0, , .	0.4	1