

The Relationship Between Economic Preferences and Pa

Annual Review of Economics

4, 453-478

DOI: [10.1146/annurev-economics-080511-110922](https://doi.org/10.1146/annurev-economics-080511-110922)

Citation Report

#	ARTICLE	IF	CITATIONS
1	Intrinsic Motivations of Public Sector Employees: Evidence for Germany. SSRN Electronic Journal, 2012, , .	0.4	4
2	Donâ€™t worry, be happy? Happiness and reemployment. Journal of Economic Behavior and Organization, 2013, 96, 1-20.	2.0	51
3	Noncognitive skills in economics: Models, measurement, and empirical evidence. Research in Economics, 2013, 67, 189-214.	0.8	33
4	The College Type: Personality and Educational Inequality. Journal of Labor Economics, 2013, 31, 421-441.	2.8	69
6	Search, Effort, and Locus of Control. SSRN Electronic Journal, 0, , .	0.4	5
7	Locus of Control and the Labor Market. SSRN Electronic Journal, 2014, , .	0.4	4
8	Impact of personal economic environment and personality factors on individual financial decision making. Frontiers in Psychology, 2014, 5, 158.	2.1	12
9	Social Status and Personality Traits. SSRN Electronic Journal, 2014, , .	0.4	1
10	Willingness to Compete: Family Matters. SSRN Electronic Journal, 0, , .	0.4	8
11	Unfair Pay and Health. SSRN Electronic Journal, 0, , .	0.4	4
12	Positional Income Concerns: Prevalence and Relationship with Personality and Economic Preferences. SSRN Electronic Journal, 2014, , .	0.4	1
13	THE EFFECT OF NONCOGNITIVE TRAITS ON HEALTH BEHAVIOURS IN ADOLESCENCE. Health Economics (United Kingdom), 2014, 23, 1146-1158.	1.7	38
14	Who Can Wait for the Future? A Personality Perspective. Social Psychological and Personality Science, 2014, 5, 573-583.	3.9	21
15	Behavioral labor economics: Advances and future directions. Labour Economics, 2014, 30, 71-85.	1.7	43
16	Social origin, conscientiousness, and school grades: Does early socialization of the characteristics orderliness and focus contribute to the reproduction of social inequality?. Research in Social Stratification and Mobility, 2014, 38, 93-105.	1.9	13
17	Personality and cooperation in finitely repeated prisonerâ€™s dilemma games. Economics Letters, 2014, 124, 274-277.	1.9	55
18	How different are smokers? An analysis based on personal finances. Journal of Economic Behavior and Organization, 2014, 107, 40-50.	2.0	7
20	Understanding conscientiousness across the life course: An economic perspective.. Developmental Psychology, 2014, 50, 1451-1459.	1.6	50

#	ARTICLE	IF	CITATIONS
21	Human Capital and the Lifetime Costs of Impatience. American Economic Journal: Economic Policy, 2015, 7, 126-153.	3.1	75
22	Trust: An Integrative Review from a Personâ€™Situation Perspective. Review of General Psychology, 2015, 19, 249-277.	3.2	149
23	Skill Disparities and Unequal Family Outcomes. Research in Labor Economics, 2015, , 177-212.	0.6	1
24	The importance of early conscientiousness for socio-economic outcomes: evidence from the British Cohort Study. Oxford Economic Papers, 2015, 67, 918-948.	1.2	35
26	Does Investors' Personality Influence Their Portfolios?. SSRN Electronic Journal, 0, , .	0.4	4
27	Reducing Crime and Violence: Experimental Evidence on Adult Noncognitive Investments in Liberia. SSRN Electronic Journal, 0, , .	0.4	11
28	Laboratory Measure of Cheating Predicts Misbehavior at School. SSRN Electronic Journal, 0, , .	0.4	8
29	Job History, Work Attitude, and Employability. SSRN Electronic Journal, 2015, , .	0.4	2
30	The Psychometric and Empirical Properties of Measures of Risk Preferences. SSRN Electronic Journal, 2015, , .	0.4	12
31	Patience, self-control and the demand for commitment: Evidence from a large-scale field experiment. Journal of Economic Behavior and Organization, 2015, 115, 111-122.	2.0	32
32	Bentham or Aristotle in the Development Process? An Empirical Investigation of Capabilities and Subjective Well-Being. World Development, 2015, 68, 163-179.	4.9	105
33	Cognitive skills, personality, and economic preferences in collegiate success. Journal of Economic Behavior and Organization, 2015, 115, 30-44.	2.0	43
34	How the Perception of Control Influences Unemployed Job Search. ILR Review, 2015, 68, 184-211.	2.3	73
35	Locus of control and the labor market. IZA Journal of Labor Economics, 2015, 4, .	0.7	71
36	The Role of Interpersonal Traits in Social Decision Making. Personality and Social Psychology Review, 2015, 19, 277-302.	6.0	177
37	Intrinsic Motivations of Public Sector Employees: Evidence for Germany. German Economic Review, 2015, 16, 343-366.	1.1	49
38	The Traits One Can Trust. Personality and Social Psychology Bulletin, 2015, 41, 1523-1536.	3.0	72
39	School-track environment or endowment: What determines different other-regarding behavior across peer groups?. Games and Economic Behavior, 2015, 94, 122-141.	0.8	7

#	ARTICLE	IF	CITATIONS
40	Social status and personality traits. <i>Journal of Economic Psychology</i> , 2015, 51, 245-260.	2.2	28
41	Serving the Public Interest in Several Ways: Theory and Empirics. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
42	The Preference Survey Module: A Validated Instrument for Measuring Risk, Time, and Social Preferences. <i>SSRN Electronic Journal</i> , 0, , .	0.4	29
43	Prosocial Personality Traits Differentially Predict Egalitarianism, Generosity, and Reciprocity in Economic Games. <i>Frontiers in Psychology</i> , 2016, 7, 1137.	2.1	94
44	Prudence, Emotional State, Personality, and Cognitive Ability. <i>Frontiers in Psychology</i> , 2016, 7, 1688.	2.1	19
45	Take the Money and Run: Psychopathic Behavior in the Trust Game. <i>Frontiers in Psychology</i> , 2016, 7, 1866.	2.1	16
46	4. Other-Regarding Preferences A Selective Survey of Experimental Results. , 2016, , .		112
47	Search, effort, and locus of control. <i>Journal of Economic Behavior and Organization</i> , 2016, 126, 89-101.	2.0	40
48	Nominal or Real? The Impact of Regional Price Levels on Satisfaction with Life. <i>B E Journal of Economic Analysis and Policy</i> , 2016, 16, 1337-1358.	0.9	1
49	Immigrant-native differences in stockholding â€“ The role of cognitive and non-cognitive skills. <i>Journal of Empirical Finance</i> , 2016, 38, 103-119.	1.8	7
50	Neuroeconomics. <i>Studies in Neuroscience, Psychology and Behavioral Economics</i> , 2016, , .	0.3	10
51	Responsible Personal Finance: The Role of Conscientiousness in Bank and Pension Savings in <scp>C</scp>hile. <i>International Review of Finance</i> , 2016, 16, 161-167.	1.9	14
52	Big-five personality traits, financial risk attitude and investment intentions: study on Generation Y. <i>International Journal of Business Forecasting and Market Intelligence</i> , 2016, 2, 128.	0.2	18
53	Stability and change in risk-taking propensity across the adult life span.. <i>Journal of Personality and Social Psychology</i> , 2016, 111, 430-450.	2.8	170
54	Individual Differences in Decision-Making: A Neural Trait Approach to Study Sources of Behavioral Heterogeneity. <i>Studies in Neuroscience, Psychology and Behavioral Economics</i> , 2016, , 191-209.	0.3	6
55	Reciprocity in Organizations: Evidence from the UK. <i>CESifo Economic Studies</i> , 2016, 62, 522-546.	0.5	7
56	Average player traits as predictors of cooperation in a repeated prisoner's dilemma. <i>Journal of Behavioral and Experimental Economics</i> , 2016, 64, 50-60.	1.2	15
57	Toward the integration of personality theory and decision theory in explaining economic behavior: An experimental investigation. <i>Journal of Behavioral and Experimental Economics</i> , 2016, 64, 122-137.	1.2	80

#	ARTICLE	IF	CITATIONS
58	Willingness to Compete: Family Matters. <i>Management Science</i> , 2016, 62, 2149-2162.	4.1	109
59	How do risk attitudes affect measured confidence?. <i>Journal of Risk and Uncertainty</i> , 2016, 52, 21-46.	1.5	33
60	Locus of Control and low-wage mobility. <i>Journal of Economic Psychology</i> , 2016, 53, 164-177.	2.2	28
61	Comparing decisions under compound risk and ambiguity: The importance of cognitive skills. <i>Journal of Behavioral and Experimental Economics</i> , 2016, 64, 94-105.	1.2	17
62	Individual Differences in Good Manners Rather Than Compassion Predict Fair Allocations of Wealth in the Dictator Game. <i>Journal of Personality</i> , 2017, 85, 244-256.	3.2	90
63	Risk preferences under acute stress. <i>Experimental Economics</i> , 2017, 20, 209-236.	2.1	47
64	Socioeconomic status, parenting and conscientiousness: the unequal development of children's focus. <i>Journal of Family Studies</i> , 2017, 23, 62-85.	1.5	7
65	PERSONALITY TRAITS AND THE PERCEPTION OF MACROECONOMIC INDICATORS: SURVEY EVIDENCE. <i>Bulletin of Economic Research</i> , 2017, 69, E150.	1.1	2
66	The stability of personality traits in adolescence and young adulthood. <i>Journal of Economic Psychology</i> , 2017, 60, 37-52.	2.2	78
67	On the interpretation of non-cognitive skills – What is being measured and why it matters. <i>Journal of Economic Behavior and Organization</i> , 2017, 136, 174-185.	2.0	68
68	Subliminal influence on generosity. <i>Experimental Economics</i> , 2017, 20, 531-555.	2.1	12
69	How do Personality and Social Structures Interact with Each other to Predict Important Life Outcomes? The Importance of Accounting for Personality Change. <i>European Journal of Personality</i> , 2017, 31, 279-290.	3.1	4
70	Health and weight – gender-specific linkages under heterogeneity, interdependence and resilience factors. <i>Economics and Human Biology</i> , 2017, 26, 96-111.	1.7	2
71	Reducing Crime and Violence: Experimental Evidence from Cognitive Behavioral Therapy in Liberia. <i>American Economic Review</i> , 2017, 107, 1165-1206.	8.5	194
72	Do personality traits influence investors'™ portfolios?. <i>Journal of Behavioral and Experimental Economics</i> , 2017, 68, 1-12.	1.2	57
73	The psychometric and empirical properties of measures of risk preferences. <i>Journal of Risk and Uncertainty</i> , 2017, 54, 203-237.	1.5	82
74	Why do economists study happiness?. <i>Economic and Labour Relations Review</i> , 2017, 28, 361-377.	1.4	26
75	Bouncing back from health shocks: Locus of control and labor supply. <i>Journal of Economic Behavior and Organization</i> , 2017, 133, 1-20.	2.0	42

#	ARTICLE	IF	CITATIONS
76	The role of risk and trust attitudes in explaining residential energy demand: Evidence from the United Kingdom. <i>Ecological Economics</i> , 2017, 132, 14-30.	5.7	46
77	The Vivid Present: Visualization Abilities Are Associated with Steep Discounting of Future Rewards. <i>Frontiers in Psychology</i> , 2017, 8, 289.	2.1	13
78	Who is Trustworthy? Predicting Trustworthy Intentions and Behavior. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	1
79	Does Forecast Confidence Boost Trading? Exploring an Improved Forecast Certainty Measure. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	0
80	Status Inequality, Moral Disengagement and Violence. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	3
81	Noncognitive Abilities and Financial Distress: Evidence from a Representative Household Panel. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
82	The Social Status-Enhancing Power of Social Ties. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
83	Child Health, Human Capital and Adult Financial Behavior. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	0
84	Intergenerational Persistence of Skills and Socioeconomic Status. <i>Journal of Family and Economic Issues</i> , 2018, 39, 509-523.	2.4	6
85	Are Future Bureaucrats More Risk Averse? The Effect of Studying Public Administration and PSM on Risk Preferences. <i>Journal of Public Administration Research and Theory</i> , 2018, 28, 182-196.	3.3	24
86	Locus of control and financial risk attitudes. <i>Economic Modelling</i> , 2018, 72, 122-131.	3.8	31
87	University education and non-cognitive skill development. <i>Oxford Economic Papers</i> , 2018, 70, 538-562.	1.2	43
88	Predicting norm enforcement: the individual and joint predictive power of economic preferences, personality, and self-control. <i>European Journal of Law and Economics</i> , 2018, 45, 127-146.	1.1	13
89	Positional income concerns and personality: evidence from Germany. <i>Applied Economics Letters</i> , 2018, 25, 1024-1028.	1.8	9
90	Laboratory Measure of Cheating Predicts School Misconduct. <i>Economic Journal</i> , 2018, 128, 2743-2754.	3.6	52
91	High-Powered Performance Pay and Crowding Out of Nonmonetary Motives. <i>Management Science</i> , 2018, 64, 4669-4680.	4.1	17
92	Serving the public interest in several ways: Theory and empirics. <i>Labour Economics</i> , 2018, 51, 13-24.	1.7	14
94	Personality and Reputation: A Complex Relationship in Virtual Environments. <i>Future Internet</i> , 2018, 10, 120.	3.8	8

#	ARTICLE	IF	CITATIONS
95	Predictors of Bribe-Taking: The Role of Bribe Size and Personality. <i>Frontiers in Psychology</i> , 2018, 9, 1511.	2.1	13
96	The role of education interventions in improving economic rationality. <i>Science</i> , 2018, 362, 83-86.	12.6	41
97	Are (active) entrepreneurs a different breed?. <i>Managerial and Decision Economics</i> , 2018, 39, 613-628.	2.5	6
98	Parental Beliefs about Returns to Educational Investmentsâ€”The Later the Better?. <i>Journal of the European Economic Association</i> , 2018, 16, 1669-1711.	3.5	68
99	Personality and pay: do gender gaps in confidence explain gender gaps in wages?. <i>Oxford Economic Papers</i> , 2018, 70, 919-949.	1.2	31
100	Theory of Mind and General Intelligence in Dictator and Ultimatum Games. <i>Games</i> , 2018, 9, 16.	0.6	3
101	Are Risk Preferences Stable?. <i>Journal of Economic Perspectives</i> , 2018, 32, 135-154.	5.9	241
104	The role of propensity to trust and the five factor model across the trust process. <i>Journal of Research in Personality</i> , 2018, 75, 69-82.	1.7	37
105	Conscientious consumers? Personality, preferences and expenditures in the UK. <i>Journal of Bioeconomics</i> , 2019, 21, 71-109.	3.3	2
106	The reliability of questionnaires in laboratory experiments: What can we do?. <i>Journal of Economic Psychology</i> , 2019, 74, 102197.	2.2	7
107	Cognitive abilities, non-cognitive skills, and gambling behaviors. <i>Journal of Economic Behavior and Organization</i> , 2019, 165, 51-69.	2.0	27
108	Personality traits, migration intentions, and cultural distance. <i>Papers in Regional Science</i> , 2019, 98, 2425-2455.	1.9	23
109	Noncognitive Abilities and Financial Distress: Evidence from a Representative Household Panel. <i>Review of Financial Studies</i> , 2019, 32, 3884-3919.	6.8	67
110	On the determinants of other-regarding behavior: Field tests of the moral foundations questionnaireâ††,â††fâ††,â††...,â††...â††.... <i>Journal of Research in Personality</i> , 2019, 81, 224-237.	1.7	8
111	On the psychology and economics of antisocial personality. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 12781-12786.	7.1	32
112	Punishment under threat: The role of personality in costly punishment. <i>Journal of Research in Personality</i> , 2019, 81, 47-55.	1.7	2
113	Understanding Patients' Preferences: A Systematic Review of Psychological Instruments Used in Patients' Preference and Decision Studies. <i>Value in Health</i> , 2019, 22, 491-501.	0.3	51
115	Personality traits and consumer acceptance of controversial food technology: A cross-country investigation of genetically modified animal products. <i>Food Quality and Preference</i> , 2019, 76, 10-19.	4.6	43

#	ARTICLE	IF	CITATIONS
116	Educational Returns Over the Life Course. <i>Edition ZfE</i> , 2019, , 137-153.	0.2	1
118	Does revealing personality data affect prosocial behaviour?. <i>Journal of Economic Behavior and Organization</i> , 2019, 159, 409-420.	2.0	10
119	The role of personality traits in pension decisions: findings and policy recommendations. <i>Applied Economics</i> , 2019, 51, 2901-2920.	2.2	12
121	Mind, Body, Bubble! Psychological and Biophysical Dimensions of Behavior in Experimental Asset Markets. , 2019, , 167-196.		3
122	Intertemporal choice. <i>Handbook of Behavioral Economics</i> , 2019, , 1-67.	3.7	47
124	Do the happy-go-lucky?. <i>Current Psychology</i> , 2019, , 1.	2.8	0
125	Genome-wide association analyses of risk tolerance and risky behaviors in over 1 million individuals identify hundreds of loci and shared genetic influences. <i>Nature Genetics</i> , 2019, 51, 245-257.	21.4	536
126	Where Does the Good Shepherd Go? Civic Virtue and Sorting into Public Sector Employment. <i>German Economic Review</i> , 2019, 20, e571-e599.	1.1	4
127	Understanding Individual Differences in Domain-General Prosociality: A Resting EEG Study. <i>Brain Topography</i> , 2019, 32, 118-126.	1.8	15
128	Time preferences and political regimes: evidence from reunified Germany. <i>Journal of Population Economics</i> , 2020, 33, 349-387.	5.6	20
129	The Formation of Prosociality: Causal Evidence on the Role of Social Environment. <i>Journal of Political Economy</i> , 2020, 128, 434-467.	4.5	155
130	Income in jeopardy: How losing employment affects the willingness to take risks. <i>Journal of Economic Psychology</i> , 2020, 79, 102175.	2.2	38
131	Risking Other People's Money: Experimental Evidence on the Role of Incentives and Personality Traits. <i>Scandinavian Journal of Economics</i> , 2020, 122, 648-674.	1.4	12
132	The impact of non-cognitive skills and risk preferences on rural-to-urban migration in Ukraine. <i>Journal of Comparative Economics</i> , 2020, 48, 144-162.	2.2	14
133	Risk preferences of children and adolescents in relation to gender, cognitive skills, soft skills, and executive functions. <i>Journal of Economic Behavior and Organization</i> , 2020, 179, 729-742.	2.0	51
134	Experimental evidence on personality traits and preferences. <i>Bulletin of Economic Research</i> , 2020, 72, 288-317.	1.1	7
135	A game-theoretic model of reciprocity and trust that incorporates personality traits. <i>Journal of Behavioral and Experimental Economics</i> , 2020, 84, 101497.	1.2	4
136	Sex differences in trust and trustworthiness: A meta-analysis of the trust game and the gift-exchange game. <i>Journal of Economic Psychology</i> , 2020, 81, 102329.	2.2	27

#	ARTICLE	IF	CITATIONS
137	Prosociality predicts labor market success around the world. <i>Nature Communications</i> , 2020, 11, 5298.	12.8	26
138	Occupational Attainment and Earnings in Southeast Asia: The Role of Non-cognitive Skills. <i>Labour Economics</i> , 2020, 67, 101913.	1.7	9
139	Career trajectories into undereducation. Which skills and resources substitute formal education in the intergenerational transmission of advantage?*. <i>Research in Social Stratification and Mobility</i> , 2020, 68, 100526.	1.9	6
140	Effect of personality traits on smallholders' land renting behavior: Theory and evidence from the North China Plain. <i>China Economic Review</i> , 2020, 62, 101510.	4.4	16
141	Envy in mission-oriented organisations. <i>Journal of Economic Behavior and Organization</i> , 2020, 179, 395-424.	2.0	3
142	Behavior in Foreign Languages. <i>Innovation Und Entrepreneurship</i> , 2020, , .	0.0	0
144	The Conflicting Links between Forecast-Confidence and Trading Propensity. <i>Journal of Behavioral Finance</i> , 2021, 22, 443-460.	1.7	2
145	Relationship between risk aversion, risky investment intention, investment choices. <i>Kybernetes</i> , 2020, 49, 2651-2682.	2.2	44
146	Robust inference in risk elicitation tasks. <i>Journal of Risk and Uncertainty</i> , 2020, 61, 195-209.	1.5	17
147	The Trait Approach. , 2020, , 31-43.		0
148	Accuracy in Person Perception. , 2020, , 44-55.		1
149	Models of Personality Structure. , 2020, , 115-128.		0
150	The Five-Factor Model of Personality: Consensus and Controversy. , 2020, , 129-141.		2
151	Temperament and Brain Networks of Attention. , 2020, , 155-168.		2
152	Personality in Nonhuman Animals. , 2020, , 235-246.		0
153	Genetics of Personality. , 2020, , 247-258.		0
154	Approach-Avoidance Theories of Personality. , 2020, , 259-272.		1
155	Cognitive Processes and Models. , 2020, , 295-315.		0

#	ARTICLE	IF	CITATIONS
156	Basic Needs, Goals and Motivation. , 2020, , 330-338.		1
157	Personality and the Self. , 2020, , 339-351.		6
158	Social Relations and Social Support. , 2020, , 386-399.		0
159	Personality and Politics. , 2020, , 413-424.		1
160	Personality at Work. , 2020, , 427-438.		2
162	Personality in Clinical Psychology. , 2020, , 451-462.		0
164	Conceptual and Historical Perspectives. , 2020, , 13-30.		3
165	Personality and the Unconscious. , 2020, , 69-80.		0
166	Personality and Emotion. , 2020, , 81-100.		8
167	Personality Assessment Methods. , 2020, , 103-114.		0
168	Personality and Intelligence. , 2020, , 142-152.		0
169	Development of Personality across the Life Span. , 2020, , 169-182.		3
170	Personality Traits and Mental Disorders. , 2020, , 183-192.		0
171	Attachment Theory. , 2020, , 208-220.		0
172	Evolutionary Personality Psychology. , 2020, , 223-234.		4
173	Personality Neuroscience. , 2020, , 273-292.		5
174	Self-Regulation and Control in Personality Functioning. , 2020, , 316-329.		0
175	Traits and Dynamic Processes. , 2020, , 352-363.		0

#	ARTICLE	IF	CITATIONS
176	Anxiety, Depression and Cognitive Dysfunction. , 2020, , 364-374.		0
177	Personality in Cross-Cultural Perspective. , 2020, , 400-412.		1
178	Personality, Preferences and Socioeconomic Behavior. , 2020, , 477-494.		2
180	States and Situations, Traits and Environments. , 2020, , 56-68.		1
181	Narrative Identity in the Social World. , 2020, , 377-385.		0
182	Personality and Crime. , 2020, , 463-476.		0
183	Models of Physical Health and Personality. , 2020, , 193-207.		2
186	The role of demographics on adolescents' preferences for risk, ambiguity, and prudence. Journal of Economic Behavior and Organization, 2020, 179, 784-796.	2.0	33
187	Personality and positionality-evidence from survey experiments with alternative goods. Eurasian Business Review, 2020, 10, 123-156.	4.2	3
188	Decision making under uncertainty: the relation between economic preferences and psychological personality traits. Theory and Decision, 2020, 89, 61-83.	1.0	9
189	Preference or ability: Exploring the relations between risk preference, personality, and cognitive abilities. Journal of Behavioral Decision Making, 2020, 33, 477-491.	1.7	14
190	Personality and competitiveness: Extraversion, agreeableness, and their aspects, predict self-reported competitiveness and competitive bidding in experimental auctions. Personality and Individual Differences, 2021, 169, 109907.	2.9	12
191	Financial risk-taking and trait emotional intelligence. Review of Behavioral Finance, 2021, 13, 259-275.	2.0	7
192	Financial literacy, economic preferences, and adolescents' field behavior. Finance Research Letters, 2021, 40, 101728.	6.7	14
193	Social status and social learning. Journal of Behavioral and Experimental Economics, 2021, 90, 101647.	1.2	1
194	Frequent Job Changes can Signal Poor Work Attitude and Reduce Employability. Journal of the European Economic Association, 2021, 19, 475-508.	3.5	5
195	Preschoolers' self-regulation and early mathematical skill differentials. Education Economics, 2021, 29, 173-193.	1.1	0
196	An economic approach to modeling personality. , 2021, , 675-697.		1

#	ARTICLE	IF	CITATIONS
197	Trait Based Trustworthiness Assessment in Human-Agent Collaboration Using Multi-Layer Fuzzy Inference Approach. IEEE Access, 2021, 9, 73561-73574.	4.2	22
198	Neuroeconomic Perspectives for Economics. Advances in Logistics, Operations, and Management Science Book Series, 2021, , 135-151.	0.4	0
199	Born to Be Managers? Genetic Links between Risk-Taking and the Likelihood of Holding Managerial Positions. SSRN Electronic Journal, 0, , .	0.4	0
200	Investigating the genetic architecture of noncognitive skills using GWAS-by-subtraction. Nature Genetics, 2021, 53, 35-44.	21.4	145
201	Acute stress does not affect economic behavior in the experimental laboratory. PLoS ONE, 2021, 16, e0244881.	2.5	6
202	Childhood environmental adversity is not linked to lower levels of cooperative behaviour in economic games. Evolutionary Human Sciences, 2021, 3, .	1.7	3
203	Behaviour and biases of retail investors: Task or trait?. SSRN Electronic Journal, 0, , .	0.4	0
204	Is the Acknowledgment of Earned Entitlement Effect Robust Across Experimental Modes and Populations?. Sociological Methods and Research, 2023, 52, 209-230.	6.8	2
205	Social Responsibility in the Time of Uncertainty: A Natural Experiment. SSRN Electronic Journal, 0, , .	0.4	2
206	Pluralist Behavioral Economics. Advances in Finance, Accounting, and Economics, 2021, , 1-56.	0.3	0
207	Dynamic Inconsistency and Incentive Design: Insights from Behavioural Economics for HR Managers. NHRD Network Journal, 2021, 14, 193-205.	0.2	0
208	How Much Are Borrowers Willing to Pay to Remove Uncertainty Surrounding Mortgage Defaults?. Journal of Real Estate Finance and Economics, 0, , 1.	1.5	1
209	Inequality in personality over the life cycle. Journal of Economic Behavior and Organization, 2021, 184, 46-77.	2.0	8
210	“œœ am Delighted!â€ The Effect of Perceived Customer Value on Repurchase and Advocacy Intention in B2B Express Delivery Services. Sustainability, 2021, 13, 6013.	3.2	6
211	Altruistic self-concept mediates the effects of personality traits on volunteering: Evidence from an online experiment. Journal of Behavioral and Experimental Economics, 2021, 92, 101697.	1.2	4
212	Revisiting the determinants of individual sustainable investmentâ€”The case of Japan. Journal of Behavioral and Experimental Finance, 2021, 30, 100497.	3.8	20
213	Lost job, lost trust? On the effect of involuntary job loss on trust. Journal of Economic Psychology, 2021, 84, 102369.	2.2	11
214	Risk preferences and personality traits in children and adolescents. Journal of Economic Behavior and Organization, 2021, 186, 523-532.	2.0	9

#	ARTICLE	IF	CITATIONS
215	Preferences, personality, aspirations, and farmer behavior. <i>Agricultural Economics (United Kingdom)</i> , 2021, 52, 901-913.	3.9	20
216	The why and the how: A nexus on how opportunity, risk and personality affect entrepreneurial intention. <i>Journal of Small Business Management</i> , 2023, 61, 2656-2689.	4.8	22
217	Who is resilient in a time of crisis? The importance of financial and non-financial resources. <i>Health Economics (United Kingdom)</i> , 2021, 30, 3051-3073.	1.7	15
218	New Ecological Paradigm meets behavioral economics: On the relationship between environmental values and economic preferences. <i>Journal of Environmental Economics and Management</i> , 2021, 109, 102516.	4.7	23
219	Neural signatures of heterogeneity in risk-taking and strategic consistency. <i>European Journal of Neuroscience</i> , 2021, 54, 7214-7230.	2.6	9
220	Socioeconomic Status and Inequalities in Children's IQ and Economic Preferences. <i>Journal of Political Economy</i> , 2021, 129, 2504-2545.	4.5	55
221	Psychopathy and Economic Behavior Among Prison Inmates: An Experiment. <i>Frontiers in Psychology</i> , 2021, 12, 732184.	2.1	2
222	Characterising the shared genetic determinants of bipolar disorder, schizophrenia and risk-taking. <i>Translational Psychiatry</i> , 2021, 11, 466.	4.8	15
223	Intra-individual stability of two survey measures on forward-looking attitude. <i>Journal of Economic Behavior and Organization</i> , 2021, 190, 201-227.	2.0	1
224	The impact of personality traits on attitude to financial risk. <i>Research in International Business and Finance</i> , 2021, 58, 101501.	5.9	14
225	Who are Active Risk Managers? Exploring the Association of Personality with Insurance Decisions.. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
227	Alte Angsthasen? Wie sich Risikoentscheidungen über die Lebensspanne verändern. , 2019, , 73-94.		1
229	Personality and prosocial behavior: A theoretical framework and meta-analysis.. <i>Psychological Bulletin</i> , 2020, 146, 30-90.	6.1	312
230	Who is trustworthy? Predicting trustworthy intentions and behavior.. <i>Journal of Personality and Social Psychology</i> , 2018, 115, 468-494.	2.8	57
231	Religiosity, shared identity, trust, and punishment of norm violations: No evidence of generalized prosociality.. <i>Psychology of Religion and Spirituality</i> , 2022, 14, 260-272.	1.3	5
234	Reducing Crime and Violence: Experimental Evidence on Adult Noncognitive Investments in Liberia. , 2016, , .		12
236	Locus of Control and Low-Wage Mobility. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
237	'Income in Jeopardy: How Losing Employment Affects the Willingness to Take Risks'. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3

#	ARTICLE	IF	CITATIONS
238	Where Does the Good Shepherd Go? Civic Virtue and Sorting into Public Sector Employment. SSRN Electronic Journal, 0, , .	0.4	1
239	Critique on the "Manager Effects" Research and Implications for Management Accounting Research. Journal of Management Accounting Research, 2019, 31, 3-40.	1.4	33
240	Self-reported & revealed trust: Experimental evidence. Journal of Economic Psychology, 2022, 88, 102451.	2.2	9
241	Measuring resilience to major life events. Journal of Economic Behavior and Organization, 2021, 191, 598-619.	2.0	18
242	Information Acquisition and Decisions Under Risk and Ambiguity. SSRN Electronic Journal, 0, , .	0.4	1
243	The Effect of Temperament and Character on Bidding Behavior. SSRN Electronic Journal, 0, , .	0.4	1
244	Comparing Decisions Under Compound Risk and Ambiguity: The Importance of Cognitive Skills. SSRN Electronic Journal, 0, , .	0.4	0
245	Early Childhood Environment, Breastfeeding and the Formation of Preferences. SSRN Electronic Journal, 0, , .	0.4	4
246	Prudence, Personality, Cognitive Ability and Emotional State. SSRN Electronic Journal, 0, , .	0.4	0
247	Health and Weight. SSRN Electronic Journal, 0, , .	0.4	0
248	Risk, Ambiguity and Prudence During Adolescence. SSRN Electronic Journal, 0, , .	0.4	2
249	Quicksand or Bedrock for Behavioral Economics? Assessing Foundational Empirical Questions. SSRN Electronic Journal, 0, , .	0.4	0
250	Development Babies. SSRN Electronic Journal, 0, , .	0.4	0
251	Decision Making Under Uncertainty: The Relation between Economic Preferences and Psychological Personality Traits. SSRN Electronic Journal, 0, , .	0.4	0
252	The Influence of Prudence, Cognitive Ability, and Personality on Risk Aversion. Journal of Psychology and Behavioral Science, 2018, 6, .	0.0	0
253	Quicksand or Bedrock for Behavioral Economics? Assessing Foundational Empirical Questions. SSRN Electronic Journal, 0, , .	0.4	0
254	Neuroeconomic Psychology. International Journal of Patient-Centered Healthcare, 2019, 9, 1-17.	0.2	0
256	Parental Involvement and the Intergenerational Transmission of Economic Preferences, Attitudes and Personality Traits. Economic Journal, 2021, 131, 2642-2670.	3.6	22

#	ARTICLE	IF	CITATIONS
257	Inferring opinion leadership from digital footprints. <i>Journal of Business Research</i> , 2022, 139, 1123-1137.	10.2	4
258	Financial Satisfaction of Middle-Income Individuals of India: An Empirical Study with Specific Reference to the Residents of Uttar Pradesh. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
259	Personality Dynamics over the Lifecourse. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
260	Altruistic Self-Concept Mediates the Effects of Personality Traits on Volunteering: Evidence from an Online Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
261	Personality Differences and Investment Decision-Making. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
262	Locus of Control and the Labor Market. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
263	Preschoolers' Self-Regulation, Skill Differentials, and Early Educational Outcomes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
264	Perceived Relative Wealth and Risk Taking. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
265	Grading Student Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
266	Toward a Model of Personality Competencies Underlying Social and Emotional Skills: Insight From the Circumplex of Personality Metatraits. <i>Frontiers in Psychology</i> , 2021, 12, 711323.	2.1	8
267	Do agreeableness and social value orientation predict altruistic behavior under time pressure?. <i>Social Behavior and Personality</i> , 2021, 49, 1-11.	0.6	1
268	Benefits of additional online practice opportunities in higher education. <i>Internet and Higher Education</i> , 2022, 53, 100834.	6.5	11
269	Cognitive Biases Among Millennial Indian Investors: Do Personality and Demographic Factors Matter?. <i>FIIB Business Review</i> , 0, , 231971452110573.	3.1	2
270	Personality Traits Across the Life Cycle: Disentangling Age, Period and Cohort Effects*. <i>Economic Journal</i> , 2022, 132, 2141-2172.	3.6	6
271	The Preference Survey Module: A Validated Instrument for Measuring Risk, Time, and Social Preferences. <i>SSRN Electronic Journal</i> , 0, , .	0.4	115
272	Bentham or Aristotle in the Development Process? An Empirical Investigation of Capabilities and Subjective Well-Being. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
273	The Individual and Joint Performance of Economic Preferences, Personality, and Self-Control in Predicting Criminal Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
274	The Formation of Prosociality: Causal Evidence on the Role of Social Environment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	10

#	ARTICLE	IF	CITATIONS
275	Drinking is Different! Examining the Role of Locus of Control for Alcohol Consumption. SSRN Electronic Journal, 0, , .	0.4	2
276	Investigating the Genetic Architecture of Non-Cognitive Skills Using Gwas-by-Subtraction. SSRN Electronic Journal, 0, , .	0.4	5
277	Let Bygones Be Bygones? Socialist Regimes and Personalities in Germany. SSRN Electronic Journal, 0, , .	0.4	11
278	Cognitive and Non-Cognitive Abilities of Immigrants: New Perspectives on Migrant Quality from a Selective Immigration Country. SSRN Electronic Journal, 0, , .	0.4	1
279	Impact of Personality Traits and Demographic Factors on Risk Attitude. SAGE Open, 2021, 11, 215824402110669.	1.7	3
280	Performance pay and alcohol use in Germany. Industrial Relations, 2022, 61, 353-383.	1.6	7
281	Determinants of Lifestyle Choices Among South Korean College Students: An Experimental Analysis. Risk Management and Healthcare Policy, 2022, Volume 15, 93-105.	2.5	1
282	Economic preferences and state-level corruption: global evidence and mechanism. Applied Economics Letters, 2023, 30, 892-912.	1.8	0
283	Psychological correlates of free colorectal cancer screening uptake in a Scottish sample: a cross-sectional observational study. BMJ Open, 2022, 12, e042210.	1.9	1
285	Time Inconsistency and Overdraft Use: Evidence from Transaction Data and Behavioral Measurement Experiments. SSRN Electronic Journal, 0, , .	0.4	0
286	Big Five personality traits and sex. Journal of Population Economics, 2023, 36, 549-580.	5.6	5
287	Do Hospital Stays Modify Locus of Control?. De Economist, 0, , 1.	1.4	0
288	The Predictive Power of Self-Control for Life Outcomes. Journal of Economic Behavior and Organization, 2022, 197, 725-744.	2.0	19
289	Is risk propensity unique from the big five factors of personality? A meta-analytic investigation. Journal of Research in Personality, 2022, 98, 104206.	1.7	11
290	Personality-Augmented MPC Linking Survey and Transaction Data to Explain MPC Heterogeneity by Big Five Personality Traits. SSRN Electronic Journal, 0, , .	0.4	0
291	TRANSFORMING HR PRACTICES WITH BEHAVIORAL ECONOMICS. , 2022, , 108-111.		0
292	Fathering Daughters and Personality. SSRN Electronic Journal, 0, , .	0.4	0
294	The Effect of Non-Cognitive Ability on Farmer's Ecological Protection of Farmland: Evidence from Major Tea Producing Areas in China. International Journal of Environmental Research and Public Health, 2022, 19, 7598.	2.6	5

#	ARTICLE	IF	CITATIONS
295	Does parental migration impede the development of the cooperative preferences in their left-behind children? Evidence from a large-scale field experiment in China. <i>China Economic Review</i> , 2022, 74, 101826.	4.4	8
296	Genetic Endowments, Educational Outcomes and the Mediating Influence of School Investments. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
297	Economic preferences and temperament traits among business leaders and paid employees. <i>Small Business Economics</i> , 0, , .	6.7	0
298	Prosociality predicts individual behavior and collective outcomes in the COVID-19 pandemic. <i>Social Science and Medicine</i> , 2022, 308, 115192.	3.8	9
299	The Effect of Relative Income Concerns on Life Satisfaction: Relative Deprivation and Loss Aversion. <i>Journal of Happiness Studies</i> , 2022, 23, 3485-3515.	3.2	4
300	Locus of Control and Prosocial Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
301	Farmersâ€™ personality traits and credit exclusion: Evidence from rural China. <i>Frontiers in Psychology</i> , 0, 13, .	2.1	0
302	Peer review: Risk and risk tolerance. <i>PLoS ONE</i> , 2022, 17, e0273813.	2.5	1
303	An economic-psychological perspective on perceived land tenure security: Evidence from rural eastern China. <i>Land Use Policy</i> , 2022, 120, 106294.	5.6	6
304	Loan forbearance takeup in the Covid-era - The role of time preferences and locus of control. <i>Finance Research Letters</i> , 2022, 50, 103250.	6.7	1
305	Changes in Risk Attitudes Vary Across Domains Throughout the Life Course. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
306	Knowledge or Personality. <i>International Journal of Cyber Behavior, Psychology and Learning</i> , 2022, 12, 1-10.	0.2	0
307	Locus of Control and Prosocial Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
308	Genetic Endowments, Educational Outcomes and the Mediating Influence of School Investments. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
309	We Are All Behavioural, More, or Less: A Taxonomy of Consumer Decision-Making. <i>Review of Economic Studies</i> , 2023, 90, 1470-1498.	5.4	5
310	We are all Individuals: The Role of Robot Personality and Human Traits in Trustworthy Interaction. , 2022, , .		5
311	Leadership and Work Engagement Effectiveness within the Technology Era. <i>Sustainability</i> , 2022, 14, 11408.	3.2	2
312	On the Gender Gap of Soft-Skills: the Spanish Case. <i>Child Indicators Research</i> , 0, , .	2.3	0

#	ARTICLE	IF	CITATIONS
313	Variability in repeated economic games: comparing trust game decisions to other social trust measures. Royal Society Open Science, 2022, 9, .	2.4	2
314	Personality traits and behaviour biases: the moderating role of risk-tolerance. Quality and Quantity, 2023, 57, 3549-3573.	3.7	7
315	Econographics. , 2023, 1, 115-161.		6
316	The effects of personality and IQ on portfolio outcomes. Finance Research Letters, 2023, 51, 103464.	6.7	2
317	The effects of health shocks on risk preferences: Do personality traits matter?. Journal of Economic Behavior and Organization, 2022, 204, 356-371.	2.0	6
318	Recovery mode: Non-cognitive skills after the storm. World Development, 2023, 164, 106152.	4.9	1
319	Distributional preferences in adolescent peer networks. Experimental Economics, 0, , .	2.1	0
320	Personality traits and investor risk behavior: moderating role of financial literacy. Managerial Finance, 2023, 49, 884-905.	1.2	1
321	Sustainable Management of Food Waste during COVID-19 Pandemic: Insights into Irrational Food Hoarding among Chinese Citizens. Foods, 2022, 11, 4049.	4.3	0
322	Heterogeneity, coordination and competition: the distribution of individual preferences in organisations. Economics of Governance, 0, , .	1.5	0
324	Determinants of individual sustainable investment behavior - A framed field experiment. Journal of Economic Behavior and Organization, 2023, 209, 491-508.	2.0	15
325	The association between saving disposition and financial distress: A genetically informed approach. Journal of Economic Psychology, 2023, 96, 102610.	2.2	3
326	A matter of risk? Investigating the battery purchase decision in the German photovoltaics market. Energy, 2023, 275, 127463.	8.8	3
327	Humanities, Digitizing, and Economics. , 2022, , 816-833.		0
328	Locus of control and other-regarding behavior: Experimental evidence from a large heterogeneous sample. Journal of Economic Psychology, 2023, 95, 102605.	2.2	2
329	A Network Solution to Robust Implementation: The Case of Identical but Unknown Distributions. Review of Economic Studies, 0, , .	5.4	2
330	Assessing the effect of dialogue on altruism toward future generations: A preliminary study. Frontiers in Computer Science, 0, 5, .	2.8	0
331	Is students' teamwork a dreamwork? A new DCE-based multidimensional approach to preferences towards group work. Humanities and Social Sciences Communications, 2023, 10, .	2.9	1

#	ARTICLE	IF	CITATIONS
332	Non-cognitive skills and labour market performance of immigrants. PLoS ONE, 2023, 18, e0281048.	2.5	0
333	Changes in risk attitudes vary across domains throughout the life course. Journal of Economic Behavior and Organization, 2023, 212, 534-563.	2.0	0
334	Complementarity of neuroeconomic model and the Big5 taxonomy. Journal of Psychology & Clinical Psychiatry, 2023, 14, 62-65.	0.1	2
335	Understanding the Determinants of Aspirations in Rural Tanzania: Does Financial Literacy Matter?. European Journal of Development Research, 2023, 35, 1294-1321.	2.3	1
336	Do crime victims lose trust in others? Evidence from Germany. Journal of Behavioral and Experimental Economics, 2023, 105, 102027.	1.2	0
337	How does financial literacy influence undergraduates' risk-taking propensity?. International Journal of Management Education, 2023, 21, 100840.	3.9	2
338	Increasing the external validity of social preference games by reducing measurement error. Games and Economic Behavior, 2023, 141, 261-285.	0.8	4
339	Role of perceived COVID-19 disruption, personality traits and risk perception in determining the investment behavior of retail investors: a hybrid regression-neural network approach. Journal of Economic and Administrative Sciences, 2023, ahead-of-print, .	1.4	0
340	Sozioökonomischer Status, Mentoring und Chancengerechtigkeit. Perspektiven Der Wirtschaftspolitik, 2023, .	0.4	0
341	Image concerns and the dynamics of prosocial behavior. , 0, 2, .		0
342	The stability of personal traits and preferences in times of the Corona pandemic: Evidence from Germany. Social Science Quarterly, 0, , .	1.6	1
343	Are Economists' Preferences Psychologists' Personality Traits? A Structural Approach. Journal of Political Economy, 2024, 132, 910-970.	4.5	2
344	The relationship between climate protection activities, economic preferences, and life satisfaction: Empirical evidence for Germany. Energy Economics, 2023, , 106938.	12.1	1
345	Kontrollhely Magyarországon " egy reprezentatív felmérés eredményei. Kézgazdasági Szemle, 2023, 70, 847-871.	0.4	0
346	Couple and individual willingness to take risks. Journal of Economic Psychology, 2023, 99, 102676.	2.2	0
348	Is it FOMO or is it ME? The influence of personality traits on cryptocurrency consumption. Psychology and Marketing, 2024, 41, 184-202.	8.2	0
349	Influence of Personality Traits and Emotional Intelligence on Attitude Toward Financial Risk. Advances in Logistics, Operations, and Management Science Book Series, 2023, , 14-30.	0.4	0
350	The development gap in economic rationality of future elites. Games and Economic Behavior, 2023, 142, 866-878.	0.8	2

#	ARTICLE	IF	CITATIONS
351	Farmer personality and community-based extension effectiveness in Tanzania. <i>World Development</i> , 2024, 173, 106424.	4.9	0
352	ADHD and Risk-Taking Behavior: Associations, Mechanisms, and Interventions. <i>Autism and Child Psychopathology Series</i> , 2023, , 295-332.	0.2	0
353	School-to-work transition: putting non-cognitive skills in context. The case of NEET and suggestions for policy. <i>International Journal for Educational and Vocational Guidance</i> , 0, , .	1.3	0
354	Context, welfare sensitivity, and positional preferences among fisherfolks in a developing country. <i>Journal of Behavioral and Experimental Economics</i> , 2024, 108, 102149.	1.2	0
355	Conform to the norm. Peer information and sustainable investments. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
356	Personality differences and investment decision-making. <i>Journal of Financial Economics</i> , 2024, 153, 103776.	9.0	0
357	Personalized choice prediction with less user information. <i>Annals of Mathematics and Artificial Intelligence</i> , 0, , .	1.3	0
358	Adversarial Economic Preferences Predict Right-Wing Voting. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
359	The relationship between the Big Five personality traits and earnings: Evidence from a meta-analysis. <i>Bulletin of Economic Research</i> , 0, , .	1.1	0
360	One and the same? How similar are basic human values and economic preferences. <i>PLoS ONE</i> , 2024, 19, e0296852.	2.5	0
361	Voluntary E-Learning Exercises Support Students in Mastering Statistics. <i>Technology, Knowledge and Learning</i> , 0, , .	4.9	0