

# Erich Kirchler Kirchler

## List of Publications by Year in descending order

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184  
papers

7,548  
citations

66234

42  
h-index

85405

71  
g-index

205  
all docs

205  
docs citations

205  
times ranked

2692  
citing authors

#	ARTICLE	IF	CITATIONS
1	Information processing in tax decisions: a MouseLabWEB study on the deterrence model of income tax evasion. Journal of Behavioral Decision Making, 2022, 35, .	1.0	2
2	Inequitable wages and tax evasion. Journal of Behavioral and Experimental Economics, 2022, 96, 101811.	0.5	4
3	Strengthening Tax Compliance by Balancing Authorities' Power and Trustworthiness. , 2021, , 799-821.		0
4	Emotions in Tax Related Situations Shape Compliance Intentions: A Comparison between Austria and Italy. Journal of Behavioral and Experimental Economics, 2021, 92, 101698.	0.5	10
5	Tax compliance is not fundamentally influenced by incidental emotions: An experiment. Economics of Governance, 2021, 22, 345-362.	0.6	2
6	Using "responsive regulation" to reduce tax base erosion. Regulation and Governance, 2020, , .	1.9	7
7	Do Audits Deter or Provoke Future Tax Noncompliance? Evidence on Self-Employed Taxpayers. CESifo Economic Studies, 2020, 66, 248-264.	0.3	19
8	Psychologie in Zeiten der Krise. Essentials, 2020, , .	0.1	3
9	Women Quotas vs. Men Quotas in Academia: Students Perceive Favoring Women as Less Fair Than Favoring Men. Frontiers in Psychology, 2020, 11, 700.	1.1	5
10	Risk Screening on the Financial Market (RISC-FM): A tool to assess investors' financial risk tolerance. Cogent Psychology, 2020, 7, .	0.6	10
11	Taxpayers' Subjective Concepts of Taxes, Tax Evasion, and Tax Avoidance. , 2020, , 191-205.		3
12	Tax Compliance: Research Methods and Decision Processes. , 2020, , 291-330.		1
13	Beginn der Krise. Essentials, 2020, , 7-20.	0.1	1
14	Leben in Zeiten der Krise. Essentials, 2020, , 21-34.	0.1	0
15	The Dynamics of Internalised and Extrinsic Motivation in the Ethical Decision-Making of Small Business Owners. Applied Psychology, 2019, 68, 177-201.	4.4	13
16	Trust and power as determinants of tax compliance across 44 nations. Journal of Economic Psychology, 2019, 74, 102191.	1.1	77
17	The role of emotions in tax compliance behavior: A mixed-methods approach. Journal of Economic Psychology, 2019, 74, 102194.	1.1	48
18	Horizontal Monitoring in Austria: subjective representations by tax officials and company employees. Business Research, 2019, 12, 75-94.	4.0	6

#	ARTICLE	IF	CITATIONS
19	The Relationship Between Austrian Tax Auditors and Self-Employed Taxpayers: Evidence From a Qualitative Study. <i>Frontiers in Psychology</i> , 2019, 10, 1034.	1.1	9
20	Are consumption taxes really disliked more than equivalent costs? Inconclusive results in the USA and no effect in the UK. <i>Journal of Economic Psychology</i> , 2019, 75, 102145.	1.1	5
21	Individual Differences in Mental Accounting. <i>Frontiers in Psychology</i> , 2019, 10, 2866.	1.1	20
22	Research practices and statistical reporting quality in 250 economic psychology master's theses: a meta-research investigation. <i>Royal Society Open Science</i> , 2019, 6, 190738.	1.1	5
23	Gaming the System: An Investigation of Small Business Owners's Attitudes to Tax Avoidance, Tax Planning, and Tax Evasion. <i>Games</i> , 2019, 10, 46.	0.4	7
24	Mental accounting of income tax and value added tax among self-employed business owners. <i>Journal of Economic Psychology</i> , 2019, 70, 125-139.	1.1	31
25	Do Audits Deter or Provoke Future Tax Noncompliance? Evidence on Self-employed Taxpayers. <i>IMF Working Papers</i> , 2019, 19, .	0.5	5
26	Obituaries of Female and Male Leaders From 1974 to 2016 Suggest Change in Descriptive but Stability of Prescriptive Gender Stereotypes. <i>Frontiers in Psychology</i> , 2018, 9, .	1.1	9
27	Emotions and tax compliance among small business owners: An experimental survey. <i>International Review of Law and Economics</i> , 2018, 56, 42-52.	0.5	25
28	Mental Accounting and Tax Compliance. <i>Public Finance Review</i> , 2017, 45, 118-139.	0.2	22
29	Tax compliance across sociodemographic categories: Meta-analyses of survey studies in 111 countries. <i>Journal of Economic Psychology</i> , 2017, 62, 63-71.	1.1	49
30	Income tax compliance. , 2017, , .		1
31	Financial decisions in the household. , 2017, , .		1
32	Inheritance tax compliance " earmarking with normative value principles. <i>International Journal of Sociology and Social Policy</i> , 2017, 37, 452-467.	0.8	11
33	The backfiring effect of auditing on tax compliance. <i>Journal of Economic Psychology</i> , 2017, 62, 284-294.	1.1	39
34	Coercive and legitimate authority impact tax honesty: evidence from behavioral and ERP experiments. <i>Social Cognitive and Affective Neuroscience</i> , 2017, 12, 1108-1117.	1.5	22
35	Authorities' Coercive and Legitimate Power: The Impact on Cognitions Underlying Cooperation. <i>Frontiers in Psychology</i> , 2017, 8, 5.	1.1	30
36	Affective States, Purchase Intention and Perceived Risk in Online Shopping. , 2017, , 191-205.		1

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37	Tax compliance depends on voice of taxpayers. <i>Journal of Economic Psychology</i> , 2016, 56, 141-150.	1.1	46
38	Shedding Light on the Shadow of the Economy: Research Methods in Studies on Tax Behavior. <i>Review of Behavioral Economics</i> , 2016, 3, 1-4.	0.2	1
39	Households in international marketing research. <i>International Marketing Review</i> , 2016, 33, 432-453.	2.2	10
40	Patriotism's Impact on Cooperation with the State: An Experimental Study on Tax Compliance. <i>Political Psychology</i> , 2016, 37, 867-881.	2.2	50
41	Work performance and tax compliance in flat and progressive tax systems. <i>Journal of Economic Psychology</i> , 2016, 56, 262-273.	1.1	19
42	Differentiating Views of Inheritance: The Free Association Task as a Method to Assess Social Representations of Wealth, Inherit, and Bequeath. <i>Review of Behavioral Economics</i> , 2016, 3, 91-111.	0.2	7
43	Une typologie des contribuables travailleurs indépendants basée sur les attitudes motivationnelles. <i>Social Science Information</i> , 2016, 55, 60-77.	1.1	1
44	Delayed feedback on tax audits affects compliance and fairness perceptions. <i>Journal of Economic Behavior and Organization</i> , 2016, 124, 81-87.	1.0	31
45	Do we need rules for "what's mine is yours"? Governance in collaborative consumption communities. <i>Journal of Business Research</i> , 2016, 69, 2756-2763.	5.8	165
46	Methods of Studying Economic Decisions in Private Households*. <i>Revista Critica De Ciencias Sociais</i> , 2016, , 81-108.	0.0	5
47	Tax Compliance Behavior. <i>Advances in Public Policy and Administration</i> , 2016, , 248-267.	0.1	3
48	The Double-Edged Relationship between Coercive Power and Compliance with Public Authority: Evidence from a Representative Sample of Austrian Self-Employed Taxpayers. <i>SSRN Electronic Journal</i> , 2015, , .	0.4	0
49	Tax policy and the news: An empirical analysis of taxpayers'™ perceptions of tax-related media coverage and its impact on tax compliance. <i>Journal of Behavioral and Experimental Economics</i> , 2015, 54, 58-63.	0.5	42
50	Tax authorities' interaction with taxpayers: A conception of compliance in social dilemmas by power and trust. <i>New Ideas in Psychology</i> , 2015, 37, 13-23.	1.2	110
51	Towards a General Theory of Tax Practice. <i>Social and Legal Studies</i> , 2015, 24, 289-312.	0.7	18
52	Testing the "slippery slope framework" among self-employed taxpayers. <i>Economics of Governance</i> , 2015, 16, 125-142.	0.6	76
53	Does the Sole Description of a Tax Authority Affect Tax Evasion? - The Impact of Described Coercive and Legitimate Power. <i>PLoS ONE</i> , 2015, 10, e0123355.	1.1	35
54	Kontraproduktives Verhalten durch Schädigung öffentlicher Güter. <i>Springer-Lehrbuch</i> , 2015, , 323-342.	0.1	1

#	ARTICLE	IF	CITATIONS
55	Enhancing Tax Compliance through Coercive and Legitimate Power of Tax Authorities by Concurrently Diminishing or Facilitating Trust in Tax Authorities. <i>Law and Policy</i> , 2014, 36, 290-313.	0.3	63
56	The slippery slope framework on tax compliance: An attempt to formalization. <i>Journal of Economic Psychology</i> , 2014, 40, 20-34.	1.1	70
57	Cooperative Tax Compliance. <i>Current Directions in Psychological Science</i> , 2014, 23, 87-92.	2.8	85
58	Effects of supervision on tax compliance: Evidence from a field experiment in Austria. <i>Economics Letters</i> , 2014, 123, 378-382.	0.9	53
59	Powerful authorities and trusting citizens: The Slippery Slope Framework and tax compliance in Italy. <i>Journal of Economic Psychology</i> , 2013, 34, 36-45.	1.1	141
60	Trust and power as determinants of tax compliance: Testing the assumptions of the slippery slope framework in Austria, Hungary, Romania and Russia. <i>Journal of Economic Psychology</i> , 2013, 34, 169-180.	1.1	192
61	Status, identification and in-group favouritism of the unemployed compared to other social categories. <i>Journal of Socio-Economics</i> , 2013, 43, 37-43.	1.0	5
62	Mental Accounting of Self-Employed Taxpayers: On the Mental Segregation of the Net Income and the Tax Due. <i>FinanzArchiv</i> , 2013, 69, 412.	0.2	22
63	'How can I help you?' Perceived Service Orientation of Tax Authorities and Tax Compliance. <i>FinanzArchiv</i> , 2013, 69, 487.	0.2	57
64	Editorial Note Special Issue: Good Governance and Tax Compliance. <i>FinanzArchiv</i> , 2013, 69, 391.	0.2	0
65	The Relationship Between Political Ideology and Attitudes Toward Tax Compliance: The Case of Italian Taxpayers. <i>Journal of Social and Political Psychology</i> , 2013, 1, 51-73.	0.6	34
66	Justice perceptions and cooperation of citizens with the tax-authorities: The group engagement model of cooperation. <i>Citizenship Teaching and Learning</i> , 2013, 8, 179-193.	0.1	4
67	'How Can I Help You?' Perceived Service Orientation of Tax Authorities and Tax Compliance. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	6
68	Steuern: Widerstand und Kooperation. , 2013, , 229-249.		1
69	Tax compliance of small business owners. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2012, 18, 330-351.	2.3	62
70	Sex-Role Specialization in a Transforming Market: Empirical Evidence from Vietnamese Middle-Class Households. <i>Journal of Macromarketing</i> , 2012, 32, 61-73.	1.7	11
71	Rationality Versus Emotions: The Case of Tax Ethics and Compliance. <i>Journal of Business Ethics</i> , 2012, 109, 339-350.	3.7	47
72	Credit use: Psychological perspectives on a multifaceted phenomenon. <i>International Journal of Psychology</i> , 2012, 47, 1-27.	1.7	93

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73	Uncertainty resolution in tax experiments: Why waiting for an audit increases compliance. <i>Journal of Socio-Economics</i> , 2012, 41, 289-291.	1.0	16
74	Confidence in the economy in times of crisis: Social representations of experts and laypeople. <i>Journal of Socio-Economics</i> , 2012, 41, 603-614.	1.0	49
75	Tax Authorities' Interaction with Taxpayers: Compliance by Power and Trust. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	3
76	Differences in risk-defusing behavior in deciding for oneself versus deciding for other people. <i>Acta Psychologica</i> , 2012, 139, 239-243.	0.7	12
77	Perceived Distributive Fairness of European Transfer Payments and EU Taxes in Austria, the Czech Republic, and the United Kingdom. <i>Applied Psychology</i> , 2012, 61, 454-478.	4.4	9
78	Over-indebtedness and the interplay of factual and mental money management: An interview study. <i>New Zealand Economic Papers</i> , 2011, 45, 139-160.	0.6	7
79	Economic and Psychological Determinants of Consumer Behavior. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2011, 219, 195-197.	0.7	6
80	Perceived Distributive Fairness of EU Transfer Payments, Outcome Favorability, Identity, and EU-Tax Compliance. <i>Law and Policy</i> , 2011, 33, 60-81.	0.3	13
81	Loan repayment plans as sequences of instalments. <i>Journal of Economic Psychology</i> , 2011, 32, 621-631.	1.1	18
82	Voluntary versus enforced tax compliance: empirical evidence for the "slippery slope" framework. <i>European Journal of Law and Economics</i> , 2011, 32, 89-97.	0.5	163
83	What Goes Around Comes Around? Experimental Evidence of the Effect of Rewards on Tax Compliance. <i>Public Finance Review</i> , 2011, 39, 150-167.	0.2	27
84	The Impact of Transaction Utility on Consumer Decisions. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2011, 219, 217-223.	0.7	6
85	Consumer Decisions as a Central Research Topic in Economic Psychology. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2011, 219, 253-254.	0.7	0
86	Call for Papers: "Task Switching". <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2011, 219, 255-255.	0.7	0
87	Price and its Relation to Objective and Subjective Product Quality: Evidence from the Austrian Market. <i>Journal of Consumer Policy</i> , 2010, 33, 275-286.	0.6	31
88	Tax compliance inventory TAX-I: Designing an inventory for surveys of tax compliance. <i>Journal of Economic Psychology</i> , 2010, 31, 331-346.	1.1	136
89	Sex differences in tax compliance: Differentiating between demographic sex, gender-role orientation, and prenatal masculinization (2D:4D). <i>Journal of Economic Psychology</i> , 2010, 31, 542-552.	1.1	120
90	Experiencing costs and benefits of a loan transaction: The role of cost-benefit associations. <i>Journal of Economic Psychology</i> , 2010, 31, 1047-1056.	1.1	8

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91	The Impact of Voting on Tax Payments. <i>Kyklos</i> , 2010, 63, 144-158.	0.7	46
92	Tax Amnesties, Justice Perceptions, and Filing Behavior: A Simulation Study. <i>Law and Policy</i> , 2010, 32, 214-225.	0.3	22
93	Trust in Authorities and Power to Enforce Tax Compliance: An Empirical Analysis of the "Slippery Slope Framework" <i>Law and Policy</i> , 2010, 32, 383-406.	0.3	184
94	Tax Compliance by Trust and Power of Authorities. <i>International Economic Journal</i> , 2010, 24, 607-610.	0.5	61
95	Regulatory fit effects on perceived fiscal exchange and tax compliance. <i>Journal of Socio-Economics</i> , 2010, 39, 271-277.	1.0	22
96	Targeting occupations with varying reputations to increase tax revenue. <i>Journal of Socio-Economics</i> , 2010, 39, 400-406.	1.0	8
97	Risk-defusing in decisions by probability of detection of harm and promotion and prevention focus. <i>Journal of Socio-Economics</i> , 2010, 39, 595-600.	1.0	4
98	Framing Effects, Selective Information and Market Behavior: An Experimental Analysis. , 2010, , .		1
99	Psychology, Financial Decision Making, and Financial Crises. <i>Psychological Science in the Public Interest: A Journal of the American Psychological Society</i> , 2009, 10, 1-47.	6.7	139
100	Origin of endowments in public good games: The impact of effort on contributions.. <i>Journal of Neuroscience, Psychology, and Economics</i> , 2009, 2, 59-67.	0.4	50
101	Sequences of audits, tax compliance, and taxpaying strategies. <i>Journal of Economic Psychology</i> , 2009, 30, 405-418.	1.1	128
102	Effort and Aspirations in Tax Evasion: Experimental Evidence. <i>Applied Psychology</i> , 2009, 58, 488-507.	4.4	30
103	The "Whys"™ and "Hows"™ of ethical investment: Understanding an early-stage market through an explorative approach. <i>Journal of Financial Services Marketing</i> , 2009, 14, 102-117.	2.2	7
104	A Comparison of Models Describing the Impact of Moral Decision Making on Investment Decisions. <i>Journal of Business Ethics</i> , 2008, 82, 171-187.	3.7	72
105	Enforced versus voluntary tax compliance: The "slippery slope" framework. <i>Journal of Economic Psychology</i> , 2008, 29, 210-225.	1.1	682
106	Framing of information on the use of public finances, regulatory fit of recipients and tax compliance. <i>Journal of Economic Psychology</i> , 2008, 29, 597-611.	1.1	57
107	Spending and credit use in the private household. <i>Journal of Socio-Economics</i> , 2008, 37, 519-532.	1.0	46
108	Procedural Fairness and Tax Compliance. <i>Economic Analysis and Policy</i> , 2008, 38, 137-152.	3.2	87

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109	Financial decisions in the household. , 2008, , 132-154.		9
110	Preconditions of Voluntary Tax Compliance. Zeitschrift Fuer Psychologie Mit Zeitschrift Fuer Angewandte Psychologie, 2008, 216, 209-217.	1.1	80
111	Hard-Earned Income and Tax Compliance. European Psychologist, 2008, 13, 298-304.	1.8	13
112	The decision process for ethical investment. Journal of Financial Services Marketing, 2007, 12, 4-16.	2.2	32
113	Regulatory Focus Scale (RFS): Development of a Scale to Record Dispositional Regulatory Focus. Swiss Journal of Psychology, 2007, 66, 109-116.	0.9	56
114	Misperception of chance and loss repair: On the dynamics of tax compliance. Journal of Economic Psychology, 2007, 28, 678-691.	1.1	84
115	Consumer credit use: a process model and literature review. Revue Europeenne De Psychologie Appliquee, 2007, 57, 267-283.	0.4	75
116	Are we nice(r) to nice(r) people? An experimental analysis. Experimental Economics, 2007, 10, 53-69.	1.0	48
117	Consumer Adaptation Strategies: From Austrian Shilling to the Euro. Journal of Consumer Policy, 2007, 30, 367-381.	0.6	13
118	Kontraproduktives Verhalten durch Schädigung Öffentlicher Güter. Springer-Lehrbuch, 2007, , 357-378.	0.1	4
119	Shared subjective views, intent to cooperate and tax compliance: Similarities between Australian taxpayers and tax officers. Journal of Economic Psychology, 2006, 27, 502-517.	1.1	79
120	Twenty-five years of the Journal of Economic Psychology (1981-2005): A report on the development of an interdisciplinary field of research. Journal of Economic Psychology, 2006, 27, 793-804.	1.1	37
121	Personal loan users' mental integration of payment and consumption. Marketing Letters, 2006, 17, 281-294.	1.9	20
122	Quarterly Schmeiders and Economic Psychology: an Introduction. , 2006, , 1-16.		0
123	Economic Psychology. , 2005, , 29-80.		2
124	Causal Attribution and Hindsight Bias for Economic Developments.. Journal of Applied Psychology, 2005, 90, 167-174.	4.2	12
125	A Comparison of Models Describing the Impact of Moral Decision Making on Investment Decisions. SSRN Electronic Journal, 2005, , .	0.4	1
126	Framing Effects, Selective Information, and Market Behavior: An Experimental Analysis. Journal of Behavioral Finance, 2005, 6, 90-100.	0.8	51



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127	Price developments after a nominal shock: Benford's Law and psychological pricing after the euro introduction. <i>International Journal of Research in Marketing</i> , 2005, 22, 471-480.	2.4	43
128	â€œelt's practical, but no more controllableâ€ Social representations of the electronic purse in Austria. <i>Journal of Economic Psychology</i> , 2004, 25, 771-787.	1.1	21
129	Konflikte in organisationen: Erprobung eines instrumentes zur messung von einflusstaktiken. <i>Markt</i> , 2003, 42, 80-88.	0.8	0
130	Everyday representations of tax avoidance, tax evasion, and tax flight: Do legal differences matter?. <i>Journal of Economic Psychology</i> , 2003, 24, 535-553.	1.1	122
131	Attitudes towards the Euro by national identity and relative national status. <i>Journal of Economic Psychology</i> , 2003, 24, 293-299.	1.1	14
132	Nationalism and patriotism as determinants of European identity and attitudes towards the euro. <i>Journal of Socio-Economics</i> , 2003, 32, 685-700.	1.0	36
133	Hindsight bias in economic expectations: I knew all along what I want to hear.. <i>Journal of Applied Psychology</i> , 2002, 87, 437-443.	4.2	34
134	Hindsight Bias and Individual Risk Attitude within the Context of Experimental Asset Markets. <i>Journal of Behavioral Finance</i> , 2002, 3, 227-235.	0.4	13
135	Holistic experimentation versus decomposition: an ultimatum experiment. <i>Journal of Economic Behavior and Organization</i> , 2002, 48, 445-453.	1.0	3
136	Drug addicts in therapy-changes in life space in the course of one year. <i>Journal of Community and Applied Social Psychology</i> , 2002, 12, 353-368.	1.4	6
137	Simultaneous Over- and Underconfidence: Evidence from Experimental Asset Markets. <i>Journal of Risk and Uncertainty</i> , 2002, 25, 65-85.	0.8	114
138	Steuerhinterziehung: Einstellungen und Verhaltenstendenzen. , 2002, , 452-475.		0
139	Tax compliance within the context of gain and loss situations, expected and current asset position, and profession. <i>Journal of Economic Psychology</i> , 2001, 22, 173-194.	1.1	104
140	Diary reports on emotional experiences in the onset of a psychosocial transition: becoming drug-free. <i>Journal of Community and Applied Social Psychology</i> , 2001, 11, 19-35.	1.4	3
141	Gender Stereotypes of Leaders: An Analysis of the Contents of Obituaries from 1974 to 1998. <i>Sex Roles</i> , 2001, 45, 827-843.	1.4	45
142	Diary reports on emotional experiences in the onset of a psychosocial transition: becoming drug-free. , 2001, 11, 19.		1
143	Unbelievable Similarity: Accuracy in Spouses' Reports on their Partners' Tactics to Influence Joint Economic Decisions. <i>Applied Psychology</i> , 1999, 48, 329-348.	4.4	0
144	Savings and investment decisions within private households: Spousesâ€™ dominance in decisions on various forms of investment. <i>Journal of Economic Psychology</i> , 1999, 20, 499-519.	1.1	67

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145	Unbelievable Similarity: Accuracy in Spouses' Reports on their Partners' Tactics to Influence Joint Economic Decisions. <i>Applied Psychology</i> , 1999, 48, 329-348.	4.4	6
146	Reactance to taxation: Employers' attitudes towards taxes. <i>Journal of Socio-Economics</i> , 1999, 28, 131-138.	1.0	115
147	Explaining attitudes towards the euro: Design of a cross-national study. <i>Journal of Economic Psychology</i> , 1998, 19, 663-680.	1.1	24
148	Social representations of the euro in Austria. <i>Journal of Economic Psychology</i> , 1998, 19, 755-774.	1.1	58
149	Differential representations of taxes: Analysis of free associations and judgments of five employment groups. <i>Journal of Socio-Economics</i> , 1998, 27, 117-131.	1.0	66
150	When Social Norms Overpower Competition: Gift Exchange in Experimental Labor Markets. <i>Journal of Labor Economics</i> , 1998, 16, 324-351.	1.5	348
151	The burden of new taxes: acceptance of taxes as a function of affectedness and egoistic versus altruistic orientation. <i>Journal of Socio-Economics</i> , 1997, 26, 421-437.	1.0	41
152	Social exchange in the labor market: Reciprocity and trust versus egoistic money maximization. <i>Journal of Economic Psychology</i> , 1996, 17, 313-341.	1.1	52
153	Why don't they stay at home? Prejudices against ethnic minorities in Italy. <i>Journal of Community and Applied Social Psychology</i> , 1995, 5, 59-65.	1.4	6
154	Studying economic decisions within private households: A critical review and design for a 'couple experiences diary'. <i>Journal of Economic Psychology</i> , 1995, 16, 393-419.	1.1	39
155	Social categorization processes as dependent on status differences between groups: A step into adolescents' peer-groups. <i>European Journal of Social Psychology</i> , 1994, 24, 541-563.	1.5	22
156	Spouses' joint purchase decisions: Determinants of influence tactics for muddling through the process. <i>Journal of Economic Psychology</i> , 1993, 14, 405-438.	1.1	49
157	Evolution of the Self Concept in Adolescence and Social Categorization Processes. <i>European Review of Social Psychology</i> , 1992, 3, 285-308.	5.8	10
158	Adorable woman, expert man: Changing gender images of women and men in management. <i>European Journal of Social Psychology</i> , 1992, 22, 363-373.	1.5	27
159	Sweet sixteen ... Adolescents' problems and the peer group as source of support. <i>European Journal of Psychology of Education</i> , 1991, 6, 393-410.	1.3	13
160	Differential effects of identification with family and peers on coping with developmental tasks in adolescence. <i>European Journal of Social Psychology</i> , 1991, 21, 381-402.	1.5	30
161	When violence overshadows the spirit of sporting competition: Italian football fans and their clubs. <i>Journal of Community and Applied Social Psychology</i> , 1991, 1, 5-21.	1.4	41
162	Austrian children's economic socialization: Age differences. <i>Journal of Economic Psychology</i> , 1990, 11, 483-494.	1.1	4

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163	Spouses' influence strategies in purchase decisions as dependent on conflict type and relationship characteristics. <i>Journal of Economic Psychology</i> , 1990, 11, 101-118.	1.1	20
164	Male Dominance, Role Segregation, and Spouses' Interdependence in Conflict. <i>Journal of Cross-Cultural Psychology</i> , 1990, 21, 48-70.	1.0	10
165	Identification with peers as a strategy to muddle through the troubles of the adolescent years. <i>Journal of Adolescence</i> , 1990, 13, 351-369.	1.2	44
166	Peergroups and evolution of the self-system in adolescence. <i>European Journal of Psychology of Education</i> , 1989, 4, 3-15.	1.3	22
167	Diary reports on daily economic decisions of happy versus unhappy couples. <i>Journal of Economic Psychology</i> , 1988, 9, 327-357.	1.1	24
168	Effects of Weather and Air Pollution on Mood: An Individual Difference Approach. , 1988, , 149-159.		2
169	Household Economic Decision Making. , 1988, , 258-292.		8
170	The influence of member status differences and task type on group consensus and member position change.. <i>Journal of Personality and Social Psychology</i> , 1986, 51, 83-91.	2.6	87
171	Job loss and mood. <i>Journal of Economic Psychology</i> , 1985, 6, 9-25.	1.1	32
172	Marital relationships and purchasing decisions "to buy or not to buy, that is the question. <i>Journal of Economic Psychology</i> , 1984, 5, 139-157.	1.1	11
173	The Dynamics of Power and Trust in the 'Slippery Slope Framework' and its Impact on the Tax Climate. <i>SSRN Electronic Journal</i> , 0, , .	0.4	10
174	Mental Accounting of Self-Employed Taxpayers: On the Mental Segregation of the Net Income and the Tax Due. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
175	Enhancing Tax Compliance Through Coercive and Legitimate Power of Authorities. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
176	Trust, Power, and Tax Compliance: Testing the 'Slippery Slope Framework' Among Self-Employed Taxpayers. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
177	Wealthy Tax Non-Filers in a Developing Country: Taxpayer Knowledge, Perceived Corruption and Service Orientation in Pakistan. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
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