

Anomalies

The Endowment Effect, Loss Aversion, and Status Quo Bias

**Daniel Kahneman, Jack L. Knetsch,
and Richard H. Thaler**

Economics can be distinguished from other social sciences by the belief that most (all?) behavior can be explained by assuming that agents have stable, well-defined preferences and make rational choices consistent with those preferences in markets that (eventually) clear. An empirical result qualifies as an anomaly if it is difficult to “rationalize,” or if implausible assumptions are necessary to explain it within the paradigm. This column presents a series of such anomalies. Readers are invited to suggest topics for future columns by sending a note with some reference to (or better yet copies of) the relevant research. Comments on anomalies printed here are also welcome. The address is: Richard Thaler, c/o Journal of Economic Perspectives, Johnson Graduate School of Management, Malott Hall, Cornell University, Ithaca, NY 14853.

After this issue, the “Anomalies” column will no longer appear in every issue and instead will appear occasionally, when a pressing anomaly crosses Dick Thaler’s desk. However, suggestions for new columns and comments on old ones are still welcome. Thaler would like to quash one rumor before it gets started, namely that he is cutting back because he has run out of anomalies. *Au contraire*, it is the dilemma of choosing which juicy anomaly to discuss that takes so much time.

■ *Daniel Kahneman is Professor of Psychology, University of California, Berkeley, California. Jack L. Knetsch is Professor of Economics and Natural Resources Management, Simon Fraser University, Burnaby, British Columbia, Canada. Richard H. Thaler is Henrietta Johnson Louis Professor of Economics, Johnson School of Management, Cornell University, Ithaca, New York.*

Introduction

A wine-loving economist we know purchased some nice Bordeaux wines years ago at low prices. The wines have greatly appreciated in value, so that a bottle that cost only \$10 when purchased would now fetch \$200 at auction. This economist now drinks some of this wine occasionally, but would neither be willing to sell the wine at the auction price nor buy an additional bottle at that price.

Thaler (1980) called this pattern—the fact that people often demand much more to give up an object than they would be willing to pay to acquire it—the *endowment effect*. The example also illustrates what Samuelson and Zeckhauser (1988) call a *status quo bias*, a preference for the current state that biases the economist against both buying *and* selling his wine. These anomalies are a manifestation of an asymmetry of value that Kahneman and Tversky (1984) call *loss aversion*—the disutility of giving up an object is greater than the utility associated with acquiring it. This column documents the evidence supporting endowment effects and status quo biases, and discusses their relation to loss aversion.

The Endowment Effect

An early laboratory demonstration of the endowment effect was offered by Knetsch and Sinden (1984). The participants in this study were endowed with either a lottery ticket or with \$2.00. Some time later, each subject was offered an opportunity to trade the lottery ticket for the money, or vice versa. Very few subjects chose to switch. Those who were given lottery tickets seemed to like them better than those who were given money.

This demonstration and other similar ones (Knetsch, 1989), while striking, did not settle the matter. Some economists felt that the behavior would disappear if subjects were exposed to a market environment with ample learning opportunities. For example, Knez, Smith and Williams (1985) argued that the discrepancy between buying and selling prices might be produced by the thoughtless application of normally sensible bargaining habits, namely understating one's true willingness to pay (WTP) and overstating the minimum acceptable price at which one would sell (willingness to accept or WTA). Coursey, Hovis, and Schultze (1987) reported that the discrepancy between WTP and WTA diminished with experience in a market setting (although it was probably not eliminated, see Knetsch and Sinden, 1987). To clarify the issue, Kahneman, Knetsch, and Thaler (1990) ran a new series of experiments to determine whether the endowment effect survives when subjects face market discipline and have a chance to learn. We will report just two experiments from that series.

In the first experiment, students in an advanced undergraduate economics class at Cornell University participated in a series of markets. The objects traded in the first three markets were 'induced value tokens.' In such markets all subjects are told how much a token is worth to them, with the amounts varying across subjects. Half the subjects were made owners of tokens, the other half were not. In this way, supply and demand curves for tokens are created. Subjects alternated between the buyer and seller role in the three successive markets, and were assigned a different individual redemption value in each trial. Experimenters collected the forms from all participants after each market period, and immediately calculated and announced the market-clearing price and the number of trades. Three buyers and three sellers were selected at random after each of the induced markets and were paid off according to the preferences stated on their forms and the market clearing price for that period.

These markets contained no grist for the anomaly mill. On each trial, the market clearing price was exactly equal to the intersection of the induced supply and demand curves, and the volume of trade was within one unit of the predicted quantity. These results demonstrate that the subjects understood the task, and that the market mechanism used did not impose high transactions costs.

Immediately after the three induced value markets, subjects on alternating seats were given Cornell coffee mugs, which sell for \$6.00 each at the bookstore. The experimenter asked all participants to examine a mug, either their own or their neighbor's. The experimenter then informed the subjects that four markets for mugs would be conducted using the same procedures as the prior induced markets with two exceptions: (1) One of the four market trials would subsequently be selected at random and only the trades made on this trial would be executed. (2) On the binding market trial, *all* trades would be implemented, unlike the subset implemented in the induced value markets. The initial assignment of buyer and seller roles was maintained for all four trading periods. The clearing price and the number of trades were announced after each period. The market that "counted" was indicated after the fourth period, and transactions were executed immediately—all sellers who had indicated that they would give up their mug at the market clearing price exchanged their mugs for cash, and successful buyers paid this same price and received their mug. This design was used to permit learning to take place over successive trials and yet make each trial potentially binding. The same procedure was then followed for four more successive markets using boxed ball-point pens with a visible bookstore price tag of \$3.98, which were distributed to the subjects who had been buyers in the mug markets.

What does economic theory predict will happen in these markets for mugs and pens? Since transactions costs have been shown to be insignificant in the induced value markets, and income effects are trivial, a clear prediction is available: When the market clears, the objects will be owned by those subjects who value them most. Call the half of the subjects who like mugs the most

“mug lovers” and the half who like mugs least “mug haters.” Then, since the mugs were assigned at random, on average half of the mug lovers will be given a mug, and half will not. This implies that in the market, half of the mugs should trade, with mug haters selling to mug lovers.

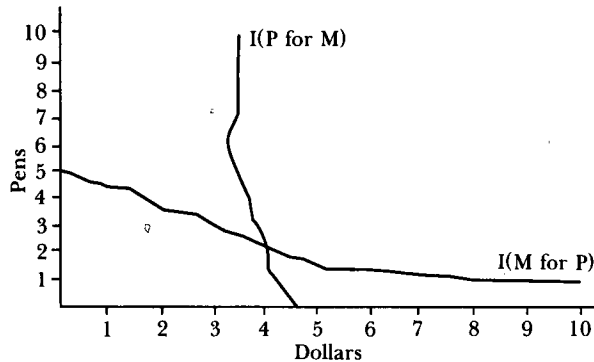
The 50 percent predicted volume of trade did not materialize. There were 22 mugs and pens distributed so the predicted number of trades was 11. In the four mug markets the number of trades was 4, 1, 2, and 2 respectively. In the pen markets the number of trades was either 4 or 5. In neither market was there any evidence of a trend over the four trials. The reason for the low volume of trade is revealed by the reservation prices of buyers and sellers. For mugs, the median owner was unwilling to sell for less than \$5.25, while the median buyer was unwilling to pay more than \$2.25-\$2.75. The market price varied between \$4.25 and \$4.75. In the market for pens the ratio of selling to buying prices was also about 2. The experiment was replicated several times, always with similar results: median selling prices are about twice median buying prices and volume is less than half of that expected.

Another experiment from this series allows us to investigate whether the low volume of trading is produced by a reluctance to buy or a reluctance to sell. In this experiment, 77 students at Simon Fraser University were randomly assigned to three conditions. One group, the Sellers, were given SFU coffee mugs and were asked whether they would be willing to sell the mugs at each of a series of prices ranging from \$0.25 to \$9.25. A second group of Buyers were asked whether they would be willing to buy a mug at the same set of prices. The third group, called Choosers, were not given a mug but were asked to choose, for each of the prices, between receiving a mug or that amount of money.

Notice that the Sellers and the Choosers are in objectively identical situations, deciding at each price between the mug and that amount of money. Nevertheless, the Choosers behaved more like Buyers than like Sellers. The median reservation prices were: Sellers, \$7.12; Choosers, \$3.12; Buyers, \$2.87. This suggests that the low volume of trade is produced mainly by owner's reluctance to part with their endowment, rather than by buyers' unwillingness to part with their cash. This experiment also eliminates the trivial income effect present in the first experiment, since the Sellers and Choosers are in the same economic situation.

One of the first lessons in microeconomics is that two indifference curves can never intersect. This result depends on the implicit assumption that indifference curves are reversible. That is, if an individual owns x and is indifferent between keeping it and trading it for y , then when owning y the individual should be indifferent about trading it for x . If loss aversion is present, however, this reversibility will no longer hold. Knetsch (1990) has demonstrated this point experimentally. One group of subjects received 5 medium priced ball point pens, while another group of subjects received \$4.50. They were then made a series of offers which they could accept or reject. The offers were designed to identify an indifference curve. For example, someone

Figure 1
Crossing indifference curves



who had been given the pens would be asked if she would give up one of the pens for a dollar. One of the accepted offers (including the original endowment) was selected at random at the end of the experiment to determine the subject's payment. By plotting the line between accepted and rejected offers, Knetsch was able to infer an indifference curve for each subject. Then he plotted the average indifference curve for each of the two groups (those who started with pens and those who started with money). These plots are shown in Figure 1. The curves are quite different: the pens were worth more money to those subjects who started with pens than to those who started with money. As a result, the curves intersect.¹

What produces these "instant endowment effects"? Do subjects who receive a gift actually value it more than others who do not receive it? A recent study by Loewenstein and Kahneman (1991) investigated this issue. Half the students in a class ($N = 63$) were given pens, the others were given a token redeemable for an unspecified gift. All participants were then asked to rank the attractiveness of six gifts under consideration as prizes in subsequent experiments. Finally, all the subjects were then given a choice between a pen and two chocolate bars. As in previous experiments, there was a pronounced endowment effect. The pen was preferred by 56 percent of those endowed with it, but only 24 percent of the other subjects chose a pen. However, when making the attractiveness ratings, the subjects endowed with pens did not rate them as more attractive. This suggests that the main effect of endowment is not to enhance the appeal of the good one owns, only the pain of giving it up.

Status Quo Bias

One implication of loss aversion is that individuals have a strong tendency to remain at the status quo, because the disadvantages of leaving it loom larger

¹These curves were obtained from different individuals. Because subjects were randomly assigned to the two endowment groups, however, it is reasonable to attribute crossing indifference curves to the representative individual.

than advantages. Samuelson and Zeckhauser (1988) have demonstrated this effect, which they term the *status quo bias*. In one experiment, some subjects were given a hypothetical choice task, such as the following, in a 'neutral' version in which no status quo is defined: "You are a serious reader of the financial pages but until recently have had few funds to invest. That is when you inherited a large sum of money from your great-uncle. You are considering different portfolios. Your choices are to invest in: a moderate-risk company, a high risk company, treasury bills, municipal bonds."

Other subjects were presented with the same problem but with one of the options designated as the status quo. In this case, after the same opening sentence the passage continues: "... That is when you inherited a portfolio of cash and securities from your great-uncle. A significant portion of this portfolio is invested in a moderate risk company... (The tax and broker commission consequences of any change are insignificant.)"

Many different scenarios were investigated, all using the same basic experimental design. Aggregating across all the different questions, Samuelson and Zeckhauser are then able to estimate the probability that an option will be selected when it is the status quo or when it is competing as an alternative to the status quo as a function of how often it is selected in the neutral setting. Their results implied that an alternative became significantly more popular when it was designated as the status quo. Also, the advantage of the status quo increases with the number of alternatives.

A test of status quo bias in a field setting was performed by Hartman, Doane, and Woo (forthcoming) using a survey of California electric power consumers. The consumers were asked about their preferences regarding service reliability and rates. They were told that their answers would help determine company policy in the future. The respondents fell into two groups, one with much more reliable service than the other. Each group was asked to state a preference among six combinations of service reliabilities and rates, with one of the combinations designated as the status quo. The results demonstrated a pronounced status quo bias. In the high reliability group, 60.2 percent selected their status quo as their first choice, while only 5.7 percent expressed a preference for the low reliability option currently being experienced by the other group, though it came with a 30 percent reduction in rates. The low reliability group, however, quite liked their status quo, 58.3 percent of them ranking it first. Only 5.8 percent of this group selected the high reliability option at a proposed 30 percent increase in rates.²

²Differences in income and electricity consumption between the two groups were minor and did not appear to significantly influence the results. Could the results be explained by either learning of habituation? That is, might the low reliability group have learned to cope with frequent outages, or found out that candlelight dinners are romantic? This cannot be ruled out, but it should be stressed that no similar explanation can be used for the mug experiments or the surveys conducted by Samuelson and Zeckhauser, so at least some of the effects observed are attributable to a pure status quo bias.

A large-scale experiment on status quo bias is now being conducted (inadvertently) by the states of New Jersey and Pennsylvania. Both states now offer a choice between two types of automobile insurance: a cheaper policy that restricts the right to sue, and a more expensive one that maintains the unrestricted right. Motorists in New Jersey are offered the cheaper policy as the default option, with an opportunity to acquire an unrestricted right to sue at a higher price. Since this option was made available in 1988, 83 percent of the drivers have elected the default option. In Pennsylvania's 1990 law, however, the default option is the expensive policy, with an opportunity to opt for the cheaper kind. The potential effect of this legislative framing manipulation was studied by Hershey, Johnson, Meszaros, and Robinson (1990). They asked two groups to choose between alternative policies. One group was presented with the New Jersey plan while the other was presented with the Pennsylvania plan. Of those subjects offered the New Jersey plan, only 23 percent elected to buy the right to sue whereas 53 percent of the subjects offered the Pennsylvania plan retained that right. On the basis of this research, the authors predict that more Pennsylvanians will elect the right to sue than New Jerseyans. Time will tell.

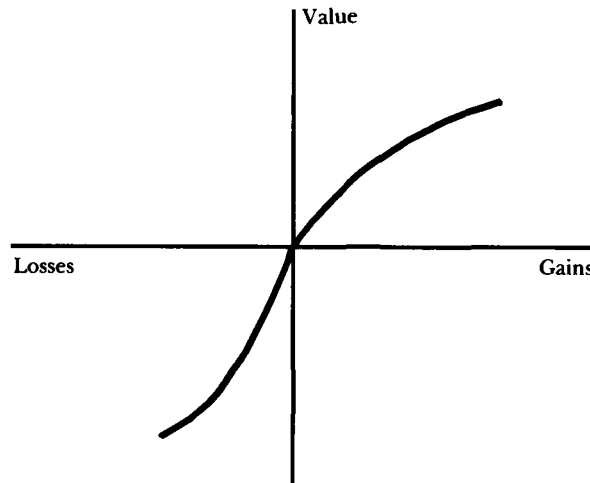
One final example of a presumed status quo bias comes courtesy of the *JEP* staff. Among Carl Shapiro's comments on this column was this gem: "You may be interested to know that when the AEA was considering letting members elect to drop one of the three Association journals and get a credit, prominent economists involved in that decision clearly took the view that fewer members would choose to drop a journal if the default was presented as all three journals (rather than the default being 2 journals with an extra charge for getting all three). We're talking economists here."

Loss Aversion

These observations, and many others, can be explained by a notion of loss aversion. A central conclusion of the study of risky choice has been that such choices are best explained by assuming that the significant carriers of utility are not states of wealth or welfare, but changes relative to a neutral reference point. Another central result is that changes that make things worse (losses) loom larger than improvements or gains. The choice data imply an abrupt change of the slope of the value function at the origin. The existing evidence suggests that the ratio of the slopes of the value function in two domains, for small or moderate gains and losses of money, is about 2:1 (Tversky and Kahneman, 1991). A schematic value function is shown in Figure 2.

The natural extension of this idea to riskless choice is that the attributes of options in trades and other transactions are also evaluated as gains and losses relative to a neutral reference point. The approach is illustrated in Figure 3. Decision makers have a choice between state *A*, where they have more of good

Figure 2
A typical value function



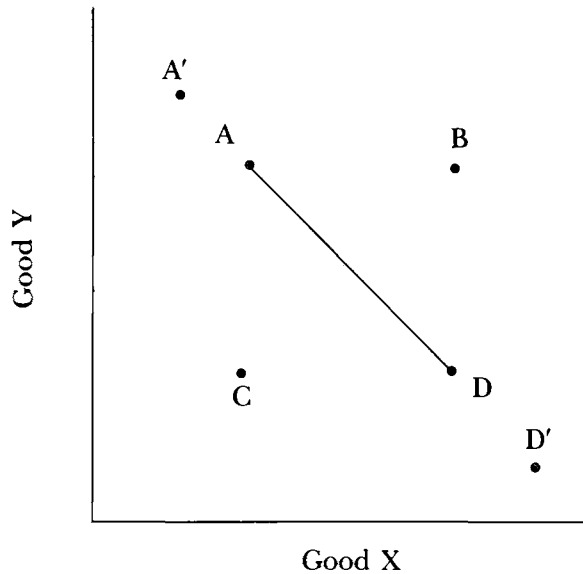
Y and less of good X , and state D , where they have more of good X and less of good Y . Four different reference points are indicated in the Figure. The individual faces a positive choice between two gains if the reference point is C , a negative choice between two losses if the reference point is B , and two different exchanges if the references are A or D , respectively. For example, if good Y is a mug and good X is money, the reference points for the sellers and the choosers in the mugs experiment are A and C . Loss aversion implies that the difference between the states of having a mug and not having one is larger from A than from C , which explains the different monetary values that subjects attach to the mug in these conditions.³ For a formal treatment that generalizes consumer theory by introducing the notions of reference and loss aversion, see Tversky and Kahneman (1991).

In general, a given difference between two options will have greater impact if it is viewed as a difference between two disadvantages than if it is viewed as a difference between two advantages. The status quo bias is a natural consequence of this asymmetry: the disadvantages of a change loom larger than its advantages. However, the differential weighting of advantages and disadvantages can be demonstrated even when the retention of the status quo is not an option. For an example, consider the following question (from Tversky and Kahneman, 1991):

Imagine that as part of your professional training you were assigned to a part-time job. The training is now ending and you must look for employ-

³Loss aversion does not affect all transactions. In a normal commercial transaction, the seller does not suffer a loss when trading a good. Furthermore, the evidence indicates that buyers do not value the money spent on normal purchases as a loss, so long as the price of the good is not thought to be unusually high. Loss aversion is expected to primarily affect owners of goods that had been bought for use rather than for eventual resale.

Figure 3
Multiple reference points for the choice between
A and D



ment. You consider two possibilities. They are like your training job in most respects except for the amount of social contact and the convenience of commuting to and from work. To compare the two jobs to each other and to the present one you have made up the following table:

| Job | Contact with others | Commute Time |
|-------------|-----------------------------|--------------|
| Present job | isolated for long stretches | 10 min. |
| Job A | limited contact with others | 20 min. |
| Job D | moderately sociable | 60 min. |

The options *A* and *D* are evaluated from a reference job which is better on commute time and worse on personal contact (a point like *A'* in Figure 3). Another version of the problem presented the same options, but the reference job involved "much pleasant social interaction and 80 minutes of daily commuting time," which corresponds to the point *D'*. The proportion of subjects choosing job *A* was 70 percent in the first version, 33 percent in the second. Subjects are more sensitive to the dimension in which they are losing relative to their reference point.

Some asymmetries between buying and selling prices are much too large to be explained by garden-variety loss aversion. For example, Thaler (1980) told subjects that they had been exposed to a rare fatal disease and that they now face a .001 chance of painless death within two weeks. They must decide how much they would be willing to pay for a vaccine, to be purchased immediately. The same subjects were also asked for the compensation they would demand to

participate in a medical experiment in which they face a .001 chance of a quick and painless death. For most subjects the two prices differed by more than an order of magnitude.

A study by Viscusi, Magat and Huber (1987) documented a similar effect in a more realistic setting. Their respondents were recruited at a shopping mall and hardware store. The respondents were shown a can of fictitious insecticide, and were asked to examine it for their use. The current price of the can was said to be \$10. Respondents were informed that all insecticide can cause injuries if misused, including inhalation and skin poisoning (in households with young children, child poisoning replaced skin poisoning). The current risk level was said to be 15 injuries of each type per 10,000 bottles sold. Respondents were asked to state their willingness-to-pay (WTP) to eliminate or reduce the risks. In households without children, the mean WTP to eliminate both risks was \$3.78. The respondents were also asked to state the price reduction they would require to accept an increase of 1/10,000 in each of the two risks. The results were dramatic: 77 percent of respondents in this condition said they would refuse to buy the product at any positive price.

The striking difference between WTA and WTP in these studies probably reflects the large difference in the responsibility costs associated with voluntary assumption of additional risk, in contrast to a mere failure to reduce or eliminate existing risk. The asymmetry between omission and commission is familiar in legal doctrine, and its impact on judgments of responsibility has been confirmed by psychological research (Ritov and Baron, forthcoming). The asymmetry affects both blame and regret after a mishap, and the anticipation of blame and regret, in turn, could affect behavior.

A moral attitude is involved in another situation where huge discrepancies between buying and selling prices have been observed, the evaluation of environmental amenities in cost benefit analyses. Suppose some corporation offers to buy the Grand Canyon and make it into a water park complete with the world's largest water slide. How do we know whether the benefits of this idea exceed its costs? As usual there are two ways to ask the question, depending on what is the status quo. If there is no theme park in the status quo, then people can be asked the minimum amount of money they would accept to agree to add one (WTA). Alternatively, if the corporation currently owns the right, people could be asked how much they would be willing to pay to buy it back and prevent the theme park from being built (WTP). Several surveys have been conducted where the researchers asked both types of questions for such things as clean air and well-maintained public parks. Most studies find that the WTA responses greatly exceed the WTP answers (Cummings, Brookshire, and Schulze, 1986). The difference in typical responses actually does not tell the entire story. As two close observers of this literature note (Mitchell and Carson, 1989, p. 34): "Studies using WTA questions have consistently received a large number of protest answers, such as 'I refuse to sell' or 'I want an extremely large or infinite amount of compensation for agreeing to this,' and have

frequently experienced protest rates [outright refusals to answer the question] of 50 percent or more." These extreme responses reflect the feelings of outrage often seen when communities are faced with the prospect of accepting a new risk such as a nuclear power plant or waste disposal facility (Kunreuther, Easterling, Desvousges, and Slovic, forthcoming). Offers of compensation to proposed communities often do not help as they are typically perceived as bribes.⁴

Judgments of Fairness and Justice

An implication of the endowment effect is that people treat opportunity costs differently than "out-of-pocket" costs. Foregone gains are less painful than perceived losses. This perception is strongly manifested in people's judgments about fair behavior. Kahneman, Knetsch and Thaler (1986) present survey evidence supporting this proposition. Samples of the residents of Toronto and Vancouver were asked a series of questions over the telephone about whether they thought a particular economic action was "fair." In some cases, alternative versions of the same question were presented to different groups of respondents. For each question, respondents were asked to judge whether the action was completely fair, acceptable, somewhat unfair, or very unfair. In reporting the results the first two categories were combined and called "acceptable" and the last two combined and called "unfair." Perceptions of fairness strongly depended on whether the question was framed as a reduction in a gain or an actual loss. For example:

Question 1a. A shortage has developed for a popular model of automobile, and customers must now wait two months for delivery. A dealer has been selling these cars at list price. Now the dealer prices this model at \$200 above list price.

N = 130 Acceptable 29 percent Unfair 71 percent

Question 1b. A shortage has developed for a popular model of automobile, and customers must now wait two months for delivery. A dealer has been selling these cars at a discount of \$200 below list price. Now the dealer sells this model only at list price.

N = 123 Acceptable 58 percent Unfair 42 percent

⁴This is a situation in which people loudly say one thing and the theory asserts another. It is of interest that the practitioners of contingent valuation elected to listen to the theory, rather than to the respondents (Cummings, Brookshire and Schulze, 1986). The accepted procedure uses WTP questions to assess value even in a context of compensation, relying on the theoretical argument that WTP and WTA should not be far apart when income effects are small.

Imposing a surcharge (which is likely to be judged a loss) is considered more unfair than eliminating a discount (a reduction of a gain). This distinction explains why firms that charge cash customers one price and credit card customers a higher price always refer to the cash price as a discount rather than to the credit card price as a surcharge (Thaler, 1980).

The different intensity of responses to losses and to foregone gains may help explain why it is easier to cut real wages during inflationary periods:

Question 2a. A company is making a small profit. It is located in a community experiencing a recession with substantial unemployment but no inflation. The company decides to decrease wages and salaries 7 percent this year.

$N = 125$ Acceptable 37 percent Unfair 63 percent

Question 2b. A company is making a small profit. It is located in a community experiencing a recession with substantial unemployment and inflation of 12 percent. The company decides to increase salaries only 5 percent this year.

$N = 129$ Acceptable 78 percent Unfair 22 percent

In this case a 7 percent cut in real wages is judged reasonably fair when it is framed as a nominal wage increase, but quite unfair when it is posed as a nominal wage cut.

The attitudes of the lay public about fairness, which are represented in their answers to these fairness questions, also pervade the decisions made by judges in many fields of the law. Supreme Court Justice Oliver Wendell Holmes (1897) put the principle this way: "It is in the nature of a man's mind. A thing which you enjoyed and used as your own for a long time, whether property or opinion, takes root in your being and cannot be torn away without your resenting the act and trying to defend yourself, however you came by it. The law can ask no better justification than the deepest instincts of man."

Cohen and Knetsch (1990) showed that this principle, embodied in the old expression that "possession is nine tenths of the law," is reflected in many judicial opinions. For example, in tort law judges make the distinction between "loss by way of expenditure and failure to make gain." In one case, several bales fell from the defendant's truck and hit a utility pole, cutting off power to the plaintiff's plant. The plaintiff was able to recover wages paid to employees which were considered "positive outlays" but could not recover lost profits which were merely "negative losses consisting of a mere deprivation of an opportunity to earn an income" (p. 18). A similar distinction is made in contract law. A party that breaches a contract is more likely to be held to the original terms if the action is taken to make an unforeseen gain than if it is taken to avoid a loss.

Commentary

It is in the nature of economic anomalies that they violate standard theory. The next question is what to do about it. In many cases there is no obvious way to amend the theory to fit the facts, either because too little is known, or because the changes would greatly increase the complexity of the theory and reduce its predictive yield. The anomalies that we have described under the labels of the endowment effect, the status quo bias and loss aversion may be an exceptional case, where the needed amendments in the theory are both obvious and tractable.

The amendments are not trivial: the important notion of a stable preference order must be abandoned in favor of a preference order that depends on the current reference level. A revised version of preference theory would assign a special role to the status quo, giving up some standard assumptions of stability, symmetry and reversibility which the data have shown to be false. But the task is manageable. The generalization of preference theory to indifference curves that are indexed to reference level is straightforward (Tversky and Kahneman, 1991). The factors that determine the reference point in the evaluations of outcomes are reasonably well understood: the role of the status quo, and of entitlements and expectations are sufficiently well established to allow these factors to be used in locating the relevant reference levels for particular analyses.

As Samuelson and Zeckhauser noted, rational models that ignore the status quo tend to predict "greater instability than is observed in the world" (p. 47). We have added the claim that models that ignore loss aversion predict more symmetry and reversibility than are observed in the world, ignoring potentially large differences in the magnitude of responses to gains and to losses. Responses to increases and to decreases in price, for example, might not always be mirror images of each other. The possibility of loss aversion effects suggests, more generally, that treatments of responses to *changes* in economic variables should routinely separate the cases of favorable and unfavorable changes. Introducing such distinctions could improve the precision of predictions at a tolerable price in increased complexity.

After more than a decade of research on this topic we have become convinced that the endowment effect, status quo bias, and the aversion to losses are both robust and important. Then again, we admit that the idea is now part of our endowment, and we are naturally keener to retain it than others might be to acquire it.

■ *The authors wish to acknowledge financial support from Fisheries and Oceans Canada, the Ontario Ministry of the Environment, the Russell Sage Foundation, and Concord Capital Management.*

References

- Cohen, David, and Jack L. Knetsch** "Judicial Choice and Disparities Between Measures of Economic Values," Simon Fraser University Working Paper, 1990.
- Coursey, Don L., John L. Hovis, and William D. Schulze**, "The Disparity Between Willingness to Accept and Willingness to Pay Measures of Value," *The Quarterly Journal of Economics*, 1987, 102, 679-90.
- Cummings, Ronald G., David S. Brookshire, and William D. Schulze, eds.**, *Valuing Environmental Goods*. Totowa, NJ: Rowman and Allanheld, 1986.
- Hartman, Raymond, Michael J. Doane, and Chi-Keung Woo**, "Consumer Rationality and the Status Quo," *Quarterly Journal of Economics*, forthcoming.
- Hershey, John, Eric Johnson, Jacqueline Meszaros, and Matthew Robinson**, "What Is the Right to Sue Worth?" Wharton School, University of Pennsylvania, June 1990.
- Holmes, Oliver Wendell**, "The Path of the Law," *Harvard Law Review*, 1897, 10, 457-478.
- Kahneman, Daniel, Jack L. Knetsch, and Richard Thaler**, "Fairness As a Constraint on Profit Seeking: Entitlements in the Market," *American Economic Review*, 1986, 76, 728-41.
- Kahneman, Daniel, Jack L. Knetsch, and Richard Thaler**, "Experimental Tests of the Endowment Effect and the Coase Theorem," *Journal of Political Economy*, December 1990, 98, 1325-1348.
- Kahneman, Daniel, and Amos Tversky**, "Choices, Values and Frames," *American Psychologist*, April 1984, 39, 341-350.
- Knetsch, Jack L.**, "The Endowment Effect and Evidence of Nonreversible Indifference Curves," *American Economic Review*, 1989, 79, 1277-1284.
- Knetsch, Jack L.**, "Derived Indifference Curves," working paper, Simon Fraser University, 1990.
- Knetsch, Jack L., and J. A. Sinden**, "Willingness to Pay and Compensation Demanded: Experimental Evidence of an Unexpected Disparity in Measures of Value," *Quarterly Journal of Economics*, August 1984, 99, 507-521.
- Knetsch, Jack L., and J. A. Sinden**, "The Persistence of Evaluation Disparities," *Quarterly Journal of Economics*, 1987, 102, 691-695.
- Knez, Peter, Vernon Smith, and Arlington W. Williams**, "Individual Rationality, Market Rationality, and Value Estimation," *American Economic Review*, May 1985, 75, 397-402.
- Kunreuther, Howard, Douglas Easterling, William Desvousges, and Paul Slovic**, "Public Attitudes Toward Citing a High Level Nuclear Waste Depository in Nevada," *Risk Analysis*, forthcoming.
- Lowenstein, George, and Daniel Kahneman**, "Explaining the Endowment Effect," working paper, Department of Social and Decision Sciences, Carnegie Mellon University, 1991.
- Mitchell, Robert C., and R. T. Carson**, *Using Surveys to Value Public Goods*. Washington, D.C.: Resources for the Future, 1989.
- Ritov, Rita, and Jonathan Baron**, "Status-quo and Omission Biases," *Journal of Risk and Uncertainty*, forthcoming.
- Samuelson, William, and Richard Zeckhauser**, "Status Quo Bias in Decision Making," *Journal of Risk and Uncertainty*, 1988, 1, 7-59.
- Thaler, Richard**, "Toward a Positive Theory of Consumer Choice," *Journal of Economic Behavior and Organization*, 1980, 1, 39-60.
- Tversky, Amos, and Daniel Kahneman**, "Loss Aversion and Riskless Choice: A Reference Dependent Model," *Quarterly Journal of Economics*, 1991.
- Viscusi, W. Kip, Wesley A. Magat, and Joel Huber**, "An Investigation of the Rationality of Consumer Valuations of Multiple Health Risks," *RAND Journal of Economics*, 1987, 18, 465-79.

This article has been cited by:

1. Erdoğan KOÇ, Bilge VİLLİ. 2021. Transformation of tourism and hospitality customers' perception of risk and customers' needs for control. *Journal of Multidisciplinary Academic Tourism* 117-125. [[Crossref](#)]
2. Philip Z. Maymin, Ellen J. Langer. 2021. Cognitive biases and mindfulness. *Humanities and Social Sciences Communications* 8:1. . [[Crossref](#)]
3. Briana S. Last, Simone H. Schriger, Carter E. Timon, Hannah E. Frank, Alison M. Bутtenheim, Brittany N. Rudd, Sara Fernandez-Marcote, Carrie Comeau, Sosunmolu Shoyinka, Rinad S. Beidas. 2021. Using behavioral insights to design implementation strategies in public mental health settings: a qualitative study of clinical decision-making. *Implementation Science Communications* 2:1. . [[Crossref](#)]
4. Dominik J. Wettstein, Stefan Boes. 2021. Assessing social preferences in reimbursement negotiations for new Pharmaceuticals in Oncology: an experimental design to analyse willingness to pay and willingness to accept. *BMC Health Services Research* 21:1. . [[Crossref](#)]
5. Qian Zhang, Zeguangu Li. 2021. Time-varying risk attitude and the foreign exchange market behavior. *Research in International Business and Finance* 57, 101394. [[Crossref](#)]
6. Mark R. Reiff. In the Name of Liberty 84, . [[Crossref](#)]
7. Mutsumi Imai, Chizuko Murai, Michiko Miyazaki, Hiroyuki Okada, Masaki Tomonaga. 2021. The contingency symmetry bias (affirming the consequent fallacy) as a prerequisite for word learning: A comparative study of pre-linguistic human infants and chimpanzees. *Cognition* 214, 104755. [[Crossref](#)]
8. Jean-Philippe Platteau, Darwin Ugarte Ontiveros. 2021. Cognitive bias in insurance: Evidence from a health scheme in India. *World Development* 144, 105498. [[Crossref](#)]
9. Nicholas A. Giordano, Kathryn A. Riman, Rachel French, Marguerite Daus, Alisa J. Stephens-Shields, Stephen E. Kimmel, Barbara Riegel. 2021. Comparing medication adherence using a smartphone application and electronic monitoring among patients with acute coronary syndrome. *Applied Nursing Research* 60, 151448. [[Crossref](#)]
10. Francisco Molins, Miguel Ángel Serrano, Adrian Alacreu-Crespo. 2021. Early stages of the acute physical stress response increase loss aversion and learning on decision making: A Bayesian approach. *Physiology & Behavior* 237, 113459. [[Crossref](#)]
11. Davide Morisi, Céline Colombo, Andrea De Angelis. 2021. Who is afraid of a change? Ideological differences in support for the status quo in direct democracy. *Journal of Elections, Public Opinion and Parties* 31:3, 309-328. [[Crossref](#)]
12. Kathy Overton, James L. Maino, Roger Day, Paul A. Umina, Bosibori Bett, Daniela Carnovale, Sunday Ekesi, Robert Meagher, Olivia L. Reynolds. 2021. Global crop impacts, yield losses and action thresholds for fall armyworm (*Spodoptera frugiperda*): A review. *Crop Protection* 145, 105641. [[Crossref](#)]
13. Anja D. Schanbacher, Nazli Gurdamar-Okutur, David Faro. 2021. It's no longer "me": Low past-self continuity reduces the sunk-cost bias. *Journal of Experimental Social Psychology* 95, 104146. [[Crossref](#)]
14. Maryam Dilmaghani. 2021. The fast and the female: Gender differences in wellbeing and wage consequences of commute impedance. *Transportation Research Part F: Traffic Psychology and Behaviour* 80, 295-312. [[Crossref](#)]
15. Kyungah Kim, Jongsu Lee, Junghun Kim. 2021. Can liquefied petroleum gas vehicles join the fleet of alternative fuel vehicles? Implications of transportation policy based on market forecast and environmental impact. *Energy Policy* 154, 112311. [[Crossref](#)]
16. JON M. JACHIMOWICZ, JOE J. GLADSTONE, DAN BERRY, CHARLOTTE L. KIRKDALE, TRACEY THORNLEY, ADAM D. GALINSKY. 2021. Making medications stick: improving

- medication adherence by highlighting the personal health costs of non-compliance. *Behavioural Public Policy* 5:3, 396-416. [[Crossref](#)]
17. Chia-chen Chang, Nadiah P. Kristensen, Thi Phuong Le Nghiem, Claudia L. Y. Tan, L. Roman Carrasco. 2021. Cooperating with the future through natural resources restoration. *Sustainability Science* 16:4, 1285-1293. [[Crossref](#)]
 18. Jacques Sapir. 2021. The Strategic Imperative and the Paradigm Shift in Economics. *Strategizing: Theory and Practice* 2021:1, 1-14. [[Crossref](#)]
 19. Bienvenue Zoma-Traoré, Salifou Ouédraogo-Koné, Albert Soudré, Dominique Ouédraogo, Bernadette Yougbaré, Amadou Traoré, Negar Khayatzaheh, Gábor Mészáros, Pamela Anna Burger, Okeyo Ally Mwai, Johann Sölkner, Maria Würzinger, Lorenz Probst. 2021. Values and Beliefs That Shape Cattle Breeding in Southwestern Burkina Faso. *Human Ecology* 50. . [[Crossref](#)]
 20. Nathaniel Hendrix, Brett Hauber, Christoph I Lee, Aastha Bansal, David L Veenstra. 2021. Artificial intelligence in breast cancer screening: primary care provider preferences. *Journal of the American Medical Informatics Association* 28:6, 1117-1124. [[Crossref](#)]
 21. John Struthers, Dina Modestus Nziku. Female Entrepreneurship in Africa: Relationships between SWT and P-A Theory, *Behavioural Economics Insights* 81-100. [[Crossref](#)]
 22. Alexandre Truc. 2021. Becoming paradigmatic: the strategic uses of narratives in behavioral economics. *The European Journal of the History of Economic Thought* 81, 1-23. [[Crossref](#)]
 23. Maciej Chmieli. 2021. Polemika między komunitarianizmem a kontraktualistami jako nowa odłoga sporu między iusnaturalizmem a pozytywizmem prawniczym. *Politeja* 10:4(26), 127-147. [[Crossref](#)]
 24. Ersin Firat Akgul, Ismail Bilge Cetin. 2021. An investigation on behavioral biases in ship investments of small-sized shipping companies. *Maritime Business Review* ahead-of-print:ahead-of-print. . [[Crossref](#)]
 25. Kartik K. Ganju, Hilal Atasoy, Paul A. Pavlou. 2021. Do Electronic Health Record Systems Increase Medicare Reimbursements? The Moderating Effect of the Recovery Audit Program. *Management Science* 65. . [[Crossref](#)]
 26. Mario Cedrini, Joselle Dagnes, Çinla Akdere. 2021. Stephen King's "Needful Things": a dystopian vision of capitalism during its triumph. *Journal of Post Keynesian Economics* 35, 1-24. [[Crossref](#)]
 27. S Christian Wheeler, Christopher J Bechler. 2021. Objects and self-identity. *Current Opinion in Psychology* 39, 6-11. [[Crossref](#)]
 28. Stephanie D Preston, Andrew D MacMillan-Ladd. 2021. Object attachment and decision-making. *Current Opinion in Psychology* 39, 31-37. [[Crossref](#)]
 29. Rathee D. Sivasubramaniam, Samuel G. Charlton, Rebecca J. Sargisson. 2021. Super-tailoring: Using self-persuasion to reduce drivers' car use. *Transportation Research Interdisciplinary Perspectives* 10, 100359. [[Crossref](#)]
 30. Bo Wang, Ziyue Yuan, Xiangxiang Liu, Yefei Sun, Bin Zhang, Zhaohua Wang. 2021. Electricity price and habits: Which would affect household electricity consumption?. *Energy and Buildings* 240, 110888. [[Crossref](#)]
 31. Kun Gao, Lijun Sun, Ying Yang, Fanyu Meng, Xiaobo Qu. 2021. Cumulative prospect theory coupled with multi-attribute decision making for modeling travel behavior. *Transportation Research Part A: Policy and Practice* 148, 1-21. [[Crossref](#)]
 32. Mark Davis, Marcus Cox, Melissa Baucus. 2021. Managerial Aspirations and Suspect Leaders: The Effect of Relative Performance and Leader Succession on Organizational Misconduct. *Journal of Business Ethics* 171:1, 123-138. [[Crossref](#)]
 33. Shouwang Lu, Gong (Gordon) Chen, Kanliang Wang. 2021. Overt or covert? Effect of different digital nudging on consumers' customization choices. *Nankai Business Review International* 12:1, 56-74. [[Crossref](#)]

34. Lars Petersen, Jacob Hörisch, Kathleen Jacobs. 2021. Worse is worse and better doesn't matter?: The effects of favorable and unfavorable environmental information on consumers' willingness to pay. *Journal of Industrial Ecology* **49**. . [[Crossref](#)]
35. B. Anirudh, Tarak Nath Mazumder, Arup Das. 2021. A Contemporary Review of Residential Parking Lessons for Indian Cities. *Housing Policy Debate* **2651**, 1-24. [[Crossref](#)]
36. Katerina Gousia. 2021. Cognitive abilities and long-term care insurance: evidence from European data. *The Geneva Papers on Risk and Insurance - Issues and Practice* **2009**. . [[Crossref](#)]
37. David Ohreen. 2021. The Managerial Use of Empathy: Missteps into the Mind of Others. *Philosophy of Management* **109**. . [[Crossref](#)]
38. Michael Luca, Oren Reshef. 2021. The Effect of Price on Firm Reputation. *Management Science* **81**. . [[Crossref](#)]
39. Zoelene Hill, Michelle Spiegel, Lisa Gennetian, Kai-Ama Hamer, Laurie Brotman, Spring Dawson-McClure. 2021. Behavioral Economics and Parent Participation in an Evidence-Based Parenting Program at Scale. *Prevention Science* **50**. . [[Crossref](#)]
40. Annie Tubadji. 2021. Culture and mental health resilience in times of COVID-19. *Journal of Population Economics* **54**. . [[Crossref](#)]
41. Shivan J Mehta, Susan C Day, Anne H Norris, Jessica Sung, Catherine Reitz, Colin Wollack, Christopher K Snider, Pamela A Shaw, David A Asch. 2021. Behavioral interventions to improve population health outreach for hepatitis C screening: randomized clinical trial. *BMJ* **61**, n1022. [[Crossref](#)]
42. Linda Arata, Gianni Guastella, Stefano Pareglio, Riccardo Scarpa, Paolo Scokkai. 2021. Do city dwellers care about peri-urban land use? The case of environment-friendly agriculture around Milan. *Journal of Environmental Planning and Management* **64**:6, 1044-1066. [[Crossref](#)]
43. John Bowman Dinsmore, Scott A. Wright, Daria Plotkina. 2021. When time pressure counters the zero price effect. *Journal of Consumer Marketing* **38**:3, 399-350. [[Crossref](#)]
44. Tami Kim, Lalin Anik, Luca Cian. 2021. Feedback as a two-way street: when and why rating consumers fails. *Marketing Letters* **13**. . [[Crossref](#)]
45. Francisco Molins, Miguel Ángel Serrano. 2021. Heart rate variability after vigorous physical exercise is positively related to loss aversion. *Anxiety, Stress, & Coping* **34**:3, 308-319. [[Crossref](#)]
46. Clara Amend, Elena Cavagnaro. 2021. Can social norms motivate Thermomix® users to eat sustainably?. *Research in Hospitality Management* **11**:2, 121-135. [[Crossref](#)]
47. Dan Huang, Xin Jin, Alexandra Coghlan. 2021. Advances in consumer innovation resistance research: A review and research agenda. *Technological Forecasting and Social Change* **166**, 120594. [[Crossref](#)]
48. Barry Granek, Aja Evans, Jorge Petit, Mary Crawford James, Yixuan (Matt) Ma, Matthew Loper, Michael Fuccillo, Rudy Schmidt. 2021. Feasibility of implementing a behavioral economics mobile health platform for individuals with behavioral health conditions. *Health and Technology* **11**:3, 505-510. [[Crossref](#)]
49. Antje Disterheft, Denis Pijetlovic, Georg Müller-Christ. 2021. On the Road of Discovery with Systemic Exploratory Constellations: Potentials of Online Constellation Exercises about Sustainability Transitions. *Sustainability* **13**:9, 5101. [[Crossref](#)]
50. Fleur J. F. Maseyk, Martine Maron, Ascelin Gordon, Joseph W. Bull, Megan C. Evans. 2021. Improving averted loss estimates for better biodiversity outcomes from offset exchanges. *Oryx* **55**:3, 393-403. [[Crossref](#)]
51. Donald A Redelmeier, Kelvin Ng, Deva Thiruchelvam, Eldar Shafir. 2021. Association of socioeconomic status with medical assistance in dying: a case-control analysis. *BMJ Open* **11**:5, e043547. [[Crossref](#)]

52. Ulf Liebe, Jennifer Gewinner, Andreas Diekmann. 2021. Large and persistent effects of green energy defaults in the household and business sectors. *Nature Human Behaviour* 5:5, 576-585. [[Crossref](#)]
53. Didem Kurt, Koen Pauwels, Ahmet C. Kurt, Shuba Srinivasan. 2021. The asymmetric effect of warranty payments on firm value: The moderating role of advertising, R&D, and industry concentration. *International Journal of Research in Marketing* 31. . [[Crossref](#)]
54. Heewon Kim, SooCheong (Shawn) Jang. 2021. Is differential treatment in response to service failures effective? The roles of comparison, loyalty, and scarcity messages. *International Journal of Hospitality Management* 95, 102952. [[Crossref](#)]
55. Lucia Leone, Lindsey Haynes-Maslow, Christina Kasprzak, Samina Raja, Leonard H. Epstein. 2021. The WIC Shopping Experience: A Qualitative Study Examining Retail-based Strategies to Increase WIC Retention and Redemption Rates. *Journal of Hunger & Environmental Nutrition* 1-15. [[Crossref](#)]
56. Marius Michels, Cord-Friedrich von Hobe, Paul Johann Weller von Ahlefeld, Oliver Musshoff. 2021. The adoption of drones in German agriculture: a structural equation model. *Precision Agriculture* 48. . [[Crossref](#)]
57. Rachel Lopes Morrison, Philip Stahlmann-Brown. 2021. Perceptions and performance of knowledge workers transitioning from single-cell offices to shared workspaces: evidence from panel data. *Journal of Managerial Psychology* 36:4, 366-381. [[Crossref](#)]
58. Beatrice Orlando, Alice Mazzucchelli, Antonio Usai, Melita Nicotra, Francesco Paoletti. 2021. Are digital technologies killing future innovation? The curvilinear relationship between digital technologies and firm's intellectual property. *Journal of Intellectual Capital* 22:3, 587-609. [[Crossref](#)]
59. Kristian Bondo Hansen, Thomas Presskorn-Thygesen. 2021. On some antecedents of behavioural economics. *History of the Human Sciences* 9, 095269512110009. [[Crossref](#)]
60. Matthias Buchholz, Oliver Musshoff. 2021. Tax or green nudge? An experimental analysis of pesticide policies in Germany. *European Review of Agricultural Economics* 14. . [[Crossref](#)]
61. Kira Sullivan-Wiley, Meredith Cornett, Jessica Musengezi, Priya Shyamsundar. 2021. Climate-Resilient Forest Restoration on Public Lands in Minnesota's Northwoods Region. *Case Studies in the Environment* 5:1. . [[Crossref](#)]
62. Rob Bauer, Tobias Ruof, Paul Smeets. 2021. Get Real! Individuals Prefer More Sustainable Investments. *The Review of Financial Studies* 30. . [[Crossref](#)]
63. Anton Vaskovskyi. 2021. Analysis of the Status Quo Behavioural Concept During the Global Economic Crisis. *Prague Economic Papers* 30:2, 133-155. [[Crossref](#)]
64. Haris Krijestorac, Rajiv Garg, Prabhudev Konana. 2021. Decisions Under the Illusion of Objectivity: Digital Embeddedness and B2B Purchasing. *Production and Operations Management* 9. . [[Crossref](#)]
65. William G. Resh, Cynthia J. Barboza-Wilkes, John D. Marvel. 2021. Procedural environment of public engagement: an induced recall experiment of local government employees. *Public Management Review* 3, 1-24. [[Crossref](#)]
66. Marco Fabbri, Matteo Rizzolli, Antonello Maruotti. 2021. Possession is Nine-Tenths of the Law: possession, property, and coordination in a Hawk-Dove Experiment. *Journal of Institutional Economics* 17:2, 267-288. [[Crossref](#)]
67. Rebecca C. Ruehle, Bart Engelen, Alfred Archer. 2021. Nudging Charitable Giving: What (If Anything) Is Wrong With It?. *Nonprofit and Voluntary Sector Quarterly* 50:2, 353-371. [[Crossref](#)]
68. Oleg Uzhga-Rebrov, Peter Grabusts. 2021. Cumulative Prospect Theory Version with Fuzzy Values of Outcome Estimates. *Risks* 9:4, 72. [[Crossref](#)]
69. Federico Giudici, Daniela Anghileri, Andrea Castelletti, Paolo Burlando. 2021. Descriptive or normative: How does reservoir operations modeling influence hydrological simulations under climate change?. *Journal of Hydrology* 595, 125996. [[Crossref](#)]

70. Sanket Sunand Dash. 2021. Behavioural Economics: A New Driver of Strategic HRM. *NHRD Network Journal* 14:2, 206-215. [[Crossref](#)]
71. Insoo Cho, Peter F. Orazem. 2021. How endogenous risk preferences and sample selection affect analysis of firm survival. *Small Business Economics* 56:4, 1309-1332. [[Crossref](#)]
72. Barbara A. Mellers, Siyuan Yin, Jonathan Z. Berman. 2021. Reconciling Loss Aversion and Gain Seeking in Judged Emotions. *Current Directions in Psychological Science* 30:2, 95-102. [[Crossref](#)]
73. C. Ferrière, N. Zuël, J. G. Ewen, C. G. Jones, V. Tatayah, S. Canessa. 2021. Taking control of risky decisions in endangered species conservation. *Animal Conservation* 24:2, 165-166. [[Crossref](#)]
74. Hilary Byerly, Sara M. Kross, Meredith T. Niles, Brendan Fisher. 2021. Applications of behavioral science to biodiversity management in agricultural landscapes: conceptual mapping and a California case study. *Environmental Monitoring and Assessment* 193:S1. . [[Crossref](#)]
75. Tiago Loncan. 2021. The Effects of Project Scale on FDI Location Choices: Evidence from Emerging Economies. *Management International Review* 61:2, 157-205. [[Crossref](#)]
76. Xavier Pierron, Ian Williams, Peter Shaw. 2021. Extending the Theory of Planned Behaviour Using Behavioural Economics to Reduce and Access Small WEEE Anthropogenic Stocks. *Detritus* :14, 54-67. [[Crossref](#)]
77. Carl Marcus Wallenburg, Lukas Einmahl, Kang-Bok Lee, Shashank Rao. 2021. On packaging and product returns in online retail—Mailing boxes or sending signals?. *Journal of Business Logistics* 8. . [[Crossref](#)]
78. Hüseyin Çağatay KARABIYIK, Mahmut Nevfel ELGÜN. 2021. Tüketicileri Mağazalarda Çıpalama Manipülasyonları Kullanarak Daha Fazla Ödemeye İkna Etmek: Merchandising ve Çıpalama Teorisi Üzerine İnterdisipliner Deneysel Bir Araştırma. *İnsan ve Toplum Bilimleri Araştırmaları Dergisi* 10:1, 877-911. [[Crossref](#)]
79. Susan D. Phillips, Katherine Dalziel, Keith Sjogren. 2021. Donor Advised Funds in Canada, Australia and the US: Differing Regulatory Regimes, Differing Streams of Policy Drift. *Nonprofit Policy Forum*, ahead of print. [[Crossref](#)]
80. . TOPSIS 71-80. [[Crossref](#)]
81. Sergio Beraldo, Jurgis Karpus. 2021. Nudging to donate organs: do what you like or like what we do?. *Medicine, Health Care and Philosophy* 95. . [[Crossref](#)]
82. Ernst-Jan de Bruijn, Gerrit Antonides. 2021. Poverty and economic decision making: a review of scarcity theory. *Theory and Decision* 92. . [[Crossref](#)]
83. Marius Golubickis, Linn M. Persson, Johanna K. Falbén, C. Neil Macrae. 2021. On stopping yourself: Self-relevance facilitates response inhibition. *Attention, Perception, & Psychophysics* 13. . [[Crossref](#)]
84. Hyunji Kim, Simone Schnall. 2021. Profit for friends, fairness for strangers: Social distance reverses the endowment effect in proxy decision making. *Journal of Retailing and Consumer Services* 59, 102395. [[Crossref](#)]
85. Erkki Mäntymaa, Eija Pouta, Juha Hiedanpää. 2021. Forest owners' interest in participation and their compensation claims in voluntary landscape value trading: The case of wind power parks in Finland. *Forest Policy and Economics* 124, 102382. [[Crossref](#)]
86. Benno Pokorny, Valentina Robiglio, Martin Reyes, Ricardo Vargas, Cesar Francesco Patiño Carrera. 2021. The potential of agroforestry concessions to stabilize Amazonian forest frontiers: a case study on the economic and environmental robustness of informally settled small-scale cocoa farmers in Peru. *Land Use Policy* 102, 105242. [[Crossref](#)]
87. Basile Garcia, Fabien Cerrotti, Stefano Palminteri. 2021. The description–experience gap: a challenge for the neuroeconomics of decision-making under uncertainty. *Philosophical Transactions of the Royal Society B: Biological Sciences* 376:1819, 20190665. [[Crossref](#)]

88. Hui-Kuan Chung, Carlos Alós-Ferrer, Philippe N. Tobler. 2021. Conditional valuation for combinations of goods in primates. *Philosophical Transactions of the Royal Society B: Biological Sciences* **376**:1819, 20190669. [[Crossref](#)]
89. Peter John Robinson, W. J. Wouter Botzen, Howard Kunreuther, Shereen J. Chaudhry. 2021. Default options and insurance demand. *Journal of Economic Behavior & Organization* **183**, 39-56. [[Crossref](#)]
90. Arye L. Hillman. 2021. Harming a favored side: an anomaly with supreme values and good intentions. *Public Choice* **186**:3-4, 275-285. [[Crossref](#)]
91. Aly Abdelrehim, Ahmed Abdelhakim, Sherif ElDakkak. 2021. Influence of different materials on retention behavior of CAD-CAM fabricated bar attachments. *The Journal of Prosthetic Dentistry* **28**. . [[Crossref](#)]
92. Junhee Kim, Srinivasan Swaminathan. 2021. Time to say goodbye: The impact of anthropomorphism on selling prices of used products. *Journal of Business Research* **126**, 78-87. [[Crossref](#)]
93. Francesco Bogliacino, Cristiano Codagnone. 2021. Microfoundations, behaviour, and evolution: Evidence from experiments. *Structural Change and Economic Dynamics* **56**, 372-385. [[Crossref](#)]
94. Igor Fedotkov, Georgy Idrisov. 2021. A supply-demand model of public sector size. *Economic Systems* **24**, 100869. [[Crossref](#)]
95. Rebecca Kazinka, Angus W. MacDonald, A. David Redish. 2021. Sensitivity to Sunk Costs Depends on Attention to the Delay. *Frontiers in Psychology* **12**. . [[Crossref](#)]
96. Patricio S Dalton, Julius Rüschenpöhler, Burak Uras, Bilal Zia. 2021. Curating Local Knowledge: Experimental Evidence from Small Retailers in Indonesia. *Journal of the European Economic Association* **103**. . [[Crossref](#)]
97. Bjørn Hofmann. 2021. Internal barriers to efficiency: why disinvestments are so difficult. Identifying and addressing internal barriers to disinvestment of health technologies. *Health Economics, Policy and Law* **24**, 1-16. [[Crossref](#)]
98. Magdalena Małecka. 2021. Knowledge, behaviour, and policy: questioning the epistemic presuppositions of applying behavioural science in public policymaking. *Synthese* **53**. . [[Crossref](#)]
99. Jean-Francois Gajewski, Marco Heimann, Luc Meunier. 2021. Nudges in SRI: The Power of the Default Option. *Journal of Business Ethics* **20**. . [[Crossref](#)]
100. Keivan Mallahi-Karai, Adele Diederich. 2021. Decision with multiple alternatives: Geometric models in higher dimensions — the disk model. *Journal of Mathematical Psychology* **100**, 102493. [[Crossref](#)]
101. Dayna Jean DeFeo, Trang C. Tran, Sarah Gerken. 2021. Mediating Students' Fixation with Grades in an Inquiry-Based Undergraduate Biology Course. *Science & Education* **30**:1, 81-102. [[Crossref](#)]
102. Stella Kiambi, Rosemary Mwanza, Anima Sirma, Christine Czerniak, Tabitha Kimani, Emmanuel Kabali, Alejandro Dorado-Garcia, Suzanne Eckford, Cortney Price, Stephen Gikonyo, Denis K. Byarugaba, Mark A. Caudell. 2021. Understanding Antimicrobial use Contexts in the Poultry Sector: Challenges for Small-Scale Layer Farms in Kenya. *Antibiotics* **10**:2, 106. [[Crossref](#)]
103. B. Douglas Bernheim, Luca Braghieri, Alejandro Martínez-Marquina, David Zuckerman. 2021. A Theory of Chosen Preferences. *American Economic Review* **111**:2, 720-754. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
104. Lunzheng Li, Zacharias Maniadis, Constantine Sedikides. 2021. Anchoring in Economics: A Meta-Analysis of Studies on Willingness-To-Pay and Willingness-To-Accept. *Journal of Behavioral and Experimental Economics* **90**, 101629. [[Crossref](#)]
105. Marius Golubickis, Nerissa S. P. Ho, Johanna K. Falbén, Carlotta L. Schwertel, Alessia Maiuri, Dagmara Dublas, William A. Cunningham, C. Neil Macrae. 2021. Valence and ownership: object desirability influences self-prioritization. *Psychological Research* **85**:1, 91-100. [[Crossref](#)]

106. Mark R. DesJardine, Wei Shi. 2021. How Temporal Focus Shapes the Influence of Executive Compensation on Risk Taking. *Academy of Management Journal* **64**:1, 265-292. [[Crossref](#)]
107. Runqiu Liu, Jian Jiang, Chao Yu, Jesse Rodenbiker, Yongmu Jiang. 2021. The endowment effect accompanying villagers' withdrawal from rural homesteads: Field evidence from Chengdu, China. *Land Use Policy* **101**, 105107. [[Crossref](#)]
108. Jinming Yan, Yumeng Yang, Fangzhou Xia. 2021. Subjective land ownership and the endowment effect in land markets: A case study of the farmland “three rights separation” reform in China. *Land Use Policy* **101**, 105137. [[Crossref](#)]
109. Matthew P. Taylor. 2021. Liking the long-shot ... but just as a friend. *Journal of Risk and Uncertainty* **9**. . [[Crossref](#)]
110. Hugo Campos. The Quest for Innovation: Addressing User Needs and Value Creation 1-31. [[Crossref](#)]
111. Erin Yirun Wang, Lawrence Hoc Nang Fong, Nia Sok Teng Lo, Fangfang Shi. 2021. My deal expires soon: Can time restriction and exclusivity induce clickthrough in hospitality promotional offers?. *International Journal of Hospitality Management* **92**, 102711. [[Crossref](#)]
112. Francesco Fallucchi, Marco Faravelli, Simone Quercia. 2021. Fair allocation of scarce medical resources in the time of COVID-19: what do people think?. *Journal of Medical Ethics* **47**:1, 3-6. [[Crossref](#)]
113. Steffen Ronft, Benny Briesemeister. Neurokommunikation im Eventkontext 379-426. [[Crossref](#)]
114. Steffen Ronft. Behavior Patterns 313-366. [[Crossref](#)]
115. Xinde Ji, Kelly M. Cobourn. 2021. Weather Fluctuations, Expectation Formation, and Short-Run Behavioral Responses to Climate Change. *Environmental and Resource Economics* **78**:1, 77-119. [[Crossref](#)]
116. Aaron Russell, Jeremy Firestone. 2021. What's love got to do with it? Understanding local cognitive and affective responses to wind power projects. *Energy Research & Social Science* **71**, 101833. [[Crossref](#)]
117. Griselda Acosta, Eric Smith, Vladik Kreinovich. Status Quo Bias Actually Helps Decision Makers to Take Nonlinearity into Account: An Explanation 1-5. [[Crossref](#)]
118. Andras Molnar, George F. Loewenstein. 2021. Thoughts and Players: An Introduction to Old and New Economic Perspectives on Beliefs. *SSRN Electronic Journal* . [[Crossref](#)]
119. Tshilidzi Marwala. Rational choice 73-84. [[Crossref](#)]
120. Christopher Starke. Results and Discussion 185-235. [[Crossref](#)]
121. Rikuta Hamaya, Hiroshi Fukuda, Masaki Takebayashi, Masaki Mori, Ryuji Matsushima, Ken Nakano, Kuniaki Miyake, Yoshiaki Tani, Hirohide Yokokawa. 2021. Effects of an mHealth App (Kencom) With Integrated Functions for Healthy Lifestyles on Physical Activity Levels and Cardiovascular Risk Biomarkers: Observational Study of 12,602 Users. *Journal of Medical Internet Research* **23**:4, e21622. [[Crossref](#)]
122. Olaf B. Mäder. Der Objektivierungsprozess 61-94. [[Crossref](#)]
123. Olaf B. Mäder. Der objektivierungsorientierte Controllingansatz 131-162. [[Crossref](#)]
124. Tim Schrills, Laura Rosenbusch, Mourad Zoubir, Jacob Stahl, Thomas Franke. Supporting Interaction with CO2 as a Resource with Individual Carbon Footprint Trackers as Everyday Assistants 573-581. [[Crossref](#)]
125. Matt Jaquiere, Marwa El Zein. 2021. Stage 1 Registered Report: How responsibility attributions to self and others relate to outcome ownership in group decisions. *Wellcome Open Research* **6**, 24. [[Crossref](#)]
126. Matt Jaquiere, Marwa El Zein. 2021. Stage 1 Registered Report: How responsibility attributions to self and others relate to outcome ownership in group decisions. *Wellcome Open Research* **6**, 24. [[Crossref](#)]
127. Vincent Barnett. Behavioral Economics 525-533. [[Crossref](#)]
128. Franco Oboni, Cesar H. Oboni. Mankind, Risks and Planning 19-51. [[Crossref](#)]

129. Ching Leong, Michael Howlett. 2020. Theorizing the behavioral state: Resolving the theory-practice paradox of policy sciences. *Public Policy and Administration* 46, 095207672097758. [[Crossref](#)]
130. Brian T. McCann, George A. Shinkle. 2020. A behavioral view of SME product termination decisions. *Journal of Small Business Management* 35, 1-34. [[Crossref](#)]
131. Tomer Ezra, Michal Feldman, Ophir Friedler. 2020. A general framework for endowment effects in combinatorial markets. *ACM SIGecom Exchanges* 18:2, 38-44. [[Crossref](#)]
132. Thomas Ploug. 2020. In Defence of informed consent for health record research - why arguments from 'easy rescue', 'no harm' and 'consent bias' fail. *BMC Medical Ethics* 21:1. . [[Crossref](#)]
133. Vanessa Dayeh, Ben W. Morrison. 2020. The Effect of Perceived Competence and Competitive Environment on Team Decision-Making in the Hidden-Profile Paradigm. *Group Decision and Negotiation* 29:6, 1181-1205. [[Crossref](#)]
134. H. Li, A. Nill. 2020. Online Behavioral Targeting: Are Knowledgeable Consumers Willing to Sell Their Privacy?. *Journal of Consumer Policy* 43:4, 723-745. [[Crossref](#)]
135. Daniel Gottlieb, Olivia S. Mitchell. 2020. Narrow Framing and Long-Term Care Insurance. *Journal of Risk and Insurance* 87:4, 861-893. [[Crossref](#)]
136. Geoff Tomaino, Jasper Teow, Ziv Carmon, Leonard Lee, Moshe Ben-Akiva, Charlene Chen, Wai Yan Leong, Shanjun Li, Nan Yang, Jinhua Zhao. 2020. Mobility as a service (MaaS): the importance of transportation psychology. *Marketing Letters* 31:4, 419-428. [[Crossref](#)]
137. Yalcin Acikgoz. 2020. Adding versus averaging: Evaluability theory applied to job choice decisions. *Journal of Behavioral Decision Making* 33:5, 691-701. [[Crossref](#)]
138. Tim Rakow, Nga Yiu Cheung, Camilla Restelli. 2020. Losing my loss aversion: The effects of current and past environment on the relative sensitivity to losses and gains. *Psychonomic Bulletin & Review* 27:6, 1333-1340. [[Crossref](#)]
139. Kristiana Roth, Dietfried Globocnik, Christiane Rau, Anne-Katrin Neyer. 2020. Living up to the expectations: The effect of design thinking on project success. *Creativity and Innovation Management* 29:4, 667-684. [[Crossref](#)]
140. Tetsuya Tsurumi, Rintaro Yamaguchi, Kazuki Kagohashi, Shunsuke Managi. 2020. Attachment to Material Goods and Subjective Well-Being: Evidence from Life Satisfaction in Rural Areas in Vietnam. *Sustainability* 12:23, 9913. [[Crossref](#)]
141. Davide Bazzana, Gianni Gilioli, Benjamin Zaitchik. 2020. Impact of hydropower development on rural livelihood: An agent-based exploration. *Journal of Cleaner Production* 275, 122333. [[Crossref](#)]
142. Nikolaus Lipusch, Dominik Dellermann, Ulrich Bretschneider, Philipp Ebel, Jan Marco Leimeister. 2020. Designing for Crowdfunding Co-creation. *Business & Information Systems Engineering* 62:6, 483-499. [[Crossref](#)]
143. D. Wade Hands. 2020. Libertarian paternalism: taking Econs seriously. *International Review of Economics* 67:4, 419-441. [[Crossref](#)]
144. Michaela Grösch. 2020. The impact of product variety on customers' default acceptance and company perception. Experimental studies for the insurance industry. *Zeitschrift für die gesamte Versicherungswissenschaft* 109:5, 377-398. [[Crossref](#)]
145. Didier Sornette, Sandra Andraszewicz, Ke Wu, Ryan O. Murphy, Philipp Rindler, Dorsa Sanadgol. 2020. Overpricing persistence in experimental asset markets with intrinsic uncertainty. *Economics* 14:1. . [[Crossref](#)]
146. Jan Schlüter, Manuel Frewer, Leif Sörensen, Justin Coetzee. 2020. A stochastic prediction of minibus taxi driver behaviour in South Africa. *Humanities and Social Sciences Communications* 7:1. . [[Crossref](#)]
147. Ritika, Nawal Kishor. 2020. Development and validation of behavioral biases scale: a SEM approach. *Review of Behavioral Finance* ahead-of-print:ahead-of-print. . [[Crossref](#)]

148. Michael Prinzing. 2020. Going Green Is Good for You: Why We Need to Change the Way We Think about Pro-environmental Behavior. *Ethics, Policy & Environment* **47**, 1-18. [[Crossref](#)]
149. ETHAN LOWENS. 2020. Free-baiting: policy applications for freeness removal and the zero price effect. *Behavioural Public Policy* **26**, 1-14. [[Crossref](#)]
150. Emily Hill, Martin Nemeč, Laura Marlow, Susan Mary Sherman, Jo Waller. 2020. Maximising the acceptability of extended time intervals between screens in the NHS Cervical Screening Programme: An online experimental study. *Journal of Medical Screening* **8**, 096914132097059. [[Crossref](#)]
151. Denis Claude, Mabel Tidball. 2020. A New Rationale for Not Picking Low-Hanging Fruits: the Separation of Ownership and Control. *Environmental Modeling & Assessment* **112**. . [[Crossref](#)]
152. Morten Henriksen. 2020. Variational Free Energy and Economics Optimizing With Biases and Bounded Rationality. *Frontiers in Psychology* **11**. . [[Crossref](#)]
153. Florian Eyert, Florian Irgmaier, Lena Ulbricht. 2020. Extending the framework of algorithmic regulation. The Uber case. *Regulation & Governance* **14**. . [[Crossref](#)]
154. Cédric Gutierrez, Tomasz Obloj, Douglas H. Frank. 2020. Better to have led and lost than never to have led at all? Lost leadership and effort provision in dynamic tournaments. *Strategic Management Journal* **18**. . [[Crossref](#)]
155. Charmaine Glavas, Kate Letheren, Rebekah Russell-Bennett, Ryan McAndrew, Rowan E. Bedggood. 2020. Exploring the resources associated with consumer vulnerability: Designing nuanced retail hardship programs. *Journal of Retailing and Consumer Services* **57**, 102212. [[Crossref](#)]
156. Wei Bao, Daniel Houser, Yulei Rao, Erte Xiao. 2020. Inertia in partnerships: The role of gender. *Economics Letters* **196**, 109491. [[Crossref](#)]
157. Armando Carteni. 2020. The acceptability value of autonomous vehicles: A quantitative analysis of the willingness to pay for shared autonomous vehicles (SAVs) mobility services. *Transportation Research Interdisciplinary Perspectives* **8**, 100224. [[Crossref](#)]
158. Diego Ardila-Alvarez, Zalan Forro, Didier Sornette. 2020. The acceleration effect and Gamma factor in asset pricing. *Physica A: Statistical Mechanics and its Applications* **48**, 125367. [[Crossref](#)]
159. Keval Amin, Erica Harris. 2020. The Effect of Investor Sentiment on Nonprofit Donations. *Journal of Business Ethics* **13**. . [[Crossref](#)]
160. Stephen Pratt, Denis Tolkach. 2020. Stupidity in tourism. *Tourism Recreation Research* **217**, 1-14. [[Crossref](#)]
161. Junze Zhang, Bojie Fu, Mark Stafford-Smith, Shuai Wang, Wenwu Zhao. 2020. Improve forest restoration initiatives to meet Sustainable Development Goal 15. *Nature Ecology & Evolution* **2**. . [[Crossref](#)]
162. MATT SUMMERS. 2020. Facebook isn't free: zero-price companies overcharge consumers with data. *Behavioural Public Policy* **82**, 1-25. [[Crossref](#)]
163. Trisha R. Shrum, Ezra Markowitz, Holly Buck, Robin Gregory, Sander van der Linden, Shahzeen Z. Attari, Leaf Van Boven. 2020. Behavioural frameworks to understand public perceptions of and risk response to carbon dioxide removal. *Interface Focus* **10**:5, 20200002. [[Crossref](#)]
164. Otávio Ferreira Borges Teixeira, Fabio Caldieraro, Amanda Cristina Medeiros. 2020. Exploring willingness to share in peer-to-peer access-based hospitality markets: the effect of roles performed and sharing intensity. *International Journal of Contemporary Hospitality Management* **32**:11, 3439-3456. [[Crossref](#)]
165. Alexandra Hüttel, Ingo Balderjahn, Stefan Hoffmann. 2020. Welfare Beyond Consumption: The Benefits of Having Less. *Ecological Economics* **176**, 106719. [[Crossref](#)]

166. Sascha O. Becker, Yuan Hsiao, Steven Pfaff, Jared Rubin. 2020. Multiplex Network Ties and the Spatial Diffusion of Radical Innovations: Martin Luther's Leadership in the Early Reformation. *American Sociological Review* **85**:5, 857-894. [[Crossref](#)]
167. Iwan Barankay, Peter P. Reese, Mary E. Putt, Louise B. Russell, George Loewenstein, David Pagnotti, Jiali Yan, Jingsan Zhu, Ryan McGilloway, Troyen Brennan, Darra Finnerty, Karen Hoffer, Sakshum Chadha, Kevin G. Volpp. 2020. Effect of Patient Financial Incentives on Statin Adherence and Lipid Control. *JAMA Network Open* **3**:10, e2019429. [[Crossref](#)]
168. Mohammed Hussen Alemu, Søren Bøye Olsen. 2020. An analysis of the impacts of tasting experience and peer effects on consumers' willingness to pay for novel foods. *Agribusiness* **36**:4, 653-674. [[Crossref](#)]
169. Sonja J. Vermeulen, Toby Park, Colin K. Khoury, Christophe Béné. 2020. Changing diets and the transformation of the global food system. *Annals of the New York Academy of Sciences* **1478**:1, 3-17. [[Crossref](#)]
170. Wing Man Wynne Lam, Bruce Lyons. 2020. Does data protection legislation increase the quality of internet services?. *Economics Letters* **195**, 109463. [[Crossref](#)]
171. Subhasish M. Chowdhury. 2020. Conflict in the Time of (Post-) Corona: Some Assessments from Behavioral Economics. *Peace Economics, Peace Science and Public Policy* **26**:3. . [[Crossref](#)]
172. Christopher Groening, Jennifer Wiggins, Iman Raoofpanah. 2020. Wish list thinking: The quasi-endowment effect's impact on online wish lists outcomes. *Journal of Consumer Behaviour* **44**. . [[Crossref](#)]
173. Kris Wernstedt, Jacob M. Kihila, Mengiseny Kaseva. 2020. Biases and environmental risks in urban Africa: household solid waste decision-making. *Journal of Environmental Planning and Management* **63**:11, 1946-1964. [[Crossref](#)]
174. John Grable, Eun Jin Kwak, Martha Fulk, Aditi Routh. 2020. A Simplified Measure of Investor Risk Aversion. *Journal of Interdisciplinary Economics* **1**, 026010792092451. [[Crossref](#)]
175. Alexander Nordgren Selar, Helena Falkenberg, Johnny Hellgren, Marylène Gagné, Magnus Sverke. 2020. "It's [Not] All 'Bout the Money": How do Performance-based Pay and Support of Psychological Needs Variables Relate to Job Performance?. *Scandinavian Journal of Work and Organizational Psychology* **5**:1. . [[Crossref](#)]
176. Rafael A. Corredoira, Gerald A. McDermott. 2020. Does size still matter? How micro firms and SMEs vary in network learning. *Industry and Innovation* **27**:8, 920-952. [[Crossref](#)]
177. Yonit Rusho, Daphne R. Raban. 2020. Join the club? Peer effects on information value perception. *Journal of the Association for Information Science and Technology* **78**. . [[Crossref](#)]
178. James W. Davis, Rose McDermott. 2020. The Past, Present, and Future of Behavioral IR. *International Organization* **57**, 1-31. [[Crossref](#)]
179. Jessica C. Dalrymple, Cynthia Radnitz, Katharine L. Loeb, Kathleen L. Keller. 2020. Optimal defaults as a strategy to improve selections from children's menus in full-service theme park dining. *Appetite* **152**, 104697. [[Crossref](#)]
180. Nathaniel Hendrix, Dean A Regier, Jagori Chatterjee, Devender S Dhanda, Anirban Basu, David L Veenstra, Josh J Carlson. 2020. Provider preferences for resolving uncertainty and avoiding harms in precision medicine: a discrete choice experiment. *Personalized Medicine* **17**:5, 389-398. [[Crossref](#)]
181. Helen Pushkarskaya, Peter Lenkic, Brent Stewart, David Tolin, Sheila R. Woody. 2020. Hoarding symptoms correlate with the endowment effect. *Journal of Behavioral and Cognitive Therapy* **30**:3, 201-210. [[Crossref](#)]
182. Peter Slade. 2020. Business risk management programs under review. *Canadian Journal of Agricultural Economics/Revue canadienne d'agroeconomie* **68**:3, 263-270. [[Crossref](#)]

183. Srinath Adusumalli, Gowri Aragam, Mitesh Patel. 2020. A Nudge Towards Cardiovascular Health: Applications of Behavioral Economics for Primary and Secondary Cardiovascular Prevention. *Current Treatment Options in Cardiovascular Medicine* 22:9. . [\[Crossref\]](#)
184. Bénédicte Rulleau. 2020. Assessing the benefits of improving the resilience of water distribution networks. *Water Supply* 20:6, 2237-2250. [\[Crossref\]](#)
185. Bi Yang, Anna S. Mattila. 2020. Consumer responses to savings message framing. *Annals of Tourism Research* 84, 102998. [\[Crossref\]](#)
186. Johanna K Falbén, Marius Golubickis, Darja Wischerath, Dimitra Tsamadi, Linn M Persson, Siobhan Caughey, Saga L Svensson, C Neil Macrae. 2020. It's not always about me: The effects of prior beliefs and stimulus prevalence on self-other prioritisation. *Quarterly Journal of Experimental Psychology* 73:9, 1466-1480. [\[Crossref\]](#)
187. Shih-chi Sana Chiu, Seemantini Pathak, Robert E. Hoskisson, Richard A. Johnson. 2020. Managerial commitment to the status quo and corporate divestiture: Can power motivate openness to change?. *The Leadership Quarterly* 18, 101459. [\[Crossref\]](#)
188. Zhenshan Chen, Stephen K. Swallow, Ian T. Yue. 2020. Non-participation and Heterogeneity in Stated: A Double Hurdle Latent Class Approach for Climate Change Adaptation Plans and Ecosystem Services. *Environmental and Resource Economics* 77:1, 35-67. [\[Crossref\]](#)
189. Elveda ÖZDİLEK, Mustafa AKAL. 2020. DAVRANIŞSAL EKONOMİ ÇERÇEVESİNDE RICHARD THALER'İN GÖRÜŞLERİ. *İktisadi İdari ve Siyasal Araştırmalar Dergisi* 240-250. [\[Crossref\]](#)
190. Myriam N. Bechtoldt, Alexander Götmann, Ulf Moslener, W. Pieter Pauw. 2020. Addressing the climate change adaptation puzzle: a psychological science perspective. *Climate Policy* 67, 1-17. [\[Crossref\]](#)
191. Michael J. Van Wert, Mansoor Malik, Brenda Memel, Ryan Moore, Daniel Buccino, Florence Hackerman, Suneeta Kumari, Anita Everett, William Narrow. 2020. Provider perceived barriers and facilitators to integrating routine outcome monitoring into practice in an urban community psychiatry clinic: A mixed-methods quality improvement project. *Journal of Evaluation in Clinical Practice* 11. . [\[Crossref\]](#)
192. Joaquina Couto, Leendert van Maanen, Maël Lebreton. 2020. Investigating the origin and consequences of endogenous default options in repeated economic choices. *PLOS ONE* 15:8, e0232385. [\[Crossref\]](#)
193. JOSEPH ÁRVAI, ROBIN GREGORY. 2020. Beyond choice architecture: a building code for structuring climate risk management decisions. *Behavioural Public Policy* 1, 1-20. [\[Crossref\]](#)
194. Charlotta Stern. 2020. Wage setting as a discovery process. Why local is superior to central even if one is skeptical towards performance-based pay. *Human Resource Development International* 37, 1-9. [\[Crossref\]](#)
195. MARINA MOTSENOK, TALYA STEINER, LIAT NETZER, YUVAL FELDMAN, RAANAN SULITZEANU-KENAN. 2020. The slippery slope of rights-restricting temporary measures: an experimental analysis. *Behavioural Public Policy* 273, 1-21. [\[Crossref\]](#)
196. Busra Gencer, Erik Reimer Larsen, Ann van Ackere. 2020. Understanding the coevolution of electricity markets and regulation. *Energy Policy* 143, 111585. [\[Crossref\]](#)
197. Mehrdokht Pournader, Andrew Kach, Srinivas (Sri) Talluri. 2020. A Review of the Existing and Emerging Topics in the Supply Chain Risk Management Literature. *Decision Sciences* 51:4, 867-919. [\[Crossref\]](#)

198. Yang Fu, Weihong Ma, Jinjin Wu. 2020. Fostering Voluntary Compliance in the COVID-19 Pandemic: An Analytical Framework of Information Disclosure. *The American Review of Public Administration* **50**:6-7, 685-691. [[Crossref](#)]
199. Melanie Langer, Pavlos Vasilopoulos, Haley McAvay, John T Jost. 2020. System justification in France: liberté, égalité, fraternité. *Current Opinion in Behavioral Sciences* **34**, 185-191. [[Crossref](#)]
200. Dominique Blümer, Jean-Frédéric Morin, Clara Brandi, Axel Berger. 2020. Environmental provisions in trade agreements: defending regulatory space or pursuing offensive interests?. *Environmental Politics* **29**:5, 866-889. [[Crossref](#)]
201. Daisuke Asaoka. 2020. A Behavioural-economic Perspective on Conflicts of Interest Among Shareholders, Debtholders, and Directors. *Journal of Interdisciplinary Economics* **26**, 026010792093420. [[Crossref](#)]
202. Jeffrey Sanford Russell, Yoav Isaacs. 2020. Infinite P respects *. *Philosophy and Phenomenological Research* **14**. . [[Crossref](#)]
203. Eben Otuteye, Mohammad Siddiquee. 2020. Underperformance of Actively Managed Portfolios: Some Behavioral Insights. *Journal of Behavioral Finance* **21**:3, 284-300. [[Crossref](#)]
204. Rabia I. Kodapanakkal, Mark J. Brandt, Christoph Kogler, Ilja van Beest. 2020. Self-interest and data protection drive the adoption and moral acceptability of big data technologies: A conjoint analysis approach. *Computers in Human Behavior* **108**, 106303. [[Crossref](#)]
205. Sai On Cheung, Keyao Li, On Yi Chow. 2020. Reactive Devaluation as a Psychological Impediment to Construction Dispute Negotiation. *Journal of Management in Engineering* **36**:4, 04020025. [[Crossref](#)]
206. Insaf Bekir, Faten Doss. 2020. Status quo bias and attitude towards risk: An experimental investigation. *Managerial and Decision Economics* **41**:5, 827-838. [[Crossref](#)]
207. Gerald E. Smith. 2020. Disruptive framing in value creation and price setting: Transforming value with strategic frames of reference. *Business Horizons* **63**:4, 481-491. [[Crossref](#)]
208. Wolfgang Dauth, Peter Haller. 2020. Is there loss aversion in the trade-off between wages and commuting distances?. *Regional Science and Urban Economics* **83**, 103527. [[Crossref](#)]
209. Przemysław Sawicki, Łukasz Markiewicz, Michał Białek. 2020. Magnitude effect contributes to the domain specificity in delay discounting. *Journal of Behavioral Decision Making* **33**:3, 323-332. [[Crossref](#)]
210. Kellen Mrkva, Eric J. Johnson, Simon Gächter, Andreas Herrmann. 2020. Moderating Loss Aversion: Loss Aversion Has Moderators, But Reports of its Death are Greatly Exaggerated. *Journal of Consumer Psychology* **30**:3, 407-428. [[Crossref](#)]
211. Duncan K. Foley. 2020. Information theory and behavior. *The European Physical Journal Special Topics* **229**:9, 1591-1602. [[Crossref](#)]
212. Gerrit Antonides, Michelle Welvaarts. 2020. Effects of Default Option and Lateral Presentation on Consumer Choice of the Sustainable Option in an Online Choice Task. *Sustainability* **12**:13, 5484. [[Crossref](#)]
213. Jeroen van der Heijden. 2020. Urban climate governance informed by behavioural insights: A commentary and research agenda. *Urban Studies* **57**:9, 1994-2007. [[Crossref](#)]
214. Matthew Oakley, Sam Mohun Himmelweit, Paul Leinster, Mónica Casado. 2020. Protection Motivation Theory: A Proposed Theoretical Extension and Moving beyond Rationality—The Case of Flooding. *Water* **12**:7, 1848. [[Crossref](#)]
215. Rosanna Nagtegaal, Lars Tummars, Mirko Noordegraaf, Victor Bekkers. 2020. Designing to Debias: Measuring and Reducing Public Managers' Anchoring Bias. *Public Administration Review* **80**:4, 565-576. [[Crossref](#)]
216. John Levi Martin, Alessandra Lembo. 2020. On the Other Side of Values. *American Journal of Sociology* **126**:1, 52-98. [[Crossref](#)]

217. Himanshu Seth, Shalini Talwar, Anuj Bhatia, Akanksha Saxena, Amandeep Dhir. 2020. Consumer resistance and inertia of retail investors: Development of the resistance adoption inertia continuance (RAIC) framework. *Journal of Retailing and Consumer Services* **55**, 102071. [[Crossref](#)]
218. Paula Pérez-Sobrinó, Jeannette Littlemore. Chapter 6. What makes an advert go viral? 119-152. [[Crossref](#)]
219. Susan E. Dudley, Zhoudan Xie. 2020. Nudging the nudger: Toward a choice architecture for regulators. *Regulation & Governance* **4**. . [[Crossref](#)]
220. James Chu, Guirong Li, Prashant Loyalka, Chengfang Liu, Leonardo Rosa, Yanyan Li. 2020. Stuck in Place? A Field Experiment on the Effects of Reputational Information on Student Evaluations. *Social Forces* **98**:4, 1578-1612. [[Crossref](#)]
221. Jyoti M. Kappal, Shailesh Rastogi. 2020. Investment behaviour of women entrepreneurs. *Qualitative Research in Financial Markets* **12**:4, 485-504. [[Crossref](#)]
222. Sana EL Harbi, Oumeima Toumia. 2020. The status quo and the investment decisions. *Managerial Finance* **46**:9, 1183-1197. [[Crossref](#)]
223. Jeffrey Carroll. 2020. Is Visiting the Pharmacy Like Voting at the Poll? Behavioral Asymmetry in Pharmaceutical Freedom. *HEC Forum* **45**. . [[Crossref](#)]
224. Catarina Araya Cardoso, Jacopo Torriti, Mate Lorincz. 2020. Making demand side response happen: A review of barriers in commercial and public organisations. *Energy Research & Social Science* **64**, 101443. [[Crossref](#)]
225. Aviad Tur-Sinai, Larisa Fleishman, Dmitri Romanov. 2020. The accuracy of self-reported dwelling valuation. *Journal of Housing Economics* **48**, 101660. [[Crossref](#)]
226. Dominique Kréziak, Isabelle Prim-Allaz, Elisabeth Robinot. 2020. The destiny of replaced technological products: The influence of perceived residual value. *Recherche et Applications en Marketing (English Edition)* **35**:2, 24-47. [[Crossref](#)]
227. SHAOJIE ZHOU, XIAOHUA YU, DIETER KOEMLE. 2020. POLICY CHOICES FOR AIR POLLUTION ABATEMENT IN BEIJING: STATUS QUO OR CHANGE. *The Singapore Economic Review* **65**:03, 715-736. [[Crossref](#)]
228. Ilana Ritov, Amos Schurr. 2020. Transaction Frame Determines Preferences: Valuation of Labor by Employee and Contractor. *Psychological Science* **31**:6, 634-643. [[Crossref](#)]
229. Gunther Schuh, Paul Zeller RWTH. Methodology Concept for the Determination of the Idea-specific Requirement Space for the Execution of Radical Innovations 1-8. [[Crossref](#)]
230. Michele Miozzo, Eduardo Navarrete, Martino Ongis, Enrica Mello, Vittorio Girotto, Francesca Peressotti. 2020. Foreign language effect in decision-making: How foreign is it?. *Cognition* **199**, 104245. [[Crossref](#)]
231. Yonit Rusho, Daphne R. Raban. 2020. Hands on: Information Experiences as Sources of Value. *Journal of the Association for Information Science and Technology* **71**:6, 671-684. [[Crossref](#)]
232. Jan Eppingstall, Sophia Xenos, Keong Yap. 2020. Acceptance and commitment therapy for hoarding disorder: A proposed treatment protocol for individuals. *Australian Psychologist* **55**:3, 183-195. [[Crossref](#)]
233. L. Rehackova, V. Araújo-Soares, S. Steven, A. J. Adamson, R. Taylor, F. F. Sniehotta. 2020. Behaviour change during dietary Type 2 diabetes remission: a longitudinal qualitative evaluation of an intervention using a very low energy diet. *Diabetic Medicine* **37**:6, 953-962. [[Crossref](#)]
234. Xin Liu, Guclu Atinc. 2020. CEO selection, reference setting, and postsuccession strategic change. *Management Decision* **ahead-of-print**:ahead-of-print. . [[Crossref](#)]
235. Steven D Levitt. 2020. Heads or Tails: The Impact of a Coin Toss on Major Life Decisions and Subsequent Happiness. *The Review of Economic Studies* **1**. . [[Crossref](#)]

236. Rebecca E. Stewart, Rinad S. Beidas, Briana S. Last, Katelin Hoskins, Y. Vivian Byeon, Nathaniel J. Williams, Alison M. Buttenheim. 2020. Applying NUDGE to Inform Design of EBP Implementation Strategies in Community Mental Health Settings. *Administration and Policy in Mental Health and Mental Health Services Research* **81**. . [[Crossref](#)]
237. Emir Efendić, Saša Drače, François Ric. 2020. The combination of multiple affective experiences and their impact on valuation judgments. *Cognition and Emotion* **34**:4, 684-699. [[Crossref](#)]
238. Benjamin Oyebode, Nicky Nicholls. 2020. Social norms as anchor points for trust. *The Social Science Journal* **21**, 1-11. [[Crossref](#)]
239. Berber Kramer, David Kunst. 2020. Intertemporal Choice and Income Regularity: Non-Fungibility in the Timing of Income among Kenyan Farmers. *The Journal of Development Studies* **56**:5, 1048-1064. [[Crossref](#)]
240. Johannes Leder, Alexander Pastukhov, Astrid Schütz. 2020. Sharing with a stranger: people are more generous with time than money. *Comprehensive Results in Social Psychology* **4**:2, 109-138. [[Crossref](#)]
241. Kamala Gollakota, James B. Pick. 2020. A resistance to change perspective on nonusers of telecenters. *The Electronic Journal of Information Systems in Developing Countries* **86**:3. . [[Crossref](#)]
242. A. Banerji, Jeevant Rampal. 2020. Reverse Endowment Effect for a New Product. *American Journal of Agricultural Economics* **102**:3, 786-805. [[Crossref](#)]
243. Gökçe Esenduran, James A. Hill, In Joon Noh. 2020. Understanding the Choice of Online Resale Channel for Used Electronics. *Production and Operations Management* **29**:5, 1188-1211. [[Crossref](#)]
244. Moria Bar-Maoz. 2020. A Theory on the Involvement of Religion in National Security Policy Formulation and Implementation: The Case of Israel before and after the Religionization of Its Security Environment. *Religions* **11**:5, 227. [[Crossref](#)]
245. Yudong Zhang, Huilong Zhang, Chubing Zhang, Dongjin Li. 2020. The Impact of Self-Quantification on Consumers' Participation in Green Consumption Activities and Behavioral Decision-Making. *Sustainability* **12**:10, 4098. [[Crossref](#)]
246. Frank T. Doolaard, Gert-Jan Lelieveld, Marret K. Noordewier, Ilja van Beest, Eric van Dijk. 2020. Get out or stay out: How the social exclusion process affects actors, but not targets. *Journal of Experimental Social Psychology* **88**, 103946. [[Crossref](#)]
247. Shuoli Zhao, Chengyan Yue. 2020. Risk preferences of commodity crop producers and specialty crop producers: An application of prospect theory. *Agricultural Economics* **51**:3, 359-372. [[Crossref](#)]
248. Gary D. Sherman. 2020. The moral psychology of continuation decisions: A recipe for moral disengagement. *Organizational Behavior and Human Decision Processes* **158**, 36-48. [[Crossref](#)]
249. Michail D. Kokkoris, Erik Hoelzl, Bernadette Kamleitner. 2020. Self-found, spellbound: The sense of own discovery shapes customer bonds with service venues. *Journal of Business Research* **113**, 303-316. [[Crossref](#)]
250. Andrew O'Callaghan, Karl Purcell, Phil Hemmingway. 2020. Tackling the energy efficiency gap in the Irish residential sector. *Proceedings of the Institution of Civil Engineers - Energy* **173**:2, 49-59. [[Crossref](#)]
251. Katharina Dowling, Daniel Guhl, Daniel Klapper, Martin Spann, Lucas Stich, Narine Yegoryan. 2020. Behavioral biases in marketing. *Journal of the Academy of Marketing Science* **48**:3, 449-477. [[Crossref](#)]
252. Daniel A Newark. 2020. Desire and pleasure in choice. *Rationality and Society* **32**:2, 168-196. [[Crossref](#)]
253. Hirokazu Shirado, Forrest W. Crawford, Nicholas A. Christakis. 2020. Collective communication and behaviour in response to uncertain 'Danger' in network experiments. *Proceedings of the Royal Society A: Mathematical, Physical and Engineering Sciences* **476**:2237, 20190685. [[Crossref](#)]
254. Adriënne H. Rotteveel, Mattijs S. Lambooi, Nicolaas P. A. Zuithoff, Job van Exel, Karel G. M. Moons, G. Ardine de Wit. 2020. Valuing Healthcare Goods and Services: A Systematic Review and Meta-Analysis on the WTA-WTP Disparity. *PharmacoEconomics* **38**:5, 443-458. [[Crossref](#)]

255. Christopher Amaral, Ceren Kolsarici. 2020. The financial advice puzzle: The role of consumer heterogeneity in the advisor choice. *Journal of Retailing and Consumer Services* **54**, 102014. [[Crossref](#)]
256. Christopher Brett Jaeger, Sarah F. Brosnan, Daniel T. Levin, Owen D. Jones. 2020. Predicting variation in endowment effect magnitudes. *Evolution and Human Behavior* **41**:3, 253-259. [[Crossref](#)]
257. Melissa Hardy, Vegard Skirbekk, Marcin Stonawski. 2020. The Religiously Unaffiliated in Germany, 1949–2013: Contrasting Patterns of Social Change in East and West. *The Sociological Quarterly* **61**:2, 254-286. [[Crossref](#)]
258. Benjamin Balzer, Antonio Rosato. 2020. Expectations-Based Loss Aversion in Auctions with Interdependent Values: Extensive vs. Intensive Risk. *Management Science* . [[Crossref](#)]
259. Calum Hartley, Sophie Fisher, Naomi Fletcher. 2020. Exploring the influence of ownership history on object valuation in typical development and autism. *Cognition* **197**, 104187. [[Crossref](#)]
260. Dominique Kréziak, Isabelle Prim-Allaz, Elisabeth Robinot. 2020. Destinée des produits technologiques remplacés : l'influence de la valeur résiduelle perçue. *Recherche et Applications en Marketing (French Edition)* **35**:2, 25-49. [[Crossref](#)]
261. Florian Hanke, Jens Lowitzsch. 2020. Empowering Vulnerable Consumers to Join Renewable Energy Communities—Towards an Inclusive Design of the Clean Energy Package. *Energies* **13**:7, 1615. [[Crossref](#)]
262. Mustafa Karataş. 2020. Making Decisions in Foreign Languages: Weaker Senses of Ownership Attenuate the Endowment Effect. *Journal of Consumer Psychology* **30**:2, 296-303. [[Crossref](#)]
263. Andrew M. Scheld, William M. Goldsmith, Shelby White, Hamish J. Small, Susanna Musick. 2020. Quantifying the behavioral and economic effects of regulatory change in a recreational cobia fishery. *Fisheries Research* **224**, 105469. [[Crossref](#)]
264. Alisa Frik, Alexia Gaudeul. 2020. A measure of the implicit value of privacy under risk. *Journal of Consumer Marketing* **37**:4, 457-472. [[Crossref](#)]
265. Jonathan Rauh. 2020. Incentives for Better Public Outcomes? Evidence from Public Hospitals. *International Journal of Public Administration* **43**:4, 326-340. [[Crossref](#)]
266. Andrea Lippi. The Role of Wealth in Gain and Loss Perception: An Empirical Analysis . [[Crossref](#)]
267. Emma Hansson, Anna Elander, Håkan Hallberg, Lars Sandman. 2020. Should immediate breast reconstruction be performed in the setting of radiotherapy? An ethical analysis. *Journal of Plastic Surgery and Hand Surgery* **54**:2, 83-88. [[Crossref](#)]
268. Lori L. Taylor, Joanna N. Lahey, Molly I. Beck, Jeffrey E. Froyd. 2020. How to Do a Salary Equity Study: With an Illustrative Example From Higher Education. *Public Personnel Management* **49**:1, 57-82. [[Crossref](#)]
269. Isabel Rodríguez Sánchez, Allan M. Williams, Hugo García Andreu. 2020. Customer Resistance to Tourism Innovations: Entrepreneurs' Understanding and Management Strategies. *Journal of Travel Research* **59**:3, 450-464. [[Crossref](#)]
270. Karen Xie, Linchi Kwok, Chih-Chien Chen, Jiang Wu. 2020. To share or to access? Travelers' choice on the types of accommodation-sharing services. *Journal of Hospitality and Tourism Management* **42**, 77-87. [[Crossref](#)]
271. Chaekwang You, Wonjae Kim. 2020. LOSS AVERSION AND RISK-SEEKING IN KOREA–JAPAN RELATIONS. *Journal of East Asian Studies* **20**:1, 53-74. [[Crossref](#)]
272. Edward B. Royzman, Corey Cusimano, Stephen Metas, Robert F. Leeman. 2020. Is Opposition to Genetically Modified Food “Morally Absolutist”? A Consequence-Based Perspective. *Perspectives on Psychological Science* **15**:2, 250-272. [[Crossref](#)]
273. Matthew Kovach, Levent Ülkü. 2020. Satisficing with a variable threshold. *Journal of Mathematical Economics* **87**, 67-76. [[Crossref](#)]

274. Umut Oguzoglu, Cain Polidano, Ha Vu. 2020. Impacts from Delaying Access to Retirement Benefits on Welfare Receipt and Expenditure: Evidence from a Natural Experiment. *Economic Record* **96**:312, 65-86. [[Crossref](#)]
275. Bong-Goon Seo, Do-Hyung Park. 2020. Did You Invest Less Than Me? The Effect of Other's Share of Investment on Psychological Ownership of Crowdfunding Projects. *Sustainability* **12**:5, 2025. [[Crossref](#)]
276. Edward J. Garrity. 2020. Individual Transferable Quotas (ITQ), Rebuilding Fisheries and Short-Termism: How Biased Reasoning Impacts Management. *Systems* **8**:1, 7. [[Crossref](#)]
277. Angela K. Fuller, Daniel J. Decker, Michael V. Schiavone, Ann B. Forstchen. 2020. Ratcheting up Rigor in Wildlife Management Decision Making. *Wildlife Society Bulletin* **44**:1, 29-41. [[Crossref](#)]
278. Davide Bazzana. 2020. HETEROGENEOUS EXPECTATIONS AND ENDOGENOUS FLUCTUATIONS IN THE FINANCIAL ACCELERATOR FRAMEWORK. *Macroeconomic Dynamics* **24**:2, 327-359. [[Crossref](#)]
279. Xin Deng, Zhongcheng Yan, Dingde Xu, Yanbin Qi. 2020. Land Registration, Adjustment Experience, and Agricultural Machinery Adoption: Empirical Analysis from Rural China. *Land* **9**:3, 89. [[Crossref](#)]
280. Michael S. Dahl, Lamar Pierce. 2020. Pay-for-Performance and Employee Mental Health: Large Sample Evidence Using Employee Prescription Drug Usage. *Academy of Management Discoveries* **6**:1, 12-38. [[Crossref](#)]
281. Jonathan Z. Berman, Amit Bhattacharjee, Deborah A. Small, Gal Zauberman. 2020. Passing the buck to the wealthier: Reference-dependent standards of generosity. *Organizational Behavior and Human Decision Processes* **157**, 46-56. [[Crossref](#)]
282. Kyung Hwan Baik, Subhasish M. Chowdhury, Abhijit Ramalingam. 2020. The effects of conflict budget on the intensity of conflict: an experimental investigation. *Experimental Economics* **23**:1, 240-258. [[Crossref](#)]
283. Jessica Pace, Tracey-Lea Laba, Marie-Paul Nisingizwe, Wendy Lipworth. 2020. Formulating an Ethics of Pharmaceutical Disinvestment. *Journal of Bioethical Inquiry* **17**:1, 75-86. [[Crossref](#)]
284. Dong Gu Choi, Michael K. Lim, Karthik Murali, Valerie M. Thomas. 2020. Why Have Voluntary Time-of-Use Tariffs Fallen Short in the Residential Sector?. *Production and Operations Management* **29**:3, 617-642. [[Crossref](#)]
285. Ronald Schettkat. 2020. Micro-Foundations of Diverging Economic Policies: Keynesian, Behavioural, Neoclassic. *Intereconomics* **55**:2, 105-111. [[Crossref](#)]
286. Paul M. Collins, Jr., Matthew Eshbaugh-Soha. The President and the Supreme Court **93**, . [[Crossref](#)]
287. Johannes A.W.H. Van Oorschot, Johannes I.M. Halman, Erwin Hofman. 2020. Getting innovations adopted in the housing sector. *Construction Innovation* **20**:2, 285-318. [[Crossref](#)]
288. Andrei Sirchenko. 2020. A model for ordinal responses with heterogeneous status quo outcomes. *Studies in Nonlinear Dynamics & Econometrics* **24**:1. . [[Crossref](#)]
289. Thomas Hayes, Christopher Guay. 2020. Viewing equality as a loss: How highlighting policy costs and benefits influences attitudes. *The Social Science Journal* **80**, 1-15. [[Crossref](#)]
290. Andrew L. Ellner, Jessica L. Alpert, Chris Desmond, Ashwin Vasan. Understanding and Overcoming Barriers to Treatment Engagement in Lower-income Countries 477-501. [[Crossref](#)]
291. Scott A. Cohen, Joseph Kantenbacher. 2020. Flying less: personal health and environmental co-benefits. *Journal of Sustainable Tourism* **28**:2, 361-376. [[Crossref](#)]
292. Sai On Cheung, Keyao Li, Yui Hang Ng. 2020. Study of Endowment Effect in Construction Project Dispute Resolution. *Journal of Legal Affairs and Dispute Resolution in Engineering and Construction* **12**:1, 04519041. [[Crossref](#)]

293. Ibolya Czibere, Imre Kovách, Gergely Boldizsár Megyesi. 2020. Environmental Citizenship and Energy Efficiency in Four European Countries (Italy, The Netherlands, Switzerland and Hungary). *Sustainability* **12**:3, 1154. [[Crossref](#)]
294. Vangelis Souitaris, Stefania Zerbinati, Bo (Grace) Peng, Dean Shepherd. 2020. Should I Stay or Should I Go? Founder Power and Exit via Initial Public Offering. *Academy of Management Journal* **63**:1, 64-95. [[Crossref](#)]
295. Ulf J.J. Hahnel, Mario Herberz, Alejandro Pena-Bello, David Parra, Tobias Brosch. 2020. Becoming prosumer: Revealing trading preferences and decision-making strategies in peer-to-peer energy communities. *Energy Policy* **137**, 111098. [[Crossref](#)]
296. Dirk Deichmann, Christine Moser, Julie M. Birkholz, Adina Nerghes, Peter Groenewegen, Shenghui Wang. 2020. Ideas with impact: How connectivity shapes idea diffusion. *Research Policy* **49**:1, 103881. [[Crossref](#)]
297. Eleonora Viganò, Edoardo Lombardi Vallauri. 2020. Moral and Vocational Dilemmas Meet the Common Currency Hypothesis: a Contribution to Value Commensurability. *Review of Philosophy and Psychology* **11**:1, 83-102. [[Crossref](#)]
298. Paulo Vitor Souza de Souza, Jorge Katsumi Niyama, César Augusto Tibúrcio Silva. 2020. Ensaio teórico sobre os vieses cognitivos nos julgamentos dos preparadores das demonstrações contábeis. *Revista Catarinense da Ciência Contábil* **19**. . [[Crossref](#)]
299. Graeme Martin, Stacey Bushfield, Sabina Siebert, Brian Howieson. 2020. Changing Logics in Healthcare and Their Effects on the Identity Motives and Identity Work of Doctors. *Organization Studies* **2**, 017084061989587. [[Crossref](#)]
300. Kathryn Johnston, Joseph Baker. 2020. Waste Reduction Strategies: Factors Affecting Talent Wastage and the Efficacy of Talent Selection in Sport. *Frontiers in Psychology* **10**. . [[Crossref](#)]
301. Amir Emami, Dianne H. B. Welsh, Veland Ramadani, Ali Davari. 2020. The impact of judgment and framing on entrepreneurs' decision-making. *Journal of Small Business & Entrepreneurship* **32**:1, 79-100. [[Crossref](#)]
302. Nathan McWhirter, Tripp Shealy. 2020. Case-based flipped classroom approach to teach sustainable infrastructure and decision-making. *International Journal of Construction Education and Research* **16**:1, 3-23. [[Crossref](#)]
303. Larisa Fleishman, Yuri Gubman, Alla Koblyakova. 2020. Valuation Modeling within Thin Housing Markets Case Study: Arab Housing Market in Israel. *Journal of Housing Research* **29**:1, 34-53. [[Crossref](#)]
304. Keith Dowding, Brad R. Taylor. Irrationality and Public Policy 47-68. [[Crossref](#)]
305. Shan Xiao, Merrill Warkentin, Eric Walden, Allen C. Johnston. Do We Protect What We Own?: A Proposed Neurophysiological Exploration of Workplace Information Protection Motivation 101-109. [[Crossref](#)]
306. Florian Teleaba, Sorin Popescu, Roxana Santa. Managing Quality Perception Along the Customer Journey: A Behavioral Economics Approach 491-507. [[Crossref](#)]
307. William Riggs. The role of behavioral economics and social nudges in sustainable travel behavior 263-277. [[Crossref](#)]
308. Shalin Hai-Jew. 345. [[Crossref](#)]
309. Kerem Cem Sanlı. Control of Price Related Terms in Standard Form Contracts in Turkey: Judicial and Other Means of Price Control 687-721. [[Crossref](#)]
310. Aimee La Pointe Terosky, Katie Conway. Learning to Change and Changing to Learn 1-50. [[Crossref](#)]

311. Sven Joeckel, Leyla Dogruel. 2020. Default effects in app selection: German adolescents' tendency to adhere to privacy or social relatedness features in smartphone apps. *Mobile Media & Communication* 8:1, 22-41. [[Crossref](#)]
312. Daniel Mochon, Janet Schwartz. 2020. The Importance of Construct Validity in Consumer Research. *Journal of Consumer Psychology* 30:1, 208-214. [[Crossref](#)]
313. Oluwasoye P. Mafimisebi, Demola Obembe, Oluwakayode Aluko. 2020. Organization and product design pairings: A review of product innovation capabilities, conceptualization, and future directions. *Strategic Change* 29:1, 13-24. [[Crossref](#)]
314. Kenneth L. Fan, David H. Song. 2020. Discussion. *Plastic and Reconstructive Surgery* 145:1, 9e-10e. [[Crossref](#)]
315. John M. Carethers, Chyke A. Doubeni. 2020. Causes of Socioeconomic Disparities in Colorectal Cancer and Intervention Framework and Strategies. *Gastroenterology* 158:2, 354-367. [[Crossref](#)]
316. Gabriel M. Ahlfeldt, Wolfgang Maennig, Malte Steenbeck. 2020. Direct democracy and intergenerational conflicts in ageing societies. *Journal of Regional Science* 60:1, 129-155. [[Crossref](#)]
317. J. Ian Norris, Alexis M. Allen, John Peloza. 2020. C2B: Motivating Consumer-to-Business Transactions through Environmental Appeals. *Journal of the Association for Consumer Research* 5:1, 56-69. [[Crossref](#)]
318. Mette Trier Damgaard, Helena Skyt Nielsen. Behavioral economics and nudging in education: evidence from the field 21-35. [[Crossref](#)]
319. Lea Müller, Jens Mattke, Christian Maier, Tim Weitzel. Conversational Agents in Healthcare: Using QCA to Explain Patients' Resistance to Chatbots for Medication 3-18. [[Crossref](#)]
320. Yanna Krupnikov, Charles R. Shipan. 2020. Voter uncertainty, political institutions, and legislative turnover. *Political Science Research and Methods* 8:1, 14-29. [[Crossref](#)]
321. Bjørn Hofmann. 2020. Biases distorting priority setting. *Health Policy* 124:1, 52-60. [[Crossref](#)]
322. . Introduction 3-20. [[Crossref](#)]
323. . References 233-248. [[Crossref](#)]
324. Ernest C. H. Ng. Drivers Behind the Shortcomings of the Market Economy 59-72. [[Crossref](#)]
325. Luis Mundaca, Margaret Samahita, Jonas Sonnenschein, Roman Seidl. Behavioural economics for energy and climate change policies and the transition to a sustainable energy use—A Scandinavian perspective 45-87. [[Crossref](#)]
326. Agnieszka Kitkowska, Yefim Shulman, Leonardo A. Martucci, Erik Wastlund. 2020. Psychological Effects and Their Role in Online Privacy Interactions: A Review. *IEEE Access* 8, 21236-21260. [[Crossref](#)]
327. Christiana Bratiotis, Sheila R. Woody. 2020. What's so complicated about hoarding? A view from the nexus of psychology and social work. *Journal of Obsessive-Compulsive and Related Disorders* 24, 100496. [[Crossref](#)]
328. Shelle Santana, Steven K. Dallas, Vicki G. Morwitz. 2020. Consumer Reactions to Drip Pricing. *Marketing Science* 39:1, 188-210. [[Crossref](#)]
329. Davide Contu, Susana Mourato. 2020. Complementing choice experiment with contingent valuation data: Individual preferences and views towards IV generation nuclear energy in the UK. *Energy Policy* 136, 111032. [[Crossref](#)]
330. Amnon Maltz. 2020. Exogenous Endowment—Endogenous Reference Point. *The Economic Journal* 130:625, 160-182. [[Crossref](#)]
331. Justin Bruner, Frank Calegari, Toby Handfield. 2020. The evolution of the endowment effect. *Evolution and Human Behavior* 41:1, 87-95. [[Crossref](#)]

332. Maurizio Sajeve, Mark Lemon, Andrew Mitchell. Making 'Soft' Economics a 'Hard Science': Planning Governance for Sustainable Development Through a Sustainability Compass 103-133. [[Crossref](#)]
333. Aimee La Pointe Terosky, Katie Conway. Learning to Change and Changing to Learn 403-452. [[Crossref](#)]
334. Griselda Acosta, Eric Smith, Vladik Kreinovich. Analytical Techniques for Making Recommendations More Acceptable to Users: Status Quo Bias Actually Helps Decision Makers to Take Nonlinearity into Account 85-88. [[Crossref](#)]
335. Herbert Bucheli. Behavioral Economics und CRM – Verbesserte Vorhersage von Kundenverhalten 93-105. [[Crossref](#)]
336. N. Yakymova. 2020. Cognitive biases and their impact on behavioral models of labor market entities. *Galic'kij ekonomičnij visnik* **63:2**, 118-125. [[Crossref](#)]
337. . References 245-390. [[Crossref](#)]
338. Andrea M. Prado, Ronald Arce, Luis E. Lopez, Jaime García, Andy A. Pearson. 2020. Simulations Versus Case Studies: Effectively Teaching the Premises of Sustainable Development in the Classroom. *Journal of Business Ethics* **161:2**, 303-327. [[Crossref](#)]
339. Fred Van Dyke, Rachel L. Lamb. Conservation Economics and Sustainable Development 449-487. [[Crossref](#)]
340. Hongli Feng, Xiaodong Du, David A. Hennessy. 2020. Depressed demand for crop insurance contracts, and a rationale based on third generation Prospect Theory. *Agricultural Economics* **51:1**, 59-73. [[Crossref](#)]
341. Joana Gaia, Xunyi Wang, Chul Woo Yoo, G Lawrence Sanders. 2020. Good News and Bad News About Incentives to Violate the Health Insurance Portability and Accountability Act (HIPAA): Scenario-Based Questionnaire Study. *JMIR Medical Informatics* **8:7**, e15880. [[Crossref](#)]
342. Gal Smitizsky, Wendy Liu, Uri Gneezy. 2020. The Endowment Effect: Loss Aversion or a Buy-Sell Discrepancy?. *SSRN Electronic Journal* . [[Crossref](#)]
343. Timothy J. Riddiough. 2020. Pension Funds and Private Equity Real Estate: History, Performance, Pathologies, Risks. *SSRN Electronic Journal* . [[Crossref](#)]
344. Alicea Lieberman, On Amir, Ziv Carmon. 2020. Stuck in a Rut: The Behavioral Entrenchment Effect. *SSRN Electronic Journal* . [[Crossref](#)]
345. Brian Hill. 2020. Being up Front about Income Inequality. *SSRN Electronic Journal* . [[Crossref](#)]
346. Christian A. Conrad. Modeling the Image of Man 37-90. [[Crossref](#)]
347. Christian A. Conrad. International Financial Markets 461-515. [[Crossref](#)]
348. Christian A. Conrad. Business Cycles Policy 383-459. [[Crossref](#)]
349. Michael J. Fallgatter. Strukturelle Führung 153-207. [[Crossref](#)]
350. Goran Dominiononi. 2020. Effective Carbon Prices and Sub-Global Climate Cooperation. *SSRN Electronic Journal* . [[Crossref](#)]
351. Ethan Lowens. 2020. Free-Baiting: A Public Policy Application for the Discouraging Effects of Freeness Removal. *SSRN Electronic Journal* . [[Crossref](#)]
352. Jordan E. Theriault, Liane Young, Lisa Feldman Barrett. 2020. The sense of should: A biologically-based framework for modeling social pressure. *Physics of Life Reviews* **21**. . [[Crossref](#)]
353. Grant Jacobsen, James I. Stewart. 2020. How Do Consumers Respond to Price Complexity? Experimental Evidence from the Power Sector. *SSRN Electronic Journal* . [[Crossref](#)]
354. Valeria Fanghella, Giovanna D'Adda, Massimo Tavoni. 2020. Behavioral intervention to conserve energy in the workplace. *SSRN Electronic Journal* **95**. . [[Crossref](#)]

355. Cédric Gutierrez, Tomasz Obloj, Frank Douglas. 2020. Better to Have Led and Lost than Never to Have Led at All? Lost Leadership and Effort Provision in Dynamic Tournaments. *SSRN Electronic Journal* 57. . [[Crossref](#)]
356. Nissy Sombatruang, Tan Omiya, Daisuke Miyamoto, M. Angela Sasse, Youki Kadobayashi, Michelle Baddeley. Attributes Affecting User Decision to Adopt a Virtual Private Network (VPN) App 223-242. [[Crossref](#)]
357. Michael Luca, Oren Reshef. 2020. The Impact of Prices on Firm Reputation. *SSRN Electronic Journal* . [[Crossref](#)]
358. Steve Heinke, Adrian Leuenberger, Jörg Rieskamp. 2020. This Time Is Different: On Similarity and Risk Taking After Experienced Gains and Losses. *SSRN Electronic Journal* . [[Crossref](#)]
359. Hyeong-Woo Baek, Jeong-Hwa Lee. 2019. A Study on the Personalized Recommendation Method of Offline Clothing Stores. *Journal of Digital Contents Society* 20:12, 2467-2475. [[Crossref](#)]
360. Sabine Fliess, Maarten Volkers. 2019. Trapped in a service encounter. *Journal of Service Management* 31:1, 79-114. [[Crossref](#)]
361. Carola Stryja, Gerhard Satzger. 2019. Digital nudging to overcome cognitive resistance in innovation adoption decisions. *The Service Industries Journal* 39:15-16, 1123-1139. [[Crossref](#)]
362. Mario J. Rizzo, Glen Whitman. Escaping Paternalism 22, . [[Crossref](#)]
363. Thomas Blake. 2019. Commuting Costs and Geographic Sorting in the Housing Market. *Real Estate Economics* 47:4, 1089-1118. [[Crossref](#)]
364. Brendan Dwyer, Ben Larkin, Chad Goebert. 2019. Measuring Fantasy Team and Favorite Team Interactivity Through Implicit Association. *Communication & Sport* 7:6, 811-838. [[Crossref](#)]
365. Wisdom Dogbe, José M. Gil. 2019. Linking risk attitudes, time preferences, and body mass index in Catalonia. *Economics & Human Biology* 35, 73-81. [[Crossref](#)]
366. Barry Watson, Lars Osberg. 2019. Can positive income anticipations reverse the mental health impacts of negative income anxieties?. *Economics & Human Biology* 35, 107-122. [[Crossref](#)]
367. Gastón de los Reyes. 2019. Institutional Entrepreneurship for Digital Public Health Promotion: Challenges and Opportunities. *Health Education & Behavior* 46:2_suppl, 30S-36S. [[Crossref](#)]
368. Bjørn Hofmann. 2019. Biases and imperatives in handling medical technology. *Health Policy and Technology* 8:4, 377-385. [[Crossref](#)]
369. Daniel Villanova. 2019. The extended self, product valuation, and the endowment effect. *AMS Review* 9:3-4, 357-371. [[Crossref](#)]
370. Harm J. Scholten, Esther ten Bloemendal, Bente Botter, Hendrikus H. M. Korsten, R. Arthur Bouwman. 2019. Barriers to ultrasound guidance for central venous access: a survey among Dutch intensivists and anaesthesiologists. *Journal of Clinical Monitoring and Computing* 33:6, 1023-1031. [[Crossref](#)]
371. A.G. Rappold, M.C. Hano, S. Prince, L. Wei, S.M. Huang, C. Baghdikian, B. Stearns, X. Gao, S. Hoshiko, W.E. Cascio, D. Diaz-Sanchez, B. Hubbell. 2019. Smoke Sense Initiative Leverages Citizen Science to Address the Growing Wildfire-Related Public Health Problem. *GeoHealth* 3:12, 443-457. [[Crossref](#)]
372. Rotem Botvinik-Nezer, Roni Iwanir, Felix Holzmeister, Jürgen Huber, Magnus Johannesson, Michael Kirchler, Anna Dreber, Colin F. Camerer, Russell A. Poldrack, Tom Schonberg. 2019. fMRI data of mixed gambles from the Neuroimaging Analysis Replication and Prediction Study. *Scientific Data* 6:1. . [[Crossref](#)]
373. Christopher B. Germann. 2019. 5-Methoxy-N,N-dimethyltryptamine: An Ego-Dissolving Endogenous Neurochemical Catalyst of Creativity. *Activitas Nervosa Superior* 61:4, 170-216. [[Crossref](#)]

374. Darius-Aurel Frank, Polymeros Chrysochou, Panagiotis Mitkidis, Dan Ariely. 2019. Human decision-making biases in the moral dilemmas of autonomous vehicles. *Scientific Reports* 9:1. . [[Crossref](#)]
375. Alison M. Buitenheim, Michael Z. Levy, Ricardo Castillo-Neyra, Molly McGuire, Amparo M. Toledo Vizcarra, Lina M. Mollesaca Riveros, Julio Meza, Katty Borrini-Mayori, Cesar Naquira, Jere Behrman, Valerie A. Paz-Soldan. 2019. A behavioral design approach to improving a Chagas disease vector control campaign in Peru. *BMC Public Health* 19:1. . [[Crossref](#)]
376. Enn Lun Yong. 2019. Understanding cultural diversity and economic prosperity in Europe: a literature review and proposal of a culture–economy framework. *Asian Journal of German and European Studies* 4:1. . [[Crossref](#)]
377. Behnam Fahimnia, Mehrdokht Pournader, Enno Siemsen, Elliot Bendoly, Charles Wang. 2019. Behavioral Operations and Supply Chain Management—A Review and Literature Mapping. *Decision Sciences* 50:6, 1127–1183. [[Crossref](#)]
378. Sina Amiri, David King, Samuel DeMarie. 2019. Divestiture of prior acquisitions: competing explanations of performance. *Journal of Strategy and Management* 13:1, 33–50. [[Crossref](#)]
379. Charles Lassiter. 2019. Arational belief convergence. *Synthese* 8. . [[Crossref](#)]
380. Paavo Monkkonen, Michael Manville. 2019. Opposition to development or opposition to developers? Experimental evidence on attitudes toward new housing. *Journal of Urban Affairs* 41:8, 1123–1141. [[Crossref](#)]
381. Eran Sagiv, Gergö Hadlaczky, Noga Sheerit, Eitan Gur, Netta Horesh, Yari Gvion. 2019. The Fear of Losing—Nonsuicidal Self-Injury as a Protective Mechanism in Eating Disorders. *Frontiers in Psychiatry* 10. . [[Crossref](#)]
382. Scott S. Wiltermuth, Alyssa J. Han. How Next-Generation Teams and Teaming May Affect the Ethics of Working in Teams 158–181. [[Crossref](#)]
383. Jinesh Jain, Nidhi Walia, Sanjay Gupta. 2019. Evaluation of behavioral biases affecting investment decision making of individual equity investors by fuzzy analytic hierarchy process. *Review of Behavioral Finance* 12:3, 297–314. [[Crossref](#)]
384. William S. Yancy, Pamela A. Shaw, Catherine Reale, Victoria Hilbert, Jiali Yan, Jingsan Zhu, Andrea B. Troxel, Gary D. Foster, Kevin G. Volpp. 2019. Effect of Escalating Financial Incentive Rewards on Maintenance of Weight Loss. *JAMA Network Open* 2:11, e1914393. [[Crossref](#)]
385. Haonan He, Shanyong Wang. 2019. Cost-benefit associations in consumer inventory problem with uncertain benefit. *Journal of Retailing and Consumer Services* 51, 271–284. [[Crossref](#)]
386. Thomas A. Loughran. 2019. Behavioral criminology and public policy. *Criminology & Public Policy* 18:4, 737–758. [[Crossref](#)]
387. Thomas W. Doellman, Jennifer Itzkowitz, Jesse Itzkowitz, Sabuhi H. Sardarli. 2019. Alphabeticity Bias in 401(k) Investing. *Financial Review* 54:4, 643–677. [[Crossref](#)]
388. Jaime Ramirez-Fernandez, Jimena Y. Ramirez-Marin, Lourdes Munduate. 2019. Selling to Strangers, Buying from Friends: Effect of Communal and Exchange Norms on Expectations in Negotiation. *Negotiation and Conflict Management Research* 12:4, 281–296. [[Crossref](#)]
389. Lori Delale-O'Connor. 2019. Understanding Achilles' Heel: Information Dissemination, Readability, and Marketing in Urban School Choice. *Education and Urban Society* 51:8, 1007–1028. [[Crossref](#)]
390. WeiYu Ji, Edwin H. W. Chan. 2019. Critical Factors Influencing the Adoption of Smart Home Energy Technology in China: A Guangdong Province Case Study. *Energies* 12:21, 4180. [[Crossref](#)]
391. Marek Hudik. 2019. Two interpretations of the rational choice theory and the relevance of behavioral critique. *Rationality and Society* 31:4, 464–489. [[Crossref](#)]
392. Aldo Pignataro. 2019. The effects of loss aversion on deceptive advertising policies. *Theory and Decision* 87:4, 451–472. [[Crossref](#)]

393. Kramer, Schorr, Doluschitz, Lips. 2019. Survival Analysis for the Adjustment Phase Following Investment in Swiss Dairy Sheds. *Agriculture* 9:11, 238. [[Crossref](#)]
394. Michael Lewis, Yanwen Wang, Chunhua Wu. 2019. Season Ticket Buyer Value and Secondary Market Options. *Marketing Science* . [[Crossref](#)]
395. Megan K. O'Brien, Alaa A. Ahmed. 2019. Asymmetric valuation of gains and losses in effort-based decision making. *PLOS ONE* 14:10, e0223268. [[Crossref](#)]
396. Sheila M. W. Reddy, Kaitlin Torphy, Yuqing Liu, Tingqiao Chen, Yuta J. Masuda, Jonathan R. B. Fisher, Sarah Gale, Kyle Burford, Kenneth A. Frank, Jensen R. Montambault. 2019. How Different Forms of Social Capital Created Through Project Team Assignments Influence Employee Adoption of Sustainability Practices. *Organization & Environment* 115, 108602661988034. [[Crossref](#)]
397. Goran Milutinović, Ulla Ahonen-Jonnarth, Stefan Seipel, Sven Anders Brandt. 2019. The impact of interactive visualization on trade-off-based geospatial decision-making. *International Journal of Geographical Information Science* 33:10, 2094-2123. [[Crossref](#)]
398. Junchao (Jason) Li, Christopher M. Barnes, Kai Chi Yam, Cristiano L. Guarana, Lin Wang. 2019. Do not like it when you need it the most: Examining the effect of manager ego depletion on managerial voice endorsement. *Journal of Organizational Behavior* 40:8, 869-882. [[Crossref](#)]
399. Margaret A. Abernethy, Like Jiang, Yu Flora Kuang. 2019. Can organizational identification mitigate the CEO horizon problem?. *Accounting, Organizations and Society* 78, 101056. [[Crossref](#)]
400. Armando N. Meier, Lukas Schmid, Alois Stutzer. 2019. Rain, emotions and voting for the status quo. *European Economic Review* 119, 434-451. [[Crossref](#)]
401. Alejandra Marin, Mayukh Dass, Kimberly Boal. 2019. Critic-buyer effects on valuation of ambiguously appraised products. *Journal of Business Research* 103, 45-55. [[Crossref](#)]
402. Matthew C. Harris, Lawrence M. Kessler. 2019. Habit formation and activity persistence: Evidence from gym equipment. *Journal of Economic Behavior & Organization* 166, 688-708. [[Crossref](#)]
403. Elissa Philip Gentry, W Kip Viscusi. 2019. Asymmetric Effects on Fatality Rates of Changes in Workers' Compensation Laws. *American Law and Economics Review* 21:2, 307-345. [[Crossref](#)]
404. Catherine T. Shea, Olga V. Hawn. 2019. Microfoundations of Corporate Social Responsibility and Irresponsibility. *Academy of Management Journal* 62:5, 1609-1642. [[Crossref](#)]
405. Christian Lehmann. 2019. Zur Regulierung von Versicherungen: Rechtfertigungsanalyse und ausgewählte Praxisbeispiele. *Zeitschrift für die gesamte Versicherungswissenschaft* 108:3-4, 227-253. [[Crossref](#)]
406. Ranoua Bouchouicha, Lachlan Deer, Ashraf Galal Eid, Peter McGee, Daniel Schoch, Hrvoje Stojic, Jolanda Ygosse-Battisti, Ferdinand M. Vieider. 2019. Gender effects for loss aversion: Yes, no, maybe?. *Journal of Risk and Uncertainty* 59:2, 171-184. [[Crossref](#)]
407. Michael Cherbonneau, Bruce A. Jacobs. 2019. Imminent Capture and Noncompliance: Probing Deterrence in Extreme Environments. *Justice Quarterly* 36:6, 1122-1143. [[Crossref](#)]
408. David Santos, Pablo Briñol, Richard E. Petty, Margarita Gascó, Javier Horcajo, Beatriz Gandarillas. 2019. Separating thoughts from the self by selling them to others: the moderating role of self-esteem / Separar los pensamientos del yo al venderlos a otros: el rol moderador de la autoestima. *Revista de Psicología Social* 34:3, 506-534. [[Crossref](#)]
409. Tomás Lejarraga, Michael Schulte-Mecklenbeck, Thorsten Pachur, Ralph Hertwig. 2019. The attention-aversion gap: how allocation of attention relates to loss aversion. *Evolution and Human Behavior* 40:5, 457-469. [[Crossref](#)]
410. Rachel Lipshits, Sagit Barel-Shaked, Uri Ben-Zion. 2019. Empirical study relating macroeconomic literacy and rational thinking. *Research in Economics* 73:3, 209-215. [[Crossref](#)]

411. Ye Tian, Yi-Chang Chiu, Jian Sun. 2019. Understanding behavioral effects of tradable mobility credit scheme: An experimental economics approach. *Transport Policy* **81**, 1-11. [[Crossref](#)]
412. Sommer Kapitan, Spencer M. Ross, David H. Silvera. 2019. Small-Dollar Credit Lending: The Effect of Financial Burden on Personal Asset Misvaluation. *Journal of Consumer Affairs* **53**:3, 946-974. [[Crossref](#)]
413. Serah Shin, Hyungsoo Kim, Claudia J. Heath. 2019. Narrow Framing and Retirement Savings Decisions. *Journal of Consumer Affairs* **53**:3, 975-997. [[Crossref](#)]
414. Adam R. Brown, Jeremy C. Pope. 2019. Measuring and Manipulating Constitutional Evaluations in the States: Legitimacy Versus Veneration. *American Politics Research* **47**:5, 1135-1161. [[Crossref](#)]
415. Tom Ndebele, Dan Marsh, Riccardo Scarpa. 2019. Consumer switching in retail electricity markets: Is price all that matters?. *Energy Economics* **83**, 88-103. [[Crossref](#)]
416. Adar B. Eisenbruch, Rachel L. Grillo, James R. Roney. 2019. Why Be Generous? Tests of the Partner Choice and Threat Premium Models of Resource Division. *Adaptive Human Behavior and Physiology* **5**:3, 274-296. [[Crossref](#)]
417. Gary Tan, Chee Seng Cheong, Ralf Zurbrugg. 2019. National culture and individual trading behavior. *Journal of Banking & Finance* **106**, 357-370. [[Crossref](#)]
418. Melchior Gromis di Trana, Fabrizio Bava, Pietro Pisoni. 2019. A sustainable value generator in the Italian wine industry. *British Food Journal* **122**:5, 1321-1340. [[Crossref](#)]
419. Shaun Gallagher, Antonio Mastrogiorgio, Enrico Petracca. 2019. Economic Reasoning and Interaction in Socially Extended Market Institutions. *Frontiers in Psychology* **10**. [[Crossref](#)]
420. Jeannette Littlemore. *Metaphors in the Mind* **21**, . [[Crossref](#)]
421. Hui-Kuan Chung, Paul Glimcher, Agnieszka Tymula. 2019. An Experimental Comparison of Risky and Riskless Choice—Limitations of Prospect Theory and Expected Utility Theory. *American Economic Journal: Microeconomics* **11**:3, 34-67. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
422. Toon Zijlstra, Peter Goos, Ann Verhetsel. 2019. A mixture-amount stated preference study on the mobility budget. *Transportation Research Part A: Policy and Practice* **126**, 230-246. [[Crossref](#)]
423. Niclas Berggren, Christian Bjørnskov. 2019. Do voters dislike liberalizing reforms? New evidence using data on satisfaction with democracy. *Journal of Institutional Economics* **15**:4, 631-648. [[Crossref](#)]
424. Leyla Dogruel. 2019. Privacy nudges as policy interventions: comparing US and German media users' evaluation of information privacy nudges. *Information, Communication & Society* **22**:8, 1080-1095. [[Crossref](#)]
425. Sabine Frerichs. 2019. Bounded sociality: behavioural economists' truncated understanding of the social and its implications for politics. *Journal of Economic Methodology* **26**:3, 243-258. [[Crossref](#)]
426. Zoe Y. Lu, Christopher K. Hsee. 2019. Less willing to pay but more willing to buy: How the elicitation method impacts the valuation of a promotion. *Journal of Behavioral Decision Making* **32**:3, 334-345. [[Crossref](#)]
427. Michael David Thomas. 2019. Reapplying behavioral symmetry: public choice and choice architecture. *Public Choice* **180**:1-2, 11-25. [[Crossref](#)]
428. Daniel G. Chatman, Andrea Broaddus, Anne Spevack. 2019. Are movers irrational? On travel patterns, housing characteristics, social interactions, and happiness before and after a move. *Travel Behaviour and Society* **16**, 262-271. [[Crossref](#)]
429. Pascal Langenbach, Franziska Tausch. 2019. Inherited Institutions: Cooperation in the Light of Democratic Legitimacy. *The Journal of Law, Economics, and Organization* **35**:2, 364-393. [[Crossref](#)]
430. Christian Montag, Bernd Lachmann, Marc Herrlich, Katharina Zweig. 2019. Addictive Features of Social Media/Messenger Platforms and Freemium Games against the Background of Psychological and

Economic Theories. *International Journal of Environmental Research and Public Health* **16**:14, 2612. [[Crossref](#)]

431. Michael J. Weir, Thomas W. Sproul. 2019. Identifying Drivers of Genetically Modified Seafood Demand: Evidence from a Choice Experiment. *Sustainability* **11**:14, 3934. [[Crossref](#)]
432. Väinö Nurmi, Karoliina Pilli-Sihvola, Hilppa Gregow, Adriaan Perrels. 2019. Overadaptation to Climate Change? The Case of the 2013 Finnish Electricity Market Act. *Economics of Disasters and Climate Change* **3**:2, 161-190. [[Crossref](#)]
433. Sara Goto Gray, Kaitlin T. Raimi, Robyn Wilson, Joseph Árvai. 2019. Will Millennials save the world? The effect of age and generational differences on environmental concern. *Journal of Environmental Management* **242**, 394-402. [[Crossref](#)]
434. Aron Buzogány. 2019. Bauchgefühle, Faustregeln oder Kopfentscheidungen: Die Rolle von Heuristiken bei Entscheidungen politischer Eliten. *der moderne staat – Zeitschrift für Public Policy, Recht und Management* **12**:1-2019, 50-72. [[Crossref](#)]
435. YUAN ZHENG, JETTE BREDAHL JACOBSEN, BO JELLESMARK THORSEN, ZHEN LIU. 2019. HOW DO RURAL HOUSEHOLDS PREFER TO ADAPT LIVELIHOODS TO ECONOMIC EFFECTS OF CLIMATE AND POLICY CHANGES?. *The Singapore Economic Review* **1**, 1-20. [[Crossref](#)]
436. Martin P. Fritze, Andreas B. Eisingerich, Martin Benkenstein. 2019. Digital transformation and possession attachment: examining the endowment effect for consumers' relationships with hedonic and utilitarian digital service technologies. *Electronic Commerce Research* **19**:2, 311-337. [[Crossref](#)]
437. John-Oliver Engler, David J. Abson, Henrik von Wehrden. 2019. Navigating cognition biases in the search of sustainability. *Ambio* **48**:6, 605-618. [[Crossref](#)]
438. Marius Golubickis, Nerissa S. P. Ho, Johanna K. Falbén, Kirsten M. Mackenzie, Angela Boschetti, William A. Cunningham, C. Neil Macrae. 2019. Mine or mother's? Exploring the self-ownership effect across cultures. *Culture and Brain* **7**:1, 1-25. [[Crossref](#)]
439. R Dustin Harding, Diogo Hildebrand, Thomas Kramer, Jannine D Lasaleta. 2019. The Impact of Acquisition Mode on Expected Speed of Product Mastery and Subsequent Consumer Behavior. *Journal of Consumer Research* **46**:1, 140-158. [[Crossref](#)]
440. Bodo Herzog. 2019. Dynamic Expectation Theory: Insights for Market Participants. *Journal of Risk and Financial Management* **12**:2, 77. [[Crossref](#)]
441. Cristina Cattaneo. 2019. Internal and external barriers to energy efficiency: which role for policy interventions?. *Energy Efficiency* **12**:5, 1293-1311. [[Crossref](#)]
442. Y. Tony Yang, Sara E. Benjamin-Neelon. 2019. Recent progress in children's meals law in restaurants in Baltimore City and California State: Making a healthy beverage option the default choice. *Preventive Medicine* **123**, 160-162. [[Crossref](#)]
443. Jessica Howell, Flagler College, Nikolai G. Wenzel. 2019. Rationality in a fatalistic world: explaining revolutionary apathy in pre-Soviet peasants. *Mind & Society* **18**:1, 125-137. [[Crossref](#)]
444. Trey Malone, Kevin Gomez. 2019. Hemp in the United States: A Case Study of Regulatory Path Dependence. *Applied Economic Perspectives and Policy* **41**:2, 199-214. [[Crossref](#)]
445. Roger Tyers, Martin Sweeney, Beth Moon. 2019. Harnessing behavioural insights to encourage consumer engagement in the British energy market: Results from a field trial. *Journal of Behavioral and Experimental Economics* **80**, 162-176. [[Crossref](#)]
446. Daniel A. Yudkin, Rotem Pick, Elina Yewon Hur, Nira Liberman, Yaacov Trope. 2019. Psychological Distance Promotes Exploration in Search of a Global Maximum. *Personality and Social Psychology Bulletin* **45**:6, 893-906. [[Crossref](#)]

447. J Juric, J Lindenmeier. 2019. An empirical analysis of consumer resistance to smart-lighting products. *Lighting Research & Technology* 51:4, 489-512. [[Crossref](#)]
448. Judith Clifton, Daniel Díaz-Fuentes, Marcos Fernández-Gutiérrez. 2019. Vulnerable consumers and satisfaction with public services: does country matter?. *International Review of Administrative Sciences* 85:2, 264-285. [[Crossref](#)]
449. Joshua J. Dyck, Shanna Pearson-Merkowitz. 2019. Ballot Initiatives and Status Quo Bias. *State Politics & Policy Quarterly* 19:2, 180-207. [[Crossref](#)]
450. Andrew Pendleton, Ben Lupton, Andrew Rowe, Richard Whittle. 2019. Back to the Shop Floor: Behavioural Insights from Workplace Sociology. *Work, Employment and Society* 120, 095001701984794. [[Crossref](#)]
451. Stephen Pratt, Pia Kwan. 2019. Unlucky for some? Are some hotel rooms and floors really unluckier than others?. *International Journal of Culture, Tourism and Hospitality Research* 13:1, 70-83. [[Crossref](#)]
452. Lisa Bruttel. 2019. Is There a Loyalty-Enhancing Effect of Retroactive Price-Reduction Schemes?. *Review of Industrial Organization* 54:3, 575-593. [[Crossref](#)]
453. Karen Renaud, Robert Otondo, Merrill Warkentin. 2019. "This is the way 'I' create my passwords" ... does the endowment effect deter people from changing the way they create their passwords?. *Computers & Security* 82, 241-260. [[Crossref](#)]
454. Antonio Rosato, Agnieszka A. Tymula. 2019. Loss aversion and competition in Vickrey auctions: Money ain't no good. *Games and Economic Behavior* 115, 188-208. [[Crossref](#)]
455. Joseph Kim, Hye-Jeong Lee, Sung-Yoon Huh, Seung-Hoon Yoo. 2019. Households' willingness to pay for developing marine bio-hydrogen technology: The case of South Korea. *International Journal of Hydrogen Energy* 44:26, 12907-12917. [[Crossref](#)]
456. Stefanie Hille, Sylvain Weber, Tobias Brosch. 2019. Consumers' preferences for electricity-saving programs: Evidence from a choice-based conjoint study. *Journal of Cleaner Production* 220, 800-815. [[Crossref](#)]
457. Elisabeth Thuestad Isaksen, Kjell Arne Brekke, Andries Richter. 2019. Positive framing does not solve the tragedy of the commons. *Journal of Environmental Economics and Management* 95, 45-56. [[Crossref](#)]
458. Itzhak Gilboa, Fan Wang. 2019. Rational status quo. *Journal of Economic Theory* 181, 289-308. [[Crossref](#)]
459. Laurence Ashworth, Peter R. Darke, Lindsay McShane, Tiffany Vu. 2019. The rules of exchange: The role of an exchange surplus in producing the endowment effect. *Organizational Behavior and Human Decision Processes* 152, 11-24. [[Crossref](#)]
460. Stephen Fox. 2019. Addressing the influence of groupthink during ideation concerned with new applications of technology in society. *Technology in Society* 57, 86-94. [[Crossref](#)]
461. Darius Erlangga, Shehzad Ali, Karen Bloor. 2019. The impact of public health insurance on healthcare utilisation in Indonesia: evidence from panel data. *International Journal of Public Health* 64:4, 603-613. [[Crossref](#)]
462. Jeremiah W. Bentley. 2019. Decreasing Operational Distortion and Surrogation Through Narrative Reporting. *The Accounting Review* 94:3, 27-55. [[Crossref](#)]
463. Egon Smeral. 2019. Seasonal forecasting performance considering varying income elasticities in tourism demand. *Tourism Economics* 25:3, 355-374. [[Crossref](#)]
464. D. Tamisier, I. Ragot-Court, C. Eyssartier, F. Girandola. 2019. Binding communication and problematic request: Application in the field of road safety. *European Review of Applied Psychology* 69:3, 111-117. [[Crossref](#)]

465. Marco Marini, Fabio Paglieri. 2019. Decoy effects in intertemporal and probabilistic choices the role of time pressure, immediacy, and certainty. *Behavioural Processes* **162**, 130-141. [[Crossref](#)]
466. Fabian Thomas, Estelle Midler, Marianne Lefebvre, Stefanie Engel. 2019. Greening the common agricultural policy: a behavioural perspective and lab-in-the-field experiment in Germany. *European Review of Agricultural Economics* **134**. . [[Crossref](#)]
467. Catriona McKinnon. 2019. Sleepwalking into lock-in? Avoiding wrongs to future people in the governance of solar radiation management research. *Environmental Politics* **28**:3, 441-459. [[Crossref](#)]
468. Hong Li, Changhong Li, Zhan Wang, Xinlan Li. 2019. Simulating the impacts of mutual trust on tacit knowledge transfer using agent-based modelling approach. *Knowledge Management Research & Practice* **17**:2, 227-244. [[Crossref](#)]
469. Susan A. Gelman, Margaret E. Echelbarger. 2019. Children, Object Value, and Persuasion. *Journal of Consumer Psychology* **29**:2, 309-327. [[Crossref](#)]
470. Christos N. Pitelis, Joachim D. Wagner. 2019. Strategic Shared Leadership and Organizational Dynamic Capabilities. *The Leadership Quarterly* **30**:2, 233-242. [[Crossref](#)]
471. Jacob Taarup-Esbensen. 2019. Making Sense of Risk—A Sociological Perspective on the Management of Risk. *Risk Analysis* **39**:4, 749-760. [[Crossref](#)]
472. Simon F. Haeder. 2019. The Demise of Community Responsibility: Unintended Consequences of Coverage Expansions on California Public Hospitals. *Journal of Health Politics, Policy and Law* **44**:2, 173-219. [[Crossref](#)]
473. Andrew Horton. 2019. Causal Economics: A new pluralist framework for behavioral economics that advances theoretical and applied foundations. *Heliyon* **5**:4, e01342. [[Crossref](#)]
474. Alexander Dilger, Thomas Gehrig, Marko Sarstedt. 2019. (Ir)Rationality of decisions in business research and practice: introduction to the special issue. *Business Research* **12**:1, 1-7. [[Crossref](#)]
475. Stephen A. Spiller. 2019. Opportunity cost neglect and consideration in the domain of time. *Current Opinion in Psychology* **26**, 98-102. [[Crossref](#)]
476. Patrick S. Roberts, Kris Wernstedt. 2019. Decision Biases and Heuristics Among Emergency Managers: Just Like the Public They Manage For?. *The American Review of Public Administration* **49**:3, 292-308. [[Crossref](#)]
477. William Brady DeHart, Alexandra M. Mellis, Brent A. Kaplan, Derek A. Pope, Warren K. Bickel. 2019. The Experimental Tobacco Marketplace: Narratives engage cognitive biases to increase electronic cigarette substitution. *Drug and Alcohol Dependence* **197**, 203-211. [[Crossref](#)]
478. Merlin Stone, Eleni Aravopoulou, Geraint Evans, Esra Aldhaen, Brett David Parnell. 2019. From information mismanagement to misinformation – the dark side of information management. *The Bottom Line* **32**:1, 47-70. [[Crossref](#)]
479. Tomasz Żuradzki, Piotr Grzegorz Nowak. 2019. Withdrawal Aversion as a Useful Heuristic for Critical Care Decisions. *The American Journal of Bioethics* **19**:3, 36-38. [[Crossref](#)]
480. Bjørn Hofmann. 2019. Categorical Mistakes and Moral Biases in the Withholding-Versus-Withdrawal Debate. *The American Journal of Bioethics* **19**:3, 29-31. [[Crossref](#)]
481. Dominic Wilkinson, Ella Butcherine, Julian Savulescu. 2019. Withdrawal Aversion and the Equivalence Test. *The American Journal of Bioethics* **19**:3, 21-28. [[Crossref](#)]
482. J. M. Bauer, L. A. Reisch. 2019. Behavioural Insights and (Un)healthy Dietary Choices: a Review of Current Evidence. *Journal of Consumer Policy* **42**:1, 3-45. [[Crossref](#)]
483. Christopher Boyce, Mikołaj Czajkowski, Nick Hanley. 2019. Personality and economic choices. *Journal of Environmental Economics and Management* **94**, 82-100. [[Crossref](#)]

484. Alicea Lieberman, Kristen E. Duke, On Amir. 2019. How incentive framing can harness the power of social norms. *Organizational Behavior and Human Decision Processes* **151**, 118-131. [[Crossref](#)]
485. Rebecca J. Hafner, David Elmes, Daniel Read. 2019. Promoting behavioural change to reduce thermal energy demand in households: A review. *Renewable and Sustainable Energy Reviews* **102**, 205-214. [[Crossref](#)]
486. Stein T. Holden, Sosina Bezu. 2019. Exchange asymmetries in productive assets: Tools, fertilizer or cash?. *World Development* **115**, 269-278. [[Crossref](#)]
487. Marlena R. Fraune, Steven Sherrin, Selma Sabanovic, Eliot R. Smith. Is Human-Robot Interaction More Competitive Between Groups Than Between Individuals? 104-113. [[Crossref](#)]
488. Rasmus T. Pedersen. 2019. Attitudes on the Size of Unemployment Benefits: Ideology and Numbers. *Scandinavian Political Studies* **42:1**, 50-72. [[Crossref](#)]
489. Arber Tasimi, Marcia K. Johnson. 2019. Children's Initial Responses and Beyond: Effects of Niceness and Similarity on Preference, Giving, and Memory. *Child Development* **90:2**, 432-440. [[Crossref](#)]
490. Ronny Reinhardt, Nadine Hietschold, Sebastian Gurtner. 2019. Overcoming consumer resistance to innovations - an analysis of adoption triggers. *R&D Management* **49:2**, 139-154. [[Crossref](#)]
491. Graeme Blair, Rebecca Littman, Elizabeth Levy Paluck. 2019. Motivating the adoption of new community-minded behaviors: An empirical test in Nigeria. *Science Advances* **5:3**, eaau5175. [[Crossref](#)]
492. Jae-Do Song, Young-Hwan Ahn. 2019. Cognitive Bias in Emissions Trading. *Sustainability* **11:5**, 1365. [[Crossref](#)]
493. Nicolas Krucien, Nathalie Pelletier-Fleury, Amiram Gafni. 2019. Measuring Public Preferences for Health Outcomes and Expenditures in a Context of Healthcare Resource Re-Allocation. *PharmacoEconomics* **37:3**, 407-417. [[Crossref](#)]
494. Conor Keegan, Conor Teljeur, Brian Turner, Steve Thomas. 2019. Switching benefits and costs in the Irish health insurance market: an analysis of consumer surveys. *International Journal of Health Economics and Management* **19:1**, 15-32. [[Crossref](#)]
495. Maximilian Lude, Reinhard Prügl. 2019. Risky Decisions and the Family Firm Bias: An Experimental Study Based on Prospect Theory. *Entrepreneurship Theory and Practice* **43:2**, 386-408. [[Crossref](#)]
496. Liat Yosef, Michal Soffer, Miki Malul. 2019. From Welfare to Work and From Work to Welfare: A Comparison of People With and Without Disabilities. *Journal of Disability Policy Studies* **29:4**, 226-234. [[Crossref](#)]
497. Sam Rockwell. 2019. A resource-based framework for strategically managing identity. *Journal of Organizational Change Management* **32:1**, 80-102. [[Crossref](#)]
498. Lorenzo Casaburi, Rocco Macchiavello. 2019. Demand and Supply of Infrequent Payments as a Commitment Device: Evidence from Kenya. *American Economic Review* **109:2**, 523-555. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
499. Daniel R. Touchette, Lisa K. Sharp. 2019. Medication adherence: Scope of the problem, ways to measure, ways to improve, and the role of the pharmacist. *Journal of the American College of Clinical Pharmacy* **2:1**, 63-68. [[Crossref](#)]
500. Danny Campbell, Seda Erdem. 2019. Including Opt-Out Options in Discrete Choice Experiments: Issues to Consider. *The Patient - Patient-Centered Outcomes Research* **12:1**, 1-14. [[Crossref](#)]
501. Marco Costanigro, Gabriele Scozzafava, Leonardo Casini. 2019. Vertical differentiation via multi-tier geographical indications and the consumer perception of quality: The case of Chianti wines. *Food Policy* **83**, 246-259. [[Crossref](#)]
502. Brock Bastian, Marilynn Brewer, Jacob Duffy, Paul A.M. Van Lange. 2019. From cash to crickets: The non-monetary value of a resource can promote human cooperation. *Journal of Environmental Psychology* **61**, 10-19. [[Crossref](#)]

503. Thomas H. Costello, Sarah F. Smith, Shauna M. Bowes, Steven Riley, Gregory S. Berns, Scott O. Lilienfeld. 2019. Risky business: Psychopathy, framing effects, and financial outcomes. *Journal of Research in Personality* **78**, 125-132. [[Crossref](#)]
504. Joseph Kantanbacher, Paul Hanna, Graham Miller, Caroline Scarles, Jingjing Yang. 2019. Consumer priorities: what would people sacrifice in order to fly on holidays?. *Journal of Sustainable Tourism* **27**:2, 207-222. [[Crossref](#)]
505. Ian M. McDonald. 2019. John Maynard Keynes, Joan Robinson and the prospect theory approach to money wage determination. *Metroeconomica* **70**:1, 45-67. [[Crossref](#)]
506. Sergio Beraldo, Valerio Filoso, Marco Stimolo. 2019. Much ado about extremes: An experimental test of the shaping effect of prices on preferences. *Metroeconomica* **70**:1, 119-143. [[Crossref](#)]
507. Martina Raue, Lisa A. D'Ambrosio, Carley Ward, Chaiwoo Lee, Claire Jacquillat, Joseph F. Coughlin. 2019. The Influence of Feelings While Driving Regular Cars on the Perception and Acceptance of Self-Driving Cars. *Risk Analysis* **39**:2, 358-374. [[Crossref](#)]
508. Xuan Zheng, Scarlett R. Miller. 2019. Is Ownership Bias Bad? The Influence of Idea Goodness and Creativity on Design Professionals Concept Selection Practices. *Journal of Mechanical Design* **141**:2. . [[Crossref](#)]
509. Dominic D.P. Johnson, Dominic Tierney. 2019. Bad World: The Negativity Bias in International Politics. *International Security* **43**:3, 96-140. [[Crossref](#)]
510. Kazem Falahati. 2019. Time, Arbitrage, and the Law of One Price: The Case for a Paradigm Shift. *Journal of Economic Issues* **53**:1, 115-154. [[Crossref](#)]
511. Colin R. Kuehnhanss. 2019. The challenges of behavioural insights for effective policy design. *Policy and Society* **38**:1, 14-40. [[Crossref](#)]
512. Eyal Aharoni, Heather M. Kleider-Offutt, Sarah F. Brosnan, Julia Watzek. 2019. Justice at any cost? The impact of cost-benefit salience on criminal punishment judgments. *Behavioral Sciences & the Law* **37**:1, 38-60. [[Crossref](#)]
513. Alberto Giubilini. Vaccination Policies and the Principle of Least Restrictive Alternative: An Intervention Ladder 59-93. [[Crossref](#)]
514. Stefanie Jung, Peter Krebs. Alphabetical List of Key Notions 21-171. [[Crossref](#)]
515. Minou M. B. van der Werf, Wilco W. van Dijk, Tom F. Wilderjans, Lotte F. van Dillen. The Road to the Piggy Bank: Two Behavioral Interventions to Increase Savings 195-204. [[Crossref](#)]
516. Wolfgang Buchholz, Dirk Rübhelke. Monetary Valuation of the Environment 37-66. [[Crossref](#)]
517. Wolfgang Buchholz, Dirk Rübhelke. A Comparison of Environmental Policy Instruments 67-132. [[Crossref](#)]
518. Janusz Kacprzyk, Yuriy P. Kondratenko, Jos'e M. Merigó, Jorge Hernandez Hormazabal, Gia Sirbiladze, Ana Maria Gil-Lafuente. A Status Quo Biased Multistage Decision Model for Regional Agricultural Socioeconomic Planning Under Fuzzy Information 201-226. [[Crossref](#)]
519. Jens Koed Madsen. Subjective Reasoning 59-102. [[Crossref](#)]
520. John C. Blanchar, Scott Eidelman. Everything in Its Right Place: Tradition, Order, and the Legitimation of Long-Standing Inequality 349-363. [[Crossref](#)]
521. Daphne R. Raban, Sarit Barzilai, Lina Portnoy. The Unexpected Benefits of Paying for Information: The Effects of Payment on Information Source Choices and Epistemic Thinking 163-176. [[Crossref](#)]
522. Filipe Nobre Faria. The Evolutionary Framework: Multilevel Selection, Morality and Preferences 99-144. [[Crossref](#)]
523. Filipe Nobre Faria. Reassessing Liberal Democracy's Shortcomings and Their Institutional Market-Enhancing Solutions 145-193. [[Crossref](#)]

524. Vincent Barnett. Behavioral Economics 1-8. [[Crossref](#)]
525. Anna J. M. Wagner. Gewinn- und Verlustframing in der Gesundheitskommunikation 517-526. [[Crossref](#)]
526. Steffen Bettin, Florentin Glötzl, Hendrik Theine. Strategische Perspektiven für die Zukunft des Pluralismus 259-279. [[Crossref](#)]
527. André Schmidt. Theorie der Wirtschaftspolitik 1-114. [[Crossref](#)]
528. Pascal Meier, Jan Heinrich Beinke, Frank Teuteberg. Digitale Transformation ländlicher Versorgungsstrukturen durch Partizipation der Bevölkerung 181-193. [[Crossref](#)]
529. Jörg B. Kühnapfel. Wozu sind Vorhersagen da? Die unsichere Zukunft und wie wir mit ihr umzugehen pflegen 5-33. [[Crossref](#)]
530. Jörg B. Kühnapfel. Wie „geht“ Prognose und wie geht sie nicht? 35-177. [[Crossref](#)]
531. Rafael E. Huber. Smart entscheiden in Zeiten der Veränderung 169-180. [[Crossref](#)]
532. Kazuhisa Takemura. Nonlinear Utility Theory and Prospect Theory: Eliminating the Paradoxes of Linear Expected Utility Theory 83-119. [[Crossref](#)]
533. Kazuhisa Takemura. Mental Accounting and Framing: Framework of Decisions in Consumer Price Judgment 121-156. [[Crossref](#)]
534. Niree Kodaverdian. fMRI in Economics: What Functional Imaging of the Brain Can Add to Behavioral Economics Experiments 47-83. [[Crossref](#)]
535. Xavier Gabaix. Behavioral inattention 261-343. [[Crossref](#)]
536. Zeev Shtudiner, Galit Klein, Moti Zwilling, Jeffrey Kantor. 2019. The value of souvenirs: Endowment effect and religion. *Annals of Tourism Research* **74**, 17-32. [[Crossref](#)]
537. Xiaobing Xu, Rong Chen, Jin Zhang. 2019. Effectiveness of trade-ins and price discounts: A moderating role of substitutability. *Journal of Economic Psychology* **70**, 80-89. [[Crossref](#)]
538. Carsten K. W. De Dreu, Jörg Gross. 2019. Revisiting the form and function of conflict: Neurobiological, psychological, and cultural mechanisms for attack and defense within and between groups. *Behavioral and Brain Sciences* **42**. . [[Crossref](#)]
539. Qian Zhang, Jun Li, Shanyong Wang, Yu Zhou. 2019. Understanding the User's Economical and Psychological Intentions to Snatch Electronic Red Envelopes: An Experimental Study. *IEEE Access* **7**, 5749-5759. [[Crossref](#)]
540. Alexander Eiselmayer, Chat Wacharamanatham, Michel Beaudouin-Lafon, Wendy E. Mackay. Touchstone2 1-11. [[Crossref](#)]
541. Jiqun Liu. A Reference-Dependent Model of Search Evaluation 405-408. [[Crossref](#)]
542. Thomas Franke, Daniel Görge, Matthias G. Arend. The Energy Interface Challenge. Towards Designing Effective Energy Efficiency Interfaces for Electric Vehicles 35-48. [[Crossref](#)]
543. Gary B. Gorton, Alexander Zentefis. 2019. Social Progress and Corporate Culture. *SSRN Electronic Journal* . [[Crossref](#)]
544. Francesco Cerigioni, Simone Galperti. 2019. Listing Specs: The Effect of Attribute Orders on Choice. *SSRN Electronic Journal* . [[Crossref](#)]
545. Kevin Lorentz. 2019. The Role of Periodic Conventions in Generating and Undermining Constitutional Loyalty. *SSRN Electronic Journal* . [[Crossref](#)]
546. Marco Fabbri, Matteo Rizzolli, Antonello Maruotti. 2019. Possession Is Nine-Tenths of the Law: Bourgeois Behavior, Property and Inequality in a Hawk-Dove Experiment. *SSRN Electronic Journal* . [[Crossref](#)]

547. Kai Liu, Yuan Xu. 2019. Route Choice Behavior: Understanding the Impact of Asymmetric Preference on Travelers' Decision Making. *Symmetry* 11:1, 66. [[Crossref](#)]
548. Olivier l';Haridon, Ferdinand M. Vieider. 2019. All over the map: A worldwide comparison of risk preferences. *Quantitative Economics* 10:1, 185-215. [[Crossref](#)]
549. Siwei Sun, Chang Xiong, Victor Chang. 2019. Acceptance of Information and Communication Technologies in Education. *International Journal of Enterprise Information Systems* 15:1, 24-44. [[Crossref](#)]
550. Virginia Gianinazzi. 2019. Framing Bias in Mortgage Refinancing Decisions and Monetary Policy Pass-Through. *SSRN Electronic Journal* . [[Crossref](#)]
551. Lior Sheffer. 2019. Political Accountability, Legislator Gender, and the Status Quo Bias. *Politics & Gender* 1. [[Crossref](#)]
552. Haoran Huang, Ken Cai, Kai Fang. 2019. A Method of Multi-Attribute Decision Making With Double-Reference Points and its Application in Location of Agricultural Products Logistics Center. *IEEE Access* 7, 167629-167638. [[Crossref](#)]
553. Talia Bar, Yuqing Zheng. 2019. Choosing Certifiers: Evidence from the British Retail Consortium Food Safety Standard. *American Journal of Agricultural Economics* 101:1, 74-88. [[Crossref](#)]
554. Samuel M. Hartzmark, Samuel Hirshman, Alex Imas. 2019. Ownership, Learning, and Beliefs. *SSRN Electronic Journal* . [[Crossref](#)]
555. José Luis Iparraguirre. Behavioural Economics and Individual Ageing 337-368. [[Crossref](#)]
556. Aleksandar Mojašević. 2019. Behavioral law and economics: Multidisciplinarity in action. *Zbornik radova Pravnog fakulteta Nis* 58:84, 191-207. [[Crossref](#)]
557. Johan Manuel Redondo, Danny Ibarra-Vega. 2019. Fundamentos conceptuales para la tasación de multas ambientales en Colombia. *Revista Finanzas y política económica* 11:1, 183-194. [[Crossref](#)]
558. Ashlesha Khedekar-Swaminathan. Behavioral Strategies to Achieve Financial Stability in Uncertain Times 177-198. [[Crossref](#)]
559. Sezen Güngör, Engin Demirel, Nihan Tomris Küçün. Personality and Emotional Biases 139-161. [[Crossref](#)]
560. B. Douglas Bernheim, Luca Braghieri, Alejandro Martínez-Marquina, David Zuckerman. 2019. A Theory of Chosen Preferences. *SSRN Electronic Journal* . [[Crossref](#)]
561. Ben Depoorter, Sven Hoepfner. Endowment Effect 727-733. [[Crossref](#)]
562. Peter Kotzian. 2019. Actor-Based Approaches in Business Administration Research. *SSRN Electronic Journal* . [[Crossref](#)]
563. Dong-Hyuk Kim, Anmol Ratan. 2019. Disentangling Risk-Aversion and Loss Aversion in First-Price Auctions: An Empirical Approach. *SSRN Electronic Journal* . [[Crossref](#)]
564. Masaki Takahashi. 2019. The Behavioral Effect of Insurance Coverage and Its Health Consequences: Evidence from Long-Term Care. *SSRN Electronic Journal* . [[Crossref](#)]
565. Monika Czerwonka. 2019. Cultural, cognitive and personality traits in risk-taking behaviour: evidence from Poland and the United States of America. *Economic Research-Ekonomska Istraživanja* 32:1, 894-908. [[Crossref](#)]
566. William Riggs. 2019. Perception of Safety and Cycling Behaviour on Varying Street Typologies: Opportunities for Behavioural Economics and Design. *Transportation Research Procedia* 41, 204-218. [[Crossref](#)]
567. Marton L. Gyimesi, Johannes K. Vilsmeier, Martin Voracek, Ulrich S. Tran. 2019. No Evidence That Lateral Preferences Predict Individual Differences in the Tendency to Update Mental Representations: A Replication-Extension Study. *Collabra: Psychology* 5:1. . [[Crossref](#)]

568. Daisuke Asaoka. 2019. Behavioral analysis of mergers and acquisitions decisions. *Corporate Board role duties and composition* 15:3, 8-16. [[Crossref](#)]
569. Spyros Terovitis. 2019. Raising Capital Under Demand Uncertainty. *SSRN Electronic Journal* . [[Crossref](#)]
570. David A. Lubarsky, Michael T. French, Howard S. Gitlow, Lisa F. Rosen, Steven G. Ullmann. 2019. Why Money Alone Can't (Always) "Nudge" Physicians. *Anesthesiology* 130:1, 154-170. [[Crossref](#)]
571. Dreux Sutcliffe. 2019. The Ultimatum Heuristic in Mixed-Motive Noncooperative Games. *SSRN Electronic Journal* . [[Crossref](#)]
572. Claudina Vissio, Melina Richardet, Javier Chaves, Alejandro Larriestra. 2019. Preference of veterinarians to select an udder health programme for milk producers. *Veterinary Record Open* 6:1, e000313. [[Crossref](#)]
573. Patrick J. Hurley, Brian W. Mayhew, Kara Obermire, Amy Tegeler. 2019. The Impact of Managers' Risk Aversion and Loss Aversion on Audit Quality Demand. *SSRN Electronic Journal* . [[Crossref](#)]
574. Saeideh Nosratabadi, Zadollah Fathi, Abbas Shoul. 2019. Investigating the effect of the framework of individual and group acts on the stock trading activities in Tehran stock exchange. *Cogent Business & Management* 6:1, 1699310. [[Crossref](#)]
575. Hyun-Soo Choi, Roger Loh. 2019. The Geography of FinTech. *SSRN Electronic Journal* 23. . [[Crossref](#)]
576. Brianna L. Middlewood, Alycia Chin, Heidi Johnson, Melissa A. Z. Knoll. 2018. Exploring the relationships between impatience, savings automation, and financial welfare. *FINANCIAL PLANNING REVIEW* 121, e1020. [[Crossref](#)]
577. Remi Trudel. 2018. Sustainable consumer behavior. *Consumer Psychology Review* 1. . [[Crossref](#)]
578. Kene Boun My, Nicolas Lampach, Mathieu Lefebvre, Jacopo Magnani. 2018. Effects of gain-loss frames on advantageous inequality aversion. *Journal of the Economic Science Association* 4:2, 99-109. [[Crossref](#)]
579. Drew M. Anderson, Sara Goldrick-Rab. 2018. Aid after enrollment: Impacts of a statewide grant program at public two-year colleges. *Economics of Education Review* 67, 148-157. [[Crossref](#)]
580. Matteo M. Galizzi. 2018. Book review. *Journal of Economic Psychology* 69, 58-60. [[Crossref](#)]
581. H. Daniel Heist, Ram A. Cnaan. 2018. Price and agency effects on charitable giving behavior. *Journal of Behavioral and Experimental Economics* 77, 129-138. [[Crossref](#)]
582. William S. Yancy, Pamela A. Shaw, Lisa Wesby, Victoria Hilbert, Lin Yang, Jingsan Zhu, Andrea Troxel, David Huffman, Gary D. Foster, Alexis C. Wojtanowski, Kevin G. Volpp. 2018. Financial incentive strategies for maintenance of weight loss: results from an internet-based randomized controlled trial. *Nutrition & Diabetes* 8:1. . [[Crossref](#)]
583. Kesong Hu, Eve De Rosa, Adam K. Anderson. 2018. Differential temporal salience of earning and saving. *Nature Communications* 9:1. . [[Crossref](#)]
584. Patricia L. Lockwood, Marco K. Wittmann, Matthew A. J. Apps, Miriam C. Klein-Flügge, Molly J. Crockett, Glyn W. Humphreys, Matthew F. S. Rushworth. 2018. Neural mechanisms for learning self and other ownership. *Nature Communications* 9:1. . [[Crossref](#)]
585. Giuseppina Migliore, Massimiliano Borrello, Alessia Lombardi, Giorgio Schifani. 2018. Consumers' willingness to pay for natural food: evidence from an artefactual field experiment. *Agricultural and Food Economics* 6:1. . [[Crossref](#)]
586. Michaela Grösch, Martina Steul-Fischer. 2018. Less is more: How the number of insurance options influences customers' default acceptance. *Zeitschrift für die gesamte Versicherungswissenschaft* 107:5, 517-529. [[Crossref](#)]

587. Salvatore Di Falco, Sindra Sharma. 2018. Investing in Climate Change Adaptation: Motivations and Green Incentives in the Fiji Islands. *Ecological Economics* **154**, 394-408. [[Crossref](#)]
588. Shi Min, Xiaobing Wang, Min Liu, Jikun Huang. 2018. The asymmetric response of farmers to an expected change in the price of rubber: The roles of sunk costs and path dependency. *Land Use Policy* **79**, 585-594. [[Crossref](#)]
589. Jasmin Mahmoodi, Ashreeta Prasanna, Stefanie Hille, Martin K. Patel, Tobias Brosch. 2018. Combining “carrot and stick” to incentivize sustainability in households. *Energy Policy* **123**, 31-40. [[Crossref](#)]
590. Mary Beth Rousseau, Franz Kellermanns, Thomas Zellweger, Tammy E. Beck. 2018. Relationship Conflict, Family Name Congruence, and Socioemotional Wealth in Family Firms. *Family Business Review* **31**:4, 397-416. [[Crossref](#)]
591. Anita Kolnhofer Derecskei. 2018. Relations between risk attitudes, culture and the endowment effect. *Engineering Management in Production and Services* **10**:4, 7-20. [[Crossref](#)]
592. Jan M. Bauer, Lizzy Feller, Elena Glinskaya. Commissioner-Provider Relations: International Experience and Implications for China’s Policy 215-242. [[Crossref](#)]
593. Caroline O. Ford, Bradley E. Lail, Velina Popova. Are Non-professional Investors’ Attitudes toward Earnings Management Consistent with Their Investing Behavior? 47-68. [[Crossref](#)]
594. Arash Riasi, Zvi Schwartz, Chih-Chien Chen. 2018. A proposition-based theorizing approach to hotel cancellation practices research. *International Journal of Contemporary Hospitality Management* **30**:11, 3211-3228. [[Crossref](#)]
595. Yacan Wang, Dick Ettema, Huiyu Zhou, Xiangrui Sun. 2018. Understanding peak avoidance commuting by subway: an empirical study in Beijing. *International Journal of Logistics Research and Applications* **21**:6, 597-613. [[Crossref](#)]
596. Camilla Colombo. 2018. Doing, Allowing, Gains, and Losses. *Ethical Theory and Moral Practice* **21**:5, 1107-1118. [[Crossref](#)]
597. Ryoji Sawa, Jiabin Wu. 2018. Prospect dynamics and loss dominance. *Games and Economic Behavior* **112**, 98-124. [[Crossref](#)]
598. Xinpeng Shi, Zhibin Lin, Jonathan Liu, Yan Keung Hui. 2018. Consumer loyalty toward smartphone brands: The determining roles of deliberate inertia and cognitive lock-in. *Information & Management* **55**:7, 866-876. [[Crossref](#)]
599. Jeremy Burke, Jill Luoto, Francisco Perez-Arce. 2018. Soft versus Hard Commitments: A Test on Savings Behaviors. *Journal of Consumer Affairs* **52**:3, 733-745. [[Crossref](#)]
600. Marco Lerro, Francesco Caracciolo, Riccardo Vecchio, Luigi Cembalo. 2018. Consumer's Side of Corporate Social Responsibility: A Nonhypothetical Study. *Journal of Consumer Affairs* **52**:3, 689-710. [[Crossref](#)]
601. Ramon Eliëns, Katrin Eling, Sarah Gelper, Fred Langerak. 2018. Rational Versus Intuitive Gatekeeping: Escalation of Commitment in the Front End of NPD. *Journal of Product Innovation Management* **35**:6, 890-907. [[Crossref](#)]
602. Franz Ecker, Hans Spada, Ulf J.J. Hahnel. 2018. Independence without control: Autarky outperforms autonomy benefits in the adoption of private energy storage systems. *Energy Policy* **122**, 214-228. [[Crossref](#)]
603. Margarita Gascó, Pablo Briñol, David Santos, Richard E. Petty, Javier Horcajo. 2018. Where Did This Thought Come From? A Self-Validation Analysis of the Perceived Origin of Thoughts. *Personality and Social Psychology Bulletin* **44**:11, 1615-1628. [[Crossref](#)]

604. Behzad Esmaeilian, Ben Wang, Kemper Lewis, Fabio Duarte, Carlo Ratti, Sara Behdad. 2018. The future of waste management in smart and sustainable cities: A review and concept paper. *Waste Management* **81**, 177-195. [[Crossref](#)]
605. Yun Jie. 2018. Prepayment effect: Prepayment with clawback increases task participation. *Journal of Business Research* **92**, 210-218. [[Crossref](#)]
606. Bernie Garrett. Perception and Proof 187-206. [[Crossref](#)]
607. Davide Morisi. 2018. Choosing the Risky Option. *Public Opinion Quarterly* **82**:3, 447-469. [[Crossref](#)]
608. Junius Gunaratne, Lior Zalmanson, Oded Nov. 2018. The Persuasive Power of Algorithmic and Crowdsourced Advice. *Journal of Management Information Systems* **35**:4, 1092-1120. [[Crossref](#)]
609. Colin M. Ramsay, Victor I. Oguledo. 2018. The Annuity Puzzle and an Outline of Its Solution. *North American Actuarial Journal* **22**:4, 623-645. [[Crossref](#)]
610. Barbara Vis, Dieuwertje Kuijpers. 2018. Prospect theory and foreign policy decision-making: Underexposed issues, advancements, and ways forward. *Contemporary Security Policy* **39**:4, 575-589. [[Crossref](#)]
611. Joshua Blumenstock, Michael Callen, Tarek Ghani. 2018. Why Do Defaults Affect Behavior? Experimental Evidence from Afghanistan. *American Economic Review* **108**:10, 2868-2901. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
612. Tim Rakow, Emily Blackshaw, Christina Pagel, David S. Spiegelhalter. 2018. Comparing What to What, on What Scale? The Impact of Item Comparisons and Reference Points in Communicating Risk and Uncertainty. *Journal of Behavioral Decision Making* **31**:4, 547-561. [[Crossref](#)]
613. Yussif Nagumse Alhassan. 2018. Effect of informal financial support for health care on health Insurance uptake: Evidence from a mixed-methods study in Tamale metropolis of northern Ghana. *The International Journal of Health Planning and Management* **33**:4, e930-e943. [[Crossref](#)]
614. Eitan Hourie, Miki Malul, Raphael Bar-El. 2018. The Value of Job Security: Does Having It Matter?. *Social Indicators Research* **139**:3, 1131-1145. [[Crossref](#)]
615. Anne Arquit Niederberger, Guy Champniss. 2018. Flip sides of the same coin? A simple efficiency score versus energy bill savings information to drive consumers to choose more energy-efficient products. *Energy Efficiency* **11**:7, 1657-1671. [[Crossref](#)]
616. Steven März. 2018. Beyond economics—understanding the decision-making of German small private landlords in terms of energy efficiency investment. *Energy Efficiency* **11**:7, 1721-1743. [[Crossref](#)]
617. D. Naudin, R. Gagnayre, G. Reach. 2018. Les bases neuro-économiques de l'observance. *Médecine des Maladies Métaboliques* **12**:6, 481-486. [[Crossref](#)]
618. Hans Christoph Curtius. 2018. The adoption of building-integrated photovoltaics: barriers and facilitators. *Renewable Energy* **126**, 783-790. [[Crossref](#)]
619. Laurita M Hack. 2018. Wisdom and Courage. *Physical Therapy* **98**:10, 830-843. [[Crossref](#)]
620. Gulay Samatli-Pac, Wenjing Shen, Xinxin Hu. 2018. The Impact of Consumer Loss Aversion on Returns Policies and Supply Chain Coordination. *International Journal of Operations Research and Information Systems* **9**:4, 1-20. [[Crossref](#)]
621. Sven Nolte, Judith C. Schneider. 2018. How price path characteristics shape investment behavior. *Journal of Economic Behavior & Organization* **154**, 33-59. [[Crossref](#)]
622. Suzanne B. Shu, Stephen D. Shu. 2018. The Psychology of Decumulation Decisions During Retirement. *Policy Insights from the Behavioral and Brain Sciences* **5**:2, 216-223. [[Crossref](#)]
623. Anton Vaskovskyi. 2018. Genesis of behavioral economics and its applicability in public finance. *Český finanční a účetní časopis* **2018**:3, 57-77. [[Crossref](#)]

624. Matthias R. Hastall, Anna J. M. Wagner. 2018. Enhancing Selective Exposure to Health Messages and Health Intentions. *Journal of Media Psychology* 30:4, 217-231. [[Crossref](#)]
625. Anine Kierulf. Judicial Review in Norway 76, . [[Crossref](#)]
626. Eugene Chan, Najam Saqib. 2018. Reversing the endowment effect by empowering buyers and sellers. *European Journal of Marketing* 52:9/10, 1827-1844. [[Crossref](#)]
627. Ruby Saine, Carlin A. Nguyen, Ali Besharat, Philip J. Trocchia. 2018. To stay or switch: breaking the habit of status quo through imagery perspective. *European Journal of Marketing* 52:9/10, 1864-1885. [[Crossref](#)]
628. Philip Pablo Mellizo. 2018. Do consumers value employee ownership? Evidence from an experimental auction. *Journal of Participation and Employee Ownership* 1:2/3, 162-190. [[Crossref](#)]
629. Yves Staudt, Joël Wagner. 2018. What policyholder and contract features determine the evolution of non-life insurance customer relationships?. *International Journal of Bank Marketing* 36:6, 1098-1124. [[Crossref](#)]
630. Victor Cui, Shujun Ding, Mingzhi Liu, Zhenyu Wu. 2018. Revisiting the Effect of Family Involvement on Corporate Social Responsibility: A Behavioral Agency Perspective. *Journal of Business Ethics* 152:1, 291-309. [[Crossref](#)]
631. Lorenzo Masiero, Richard T.R. Qiu. 2018. Modeling reference experience in destination choice. *Annals of Tourism Research* 72, 58-74. [[Crossref](#)]
632. MICHAEL NEUMANN. 2018. Testing Rationality. *Dialogue* 57:3, 615-631. [[Crossref](#)]
633. Yousef Eiadat, Alejandro M. Fernández Castro. 2018. The Inverted U-Shaped Hypothesis and Firm Environmental Responsiveness: The Moderating Role of Institutional Alignment. *European Management Review* 15:3, 411-426. [[Crossref](#)]
634. Yael Ecker, Michael Gilead. 2018. Goal-Directed Allostasis: The Unique Challenge of Keeping Things as They Are and Strategies to Overcome It. *Perspectives on Psychological Science* 13:5, 618-633. [[Crossref](#)]
635. Egon Smeral. 2018. Variations in Seasonal Outbound Travel across the Business Cycles. *Journal of Travel Research* 57:7, 936-946. [[Crossref](#)]
636. Fabio D'Orlando, Francesco Ferrante. 2018. Macroeconomic priorities revisited: the behavioural foundations of stabilization policies. *Cambridge Journal of Economics* 42:5, 1255-1275. [[Crossref](#)]
637. Piotr Białowolski. 2018. Hard Times! How do Households Cope with Financial Difficulties? Evidence from the Swiss Household Panel. *Social Indicators Research* 139:1, 147-161. [[Crossref](#)]
638. Nives DellaValle, Adriano Bisello, Jessica Balest. 2018. In search of behavioural and social levers for effective social housing retrofit programs. *Energy and Buildings* 172, 517-524. [[Crossref](#)]
639. Abhishek Kar, Hisham Zerriffi. 2018. From cookstove acquisition to cooking transition: Framing the behavioural aspects of cookstove interventions. *Energy Research & Social Science* 42, 23-33. [[Crossref](#)]
640. Antonio Filippin, Francesca Gioia. 2018. Competition and subsequent risk-taking behaviour: Heterogeneity across gender and outcomes. *Journal of Behavioral and Experimental Economics* 75, 84-94. [[Crossref](#)]
641. Øyvind Nystad Handberg. 2018. No sense of ownership in weak participation: a forest conservation experiment in Tanzania. *Environment and Development Economics* 23:4, 434-451. [[Crossref](#)]
642. Minsun Kim, Chun-Hung Tang, Wesley S. Roehl. 2018. The effect of hotel's dual-branding on willingness-to-pay and booking intention: a luxury/upper-upscale combination. *Journal of Revenue and Pricing Management* 17:4, 256-275. [[Crossref](#)]
643. Oren Bar-Gill, Christoph Engel. 2018. How to Protect Entitlements: An Experiment. *The Journal of Law and Economics* 61:3, 525-553. [[Crossref](#)]

644. Marie Juanchich, Lukasz Walasek, Miroslav Sirota. 2018. Decision-makers are resilient in the face of social exclusion. *British Journal of Psychology* **109**:3, 604-630. [[Crossref](#)]
645. Sivan Frenkel, Yuval Heller, Roei Teper. 2018. THE ENDOWMENT EFFECT AS BLESSING. *International Economic Review* **59**:3, 1159-1186. [[Crossref](#)]
646. David S. Fedson. 2018. What treating Ebola means for pandemic influenza. *Journal of Public Health Policy* **39**:3, 268-282. [[Crossref](#)]
647. Kris Bachus, Frederic Vanswijgenhoven. 2018. The use of regulatory taxation as a policy instrument for sustainability transitions: old wine in new bottles or unexplored potential?. *Journal of Environmental Planning and Management* **61**:9, 1469-1486. [[Crossref](#)]
648. Brian M. Sweis, Samantha V. Abram, Brandy J. Schmidt, Kelsey D. Seeland, Angus W. MacDonald, Mark J. Thomas, A. David Redish. 2018. Sensitivity to “sunk costs” in mice, rats, and humans. *Science* **361**:6398, 178-181. [[Crossref](#)]
649. Bojun Gu, Yufang Fu, Yanling Li. 2018. Fresh-Keeping Effort and Channel Performance in a Fresh Product Supply Chain with Loss-Averse Consumers’ Returns. *Mathematical Problems in Engineering* **2018**, 1-20. [[Crossref](#)]
650. E. Tory Higgins, Nira Liberman. 2018. The Loss of Loss Aversion: Paying Attention to Reference Points. *Journal of Consumer Psychology* **28**:3, 523-532. [[Crossref](#)]
651. Itamar Simonson, Ran Kivetz. 2018. Bringing (Contingent) Loss Aversion Down to Earth - A Comment on Gal & Rucker’s Rejection of “Losses Loom Larger Than Gains”. *Journal of Consumer Psychology* **28**:3, 517-522. [[Crossref](#)]
652. David Gal, Derek D. Rucker. 2018. The Loss of Loss Aversion: Will It Loom Larger Than Its Gain?. *Journal of Consumer Psychology* **28**:3, 497-516. [[Crossref](#)]
653. Sharon Shavitt. 2018. A New Version of Loss Aversion: Introduction to Research Dialogue. *Journal of Consumer Psychology* **28**:3, 495-496. [[Crossref](#)]
654. Mark-Jan Boes, Arjen Siegmans. 2018. Intergenerational risk sharing under loss averse preferences. *Journal of Banking & Finance* **92**, 269-279. [[Crossref](#)]
655. Subhasish M. Chowdhury, Joo Young Jeon, Abhijit Ramalingam. 2018. PROPERTY RIGHTS AND LOSS AVERSION IN CONTESTS. *Economic Inquiry* **56**:3, 1492-1511. [[Crossref](#)]
656. Luis Mundaca, Sarah Kloke. 2018. On-Bill Financing Programs to Support Low-Carbon Energy Technologies: An Agent-Oriented Assessment. *Review of Policy Research* **35**:4, 502-534. [[Crossref](#)]
657. Begum Guney, Michael Richter, Matan Tsur. 2018. Aspiration-based choice. *Journal of Economic Theory* **176**, 935-956. [[Crossref](#)]
658. Chengxiang Zhuge, Chunfu Shao. 2018. Agent-based modelling of purchasing, renting and investing behaviour in dynamic housing markets. *Journal of Computational Science* **27**, 130-146. [[Crossref](#)]
659. Natalie Gold. 2018. The Origins of Behavioural Public Policy, Adam Oliver. Cambridge University Press, 2017, 252 pages. *Economics and Philosophy* **34**:2, 267-274. [[Crossref](#)]
660. Christoph Schneider, Markus Weinmann, Jan vom Brocke. 2018. Digital nudging. *Communications of the ACM* **61**:7, 67-73. [[Crossref](#)]
661. Ioannis Evangelidis, Jonathan Levav. 2018. Process Utility and the Effect of Inaction Frames. *Management Science* . [[Crossref](#)]
662. Muhammad Zubair Tauni, Muhammad Ansar Majeed, Sultan Sikandar Mirza, Salman Yousaf, Khalil Jebran. 2018. Moderating influence of advisor personality on the association between financial advice and investor stock trading behavior. *International Journal of Bank Marketing* **36**:5, 947-968. [[Crossref](#)]
663. Mette Trier Damgaard, Helena Skyt Nielsen. 2018. Nudging in education. *Economics of Education Review* **64**, 313-342. [[Crossref](#)]

664. Itzhak Gilboa, Maria Rouziou, Olivier Sibony. 2018. Decision theory made relevant: Between the software and the shrink. *Research in Economics* 72:2, 240-250. [[Crossref](#)]
665. Alexander Hertel-Fernandez. 2018. Policy Feedback as Political Weapon: Conservative Advocacy and the Demobilization of the Public Sector Labor Movement. *Perspectives on Politics* 16:2, 364-379. [[Crossref](#)]
666. Peter Slade. 2018. The Effects of Pricing Canadian Livestock Emissions. *Canadian Journal of Agricultural Economics/Revue canadienne d'agroeconomie* 66:2, 305-329. [[Crossref](#)]
667. Clarence Lee, Elie Ofek, Thomas J. Steenburgh. 2018. Personal and Social Usage: The Origins of Active Customers and Ways to Keep Them Engaged. *Management Science* 64:6, 2473-2495. [[Crossref](#)]
668. Kun Zhao, Yoshihisa Kashima, Luke Smillie. 2018. From Windfall Sharing to Property Ownership: Prosocial Personality Traits in Giving and Taking Dictator Games. *Games* 9:2, 30. [[Crossref](#)]
669. Dalya Ismael, Tripp Shealy. 2018. Sustainable Construction Risk Perceptions in the Kuwaiti Construction Industry. *Sustainability* 10:6, 1854. [[Crossref](#)]
670. Josip Kotlar, Andrea Signori, Alfredo De Massis, Silvio Vismara. 2018. Financial Wealth, Socioemotional Wealth, and IPO Underpricing in Family Firms: A Two-stage Gamble Model. *Academy of Management Journal* 61:3, 1073-1099. [[Crossref](#)]
671. Fei Li, Zhan Guo. 2018. Do Parking Maximums Deter Housing Development?. *Journal of Planning Education and Research* 38:2, 183-197. [[Crossref](#)]
672. Alison M. Perez, Jeffrey Scott Spence, L. D. Kiel, Erin E. Venza, Sandra B. Chapman. 2018. Influential Cognitive Processes on Framing Biases in Aging. *Frontiers in Psychology* 9. . [[Crossref](#)]
673. André Soares Santos, Augusto Afonso Guerra-Junior, Brian Godman, Alec Morton, Cristina Mariano Ruas. 2018. Cost-effectiveness thresholds: methods for setting and examples from around the world. *Expert Review of Pharmacoeconomics & Outcomes Research* 18:3, 277-288. [[Crossref](#)]
674. Patricia J. McCabe. 2018. Elizabeth Usher Memorial Lecture: How do we change our profession? Using the lens of behavioural economics to improve evidence-based practice in speech-language pathology. *International Journal of Speech-Language Pathology* 20:3, 300-309. [[Crossref](#)]
675. Massimo Filippini, Bettina Hirl, Giuliano Masiero. 2018. Habits and rational behaviour in residential electricity demand. *Resource and Energy Economics* 52, 137-152. [[Crossref](#)]
676. LIOR SHEFFER, PETER JOHN LOEWEN, STUART SOROKA, STEFAAN WALGRAVE, TAMIR SHEAFER. 2018. Nonrepresentative Representatives: An Experimental Study of the Decision Making of Elected Politicians. *American Political Science Review* 112:2, 302-321. [[Crossref](#)]
677. Cynthia Radnitz, Katharine L. Loeb, Kathleen L. Keller, Kerri Boutelle, Marlene B. Schwartz, Lauren Todd, Sue Marcus. 2018. Effect of default menus on food selection and consumption in a college dining hall simulation study. *Public Health Nutrition* 21:7, 1359-1369. [[Crossref](#)]
678. de Haan Thomas, Linde Jona. 2018. 'Good Nudge Lullaby': Choice Architecture and Default Bias Reinforcement. *The Economic Journal* 128:610, 1180-1206. [[Crossref](#)]
679. Olivier Bochet, Simon Siegenthaler. 2018. BETTER LATER THAN NEVER? AN EXPERIMENT ON BARGAINING UNDER ADVERSE SELECTION. *International Economic Review* 59:2, 947-971. [[Crossref](#)]
680. Namrata Chindarkar, Dodo Thampapillai. 2018. Rethinking Teaching of Basic Principles of Economics from a Sustainability Perspective. *Sustainability* 10:5, 1486. [[Crossref](#)]
681. Madison L. Pesowski, Ori Friedman. 2018. Using versus liking: Young children use ownership to predict actions but not to infer preferences. *Journal of Experimental Child Psychology* 169, 19-29. [[Crossref](#)]

682. Hanna Schneider, Florian Lachner, Malin Eiband, Ceenu George, Purvish Shah, Chinmay Parab, Anjali Kukreja, Heinrich Hussmann, Andreas Butz. 2018. Privacy and personalization. *Interactions* 25:3, 52-55. [[Crossref](#)]
683. Beatrice Orlando, Antonio Renzi, Giuseppe Sancetta, Nicola Cucari. 2018. How does firm diversification impact innovation?. *Technology Analysis & Strategic Management* 30:4, 391-404. [[Crossref](#)]
684. Peter E. Earl. 2018. Richard H. Thaler: A Nobel Prize for Behavioural Economics. *Review of Political Economy* 30:2, 107-125. [[Crossref](#)]
685. E. Mason, M. Giuliani, A. Castelletti, F. Amigoni. 2018. Identifying and Modeling Dynamic Preference Evolution in Multipurpose Water Resources Systems. *Water Resources Research* 54:4, 3162-3175. [[Crossref](#)]
686. Hilary Byerly, Andrew Balmford, Paul J Ferraro, Courtney Hammond Wagner, Elizabeth Palchak, Stephen Polasky, Taylor H Ricketts, Aaron J Schwartz, Brendan Fisher. 2018. Nudging pro-environmental behavior: evidence and opportunities. *Frontiers in Ecology and the Environment* 16:3, 159-168. [[Crossref](#)]
687. Mandy Ryan, Nicolas Krucien, Frouke Hermens. 2018. The eyes have it: Using eye tracking to inform information processing strategies in multi-attributes choices. *Health Economics* 27:4, 709-721. [[Crossref](#)]
688. Petra Pinger, Katrin Rakoczy, Michael Besser, Eckhard Klieme. 2018. Interplay of formative assessment and instructional quality—interactive effects on students’ mathematics achievement. *Learning Environments Research* 21:1, 61-79. [[Crossref](#)]
689. Jolie M. Martin, Tomás Lejarraga, Cleotilde Gonzalez. 2018. The effects of motivation and memory on the weighting of reference prices. *Journal of Economic Psychology* 65, 16-25. [[Crossref](#)]
690. Gaurav Suri, James M. Shine, James J. Gross. 2018. Why do we do what we do? The Attention-Readiness-Motivation framework. *Social and Personality Psychology Compass* 12:4, e12382. [[Crossref](#)]
691. Shuzo Abe, Yoshiyuki Okuse. 2018. Direction of comparison effect and consumer research: from general to specific implications. *Behaviormetrika* 45:1, 211-220. [[Crossref](#)]
692. Mellissa Marcus, Terence C. Burnham, David W. Stephens, Aimee S. Dunlap. 2018. Experimental evolution of color preference for oviposition in *Drosophila melanogaster*. *Journal of Bioeconomics* 20:1, 125-140. [[Crossref](#)]
693. Gul Gunaydin, Emre Selcuk, Cansu Yilmaz, Cindy Hazan. 2018. I Have, Therefore I Love: Status Quo Preference in Mate Choice. *Personality and Social Psychology Bulletin* 44:4, 589-600. [[Crossref](#)]
694. Swarn Chatterjee, Joseph Goetz. Behavioral Finance 11-18. [[Crossref](#)]
695. Jodi Letkiewicz. Heuristics and Biases 25-42. [[Crossref](#)]
696. HanNa Lim. Decision-Making under Risk 43-64. [[Crossref](#)]
697. Michael J. Liersch. Intentional Choice Architecture 97-118. [[Crossref](#)]
698. Katrin Hussinger, Johannes M.H. Dick, Dirk Czarnitzki. 2018. Ownership concentration and innovativeness of corporate ventures. *Research Policy* 47:2, 527-541. [[Crossref](#)]
699. José Edwards. 2018. HARRY HELSON’S ADAPTATION-LEVEL THEORY, HAPPINESS TREADMILLS, AND BEHAVIORAL ECONOMICS. *Journal of the History of Economic Thought* 40:1, 1-22. [[Crossref](#)]
700. Rebecca C. Ruehle. 2018. Unterschiede in der ethischen Bewertung staatlichen und unternehmerischen Nudgings. *Vierteljahrshefte zur Wirtschaftsforschung* 87:1, 65-79. [[Crossref](#)]

701. Calum Hartley, Sophie Fisher. 2018. Mine is better than yours: Investigating the ownership effect in children with autism spectrum disorder and typically developing children. *Cognition* **172**, 26-36. [[Crossref](#)]
702. Jane Sell. 2018. Definitions and the Development of Theory in Social Psychology. *Social Psychology Quarterly* **81**:1, 8-22. [[Crossref](#)]
703. Carla M. N. Caruana, R. Michael McGregor, Aaron A. Moore, Laura B. Stephenson. 2018. Voting “Ford” or Against: Understanding Strategic Voting in the 2014 Toronto Municipal Election. *Social Science Quarterly* **99**:1, 231-245. [[Crossref](#)]
704. Carly D. Robinson, Gonzalo A. Pons, Angela L. Duckworth, Todd Rogers. 2018. Some Middle School Students Want Behavior Commitment Devices (but Take-Up Does Not Affect Their Behavior). *Frontiers in Psychology* **9**. . [[Crossref](#)]
705. Angela Fraser. The influence of package design on consumer purchase intent 225-249. [[Crossref](#)]
706. Justine Jacot, Philip Pärnamets. 2018. GIRL special issue introduction. *Synthese* **195**:2, 483-490. [[Crossref](#)]
707. Ellen van Kleef, Karen Seijdel, Monique H. Vingerhoeds, René A. de Wijk, Hans C.M. van Trijp. 2018. The effect of a default-based nudge on the choice of whole wheat bread. *Appetite* **121**, 179-185. [[Crossref](#)]
708. Timothy Bolt, Jörg Mahlich, Yusuke Nakamura, Masahiko Nakayama. 2018. Hematologists’ Preferences for First-line Therapy Characteristics for Multiple Myeloma in Japan: Attribute Rating and Discrete Choice Experiment. *Clinical Therapeutics* **40**:2, 296-308.e2. [[Crossref](#)]
709. Marcel Stadelmann, Renate Schubert. 2018. How Do Different Designs of Energy Labels Influence Purchases of Household Appliances? A Field Study in Switzerland. *Ecological Economics* **144**, 112-123. [[Crossref](#)]
710. Niklas L. Hallberg. 2018. Managing value appropriation in buyer–supplier relationships: The role of commercial decision resources. *European Management Journal* **36**:1, 125-134. [[Crossref](#)]
711. Julia Koch, Oliver Christ. 2018. Household participation in an urban photovoltaic project in Switzerland: Exploration of triggers and barriers. *Sustainable Cities and Society* **37**, 420-426. [[Crossref](#)]
712. Haseeb Ahmed, Douglas R. Call, Robert J. Quinlan, Jonathan K. Yoder. 2018. Relationships between livestock grazing practices, disease risk, and antimicrobial use among East African Agropastoralists. *Environment and Development Economics* **23**:1, 80-97. [[Crossref](#)]
713. Kai Whiting, Leonidas Konstantakos, Angeles Carrasco, Luis Carmona. 2018. Sustainable Development, Wellbeing and Material Consumption: A Stoic Perspective. *Sustainability* **10**:2, 474. [[Crossref](#)]
714. Laura Delgado, Tripp Shealy. 2018. Opportunities for greater energy efficiency in government facilities by aligning decision structures with advances in behavioral science. *Renewable and Sustainable Energy Reviews* **82**, 3952-3961. [[Crossref](#)]
715. A. V. Belyanin. 2018. Richard Thaler and behavioral economics: From the lab experiments to the practice of nudging (Nobel Memorial Prize in Economic Sciences 2017). *Voprosy Ekonomiki* :1, 5-25. [[Crossref](#)]
716. Arkadiusz Bernal. 2018. Do Small Value-Added Tax Rate Decreases on Groceries Imply Lower Prices for Consumers?. *Eastern European Economics* **56**:1, 81-98. [[Crossref](#)]
717. Elliot T. Berkman. 2018. Value-based choice: An integrative, neuroscience-informed model of health goals. *Psychology & Health* **33**:1, 40-57. [[Crossref](#)]
718. Won Seok Lee, Joonho Moon. 2018. Examination of Loss Aversion and Its Role in Willingness to Pay for Leisure Services Using the Contingent Valuation Method. *Journal of Quality Assurance in Hospitality & Tourism* **19**:1, 31-44. [[Crossref](#)]

719. Elias Naumann. Increasing Conflict in Times of Retrenchment? Attitudes Towards Healthcare Provision in Europe Between 1996 and 2002 245-271. [[Crossref](#)]
720. Diana Paula Dudău, Nastasia Sălăgean, Florin Alin Sava. Executive Coaching 343-359. [[Crossref](#)]
721. Alexander Kharlamov, Glenn Parry. Advanced Supply Chains: Visibility, Blockchain and Human Behaviour 321-343. [[Crossref](#)]
722. Kai Purnhagen, Ellen van Kleef. Commanding to “Nudge” via the Proportionality Principle? 151-167. [[Crossref](#)]
723. Liad Weiss, Gita Venkataramani Johar. Psychological Ownership in Egocentric Categorization Theory 33-51. [[Crossref](#)]
724. Louis Anthony Cox, Douglas A. Popken, Richard X. Sun. Improving Individual, Group, and Organizational Decisions: Overcoming Learning Aversion in Evaluating and Managing Uncertain Risks 457-492. [[Crossref](#)]
725. Li Way Lee. The Oregon Paradox 25-32. [[Crossref](#)]
726. Bart P. Knijnenburg. Privacy in Social Information Access 19-74. [[Crossref](#)]
727. Ada Kritikos, Samuel D. Sparks. Embodiment as an Organising Principle 29-42. [[Crossref](#)]
728. Yasmin Olteanu. Theoretical Concepts 9-53. [[Crossref](#)]
729. Agnes Orban, Jan Sauermann, Christine Trampusch. Varianten des Institutionalismus 115-144. [[Crossref](#)]
730. Olaf B. Mäder. Der Objektivierungsprozess 63-94. [[Crossref](#)]
731. Olaf B. Mäder. Der objektivierungsorientierte Controllingansatz 129-157. [[Crossref](#)]
732. Vinzenz von Holle. Warum versagen die ökonomischen Theorien in der Wirklichkeit immer wieder? 13-95. [[Crossref](#)]
733. Bernadette Kamleitner. Besitzend und Besessen – Konsum und Besitz vor dem Hintergrund bröckelnder Subjekt-Objekt-Grenzen 109-124. [[Crossref](#)]
734. Maximilian Zieser. Verhaltenslenkung durch Steuern und Nudging 121-143. [[Crossref](#)]
735. Daniel Averbek. Verhaltens- und Marktanomalien im Blickwinkel der Behavioral Finance 39-76. [[Crossref](#)]
736. Helmut Laux, Robert M Gillenkirch, Heike Y Schenk-Mathes. Deskriptive Entscheidungstheorie bei Risiko 179-239. [[Crossref](#)]
737. Eric F. Rietzschel, Simone M. Ritter. Moving From Creativity to Innovation 3-34. [[Crossref](#)]
738. . Socioeconomic Issues, Reluctance in Buying Produce and Dealing With Highly Radioactive Waste 269-285. [[Crossref](#)]
739. Mattia Guerini, Mauro Napoletano, Andrea Roventini. 2018. No man is an Island: The impact of heterogeneity and local interactions on macroeconomic dynamics. *Economic Modelling* **68**, 82-95. [[Crossref](#)]
740. Mattias Vesterberg. 2018. The effect of price on electricity contract choice. *Energy Economics* **69**, 59-70. [[Crossref](#)]
741. Salvatore Piccolo, Aldo Pignataro. 2018. Consumer loss aversion, product experimentation and tacit collusion. *International Journal of Industrial Organization* **56**, 49-77. [[Crossref](#)]
742. Xiaobin Zhang, Yanmei Ye, Mengran Wang, Zhenning Yu, Jiaojiao Luo. 2018. The micro administrative mechanism of land reallocation in land consolidation: A perspective from collective action. *Land Use Policy* **70**, 547-558. [[Crossref](#)]
743. Dan Lovallo, Elif Ketencioglu. Risk Aversion 1485-1487. [[Crossref](#)]

744. Myriam Ertz, Fabien Durif, Manon Arcand. 2018. Business at the fingertips of consumers: a scale for measuring resale motivations in online settings. *The International Review of Retail, Distribution and Consumer Research* **28**:1, 92-114. [[Crossref](#)]
745. David A. Wuttke, Karen Donohue, Enno Siemsen. 2018. Initiating Supplier New Product Development Projects: A Behavioral Investigation. *Production and Operations Management* **27**:1, 80-99. [[Crossref](#)]
746. Ulrik Lyngs, Reuben Binns, Max Van Kleek, Nigel Shadbolt. "So, Tell Me What Users Want, What They Really, Really Want!" 1-10. [[Crossref](#)]
747. Moshe Babaioff, Shahar Dobzinski, Sigal Oren. Combinatorial Auctions with Endowment Effect 73-90. [[Crossref](#)]
748. Lucie Martin-Bonnel de Longchamp, Nicolas Lampach, Ludovic Parisot. 2018. How Cognitive Biases Affect Energy Savings in Low Energy Buildings. *SSRN Electronic Journal* . [[Crossref](#)]
749. Qiqi Cheng. 2018. Adapting Theory: Limited Neural Resource, Attention and Risk Attitude. *SSRN Electronic Journal* . [[Crossref](#)]
750. Berber Kramer, David Kunst. 2018. Intertemporal Choice and Income Regularity: Non-Fungibility in a Lab-in-the-Field Experiment. *SSRN Electronic Journal* . [[Crossref](#)]
751. Brandon R. Magner. 2018. Grand Theft Auto: Calibrating Laboratory Conditions to the New Normal in Union Elections. *SSRN Electronic Journal* . [[Crossref](#)]
752. Stephan Tontrup. 2018. Does the Endowment Effect Prevail When Traders Act Strategically?. *SSRN Electronic Journal* . [[Crossref](#)]
753. Erik Brynjolfsson, Felix Eggers, Avinash Gannamaneni. 2018. Using Massive Online Choice Experiments to Measure Changes in Well-Being. *SSRN Electronic Journal* . [[Crossref](#)]
754. Itzhak Gilboa, Maria Rouziou, Olivier Sibony. 2018. Decision Theory Made Relevant: Between the Software and the Shrink. *SSRN Electronic Journal* . [[Crossref](#)]
755. Linda Arata, Gianni Guastella, Stefano Pareglio, Riccardo Scarpa, Paolo Sckokai. 2018. Periurban Agriculture: Do the Current EU Agri-Environmental Policy Programmes Fit with it?. *SSRN Electronic Journal* . [[Crossref](#)]
756. Felix Fattinger. 2018. Trading Complex Risks. *SSRN Electronic Journal* . [[Crossref](#)]
757. Ronald Schettkat. 2018. Revision or Revolution? A Note on Behavioral vs. Neoclassical Economics. *SSRN Electronic Journal* . [[Crossref](#)]
758. Philip Michels. 2018. Vergütungssysteme für Vorstände – Eine Analyse mehrjähriger Bemessungsgrundlagen und Caps (The Design of Executive Compensation – An Analysis of Long-Term Compensation Components and Caps). *SSRN Electronic Journal* . [[Crossref](#)]
759. Ramona Dumitriu, Razvan Stefanescu. 2018. Introducere În Finanțele Comportamentale – Partea Întâi (An Introduction to Behavioral Finance – Part 1). *SSRN Electronic Journal* . [[Crossref](#)]
760. Alicea Lieberman, Kristen Duke, On Amir. 2018. How Incentive Framing Can Harness the Power of Social Norms. *SSRN Electronic Journal* . [[Crossref](#)]
761. Julia Blasch, Claudio Daminato. 2018. Behavioral Anomalies and Energy-Related Individual Choices: The Role of Status-Quo Bias. *SSRN Electronic Journal* . [[Crossref](#)]
762. Trey Malone, Kevin Gomez. 2018. Hemp in the United States: A Case Study of Regulatory Path Dependency. *SSRN Electronic Journal* . [[Crossref](#)]
763. Sze-chuan Suen, Diana Negoescu, Joel Goh. 2018. Design of Incentive Programs for Optimal Medication Adherence. *SSRN Electronic Journal* . [[Crossref](#)]
764. Lara Anne Hale. 2018. At Home with Sustainability: From Green Default Rules to Sustainable Consumption. *Sustainability* **10**:1, 249. [[Crossref](#)]

765. Aleksandar Mojašević, Ljubica Nikolić. 2018. Cognitive biases in the legal field: A meeting place of legal and behavioral science. *Zbornik radova Pravnog fakulteta Nis* 57:79, 253-274. [[Crossref](#)]
766. Margherita Comola, Marcel Fafchamps. 2018. An experimental study on decentralized networked markets. *Journal of Economic Behavior & Organization* 145, 567-591. [[Crossref](#)]
767. Andrew Bertoli, George Yin. 2018. The World Cup, Nationalism, and International Trade. *SSRN Electronic Journal* . [[Crossref](#)]
768. Rob Bauer, Tobias Ruof, Paul Smeets. 2018. Get Real! Individuals Prefer More Sustainable Investments. *SSRN Electronic Journal* . [[Crossref](#)]
769. D. Wade Hands. 2018. Foundations of Libertarian Paternalism: Normativity, Rationality, and Welfare. *SSRN Electronic Journal* . [[Crossref](#)]
770. Busra Gencer, Erik Larsen, Ann van Ackere. 2018. Understanding the Coevolution of Electricity Markets and Regulation. *SSRN Electronic Journal* . [[Crossref](#)]
771. Bo Hu. 2018. Statistical Arbitrage with Uncertain Fat Tails. *SSRN Electronic Journal* 66. . [[Crossref](#)]
772. Alice Guerra, Francesco Parisi. 2018. Accident Aversion: An Experiment. *SSRN Electronic Journal* 77. . [[Crossref](#)]
773. Julian J. Zlatev, David P. Daniels, Hajin Kim, Margaret A. Neale. 2017. Default neglect in attempts at social influence. *Proceedings of the National Academy of Sciences* 114:52, 13643-13648. [[Crossref](#)]
774. Steven J. Humphrey, Luke Lindsay, Chris Starmer. 2017. Consumption experience, choice experience and the endowment effect. *Journal of the Economic Science Association* 3:2, 109-120. [[Crossref](#)]
775. Jan Schnellbach. 2017. Verhaltensökonomische Theorie der Politik und die Robustheit politischer Institutionen. *List Forum für Wirtschafts- und Finanzpolitik* 43:3, 197-219. [[Crossref](#)]
776. Leyla Dogruel, Sven Joeckel, Jessica Vitak. 2017. The valuation of privacy premium features for smartphone apps: The influence of defaults and expert recommendations. *Computers in Human Behavior* 77, 230-239. [[Crossref](#)]
777. Zia Wadud. 2017. Asymmetry in transport fuel demand: Evidence from household level data. *Transportation Research Part D: Transport and Environment* 57, 277-286. [[Crossref](#)]
778. Alexander Genauck, Saskia Quester, Torsten Wüstenberg, Chantal Mörsen, Andreas Heinz, Nina Romanczuk-Seiferth. 2017. Reduced loss aversion in pathological gambling and alcohol dependence is associated with differential alterations in amygdala and prefrontal functioning. *Scientific Reports* 7:1. . [[Crossref](#)]
779. Thorsten Pachur, Benjamin Scheibehenne. 2017. Unpacking buyer-seller differences in valuation from experience: A cognitive modeling approach. *Psychonomic Bulletin & Review* 24:6, 1742-1773. [[Crossref](#)]
780. Tim B. Williamson, Harry W. Nelson. 2017. Barriers to enhanced and integrated climate change adaptation and mitigation in Canadian forest management. *Canadian Journal of Forest Research* 47:12, 1567-1576. [[Crossref](#)]
781. Daniel Aidoo-Mensah. 2017. Comparative Analysis of Savers and Non-Savers among Tomato Farmers in Ghana. *Agricultura Tropica et Subtropica* 50:4, 175-189. [[Crossref](#)]
782. Jens Weghake, Fabian Grabicki. 2017. The Qwerty Phenomenon: Its Relevance in a World with Creative Destruction. *Review of Economic and Business Studies* 10:2, 177-203. [[Crossref](#)]
783. Muhammad Zubair Tauni, Zia-ur-Rehman Rao, Hongxing Fang, Sultan Sikandar Mirza, Zulfiqar Ali Memon, Khalil Jebran. 2017. Do investor's Big Five personality traits influence the association between information acquisition and stock trading behavior?. *China Finance Review International* 7:4, 450-477. [[Crossref](#)]

784. Gordon Joughin, Phillip Dawson, David Boud. 2017. Improving assessment tasks through addressing our unconscious limits to change. *Assessment & Evaluation in Higher Education* **42**:8, 1221-1232. [[Crossref](#)]
785. Darragh Hare, Daniel J. Decker, Christian A. Smith, Ann B. Forstchen, Cynthia A. Jacobson. 2017. Applying Public Trust Thinking to Wildlife Governance in the United States: Challenges and Potential Solutions. *Human Dimensions of Wildlife* **22**:6, 506-523. [[Crossref](#)]
786. Omar Al-Ubaydli, John A. List, Danielle LoRe, Dana Suskind. 2017. Scaling for Economists: Lessons from the Non-Adherence Problem in the Medical Literature. *Journal of Economic Perspectives* **31**:4, 125-144. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
787. Ralf Elbert, Lowis Seikowsky. 2017. The influences of behavioral biases, barriers and facilitators on the willingness of forwarders' decision makers to modal shift from unimodal road freight transport to intermodal road-rail freight transport. *Journal of Business Economics* **87**:8, 1083-1123. [[Crossref](#)]
788. Timo Mandler, Sungbin Won, Kyungae Kim. 2017. Consumers' cognitive and affective responses to brand origin misclassifications: Does confidence in brand origin identification matter?. *Journal of Business Research* **80**, 197-209. [[Crossref](#)]
789. N'Famory Camara, Deyi Xu, Emmanuel Binyet. 2017. Understanding household energy use, decision making and behaviour in Guinea-Conakry by applying behavioural economics. *Renewable and Sustainable Energy Reviews* **79**, 1380-1391. [[Crossref](#)]
790. Luke P. Shoo, Carla P. Catterall, Sam Nicol, Rochelle Christian, Jonathan Rhodes, Penny Atkinson, Don Butler, Roger Zhu, Kerrie A. Wilson. 2017. Navigating Complex Decisions in Restoration Investment. *Conservation Letters* **10**:6, 748-756. [[Crossref](#)]
791. Kyootai Lee, Kailash Joshi. 2017. Examining the use of status quo bias perspective in IS research: need for re-conceptualizing and incorporating biases. *Information Systems Journal* **27**:6, 733-752. [[Crossref](#)]
792. Stefano DellaVigna, Attila Lindner, Balázs Reizer, Johannes F. Schmieder. 2017. Reference-Dependent Job Search: Evidence from Hungary*. *The Quarterly Journal of Economics* **132**:4, 1969-2018. [[Crossref](#)]
793. Jackson G. Lu, Joel Brockner, Yoav Vardi, Ely Weitz. 2017. The dark side of experiencing job autonomy: Unethical behavior. *Journal of Experimental Social Psychology* **73**, 222-234. [[Crossref](#)]
794. Fabrice Murtin, Romina Boarini, Juan Carlos Cordoba, Marla Ripoll. 2017. Beyond GDP: Is there a law of one shadow price?. *European Economic Review* **100**, 390-411. [[Crossref](#)]
795. Kurt B. Waldman, Jordan P. Blekking, Shahzeen Z. Attari, Tom P. Evans. 2017. Maize seed choice and perceptions of climate variability among smallholder farmers. *Global Environmental Change* **47**, 51-63. [[Crossref](#)]
796. . The Evolution of Food as Social Assistance: An Overview 1-41. [[Crossref](#)]
797. Alessandro Acquisti, Idris Adjerid, Rebecca Balebako, Laura Brandimarte, Lorrie Faith Cranor, Saranga Komanduri, Pedro Giovanni Leon, Norman Sadeh, Florian Schaub, Manya Sleeper, Yang Wang, Shomir Wilson. 2017. Nudges for Privacy and Security. *ACM Computing Surveys* **50**:3, 1-41. [[Crossref](#)]
798. Matthew Harding, Steven Sexton. 2017. Household Response to Time-Varying Electricity Prices. *Annual Review of Resource Economics* **9**:1, 337-359. [[Crossref](#)]
799. Bahar Leventoğlu. 2017. Bargaining with habit formation. *Economic Theory* **64**:3, 477-508. [[Crossref](#)]
800. Lior Fink, Dorit Geldman. 2017. The effects of consumer participation in product construction and design on willingness to pay: The case of software. *Computers in Human Behavior* **75**, 903-911. [[Crossref](#)]
801. Daniel Hermann, Saramena Sauthoff, Oliver Mußhoff. 2017. Ex-ante evaluation of policy measures to enhance carbon sequestration in agricultural soils. *Ecological Economics* **140**, 241-250. [[Crossref](#)]

802. Y.S. Cheng, K.H. Cao, C.K. Woo, A. Yatchew. 2017. Residential willingness to pay for deep decarbonization of electricity supply: Contingent valuation evidence from Hong Kong. *Energy Policy* **109**, 218-227. [[Crossref](#)]
803. Andreas Ernst, Ramón Briegel. 2017. A dynamic and spatially explicit psychological model of the diffusion of green electricity across Germany. *Journal of Environmental Psychology* **52**, 183-193. [[Crossref](#)]
804. Asmus Leth Olsen. 2017. Compared to What? How Social and Historical Reference Points Affect Citizens' Performance Evaluations. *Journal of Public Administration Research and Theory* **27**:4, 562-580. [[Crossref](#)]
805. Lenka Fiala, Charles N. Noussair. 2017. CHARITABLE GIVING, EMOTIONS, AND THE DEFAULT EFFECT. *Economic Inquiry* **55**:4, 1792-1812. [[Crossref](#)]
806. Elliot T. Berkman, Cendri A. Hutcherson, Jordan L. Livingston, Lauren E. Kahn, Michael Inzlicht. 2017. Self-Control as Value-Based Choice. *Current Directions in Psychological Science* **26**:5, 422-428. [[Crossref](#)]
807. Aaron M. Garvey, Margaret G. Meloy, Baba Shiv. 2017. The Jilting Effect: Antecedents, Mechanisms, and Consequences for Preference. *Journal of Marketing Research* **54**:5, 785-798. [[Crossref](#)]
808. Chie Hoon Song. 2017. Challenging the dominant logic in the healthcare industry: the case of precision medicine. *Technology Analysis & Strategic Management* **29**:8, 843-856. [[Crossref](#)]
809. Anup Krishnamurthy, G. Shainesh. 2017. Snubbing the old to embrace the new: the impact of cross-buying on the usage of existing services. *Journal of Services Marketing* **31**:6, 662-675. [[Crossref](#)]
810. Giovanna Giancesini. Dating & Mating in Adolescence: A Model to Predict Pathways of Relationship Outcomes 125-144. [[Crossref](#)]
811. Lauren Brown, Ting-hsuan Lee, Manuela De Allegri, Krishna Rao, John FP. Bridges. 2017. Applying stated-preference methods to improve health systems in sub-Saharan Africa: a systematic review. *Expert Review of Pharmacoeconomics & Outcomes Research* **17**:5, 441-458. [[Crossref](#)]
812. Steven Andrew Culpepper, James Joseph Balamuta. 2017. A Hierarchical Model for Accuracy and Choice on Standardized Tests. *Psychometrika* **82**:3, 820-845. [[Crossref](#)]
813. Chao-Feng Lee, Shih-Chieh Chuang, Chou-Kang Chiu, Kuo-Hao Lan. 2017. The Influence of Task Difficulty on Context Effect - Compromise and Attraction Effects. *Current Psychology* **36**:3, 392-409. [[Crossref](#)]
814. John Griffin. 2017. Risk premia and ambiguity in an experimental market featuring a long-lived asset. *Journal of Behavioral and Experimental Finance* **15**, 21-27. [[Crossref](#)]
815. Manuel Rey-Moreno, Cayetano Medina-Molina. 2017. Inhibitors of e-Government adoption: Determinants of habit and adoption intentions. *Journal of Innovation & Knowledge* **2**:3, 172-180. [[Crossref](#)]
816. Roberto Sarkisian. 2017. Team Incentives under Moral and Altruistic Preferences: Which Team to Choose?. *Games* **8**:3, 37. [[Crossref](#)]
817. Luis Carmona, Kai Whiting, Angeles Carrasco, Tânia Sousa, Tiago Domingos. 2017. Material Services with Both Eyes Wide Open. *Sustainability* **9**:9, 1508. [[Crossref](#)]
818. Kent D. Messer, Marco Costanigro, Harry M. Kaiser. 2017. Labeling Food Processes: The Good, the Bad and the Ugly. *Applied Economic Perspectives and Policy* **39**:3, 407-427. [[Crossref](#)]
819. Marita A. O'Brien, Clarke Peterson. 2017. Age Differences in Tornado Warning Responses and Emotions. *Proceedings of the Human Factors and Ergonomics Society Annual Meeting* **61**:1, 26-30. [[Crossref](#)]
820. Egon Smeral. 2017. Tourism Forecasting Performance Considering the Instability of Demand Elasticities. *Journal of Travel Research* **56**:7, 913-926. [[Crossref](#)]

821. Karen Page Winterich, Rebecca Walker Reczek, Julie R. Irwin. 2017. Keeping the Memory but Not the Possession: Memory Preservation Mitigates Identity Loss from Product Disposition. *Journal of Marketing* **81**:5, 104-120. [[Crossref](#)]
822. Eva-Ellen Weiß. 2017. Worktime control and work stress: the moderating effect of self-comparisons and social comparisons. *The International Journal of Human Resource Management* **127**, 1-23. [[Crossref](#)]
823. Sylvie Geisendorf, Christian Klippert. 2017. The Effect of Green Investments in an Agent-Based Climate-Economic Model. *Environmental Modeling & Assessment* **22**:4, 323-343. [[Crossref](#)]
824. Andrew Royal. 2017. Dynamics in risk taking with a low-probability hazard. *Journal of Risk and Uncertainty* **55**:1, 41-69. [[Crossref](#)]
825. Elizabeth M. Trimber, Christian C. Luhmann. 2017. Implicit predictions of future rewards and their electrophysiological correlates. *Behavioural Brain Research* **333**, 184-191. [[Crossref](#)]
826. Yoan Hermstrüwer, Stephan Dickert. 2017. Sharing is daring: An experiment on consent, chilling effects and a salient privacy nudge. *International Review of Law and Economics* **51**, 38-49. [[Crossref](#)]
827. Wenwen Xie, Benjamin Ho, Stephan Meier, Xinyue Zhou. 2017. Rank reversal aversion inhibits redistribution across societies. *Nature Human Behaviour* **1**:8. . [[Crossref](#)]
828. Aner Sela, Robyn A. LeBoeuf. 2017. Comparison Neglect in Upgrade Decisions. *Journal of Marketing Research* **54**:4, 556-571. [[Crossref](#)]
829. Dallas Burtraw, Kristen McCormack. 2017. Consignment auctions of free emissions allowances. *Energy Policy* **107**, 337-344. [[Crossref](#)]
830. Elizabeth Bruch, Fred Feinberg. 2017. Decision-Making Processes in Social Contexts. *Annual Review of Sociology* **43**:1, 207-227. [[Crossref](#)]
831. Franz Ecker, Ulf J. J. Hahnel, Hans Spada. 2017. Promoting Decentralized Sustainable Energy Systems in Different Supply Scenarios: The Role of Autarky Aspiration. *Frontiers in Energy Research* **5**. . [[Crossref](#)]
832. David Peón, Manel Antelo, Anxo Calvo-Silvosa. 2017. An inclusive taxonomy of behavioral biases. *European Journal of Government and Economics* **6**:1, 24. [[Crossref](#)]
833. Jérémy E. Lemoine, Christine Roland-Lévy. 2017. The effect of the presence of an audience on risk-taking while gambling: the social shield. *Social Influence* **12**:2-3, 101-114. [[Crossref](#)]
834. Aanand D. Naik, Hashem B. El-Serag. 2017. Endoscopic ablation of low-grade dysplasia in Barrett's esophagus: Have all the boxes been checked for us to move on?. *Gastrointestinal Endoscopy* **86**:1, 130-132. [[Crossref](#)]
835. Tracy Rank-Christman, Maureen Morrin, Christine Ringler. 2017. R-E-S-P-E-C-T Find out what my name means to me: The effects of marketplace misidentification on consumption. *Journal of Consumer Psychology* **27**:3, 333-340. [[Crossref](#)]
836. Eric A. Finkelstein, Kwang-Wei Tham, Benjamin A. Haaland, Aarti Sahasranaman. 2017. Applying economic incentives to increase effectiveness of an outpatient weight loss program (TRIO) – A randomized controlled trial. *Social Science & Medicine* **185**, 63-70. [[Crossref](#)]
837. HENDRIK P. VAN DALEN, KÈNE HENKENS, DOUGLAS A. HERSHEY. 2017. Why do older adults avoid seeking financial advice? Adviser anxiety in the Netherlands. *Ageing and Society* **37**:6, 1268-1290. [[Crossref](#)]
838. Oliveir Masson, Jean Baratgin, Frank Jamet. NAO robot as experimenter: Social cues emitter and neutralizer to bring new results in experimental psychology 256-264. [[Crossref](#)]
839. Ruty Keinan, Yoella Bereby-Meyer. 2017. Perceptions of Active Versus Passive Risks, and the Effect of Personal Responsibility. *Personality and Social Psychology Bulletin* **43**:7, 999-1007. [[Crossref](#)]

840. Anton Kühberger, Michael Schulte-Mecklenbeck. Theories of Economic Decision-Making: Value, Risk and Affect 19-34. [[Crossref](#)]
841. Michel Handgraaf, Anouk Griffioen, Jan Willem Bolderdijk, John Thøgersen. Economic Psychology and Pro-Environmental Behaviour 435-450. [[Crossref](#)]
842. Dana Marie Bauer, Stephen K. Swallow, Pengfei Liu, Robert J. Johnston. 2017. Do exurban communities want more development?. *Journal of Land Use Science* **31**, 1-24. [[Crossref](#)]
843. Bart H. P. van den Borne, Felix J. S. van Soest, Martin Reist, Henk Hogeveen. 2017. Quantifying Preferences of Farmers and Veterinarians for National Animal Health Programs: The Example of Bovine Mastitis and Antimicrobial Usage in Switzerland. *Frontiers in Veterinary Science* **4**. . [[Crossref](#)]
844. Anica Fietz, Sven Grüner. 2017. Der Smiley in Nordrhein-Westfalen (Deutschland): Welche Firmen bedauern die Abschaffung des Transparenzsystems?. *Journal of Consumer Protection and Food Safety* **12:2**, 115-123. [[Crossref](#)]
845. Hila Axelrad, Israel Luski, Miki Malul. 2017. Reservation Wages and the Unemployment of Older Workers. *Journal of Labor Research* **38:2**, 206-227. [[Crossref](#)]
846. Donald R. Lehmann, Jeffrey R. Parker. 2017. Disadoption. *AMS Review* **7:1-2**, 36-51. [[Crossref](#)]
847. Michael Siegrist, Bernadette Sütterlin. 2017. Importance of perceived naturalness for acceptance of food additives and cultured meat. *Appetite* **113**, 320-326. [[Crossref](#)]
848. Caroline J. Charpentier, Jessica Aylward, Jonathan P. Roiser, Oliver J. Robinson. 2017. Enhanced Risk Aversion, But Not Loss Aversion, in Unmedicated Pathological Anxiety. *Biological Psychiatry* **81:12**, 1014-1022. [[Crossref](#)]
849. Simon Bager, Luis Mundaca. 2017. Making 'Smart Meters' smarter? Insights from a behavioural economics pilot field experiment in Copenhagen, Denmark. *Energy Research & Social Science* **28**, 68-76. [[Crossref](#)]
850. Anu Lähteenmäki-Uutela, Sari Repka, Teemu Haukioja, Tuomas Pohjola. 2017. How to recognize and measure the economic impacts of environmental regulation: The Sulphur Emission Control Area case. *Journal of Cleaner Production* **154**, 553-565. [[Crossref](#)]
851. Steve Clarke. 2017. A Prospect Theory Approach to Understanding Conservatism. *Philosophia* **45:2**, 551-568. [[Crossref](#)]
852. Sharon J.W. Klein, Caroline L. Noblet. 2017. Exploring Sustainable Energy Economics: Net Metering, Rate Designs and Consumer Behavior. *Current Sustainable/Renewable Energy Reports* **4:2**, 23-32. [[Crossref](#)]
853. Katharine L. Loeb, Cynthia Radnitz, Kathleen Keller, Marlene B. Schwartz, Sue Marcus, Richard N. Pierson, Michael Shannon, Danielle DeLaurentis. 2017. The application of defaults to optimize parents' health-based choices for children. *Appetite* **113**, 368-375. [[Crossref](#)]
854. Weihua Zhao, Yayuan Geng, Lizhu Luo, Zhiying Zhao, Xiaole Ma, Lei Xu, Shuxia Yao, Keith M. Kendrick. 2017. Oxytocin Increases the Perceived Value of Both Self- and Other-Owned Items and Alters Medial Prefrontal Cortex Activity in an Endowment Task. *Frontiers in Human Neuroscience* **11**. . [[Crossref](#)]
855. Jonathan C. Kamkhaji, Claudio M. Radaelli. 2017. Crisis, learning and policy change in the European Union. *Journal of European Public Policy* **24:5**, 714-734. [[Crossref](#)]
856. Hsuan-Hsuan Ku, Chien-Chih Kuo, Wan-Ting Huang. 2017. Message-related effects on consumer switching when the preferred product is out of stock. *European Journal of Marketing* **51:5/6**, 1091-1109. [[Crossref](#)]
857. Muhammad Zubair Tauni, Zia-ur-Rehman Rao, Hong-Xing Fang, Minghao Gao. 2017. Does investor personality moderate the relationship between information sources and trading behavior? Evidence from Chinese stock market. *Managerial Finance* **43:5**, 545-566. [[Crossref](#)]

858. Robert A. Creo. 2017. Having Second Thoughts? How Regret Motivates Settlement Decisions. *Alternatives to the High Cost of Litigation* 35:5, 72-73. [[Crossref](#)]
859. Ulrich Gunter, Egon Smeral. 2017. European outbound tourism in times of economic stagnation. *International Journal of Tourism Research* 19:3, 269-277. [[Crossref](#)]
860. Marcel Stadelmann. 2017. Mind the gap? Critically reviewing the energy efficiency gap with empirical evidence. *Energy Research & Social Science* 27, 117-128. [[Crossref](#)]
861. Michalis Drouvelis, Joep Sonnemans. 2017. The endowment effect in games. *European Economic Review* 94, 240-262. [[Crossref](#)]
862. Mu Zhang, Jie Zheng. 2017. A robust reference-dependent model for speculative bubbles. *Journal of Economic Behavior & Organization* 137, 232-258. [[Crossref](#)]
863. Hongli Xu, Hai Yang, Jing Zhou, Yafeng Yin. 2017. A Route Choice Model with Context-Dependent Value of Time. *Transportation Science* 51:2, 536-548. [[Crossref](#)]
864. Dustin Crummett. 2017. Wealth, Well-Being, and the Danger of Having Too Much. *Religions* 8:5, 86. [[Crossref](#)]
865. Giuseppe Danese, Eugénia Fernandes, Neil V. Watson, Samuele Zilioli. 2017. Testosterone and Cortisol Jointly Predict the Ambiguity Premium in an Ellsberg-Urns Experiment. *Frontiers in Behavioral Neuroscience* 11. . [[Crossref](#)]
866. Jennifer Itzkowitz, Jesse Itzkowitz. 2017. Name-Based Behavioral Biases: Are Expert Investors Immune?. *Journal of Behavioral Finance* 18:2, 180-188. [[Crossref](#)]
867. Lukasz Walasek, Tim Rakow, William J. Matthews. 2017. When Does Construction Enhance Product Value? Investigating the Combined Effects of Object Assembly and Ownership on Valuation. *Journal of Behavioral Decision Making* 30:2, 144-156. [[Crossref](#)]
868. Jia Liu, Yohanes E. Riyanto. 2017. The limit to behavioral inertia and the power of default in voluntary contribution games. *Social Choice and Welfare* 48:4, 815-835. [[Crossref](#)]
869. Ming-Feng Hung, Bin-Tzong Chie, Tai-Hsin Huang. 2017. Residential water demand and water waste in Taiwan. *Environmental Economics and Policy Studies* 19:2, 249-268. [[Crossref](#)]
870. Marco Antônio Amaral Féris, Ofer Zwikael, Shirley Gregor. 2017. QPLAN: Decision support for evaluating planning quality in software development projects. *Decision Support Systems* 96, 92-102. [[Crossref](#)]
871. Muhammad Zubair Tauni, Hong Xing Fang, Amjad Iqbal. 2017. The role of financial advice and word-of-mouth communication on the association between investor personality and stock trading behavior: Evidence from Chinese stock market. *Personality and Individual Differences* 108, 55-65. [[Crossref](#)]
872. David R. Just. 2017. The Behavioral Welfare Paradox: Practical, Ethical and Welfare Implications of Nudging. *Agricultural and Resource Economics Review* 46:1, 1-20. [[Crossref](#)]
873. Aaron Edlin. 2017. Conservatism and Switcher's Curse. *American Law and Economics Review* 19:1, 49-95. [[Crossref](#)]
874. Jordan Levine, Michael Muthukrishna, Kai M.A. Chan, Terre Satterfield. 2017. Sea otters, social justice, and ecosystem-service perceptions in Clayoquot Sound, Canada. *Conservation Biology* 31:2, 343-352. [[Crossref](#)]
875. Peter DeScioli, Rachel Karpoff, Julian De Freitas. 2017. Ownership Dilemmas: The Case of Finders Versus Landowners. *Cognitive Science* 41, 502-522. [[Crossref](#)]
876. Stefan Schiller. 2017. The Quest for Rationality: Chief Financial Officers' and Accounting Master's Students' Perception of Economic Rationality. *SAGE Open* 7:2, 215824401770448. [[Crossref](#)]
877. Xiaodong Du, Hongli Feng, David A. Hennessy. 2017. Rationality of Choices in Subsidized Crop Insurance Markets. *American Journal of Agricultural Economics* 99:3, 732-756. [[Crossref](#)]

878. Jeffrey R Brown, Arie Kapteyn, Erzo F P Luttmer, Olivia S Mitchell. 2017. Cognitive Constraints on Valuing Annuities. *Journal of the European Economic Association* 15:2, 429-462. [[Crossref](#)]
879. Davide Secchi. 2017. Agent-based models of bounded rationality. *Team Performance Management: An International Journal* 23:1/2, 2-12. [[Crossref](#)]
880. Satakhun Kosavinta, Donyaprueth Krairit, Do Ba Khang. 2017. Decision making in the pre-development stage of residential development. *Journal of Property Investment & Finance* 35:2, 160-183. [[Crossref](#)]
881. Doruk İriş. Economic Targets and Loss-Aversion in International Environmental Cooperation 251-277. [[Crossref](#)]
882. Moti Gorin, Steven Joffe, Neal Dickert, Scott Halpern. 2017. Justifying Clinical Nudges. *Hastings Center Report* 47:2, 32-38. [[Crossref](#)]
883. Shinhyoung Lee, Youjae Yi. 2017. "Seize the Deal, or Return It Losing Your Free Gift": The Effect of a Gift-With-Purchase Promotion on Product Return Intention. *Psychology & Marketing* 34:3, 249-263. [[Crossref](#)]
884. Ted Joyce, Dahlia K. Remler, David A. Jaeger, Onur Altindag, Stephen D. O'Connell, Sean Crockett. 2017. On Measuring and Reducing Selection Bias With a Quasi-Doubly Randomized Preference Trial. *Journal of Policy Analysis and Management* 36:2, 438-459. [[Crossref](#)]
885. Laurent Bouton, Aniol Llorente-Saguer, Frédéric Malherbe. 2017. Unanimous rules in the laboratory. *Games and Economic Behavior* 102, 179-198. [[Crossref](#)]
886. Lian Xue, Stefania Sitzia, Theodore L. Turocy. 2017. Mathematics self-confidence and the "prepayment effect" in riskless choices. *Journal of Economic Behavior & Organization* 135, 239-250. [[Crossref](#)]
887. Simon Schindler, Stefan Pfattheicher. 2017. The frame of the game: Loss-framing increases dishonest behavior. *Journal of Experimental Social Psychology* 69, 172-177. [[Crossref](#)]
888. Alisa G. Brink, Jessen L. Hobson, Douglas E. Stevens. 2017. The Effect of High Power Financial Incentives on Excessive Risk-Taking Behavior: An Experimental Examination. *Journal of Management Accounting Research* 29:1, 13-29. [[Crossref](#)]
889. Brittany Harker Martin. 2017. Unsticking the status quo. *Management Research Review* 40:2, 122-141. [[Crossref](#)]
890. Oliver Francis Koch, Alexander Benlian. 2017. The effect of free sampling strategies on freemium conversion rates. *Electronic Markets* 27:1, 67-76. [[Crossref](#)]
891. A. Nicole LeBarr, Judith M. Shedden. 2017. Psychological ownership: The implicit association between self and already-owned versus newly-owned objects. *Consciousness and Cognition* 48, 190-197. [[Crossref](#)]
892. Matilda van den Bosch, Mark Nieuwenhuijsen. 2017. No time to lose – Green the cities now. *Environment International* 99, 343-350. [[Crossref](#)]
893. Steffen Ahrens, Inske Pirschel, Dennis J. Snower. 2017. A theory of price adjustment under loss aversion. *Journal of Economic Behavior & Organization* 134, 78-95. [[Crossref](#)]
894. Homa S. Zarghamee, Kent D. Messer, Jacob R. Fooks, William D. Schulze, Shang Wu, Jubo Yan. 2017. Nudging charitable giving: Three field experiments. *Journal of Behavioral and Experimental Economics* 66, 137-149. [[Crossref](#)]
895. Özden Gür Ali, Yalçın Akçay, Serdar Sayman, Emrah Yılmaz, M. Hamdi Özçelik. 2017. Cross-Selling Investment Products with a Win-Win Perspective in Portfolio Optimization. *Operations Research* 65:1, 55-74. [[Crossref](#)]

896. Robert K. Kaufmann, Michael L. Mann, Sucharita Gopal, Jackie A. Liederman, Peter D. Howe, Felix Pretis, Xiaojing Tang, Michelle Gilmore. 2017. Spatial heterogeneity of climate change as an experiential basis for skepticism. *Proceedings of the National Academy of Sciences* **114**:1, 67-71. [[Crossref](#)]
897. R. Arlinghaus, J. Alós, B. Beardmore, K. Daedlow, M. Dorow, M. Fujitani, D. Hühn, W. Haider, L. M. Hunt, B. M. Johnson, F. Johnston, T. Klefoth, S. Matsumura, C. Monk, T. Pagel, J. R. Post, T. Rapp, C. Riepe, H. Ward, C. Wolter. 2017. Understanding and Managing Freshwater Recreational Fisheries as Complex Adaptive Social-Ecological Systems. *Reviews in Fisheries Science & Aquaculture* **25**:1, 1-41. [[Crossref](#)]
898. Ioannis Bellos, Mark Ferguson. Moving from a Product-Based Economy to a Service-Based Economy for a More Sustainable Future 355-373. [[Crossref](#)]
899. Lisa Troyer. Expanding Sociotechnical Systems Theory Through the Trans-disciplinary Lens of Complexity Theory 177-192. [[Crossref](#)]
900. Jonathan Renshon, Daniel Kahneman. Hawkish Biases and the Interdisciplinary Study of Conflict Decision-Making 51-81. [[Crossref](#)]
901. Neil Douglas, Terry Wykowski. Roots of an Alternative Management Paradigm 91-131. [[Crossref](#)]
902. Robert Bordley, Marco Licalzi, Luisa Tibiletti. A Target-Based Foundation for the “Hard-Easy Effect” Bias 659-671. [[Crossref](#)]
903. Andrea Scalco, Andrea Ceschi, Itad Shiboub, Riccardo Sartori, Jean-Marc Frayret, Stephan Dickert. The Implementation of the Theory of Planned Behavior in an Agent-Based Model for Waste Recycling: A Review and a Proposal 77-97. [[Crossref](#)]
904. Renate Schubert. Purchasing Energy-Efficient Appliances – To Incentivise or to Regulate? 215-234. [[Crossref](#)]
905. Ihor Lubashevsky. Emergent Phenomena Caused by Bounded Capacity of Human Cognition 251-344. [[Crossref](#)]
906. Olivier Masson, Jean Baratgin, Frank Jamet. NAO Robot, Transmitter of Social Cues: What Impacts? 559-568. [[Crossref](#)]
907. Arndt Bröder, Benjamin E. Hilbig. Urteilen und Entscheiden 619-659. [[Crossref](#)]
908. Anna J. M. Wagner. Gewinn- und Verlustframing in der Gesundheitskommunikation 1-11. [[Crossref](#)]
909. Fabian Grabicki, Roland Menges. Status quo bias and consumers’ willingness to pay for green electricity: A discrete choice experiment with real economic incentives 169-190. [[Crossref](#)]
910. Mona Maertins. Lieber den Spatz in der Hand als die Taube auf dem Dach 153-161. [[Crossref](#)]
911. Hans Rüdiger Pfister, Helmut Jungermann, Katrin Fischer. Nutzen und Präferenz 37-82. [[Crossref](#)]
912. Andrea K. Moser, Gabriele Naderer, Christian Haubach. Mit qualitativen „insights“ aus der Nische zum Mainstream: Nachhaltiger Konsum von Körperpflegeprodukten 23-38. [[Crossref](#)]
913. Kul Bhushan C. Saxena, Swanand J. Deodhar, Mikko Ruohonen. Intellectual Property Management in Software Business 109-127. [[Crossref](#)]
914. Moussa Larbani, Po-Lung Yu. Challenging Decision Problems and Decision Models 1-23. [[Crossref](#)]
915. David A. Welch. 2017. The Justice Motive in East Asia’s Territorial Disputes. *Group Decision and Negotiation* **26**:1, 71-92. [[Crossref](#)]
916. E.L. Paluck, E. Shafir. The Psychology of Construal in the Design of Field Experiments a Revised version, prepared following the NBER Conference on Economics of Field Experiments, organized by Esther Duflo & Abhijit Banerjee. Thank you to Robin Gomila, Sachin Banker, Peter Aronow, and Ruth Ditlmann for helpful comments. Address correspondence to epaluck@princeton.edu and eshafir@princeton.edu 245-268. [[Crossref](#)]

917. Baihua Fu, Fiona Dyer, Alexey Kravchenko, Brenda Dyack, Wendy Merritt, Riccardo Scarpa. 2017. A note on communicating environmental change for non-market valuation. *Ecological Indicators* **72**, 165-172. [[Crossref](#)]
918. Anton-Giulio Manganelli. 2017. Cartel pricing dynamics with reference-dependent preferences. *Economics Letters* **150**, 91-94. [[Crossref](#)]
919. Moira Nicolson, Gesche Huebner, David Shipworth. 2017. Are consumers willing to switch to smart time of use electricity tariffs? The importance of loss-aversion and electric vehicle ownership. *Energy Research & Social Science* **23**, 82-96. [[Crossref](#)]
920. Fabien Albert Brones, Marly Monteiro de Carvalho, Eduardo de Senzi Zancul. 2017. Reviews, action and learning on change management for ecodesign transition. *Journal of Cleaner Production* **142**, 8-22. [[Crossref](#)]
921. Malte Oehlmann, Jürgen Meyerhoff, Petr Mariel, Priska Weller. 2017. Uncovering context-induced status quo effects in choice experiments. *Journal of Environmental Economics and Management* **81**, 59-73. [[Crossref](#)]
922. Erling A.N. Christiansen, Stig-Erik Jakobsen. 2017. Diversity in narratives to green the Norwegian salmon farming industry. *Marine Policy* **75**, 156-164. [[Crossref](#)]
923. Matthew Fox, Kimberly Wade-Benzoni. 2017. The creation of opportunity is an opportunity to create: Entrepreneurship as an outlet for the legacy motive. *Research in Organizational Behavior* **37**, 167-184. [[Crossref](#)]
924. Michael Barber, David Gordon, Ryan Hill, Joseph Price. 2017. Status Quo Bias in Ballot Wording. *Journal of Experimental Political Science* **4:2**, 151-160. [[Crossref](#)]
925. Niels Geiger. 2017. The Rise of Behavioral Economics: A Quantitative Assessment. *Social Science History* **41:3**, 555-583. [[Crossref](#)]
926. Guinevere Liberty Nell. The Individualist Subjectivism of Austrian Economics 23-42. [[Crossref](#)]
927. Robert W. Palmatier, Shrihari Sridhar. Marketing Principle #3: Managing Offering-based Sustainable Competitive Advantage 173-193. [[Crossref](#)]
928. Charles Pattie, Ron Johnston. 2017. Sticking to the Union? Nationalism, inequality and political disaffection and the geography of Scotland's 2014 independence referendum. *Regional & Federal Studies* **27:1**, 83-96. [[Crossref](#)]
929. Victoria M. Esses, Leah K. Hamilton, Danielle Gaucher. 2017. The Global Refugee Crisis: Empirical Evidence and Policy Implications for Improving Public Attitudes and Facilitating Refugee Resettlement. *Social Issues and Policy Review* **11:1**, 78-123. [[Crossref](#)]
930. H. Spencer Banzhaf. 2017. Constructing Markets. *History of Political Economy* **49:Supplement**, 213-239. [[Crossref](#)]
931. Mu Zhang, Jie Zheng. 2017. A Robust Reference-Dependent Model for Speculative Bubbles. *SSRN Electronic Journal* . [[Crossref](#)]
932. Jens Foerderer, Armin Heinzl. 2017. Product Updates: Attracting New Consumers versus Alienating Existing Ones. *SSRN Electronic Journal* . [[Crossref](#)]
933. Jason Potts. 2017. Hype As a Public Good for Innovation. *SSRN Electronic Journal* . [[Crossref](#)]
934. Julio Hernandez-Castro, Edward Cartwright, Anna Stepanova. 2017. Economic Analysis of Ransomware. *SSRN Electronic Journal* . [[Crossref](#)]
935. William Riggs. 2017. The Role of Behavioral Economics and Social Nudges in Sustainable Travel Behavior. *SSRN Electronic Journal* . [[Crossref](#)]

936. Eben Otuteye. 2017. The Tale of Two Irrationalities: Why Money Managers Keep Promising What They Cannot Deliver and Why Clients Keep Giving Them Their Money. *SSRN Electronic Journal* . [[Crossref](#)]
937. Bolanle Adebola. 2017. An Invitation to Encourage Due Consideration for the Survivability of Rescued Businesses in the Business Rescue System of England and Wales. *SSRN Electronic Journal* . [[Crossref](#)]
938. Donald O. Mayer, Adam J. Sulkowski. 2017. Emoluments and Implications from Conflict of Interest Laws and Private Sector Fiduciary Duty. *SSRN Electronic Journal* . [[Crossref](#)]
939. Miranda A. Galvin, Thomas Loughran, Sally S Simpson, Mark A. Cohen. 2017. Victim Compensation Policy and White Collar Crime: Public Preferences in a National Willingness to Pay Survey. *SSRN Electronic Journal* . [[Crossref](#)]
940. Graeme Blair, Rebecca Littman, Elizabeth Levy Paluck. 2017. Motivating the Adoption of New Community-Minded Behaviors: An Empirical Test in Nigeria. *SSRN Electronic Journal* . [[Crossref](#)]
941. Abhishek Nagaraj. 2017. Information Seeding and Knowledge Production in Online Communities: Evidence from OpenStreetMap. *SSRN Electronic Journal* . [[Crossref](#)]
942. Alexandre de Stree, Anne-Lise Sibony. 2017. Towards Smarter Consumer Protection Rules for the Digital Society. *SSRN Electronic Journal* . [[Crossref](#)]
943. Nadia Linciano, Paola Soccorso, Daniela Di Cagno, Luca Panaccione, Gianni Nicolini, Matteo Ploner, Caterina Lucarelli, Gianni Brighetti, Enrico Maria Cervellati, Emanuela Rinaldi, Riccardo Viale, Duccio Martelli, Barbara Alemanni, Gabriella Agrusti, Giovanni Ferri, Claudio Giannotti, Caterina Cruciani, Ugo Rigoni. 2017. Challenges in Ensuring Financial Competencies: Essays on How to Measure Financial Knowledge, Target Beneficiaries and Deliver Educational Programmes. *SSRN Electronic Journal* . [[Crossref](#)]
944. Kene Boun My, Nicolas Lampach, Mathieu Lefebvre. 2017. Effects of Gain-Loss Frames on Social Preferences. *SSRN Electronic Journal* . [[Crossref](#)]
945. David A. Dana, Janice Nadler. 2017. Soda Taxes as a Legal and Social Movement. *SSRN Electronic Journal* . [[Crossref](#)]
946. John-Oliver Engler, David J. Abson, Henrik von Wehrden. 2017. It's the Psychology, Stupid!! Understanding Human Cognition Biases to Inform Sustainable Behavior. *SSRN Electronic Journal* . [[Crossref](#)]
947. Anna Giza. *Uczeń czarnoksiężnika czyli społeczna historia marketingu* **185**, . [[Crossref](#)]
948. Joanne Greenhalgh, Sonia Dalkin, Kate Gooding, Elizabeth Gibbons, Judy Wright, David Meads, Nick Black, Jose Maria Valderas, Ray Pawson. 2017. Functionality and feedback: a realist synthesis of the collation, interpretation and utilisation of patient-reported outcome measures data to improve patient care. *Health Services and Delivery Research* **5**:2, 1-280. [[Crossref](#)]
949. Chi Zhou, Wansheng Tang, Ruiqing Zhao. 2017. Optimal consumption with reference-dependent preferences in on-the-job search and savings. *Journal of Industrial & Management Optimization* **13**:1, 505-529. [[Crossref](#)]
950. Mohammed Ziaul Hoque. 2017. Default Options to Foster Policy Ratings and their Attractiveness on People's Preferences. *International Journal of Applied Behavioral Economics* **6**:1, 1-22. [[Crossref](#)]
951. Zhaohui Li, Michael Joseph Seiler, Hua Sun. 2017. Prospect Theory, Reverse Disposition Effect and the Housing Market. *SSRN Electronic Journal* . [[Crossref](#)]
952. Edward J. Lopez, William Robert Nelson. The Endowment Effect in a Public Goods Experiment 153-169. [[Crossref](#)]
953. L'académie royale des sciences de Suède. 2017. Richard H. Thaler. Intégrer économie et psychologie. *Revue française d'économie* **XXXII**:4, 3. [[Crossref](#)]

954. Shannon Garavaglia, Julie R. Irwin, Brian J. White. 2017. Starting, Stopping and Reporting on Corporate Social Responsibility: How Do Investors React When Companies Stop Doing Good?. *SSRN Electronic Journal* . [[Crossref](#)]
955. Haris Krijestorac, Rajiv Garg. 2017. Digital Embeddedness and its Effect on Organizational Purchase Decisions. *SSRN Electronic Journal* . [[Crossref](#)]
956. Jubo Yan. 2017. Risk Aversion: The Need for Behavioral Explanation(s). *SSRN Electronic Journal* . [[Crossref](#)]
957. Tomasz Obloj, Cedric Gutierrez, Frank Douglas. 2017. Better to Have Led and Lost than Never to Have Led at All? Competitive Dethronement, the Endowment Effect, and Risk Taking. *SSRN Electronic Journal* . [[Crossref](#)]
958. Felix Fattinger. 2017. Trading Complex Risks. *SSRN Electronic Journal* **101** . [[Crossref](#)]
959. Jia Li, Minghui Liu, Xuan Liu. 2016. Why do employees resist knowledge management systems? An empirical study from the status quo bias and inertia perspectives. *Computers in Human Behavior* **65**, 189-200. [[Crossref](#)]
960. Jinyoung Kim, Andrew Gambino. 2016. Do we trust the crowd or information system? Effects of personalization and bandwagon cues on users' attitudes and behavioral intentions toward a restaurant recommendation website. *Computers in Human Behavior* **65**, 369-379. [[Crossref](#)]
961. Zhiqiang Dong, Yongjing Zhang. 2016. A sequential game of endowment effect and natural property rights. *Economics Letters* **149**, 108-111. [[Crossref](#)]
962. Graziano Abrate, Clementina Bruno, Fabrizio Erbetta, Giovanni Fraquelli, Azahara Lorite-Espejo. 2016. A choice experiment on the willingness of households to accept power outages. *Utilities Policy* **43**, 151-164. [[Crossref](#)]
963. Susan G. Mason, Don Holley, Aaron Wells, Amit Jain, Thomas Wuerzer, Alark Joshi. 2016. An experiment-based methodology to understand the dynamics of group decision making. *Socio-Economic Planning Sciences* **56**, 14-26. [[Crossref](#)]
964. Simona Lubieniechi, Hayley Hessel, Peter Phillips, Stuart Smyth. 2016. Expert and Lay Public Risk Preferences Regarding Plants with Novel Traits. *Canadian Journal of Agricultural Economics/Revue canadienne d'agroeconomie* **64**:4, 717-738. [[Crossref](#)]
965. Ivana Semanjski, Sidharta Gautama. 2016. Forecasting the State of Health of Electric Vehicle Batteries to Evaluate the Viability of Car Sharing Practices. *Energies* **9**:12, 1025. [[Crossref](#)]
966. Felipe De Brigard, Kelly S. Giovanello, Gregory W. Stewart, Amber W. Lockrow, Margaret M. O'Brien, R. Nathan Spreng. 2016. Characterizing the subjective experience of episodic past, future, and counterfactual thinking in healthy younger and older adults. *Quarterly Journal of Experimental Psychology* **69**:12, 2358-2375. [[Crossref](#)]
967. Jessica Franzen, Kerstin Brinkmann. 2016. Wanting and liking in dysphoria: Cardiovascular and facial EMG responses during incentive processing. *Biological Psychology* **121**, 19-29. [[Crossref](#)]
968. Mostafa Sabbaghi, Sara Behdad, Jun Zhuang. 2016. Managing consumer behavior toward on-time return of the waste electrical and electronic equipment: A game theoretic approach. *International Journal of Production Economics* **182**, 545-563. [[Crossref](#)]
969. Hank C. Alewine, Timothy C. Miller. How Balanced Scorecard Format and Reputation Related to Environmental Objectives Influence Performance Evaluations 123-165. [[Crossref](#)]
970. Bilgehan TEKİN. 2016. FİRMALARIN FİNANSMAN KARARLARI: DAVRANIŞSAL PERSPEKTİF. *Akademik Araştırmalar ve Çalışmalar Dergisi (AKAD)* 169-198. [[Crossref](#)]
971. Lou Safra, Teodora Tecu, Stéphane Lambert, Mark Sheskin, Nicolas Baumard, Coralie Chevallier. 2016. Neighborhood Deprivation Negatively Impacts Children's Prosocial Behavior. *Frontiers in Psychology* **7** . [[Crossref](#)]

972. Pepita Barlow, Martin McKee, Aaron Reeves, Gauden Galea, David Stuckler. 2016. Time-discounting and tobacco smoking: a systematic review and network analysis. *International Journal of Epidemiology* **8**, dyw233. [[Crossref](#)]
973. Yunhui Huang, Yin Wu. 2016. Ownership Effect Can Be a Result of Other-Derogation: Evidence from Behavioral and Electrophysiological Studies. *PLOS ONE* **11**:11, e0166054. [[Crossref](#)]
974. Junghun Kim, Jongsu Lee, Joongha Ahn. 2016. Reference-dependent preferences on smart phones in South Korea: Focusing on attributes with heterogeneous preference direction. *Computers in Human Behavior* **64**, 393-400. [[Crossref](#)]
975. Benjamin Weismüller, Christian Bellebaum. 2016. Expectancy affects the feedback-related negativity (FRN) for delayed feedback in probabilistic learning. *Psychophysiology* **53**:11, 1739-1750. [[Crossref](#)]
976. Eiichi Tomiura, Banri Ito, Hiroshi Mukunoki, Ryuhei Wakasugi. 2016. Individual Characteristics, Behavioral Biases, and Trade Policy Preferences: Evidence from a Survey in Japan. *Review of International Economics* **24**:5, 1081-1095. [[Crossref](#)]
977. Nicholas R. Magliocca, Erle C. Ellis. 2016. Evolving human landscapes: a virtual laboratory approach. *Journal of Land Use Science* **11**:6, 642-671. [[Crossref](#)]
978. Joe F. Hair, Kati Barth, Doreen Neubert, Marko Sarstedt. 2016. Examining the Role of Psychological Ownership and Feedback in Customer Empowerment Strategies. *Journal of Creating Value* **2**:2, 194-210. [[Crossref](#)]
979. Przemysław Sawicki, Michał Białek. 2016. Side Effects in Time Discounting Procedures: Fixed Alternatives Become the Reference Point. *PLOS ONE* **11**:10, e0165245. [[Crossref](#)]
980. John Z. Ni, Steve A. Melnyk, William J. Ritchie, Barbara F. Flynn. 2016. Why be first if it doesn't pay? The case of early adopters of C-TPAT supply chain security certification. *International Journal of Operations & Production Management* **36**:10, 1161-1181. [[Crossref](#)]
981. Riccardo Vecchio, Alessia Lombardi, Luigi Cembalo, Francesco Caracciolo, Gianni Cicia, Felicia Masucci, Antonio Di Francia. 2016. Consumers' willingness to pay and drivers of motivation to consume omega-3 enriched mozzarella cheese. *British Food Journal* **118**:10, 2404-2419. [[Crossref](#)]
982. Terence C. Burnham. 2016. Economics and evolutionary mismatch: humans in novel settings do not maximize. *Journal of Bioeconomics* **18**:3, 195-209. [[Crossref](#)]
983. Luis Mundaca, Lena Neij, Anil Markandya, Peter Hennicke, Jinyue Yan. 2016. Towards a Green Energy Economy? Assessing policy choices, strategies and transitional pathways. *Applied Energy* **179**, 1283-1292. [[Crossref](#)]
984. Yingkui Yang, Hans Stubbe Solgaard, Wolfgang Haider. 2016. Wind, hydro or mixed renewable energy source: Preference for electricity products when the share of renewable energy increases. *Energy Policy* **97**, 521-531. [[Crossref](#)]
985. Selahattin Murat Sirin, Mustafa Sinan Gonul. 2016. Behavioral aspects of regulation: A discussion on switching and demand response in Turkish electricity market. *Energy Policy* **97**, 591-602. [[Crossref](#)]
986. Edoardo Grillo. 2016. The hidden cost of raising voters' expectations: Reference dependence and politicians' credibility. *Journal of Economic Behavior & Organization* **130**, 126-143. [[Crossref](#)]
987. Guy Champniss, Hugh N. Wilson, Emma K. Macdonald, Radu Dimitriu. 2016. No I won't, but yes we will: Driving sustainability-related donations through social identity effects. *Technological Forecasting and Social Change* **111**, 317-326. [[Crossref](#)]
988. Jingjing Song, Xiuchun Bi, Shuguang Zhang. 2016. OPTIMAL PORTFOLIO AND CONSUMPTION MODELS UNDER LOSS AVERSION IN INFINITE TIME HORIZON. *Probability in the Engineering and Informational Sciences* **30**:4, 553-575. [[Crossref](#)]
989. Monika Prusik, Maria Lewicka. 2016. Nostalgia for Communist Times and Autobiographical Memory: Negative Present or Positive Past?. *Political Psychology* **37**:5, 677-693. [[Crossref](#)]

990. Christine A. Toh, Andrew A. Strohmetz, Scarlett R. Miller. 2016. The Effects of Gender and Idea Goodness on Ownership Bias in Engineering Design Education. *Journal of Mechanical Design* **138**:10. . [[Crossref](#)]
991. Mary Steffel, Elanor F. Williams, Ruth Pogacar. 2016. Ethically Deployed Defaults: Transparency and Consumer Protection through Disclosure and Preference Articulation. *Journal of Marketing Research* **53**:5, 865-880. [[Crossref](#)]
992. Jérôme Boutang, Michel De Lara. 2016. Risk marketing. *Journal of Centrum Cathedra* **9**:1, 27-51. [[Crossref](#)]
993. Barbara Dluhosch, Daniel Horgos, Klaus W. Zimmermann. 2016. EU enlargement and satisfaction with democracy: a peculiar case of immiserizing growth. *Constitutional Political Economy* **27**:3, 273-298. [[Crossref](#)]
994. James R. Zink, Christopher T. Dawes. 2016. The Dead Hand of the Past? Toward an Understanding of “Constitutional Veneration”. *Political Behavior* **38**:3, 535-560. [[Crossref](#)]
995. Thomas Döring. 2016. Staatliche Ausgabenpolitik verhaltensökonomisch betrachtet – Zur Psychologie der öffentlichen Ausgabentätigkeit. *List Forum für Wirtschafts- und Finanzpolitik* **42**:1, 1-28. [[Crossref](#)]
996. Jeremy Carl, David Fedor. 2016. Tracking global carbon revenues: A survey of carbon taxes versus cap-and-trade in the real world. *Energy Policy* **96**, 50-77. [[Crossref](#)]
997. Semra Ozdemir, F. Reed Johnson, Dale Whittington. 2016. Ideology, public goods and welfare valuation: An experiment on allocating government budgets. *Journal of Choice Modelling* **20**, 61-72. [[Crossref](#)]
998. Mark Leiser. 2016. The problem with ‘dots’: questioning the role of rationality in the online environment. *International Review of Law, Computers & Technology* **30**:3, 191-210. [[Crossref](#)]
999. Logan Strother. 2016. Beyond Kelo : An Experimental Study of Public Opposition to Eminent Domain. *Journal of Law and Courts* **4**:2, 339-375. [[Crossref](#)]
1000. Ruiwei Shen, Tsutomu Terada, Masahiko Tsukamoto. A Navigation System for Controlling Sightseeing Route by Changing Presenting Information 317-322. [[Crossref](#)]
1001. Mark Sheskin, Amber Nadal, Adam Croom, Tanya Mayer, Jenny Nissel, Paul Bloom. 2016. Some Equalities Are More Equal Than Others: Quality Equality Emerges Later Than Numerical Equality. *Child Development* **87**:5, 1520-1528. [[Crossref](#)]
1002. Pepita Barlow, Aaron Reeves, Martin McKee, Gauden Galea, David Stuckler. 2016. Unhealthy diets, obesity and time discounting: a systematic literature review and network analysis. *Obesity Reviews* **17**:9, 810-819. [[Crossref](#)]
1003. Francesco Rigoli, Benjamin Chew, Peter Dayan, Raymond J. Dolan. 2016. The Dopaminergic Midbrain Mediates an Effect of Average Reward on Pavlovian Vigor. *Journal of Cognitive Neuroscience* **28**:9, 1303-1317. [[Crossref](#)]
1004. . Operational Safety Decision-making and Economics 55-148. [[Crossref](#)]
1005. Curtis Bell, Patrick W. Keys. 2016. Conditional Relationships Between Drought and Civil Conflict in Sub-Saharan Africa. *Foreign Policy Analysis* **3**, orw002. [[Crossref](#)]
1006. Yarrow Dunham, Kristina R. Olson. 2016. Beyond Discrete Categories: Studying Multiracial, Intersex, and Transgender Children Will Strengthen Basic Developmental Science. *Journal of Cognition and Development* **17**:4, 642-665. [[Crossref](#)]
1007. Nadja Dwenger, Henrik Kleven, Imran Rasul, Johannes Rincke. 2016. Extrinsic and Intrinsic Motivations for Tax Compliance: Evidence from a Field Experiment in Germany. *American Economic Journal: Economic Policy* **8**:3, 203-232. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]

1008. Justin J. Couchman, Noelle E. Miller, Shaun J. Zmuda, Kathryn Feather, Tina Schwartzmeyer. 2016. The instinct fallacy: the metacognition of answering and revising during college exams. *Metacognition and Learning* 11:2, 171-185. [[Crossref](#)]
1009. Samuel Sparks, Sheila J. Cunningham, Ada Kritikos. 2016. Culture modulates implicit ownership-induced self-bias in memory. *Cognition* 153, 89-98. [[Crossref](#)]
1010. Pamela L. Booth, Todd Guilfoos, Emi Uchida. 2016. Endowment Effects and Drinking Water Quality. *Agricultural and Resource Economics Review* 45:2, 338-366. [[Crossref](#)]
1011. Gregory L. Poe. 2016. Behavioral Anomalies in Contingent Values and Actual Choices. *Agricultural and Resource Economics Review* 45:2, 246-269. [[Crossref](#)]
1012. Sean P. Sullivan. 2016. Why Wait to Settle? An Experimental Test of the Asymmetric-Information Hypothesis. *The Journal of Law and Economics* 59:3, 497-525. [[Crossref](#)]
1013. Antonio Rosato. 2016. Selling substitute goods to loss-averse consumers: limited availability, bargains, and rip-offs. *The RAND Journal of Economics* 47:3, 709-733. [[Crossref](#)]
1014. Paolo Campana. 2016. When rationality fails: Making sense of the 'slippery slope' to corporate fraud. *Theoretical Criminology* 20:3, 322-339. [[Crossref](#)]
1015. Maela Giofr . 2016. Comparative corporate governance and international portfolios. *The European Journal of Finance* 22:8-9, 756-781. [[Crossref](#)]
1016. Zonghui Li, Joshua J. Dasgupta. 2016. Understanding family firm innovation heterogeneity. *Journal of Family Business Management* 6:2, 103-121. [[Crossref](#)]
1017. Andreas T. Schmidt. 2016. Withdrawing Versus Withholding Freedoms: Nudging and the Case of Tobacco Control. *The American Journal of Bioethics* 16:7, 3-14. [[Crossref](#)]
1018. Sheridan Taylor, Roger Taylor. 2016. The Effect of Style, Feedback, and Context on Portfolio Exploratory Behavior. *Journal of Behavioral Finance* 17:3, 217-228. [[Crossref](#)]
1019. Davide Contu, Elisabetta Strazzera, Susana Mourato. 2016. Modeling individual preferences for energy sources: The case of IV generation nuclear energy in Italy. *Ecological Economics* 127, 37-58. [[Crossref](#)]
1020. Lucy F. Ackert, Bryan K. Church, Li Qi. 2016. An Experimental Examination of Portfolio Choice*. *Review of Finance* 20:4, 1427-1447. [[Crossref](#)]
1021. Olivier Masson, Jean Baratgin, Frank Jamet, Fabien Ruggieri, Darya Filatova. Use a robot to serve experimental psychology: Some examples of methods with children and adults 190-197. [[Crossref](#)]
1022. Lisa A. Robinson, James K. Hammitt, Richard J. Zeckhauser. 2016. Attention to Distribution in U.S. Regulatory Analyses. *Review of Environmental Economics and Policy* 10:2, 308-328. [[Crossref](#)]
1023. Doruk  riş. 2016. ECONOMIC TARGETS AND LOSS-AVERSION IN INTERNATIONAL ENVIRONMENTAL COOPERATION. *Journal of Economic Surveys* 30:3, 624-648. [[Crossref](#)]
1024. Marco Cucculelli, Isabelle Le Breton-Miller, Danny Miller. 2016. Product innovation, firm renewal and family governance. *Journal of Family Business Strategy* 7:2, 90-104. [[Crossref](#)]
1025. Idris Adjerid, Sonam Samat, Alessandro Acquisti. 2016. A Query-Theory Perspective of Privacy Decision Making. *The Journal of Legal Studies* 45:S2, S97-S121. [[Crossref](#)]
1026. Zoey Chen, Jonah Berger. 2016. How Content Acquisition Method Affects Word of Mouth. *Journal of Consumer Research* 43:1, 86-102. [[Crossref](#)]
1027. Ulrich Gunter, Egon Smeral. 2016. The decline of tourism income elasticities in a global context. *Tourism Economics* 22:3, 466-483. [[Crossref](#)]
1028. Kimberly K Merriman, Sagnika Sen, Andrew J Felo, Barrie E Litzky. 2016. Employees and sustainability: the role of incentives. *Journal of Managerial Psychology* 31:4, 820-836. [[Crossref](#)]
1029. J. S. Blumenthal-Barby. 2016. Biases and Heuristics in Decision Making and Their Impact on Autonomy. *The American Journal of Bioethics* 16:5, 5-15. [[Crossref](#)]

1030. Morris M. Kleiner. 2016. Battling over Jobs: Occupational Licensing in Health Care. *American Economic Review* 106:5, 165-170. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1031. Mark W. Anderson, Mario F. Teisl, Caroline L. Noblet. 2016. Whose values count: is a theory of social choice for sustainability science possible?. *Sustainability Science* 11:3, 373-383. [[Crossref](#)]
1032. Marjolein J.W. Harmsen - van Hout, Benedict G.C. Dellaert, P. Jean-Jacques Herings. 2016. Heuristic decision making in network linking. *European Journal of Operational Research* 251:1, 158-170. [[Crossref](#)]
1033. Elizabeth V. Hobman, Elisha R. Frederiks, Karen Stenner, Sarah Meikle. 2016. Uptake and usage of cost-reflective electricity pricing: Insights from psychology and behavioural economics. *Renewable and Sustainable Energy Reviews* 57, 455-467. [[Crossref](#)]
1034. Oren Bar-Gill, Christoph Engel. 2016. Bargaining in the Absence of Property Rights: An Experiment. *The Journal of Law and Economics* 59:2, 477-495. [[Crossref](#)]
1035. Andreas Glöckner. 2016. Psychology and Disaster: Why We Do Not See Looming Disasters and How Our Way of Thinking Causes Them. *Global Policy* 7, 16-24. [[Crossref](#)]
1036. Robert East, Mark D. Uncles, Jenni Romaniuk, Wendy Lomax. 2016. Validation and sufficiency. *European Journal of Marketing* 50:3/4, 661-666. [[Crossref](#)]
1037. Violet T. Ho, Amanuel G. Tekleab. 2016. A model of idiosyncratic deal-making and attitudinal outcomes. *Journal of Managerial Psychology* 31:3, 642-656. [[Crossref](#)]
1038. Barry Goldman, Debra L. Shapiro, Matthew Pearsall. 2016. Towards an understanding of the role of anticipatory justice in the employment dispute-resolution process. *International Journal of Conflict Management* 27:2, 275-298. [[Crossref](#)]
1039. Ruiwei Shen, Tsutomu Terada, Masahiko Tsukamoto. 2016. A method for controlling crowd flow by changing recommender information on navigation application. *International Journal of Pervasive Computing and Communications* 12:1, 87-106. [[Crossref](#)]
1040. Daniel Schneider, Kristen Harknett, Sara McLanahan. 2016. Intimate Partner Violence in the Great Recession. *Demography* 53:2, 471-505. [[Crossref](#)]
1041. Sandro Casal, Luigi Mittone. 2016. Social esteem versus social stigma: The role of anonymity in an income reporting game. *Journal of Economic Behavior & Organization* 124, 55-66. [[Crossref](#)]
1042. Mike Mesterton-Gibbons, Tom N. Sherratt. 2016. How residency duration affects the outcome of a territorial contest: Complementary game-theoretic models. *Journal of Theoretical Biology* 394, 137-148. [[Crossref](#)]
1043. Caroline J. Charpentier, Benedetto De Martino, Alena L. Sim, Tali Sharot, Jonathan P. Roiser. 2016. Emotion-induced loss aversion and striatal-amygdala coupling in low-anxious individuals. *Social Cognitive and Affective Neuroscience* 11:4, 569-579. [[Crossref](#)]
1044. Mehrnoosh Oghbaie, Michael J. Pennock, William B. Rouse. Understanding the efficacy of interactive visualization for decision making for complex systems 1-6. [[Crossref](#)]
1045. Qiuzhen Wang, Liang Meng, Manlu Liu, Qi Wang, Qingguo Ma. 2016. How do social-based cues influence consumers' online purchase decisions? An event-related potential study. *Electronic Commerce Research* 16:1, 1-26. [[Crossref](#)]
1046. Leff Bonney, Christopher R. Plouffe, Michael Brady. 2016. Investigations of sales representatives' valuation of options. *Journal of the Academy of Marketing Science* 44:2, 135-150. [[Crossref](#)]
1047. Chiara Renzi, Silvia Riva, Marianna Masiero, Gabriella Pravettoni. 2016. The choice dilemma in chronic hematological conditions: Why choosing is not only a medical issue? A psycho-cognitive perspective. *Critical Reviews in Oncology/Hematology* 99, 134-140. [[Crossref](#)]
1048. Jennifer Itzkowitz, Jesse Itzkowitz, Scott Rothbort. 2016. ABCs of Trading: Behavioral Biases affect Stock Turnover and Value *. *Review of Finance* 20:2, 663-692. [[Crossref](#)]

1049. Yuan Sun, S. Shyam Sundar. Psychological importance of human agency how self-assembly affects user experience of robots 189-196. [[Crossref](#)]
1050. Joseph Blasi, Richard Freeman, Douglas Kruse. 2016. Do Broad-based Employee Ownership, Profit Sharing and Stock Options Help the Best Firms Do Even Better?. *British Journal of Industrial Relations* 54:1, 55-82. [[Crossref](#)]
1051. Kar H. Lim, Wuyang Hu. 2016. How Local Is Local? A Reflection on Canadian Local Food Labeling Policy from Consumer Preference. *Canadian Journal of Agricultural Economics/Revue canadienne d'agroeconomie* 64:1, 71-88. [[Crossref](#)]
1052. GREGG G. VAN RYZIN. 2016. EVIDENCE OF AN 'END OF HISTORY ILLUSION' IN THE WORK MOTIVATIONS OF PUBLIC SERVICE PROFESSIONALS. *Public Administration* 94:1, 263-275. [[Crossref](#)]
1053. John B. Davis. 2016. Economics, Neuroeconomics, and the Problem of Identity. *Schmollers Jahrbuch* 136:1, 15-31. [[Crossref](#)]
1054. Nadine Kammerlander. 2016. 'I want this firm to be in good hands': Emotional pricing of resigning entrepreneurs. *International Small Business Journal: Researching Entrepreneurship* 34:2, 189-214. [[Crossref](#)]
1055. Guido Buenstorf, Matthias Geissler, Stefan Krabel. 2016. Locations of labor market entry by German university graduates: is (regional) beauty in the eye of the beholder?. *Review of Regional Research* 36:1, 29-49. [[Crossref](#)]
1056. Eugenia Polizzi di Sorrentino, Eva Woelbert, Serenella Sala. 2016. Consumers and their behavior: state of the art in behavioral science supporting use phase modeling in LCA and ecodesign. *The International Journal of Life Cycle Assessment* 21:2, 237-251. [[Crossref](#)]
1057. Nili Steinfeld. 2016. "I agree to the terms and conditions": (How) do users read privacy policies online? An eye-tracking experiment. *Computers in Human Behavior* 55, 992-1000. [[Crossref](#)]
1058. Markus Dertwinkel-Kalt, Katrin Köhler. 2016. Exchange asymmetries for bads? Experimental evidence. *European Economic Review* 82, 231-241. [[Crossref](#)]
1059. Christian Krauth, Sebastian Liersch, Sören Jensen, Volker Eric Amelung. 2016. Would German physicians opt for pay-for-performance programs? A willingness-to-accept experiment in a large general practitioners' sample. *Health Policy* 120:2, 148-158. [[Crossref](#)]
1060. Hila Axelrad, Israel Luski, Miki Malul. 2016. Behavioral biases in the labor market, differences between older and younger individuals. *Journal of Behavioral and Experimental Economics* 60, 23-28. [[Crossref](#)]
1061. Avni M. Shah, Noah Eisenkraft, James R. Bettman, Tanya L. Chartrand. 2016. "Paper or Plastic?": How We Pay Influences Post-Transaction Connection. *Journal of Consumer Research* 42:5, 688-708. [[Crossref](#)]
1062. Kathy Baylis, Murray E. Fulton, Travis Reynolds. The Political Economy of Export Restrictions: The Case of Vietnam and India 177-197. [[Crossref](#)]
1063. Klaus Goffart, Michael Schermann, Christopher Kohl, Jörg Preißinger, Helmut Krcmar. 2016. Using the Default Option Bias to Influence Decision Making While Driving. *International Journal of Human-Computer Interaction* 32:1, 39-50. [[Crossref](#)]
1064. Aihwa Chang, Timmy H. Tseng, Pei-Ju Tung. The Mediating Roles of Brand Engagement and Brand Psychological Ownership in Brand Co-creation 283-296. [[Crossref](#)]
1065. Frank Beckenbach. Innovative Behavioral Approaches to Analyze the Incentives of Environmental Instruments 15-68. [[Crossref](#)]
1066. Jeffrey Evans Stake. Property Law Reflections of a Sense of Right and Wrong 277-287. [[Crossref](#)]
1067. Tess M. S. Neal, Ellie Shockley, Oliver Schilke. The "Dark Side" of Institutional Trust 177-191. [[Crossref](#)]

1068. Antonio Mastrogiorgio, Enrico Petracca. Embodying Rationality 219-237. [[Crossref](#)]
1069. Mikuláš Gangur. Motivation System on Prediction Market 354-363. [[Crossref](#)]
1070. Agnes Orban, Jan Sauermaun, Christine Trampusch. Varianten des Institutionalismus: Sozialwissenschaftliche Institutionenanalyse 1-31. [[Crossref](#)]
1071. Torsten Tomczak, Dennis Vogt, Josef Frischeisen. Wie Konsumenten Innovationen wahrnehmen Neuartigkeit und Sinnhaftigkeit als zentrale Determinanten 187-209. [[Crossref](#)]
1072. Akitaka Dohtani. Pathology in the Market Economy: Self-fulfilling Process to Chronic Slump 163-189. [[Crossref](#)]
1073. Karine Lamiraud, Robert Oxoby, Cam Donaldson. 2016. Incremental willingness to pay: a theoretical and empirical exposition. *Theory and Decision* **80**:1, 101-123. [[Crossref](#)]
1074. N.S. Grewal, J.A. Sparks, J. Reiter, E. Moses. Behavioral Economics 143-149. [[Crossref](#)]
1075. J. Ehrlinger, W.O. Readinger, B. Kim. Decision-Making and Cognitive Biases 5-12. [[Crossref](#)]
1076. E.T. Berkman, L.E. Kahn, J.L. Livingston. Valuation as a Mechanism of Self-Control and Ego Depletion 255-279. [[Crossref](#)]
1077. Petr Obergruber, Gabriela Hrubcova. 2016. Experiments in Economics. *Procedia Economics and Finance* **39**, 482-492. [[Crossref](#)]
1078. Maohui Luo, Richard de Dear, Wenjie Ji, Cao Bin, Borong Lin, Qin Ouyang, Yingxin Zhu. 2016. The dynamics of thermal comfort expectations: The problem, challenge and implication. *Building and Environment* **95**, 322-329. [[Crossref](#)]
1079. Karolina M. Lempert, Elizabeth A. Phelps. 2016. The Malleability of Intertemporal Choice. *Trends in Cognitive Sciences* **20**:1, 64-74. [[Crossref](#)]
1080. Dan Lovallo, Elif Ketencioglu. Risk Aversion 1-4. [[Crossref](#)]
1081. Eva R. Porras. Contributors to the Bubble Formation and Contagion Process 55-89. [[Crossref](#)]
1082. Alexander Chisler, Yulia Volkova, Evgeny Pyskhin. Handle with IT Addiction 1-5. [[Crossref](#)]
1083. M. Healey, K. Parker, L. Saldin. Using Nudge Techniques to Influence Behaviour in an Engineering Office . [[Crossref](#)]
1084. Kartik K. Ganju, Hilal Atasoy, Paul A. Pavlou. 2016. Does the Adoption of Electronic Medical Record Systems Inflate Medicare Reimbursements?. *SSRN Electronic Journal* . [[Crossref](#)]
1085. Daniel Monroy. 2016. Decisiones Inconscientes: Sesgo De Status Quo Y Politicas PPblicas (Unaware Choices: Status Quo Bias and Public Policies). *SSRN Electronic Journal* . [[Crossref](#)]
1086. Hui-Kuan Chung, Paul W. Glimcher, Agnieszka Anna Tymula. 2016. An Experimental Comparison of Risky and Diskless Choice Limitations of Prospect Theory and Expected Utility Theory. *SSRN Electronic Journal* . [[Crossref](#)]
1087. Clarence Lee, Elie Ofek, Thomas J. Steenburgh. 2016. Where Do the Most Active Customers Originate from and How Can Firms Keep Them Engaged?. *SSRN Electronic Journal* . [[Crossref](#)]
1088. Mattia Guerini, Mauro Napoletano, Andrea Roventini. 2016. No Man is an Island: The Impact of Heterogeneity and Local Interactions on Macroeconomic Dynamics. *SSRN Electronic Journal* . [[Crossref](#)]
1089. Dallas Burtraw, Kristen McCormack. 2016. Consignment Auctions of Free Emissions Allowances Under EPA's Clean Power Plan. *SSRN Electronic Journal* . [[Crossref](#)]
1090. Aleksey Korniychuk, Tomasz Obloj, Eric Uhlmann. 2016. Re-Biased Search: Managing Intuitive Preferences Over Time. *SSRN Electronic Journal* . [[Crossref](#)]
1091. Ryoji Sawa, Jiabin Wu. 2016. Prospect Dynamic and Loss Dominance. *SSRN Electronic Journal* . [[Crossref](#)]

1092. Amir Amel-Zadeh, Jonathan Faasse. 2016. The Information Content of 10-K Narratives: Comparing MD&A and Footnotes Disclosures. *SSRN Electronic Journal* . [[Crossref](#)]
1093. Itai Arieli, Moran Koren. 2016. Predatory Pricing and Information Aggregation in Markets with a Common Value. *SSRN Electronic Journal* . [[Crossref](#)]
1094. Richard J. Fairchild, Neal Hinvest, Muhamed Alsharman. 2016. Warning: Trading Can Be Hazardous to Your Wealth! (Just Watch Out for Bears!). *SSRN Electronic Journal* . [[Crossref](#)]
1095. Timothy J. Brennan. 2016. How Much Relevance Does Reality Imply? (Re)Considering the Endowment Effect. *SSRN Electronic Journal* . [[Crossref](#)]
1096. Alessandro Acquisti, Idris Adjerid, Rebecca Hunt Balebako, Laura Brandimarte, Lorrie Faith Cranor, Saranga Komanduri, Pedro Giovanni Leon, Norman Sadeh, Florian Schaub, Manya Sleeper, Yang Wang, Shomir Wilson. 2016. Nudges for Privacy and Security: Understanding and Assisting Users Choices Online. *SSRN Electronic Journal* . [[Crossref](#)]
1097. Kathryn Zeiler. 2016. What Explains Observed Reluctance to Trade? A Comprehensive Literature Review. *SSRN Electronic Journal* . [[Crossref](#)]
1098. Andrew Royal. 2016. Dynamics in Risk Taking with a Low-Probability Hazard. *SSRN Electronic Journal* . [[Crossref](#)]
1099. Sven Nolte. 2016. How Price Path Characteristics Shape Investment Behavior. *SSRN Electronic Journal* . [[Crossref](#)]
1100. H. Spencer Banzhaf. 2016. Constructing Markets: Environmental Economics and the Contingent Valuation Controversy. *SSRN Electronic Journal* . [[Crossref](#)]
1101. Gabriel M. Ahlfeldt, Wolfgang Maennig, Malte Steenbeck. 2016. Aprrs Nous Le DDluge? Direct Democracy and Intergenerational Conflicts in Aging Societies. *SSRN Electronic Journal* . [[Crossref](#)]
1102. Takanori Ida, Kayo Murakami, Makoto Tanaka. 2016. Electricity demand response in Japan: Experimental evidence from a residential photovoltaic power-generation system. *Economics of Energy & Environmental Policy* 5:1. . [[Crossref](#)]
1103. Andrew Wroe. 2016. Economic Insecurity and Political Trust in the United States. *American Politics Research* 44:1, 131-163. [[Crossref](#)]
1104. Martin Jacobs. 2016. Accounting for Changing Tastes: Approaches to Explaining Unstable Individual Preferences. *Review of Economics* 67:2. . [[Crossref](#)]
1105. Mary Frances Luce. Consumer Decision Making 875-899. [[Crossref](#)]
1106. Mario Bogdanov, Christian C. Ruff, Lars Schwabe. 2015. Transcranial Stimulation Over the Dorsolateral Prefrontal Cortex Increases the Impact of Past Expenses on Decision-Making. *Cerebral Cortex* 19, bhv298. [[Crossref](#)]
1107. Courtenay Atwell. 2015. The Franchisee as a Consumer: Determining the Optimal Duration of Pre-Contractual Disclosure. *Journal of Consumer Policy* 38:4, 457-489. [[Crossref](#)]
1108. Kasper M. Hansen, Asmus L. Olsen, Mickael Bech. 2015. Cross-National Yardstick Comparisons: A Choice Experiment on a Forgotten Voter Heuristic. *Political Behavior* 37:4, 767-789. [[Crossref](#)]
1109. Matthias Fatke. 2015. Behavioural primes in the voting booth: Further evidence of priming effects in popular votes and elections. *Electoral Studies* 40, 315-321. [[Crossref](#)]
1110. Eugene Y. Chan. 2015. Endowment effect for hedonic but not utilitarian goods. *International Journal of Research in Marketing* 32:4, 439-441. [[Crossref](#)]
1111. Nicholas J. Caruana, R. Michael McGregor, Laura B. Stephenson. 2015. The Power of the Dark Side: Negative Partisanship and Political Behaviour in Canada. *Canadian Journal of Political Science* 48:4, 771-789. [[Crossref](#)]

1112. Giles W. Story, Ivo Vlaev, Robert D. Metcalfe, Molly J. Crockett, Zeb Kurth-Nelson, Ara Darzi, Raymond J. Dolan. 2015. Social redistribution of pain and money. *Scientific Reports* 5:1. . [[Crossref](#)]
1113. Alvin Pastore, Umberto Esposito, Eleni Vasilaki. Modelling stock-market investors as Reinforcement Learning agents 1-6. [[Crossref](#)]
1114. Ying Jessica Cao, David R. Just, Calum Turvey, Brian Wansink. 2015. Existing Food Habits and Recent Choices Lead to Disregard of Food Safety Announcements. *Canadian Journal of Agricultural Economics/Revue canadienne d'agroeconomie* 63:4, 491-511. [[Crossref](#)]
1115. Nicolas Krucien, Marc Le Vaillant, Nathalie Pelletier-Fleury. 2015. What are the patients' preferences for the Chronic Care Model? An application to the obstructive sleep apnoea syndrome. *Health Expectations* 18:6, 2536-2548. [[Crossref](#)]
1116. Tamara Dinev, Allen R. McConnell, H. Jeff Smith. 2015. Research Commentary—Informing Privacy Research Through Information Systems, Psychology, and Behavioral Economics: Thinking Outside the “APCO” Box. *Information Systems Research* 26:4, 639-655. [[Crossref](#)]
1117. Dan Marsh, Yvonne Phillips. 2015. Combining Choice Analysis with Stakeholder Consultation to Assess Management Options for New Zealand’s Hurunui River. *Water* 7:12, 1649-1669. [[Crossref](#)]
1118. Douglas A. Conrad. 2015. The Theory of Value-Based Payment Incentives and Their Application to Health Care. *Health Services Research* 50:S2, 2057-2089. [[Crossref](#)]
1119. Mark Guzdial. 2015. Learner-Centered Design of Computing Education: Research on Computing for Everyone. *Synthesis Lectures on Human-Centered Informatics* 8:6, 1-165. [[Crossref](#)]
1120. Erik Angner. 2015. “To navigate safely in the vast sea of empirical facts”. *Synthese* 192:11, 3557-3575. [[Crossref](#)]
1121. Ariel Colonomos. 2015. Is there a Future for ‘Jus ex Bello’?. *Global Policy* 6:4, 358-368. [[Crossref](#)]
1122. Jih-Jeng Huang, Masahiro Inuiguchi. 2015. Diminishing Utility Decision Model for Weighting Criteria. *International Journal of Information Technology & Decision Making* 14:06, 1263-1284. [[Crossref](#)]
1123. Jeanne Liedtka. 2015. Perspective: Linking Design Thinking with Innovation Outcomes through Cognitive Bias Reduction. *Journal of Product Innovation Management* 32:6, 925-938. [[Crossref](#)]
1124. Sven Heidenreich, Matthias Handrich. 2015. What about Passive Innovation Resistance? Investigating Adoption-Related Behavior from a Resistance Perspective. *Journal of Product Innovation Management* 32:6, 878-903. [[Crossref](#)]
1125. Su (Sally) Gan, Richard Heaney, Paul Gerrans. 2015. Individual investor portfolio performance in retirement savings accounts. *Australian Journal of Management* 40:4, 652-671. [[Crossref](#)]
1126. . Bibliography 449-469. [[Crossref](#)]
1127. Andreas Klosssek, Klaus E. Meyer, Michael Nippa. 2015. Why Do Strategic Alliances Persist? A Behavioral Decision Model. *Managerial and Decision Economics* 36:7, 470-486. [[Crossref](#)]
1128. Deepak K. Datta, Martina Musteen, Dynah A. Basuil. 2015. Influence of Managerial Ownership and Compensation Structure on Establishment Mode Choice: The Moderating Role of Host Country Political Risk. *Management International Review* 55:5, 593-613. [[Crossref](#)]
1129. Sini Miller, Peter Tait, Caroline Saunders. 2015. Estimating indigenous cultural values of freshwater: A choice experiment approach to Māori values in New Zealand. *Ecological Economics* 118, 207-214. [[Crossref](#)]
1130. Saugato Datta, Justine Burns, Brendan Maughan-Brown, Matthew Darling, Katherine Eyal. 2015. Risking it all for love? Resetting beliefs about HIV risk among low-income South African teens. *Journal of Economic Behavior & Organization* 118, 184-198. [[Crossref](#)]

1131. Ron J.G. van Schie, Benedict G.C. Dellaert, Bas Donkers. 2015. Promoting later planned retirement: Construal level intervention impact reverses with age. *Journal of Economic Psychology* **50**, 124-131. [[Crossref](#)]
1132. Theodore Alexopoulos, Milija Šimleša, Mélanie Francis. 2015. Good self, bad self: Initial success and failure moderate the endowment effect. *Journal of Economic Psychology* **50**, 32-40. [[Crossref](#)]
1133. X.T. (Xiao-Tian) Wang, Lay See Ong, Jolene H. Tan. 2015. Sense and sensibility of ownership: Type of ownership experience and valuation of goods. *Journal of Behavioral and Experimental Economics* **58**, 171-177. [[Crossref](#)]
1134. Toby Bolsen, James N. Druckman. 2015. Counteracting the Politicization of Science. *Journal of Communication* **65**:5, 745-769. [[Crossref](#)]
1135. Louis Anthony Tony Cox. 2015. Overcoming Learning Aversion in Evaluating and Managing Uncertain Risks. *Risk Analysis* **35**:10, 1892-1910. [[Crossref](#)]
1136. Tibor Besedeš, Cary Deck, Sudipta Sarangi, Mikhael Shor. 2015. Reducing Choice Overload without Reducing Choices. *Review of Economics and Statistics* **97**:4, 793-802. [[Crossref](#)]
1137. VALTER SAURIN, JOSÉ MANUEL JANEIRA VAREJÃO, NEWTON CARNEIRO AFFONSO DA COSTA JR., WLADimir RIBEIRO PRATES. 2015. ESTUDO COMPARATIVO DO VIÉS DO STATUS QUO E PERFIL DE RISCO EM TOMADAS DE DECISÕES POR ESTUDANTES DE CURSOS DE PÓS-GRADUAÇÃO. *RAM. Revista de Administração Mackenzie* **16**:5, 95-126. [[Crossref](#)]
1138. Liyin Jin, Qian Xu, Ying Zhang. 2015. Climbing the Wrong Ladder: The Mismatch between Consumers' Preference for Subgoal Sequences and Actual Goal Performance. *Journal of Marketing Research* **52**:5, 616-628. [[Crossref](#)]
1139. Sang Lee, Myung J. Lee, Byoung W. Kim, Jodi M. Gilman, John K. Kuster, Anne J. Blood, Camelia M. Kuhnen, Hans C. Breiter. 2015. The Commonality of Loss Aversion across Procedures and Stimuli. *PLOS ONE* **10**:9, e0135216. [[Crossref](#)]
1140. . References 303-312. [[Crossref](#)]
1141. Jarrod Ormiston, Kylie Charlton, M. Scott Donald, Richard G. Seymour. 2015. Overcoming the Challenges of Impact Investing: Insights from Leading Investors. *Journal of Social Entrepreneurship* **6**:3, 352-378. [[Crossref](#)]
1142. Douglas Glen Whitman, Mario J. Rizzo. 2015. The Problematic Welfare Standards of Behavioral Paternalism. *Review of Philosophy and Psychology* **6**:3, 409-425. [[Crossref](#)]
1143. NIKLAS L. HALLBERG. 2015. Uncertainty, judgment, and the theory of the firm. *Journal of Institutional Economics* **11**:3, 623-650. [[Crossref](#)]
1144. Samer Schaat, Stefan Wilker, Aleksandar Miladinovic, Stephan Dickert, Erdem Geveze, Verena Gruber. Modelling emotion and social norms for consumer simulations exemplified in social media 851-856. [[Crossref](#)]
1145. Liran Korn, Miki Malul, Israel Luski. 2015. Employment as a Poverty Trap. *Journal of Employment Counseling* **52**:3, 110-120. [[Crossref](#)]
1146. James F. M. Cornwell, E. Tory Higgins. 2015. The "Ought" Premise of Moral Psychology and the Importance of the Ethical "Ideal". *Review of General Psychology* **19**:3, 311-328. [[Crossref](#)]
1147. Sandeep Mishra, Leanne S. Son Hing, Martin L. Lalumière. 2015. Inequality and Risk-Taking. *Evolutionary Psychology* **13**:3, 147470491559629. [[Crossref](#)]
1148. Okuyama Tadahiro, Hayashiyama Yasuhisa. 2015. A model for evaluating recreation benefits with reference dependent preference. *Journal of Economics and International Finance* **7**:8, 167-182. [[Crossref](#)]
1149. Andrew M. Forman, Shawn Thelen, Terri Shapiro. 2015. Domestic versus offshore service providers. *Journal of Service Management* **26**:4, 608-624. [[Crossref](#)]

1150. Johannes Abeler, Simon Jäger. 2015. Complex Tax Incentives. *American Economic Journal: Economic Policy* 7:3, 1-28. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1151. William P. Wan, H. Shawna Chen, Daphne W. Yiu. 2015. Organizational Image, Identity, and International Divestment: A Theoretical Examination. *Global Strategy Journal* 5:3, 205-222. [[Crossref](#)]
1152. T. J. Kasperbauer. 2015. Psychological Constraints on Egalitarianism: The Challenge of Just World Beliefs. *Res Publica* 21:3, 217-234. [[Crossref](#)]
1153. Bryan K. Church, Marietta Peytcheva, Wei Yu, Ong-Ard Singtokul. 2015. Perspective taking in auditor–manager interactions: An experimental investigation of auditor behavior. *Accounting, Organizations and Society* 45, 40-51. [[Crossref](#)]
1154. Kuan Kiat Cheah, F Douglas Foster, Richard Heaney, Timothy Higgins, Barry Oliver, Terry O'Neill, Roslyn Russell. 2015. Discussions on long-term financial choice. *Australian Journal of Management* 40:3, 414-434. [[Crossref](#)]
1155. Michael James Heron, Pauline Belford. 2015. Power and perception in the scandal in academia. *ACM SIGCAS Computers and Society* 45:2, 11-19. [[Crossref](#)]
1156. Andreas Glöckner, Stephan Tontrup, Stefan Bechtold. 2015. Disentangling Psychological Sources of Overpricing in Anticommons Dilemmas: Strategic Incentives, Endowment Effects, and Interdependence of Outcomes. *Journal of Behavioral Decision Making* 28:3, 224-238. [[Crossref](#)]
1157. Björn Bartling, Florian Engl, Roberto A. Weber. 2015. Game form misconceptions are not necessary for a willingness-to-pay vs. willingness-to-accept gap. *Journal of the Economic Science Association* 1:1, 72-85. [[Crossref](#)]
1158. Karl-Martin Ehrhart, Marion Ott, Susanne Abele. 2015. Auction fever: Rising revenue in second-price auction formats. *Games and Economic Behavior* 92, 206-227. [[Crossref](#)]
1159. Jura Liaukonyte, Timothy J. Richards, Harry M. Kaiser, Bradley J. Rickard. 2015. Under-contribution to generic advertising due to self-interested inequity aversion. *European Review of Agricultural Economics* 42:3, 473-497. [[Crossref](#)]
1160. Gilberto Montibeller, Detlof von Winterfeldt. 2015. Cognitive and Motivational Biases in Decision and Risk Analysis. *Risk Analysis* 35:7, 1230-1251. [[Crossref](#)]
1161. Peter Howley. 2015. The Happy Farmer: The Effect of Nonpecuniary Benefits on Behavior. *American Journal of Agricultural Economics* 97:4, 1072-1086. [[Crossref](#)]
1162. Jorge Holzer. 2015. Property Rights and Choice: The Case of the Fishery. *American Journal of Agricultural Economics* 97:4, 1175-1191. [[Crossref](#)]
1163. Murray E. Fulton, Travis Reynolds. 2015. The Political Economy of Food Price Volatility: The Case of Vietnam and Rice. *American Journal of Agricultural Economics* 97:4, 1206-1226. [[Crossref](#)]
1164. Russell Cropanzano, Marion Fortin, Jessica F. Kirk. How do We Know When We are Treated Fairly? Justice Rules and Fairness Judgments 279-350. [[Crossref](#)]
1165. Weston L. Baxter, Marco Aurisicchio, Peter R.N. Childs. 2015. A psychological ownership approach to designing object attachment. *Journal of Engineering Design* 26:4-6, 140-156. [[Crossref](#)]
1166. L. Hudders, M. Pandelaere. 2015. Is Having a Taste of Luxury a Good Idea? How Use vs. Ownership of Luxury Products Affects Satisfaction with Life. *Applied Research in Quality of Life* 10:2, 253-262. [[Crossref](#)]
1167. Peter DeScioli, Rachel Karpoff. 2015. People's Judgments About Classic Property Law Cases. *Human Nature* 26:2, 184-209. [[Crossref](#)]
1168. Lanlan Cao, Li Li. 2015. The Impact of Cross-Channel Integration on Retailers' Sales Growth. *Journal of Retailing* 91:2, 198-216. [[Crossref](#)]

1169. Michael Berleemann, Justus Haucap. 2015. Which factors drive the decision to opt out of individual research rankings? An empirical study of academic resistance to change. *Research Policy* 44:5, 1108-1115. [[Crossref](#)]
1170. Carey K. Morewedge, Colleen E. Giblin. 2015. Explanations of the endowment effect: an integrative review. *Trends in Cognitive Sciences* 19:6, 339-348. [[Crossref](#)]
1171. Haiyang Yang, Antonios Stamatogiannakis, Amitava Chattopadhyay. 2015. Pursuing Attainment versus Maintenance Goals: The Interplay of Self-Construal and Goal Type on Consumer Motivation. *Journal of Consumer Research* 42:1, 93-108. [[Crossref](#)]
1172. Olivier Masson, Jean Baratgin, Frank Jamet. NAO robot and the "endowment effect" 1-6. [[Crossref](#)]
1173. Chen-Yu Chang, Yaming Qian. 2015. An Econometric Analysis of Holdup Problems in Construction Projects. *Journal of Construction Engineering and Management* 141:6, 04015004. [[Crossref](#)]
1174. David Disatnik, Yael Steinhart. 2015. Need for Cognitive Closure, Risk Aversion, Uncertainty Changes, and Their Effects on Investment Decisions. *Journal of Marketing Research* 52:3, 349-359. [[Crossref](#)]
1175. Eran Ben-Elia, Erel Avineri. 2015. Response to Travel Information: A Behavioural Review. *Transport Reviews* 35:3, 352-377. [[Crossref](#)]
1176. Michael J. Greenstein, Xiaomeng Xu. 2015. My Mug Is Valuable, But My Partner's Is Even More So: Economic Decisions for Close Others. *Basic and Applied Social Psychology* 37:3, 174-187. [[Crossref](#)]
1177. Daowei Zhang, Anne Stenger. 2015. Value and valuation of forest ecosystem services. *Journal of Environmental Economics and Policy* 4:2, 129-140. [[Crossref](#)]
1178. Ardjan Gazheli, Miklós Antal, Jeroen van den Bergh. 2015. The behavioral basis of policies fostering long-run transitions: Stakeholders, limited rationality and social context. *Futures* 69, 14-30. [[Crossref](#)]
1179. Bjarne Espedal. 2015. Is managerial discretion good or bad for organizational adaptiveness?. *Leadership* 11:2, 142-157. [[Crossref](#)]
1180. Paul B. Thompson. Risks and ethics in the context of food nanotechnology and the delivery of bioactive ingredients 318-330. [[Crossref](#)]
1181. Davide Secchi, Hong T.M. Bui, Kathleen Gamroth. 2015. Involuntary wellness programs: the case of a large US company. *Evidence-based HRM: a Global Forum for Empirical Scholarship* 3:1, 2-24. [[Crossref](#)]
1182. Sergio O. Saldana-Zorrilla. 2015. Assessment of disaster risk management in Mexico. *Disaster Prevention and Management* 24:2, 230-248. [[Crossref](#)]
1183. Gary Schaub. 2015. JUSTAS for all? Innovation and UAVs in the Canadian forces. *Defence Studies* 15:2, 124-142. [[Crossref](#)]
1184. Jan Schnellenbach. 2015. Does classical liberalism imply an evolutionary approach to policy-making?. *Journal of Bioeconomics* 17:1, 53-70. [[Crossref](#)]
1185. Johannes Vöster. 2015. Irrationaler Kunde - Effekte verstehen und nutzen. *Marketing Review St. Gallen* 32:2, 46-53. [[Crossref](#)]
1186. SABINE KUESTER, SILKE C. HESS, ANDREAS HERRMANN. 2015. THE ROLE OF DEFAULTS IN PREVENTING INNOVATION REJECTION. *International Journal of Innovation Management* 19:02, 1550023. [[Crossref](#)]
1187. Natalie Slawinski, Pratima Bansal. 2015. Short on Time: Intertemporal Tensions in Business Sustainability. *Organization Science* 26:2, 531-549. [[Crossref](#)]
1188. Peter DeScioli, Nicole M. Rosa, Angela H. Gutchess. 2015. A Memory Advantage for Property. *Evolutionary Psychology* 13:2, 147470491501300. [[Crossref](#)]
1189. Elisabet Tubau, David Aguilar-Lleyda, Eric D. Johnson. 2015. Reasoning and choice in the Monty Hall Dilemma (MHD): implications for improving Bayesian reasoning. *Frontiers in Psychology* 6. . [[Crossref](#)]

1190. Giles W. Story, Ivo Vlaev, Peter Dayan, Ben Seymour, Ara Darzi, Raymond J. Dolan. 2015. Anticipation and Choice Heuristics in the Dynamic Consumption of Pain Relief. *PLoS Computational Biology* 11:3, e1004030. [[Crossref](#)]
1191. Egon Smeral, Haiyan Song. 2015. Varying Elasticities and Forecasting Performance. *International Journal of Tourism Research* 17:2, 140-150. [[Crossref](#)]
1192. Eva Heiskanen, Mikko Jalas, Jenny Rinkinen, Pasi Tainio. 2015. The local community as a “low-carbon lab”: Promises and perils. *Environmental Innovation and Societal Transitions* 14, 149-164. [[Crossref](#)]
1193. Yingkui Yang, Hans Stubbe Solgaard, Wolfgang Haider. 2015. Value seeking, price sensitive, or green? Analyzing preference heterogeneity among residential energy consumers in Denmark. *Energy Research & Social Science* 6, 15-28. [[Crossref](#)]
1194. Neil Stewart, Stian Reimers, Adam J. L. Harris. 2015. On the Origin of Utility, Weighting, and Discounting Functions: How They Get Their Shapes and How to Change Their Shapes. *Management Science* 61:3, 687-705. [[Crossref](#)]
1195. Magdalena Gawrońska. 2015. Influence of The Endowment Effect on The Valuation of Goods. An Experimental Verification. *e-Finanse* 11:1, 86-96. [[Crossref](#)]
1196. Jess H. Chua, James J. Chrisman, Alfredo De Massis. 2015. A Closer Look at Socioemotional Wealth: Its Flows, Stocks, and Prospects for Moving Forward. *Entrepreneurship Theory and Practice* 39:2, 173-182. [[Crossref](#)]
1197. Renate Schubert, Marcel Stadelmann. 2015. Energy-Using Durables – Why Consumers Refrain from Economically Optimal Choices. *Frontiers in Energy Research* 3. . [[Crossref](#)]
1198. Ofira Shmueli, Nava Pliskin, Lior Fink. 2015. Explaining over-requirement in software development projects: An experimental investigation of behavioral effects. *International Journal of Project Management* 33:2, 380-394. [[Crossref](#)]
1199. Peter A. Ubel, David A. Asch. 2015. Creating Value In Health By Understanding And Overcoming Resistance To De-Innovation. *Health Affairs* 34:2, 239-244. [[Crossref](#)]
1200. Jakob Kapeller, Bernhard Schütz. 2015. Conspicuous Consumption, Inequality and Debt: The Nature of Consumption-driven Profit-led Regimes. *Metroeconomica* 66:1, 51-70. [[Crossref](#)]
1201. Shuji Suzuki. 2015. Negative Emotion or Problem Content? Testing Explanations of the Peanuts Effect. *Psychological Reports* 116:1, 1-12. [[Crossref](#)]
1202. Riccardo Vecchio, Azzurra Annunziata. 2015. The effect of monetary versus nonmonetary endowment on WTP in BDM auctions. *Applied Economics Letters* 22:2, 137-140. [[Crossref](#)]
1203. Kyungmi Kim, Marcia K. Johnson. 2015. Distinct neural networks support the mere ownership effect under different motivational contexts. *Social Neuroscience* 1, 1-15. [[Crossref](#)]
1204. Jennifer S. Lerner, Ye Li, Piercarlo Valdesolo, Karim S. Kassam. 2015. Emotion and Decision Making. *Annual Review of Psychology* 66:1, 799-823. [[Crossref](#)]
1205. Laurie R. Santos, Alexandra G. Rosati. 2015. The Evolutionary Roots of Human Decision Making. *Annual Review of Psychology* 66:1, 321-347. [[Crossref](#)]
1206. Mathias Czaika. 2015. Migration and Economic Prospects. *Journal of Ethnic and Migration Studies* 41:1, 58-82. [[Crossref](#)]
1207. Yu-Tse Lin, Kang-Ning Xia, Lien-Ti Bei. 2015. Customer's perceived value of waiting time for service events. *Journal of Consumer Behaviour* 14:1, 28-40. [[Crossref](#)]
1208. A. David Redish, Nathan W. Schultheiss, Evan C. Carter. The Computational Complexity of Valuation and Motivational Forces in Decision-Making Processes 313-333. [[Crossref](#)]

1209. Tobias Stockinger, Marion Koelle, Patrick Lindemann, Matthias Kranz, Stefan Diewald, Andreas Möller, Luis Roalter. Towards Leveraging Behavioral Economics in Mobile Application Design 105-131. [[Crossref](#)]
1210. Tzu Ying Lee, Shuling Liao. Untying the Bond With Own Possessions for Resale: The Influences of Resale Knowledge and Endowment Effect 15-18. [[Crossref](#)]
1211. Andreas Heinemann. Behavioural Antitrust 211-242. [[Crossref](#)]
1212. Klaus Mathis, Ariel David Steffen. From Rational Choice to Behavioural Economics 31-48. [[Crossref](#)]
1213. Rainer Baisch, Rolf H. Weber. Investment Suitability Requirements in the Light of Behavioural Findings 159-192. [[Crossref](#)]
1214. Markus Tschersich. Configuration Behavior of Restrictive Default Privacy Settings on Social Network Sites 77-94. [[Crossref](#)]
1215. Anna M. Gil-Lafuente, Alexandra Balvey. Crisis' Origin's Causes. Contributions from the Fuzzy Logic in the Sustainability on the Socio-Economic Systems 201-216. [[Crossref](#)]
1216. Annika Kangas, Mikko Kurttila, Teppo Hujala, Kyle Eyvindson, Jyrki Kangas. Introduction 3-10. [[Crossref](#)]
1217. Philipp Müller. Kognitive und affektive Barrieren bei der Kommunikation politischer Reformen 171-191. [[Crossref](#)]
1218. Thomas Döring. Zentrale Erkenntnisse der Verhaltensökonomik – Zur begrenzten Rationalität des individuellen Entscheidungsverhaltens 15-37. [[Crossref](#)]
1219. Caroline Brock, Bradford Barham. Amish Dedication to Farming and Adoption of Organic Dairy Systems 233-255. [[Crossref](#)]
1220. Simona Cicognani, Anna D'Ambrosio, Werner Güth, Simone Pfuderer, Matteo Ploner. 2015. Community projects: an experimental analysis of a fair implementation process. *Social Choice and Welfare* 44:1, 109-132. [[Crossref](#)]
1221. Scott Victor Valentine. 2015. What lurks below the surface? Exploring the caveats of sea level rise economic impact assessments. *Sustainability Science* 10:1, 139-147. [[Crossref](#)]
1222. Chris Guthrie, Jennifer K. Robbennolt. Negotiation and Bargaining: Role of Lawyers 418-422. [[Crossref](#)]
1223. C.K. Woo, Y.S. Cheng, A. Law, J. Zarnikau, S.T. Ho, H.Y. Leung. 2015. Consumer support for a public utilities commission in Hong Kong. *Energy Policy* 76, 87-97. [[Crossref](#)]
1224. Nele Lienhoop, Roy Brouwer. 2015. Agri-environmental policy valuation: Farmers' contract design preferences for afforestation schemes. *Land Use Policy* 42, 568-577. [[Crossref](#)]
1225. Elisha R. Frederiks, Karen Stenner, Elizabeth V. Hobman. 2015. Household energy use: Applying behavioural economics to understand consumer decision-making and behaviour. *Renewable and Sustainable Energy Reviews* 41, 1385-1394. [[Crossref](#)]
1226. Pascal Bourgeat. 2015. A Revealed/stated Preference Approach to Bus Service Configuration. *Transportation Research Procedia* 6, 411-423. [[Crossref](#)]
1227. Katarina Sikavica, Amy J. Hillman. Combining Financial and Psychological Insights for a New Typology of Ownership 35-61. [[Crossref](#)]
1228. Jacob M. Nebel. 2015. Status Quo Bias, Rationality, and Conservatism about Value. *Ethics* 125:2, 449-476. [[Crossref](#)]
1229. Jennifer Arlen, Stephan Tontrup. 2015. Does the Endowment Effect Justify Legal Intervention? The Debiasing Effect of Institutions. *The Journal of Legal Studies* 44:1, 143-182. [[Crossref](#)]
1230. Moustafa Abu El Fadl, Boris Abbey, Kyungsub Stephen Choi. Effect of IT Trading Platform on Financial Risk-Taking and Portfolio Performance 3298-3306. [[Crossref](#)]

1231. Markus Tschersich. Comparing the Configuration of Privacy Settings on Social Network Sites Based on Different Default Options 3453-3462. [[Crossref](#)]
1232. Jacob LaRiviere, Hendrik Wolff. 2015. THE POWER OF THE LITTLE BLUE PILL: INNOVATIONS AND IMPLICATIONS OF LIFESTYLE DRUGS IN AN AGING POPULATION. *Economic Inquiry* 53:1, 540-556. [[Crossref](#)]
1233. Junius Gunaratne, Oded Nov. Informing and Improving Retirement Saving Performance using Behavioral Economics Theory-driven User Interfaces 917-920. [[Crossref](#)]
1234. Samer Schaat, Aleksandar Miladinović, Stefan Wilker, Stefan Kollmann, Stephan Dickert, Erdem Geveze, Verena Gruber. Emotion in Consumer Simulations for the Development and Testing of Recommendations for Marketing Strategies 25-32. [[Crossref](#)]
1235. Ruiwei Shen, Tsutomu Terada, Masahiko Tsukamoto. A Navigation System for Crowd Flow Control by Controlling Information Presentation 6-13. [[Crossref](#)]
1236. Christos N. Pitelis, Joachim Wagner. 2015. No Wo-Man Is an Island Shared Strategic Leadership as a Mesofoundation of Dynamic Capabilities. *SSRN Electronic Journal* . [[Crossref](#)]
1237. Ramesh Shankar. 2015. Online Reputational Loss Aversion: Empirical Evidence from StackOverflow.com. *SSRN Electronic Journal* . [[Crossref](#)]
1238. Elisabeth Grabmann. 2015. Investigation of Experience Curve Effects While Processing Visual Representations of Financial Data for Managerial Decision Making: A Triangulated Longitudinal Study. *SSRN Electronic Journal* . [[Crossref](#)]
1239. Stefan Liebig, Carsten Sauer, Sebastian HHlle. 2015. Why is Justice Regarded as so Important? Theoretical Considerations and an Empirical Test of a Fundamental Question. *SSRN Electronic Journal* . [[Crossref](#)]
1240. Diego Ardila, Zalln Forrr, Didier Sornette. 2015. The Acceleration Effect and Gamma Factor in Asset Pricing. *SSRN Electronic Journal* . [[Crossref](#)]
1241. Lenka Habetinova, Charles N. Noussair. 2015. Charitable Giving, Emotions, and the Default Effect. *SSRN Electronic Journal* . [[Crossref](#)]
1242. Daniel Gottlieb, Olivia S. Mitchell. 2015. Narrow Framing and Long-Term Care Insurance. *SSRN Electronic Journal* . [[Crossref](#)]
1243. Elliot Berkman, Jordan L. Livingson, Lauren E. Kahn, Michael Inzlicht. 2015. Valuation as a Mechanism of Self-Control. *SSRN Electronic Journal* . [[Crossref](#)]
1244. Karine Lamiraud, Robert J. Oxoby, Cam Donaldson. 2015. Incremental Willingness to Pay: A Theoretical and Empirical Exposition. *SSRN Electronic Journal* . [[Crossref](#)]
1245. Matthias Weber. 2015. Behavioral Economics and the Public Sector. *SSRN Electronic Journal* . [[Crossref](#)]
1246. Jennifer Arlen, Stephan Tontrup. 2015. Strategic Bias Shifting: Herding as a Behaviorally Rational Response to Regret Aversion. *SSRN Electronic Journal* . [[Crossref](#)]
1247. Robert J. Bloomfield, Volker Laux, Nicholas Seybert, Michael G. Williamson. 2015. Valuation and Communication: Two Conflicting Roles of Stock Price. *SSRN Electronic Journal* . [[Crossref](#)]
1248. Markus Weinmann, Christoph Schneider, Jan vom Brocke. 2015. Digital Nudging. *SSRN Electronic Journal* . [[Crossref](#)]
1249. Daniel Monroy. 2015. Las Preferencias Dependen Del Punto De Referencia!: Un desaffo al Annlisis Econmico y coaseanoo del Derecho (Preferences Depend on Reference Points!: A Challenge to Law & Economics And Coasean Theory - In Spanish). *SSRN Electronic Journal* . [[Crossref](#)]

1250. Daniel Monroy. 2015. BEHAVIORAL ECONOMICS Y POLÍTICAS PÚBLICAS: Algunos problemas y sus soluciones (Behavioral Economics and Public Policies: Some Problems and Their Solutions - In Spanish). *SSRN Electronic Journal* . [[Crossref](#)]
1251. Alison E Turnbull, Cristi L O'Connor, Bryan Lau, Scott D Halpern, Dale M Needham. 2015. Allowing Physicians to Choose the Value of Compensation for Participation in a Web-Based Survey: Randomized Controlled Trial. *Journal of Medical Internet Research* 17:7, e189. [[Crossref](#)]
1252. Francesco Corea, Enrico Maria Cervellati. 2015. Stock jumps: Analyzing traditional and behavioral perspectives. *Risk Governance and Control: Financial Markets and Institutions* 5:3, 15-25. [[Crossref](#)]
1253. Ofira Shmueli, Nava Pliskin, Lior Fink. A Position Paper Proposing Behavioral Solutions to Challenges in Software Development Projects 94-99. [[Crossref](#)]
1254. Salvatore Esposito De Falco, Antonio Renzi. 2015. The Role of Sunk Cost and Slack Resources in Innovation: A Conceptual Reading in an Entrepreneurial Perspective. *Entrepreneurship Research Journal* 5:3. . [[Crossref](#)]
1255. Mark J. Hurlstone, Stephan Lewandowsky, Ben R. Newell, Brittany Sewell. 2014. The Effect of Framing and Normative Messages in Building Support for Climate Policies. *PLoS ONE* 9:12, e114335. [[Crossref](#)]
1256. Lukasz Walasek, Rebecca J. Wright, Tim Rakow. 2014. Ownership Status and the Representation of Assets of Uncertain Value: The Balloon Endowment Risk Task (BERT). *Journal of Behavioral Decision Making* 27:5, 419-432. [[Crossref](#)]
1257. Marcel Garz. 2014. Good news and bad news: evidence of media bias in unemployment reports. *Public Choice* 161:3-4, 499-515. [[Crossref](#)]
1258. David Modic, Ross Anderson. 2014. Reading this may harm your computer: The psychology of malware warnings. *Computers in Human Behavior* 41, 71-79. [[Crossref](#)]
1259. Matthew C. Rousu, Stéphan Marette, James F. Thrasher, Jayson L. Lusk. 2014. The economic value to smokers of graphic warning labels on cigarettes: Evidence from combining market and experimental auction data. *Journal of Economic Behavior & Organization* 108, 123-134. [[Crossref](#)]
1260. Morten Raun Mørkbak, Søren Bøye Olsen, Danny Campbell. 2014. Behavioral implications of providing real incentives in stated choice experiments. *Journal of Economic Psychology* 45, 102-116. [[Crossref](#)]
1261. Boris Nikolaev, Ainslee Burns. 2014. Intergenerational mobility and subjective well-being—Evidence from the general social survey. *Journal of Behavioral and Experimental Economics* 53, 82-96. [[Crossref](#)]
1262. Weihua Zhao, Tingyong Feng, Rebecca Kazinka. 2014. The extensibility of the endowment effect to others is mediated by degree of intimacy. *Asian Journal of Social Psychology* 17:4, 296-301. [[Crossref](#)]
1263. Young Min Baek, Young Bae, Irkwon Jeong, Eunmee Kim, June Woong Rhee. 2014. Changing the default setting for information privacy protection: What and whose personal information can be better protected?. *The Social Science Journal* 51:4, 523-533. [[Crossref](#)]
1264. Rhona F. Barr, Susana Mourato. 2014. Investigating fishers' preferences for the design of marine Payments for Environmental Services schemes. *Ecological Economics* 108, 91-103. [[Crossref](#)]
1265. Edsel L. Beja. 2014. Working Out the Willingness to Accept and Willingness to Pay Gap Using Economics, Psychology, and Happiness Approaches to Valuation. *Applied Research in Quality of Life* 9:4, 819-829. [[Crossref](#)]
1266. Laura D. Scherer, Andrew Maynard, Dana C. Dolinoy, Angela Fagerlin, Brian J. Zikmund-Fisher. 2014. The psychology of 'regrettable substitutions': examining consumer judgements of Bisphenol A and its alternatives. *Health, Risk & Society* 16:7-8, 649-666. [[Crossref](#)]

1267. Jorien Veldwijk, Mattijs S. Lambooi, Esther W. de Bekker-Grob, Henriëtte A. Smit, G. Ardine de Wit. 2014. The Effect of Including an Opt-Out Option in Discrete Choice Experiments. *PLoS ONE* **9**:11, e111805. [[Crossref](#)]
1268. Jonathan E. Westfall, Ryan Corser, John D. Jasper. 2014. Handedness predicts motivation to switch from the status quo. *Laterality: Asymmetries of Body, Brain and Cognition* **19**:6, 745-764. [[Crossref](#)]
1269. Fei He, Hao Guan, Yi Kong, Rong Cao, Jiayi Peng. 2014. Some Individual Differences Influencing the Propensity to Happiness: Insights from Behavioral Economics. *Social Indicators Research* **119**:2, 897-908. [[Crossref](#)]
1270. Gesa Sophie Holst, Oliver Musshoff, Till Doerschner. 2014. Policy impact analysis of penalty and reward scenarios to promote flowering cover crops using a business simulation game. *Biomass and Bioenergy* **70**, 196-206. [[Crossref](#)]
1271. Emma Grisdale, Sophie E. Lind, Madeline J. Eacott, David M. Williams. 2014. Self-referential memory in autism spectrum disorder and typical development: Exploring the ownership effect. *Consciousness and Cognition* **30**, 133-141. [[Crossref](#)]
1272. Alasdair I. Houston, Tim W. Fawcett, Dave E.W. Mallpress, John M. McNamara. 2014. Clarifying the relationship between prospect theory and risk-sensitive foraging theory. *Evolution and Human Behavior* **35**:6, 502-507. [[Crossref](#)]
1273. Ekaterina Rhodes, Jonn Axsen, Mark Jaccard. 2014. Does effective climate policy require well-informed citizen support?. *Global Environmental Change* **29**, 92-104. [[Crossref](#)]
1274. Guy Hochman, Shahar Ayal, Dan Ariely. 2014. Keeping your gains close but your money closer: The prepayment effect in riskless choices. *Journal of Economic Behavior & Organization* **107**, 582-594. [[Crossref](#)]
1275. J. Michael Collins, Carly Urban. 2014. The dark side of sunshine: Regulatory oversight and status quo bias. *Journal of Economic Behavior & Organization* **107**, 470-486. [[Crossref](#)]
1276. Mikkel Wallentin, Jákup Ludvík Dahl Michaelsen, Ian Rynne, Rasmus Høll Nielsen. 2014. Lateralized task shift effects in Broca's and Wernicke's regions and in visual word form area are selective for conceptual content and reflect trial history. *NeuroImage* **101**, 276-288. [[Crossref](#)]
1277. Kaisa Hytönen, Guido Baltussen, Martijn J. van den Assem, Vasily Klucharev, Alan G. Sanfey, Ale Smidts. 2014. Path dependence in risky choice: Affective and deliberative processes in brain and behavior. *Journal of Economic Behavior & Organization* **107**, 566-581. [[Crossref](#)]
1278. Konstantinos Tsetsos, Valentin Wyart, S Paul Shorkey, Christopher Summerfield. 2014. Neural mechanisms of economic commitment in the human medial prefrontal cortex. *eLife* **3**. . [[Crossref](#)]
1279. Lucius Caviola, Adriano Mannino, Julian Savulescu, Nadira Faulmüller. 2014. Cognitive biases can affect moral intuitions about cognitive enhancement. *Frontiers in Systems Neuroscience* **8**. . [[Crossref](#)]
1280. Teresa Corzo, Margarita Prat, Esther Vaquero. 2014. Behavioral Finance in Joseph de la Vega's Confusion de Confusiones. *Journal of Behavioral Finance* **15**:4, 341-350. [[Crossref](#)]
1281. Johan Vamstad. 2014. Too Much Information and Too Little Knowledge? An Attempt to Explain Findings From the Swedish Voucher System for Upper Secondary Education. *Journal of School Choice* **8**:4, 567-588. [[Crossref](#)]
1282. Sven Hoepfner. 2014. The unintended consequence of doorstep consumer protection: surprise, reciprocation, and consistency. *European Journal of Law and Economics* **38**:2, 247-276. [[Crossref](#)]
1283. Judith Clifton, Daniel Díaz-Fuentes, Marcos Fernández-Gutiérrez. 2014. The impact of socio-economic background on satisfaction: evidence for policy-makers. *Journal of Regulatory Economics* **46**:2, 183-206. [[Crossref](#)]
1284. Lee C. White, Emmanuel M. Pothos, Jerome R. Busemeyer. 2014. Sometimes it does hurt to ask: The constructive role of articulating impressions. *Cognition* **133**:1, 48-64. [[Crossref](#)]

1285. Sukki Yoon, Sangdo Oh, Sujin Song, Kyungok K. Kim, Yeonshin Kim. 2014. Higher quality or lower price? How value-increasing promotions affect retailer reputation via perceived value. *Journal of Business Research* 67:10, 2088-2096. [[Crossref](#)]
1286. Daniel Svirsky. 2014. Money is no object: Testing the endowment effect in exchange goods. *Journal of Economic Behavior & Organization* 106, 227-234. [[Crossref](#)]
1287. Thomas Dohmen. 2014. Behavioral labor economics: Advances and future directions. *Labour Economics* 30, 71-85. [[Crossref](#)]
1288. ###. 2014. Analysis of the Concept of Positioning from the Perspective of Behavioral Economics. *Journal of Product Research* 32:5, 157-177. [[Crossref](#)]
1289. Nicholas R Magliocca, Daniel G Brown, Virginia D McConnell, Joan I Nassauer, S Elizabeth Westbrook. 2014. Effects of Alternative Developer Decision-Making Models on the Production of Ecological Subdivision Designs: Experimental Results from an Agent-Based Model. *Environment and Planning B: Planning and Design* 41:5, 907-927. [[Crossref](#)]
1290. Crystal Xu, Meng Yan. 2014. Radical or Incremental Innovations. *Journal of Accounting, Auditing & Finance* 29:4, 547-576. [[Crossref](#)]
1291. John J. McGraw, Sebastian Wallot, Panagiotis Mitkidis, Andreas Roepstorff. 2014. Cultureâ€™s building blocks: investigating cultural evolution in a LEGO construction task. *Frontiers in Psychology* 5. . [[Crossref](#)]
1292. Oliver Musshoff, Norbert Hirschauer. 2014. Using business simulation games in regulatory impact analysis – the case of policies aimed at reducing nitrogen leaching. *Applied Economics* 46:25, 3049-3060. [[Crossref](#)]
1293. Jeanne M. Donaldson, Iser G. DeLeon, Alyssa B. Fisher, SungWoo Kahng. 2014. Effects of and preference for conditions of token earn versus token loss. *Journal of Applied Behavior Analysis* 47:3, 537-548. [[Crossref](#)]
1294. C.K. Woo, T. Ho, A. Shiu, Y.S. Cheng, I. Horowitz, J. Wang. 2014. Residential outage cost estimation: Hong Kong. *Energy Policy* 72, 204-210. [[Crossref](#)]
1295. Gil Riella, Roe Teper. 2014. Probabilistic dominance and status quo bias. *Games and Economic Behavior* 87, 288-304. [[Crossref](#)]
1296. Liane Nagengast, Heiner Evanschitzky, Markus Blut, Thomas Rudolph. 2014. New Insights in the Moderating Effect of Switching Costs on the Satisfaction–Repurchase Behavior Link. *Journal of Retailing* 90:3, 408-427. [[Crossref](#)]
1297. Jeremy Ainsworth, Paul W. Ballantine. 2014. That’s different! How consumers respond to retail website change. *Journal of Retailing and Consumer Services* 21:5, 764-772. [[Crossref](#)]
1298. Chin-Hao Huang, Patrick James. 2014. Blue, Green or Aquamarine? Taiwan and the Status Quo Preference in Cross-Strait Relations. *The China Quarterly* 219, 670-692. [[Crossref](#)]
1299. Ioanna D Constantiou, Christiane Lehrer, Thomas Hess. 2014. Changing information retrieval behaviours: an empirical investigation of users’ cognitive processes in the choice of location-based services. *European Journal of Information Systems* 23:5, 513-528. [[Crossref](#)]
1300. S. Mo Jang. 2014. Challenges to Selective Exposure: Selective Seeking and Avoidance in a Multitasking Media Environment. *Mass Communication and Society* 17:5, 665-688. [[Crossref](#)]
1301. Stella Doukianou, Panagiotis Petridis, Ian Dunwell, Joshua Cooper. A Usability Evaluation of Game-Based Approaches Assessing Risk and Delayed Gratification 1-8. [[Crossref](#)]
1302. Clem Brooks. 2014. Introduction: Voting Behavior and Elections in Context. *The Sociological Quarterly* 55:4, 587-595. [[Crossref](#)]

1303. Liliana Pérez-Nordtvedt, Susanna Khavul, David A. Harrison, Jeffrey E. McGee. 2014. Adaptation to Temporal Shocks: Influences of Strategic Interpretation and Spatial Distance. *Journal of Management Studies* 51:6, 869-897. [[Crossref](#)]
1304. Katrin Talke, Sven Heidenreich. 2014. How to Overcome Pro-Change Bias: Incorporating Passive and Active Innovation Resistance in Innovation Decision Models. *Journal of Product Innovation Management* 31:5, 894-907. [[Crossref](#)]
1305. Mukesh Eswaran, Hugh M. Neary. 2014. An Economic Theory of the Evolutionary Emergence of Property Rights. *American Economic Journal: Microeconomics* 6:3, 203-226. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1306. Rachel I. McDonald, Ben R. Newell, Thomas F. Denson. 2014. Would you rule out going green? The effect of inclusion versus exclusion mindset on pro-environmental willingness. *European Journal of Social Psychology* 44:5, 507-513. [[Crossref](#)]
1307. Keith M Marzilli Ericson, Andreas Fuster. 2014. The Endowment Effect. *Annual Review of Economics* 6:1, 555-579. [[Crossref](#)]
1308. Anton Ovchinnikov, Béatrice Boulu-Reshef, Phillip E. Pfeifer. 2014. Balancing Acquisition and Retention Spending for Firms with Limited Capacity. *Management Science* 60:8, 2002-2019. [[Crossref](#)]
1309. Richard Grover. 2014. Compulsory purchase. *Journal of Property Investment & Finance* 32:5, 518-529. [[Crossref](#)]
1310. Justyna Brzezicka, Radoslaw Wisniewski. 2014. Identifying Selected Behavioral Determinants of Risk and Uncertainty on the Real Estate Market. *Real Estate Management and Valuation* 22:2, 30-40. [[Crossref](#)]
1311. Dan Weijers. 2014. Nozick's experience machine is dead, long live the experience machine!. *Philosophical Psychology* 27:4, 513-535. [[Crossref](#)]
1312. Kyungmi Kim, Marcia K. Johnson. 2014. Extended self: spontaneous activation of medial prefrontal cortex by objects that are 'mine'. *Social Cognitive and Affective Neuroscience* 9:7, 1006-1012. [[Crossref](#)]
1313. Kenta Tanaka, Keisaku Higashida, Shunsuke Managi. 2014. A laboratory assessment of the choice of vessel size under individual transferable quota regimes. *Australian Journal of Agricultural and Resource Economics* 58:3, 353-373. [[Crossref](#)]
1314. DENNIS COATES, BRAD R. HUMPHREYS, LI ZHOU. 2014. REFERENCE-DEPENDENT PREFERENCES, LOSS AVERSION, AND LIVE GAME ATTENDANCE. *Economic Inquiry* 52:3, 959-973. [[Crossref](#)]
1315. Elias Naumann. 2014. Increasing conflict in times of retrenchment? Attitudes towards healthcare provision in Europe between 1996 and 2002. *International Journal of Social Welfare* 23:3, 276-286. [[Crossref](#)]
1316. Cem Tekeşin, Shihomi Ara. 2014. Measuring the Value of Mortality Risk Reductions in Turkey. *International Journal of Environmental Research and Public Health* 11:7, 6890-6922. [[Crossref](#)]
1317. Daniel van Vuuren. 2014. FLEXIBLE RETIREMENT. *Journal of Economic Surveys* 28:3, 573-593. [[Crossref](#)]
1318. . Risk Acceptability Analysis Based on Quantitative Psychology of Intuitive Judgments 215-244. [[Crossref](#)]
1319. Frank van Erp, Niels Vermeer, Daniel van Vuuren. 2014. Non-financial Determinants of Retirement: A Literature Review. *De Economist* 162:2, 167-191. [[Crossref](#)]
1320. Sarah F. Brosnan, Lydia M. Hopper. 2014. Psychological limits on animal innovation. *Animal Behaviour* 92, 325-332. [[Crossref](#)]
1321. Ap Dijksterhuis, Ad van Knippenberg, Rob W. Holland. 2014. Evaluating Behavior Priming Research: Three Observations and a Recommendation. *Social Cognition* 32:Supplement, 196-208. [[Crossref](#)]

1322. John A. Bargh. 2014. The Historical Origins of Priming as the Preparation of Behavioral Responses: Unconscious Carryover and Contextual Influences of Real-World Importance. *Social Cognition* 32:Supplement, 209-224. [[Crossref](#)]
1323. Alex H. Taylor. 2014. Corvid cognition. *Wiley Interdisciplinary Reviews: Cognitive Science* 5:3, 361-372. [[Crossref](#)]
1324. Armin W. Schulz. 2014. Niche construction, adaptive preferences, and the differences between fitness and utility. *Biology & Philosophy* 29:3, 315-335. [[Crossref](#)]
1325. Jingyi Lu, Xiaofei Xie. 2014. To change or not to change: A matter of decision maker's role. *Organizational Behavior and Human Decision Processes* 124:1, 47-55. [[Crossref](#)]
1326. Jacob S. Hacker, Gregory A. Huber, Austin Nichols, Philipp Rehm, Mark Schlesinger, Rob Valletta, Stuart Craig. 2014. The Economic Security Index: A New Measure for Research and Policy Analysis. *Review of Income and Wealth* 60, S5-S32. [[Crossref](#)]
1327. Colleen K. McIlvennan, Larry A. Allen, Carolyn Nowels, Andreas Brieke, Joseph C. Cleveland, Daniel D. Matlock. 2014. Decision Making for Destination Therapy Left Ventricular Assist Devices. *Circulation: Cardiovascular Quality and Outcomes* 7:3, 374-380. [[Crossref](#)]
1328. Lan Xia, Rajneesh Suri. 2014. Trading Effort for Money. *Journal of Service Research* 17:2, 229-242. [[Crossref](#)]
1329. Victoria Campbell-Arvai, Joseph Arvai, Linda Kalof. 2014. Motivating Sustainable Food Choices. *Environment and Behavior* 46:4, 453-475. [[Crossref](#)]
1330. Kinneret Teodorescu, Ido Erev. 2014. On the Decision to Explore New Alternatives: The Coexistence of Under- and Over-exploration. *Journal of Behavioral Decision Making* 27:2, 109-123. [[Crossref](#)]
1331. Arnd Florack, Janet Kleber, Romy Busch, David Stöhr. 2014. Detaching the ties of ownership: the effects of hand washing on the exchange of endowed products. *Journal of Consumer Psychology* 24:2, 284-289. [[Crossref](#)]
1332. Shu-Heng Chen. 2014. Neuroeconomics and Agent-Based Computational Economics. *International Journal of Applied Behavioral Economics* 3:2, 15-34. [[Crossref](#)]
1333. Donald Clarke. 2014. China's Stealth Urban Land Revolution. *American Journal of Comparative Law* 62:2, 323-366. [[Crossref](#)]
1334. Mimi Lord. 2014. Smaller university endowments: team characteristics, portfolio composition and performance. *Qualitative Research in Financial Markets* 6:1, 4-32. [[Crossref](#)]
1335. Robert Faris, Diane Felmlee. 2014. Casualties of Social Combat. *American Sociological Review* 79:2, 228-257. [[Crossref](#)]
1336. John M. Longo. Trading and Investment Strategies in Behavioral Finance 495-512. [[Crossref](#)]
1337. J. A. Luzak. 2014. To Withdraw Or Not To Withdraw? Evaluation of the Mandatory Right of Withdrawal in Consumer Distance Selling Contracts Taking Into Account Its Behavioural Effects on Consumers. *Journal of Consumer Policy* 37:1, 91-111. [[Crossref](#)]
1338. Joseph A. Henderson, Don Duggan-Haas. 2014. Drilling into controversy: the educational complexity of shale gas development. *Journal of Environmental Studies and Sciences* 4:1, 87-96. [[Crossref](#)]
1339. Muireann Quigley. 2014. Are health nudges coercive?. *Monash Bioethics Review* 32:1-2, 141-158. [[Crossref](#)]
1340. Audrey E. Parrish, Michael J. Beran. 2014. Chimpanzees sometimes see fuller as better: Judgments of food quantities based on container size and fullness. *Behavioural Processes* 103, 184-191. [[Crossref](#)]
1341. Tamara Dinev. 2014. Why would we care about privacy?. *European Journal of Information Systems* 23:2, 97-102. [[Crossref](#)]

1342. Isabel Günther, Johannes K. Maier. 2014. Poverty, Vulnerability, and Reference-Dependent Utility. *Review of Income and Wealth* **60**:1, 155-181. [[Crossref](#)]
1343. Mark R. Reiff. 2014. How to pay for public education. *Theory and Research in Education* **12**:1, 4-52. [[Crossref](#)]
1344. A. Banerji, Neha Gupta. 2014. Detection, Identification, and Estimation of Loss Aversion: Evidence from an Auction Experiment. *American Economic Journal: Microeconomics* **6**:1, 91-133. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1345. Giuseppe Schiavone, Gabriele De Anna, Matteo Mameli, Vincenzo Rebba, Giovanni Boniolo. 2014. Libertarian paternalism and health care policy: a deliberative proposal. *Medicine, Health Care and Philosophy* **17**:1, 103-113. [[Crossref](#)]
1346. Martin Schmidt-Daffy. 2014. Prospect balancing theory: Bounded rationality of drivers' speed choice. *Accident Analysis & Prevention* **63**, 49-64. [[Crossref](#)]
1347. Hung-Hsin Chen, Chang-Biau Yang, Yung-Hsing Peng. 2014. The trading on the mutual funds by gene expression programming with Sortino ratio. *Applied Soft Computing* **15**, 219-230. [[Crossref](#)]
1348. Géraldine Bocquého, Florence Jacquet, Arnaud Reynaud. 2014. Expected utility or prospect theory maximisers? Assessing farmers' risk behaviour from field-experiment data. *European Review of Agricultural Economics* **41**:1, 135-172. [[Crossref](#)]
1349. Thomas Markussen, Ernesto Reuben, Jean-Robert Tyran. 2014. Competition, Cooperation and Collective Choice. *The Economic Journal* **124**:574, F163-F195. [[Crossref](#)]
1350. Ian Gregory-Smith, Brian G.M. Main, Charles A. O'Reilly. 2014. Appointments, Pay and Performance in UK Boardrooms by Gender. *The Economic Journal* **124**:574, F109-F128. [[Crossref](#)]
1351. Simona Sacchi, Luca Stanca. 2014. Asymmetric Perception of Gains versus Non-losses and Losses versus Non-gains: The Causal Role of Regulatory Focus. *Journal of Behavioral Decision Making* **27**:1, 48-56. [[Crossref](#)]
1352. Ben Depoorter, Sven Hoepfner. Endowment Effect 1-9. [[Crossref](#)]
1353. Daniel Straub, Isabell Welp. Decision-Making Under Risk: A Normative and Behavioral Perspective 63-93. [[Crossref](#)]
1354. Gulay Samatli-Pac, Wenjing Shen. Pricing and Customer Returns Policies with Loss Averse Customers 661-674. [[Crossref](#)]
1355. Helmut Laux, Robert M. Gillenkirch, Heike Y. Schenk-Mathes. Deskriptive Entscheidungstheorie bei Risiko 155-208. [[Crossref](#)]
1356. Hanno Beck. Die Prospect Theory und ihre Konsequenzen 101-195. [[Crossref](#)]
1357. Kazuhisa Takemura. Prospect Theory and Decision-Making Phenomena 89-100. [[Crossref](#)]
1358. Deborah Bennett. Sticking to Your Guns: A Flawed Heuristic for Probabilistic Decision-Making 261-281. [[Crossref](#)]
1359. M.M. Kleiner. Occupational Licensing in Health Care 409-413. [[Crossref](#)]
1360. Vanessa G. Perry. Consumers in Mortgage Markets 143-160. [[Crossref](#)]
1361. Monika Mandl, Alexander Felfernig, Erich Teppan. Consumer Decision-Making and Configuration Systems 181-190. [[Crossref](#)]
1362. Laurie R. Santos, Michael L. Platt. Evolutionary Anthropological Insights into Neuroeconomics 109-122. [[Crossref](#)]
1363. Karolina M. Lempert, Elizabeth A. Phelps. Neuroeconomics of Emotion and Decision Making 219-236. [[Crossref](#)]
1364. Scott Eidelman, Christian S. Crandall. The Intuitive Traditionalist 53-104. [[Crossref](#)]

1365. Androniki Katarachia, Anastasios Konstantinidis. 2014. Financial Education and Decision Making Processes. *Procedia Economics and Finance* **9**, 142-152. [[Crossref](#)]
1366. E. Tory Higgins, James F.M. Cornwell, Becca Franks. "Happiness" and "The Good Life" as Motives Working Together Effectively 135-179. [[Crossref](#)]
1367. William F. Messier, Linda A. Quick, Scott D. Vandervelde. 2014. The influence of process accountability and accounting standard type on auditor usage of a status quo heuristic. *Accounting, Organizations and Society* **39**:1, 59-74. [[Crossref](#)]
1368. Michael Mandler. 2014. Indecisiveness in behavioral welfare economics. *Journal of Economic Behavior & Organization* **97**, 219-235. [[Crossref](#)]
1369. Devon Proudfoot, Aaron C. Kay. 2014. System justification in organizational contexts: How a Motivated preference for the status quo can affect organizational attitudes and behaviors. *Research in Organizational Behavior* **34**, 173-187. [[Crossref](#)]
1370. Neil B. Niman. The Allure of Games 69-86. [[Crossref](#)]
1371. Piyush Tantia, Shannon White, Josh Wright. A Behavioral Economics Perspective on Innovations in Savings Programs 165-183. [[Crossref](#)]
1372. Toby Bolsen, James N. Druckman, Fay Lomax Cook. 2014. How Frames Can Undermine Support for Scientific Adaptations: Politicization and the Status-Quo Bias. *Public Opinion Quarterly* **78**:1, 1-26. [[Crossref](#)]
1373. Yi Peng, Liyin Shen, Xiaoling Zhang, J. Jorge Ochoa. 2014. The feasibility of concentrated rural settlement in a context of post-disaster reconstruction: a study of China. *Disasters* **38**:1, 108-124. [[Crossref](#)]
1374. Timothy J. Brennan. 2014. Behavioral economics and policy evaluation. *Journal of Benefit-Cost Analysis* **5**:1, 89-109. [[Crossref](#)]
1375. David Modic, Ross J. Anderson. 2014. Reading this May Harm Your Computer: The Psychology of Malware Warnings. *SSRN Electronic Journal* . [[Crossref](#)]
1376. Isabel Marcin, Andreas Nicklisch. 2014. Testing the Endowment Effect for Default Rules. *SSRN Electronic Journal* . [[Crossref](#)]
1377. Sean Patrick Sullivan. 2014. Why Wait to Settle? An Experimental Test of the Asymmetric Information Hypothesis. *SSRN Electronic Journal* . [[Crossref](#)]
1378. Michael A Guillemette, Rui Yao, Mary E. Dorn. 2014. Using Monetary Loss Aversion to Assess Risk Tolerance Questionnaires. *SSRN Electronic Journal* . [[Crossref](#)]
1379. Corey Allan, Adam B. Jaffe, Isabelle Sin. 2014. Diffusion of Green Technology: A Survey. *SSRN Electronic Journal* . [[Crossref](#)]
1380. Alexander Harin. 2014. A 'Certain-Uncertain' Inconsistency of the Main Experimental System of Utility and Prospect Theories and Models. *SSRN Electronic Journal* . [[Crossref](#)]
1381. Aner Sela, Robyn A. LeBoeuf. 2014. Endowment Neglect. *SSRN Electronic Journal* . [[Crossref](#)]
1382. Jeremy Burke, Jill Luoto, Francisco PPrez-Arce. 2014. Soft versus Hard Commitments: A Test on Savings Behaviors. *SSRN Electronic Journal* . [[Crossref](#)]
1383. Oliver Budzinski, Tim Pawlowski. 2014. The Behavioural Economics of Competitive Balance: Implications for League Policy and Championship Management. *SSRN Electronic Journal* . [[Crossref](#)]
1384. Ramiz Rahmanov. 2014. Liquidity Constraints, Loss Aversion, and Myopia: Evidence from Central and Eastern European Countries. *SSRN Electronic Journal* . [[Crossref](#)]
1385. Robert F Bordley, Marco LiCalzi, Luisa Tibiletti. 2014. A Target-Based Foundation for the 'Hard-Easy Effect' Bias. *SSRN Electronic Journal* . [[Crossref](#)]

1386. Alon Harel, Yuval Procaccia, Ilana Ritov. 2014. On the Economic Effects of Unenforced Mandatory Employment Legislation: Why Enforcement Does Not Matter (or, at Least, Matters Less than Expected). *SSRN Electronic Journal*. [[Crossref](#)]
1387. Thomas Broberg, Andrius Kaaukaskas. 2014. Inefficiencies in Residential Use of Energy -- A Critical Overview of Literature and Energy Efficiency Policies in EU and Sweden. *SSRN Electronic Journal*. [[Crossref](#)]
1388. Ewan McGaughey. 2014. Participation in Corporate Governance. *SSRN Electronic Journal*. [[Crossref](#)]
1389. Enrique Manzur, Sergio Olavarrieta, Pedro Hidalgo, Pablo Farras. 2014. Endowment Effect in Latin America: An Experiment. *SSRN Electronic Journal*. [[Crossref](#)]
1390. Adelle Xue Yang, Christopher K. Hsee, Oleg Urminsky. 2014. Eager to Help Yet Reluctant to Give: How Pro-Social Effort and Pro-Social Choices Diverge. *SSRN Electronic Journal*. [[Crossref](#)]
1391. Paul Heidhues, Botond Kőszegi. 2014. Regular prices and sales. *Theoretical Economics* **9**:1, 217-251. [[Crossref](#)]
1392. Qiyang Ong, Euston Quah. 2014. Welfare Perceptions of Public Expenditure on Environmental and Non-Environmental Goods. *Theoretical Economics Letters* **04**:06, 457-464. [[Crossref](#)]
1393. Shoji Ohtomo, Yukio Hirose. 2014. Consumer's psychological processes of hoarding and avoidant purchasing after the Tohoku earthquake. *The Japanese journal of psychology* **84**:6, 557-565. [[Crossref](#)]
1394. Jonathan Z. Berman, An T. K. Tran, John G. Lynch, Gal Zauberman. 2014. Expense Neglect Bias in Forecasting Personal Finances. *SSRN Electronic Journal*. [[Crossref](#)]
1395. Kovila P. L. Coopamootoo, Thomas Groß. Mental Models for Usable Privacy: A Position Paper 410-421. [[Crossref](#)]
1396. Mustafa Okur, A. Osman Gurbuz. Behavioral Finance in Theory and Practice 254-271. [[Crossref](#)]
1397. Tor Stålhane, Guttorm Sindre. 2014. An Experimental Comparison of System Diagrams and Textual Use Cases for the Identification of Safety Hazards. *International Journal of Information System Modeling and Design* **5**:1, 1-24. [[Crossref](#)]
1398. Ruth H. Warner, Kristin L. Kiddoo. 2014. Are the latter-day saints too latter day? Perceived age of the Mormon Church and attitudes toward Mormons. *Group Processes & Intergroup Relations* **17**:1, 67-78. [[Crossref](#)]
1399. Christoph Bühren, Marco Pleßner. 2013. The Trophy Effect. *Journal of Behavioral Decision Making* **35**, n/a-n/a. [[Crossref](#)]
1400. Anton Pakhomov, Natalya Sudin. 2013. Thermodynamic view on decision-making process: emotions as a potential power vector of realization of the choice. *Cognitive Neurodynamics* **7**:6, 449-463. [[Crossref](#)]
1401. Viet Hoang Nguyen, Edda Claus. 2013. Good news, bad news, consumer sentiment and consumption behavior. *Journal of Economic Psychology* **39**, 426-438. [[Crossref](#)]
1402. Junyi Shen, Hiromasa Takahashi. 2013. A cash effect in ultimatum game experiments. *The Journal of Socio-Economics* **47**, 94-102. [[Crossref](#)]
1403. David Just, Joseph Price. 2013. Default options, incentives and food choices: evidence from elementary-school children. *Public Health Nutrition* **16**:12, 2281-2288. [[Crossref](#)]
1404. Anup Srivastava. 2013. Do CEOs possess any extraordinary ability? Can those abilities justify large CEO pay?. *Asia-Pacific Journal of Accounting & Economics* **20**:4, 349-384. [[Crossref](#)]
1405. Stephanie Diepeveen, Tom Ling, Marc Suhrcke, Martin Roland, Theresa M Marteau. 2013. Public acceptability of government intervention to change health-related behaviours: a systematic review and narrative synthesis. *BMC Public Health* **13**:1. . [[Crossref](#)]

1406. Romy E Bes, Sonja Wendel, Emile C Curfs, Peter P Groenewegen, Judith D de Jong. 2013. Acceptance of selective contracting: the role of trust in the health insurer. *BMC Health Services Research* **13**:1. . [[Crossref](#)]
1407. Nicholas Kenji Taylor, Alison M Buttenheim. 2013. Improving utilization of and retention in PMTCT services: Can behavioral economics help?. *BMC Health Services Research* **13**:1. . [[Crossref](#)]
1408. ###. 2013. The Effect of Regulatory Focus and Country-of-Origin Image of Sporting Goods on Product Evaluation. *Korean Journal of Sport Science* **24**:4, 768-785. [[Crossref](#)]
1409. Caroline Brock, Bradford Barham. 2013. 'Milk is Milk': Organic Dairy Adoption Decisions and Bounded Rationality. *Sustainability* **5**:12, 5416-5441. [[Crossref](#)]
1410. Patricia Allen, Tim Chatterton. 2013. Carbon reduction scenarios for 2050: An explorative analysis of public preferences. *Energy Policy* **63**, 796-808. [[Crossref](#)]
1411. Janne Paavilainen, Juho Hamari, Jaakko Stenros, Jani Kinnunen. 2013. Social Network Games. *Simulation & Gaming* **44**:6, 794-820. [[Crossref](#)]
1412. Michael Heron, Vicki L. Hanson, Ian W. Ricketts. 2013. Accessibility Support for Older Adults with the ACCESS Framework. *International Journal of Human-Computer Interaction* **29**:11, 702-716. [[Crossref](#)]
1413. Anna Bartczak, Jürgen Meyerhoff. 2013. Valuing the chances of survival of two distinct Eurasian lynx populations in Poland – Do people want to keep the doors open?. *Journal of Environmental Management* **129**, 73-80. [[Crossref](#)]
1414. Bing Li, Qiu-si Jin, Hong-yu Guo. 2013. Research on Psychological Characteristics of Passengers in Terminal and Some Related Measures. *Procedia - Social and Behavioral Sciences* **96**, 993-1000. [[Crossref](#)]
1415. Heidi L. Maibom. 2013. Limits of Perspective Taking. *Procedia - Social and Behavioral Sciences* **97**, 511-516. [[Crossref](#)]
1416. LAURA PALER. 2013. Keeping the Public Purse: An Experiment in Windfalls, Taxes, and the Incentives to Restrain Government. *American Political Science Review* **107**:4, 706-725. [[Crossref](#)]
1417. Robert A. Galantucci. 2013. Who Promotes Protection? Economic and Electoral Influences on Trade-Related Position Taking in the Senate. *International Interactions* **39**:5, 672-697. [[Crossref](#)]
1418. Ben Eltham. 2013. Three arguments against 'soft innovation': towards a richer understanding of cultural innovation. *International Journal of Cultural Policy* **19**:5, 537-556. [[Crossref](#)]
1419. HOLLY NGUYEN, JEAN MARIE McGLOIN. 2013. DOES ECONOMIC ADVERSITY BREED CRIMINAL COOPERATION? CONSIDERING THE MOTIVATION BEHIND GROUP CRIME. *Criminology* **51**:4, 833-870. [[Crossref](#)]
1420. Koert van Ittersum, Brian Wansink, Joost M.E. Pennings, Daniel Sheehan. 2013. Smart Shopping Carts: How Real-Time Feedback Influences Spending. *Journal of Marketing* **77**:6, 21-36. [[Crossref](#)]
1421. Dorothea Schaffner, Pragma Mathur, Durairaj Maheswaran, Andreas Herrmann. 2013. Hedonism versus accuracy: the influence of motivation and affect on the evaluation of multiple gains and losses. *Review of Managerial Science* **7**:4, 417-441. [[Crossref](#)]
1422. Panos L. Lorentziadis. 2013. Preference under risk in the presence of indistinguishable probabilities. *Operational Research* **13**:3, 429-446. [[Crossref](#)]
1423. Arie Sherman, Tal Shavit. 2013. The immaterial sustenance of work and leisure: A new look at the work-leisure model. *The Journal of Socio-Economics* **46**, 10-16. [[Crossref](#)]
1424. Giuseppe Cappelletti, Giovanni Guazzarotti, Pietro Tommasino. 2013. What Determines Annuity Demand at Retirement?. *The Geneva Papers on Risk and Insurance - Issues and Practice* **38**:4, 777-802. [[Crossref](#)]

1425. Bryan J. Dettrey. 2013. Relative Losses and Economic Voting: Sociotropic Considerations or “Keeping up with the Joneses?”. *Politics & Policy* 41:5, 788-806. [[Crossref](#)]
1426. SVEN HEIDENREICH, PATRICK SPIETH. 2013. WHY INNOVATIONS FAIL — THE CASE OF PASSIVE AND ACTIVE INNOVATION RESISTANCE. *International Journal of Innovation Management* 17:05, 1350021. [[Crossref](#)]
1427. Vincenzo Maria De Rosa, Roberto Dell'Anno. 2013. The Relevance of the Theory of Fiscal Illusion. The Case of the Italian Tax System. *HISTORY OF ECONOMIC THOUGHT AND POLICY* :2, 63-92. [[Crossref](#)]
1428. Alisa G. Brink, Frederick W. Rankin. 2013. The Effects of Risk Preference and Loss Aversion on Individual Behavior under Bonus, Penalty, and Combined Contract Frames. *Behavioral Research in Accounting* 25:2, 145-170. [[Crossref](#)]
1429. David L. Greene, David H. Evans, John Hiestand. 2013. Survey evidence on the willingness of U.S. consumers to pay for automotive fuel economy. *Energy Policy* 61, 1539-1550. [[Crossref](#)]
1430. Sanford E. Devoe, Jeffrey Pfeffer, Byron Y. Lee. 2013. When Does Money Make Money More Important? Survey and Experimental Evidence. *ILR Review* 66:5, 1078-1096. [[Crossref](#)]
1431. Clem Brooks, Jeff Manza. 2013. A Broken Public? Americans' Responses to the Great Recession. *American Sociological Review* 78:5, 727-748. [[Crossref](#)]
1432. Quansheng Wang, Peijian Song, Xue Yang. 2013. Understanding the substitution effect between online and traditional channels: evidence from product attributes perspective. *Electronic Markets* 23:3, 227-239. [[Crossref](#)]
1433. Gerrit Antonides, Leonie Cramer. 2013. Impact of limited cognitive capacity and feelings of guilt and excuse on the endowment effects for hedonic and utilitarian types of foods. *Appetite* 68, 51-55. [[Crossref](#)]
1434. Jun Xie, Chunpeng Yang. 2013. Shouldn't all eggs be putted in one basket? A portfolio model based on investor sentiment and inertial thinking. *Economic Modelling* 35, 682-688. [[Crossref](#)]
1435. Gaurav Suri, Gal Sheppes, Carey Schwartz, James J. Gross. 2013. Patient Inertia and the Status Quo Bias. *Psychological Science* 24:9, 1763-1769. [[Crossref](#)]
1436. Danny Miller, Cyrille Sardais. 2013. How our Frames Direct Us: A Poker Experiment. *Organization Studies* 34:9, 1381-1405. [[Crossref](#)]
1437. . Bibliography 229-264. [[Crossref](#)]
1438. Michael Ziegelmeyer, Julius Nick. 2013. Backing out of private pension provision: lessons from Germany. *Empirica* 40:3, 505-539. [[Crossref](#)]
1439. Mikhail Votinov, Toshihiko Aso, Satoko Koganemaru, Hidenao Fukuyama, Tatsuya Mima. 2013. Transcranial direct current stimulation changes human endowment effect. *Neuroscience Research* 76:4, 251-256. [[Crossref](#)]
1440. Kaisa Herne, Olli Lappalainen, Elina Kestilä-Kekkonen. 2013. Experimental comparison of direct, general, and indirect reciprocity. *The Journal of Socio-Economics* 45, 38-46. [[Crossref](#)]
1441. Li Dai, Lorraine Eden, Paul W Beamish. 2013. Place, space, and geographical exposure: Foreign subsidiary survival in conflict zones. *Journal of International Business Studies* 44:6, 554-578. [[Crossref](#)]
1442. Shih-Chieh Chuang, Yin-Hui Cheng, Chia-Jung Chang, Yu-Ting Chiang. 2013. The impact of self-confidence on the compromise effect. *International Journal of Psychology* 48:4, 660-675. [[Crossref](#)]
1443. Kent D. Messer, Jordan F. Suter, Jubo Yan. 2013. Context Effects in a Negatively Framed Social Dilemma Experiment. *Environmental and Resource Economics* 55:3, 387-405. [[Crossref](#)]
1444. Tingyong Feng, Weihua Zhao, Gabriel F. Donnay. 2013. The endowment effect can extend from self to mother: Evidence from an fMRI study. *Behavioural Brain Research* 248, 74-79. [[Crossref](#)]

1445. Luca A. Panzone. 2013. Saving money vs investing money: Do energy ratings influence consumer demand for energy efficient goods?. *Energy Economics* **38**, 51-63. [[Crossref](#)]
1446. Freddy Su Jin Lee. 2013. Hospitality Products and the Consumer Price–Perceived Quality Heuristic: An Empirical Perspective. *Services Marketing Quarterly* **34**:3, 205-214. [[Crossref](#)]
1447. H. Joel Jeffrey, Anthony O. Putman. 2013. The Irrationality Illusion: A New Paradigm for Economics and Behavioral Economics. *Journal of Behavioral Finance* **14**:3, 161-194. [[Crossref](#)]
1448. Martin Schmidt-Daffy, Stefan Brandenburg, Alina Belavski. 2013. Velocity, safety, or both? How do balance and strength of goal conflicts affect drivers' behaviour, feelings and physiological responses?. *Accident Analysis & Prevention* **55**, 90-100. [[Crossref](#)]
1449. Terence C. Burnham. 2013. Toward a neo-Darwinian synthesis of neoclassical and behavioral economics. *Journal of Economic Behavior & Organization* **90**, S113-S127. [[Crossref](#)]
1450. Emilie M. Hafner-Burton, D. Alex Hughes, David G. Victor. 2013. The Cognitive Revolution and the Political Psychology of Elite Decision Making. *Perspectives on Politics* **11**:2, 368-386. [[Crossref](#)]
1451. Guillermo Del Pinal, Marco J. Nathan. 2013. There and up again: On the uses and misuses of neuroimaging in psychology. *Cognitive Neuropsychology* **30**:4, 233-252. [[Crossref](#)]
1452. Liad Weiss, Gita V. Johar. 2013. Egocentric Categorization and Product Judgment: Seeing Your Traits in What You Own (and Their Opposite in What You Don't). *Journal of Consumer Research* **40**:1, 185-201. [[Crossref](#)]
1453. Alessandro Acquisti, Leslie K. John, George Loewenstein. 2013. What Is Privacy Worth?. *The Journal of Legal Studies* **42**:2, 249-274. [[Crossref](#)]
1454. Miriam Krieger, Stefan Felder. 2013. Can Decision Biases Improve Insurance Outcomes? An Experiment on Status Quo Bias in Health Insurance Choice. *International Journal of Environmental Research and Public Health* **10**:6, 2560-2577. [[Crossref](#)]
1455. Rayman Mohamed. 2013. Does the Endowment Effect Influence Outcomes in Takings Cases? An Exploratory Look at Some Important Cases and Suggestions for Additional Research. *Journal of Planning Education and Research* **33**:2, 194-203. [[Crossref](#)]
1456. Yuri Biondi, Giuseppe Marzo. Decision Making Using Behavioral Finance for Capital Budgeting 421-444. [[Crossref](#)]
1457. Richard Spronk, Willem F.C. Verschoor, Remco C.J. Zwinkels. 2013. Carry trade and foreign exchange rate puzzles. *European Economic Review* **60**, 17-31. [[Crossref](#)]
1458. Akos Rona-Tas, Alya Guseva. 2013. Information and consumer credit in Central and Eastern Europe. *Journal of Comparative Economics* **41**:2, 420-435. [[Crossref](#)]
1459. Mihai Dirinea, Eugen Iordănescu. 2013. Mental Account Barriers and Transaction Purpose: A Romanian Point of View. *Procedia - Social and Behavioral Sciences* **78**, 441-445. [[Crossref](#)]
1460. Oliver Falck, Christina Guenther, Stephan Hebllich, William R. Kerr. 2013. From Russia with love: the impact of relocated firms on incumbent survival. *Journal of Economic Geography* **13**:3, 419-449. [[Crossref](#)]
1461. William G. Morrison, Robert J. Oxoby. 2013. The endowment effect and intertemporal choice: a laboratory investigation. *Canadian Journal of Economics/Revue canadienne d'économie* **46**:2, 689-704. [[Crossref](#)]
1462. Colette Nataf, Thomas S. Wallsten. 2013. Love the one you're with: The endowment effect in the dating market. *Journal of Economic Psychology* **35**, 58-66. [[Crossref](#)]
1463. Barbara Osimani. 2013. The precautionary principle in the pharmaceutical domain: a philosophical enquiry into probabilistic reasoning and risk aversion. *Health, Risk & Society* **15**:2, 123-143. [[Crossref](#)]

1464. Markus Freiburg, Dietmar Grichnik. 2013. Institutional Reinvestments in Private Equity Funds as a Double-Edged Sword: The Role of the Status Quo Bias. *Journal of Behavioral Finance* **14**:2, 134-148. [[Crossref](#)]
1465. Nicholas Graves, Kate Halton, Katie Page, Adrian Barnett. 2013. Linking Scientific Evidence and Decision Making A Case Study of Hand Hygiene Interventions. *Infection Control & Hospital Epidemiology* **34**:4, 424-429. [[Crossref](#)]
1466. PETER D. LUNN. 2013. Telecommunications Consumers: A Behavioral Economic Analysis. *Journal of Consumer Affairs* **47**:1, 167-189. [[Crossref](#)]
1467. Steven B. Redd, Alex Mintz. 2013. Policy Perspectives on National Security and Foreign Policy Decision Making. *Policy Studies Journal* **41**, S11-S37. [[Crossref](#)]
1468. Scott V. Savage, Kelly Bergstrand. 2013. Negotiating the Unknown: The Role of Uncertainty in Social Exchange. *Sociology Compass* **7**:4, 315-327. [[Crossref](#)]
1469. Xianchi Dai, Christopher K. Hsee. 2013. Wish versus Worry: Ownership Effects on Motivated Judgment. *Journal of Marketing Research* **50**:2, 207-215. [[Crossref](#)]
1470. Seyoung Lee, Hyun Soon Park. 2013. Effects of Message Framing and Anchoring on Reaching Public Consensus on the Korea-U.S. FTA Issue. *Communication Research* **40**:2, 176-192. [[Crossref](#)]
1471. Lisa A. Robinson, James K. Hammitt. 2013. Skills of the trade: valuing health risk reductions in benefit-cost analysis. *Journal of Benefit-Cost Analysis* **4**:1, 107-130. [[Crossref](#)]
1472. Hisamitsu Saito, Yoko Saito. 2013. Motivations for Local Food Demand by Japanese Consumers: A Conjoint Analysis with Reference-Point Effects. *Agribusiness* **29**:2, 147-161. [[Crossref](#)]
1473. Jordan Tam, Timothy L. McDaniels. 2013. Understanding individual risk perceptions and preferences for climate change adaptations in biological conservation. *Environmental Science & Policy* **27**, 114-123. [[Crossref](#)]
1474. Joel Krupa. 2013. Shopping for good?: The perils of 'ethical consumerism'. *Journal of Retailing and Consumer Services* **20**:2, 248-249. [[Crossref](#)]
1475. Helen Suich. 2013. The effectiveness of economic incentives for sustaining community based natural resource management. *Land Use Policy* **31**, 441-449. [[Crossref](#)]
1476. Jeffrey D. Berejikian, Bryan R. Early. 2013. Loss Aversion and Foreign Policy Resolve. *Political Psychology* **60**, n/a-n/a. [[Crossref](#)]
1477. Joel Gittelsohn, Katherine Lee. 2013. Integrating Educational, Environmental, and Behavioral Economic Strategies May Improve the Effectiveness of Obesity Interventions. *Applied Economic Perspectives and Policy* **35**:1, 52-68. [[Crossref](#)]
1478. Klaus Heine, Heike Rindfleisch. 2013. Organizational decline. *Journal of Organizational Change Management* **26**:1, 8-28. [[Crossref](#)]
1479. Josef Kaenzig, Stefanie Lena Heinzle, Rolf Wüstenhagen. 2013. Whatever the customer wants, the customer gets? Exploring the gap between consumer preferences and default electricity products in Germany. *Energy Policy* **53**, 311-322. [[Crossref](#)]
1480. Marcel Garz. 2013. Unemployment expectations, excessive pessimism, and news coverage. *Journal of Economic Psychology* **34**, 156-168. [[Crossref](#)]
1481. Peter Walker, Louise Mahon, Helen Kennedy, Damon Berridge. 2013. Object specificity and personal relevance in long-term visual remembering. *Memory* **21**:2, 261-279. [[Crossref](#)]
1482. Sara Loughran Dommer, Vanitha Swaminathan. 2013. Explaining the Endowment Effect through Ownership: The Role of Identity, Gender, and Self-Threat. *Journal of Consumer Research* **39**:5, 1034-1050. [[Crossref](#)]
1483. Pedro Linares, Carlos Batlle, Ignacio J. Pérez-Arriaga. Environmental Regulation 539-579. [[Crossref](#)]

1484. Conrad Mattern. *Psychologie der Finanzmärkte* 863-882. [[Crossref](#)]
1485. Thomas Robbert, Stefan Roth, Lennart Straus. Sunk-Costs und die Nutzung von Dienstleistungen 29-47. [[Crossref](#)]
1486. Margot Hill. Coping with and Communicating Uncertainty 321-326. [[Crossref](#)]
1487. Leaf Van Boven, George Loewenstein, David Dunning, Loran F. Nordgren. Changing Places 117-171. [[Crossref](#)]
1488. Barbara Mellers, Katrina Fincher, Caitlin Drummond, Michelle Bigony. Surprise 3-19. [[Crossref](#)]
1489. Jose Apestequia, Miguel A. Ballester. 2013. Choice by sequential procedures. *Games and Economic Behavior* 77:1, 90-99. [[Crossref](#)]
1490. Chris Desmond, Kathryn A. Brubaker, Andrew L. Ellner. 2013. Decision-making strategies: ignored to the detriment of healthcare training and delivery?. *Health Psychology and Behavioral Medicine* 1:1, 59-70. [[Crossref](#)]
1491. Ingrid E. van Putten, Rebecca J. Gorton, Elizabeth A. Fulton, Olivier Thebaud. 2013. The role of behavioural flexibility in a whole of ecosystem model. *ICES Journal of Marine Science* 70:1, 150-163. [[Crossref](#)]
1492. Aymen Turki, Sebastien Dereeper. 2013. Characteristics, Dividend Policies of Merging Firms and M&A Deal Completion. *SSRN Electronic Journal* . [[Crossref](#)]
1493. Chye-Ching Huang, Susan Watson, Jenny Chen. 2013. Putting 'Why' Before 'How': Evaluating the Rationales for Partial Privatisation of State-Owned Enterprises in New Zealand. *SSRN Electronic Journal* . [[Crossref](#)]
1494. Heiko Karle. 2013. Creating Attachment Through Advertising: Loss Aversion and Pre-Purchase Information. *SSRN Electronic Journal* . [[Crossref](#)]
1495. Jeffrey R. Brown, Arie Kapteyn, Erzo F. P. Luttmer, Olivia S. Mitchell. 2013. Complexity as a Barrier to Annuitization: Do Consumers Know How to Value Annuities?. *SSRN Electronic Journal* . [[Crossref](#)]
1496. Joasia Aleksandra Luzak. 2013. To Withdraw or Not to Withdraw? Evaluation of the Mandatory Right of Withdrawal in Consumer Distance Selling Contracts Taking into Account Its Behavioural Effects on Consumers. *SSRN Electronic Journal* . [[Crossref](#)]
1497. Andrea Lippi. 2013. Current Identifiable Biases in Italian Occupational Pension Fund Enrolment Decisions: Default Bias and Extremeness Aversion. *SSRN Electronic Journal* . [[Crossref](#)]
1498. Su (Sally) Gan, Richard A. Heaney, Paul Gerrans. 2013. Individual Investor Portfolio Performance in Retirement Savings Accounts. *SSRN Electronic Journal* . [[Crossref](#)]
1499. Gale M. Lucas, Mathew D. McCubbins, Mark B. Turner. 2013. Can We Build Behavioral Game Theory?. *SSRN Electronic Journal* . [[Crossref](#)]
1500. Russell B. Korobkin. 2013. Wrestling with the Endowment Effect, or How to Do Law and Economics Without the Coase Theorem. *SSRN Electronic Journal* . [[Crossref](#)]
1501. Koert van Ittersum, Brian Wansink, Joost M. E. Pennings, Daniel Sheehan. 2013. Smart Shopping Carts: How Real-Time Feedback Influences Spending. *SSRN Electronic Journal* . [[Crossref](#)]
1502. Marek Hudík. 2013. Early Models of Reference-Dependent Utility: Samuelson and Bernardelli. *SSRN Electronic Journal* . [[Crossref](#)]
1503. Yoan Hermstrüwer, Stephan Dickert. 2013. Tearing the Veil of Privacy Law: An Experiment on Chilling Effects and the Right to Be Forgotten. *SSRN Electronic Journal* . [[Crossref](#)]
1504. Jeffrey R. Brown, Arie Kapteyn, Erzo F.P. Luttmer, Olivia S. Mitchell. 2013. Decision Complexity as a Barrier to Annuitization. *SSRN Electronic Journal* . [[Crossref](#)]
1505. Mark Harrison. 2013. The Economics of Coercion and Conflict: An Introduction. *SSRN Electronic Journal* . [[Crossref](#)]

1506. Johan Egebark, Mathias Ekström. 2013. Can Indifference Make the World Greener?. *SSRN Electronic Journal* . [[Crossref](#)]
1507. Prasanta K. Pattanaik, Yongsheng Xu. 2013. Rationality and Context-Dependent Preferences. *SSRN Electronic Journal* . [[Crossref](#)]
1508. Michael Guillemette, Russell N. James, Jeff T. Larsen. 2013. Risk Preferences Under Cognitive Load. *SSRN Electronic Journal* . [[Crossref](#)]
1509. Ralf Martin, Mirabelle Muuls, Ulrich J. Wagner. 2013. Trading Behavior in the EU ETS. *SSRN Electronic Journal* . [[Crossref](#)]
1510. Ron van Schie, Benedict G. C. Dellaert, Bas Donkers. 2013. Promoting Later Planned Retirement: The Differential Impact of Construal Level Interventions for Younger and Older Individuals. *SSRN Electronic Journal* . [[Crossref](#)]
1511. Andrea Lippi. 2013. Default Bias or No Default Bias? Evidence From Decisions Regarding Occupational Pension Fund Enrollment in Italy. *SSRN Electronic Journal* . [[Crossref](#)]
1512. Andrea Lippi. 2013. Default bias or no default bias? evidence from decisions regarding occupational pension fund enrollment in Italy. *Journal of Governance and Regulation* 2:3, 117-127. [[Crossref](#)]
1513. Janet Kleber, Stephan Dickert, Tilmann Betsch. 2013. The Influence of Differential Focus on the Endowment Effect in Risky Objects. *Swiss Journal of Psychology* 72:3, 159-164. [[Crossref](#)]
1514. Pablo Briñol, Margarita Gascó, Richard E. Petty, Javier Horcajo. 2013. Treating Thoughts as Material Objects Can Increase or Decrease Their Impact on Evaluation. *Psychological Science* 24:1, 41-47. [[Crossref](#)]
1515. Qiyang Ong, Yohanes E. Riyanto, Steven M. Sheffrin. 2012. How does voice matter? Evidence from the ultimatum game. *Experimental Economics* 15:4, 604-621. [[Crossref](#)]
1516. Mara Thiene, Jürgen Meyerhoff, Maria De Salvo. 2012. Scale and taste heterogeneity for forest biodiversity: Models of serial nonparticipation and their effects. *Journal of Forest Economics* 18:4, 355-369. [[Crossref](#)]
1517. Nanni Concu, Gianfranco Atzeni. 2012. Conflicting preferences among tourists and residents. *Tourism Management* 33:6, 1293-1300. [[Crossref](#)]
1518. Amanda Stathopoulos, Stephane Hess. 2012. Revisiting reference point formation, gains–losses asymmetry and non-linear sensitivities with an emphasis on attribute specific treatment. *Transportation Research Part A: Policy and Practice* 46:10, 1673-1689. [[Crossref](#)]
1519. Evan Polman. 2012. Self–other decision making and loss aversion. *Organizational Behavior and Human Decision Processes* 119:2, 141-150. [[Crossref](#)]
1520. Nick Carcioppolo, Jakob D. Jensen. 2012. Perceived Historical Drinking Norms and Current Drinking Behavior: Using the Theory of Normative Social Behavior as a Framework for Assessment. *Health Communication* 27:8, 766-775. [[Crossref](#)]
1521. Kristina R. Olson, Kristin Shutts, Katherine D. Kinzler, Kara G. Weisman. 2012. Children Associate Racial Groups With Wealth: Evidence From South Africa. *Child Development* 83:6, 1884-1899. [[Crossref](#)]
1522. Xianchi Dai, Christopher K Hsee. 2012. Wish Versus Worry: Ownership Effects on Motivated Judgment. *Journal of Marketing Research* 1-9. [[Crossref](#)]
1523. J. Ian Norris, Nathaniel M. Lambert, C. Nathan DeWall, Frank D. Fincham. 2012. Can't buy me love?: Anxious attachment and materialistic values. *Personality and Individual Differences* 53:5, 666-669. [[Crossref](#)]
1524. Paolo Delle Site, Francesco Filippi. 2012. Stochastic user Equilibrium with Reference-dependent Route Choice and Endogenous Reference Points. *Procedia - Social and Behavioral Sciences* 54, 547-556. [[Crossref](#)]

1525. Antonio Cassio Segura, Suzane Strehlau. 2012. Personality-Based Segmentation of Brazilian Private Banking Clients. *Latin American Business Review* 13:4, 289-309. [[Crossref](#)]
1526. Anthony M. Ryan, Clive L. Spash. 2012. The Awareness of Consequences Scale: An Exploration, Empirical Analysis, and Reinterpretation. *Journal of Applied Social Psychology* 42:10, 2505-2540. [[Crossref](#)]
1527. SEHOON PARK, MOON-YONG KIM. 2012. The Impact of Attribute Importance in the Effects of Option Framing on Choice: Budget Range and Justification as Moderators of Loss Aversion. *Psychology & Marketing* 29:10, 726-737. [[Crossref](#)]
1528. Nick Gill, Matthew Gill. 2012. The Limits to Libertarian Paternalism: Two New Critiques and Seven Best-Practice Imperatives. *Environment and Planning C: Government and Policy* 30:5, 924-940. [[Crossref](#)]
1529. Amy C. Lewis, Mark Grosser. 2012. The Change Game. *Journal of Management Education* 36:5, 669-697. [[Crossref](#)]
1530. Christopher L. Peterson. Predatory Lending and Socially Responsible Investors 257-273. [[Crossref](#)]
1531. Kelly L. Haws, William O. Bearden, Gergana Y. Nenkov. 2012. Consumer spending self-control effectiveness and outcome elaboration prompts. *Journal of the Academy of Marketing Science* 40:5, 695-710. [[Crossref](#)]
1532. Wedad J. Elmaghraby, Nathan Larson. 2012. Explaining deviations from equilibrium in auctions with avoidable fixed costs. *Games and Economic Behavior* 76:1, 131-159. [[Crossref](#)]
1533. Kirsten Foss, Nicolai J. Foss, Phillip C. Nell. 2012. MNC organizational form and subsidiary motivation problems: Controlling intervention hazards in the network MNC. *Journal of International Management* 18:3, 247-259. [[Crossref](#)]
1534. Balder Onarheim, Bo T. Christensen. 2012. Distributed idea screening in stage-gate development processes. *Journal of Engineering Design* 23:9, 660-673. [[Crossref](#)]
1535. Ross Gittins. 2012. Using Psychology to Improve Economic Policy. *Australian Economic Review* 45:3, 379-385. [[Crossref](#)]
1536. Martijn G. de Jong, Donald R. Lehmann, Oded Netzer. 2012. State-Dependence Effects in Surveys. *Marketing Science* 31:5, 838-854. [[Crossref](#)]
1537. Thomas Markus Zellweger, Tobias Dehlen. 2012. Value Is in the Eye of the Owner. *Family Business Review* 25:3, 280-297. [[Crossref](#)]
1538. David V. Budescu, Matthew W. McCarter. 2012. It's a game of give and take: Modeling behavior in a give-or-take-some social dilemma. *Group Processes & Intergroup Relations* 15:5, 653-671. [[Crossref](#)]
1539. José F. Fontanari, Marie-Claude Bonniot-Cabanac, Michel Cabanac, Leonid I. Perlovsky. 2012. A structural model of emotions of cognitive dissonances. *Neural Networks* 32, 57-64. [[Crossref](#)]
1540. James J. Chrisman, Pankaj C. Patel. 2012. Variations in R&D Investments of Family and Nonfamily Firms: Behavioral Agency and Myopic Loss Aversion Perspectives. *Academy of Management Journal* 55:4, 976-997. [[Crossref](#)]
1541. Sarah F. Brosnan, Owen D. Jones, Molly Gardner, Susan P. Lambeth, Steven J. Schapiro. 2012. Evolution and the expression of biases: situational value changes the endowment effect in chimpanzees. *Evolution and Human Behavior* 33:4, 378-386. [[Crossref](#)]
1542. Aaron R. Brough, Mathew S. Isaac. 2012. Finding a Home for Products We Love: How Buyer Usage Intent Affects the Pricing of Used Goods. *Journal of Marketing* 76:4, 78-91. [[Crossref](#)]
1543. Eric Gedajlovic, Michael Carney, James J. Chrisman, Franz W. Kellermanns. 2012. The Adolescence of Family Firm Research. *Journal of Management* 38:4, 1010-1037. [[Crossref](#)]
1544. Jason Potts. Novelty-Bundling Markets 291-312. [[Crossref](#)]

1545. Raphaël Giraud. 2012. Money matters: an axiomatic theory of the endowment effect. *Economic Theory* 50:2, 303-339. [[Crossref](#)]
1546. Yannick Ferreira De Sousa, Alistair Munro. 2012. Truck, barter and exchange versus the endowment effect: Virtual field experiments in an online game environment. *Journal of Economic Psychology* 33:3, 482-493. [[Crossref](#)]
1547. Thomas M. Zellweger, Franz W. Kellermanns, James J. Chrisman, Jess H. Chua. 2012. Family Control and Family Firm Valuation by Family CEOs: The Importance of Intentions for Transgenerational Control. *Organization Science* 23:3, 851-868. [[Crossref](#)]
1548. Sven Heidenreich, Katrin Talke. 2012. Tarifwahl-Anomalien bei optionalen Mobilfunktarifen — Eine Analyse der Ursachen von Flatrate-Präferenz und Flatrate-Bias. *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung* 64:3, 280-307. [[Crossref](#)]
1549. Stephane Hess, Amanda Stathopoulos, Andrew Daly. 2012. Allowing for heterogeneous decision rules in discrete choice models: an approach and four case studies. *Transportation* 39:3, 565-591. [[Crossref](#)]
1550. David Peón, Manel Antelo. 2012. Are normative models in Finance realistic?. *Cuadernos de Economía* 35:98, 89-99. [[Crossref](#)]
1551. PHILIPP REHM, JACOB S. HACKER, MARK SCHLESINGER. 2012. Insecure Alliances: Risk, Inequality, and Support for the Welfare State. *American Political Science Review* 106:2, 386-406. [[Crossref](#)]
1552. Kathryn Harrison. 2012. A Tale of Two Taxes: The Fate of Environmental Tax Reform in Canada. *Review of Policy Research* 29:3, 383-407. [[Crossref](#)]
1553. Hee-Woong Kim, Sumeet Gupta. 2012. Investigating Customer Resistance to Change in Transaction Relationship with an Internet Vendor. *Psychology and Marketing* 29:4, 257-269. [[Crossref](#)]
1554. Bénédicte Rulleau, Jeanne Dachary-Bernard. 2012. Preferences, rational choices and economic valuation: Some empirical tests. *The Journal of Socio-Economics* 41:2, 198-206. [[Crossref](#)]
1555. Luigi Luini, Pierluigi Sabbatini. 2012. Demand cross elasticity without substitutability: An experiment. *The Journal of Socio-Economics* 41:2, 255-265. [[Crossref](#)]
1556. Kevin Arceneaux. 2012. Cognitive Biases and the Strength of Political Arguments. *American Journal of Political Science* 56:2, 271-285. [[Crossref](#)]
1557. Hyojoung Kim, Steven Pfaff. 2012. Structure and Dynamics of Religious Insurgency. *American Sociological Review* 77:2, 188-215. [[Crossref](#)]
1558. David Reinstein, Gerhard Riener. 2012. Decomposing desert and tangibility effects in a charitable giving experiment. *Experimental Economics* 15:1, 229-240. [[Crossref](#)]
1559. Yuval Feldman, Tom R. Tyler. 2012. Mandated justice: The potential promise and possible pitfalls of mandating procedural justice in the workplace. *Regulation & Governance* 6:1, 46-65. [[Crossref](#)]
1560. Roberto Dell'Anno, Paulo Mourao. 2012. Fiscal Illusion around the World. *Public Finance Review* 40:2, 270-299. [[Crossref](#)]
1561. Mohamed Ihab Kira. 2012. Reflective Exploitation of Economic Descriptors: Non-Normative Rationality. *Evolutionary and Institutional Economics Review* 8:2, 297-319. [[Crossref](#)]
1562. Scott Eidelman, Christian S. Crandall. 2012. Bias in Favor of the Status Quo. *Social and Personality Psychology Compass* 6:3, 270-281. [[Crossref](#)]
1563. Olga C. Damman, Peter Spreeuwenberg, Jany Rademakers, Michelle Hendriks. 2012. Creating Compact Comparative Health Care Information. *Medical Decision Making* 32:2, 287-300. [[Crossref](#)]
1564. Benjamin K. Sovacool, Scott Victor Valentine, Malavika Jain Bambawale, Marilyn A. Brown, Terezinha de Fátima Cardoso, Sayasat Nurbek, Gulimzhan Suleimenova, Jinke Li, Yang Xu, Anil Jain, A.F.

- Alhajji, Andrew Zubiri. 2012. Exploring propositions about perceptions of energy security: An international survey. *Environmental Science & Policy* **16**, 44-64. [[Crossref](#)]
1565. Francesco Guala. 2012. Reciprocity: Weak or strong? What punishment experiments do (and do not) demonstrate. *Behavioral and Brain Sciences* **35**:1, 1-15. [[Crossref](#)]
1566. Kyungmi Kim, Marcia K. Johnson. 2012. Extended self: medial prefrontal activity during transient association of self and objects. *Social Cognitive and Affective Neuroscience* **7**:2, 199-207. [[Crossref](#)]
1567. Hillbun Dixon Ho. 2012. Does Friendship Help in Personal Selling? The Contingent Effect of Outcome Favorability. *Psychology & Marketing* **29**:2, 87-97. [[Crossref](#)]
1568. Dominik Helberger. 2012. Why Do Investors Buy Structured Products? A Behavioral Finance Explanation. *The Journal of Wealth Management* **14**:4, 51-60. [[Crossref](#)]
1569. Jih-Jeng Huang. 2012. Further explanations for context effects: a perspective of ideal and reference points. *Quality & Quantity* **46**:1, 281-290. [[Crossref](#)]
1570. Venkat Lakshminarayanan, Laurie R. Santos. The Evolution of Our Preferences 75-91. [[Crossref](#)]
1571. Benedetto De Martino. The Effect of Context on Choice and Value 93-119. [[Crossref](#)]
1572. Egon Smeral. 2012. International tourism demand and the business cycle. *Annals of Tourism Research* **39**:1, 379-400. [[Crossref](#)]
1573. Cleotilde Gonzalez, Ronit Kampf, Jolie M. Martin. 2012. Action diversity in a simulation of the Israeli-Palestinian conflict. *Computers in Human Behavior* **28**:1, 233-240. [[Crossref](#)]
1574. Juris Ulmanis, Andris Deniņš. 2012. A Management Model of ICT Adoption in Latvia. *Procedia - Social and Behavioral Sciences* **41**, 251-264. [[Crossref](#)]
1575. Renee Scherlen. 2012. The Never-Ending Drug War: Obstacles to Drug War Policy Termination. *PS: Political Science & Politics* **45**:01, 67-73. [[Crossref](#)]
1576. Joachim I. Krueger, Theresa E. DiDonato, David Freestone. 2012. Social Projection Can Solve Social Dilemmas. *Psychological Inquiry* **23**:1, 1-27. [[Crossref](#)]
1577. Claudia Toma, Karl-Andrew Woltin. 2012. Motivational and Contextual Considerations Concerning the Social Projection Hypothesis. *Psychological Inquiry* **23**:1, 69-74. [[Crossref](#)]
1578. Dmitry Khanin, Ofir Turel. 2012. Short-termism, long-termism, and regulatory focus in venture capitalists' investment decisions. *Venture Capital* **14**:1, 61-76. [[Crossref](#)]
1579. Eyal Zamir, Ilana Ritov. 2012. Loss Aversion, Omission Bias, and the Burden of Proof in Civil Litigation. *The Journal of Legal Studies* **41**:1, 165-207. [[Crossref](#)]
1580. Penka Kovacheva, Xiaotong Niu. The Mental Cost of Pension Loss: The Experience of Russia's Pensioners during Transition 191-240. [[Crossref](#)]
1581. Daniel C. Feldman, Thomas W.H. Ng, Ryan M. Vogel. Off-the-job Embeddedness: A Reconceptualization and Agenda for Future Research 209-251. [[Crossref](#)]
1582. Dan Priel. 2012. In Defence of Quasi-Contract. *The Modern Law Review* **75**:1, 54-77. [[Crossref](#)]
1583. Donald P. Moynihan, Stéphane Lavertu. 2012. Cognitive Biases in Governing: Technology Preferences in Election Administration. *Public Administration Review* **72**:1, 68-77. [[Crossref](#)]
1584. Lyle A. Brenner, Dale W. Griffin, Derek J. Koehler. 2012. A Case-Based Model of Probability and Pricing Judgments: Biases in Buying and Selling Uncertainty. *Management Science* **58**:1, 159-178. [[Crossref](#)]
1585. Yigitcan Karabulut. 2012. Financial Advice: An Improvement for Worse?. *SSRN Electronic Journal* . [[Crossref](#)]
1586. Emilie Marie Hafner-Burton, Alex Hughes, David G. Victor. 2012. The Cognitive Revolution and the Political Psychology of Elite Decision Making. *SSRN Electronic Journal* . [[Crossref](#)]

1587. Rimawan Pradiptyo, Gumilang Aryo Sahadewo. 2012. A Growing Pain: An Experimental Approach to Discover the Most Acceptable Strategy for Lifting Fuel Subsidy Scheme in Indonesia. *SSRN Electronic Journal* . [[Crossref](#)]
1588. Tibor Besedes, Cary A. Deck, Sudipta Sarangi, Mikhael Shor. 2012. Designing a Sequential Choice Architecture to Reduce Choice Overload. *SSRN Electronic Journal* . [[Crossref](#)]
1589. Sivan Frenkel, Yuval Heller, Roece Teper. 2012. Endowment as a Blessing. *SSRN Electronic Journal* . [[Crossref](#)]
1590. Payal Shah, Amy W. Ando. 2012. Downside vs. Symmetric Risk in Conservation Portfolio Design to Manage Climate-Change Uncertainty. *SSRN Electronic Journal* . [[Crossref](#)]
1591. Frank D. Hodge, Amanda Winn. 2012. Do Compensation Clawback and Holdback Provisions Change Executive Reporting Choices?. *SSRN Electronic Journal* . [[Crossref](#)]
1592. Thomas Markussen, Ernesto Reuben, Jean-Robert Tyran. 2012. Competition, Cooperation, and Collective Choice. *SSRN Electronic Journal* . [[Crossref](#)]
1593. Thomas Alexander Stephens, Jean-Robert Tyran. 2012. 'At Least I Didn't Lose Money' - Nominal Loss Aversion Shapes Evaluations of Housing Transactions. *SSRN Electronic Journal* . [[Crossref](#)]
1594. Klaus Heine, Heike Rindfleisch. 2012. Organizational Decline - A Synthesis of Insights from Organizational Ecology, Path Dependence and the Resource-Based View. *SSRN Electronic Journal* . [[Crossref](#)]
1595. Sanford E. Devoe, Jeffrey Pfeffer, Byron Lee. 2012. The Effect of Income on the Importance of Money: Survey and Experimental Evidence. *SSRN Electronic Journal* . [[Crossref](#)]
1596. Tibor Besedes, Cary A. Deck, Sudipta Sarangi, Mikhael Shor. 2012. Reducing Choice Overload Without Reducing Choices. *SSRN Electronic Journal* . [[Crossref](#)]
1597. Eli J. Finkel, Paul W. Eastwick, Benjamin R. Karney, Harry T. Reis, Susan Sprecher. 2012. Online Dating. *Psychological Science in the Public Interest* **13**:1, 3-66. [[Crossref](#)]
1598. Micael Dahlén, Helge Thorbjørnsen, Henrik Sjödin. 2011. A Taste of "Nextopia". *Journal of Advertising* **40**:4, 33-44. [[Crossref](#)]
1599. Renè Böheim, Gerard Thomas Horvath, Rudolf Winter-Ebmer. 2011. Great expectations: Past wages and unemployment durations. *Labour Economics* **18**:6, 778-785. [[Crossref](#)]
1600. Amanda D. Angie, Shane Connelly, Ethan P. Waples, Vykinta Kligyte. 2011. The influence of discrete emotions on judgement and decision-making: A meta-analytic review. *Cognition & Emotion* **25**:8, 1393-1422. [[Crossref](#)]
1601. Jidong Zhou. 2011. Reference Dependence and Market Competition. *Journal of Economics & Management Strategy* **20**:4, 1073-1097. [[Crossref](#)]
1602. Shiyi Tao, Michele Veeman, Wiktor Adamowicz. 2011. Preferences for Research Funding Allocations to Plant Molecular Farming. *Canadian Journal of Agricultural Economics/Revue canadienne d'agroeconomie* **59**:4, 533-554. [[Crossref](#)]
1603. Hugh Schwartz. Heuristics Or Rules of Thumb 57-72. [[Crossref](#)]
1604. Danyelle Guyatt. A Collaborative Response to Climate Change 325-346. [[Crossref](#)]
1605. Sarah J. Serbun, Joanne Y. Shih, Angela H. Gutchess. 2011. Memory for details with self-referencing. *Memory* **19**:8, 1004-1014. [[Crossref](#)]
1606. Robert W. Hahn, Robert N. Stavins. 2011. The Effect of Allowance Allocations on Cap-and-Trade System Performance. *The Journal of Law and Economics* **54**:S4, S267-S294. [[Crossref](#)]
1607. David J. Turk, Kim van Bussel, Gordon D. Waiter, C. Neil Macrae. 2011. Mine and Me: Exploring the Neural Basis of Object Ownership. *Journal of Cognitive Neuroscience* **23**:11, 3657-3668. [[Crossref](#)]

1608. Rocksheng Zhong, Joshua Knobe, Neal Feigenson, Mark R. Mercurio. 2011. Age and Disability Biases in Pediatric Resuscitation Among Future Physicians. *Clinical Pediatrics* 50:11, 1001-1004. [[Crossref](#)]
1609. Oliver Baumann, Dirk Martignoni. 2011. Evaluating the New: The Contingent Value of a Pro-Innovation Bias. *Schmalenbach Business Review* 63:4, 393-415. [[Crossref](#)]
1610. Lucio Esposito, Francesca Majorano. 2011. What principles should inform poverty indices? Insights from a cross-country survey. *Empirical Economics* 41:2, 387-420. [[Crossref](#)]
1611. Jürgen Eichberger, David Kelsey. 2011. Are the treasures of game theory ambiguous?. *Economic Theory* 48:2-3, 313-339. [[Crossref](#)]
1612. Kirstin C. Appelt, David J. Hardisty, Elke U. Weber. 2011. Asymmetric discounting of gains and losses: A query theory account. *Journal of Risk and Uncertainty* 43:2, 107-126. [[Crossref](#)]
1613. James M. Leonhardt, L. Robin Keller, Cornelia Pechmann. 2011. Avoiding the risk of responsibility by seeking uncertainty: Responsibility aversion and preference for indirect agency when choosing for others. *Journal of Consumer Psychology* 21:4, 405-413. [[Crossref](#)]
1614. Stefano Fiori. 2011. Forms of Bounded Rationality: The Reception and Redefinition of Herbert A. Simon's Perspective. *Review of Political Economy* 23:4, 587-612. [[Crossref](#)]
1615. L. Christie, M. Donn, D. Walton. 2011. The 'apparent disconnect' towards the adoption of energy-efficient technologies. *Building Research & Information* 39:5, 450-458. [[Crossref](#)]
1616. Liza Reisel. 2011. Two Paths to Inequality in Educational Outcomes. *Sociology of Education* 84:4, 261-280. [[Crossref](#)]
1617. Swee-Hoon Chuah, James Devlin. 2011. Behavioural economics and financial services marketing: a review. *International Journal of Bank Marketing* 29:6, 456-469. [[Crossref](#)]
1618. Andrew Purrington, Harry Zinn. 2011. The Influence of Loss Aversion on Mountain Bikers' Behavioral Intentions. *Environmental Management* 48:3, 547-557. [[Crossref](#)]
1619. Amitai Etzioni. 2011. Behavioural Economics: Next Steps. *Journal of Consumer Policy* 34:3, 277-287. [[Crossref](#)]
1620. Gerald Spindler. 2011. Behavioural Finance and Investor Protection Regulations. *Journal of Consumer Policy* 34:3, 315-336. [[Crossref](#)]
1621. Martin Achtnicht. 2011. Do environmental benefits matter? Evidence from a choice experiment among house owners in Germany. *Ecological Economics* 70:11, 2191-2200. [[Crossref](#)]
1622. Thomas Kramer, Ozge Yucel-Aybat, Loraine Lau-Gesk. 2011. The effect of schadenfreude on choice of conventional versus unconventional options. *Organizational Behavior and Human Decision Processes* 116:1, 140-147. [[Crossref](#)]
1623. Arik Cheshin, Anat Rafaeli, Nathan Bos. 2011. Anger and happiness in virtual teams: Emotional influences of text and behavior on others' affect in the absence of non-verbal cues. *Organizational Behavior and Human Decision Processes* 116:1, 2-16. [[Crossref](#)]
1624. Elena Ojea, Maria L. Loureiro. 2011. Identifying the scope effect on a meta-analysis of biodiversity valuation studies. *Resource and Energy Economics* 33:3, 706-724. [[Crossref](#)]
1625. Eran Ben-Elia, Dick Ettema. 2011. Changing commuters' behavior using rewards: A study of rush-hour avoidance. *Transportation Research Part F: Traffic Psychology and Behaviour* 14:5, 354-368. [[Crossref](#)]
1626. Lisa A. Robinson, James K. Hammitt. 2011. Behavioral Economics and Regulatory Analysis. *Risk Analysis* 31:9, 1408-1422. [[Crossref](#)]
1627. Dan Marsh, Lena Mkwara, Riccardo Scarpa. 2011. Do Respondents' Perceptions of the Status Quo Matter in Non-Market Valuation with Choice Experiments? An Application to New Zealand Freshwater Streams. *Sustainability* 3:9, 1593-1615. [[Crossref](#)]

1628. P.B. Thompson, M. Appleby, L. Busch, L. Kalof, M. Miele, B.F. Norwood, E. Pajor. 2011. Values and public acceptability dimensions of sustainable egg production. *Poultry Science* **90**:9, 2097-2109. [[Crossref](#)]
1629. Itzhak Aharon, Sacha Bourgeois-Gironde. From Neuroeconomics to Genetics: The Intertemporal Choices Case as an Example 233-244. [[Crossref](#)]
1630. Monika Mandl, Alexander Felfernig, Erich Teppan, Monika Schubert. 2011. Consumer decision making in knowledge-based recommendation. *Journal of Intelligent Information Systems* **37**:1, 1-22. [[Crossref](#)]
1631. Thomas Demuynck. 2011. The computational complexity of rationalizing boundedly rational choice behavior. *Journal of Mathematical Economics* **47**:4-5, 425-433. [[Crossref](#)]
1632. Dick Durevall, Magnus Henrekson. 2011. The futile quest for a grand explanation of long-run government expenditure. *Journal of Public Economics* **95**:7-8, 708-722. [[Crossref](#)]
1633. Eran Ben-Elia, Dick Ettema. 2011. Rewarding rush-hour avoidance: A study of commuters' travel behavior. *Transportation Research Part A: Policy and Practice* **45**:7, 567-582. [[Crossref](#)]
1634. Arvind Ashta, Philipp E. Otto. 2011. Project valuation in the presence of loss aversion during economic crises. *Strategic Change* **20**:5-6, 171-186. [[Crossref](#)]
1635. Neill Korobov. 2011. Gendering desire in speed-dating interactions. *Discourse Studies* **13**:4, 461-485. [[Crossref](#)]
1636. Amitai Etzioni. 2011. Behavioral Economics. *American Behavioral Scientist* **55**:8, 1099-1119. [[Crossref](#)]
1637. David L. Greene. 2011. Uncertainty, loss aversion, and markets for energy efficiency. *Energy Economics* **33**:4, 608-616. [[Crossref](#)]
1638. Benjamin Y Hayden, John M Pearson, Michael L Platt. 2011. Neuronal basis of sequential foraging decisions in a patchy environment. *Nature Neuroscience* **14**:7, 933-939. [[Crossref](#)]
1639. Sheila J. Cunningham, Mirjam Brady-Van den Bos, David J. Turk. 2011. Exploring the effects of ownership and choice on self-memory biases. *Memory* **19**:5, 449-461. [[Crossref](#)]
1640. Tom Tietenberg. 2011. Reflections—In Praise of Consilience. *Review of Environmental Economics and Policy* **5**:2, 314-329. [[Crossref](#)]
1641. R. Michael Holmes, Philip Bromiley, Cynthia E. Devers, Tim R. Holcomb, Jean B. McGuire. 2011. Management Theory Applications of Prospect Theory: Accomplishments, Challenges, and Opportunities. *Journal of Management* **37**:4, 1069-1107. [[Crossref](#)]
1642. . Bibliography 309-332. [[Crossref](#)]
1643. Rick K. Wilson. 2011. The Contribution of Behavioral Economics to Political Science. *Annual Review of Political Science* **14**:1, 201-223. [[Crossref](#)]
1644. Elisabeth Gsottbauer, Jeroen C. J. M. van den Bergh. 2011. Environmental Policy Theory Given Bounded Rationality and Other-regarding Preferences. *Environmental and Resource Economics* **49**:2, 263-304. [[Crossref](#)]
1645. Ofer H. Azar. 2011. Do people think about absolute or relative price differences when choosing between substitute goods?. *Journal of Economic Psychology* **32**:3, 450-457. [[Crossref](#)]
1646. Ivan Moscati, Paola Tubaro. 2011. Becker random behavior and the as-if defense of rational choice theory in demand analysis. *Journal of Economic Methodology* **18**:2, 107-128. [[Crossref](#)]
1647. Kim, Kyong-Dong, ###. 2011. Volunteer Frame and Volunteer Culture. *Ewha Journal of Social Sciences* **25**:null, 147-170. [[Crossref](#)]
1648. Martin Reimann, Oliver Schilke, Bernd Weber, Carolin Neuhaus, Judith Zaichkowsky. 2011. Functional magnetic resonance imaging in consumer research: A review and application. *Psychology & Marketing* **28**:6, 608-637. [[Crossref](#)]

1649. Leidy Klotz. 2011. Cognitive biases in energy decisions during the planning, design, and construction of commercial buildings in the United States: an analytical framework and research needs. *Energy Efficiency* 4:2, 271-284. [[Crossref](#)]
1650. Jasper O. Kenter, Tony Hyde, Michael Christie, Ioan Fazey. 2011. The importance of deliberation in valuing ecosystem services in developing countries—Evidence from the Solomon Islands. *Global Environmental Change* 21:2, 505-521. [[Crossref](#)]
1651. D. Wade Hands. 2011. BACK TO THE ORDINALIST REVOLUTION: BEHAVIORAL ECONOMIC CONCERNS IN EARLY MODERN CONSUMER CHOICE THEORY. *Metroeconomica* 62:2, 386-410. [[Crossref](#)]
1652. Lisa A. Robinson, James K. Hammitt. 2011. Behavioral Economics and the Conduct of Benefit-Cost Analysis: Towards Principles and Standards. *Journal of Benefit-Cost Analysis* 2:2, 1-51. [[Crossref](#)]
1653. . Choice under Uncertainty 40-82. [[Crossref](#)]
1654. Gerrit Antonides. Behavioural Economics Applied 500-524. [[Crossref](#)]
1655. Yuval Salant. 2011. Procedural Analysis of Choice Rules with Applications to Bounded Rationality. *American Economic Review* 101:2, 724-748. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1656. Joseph Chancellor, Sonja Lyubomirsky. 2011. Happiness and thrift: When (spending) less is (hedonically) more. *Journal of Consumer Psychology* 21:2, 131-138. [[Crossref](#)]
1657. CLEMENS PUPPE, STEPHANIE ROSENKRANZ. 2011. Why Suggest Non-Binding Retail Prices?. *Economica* 78:310, 317-329. [[Crossref](#)]
1658. Lieke H. H. M. Boonen, Bas Donkers, Frederik T. Schut. 2011. Channeling Consumers to Preferred Providers and the Impact of Status Quo Bias: Does Type of Provider Matter?. *Health Services Research* 46:2, 510-530. [[Crossref](#)]
1659. Marcio José Vargas da Cruz, Huáscar Fialho Pessali. 2011. Dar o peixe e ensinar a pescar: racionalidade limitada e políticas de combate à pobreza. *Economia e Sociedade* 20:1, 141-166. [[Crossref](#)]
1660. Tal Shavit, Avshalom M. Adam. 2011. A preliminary exploration of the effects of rational factors and behavioral biases on the managerial choice to invest in corporate responsibility. *Managerial and Decision Economics* 32:3, 205-213. [[Crossref](#)]
1661. Randall G. Holcombe. 2011. Pluralism and heterodoxy in economic methodology. *The Review of Austrian Economics* 24:1, 57-65. [[Crossref](#)]
1662. Margaret S. Clark, Aaron Greenberg, Emily Hill, Edward P. Lemay, Elizabeth Clark-Polner, David Roosth. 2011. Heightened interpersonal security diminishes the monetary value of possessions. *Journal of Experimental Social Psychology* 47:2, 359-364. [[Crossref](#)]
1663. Heini Ahtiainen, Eija Pouta. 2011. The value of genetic resources in agriculture: a meta-analysis assessing existing knowledge and future research needs. *International Journal of Biodiversity Science, Ecosystem Services & Management* 7:1, 27-38. [[Crossref](#)]
1664. Folarin Akinbami. 2011. Financial services and consumer protection after the crisis. *International Journal of Bank Marketing* 29:2, 134-147. [[Crossref](#)]
1665. Wayne K. Hoy, C. John Tarter. 2011. Power principles for educational leaders: research into practice. *International Journal of Educational Management* 25:2, 124-133. [[Crossref](#)]
1666. Eva I. Hoppe, David J. Kusterer. 2011. Behavioral biases and cognitive reflection. *Economics Letters* 110:2, 97-100. [[Crossref](#)]
1667. Bertram Scheufele, Alexander Haas, Hans-Bernd Brosius. 2011. Mirror or Molder? A Study of Media Coverage, Stock Prices, and Trading Volumes in Germany. *Journal of Communication* 61:1, 48-70. [[Crossref](#)]

1668. Clement A. Tisdell. 2011. Core issues in the economics of biodiversity conservation. *Annals of the New York Academy of Sciences* **1219**:1, 99-112. [[Crossref](#)]
1669. Laura Parte Esteban, María Jesús Such Devesa. 2011. Determinants of Earnings Benchmarks in the Spanish Hotel Industry. *Tourism Economics* **17**:1, 53-72. [[Crossref](#)]
1670. Davide Secchi. Maps of Bounded Rationality (I) 27-39. [[Crossref](#)]
1671. Davide Secchi. Simon's Error 63-79. [[Crossref](#)]
1672. Michael S. Aßländer, Olaf J. Schumann, Ludger Heidbrink, Andreas Suchanek, André Schmidt, Monika Eigenstetter. Grundprobleme der Wirtschafts- und Unternehmensethik 177-228. [[Crossref](#)]
1673. Monika Mandl, Alexander Felfernig, Juha Tiihonen, Klaus Isak. Status Quo Bias in Configuration Systems 105-114. [[Crossref](#)]
1674. Martin Reimann, Bernd Weber. Neuroökonomie - Eine Bestandsaufnahme 3-9. [[Crossref](#)]
1675. Amitabh Chandra, David Cutler, Zirui Song. Who Ordered That? The Economics of Treatment Choices in Medical Care 397-432. [[Crossref](#)]
1676. Leonie Cramer, Gerrit Antonides. 2011. Endowment effects for hedonic and utilitarian food products. *Food Quality and Preference* **22**:1, 3-10. [[Crossref](#)]
1677. H. Henry Cao, Bing Han, David Hirshleifer, Harold H. Zhang. 2011. Fear of the Unknown: Familiarity and Economic Decisions*. *Review of Finance* **15**:1, 173-206. [[Crossref](#)]
1678. Prithviraj Chattopadhyay, Elizabeth George, Carmen Kaman Ng. An Uncertainty Reduction Model of Relational Demography 219-251. [[Crossref](#)]
1679. Wedad J. Elmaghraby, Nathan Larson. 2011. Procurement Auctions with Avoidable Fixed Costs: An Experimental Approach. *SSRN Electronic Journal* . [[Crossref](#)]
1680. Dick Johnny Durevall, Magnus Henrekson. 2011. The Futile Quest for a Grand Explanation of Long-Run Government Expenditure. *SSRN Electronic Journal* . [[Crossref](#)]
1681. Qiyang Ong, Yohanes E. Riyanto, Steven M. Sheffrin. 2011. How Does Voice Matter? Evidence from the Ultimatum Game. *SSRN Electronic Journal* . [[Crossref](#)]
1682. Christopher L. Gilbert. 2011. Anomalies in Economics and Finance. *SSRN Electronic Journal* . [[Crossref](#)]
1683. Daniel J. van Vuuren. 2011. Flexible Retirement. *SSRN Electronic Journal* . [[Crossref](#)]
1684. Eric Gedajlovic, Michael Carney, James J. Chrisman, Franz Willi Kellermanns. 2011. The Adolescence of Family Firm Research: Taking Stock and Planning for the Future. *SSRN Electronic Journal* . [[Crossref](#)]
1685. Viet Hoang Nguyen, Yongcheol Shin. 2011. Asymmetric Price Impacts of Order Flow on Exchange Rate Dynamics. *SSRN Electronic Journal* . [[Crossref](#)]
1686. Eyal Zamir, Ilana Ritov. 2011. Loss Aversion, Omission Bias, and the Burden of Proof in Civil Litigation. *SSRN Electronic Journal* . [[Crossref](#)]
1687. Nadia Linciano. 2011. Cognitive Biases and Instability of Preferences in the Portfolio Choices of Retail Investors Policy Implications of Behavioural Finance. *SSRN Electronic Journal* . [[Crossref](#)]
1688. Marina Fiedler, Carolin Blank, Arnold Oskar Picot. 2011. Antecedents of Intentionally Incomplete Inter-Firm Contracts. *SSRN Electronic Journal* . [[Crossref](#)]
1689. Anup Srivastava. 2011. Future Firm Risks and Managers' Personal Portfolio Decisions. *SSRN Electronic Journal* . [[Crossref](#)]
1690. Julia M. Puauschunder. 2011. Ethical Decision Making Under Social Uncertainty: An Introduction of Überethicality. *SSRN Electronic Journal* . [[Crossref](#)]

1691. Kirsten Foss, Nicolai J. Foss, Phillip C. Nell. 2011. MNC Organizational Form and Subsidiary Motivation Problems: Controlling Intervention Hazards in the Network MNC. *SSRN Electronic Journal* . [[Crossref](#)]
1692. Antonio Nicita, Matteo Rizzolli. 2011. In Dubio Pro Reo: Behavioral Explanations of Pro-Defendant Bias in Procedures. *SSRN Electronic Journal* . [[Crossref](#)]
1693. Andrew T. Hayashi. 2011. Taking, Giving and Taking to Give: Experimental Evidence of Preferences over Actions. *SSRN Electronic Journal* . [[Crossref](#)]
1694. Lizardo Vargas Bianchi. 2011. El desarrollo del concepto de familiaridad de marca y su comprensión actual como variable moderadora. *Doxa Comunicación. Revista interdisciplinaria de estudios de comunicación y ciencias sociales* 13:12, 151-167. [[Crossref](#)]
1695. Andreas C. Drichoutis, Rodolfo M. Nayga, Panagiotis Lazaridis. 2011. The Role of Training in Experimental Auctions. *American Journal of Agricultural Economics* 93:2, 521-527. [[Crossref](#)]
1696. Eelke de Jong, Willem F.C. Verschoor, Remco C.J. Zwinkels. 2010. Heterogeneity of agents and exchange rate dynamics: Evidence from the EMS. *Journal of International Money and Finance* 29:8, 1652-1669. [[Crossref](#)]
1697. Amnon Rapoport, William E. Stein, Vincent Mak, Rami Zwick, Darryl A. Seale. 2010. Endogenous arrivals in batch queues with constant or variable capacity. *Transportation Research Part B: Methodological* 44:10, 1166-1185. [[Crossref](#)]
1698. Kathryn Harrison. 2010. The Comparative Politics of Carbon Taxation. *Annual Review of Law and Social Science* 6:1, 507-529. [[Crossref](#)]
1699. Thomas A. Weber. 2010. Hicksian Welfare Measures and the Normative Endowment Effect. *American Economic Journal: Microeconomics* 2:4, 171-194. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1700. Bart Frijns, Thorsten Lehnert, Remco C.J. Zwinkels. 2010. Behavioral heterogeneity in the option market. *Journal of Economic Dynamics and Control* 34:11, 2273-2287. [[Crossref](#)]
1701. Scott Eidelman, Jennifer Pattershall, Christian S. Crandall. 2010. Longer is better. *Journal of Experimental Social Psychology* 46:6, 993-998. [[Crossref](#)]
1702. Serena Sandri, Christian Schade, Oliver Mußhoff, Martin Odening. 2010. Holding on for too long? An experimental study on inertia in entrepreneurs' and non-entrepreneurs' disinvestment choices. *Journal of Economic Behavior & Organization* 76:1, 30-44. [[Crossref](#)]
1703. Marc Guitart-Masip, Deborah Talmi, Ray Dolan. 2010. Conditioned associations and economic decision biases. *NeuroImage* 53:1, 206-214. [[Crossref](#)]
1704. Kamel Mellahi, Adrian Wilkinson. 2010. Managing and Coping with Organizational Failure: Introduction to the Special Issue. *Group & Organization Management* 35:5, 531-541. [[Crossref](#)]
1705. Nicolas de Roos, Yianis Sarafidis. 2010. Decision making under risk in Deal or No Deal. *Journal of Applied Econometrics* 25:6, 987-1027. [[Crossref](#)]
1706. Frederick G. Conrad, Mick P. Couper, Roger Tourangeau, Andy Peytchev. 2010. The impact of progress indicators on task completion. *Interacting with Computers* 22:5, 417-427. [[Crossref](#)]
1707. Mikhail Votinov, Tatsuya Mima, Toshihiko Aso, Mitsunari Abe, Nobukatsu Sawamoto, Jun Shinozaki, Hidenao Fukuyama. 2010. The neural correlates of endowment effect without economic transaction. *Neuroscience Research* 68:1, 59-65. [[Crossref](#)]
1708. Ori Friedman. 2010. Necessary for Possession: How People Reason About the Acquisition of Ownership. *Personality and Social Psychology Bulletin* 36:9, 1161-1169. [[Crossref](#)]
1709. Jerry Jackson. 2010. Promoting energy efficiency investments with risk management decision tools. *Energy Policy* 38:8, 3865-3873. [[Crossref](#)]

1710. Rosanna E. Guadagno, Robert B. Cialdini, Gadi Evron. 2010. Storming the Servers: A Social Psychological Analysis of the First Internet War. *Cyberpsychology, Behavior, and Social Networking* **13**:4, 447-453. [[Crossref](#)]
1711. Richard Heaney, F. Douglas Foster, Shirley Gregor, Terry O'Neill, Robert Wood. 2010. Are two heads better than one? An experiment with novice share traders. *Australian Journal of Management* **35**:2, 119-142. [[Crossref](#)]
1712. Keith Kendall. 2010. Nudge – Improving Decisions about Health, Wealth and Happiness20101Richard H. Thaler and Cass R. Sunstein. Nudge – Improving Decisions about Health, Wealth and Happiness . New Haven, CT, USA: Yale University Press 2008. *Sustainability Accounting, Management and Policy Journal* **1**:1, 106-112. [[Crossref](#)]
1713. . List of Cognitive Biases 309-318. [[Crossref](#)]
1714. Leidy Klotz, Daniel Mack, Brent Klapthor, Casey Tunstall, Jennilee Harrison. 2010. Unintended anchors: Building rating systems and energy performance goals for U.S. buildings. *Energy Policy* **38**:7, 3557-3566. [[Crossref](#)]
1715. Pietro Ortoleva. 2010. Status quo bias, multiple priors and uncertainty aversion. *Games and Economic Behavior* **69**:2, 411-424. [[Crossref](#)]
1716. James E. Fisher, Brian D. Till, Sarah M. Stanley. 2010. Signaling trust in print advertisements: An empirical investigation. *Journal of Marketing Communications* **16**:3, 133-147. [[Crossref](#)]
1717. Franziska Ziegelmeyer. 2010. Elterliche Stellvertreterentscheidungen und frühkindliche Humankapitalbildung. *Vierteljahrshefte zur Wirtschaftsforschung* **79**:3, 57-77. [[Crossref](#)]
1718. Miroslav Nincic. 2010. Getting What You Want: Positive Inducements in International Relations. *International Security* **35**:1, 138-183. [[Crossref](#)]
1719. Thomas D. Gilovich, Dale W. Griffin. Judgment and Decision Making . [[Crossref](#)]
1720. Jason F. Shogren, Gregory M. Parkhurst, Prasenjit Banerjee. 2010. Two Cheers and a Qualm for Behavioral Environmental Economics. *Environmental and Resource Economics* **46**:2, 235-247. [[Crossref](#)]
1721. Jason Potts. 2010. Can behavioural biases in choice under novelty explain innovation failures?. *Prometheus* **28**:2, 133-148. [[Crossref](#)]
1722. Sandrine Blanchemanche, Stéphan Marette, Jutta Roosen, Philippe Verger. 2010. 'Do not eat fish more than twice a week'. Rational choice regulation and risk communication: Uncertainty transfer from risk assessment to public. *Health, Risk & Society* **12**:3, 271-292. [[Crossref](#)]
1723. Maria Espinosa-Goded, Jesús Barreiro-Hurlé, Eric Ruto. 2010. What Do Farmers Want From Agri-Environmental Scheme Design? A Choice Experiment Approach. *Journal of Agricultural Economics* **61**:2, 259-273. [[Crossref](#)]
1724. CLEM TISDELL. 2010. THE PRECAUTIONARY PRINCIPLE REVISITED: ITS INTERPRETATIONS AND THEIR CONSERVATION CONSEQUENCES. *The Singapore Economic Review* **55**:02, 335-352. [[Crossref](#)]
1725. Bruno Berger, Huáscar Fialho Pessali. 2010. A teoria da perspectiva e as mudanças de preferência no mainstream: um prospecto Lakatoseano. *Revista de Economia Política* **30**:2, 340-356. [[Crossref](#)]
1726. M. Ena Inesi. 2010. Power and loss aversion. *Organizational Behavior and Human Decision Processes* **112**:1, 58-69. [[Crossref](#)]
1727. Christian Niedermeyer, Peter Jaskiewicz, Sabine B. Klein. 2010. 'Can't get no satisfaction?' Evaluating the sale of the family business from the family's perspective and deriving implications for new venture activities. *Entrepreneurship & Regional Development* **22**:3-4, 293-320. [[Crossref](#)]
1728. Tal Shavit, Shosh Shahrabani, Uri Benzion. 2010. The Effect of Competition on the Evaluation of Lotteries. *The American Economist* **55**:1, 93-104. [[Crossref](#)]

1729. Nir Becker, Yael Chosh, Ofer Bahat, Moshe Inbar. 2010. Cost benefit analysis of conservation efforts to preserve an endangered species: The Griffon Vulture (*Gyps fulvus*) in Israel. *Journal of Bioeconomics* 12:1, 55-70. [[Crossref](#)]
1730. Li Way Lee. 2010. The Oregon Paradox. *The Journal of Socio-Economics* 39:2, 204-208. [[Crossref](#)]
1731. Elise S. Brezis. 2010. Can demographic transition only be explained by altruistic and neo-Malthusian models?. *The Journal of Socio-Economics* 39:2, 233-240. [[Crossref](#)]
1732. Laura L. S. Howe, Jerry J. Sweet, Russell M. Bauer. 2010. Advocacy 101: A Step Beyond Complaining. How the Individual Practitioner can Become Involved and Make a Difference. *The Clinical Neuropsychologist* 24:3, 373-390. [[Crossref](#)]
1733. Carl-Friedrich Elmer. 2010. CO 2 -Emissionsstandards für Personenkraftwagen als Instrument der Klimapolitik im Verkehrssektor – Rationalität, Gestaltung und Wechselwirkung mit dem Emissionshandel. *Vierteljahrshefte zur Wirtschaftsforschung* 79:2, 160-178. [[Crossref](#)]
1734. Shankar Ganesan, Steven P. Brown, Babu John Mariadoss, Hillbun (Dixon) Ho. 2010. Buffering and Amplifying Effects of Relationship Commitment in Business-to-Business Relationships. *Journal of Marketing Research* 47:2, 361-373. [[Crossref](#)]
1735. Kirsten Bregn. 2010. The Logic of the New Pay Systems Revisited–in the Light of Experimental and Behavioral Economics. *International Journal of Public Administration* 33:4, 161-168. [[Crossref](#)]
1736. Hanno Beck. 2010. Ist paretianischer Liberalismus doch möglich? Verhaltenswissenschaftliche Ökonomik und Liberaler Paternalismus. *List Forum für Wirtschafts- und Finanzpolitik* 36:1, 43-58. [[Crossref](#)]
1737. Marc Anthony Fusaro, Richard E. Ericson. 2010. The Welfare Economics of “Bounce Protection” Programs. *Journal of Consumer Policy* 33:1, 55-73. [[Crossref](#)]
1738. Andreas Lange, Anmol Ratan. 2010. Multi-dimensional reference-dependent preferences in sealed-bid auctions – How (most) laboratory experiments differ from the field. *Games and Economic Behavior* 68:2, 634-645. [[Crossref](#)]
1739. Jean J. Chen, Xuguang Liu, Weian Li. 2010. The Effect of Insider Control and Global Benchmarks on Chinese Executive Compensation. *Corporate Governance: An International Review* 18:2, 107-123. [[Crossref](#)]
1740. Pavlo Blavatskyy, Ganna Pogrebna. 2010. Endowment effects? “Even” with half a million on the table!. *Theory and Decision* 68:1-2, 173-192. [[Crossref](#)]
1741. Felipe De Brigard. 2010. If you like it, does it matter if it's real?. *Philosophical Psychology* 23:1, 43-57. [[Crossref](#)]
1742. Mauro Maldonato, Silvia Dell'orco. 2010. Toward an Evolutionary Theory of Rationality. *World Futures* 66:2, 103-123. [[Crossref](#)]
1743. Eike B. Kroll, Jörg Rieger, Bodo Vogt. How Does Repetition of Signals Increase Precision of Numerical Judgment? 200-211. [[Crossref](#)]
1744. Dan M. Kahn. Emotion in Risk Regulation: Competing Theories 159-175. [[Crossref](#)]
1745. Sabine Döring, Fritz Feger. Risk Assessment as Virtue 91-105. [[Crossref](#)]
1746. Marina Fiedler, Carolin Blank, Arnold Picot. 2010. Antecedents of Intentionally Incomplete Inter-Firm Contracts. *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung* 62:S62, 133-157. [[Crossref](#)]
1747. David L. Tschirley, T.S. Jayne. 2010. Exploring the Logic Behind Southern Africa's Food Crises. *World Development* 38:1, 76-87. [[Crossref](#)]
1748. Eyal Zamir, Ilana Ritov. 2010. Revisiting the Debate over Attorneys' Contingent Fees: A Behavioral Analysis. *The Journal of Legal Studies* 39:1, 245-288. [[Crossref](#)]

1749. Christiane Lehrer, Ioanna Constantiou, Thomas Hess. Exploring Use Patterns and Perceived Value of Location-Based Services 107-115. [[Crossref](#)]
1750. Nikolaus Franke, Martin Schreier, Ulrike Kaiser. 2010. The "I Designed It Myself" Effect in Mass Customization. *Management Science* 56:1, 125-140. [[Crossref](#)]
1751. Thomas A. Weber. 2010. Hicksian Welfare Measures and the Normative Endowment Effect. *SSRN Electronic Journal* . [[Crossref](#)]
1752. D. Wade Hands. 2010. Back to the Ordinal Revolution: Behavioral Economic Concerns in Early Modern Consumer Choice Theory. *SSRN Electronic Journal* . [[Crossref](#)]
1753. Michael Mandler. 2010. Indecisiveness in Behavioral Welfare Economics. *SSRN Electronic Journal* . [[Crossref](#)]
1754. Derek E. Bambauer, Oliver Day. 2010. The Hacker's Aegis. *SSRN Electronic Journal* . [[Crossref](#)]
1755. Sheharyar Bokhari, David Geltner. 2010. Loss Aversion and Anchoring in Commercial Real Estate Pricing: Empirical Evidence and Price Index Implications. *SSRN Electronic Journal* . [[Crossref](#)]
1756. Oliver Falck, Christina Guenther, Stephan Heblich, William R. Kerr. 2010. From Russia with Love: The Impact of Relocated Firms on Incumbent Survival. *SSRN Electronic Journal* . [[Crossref](#)]
1757. Arvid O. I. Hoffmann, Hersh M. Shefrin, Joost M. E. Pennings. 2010. Behavioral Portfolio Analysis of Individual Investors. *SSRN Electronic Journal* . [[Crossref](#)]
1758. Francesco Guala. 2010. Reciprocity: Weak or Strong? What Punishment Experiments Do (and Do Not) Demonstrate. *SSRN Electronic Journal* . [[Crossref](#)]
1759. Robert W. Hahn, Robert N. Stavins. 2010. The Effect of Allowance Allocations on Cap-and-Trade System Performance. *SSRN Electronic Journal* . [[Crossref](#)]
1760. Oliver Baumann, Dirk Martignoni. 2010. Evaluating the New: The Contingent Value of a Pro-Innovation Bias. *SSRN Electronic Journal* . [[Crossref](#)]
1761. Gregory Elliehausen. 2010. Implications of Behavioral Research for the Use and Regulation of Consumer Credit Products. *SSRN Electronic Journal* . [[Crossref](#)]
1762. Caroline Laroche. 2010. Reforming Development Economics With a Nudge: How Can the Policies Proposed by Behavioral Economics be Used to Improve International Development Policy?. *SSRN Electronic Journal* . [[Crossref](#)]
1763. Andre Bonfrer, George Knox, J. Eliashberg, Jeongwen Chiang. 2010. A First-Passage Time Model for Predicting Inactivity in a Contractual Setting. *SSRN Electronic Journal* . [[Crossref](#)]
1764. James Momoh, Philip Fanara, Haydar Kurban, L. Jide Iwarere. Building an Efficient Reliable and Sustainable Power System: An Interdisciplinary Approach 131-159. [[Crossref](#)]
1765. Malcolm Baker. 2009. Capital Market-Driven Corporate Finance. *Annual Review of Financial Economics* 1:1, 181-205. [[Crossref](#)]
1766. Lieke H. H. M. Boonen, Frederik T. Schut, Bas Donkers, Xander Koolman. 2009. Which preferred providers are really preferred? Effectiveness of insurers' channeling incentives on pharmacy choice. *International Journal of Health Care Finance and Economics* 9:4, 347-366. [[Crossref](#)]
1767. Randall G. Holcombe. 2009. The behavioral foundations of Austrian economics. *The Review of Austrian Economics* 22:4, 301-313. [[Crossref](#)]
1768. Jianbiao Li, Guangqian Ren, Qiuhua Ma, Lüke Liu. 2009. An experimental study on investors' status quo bias and its determinants. *Frontiers of Business Research in China* 3:4. . [[Crossref](#)]
1769. Kerstin Brinkmann, Laurent Schüpbach, Isabelle Ancel Joye, Guido H.E. Gendolla. 2009. Anhedonia and effort mobilization in dysphoria: Reduced cardiovascular response to reward and punishment. *International Journal of Psychophysiology* 74:3, 250-258. [[Crossref](#)]

1770. Robert G. Chambers, Tigran A. Melkonyan. 2009. Buy low, sell high: Price gaps and neoclassical theory. *Journal of Mathematical Economics* 45:11, 720-729. [[Crossref](#)]
1771. Nir Becker, Yael Choresh, Ofer Bahat, Moshe Inbar. 2009. Economic analysis of feeding stations as a means to preserve an endangered species: The case of Griffon Vulture (*Gyps fulvus*) in Israel. *Journal for Nature Conservation* 17:4, 199-211. [[Crossref](#)]
1772. K. Huijps, H. Hogeveen, T.J.G.M. Lam, R.B.M. Huirne. 2009. Preferences of cost factors for mastitis management among Dutch dairy farmers using adaptive conjoint analysis. *Preventive Veterinary Medicine* 92:4, 351-359. [[Crossref](#)]
1773. Andreas Peichl. 2009. The Benefits and Problems of Linking Micro and Macro Models — Evidence from a Flat Tax Analysis. *Journal of Applied Economics* 12:2, 301-329. [[Crossref](#)]
1774. Sandra Carlisle, Gregor Henderson, Phil W. Hanlon. 2009. 'Wellbeing': A collateral casualty of modernity?. *Social Science & Medicine* 69:10, 1556-1560. [[Crossref](#)]
1775. Francesco Ferrante. 2009. Education, Aspirations and Life Satisfaction. *Kyklos* 62:4, 542-562. [[Crossref](#)]
1776. Bjarne Espedal. 2009. Maneuvering Space for Leadership. *Journal of Leadership & Organizational Studies* 16:2, 197-212. [[Crossref](#)]
1777. Thomas K Bauer, Christoph M Schmidt. 2009. Haben und nicht haben – Eine Analyse der Wertschätzung von Weihnachtsgeschenken in Deutschland. *Schmollers Jahrbuch* 129:4, 523-538. [[Crossref](#)]
1778. Koen Mondelaers, Wim Verbeke, Guido Van Huylenbroeck. 2009. Importance of health and environment as quality traits in the buying decision of organic products. *British Food Journal* 111:10, 1120-1139. [[Crossref](#)]
1779. Jose Apesteguía, Miguel A. Ballester. 2009. A theory of reference-dependent behavior. *Economic Theory* 40:3, 427-455. [[Crossref](#)]
1780. Randall G. Holcombe. 2009. A reformulation of the foundations of welfare economics. *The Review of Austrian Economics* 22:3, 209-224. [[Crossref](#)]
1781. Laura Parte Esteban, María Jesús Such Devesa. 2009. La gestión del resultado: una aproximación empírica en el sector hotelero mediante ajustes por devengo. *Cuadernos de Economía* 32:90, 29-71. [[Crossref](#)]
1782. Ferdinand M. Vieider. 2009. The effect of accountability on loss aversion. *Acta Psychologica* 132:1, 96-101. [[Crossref](#)]
1783. Daniel Schunk. 2009. Behavioral heterogeneity in dynamic search situations: Theory and experimental evidence. *Journal of Economic Dynamics and Control* 33:9, 1719-1738. [[Crossref](#)]
1784. Jill P. Collins, Christian A. Vossler. 2009. Incentive compatibility tests of choice experiment value elicitation questions. *Journal of Environmental Economics and Management* 58:2, 226-235. [[Crossref](#)]
1785. Alari Paulus, Andreas Peichl. 2009. Effects of flat tax reforms in Western Europe. *Journal of Policy Modeling* 31:5, 620-636. [[Crossref](#)]
1786. J-J Huang. 2009. Revised behavioural models for riskless consumer choice. *Journal of the Operational Research Society* 60:9, 1237-1243. [[Crossref](#)]
1787. Jian-biao Li, Guang-qian Ren, Lv-ke Liu. An experimental study on investors' status quo bias 1582-1593. [[Crossref](#)]
1788. Qing Miao, Xiao Nuo Zheng. Innovation Dilemma: Endowment Effect of Corporate Entrepreneurship 1-4. [[Crossref](#)]
1789. Daniel Albalade, Germè Bel. 2009. What Local Policy Makers Should Know about Urban Road Charging: Lessons from Worldwide Experience. *Public Administration Review* 69:5, 962-974. [[Crossref](#)]

1790. Daniel Schunk, Joachim Winter. 2009. The relationship between risk attitudes and heuristics in search tasks: A laboratory experiment. *Journal of Economic Behavior & Organization* 71:2, 347-360. [[Crossref](#)]
1791. Richard A. Easterlin. 2009. Lost in transition: Life satisfaction on the road to capitalism. *Journal of Economic Behavior & Organization* 71:2, 130-145. [[Crossref](#)]
1792. Per Engström, Ann-Sofie Kolm, Che-Yuan Liang. 2009. Maternal-biased parental leave. *Journal of Economic Psychology* 30:4, 583-590. [[Crossref](#)]
1793. Adam S. Booij, Gijs van de Kuilen. 2009. A parameter-free analysis of the utility of money for the general population under prospect theory. *Journal of Economic Psychology* 30:4, 651-666. [[Crossref](#)]
1794. Ioanna D. Constantiou. 2009. Consumer behaviour in the mobile telecommunications' market: The individual's adoption decision of innovative services. *Telematics and Informatics* 26:3, 270-281. [[Crossref](#)]
1795. Leonardo Nicolao, Julie R. Irwin, Joseph K. Goodman. 2009. Happiness for Sale: Do Experiential Purchases Make Consumers Happier than Material Purchases?. *Journal of Consumer Research* 36:2, 188-198. [[Crossref](#)]
1796. Ian J. Bateman, Brett H. Day, Andrew P. Jones, Simon Jude. 2009. Reducing gain-loss asymmetry: A virtual reality choice experiment valuing land use change. *Journal of Environmental Economics and Management* 58:1, 106-118. [[Crossref](#)]
1797. Priyanka B. Carr, Claude M. Steele. 2009. Stereotype threat and inflexible perseverance in problem solving. *Journal of Experimental Social Psychology* 45:4, 853-859. [[Crossref](#)]
1798. Carey K. Morewedge, Lisa L. Shu, Daniel T. Gilbert, Timothy D. Wilson. 2009. Bad riddance or good rubbish? Ownership and not loss aversion causes the endowment effect. *Journal of Experimental Social Psychology* 45:4, 947-951. [[Crossref](#)]
1799. Evy Mettepenningen, Ann Verspecht, Guido Van Huylenbroeck. 2009. Measuring private transaction costs of European agri-environmental schemes. *Journal of Environmental Planning and Management* 52:5, 649-667. [[Crossref](#)]
1800. Xuanming Su. 2009. A Model of Consumer Inertia with Applications to Dynamic Pricing. *Production and Operations Management* 18:4, 365-380. [[Crossref](#)]
1801. Tom Tietenberg. 2009. Reflections—Energy Efficiency Policy: Pipe Dream or Pipeline to the Future?. *Review of Environmental Economics and Policy* 3:2, 304-320. [[Crossref](#)]
1802. Markus Schrenker. 2009. Warum fast alle das deutsche Rentensystem ungerecht finden, aber trotzdem nichts daran ändern möchten. *KZfSS Kölner Zeitschrift für Soziologie und Sozialpsychologie* 61:2, 259-282. [[Crossref](#)]
1803. Herbert Gintis. 2009. Book Review. *Journal of Economic Psychology* 30:3, 511-515. [[Crossref](#)]
1804. Barış Ata, Tava Lennon Olsen. 2009. Near-Optimal Dynamic Lead-Time Quotation and Scheduling Under Convex-Concave Customer Delay Costs. *Operations Research* 57:3, 753-768. [[Crossref](#)]
1805. William Hedgcock, Akshay R. Rao, Haipeng (Allan) Chen. 2009. Could Ralph Nader's Entrance and Exit Have Helped Al Gore? The Impact of Decoy Dynamics on Consumer Choice. *Journal of Marketing Research* 46:3, 330-343. [[Crossref](#)]
1806. Arno Haslberger, Chris Brewster. 2009. Capital gains: expatriate adjustment and the psychological contract in international careers. *Human Resource Management* 48:3, 379-397. [[Crossref](#)]
1807. WALTER BOSSERT, YVES SPRUMONT. 2009. Non-Deteriorating Choice. *Economica* 76:302, 337-363. [[Crossref](#)]
1808. Alexander Chernev. 2009. Choosing versus Rejecting: The Impact of Goal-Task Compatibility on Decision Confidence. *Social Cognition* 27:2, 249-260. [[Crossref](#)]

1809. J. R. DeShazo, Trudy Ann Cameron, Manrique Saenz. 2009. The Effect of Consumers' Real-World Choice Sets on Inferences from Stated Preference Surveys. *Environmental and Resource Economics* 42:3, 319-343. [[Crossref](#)]
1810. Ulrich Schmidt, Stefan Traub. 2009. An Experimental Investigation of the Disparity Between WTA and WTP for Lotteries. *Theory and Decision* 66:3, 229-262. [[Crossref](#)]
1811. Jochen Hundsdoerfer, Christina Sichtmann. 2009. The importance of taxes in entrepreneurial decisions: an analysis of practicing physicians' behavior. *Review of Managerial Science* 3:1, 19-40. [[Crossref](#)]
1812. Lijuan Xu, Zhu-Yuan Liang, Kun Wang, Shu Li, Tianzi Jiang. 2009. Neural mechanism of intertemporal choice: From discounting future gains to future losses. *Brain Research* 1261, 65-74. [[Crossref](#)]
1813. Vivian Hoffmann, Christopher B. Barrett, David R. Just. 2009. Do Free Goods Stick to Poor Households? Experimental Evidence on Insecticide Treated Bednets. *World Development* 37:3, 607-617. [[Crossref](#)]
1814. Ed Vosselman, Jeltje van der Meer-Kooistra. 2009. Accounting for control and trust building in interfirm transactional relationships. *Accounting, Organizations and Society* 34:2, 267-283. [[Crossref](#)]
1815. Christophe Defeuilley. 2009. Retail competition in electricity markets. *Energy Policy* 37:2, 377-386. [[Crossref](#)]
1816. A Morton, B Fasolo. 2009. Behavioural decision theory for multi-criteria decision analysis: a guided tour. *Journal of the Operational Research Society* 60:2, 268-275. [[Crossref](#)]
1817. Erica Field. 2009. Educational Debt Burden and Career Choice: Evidence from a Financial Aid Experiment at NYU Law School. *American Economic Journal: Applied Economics* 1:1, 1-21. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1818. Tehila Kogut. 2009. Public decisions or private decisions? When the specific case guides public decisions. *Journal of Behavioral Decision Making* 22:1, 91-100. [[Crossref](#)]
1819. Barbara A. Mellers, Ilana Ritov. 2009. How beliefs influence the relative magnitude of pleasure and pain. *Journal of Behavioral Decision Making* 13, n/a-n/a. [[Crossref](#)]
1820. Robert Eisenberger, Justin Aselage. 2009. Incremental effects of reward on experienced performance pressure: positive outcomes for intrinsic interest and creativity. *Journal of Organizational Behavior* 30:1, 95-117. [[Crossref](#)]
1821. Till Grüne-Yanoff, Sven Ove Hansson. Preference Change: An Introduction 1-26. [[Crossref](#)]
1822. Laurie R. Santos, M. Keith Chen. The Evolution of Rational and Irrational Economic Behavior 81-93. [[Crossref](#)]
1823. David Johnstone. Collecting and Behavioral Finance 53-71. [[Crossref](#)]
1824. Pablo Briñol, Richard E. Petty. Chapter 2 Persuasion 69-118. [[Crossref](#)]
1825. Fabio D'Orlando, Francesco Ferrante. 2009. The demand for job protection. *The Journal of Socio-Economics* 38:1, 104-114. [[Crossref](#)]
1826. Donnel A. Briley. Cultural Influence on Consumer Motivations: A Dynamic View 181-197. [[Crossref](#)]
1827. Sameer Kumar, Thomas Ressler, Mark Ahrens. 2009. Decision support model based on risk – return tradeoff for examining viability of a business venture. *Journal of Revenue and Pricing Management* 8:1, 81-95. [[Crossref](#)]
1828. Christian S. Crandall, Scott Eidelman, Linda J. Skitka, G. Scott Morgan. 2009. Status quo framing increases support for torture. *Social Influence* 4:1, 1-10. [[Crossref](#)]
1829. BARBARA VIS. 2009. Governments and unpopular social policy reform: Biting the bullet or steering clear?. *European Journal of Political Research* 48:1, 31-57. [[Crossref](#)]

1830. Robert J. Oxoby. 2009. The Effect of Incentive Structure on Heuristic Decision Making: The Proportion Heuristic 1. *Journal of Applied Social Psychology* 39:1, 120-133. [[Crossref](#)]
1831. Malcolm P. Baker. 2009. Market-Driven Corporate Finance. *SSRN Electronic Journal* . [[Crossref](#)]
1832. Stefano Fiori. 2009. Herbert A. Simon and Contemporary Theories of Bounded Rationality. *SSRN Electronic Journal* . [[Crossref](#)]
1833. Christian Schwarz, Uwe Stroinski. 2009. Is There a Walrasian Equilibrium in Exchange Markets with Endowment Effect. *SSRN Electronic Journal* . [[Crossref](#)]
1834. Andreas Peichl. 2009. The Benefits and Problems of Linking Micro and Macro Models - Evidence from a Flat Tax Analysis. *SSRN Electronic Journal* . [[Crossref](#)]
1835. Astrid Coates, Wim Van Opstal. 2009. The Joys and Burdens of Multiple Legal Frameworks for Social Entrepreneurship - Lessons from the Belgian Case. *SSRN Electronic Journal* . [[Crossref](#)]
1836. Ann-Sofie Kolm, Per Engstrom, Che-Yuan Liang. 2009. Maternal-Biased Parental Leave. *SSRN Electronic Journal* . [[Crossref](#)]
1837. Pablo Francisco Fajfar, Natacha Gurman. 2009. When Underconfident Behavior is Norm: Some Experimental Evidences from the Calibration Analysis. *SSRN Electronic Journal* . [[Crossref](#)]
1838. Gewei Ye. 2009. The Locus Effect on Inertia Equity. *SSRN Electronic Journal* . [[Crossref](#)]
1839. Sulkhan Metreveli. 2009. Media Trend Hypothesis; Explaining Unexplainable: Why Media is so Sure What it Says is Really True. *SSRN Electronic Journal* . [[Crossref](#)]
1840. Mathieu Lefebvre, Ferdinand Vieider, Marie-Claire Villeval. 2009. The Ratio Bias Phenomenon: Fact or Artifact?. *SSRN Electronic Journal* . [[Crossref](#)]
1841. Uzi Segal, Sushil Bikhchandani. 2009. Transitive Regret. *SSRN Electronic Journal* . [[Crossref](#)]
1842. Chun Yueh Chen, Kuohsiang Chen. Application of the Labeled Magnitude Scale in Kansei Research 219-227. [[Crossref](#)]
1843. Venkat Lakshminaryanan, M Keith Chen, Laurie R Santos. 2008. Endowment effect in capuchin monkeys. *Philosophical Transactions of the Royal Society B: Biological Sciences* 363:1511, 3837-3844. [[Crossref](#)]
1844. Avner Offer. 2008. British Manual Workers: From Producers to Consumers, c. 1950-2000. *Contemporary British History* 22:4, 537-571. [[Crossref](#)]
1845. Richard H. McAdams, Janice Nadler. 2008. Coordinating in the Shadow of the Law: Two Contextualized Tests of the Focal Point Theory of Legal Compliance. *Law & Society Review* 42:4, 865-898. [[Crossref](#)]
1846. Katalin Monostori, Balázs Hórich. 2008. Environmental awareness: Attitude or action?. *Review of Sociology* 14:2, 5-31. [[Crossref](#)]
1847. L. Venkatachalam. 2008. Behavioral economics for environmental policy. *Ecological Economics* 67:4, 640-645. [[Crossref](#)]
1848. Matan Tsur. 2008. The selectivity effect of past experience on purchasing decisions: Implications for the WTA-WTP disparity. *Journal of Economic Psychology* 29:5, 739-746. [[Crossref](#)]
1849. M. Rosenboim, I. Luski, T. Shavit. 2008. Behavioral approaches to optimal FDI incentives. *Managerial and Decision Economics* 29:7, 601-607. [[Crossref](#)]
1850. Abninder Litt, Chris Eliasmith, Paul Thagard. 2008. Neural affective decision theory: Choices, brains, and emotions. *Cognitive Systems Research* 9:4, 252-273. [[Crossref](#)]
1851. Ivo Bischoff, Jürgen Meckl. 2008. Endowment effect theory, public goods and welfare. *The Journal of Socio-Economics* 37:5, 1768-1774. [[Crossref](#)]

1852. Joan Costa-Font, Anna Garcia-Gonzalez, Montserrat Font-Vilalta. 2008. Relative Income and Attitudes towards Long-Term Care Financing. *The Geneva Papers on Risk and Insurance - Issues and Practice* 33:4, 673-693. [[Crossref](#)]
1853. MARK C. BUCKLEY, ELIZABETH E. CRONE. 2008. Negative Off-Site Impacts of Ecological Restoration: Understanding and Addressing the Conflict. *Conservation Biology* 22:5, 1118-1124. [[Crossref](#)]
1854. Mark A Changizi, Shinsuke Shimojo. 2008. A Functional Explanation for the Effects of Visual Exposure on Preference. *Perception* 37:10, 1510-1519. [[Crossref](#)]
1855. Shun Cai, Yunjie (Calvin) Xu. 2008. Designing Product Lists for E-commerce: The Effects of Sorting on Consumer Decision Making. *International Journal of Human-Computer Interaction* 24:7, 700-721. [[Crossref](#)]
1856. Chung-Chau Chang, Hsin-Hsien Liu. 2008. Information format-option characteristics compatibility and the compromise effect. *Psychology and Marketing* 25:9, 881-900. [[Crossref](#)]
1857. Franziska Rischkowsky, Thomas Döring. 2008. Consumer Policy in a Market Economy Considerations from the Perspective of the Economics of Information, the New Institutional Economics as well as Behavioural Economics. *Journal of Consumer Policy* 31:3, 285-313. [[Crossref](#)]
1858. David J. Turk, Sheila J. Cunningham, C. Neil Macrae. 2008. Self-memory biases in explicit and incidental encoding of trait adjectives. *Consciousness and Cognition* 17:3, 1040-1045. [[Crossref](#)]
1859. Thomas Langer, Martin Weber. 2008. Does commitment or feedback influence myopic loss aversion?. *Journal of Economic Behavior & Organization* 67:3-4, 810-819. [[Crossref](#)]
1860. Matti Keloharju, Samuli Knüpfer, Sami Torstila. 2008. Do Retail Incentives Work in Privatizations?. *Review of Financial Studies* 21:5, 2061-2095. [[Crossref](#)]
1861. Paul Heidhues,, Botond Köszegi. 2008. Competition and Price Variation when Consumers Are Loss Averse. *American Economic Review* 98:4, 1245-1268. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1862. Caroline Freund,, Çağlar Özden. 2008. Trade Policy and Loss Aversion. *American Economic Review* 98:4, 1675-1691. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1863. Jean-François Bonnefon, Didier Dubois, Hélène Fargier, Sylvie Leblois. 2008. Qualitative Heuristics For Balancing the Pros and Cons. *Theory and Decision* 65:1, 71-95. [[Crossref](#)]
1864. Philipp Sandner, Joern Block, Andreas Lutz. 2008. Determinanten des Erfolgs staatlich geförderter Existenzgründungen — eine empirische Untersuchung. *Zeitschrift für Betriebswirtschaft* 78:7-8, 753-777. [[Crossref](#)]
1865. Fabien Trémeau, Melissa Brady, Erica Saccente, Alexis Moreno, Henry Epstein, Leslie Citrome, Dolores Malaspina, Daniel Javitt. 2008. Loss aversion in schizophrenia. *Schizophrenia Research* 103:1-3, 121-128. [[Crossref](#)]
1866. Mariah D. Ehmke, Travis Warziniack, Christiane Schroeter, Kari Morgan. 2008. Applying Experimental Economics to Obesity in the Family Household. *Journal of Agricultural and Applied Economics* 40:2, 539-549. [[Crossref](#)]
1867. Cynthia E. Devers, Gerry McNamara, Robert M. Wiseman, Mathias Arrfelt. 2008. Moving Closer to the Action: Examining Compensation Design Effects on Firm Risk. *Organization Science* 19:4, 548-566. [[Crossref](#)]
1868. Elie Matta, Jean McGuire. 2008. Too Risky to Hold? The Effect of Downside Risk, Accumulated Equity Wealth, and Firm Performance on CEO Equity Reduction. *Organization Science* 19:4, 567-580. [[Crossref](#)]
1869. Ash Morgan. 2008. Loss aversion and a kinked demand curve: evidence from contingent behaviour analysis of seafood consumers. *Applied Economics Letters* 15:8, 625-628. [[Crossref](#)]

1870. Elie Matta, Paul W. Beamish. 2008. The accentuated CEO career horizon problem: evidence from international acquisitions. *Strategic Management Journal* **29**:7, 683-700. [[Crossref](#)]
1871. Mauricio M. Palmeira, H. Shanker Krishnan. 2008. Criteria instability and the isolated option effect. *Organizational Behavior and Human Decision Processes* **106**:2, 153-167. [[Crossref](#)]
1872. Barbara Vis, Kees van Kersbergen, Uwe Becker. 2008. The Politics of Welfare State Reform in the Netherlands: Explaining a Never-Ending Puzzle. *Acta Politica* **43**:2-3, 333-356. [[Crossref](#)]
1873. Katherine L. Milkman, Todd Rogers, Max H. Bazerman. 2008. Harnessing Our Inner Angels and Demons: What We Have Learned About Want/Should Conflicts and How That Knowledge Can Help Us Reduce Short-Sighted Decision Making. *Perspectives on Psychological Science* **3**:4, 324-338. [[Crossref](#)]
1874. 2008. #####. *Japan Marketing Journal* **28**:1, 101-113. [[Crossref](#)]
1875. Peter Selb. 2008. Supersized votes: ballot length, uncertainty, and choice in direct legislation elections. *Public Choice* **135**:3-4, 319-336. [[Crossref](#)]
1876. William B. Dupree, Fan Lin. 2008. Patient Safety: A Macrosystems Perspective. *Clinics in Laboratory Medicine* **28**:2, 189-205. [[Crossref](#)]
1877. Brian Knutson, G. Elliott Wimmer, Scott Rick, Nick G. Hollon, Drazen Prelec, George Loewenstein. 2008. Neural Antecedents of the Endowment Effect. *Neuron* **58**:5, 814-822. [[Crossref](#)]
1878. Paul Dolan, Tessa Peasgood. 2008. Measuring Well-Being for Public Policy: Preferences or Experiences?. *The Journal of Legal Studies* **37**:S2, S5-S31. [[Crossref](#)]
1879. Deborah Kay Elms. 2008. New Directions for IPE: Drawing From Behavioral Economics. *International Studies Review* **10**:2, 239-265. [[Crossref](#)]
1880. Wim Verbeke, Filiep Vanhonacker, Lynn J. Frewer, Isabelle Sioen, Stefaan De Henauw, John Van Camp. 2008. Communicating Risks and Benefits from Fish Consumption: Impact on Belgian Consumers' Perception and Intention to Eat Fish. *Risk Analysis* **29**. . [[Crossref](#)]
1881. Corina Paraschiv, Olivier L'Haridon. 2008. Aversion aux pertes: origine, composantes et implications marketing. *Recherche et Applications en Marketing (French Edition)* **23**:2, 67-83. [[Crossref](#)]
1882. Corina Paraschiv, Olivier L'Haridon. 2008. Loss Aversion: Origin, Components and Marketing Implications. *Recherche et Applications en Marketing (English Edition)* **23**:2, 67-82. [[Crossref](#)]
1883. Cynthia E. Cryder, Jennifer S. Lerner, James J. Gross, Ronald E. Dahl. 2008. Misery Is Not Miserly. *Psychological Science* **19**:6, 525-530. [[Crossref](#)]
1884. Henry S. Farber. 2008. Reference-Dependent Preferences and Labor Supply: The Case of New York City Taxi Drivers. *American Economic Review* **98**:3, 1069-1082. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1885. Todd Rogers, Max H. Bazerman. 2008. Future lock-in: Future implementation increases selection of 'should' choices. *Organizational Behavior and Human Decision Processes* **106**:1, 1-20. [[Crossref](#)]
1886. Kent D. Messer, Harry M. Kaiser, William D. Schulze. 2008. The Problem of Free Riding in Voluntary Generic Advertising: Parallelism and Possible Solutions from the Lab. *American Journal of Agricultural Economics* **90**:2, 540-552. [[Crossref](#)]
1887. Rajiv N. Rimal. 2008. Modeling the Relationship Between Descriptive Norms and Behaviors: A Test and Extension of the Theory of Normative Social Behavior (TNSB)#. *Health Communication* **23**:2, 103-116. [[Crossref](#)]
1888. Rémi Desmeules, Antoine Bechara, Laurette Dubé. 2008. Subjective valuation and asymmetrical motivational systems: implications of scope insensitivity for decision making. *Journal of Behavioral Decision Making* **21**:2, 211-224. [[Crossref](#)]

1889. Shosh Shahrabani, Tal Shavit, Uri Benzion. 2008. Short-selling and the WTA–WTP gap. *Economics Letters* **99**:1, 131-133. [[Crossref](#)]
1890. Alan G. Sanfey, Luke J. Chang. 2008. Multiple Systems in Decision Making. *Annals of the New York Academy of Sciences* **1128**:1, 53-62. [[Crossref](#)]
1891. Ivo Bischoff. 2008. Endowment effect theory, prediction bias and publicly provided goods: an experimental study. *Environmental and Resource Economics* **39**:3, 283-296. [[Crossref](#)]
1892. Sheila Garos, Annette S. Kluck, James K. Beggan, Jeffrey Martindale, Amanda Easton Wheeler, Tammy Lowery Zacchilli. 2008. Temptation Bias: Can Self-enhancement Limit the Influence of Gender Stereotypes?. *Sex Roles* **58**:5-6, 311-329. [[Crossref](#)]
1893. Zhiyuan Liu, Qing Liu. 2008. Can group decision-making mitigate propensity of escalating commitment?. *Frontiers of Business Research in China* **2**:1, 33-49. [[Crossref](#)]
1894. Sheila J. Cunningham, David J. Turk, Lynda M. Macdonald, C. Neil Macrae. 2008. Yours or mine? Ownership and memory. *Consciousness and Cognition* **17**:1, 312-318. [[Crossref](#)]
1895. Jasmin Cloutier, C. Neil Macrae. 2008. The feeling of choosing: Self-involvement and the cognitive status of things past. *Consciousness and Cognition* **17**:1, 125-135. [[Crossref](#)]
1896. Daniel Pichert, Konstantinos V. Katsikopoulos. 2008. Green defaults: Information presentation and pro-environmental behaviour. *Journal of Environmental Psychology* **28**:1, 63-73. [[Crossref](#)]
1897. J.E. Hannay, M. Jorgensen. 2008. The Role of Deliberate Artificial Design Elements in Software Engineering Experiments. *IEEE Transactions on Software Engineering* **34**:2, 242-259. [[Crossref](#)]
1898. Andrew E. Clark, Paul Frijters, Michael A. Shields. 2008. Relative Income, Happiness, and Utility: An Explanation for the Easterlin Paradox and Other Puzzles. *Journal of Economic Literature* **46**:1, 95-144. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1899. Irene Daskalopoulou. 2008. Fairness perceptions and observed consumer behavior: Results of a partial observability model. *The Journal of Socio-Economics* **37**:1, 31-44. [[Crossref](#)]
1900. Nazmi Sari, Sahily de Castro, Frederick L. Newman, Gerry Mills. 2008. Should we invest in suicide prevention programs?. *The Journal of Socio-Economics* **37**:1, 262-275. [[Crossref](#)]
1901. Clive L. Spash. 2008. Contingent Valuation Design and Data Treatment: If You Can't Shoot the Messenger, Change the Message. *Environment and Planning C: Government and Policy* **26**:1, 34-53. [[Crossref](#)]
1902. Chung-Chau Chang, Hsin-Hsien Liu. 2008. Which is the compromise option? Information format and task format as determinants. *Journal of Behavioral Decision Making* **21**:1, 59-75. [[Crossref](#)]
1903. Eli M Salzberger. Law and Economics in the 21st Century 23-36. [[Crossref](#)]
1904. Daniel C. Molden, David B. Miele. The origins and influences of promotion-focused and prevention-focused achievement motivations 81-118. [[Crossref](#)]
1905. Don A. Moore, Francis J. Flynn. 2008. 9 The Case for Behavioral Decision Research in Organizational Behavior. *The Academy of Management Annals* **2**:1, 399-431. [[Crossref](#)]
1906. Tobias Schröder, Harald A. Mieg. 2008. The Impact of Perceived Justice on Contingent Value Judgments1. *Journal of Applied Social Psychology* **38**:1, 135-158. [[Crossref](#)]
1907. Matthew Fuhrmann, Bryan R. Early. 2008. Following START: Risk Acceptance and the 1991–1992 Presidential Nuclear Initiatives. *Foreign Policy Analysis* **4**:1, 21-43. [[Crossref](#)]
1908. Yannick Ferreira De Sousa, Alistair Munro. 2008. Truck, Barter and Exchange Versus the Endowment Effect: Virtual Field Experiments in an Online Game Environment. *SSRN Electronic Journal* . [[Crossref](#)]
1909. Francesco Ferrante. 2008. Opportunities, Aspirations and Life Satisfaction. *SSRN Electronic Journal* . [[Crossref](#)]

1910. Matteo Rizzolli. 2008. The Cathedral: An Economic Survey of Legal Remedies. *SSRN Electronic Journal* . [[Crossref](#)]
1911. Richard A. Easterlin. 2008. Lost in Transition: Life Satisfaction on the Road to Capitalism. *SSRN Electronic Journal* . [[Crossref](#)]
1912. Kanchan Mukherjee. 2008. A Context Dependent Model of Decision Making Under Risk. *SSRN Electronic Journal* . [[Crossref](#)]
1913. Ksenia Panidi. 2008. Why do We Avoid Doctors? The View from Behavioral Economics Standpoint. *SSRN Electronic Journal* . [[Crossref](#)]
1914. Matjaz Steinbacher. 2008. Stochastic Processes in Finance and Behavioral Finance. *SSRN Electronic Journal* . [[Crossref](#)]
1915. Marco Castillo, Ragan Petrie, Maximo A. Torero. 2008. Rationality and the Nature of the Market. *SSRN Electronic Journal* . [[Crossref](#)]
1916. Sabrina Teyssier. 2008. Experimental Evidence on Inequity Aversion and Self-Selection Between Incentive Contracts. *SSRN Electronic Journal* . [[Crossref](#)]
1917. Malcolm P. Baker, Joshua D. Coval, Jeremy C. Stein. 2008. Corporate Financing Decisions When Investors Take the Path of Least Resistance. *SSRN Electronic Journal* . [[Crossref](#)]
1918. Astrid Matthey. 2008. Yesterday's Expectation of Tomorrow Determines What You Do Today: The Role of Reference-Dependent Utility from Expectations. *SSRN Electronic Journal* . [[Crossref](#)]
1919. Xuanming Su. 2008. A Model of Consumer Inertia With Applications to Dynamic Pricing. *SSRN Electronic Journal* . [[Crossref](#)]
1920. Don A. Moore, Francis J. Flynn. 2008. 9 The Case for Behavioral Decision Research in Organizational Behavior. *Academy of Management Annals* 2:1, 399-431. [[Crossref](#)]
1921. Douadia Bougherara, Laurent Denant-Boemont, David Masclet. 2008. « Éviter le mal ou... faire le bien » : gestion des biens environnementaux et politiques de développement durable. *Revue économique* 59:3, 685. [[Crossref](#)]
1922. . The Cambridge Handbook of Psychology and Economic Behaviour . [[Crossref](#)]
1923. Cynthia E. Devers, Albert A. Cannella, Gregory P. Reilly, Michele E. Yoder. 2007. Executive Compensation: A Multidisciplinary Review of Recent Developments. *Journal of Management* 33:6, 1016-1072. [[Crossref](#)]
1924. Shih-Chieh Chuang, Pei-Hsun Wu, Danny T. Kao, Chia-Ching Tsai. 2007. Aspiration and Compromise Effect. *Psychological Reports* 101:3_suppl, 1179-1188. [[Crossref](#)]
1925. Utpal M. Dholakia, Richard P. Bagozzi, Mahesh Gopinath. 2007. How formulating implementation plans and remembering past actions facilitate the enactment of effortful decisions. *Journal of Behavioral Decision Making* 20:4, 343-364. [[Crossref](#)]
1926. Sarah F. Brosnan, Owen D. Jones, Susan P. Lambeth, Mary Catherine Mareno, Amanda S. Richardson, Steven J. Schapiro. 2007. Endowment Effects in Chimpanzees. *Current Biology* 17:19, 1704-1707. [[Crossref](#)]
1927. Mick Common. 2007. Measuring national economic performance without using prices. *Ecological Economics* 64:1, 92-102. [[Crossref](#)]
1928. Hugh Sibly. 2007. Loss aversion, price and quality. *The Journal of Socio-Economics* 36:5, 771-788. [[Crossref](#)]
1929. Craig R. Carter, Lutz Kaufmann, Alex Michel. 2007. Behavioral supply management: a taxonomy of judgment and decision-making biases. *International Journal of Physical Distribution & Logistics Management* 37:8, 631-669. [[Crossref](#)]

1930. Jack L. Knetsch. 2007. Biased valuations, damage assessments, and policy choices: The choice of measure matters. *Ecological Economics* 63:4, 684-689. [[Crossref](#)]
1931. Herbert Gintis. 2007. The evolution of private property. *Journal of Economic Behavior & Organization* 64:1, 1-16. [[Crossref](#)]
1932. Kent D. Messer, Homa Zarghamee, Harry M. Kaiser, William D. Schulze. 2007. New hope for the voluntary contributions mechanism: The effects of context. *Journal of Public Economics* 91:9, 1783-1799. [[Crossref](#)]
1933. Chien-Huang Lin, Pei-Hsun Wu, Shih-Chieh Chuang, Danny T. Kao. 2007. Price as a quality or sacrifice cue: Role of goal orientation. *Asian Journal Of Social Psychology* 10:3, 179-187. [[Crossref](#)]
1934. Ian Hodge. 2007. The Governance of Rural Land in a Liberalised World. *Journal of Agricultural Economics* 58:3, 409-432. [[Crossref](#)]
1935. Charles R. Plott, Kathryn Zeiler. 2007. Exchange Asymmetries Incorrectly Interpreted as Evidence of Endowment Effect Theory and Prospect Theory?. *American Economic Review* 97:4, 1449-1466. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
1936. Maarten C.M. Vendrik, Geert B. Woltjer. 2007. Happiness and loss aversion: Is utility concave or convex in relative income?. *Journal of Public Economics* 91:7-8, 1423-1448. [[Crossref](#)]
1937. Baba Shiv. 2007. Emotions, Decisions, and the Brain. *Journal of Consumer Psychology* 17:3, 174-178. [[Crossref](#)]
1938. Jutta Roosen, Stéphan Marette, Sandrine Blanchemanche, Philippe Verger. 2007. The effect of product health information on liking and choice. *Food Quality and Preference* 18:5, 759-770. [[Crossref](#)]
1939. Roman Trötschel, Peter M. Gollwitzer. 2007. Implementation intentions and the willful pursuit of prosocial goals in negotiations. *Journal of Experimental Social Psychology* 43:4, 579-598. [[Crossref](#)]
1940. Nathan E Hultman, Jonathan G Koomey. 2007. The risk of surprise in energy technology costs. *Environmental Research Letters* 2:3, 034002. [[Crossref](#)]
1941. Barak Y. Orbach, Liran Einav. 2007. Uniform prices for differentiated goods: The case of the movie-theater industry. *International Review of Law and Economics* 27:2, 129-153. [[Crossref](#)]
1942. Tim Fry, Richard Heaney, Warren McKeown. 2007. Will investors change their superannuation fund given the choice?. *Accounting & Finance* 47:2, 267-283. [[Crossref](#)]
1943. Katrin Burmeister, Christian Schade. 2007. Are entrepreneurs' decisions more biased? An experimental investigation of the susceptibility to status quo bias. *Journal of Business Venturing* 22:3, 340-362. [[Crossref](#)]
1944. İpek Gürsel Tapkı. 2007. Revealed incomplete preferences under status-quo bias. *Mathematical Social Sciences* 53:3, 274-283. [[Crossref](#)]
1945. Iris Geva-May. 2007. "We Seem to Have Always Spoken in Prose . . ." Policy Analysis Is a Clinical Profession: Implications for Policy Analysis Practice and Instruction. *Policy Studies Journal* 35:2, 135-164. [[Crossref](#)]
1946. Lawrence M. Kahn. 2007. Sports League Expansion and Consumer Welfare. *Journal of Sports Economics* 8:2, 115-138. [[Crossref](#)]
1947. Lyn M. Van Swol. 2007. Perceived Importance of Information: The Effects of Mentioning Information, Shared Information Bias, Ownership Bias, Reiteration, and Confirmation Bias. *Group Processes & Intergroup Relations* 10:2, 239-256. [[Crossref](#)]
1948. Wim Verbeke, Lynn J. Frewer, Joachim Scholderer, Hubert F. De Brabander. 2007. Why consumers behave as they do with respect to food safety and risk information. *Analytica Chimica Acta* 586:1-2, 2-7. [[Crossref](#)]

1949. James J. Murphy, John K. Stranlund. 2007. A laboratory investigation of compliance behavior under tradable emissions rights: Implications for targeted enforcement. *Journal of Environmental Economics and Management* 53:2, 196-212. [[Crossref](#)]
1950. David King, Michael Manville, Donald Shoup. 2007. The political calculus of congestion pricing. *Transport Policy* 14:2, 111-123. [[Crossref](#)]
1951. Michael Macy, Andreas Flache. 2007. Reply: Collective Action and the Empirical Content of Stochastic Learning Models. *American Journal of Sociology* 112:5, 1546-1554. [[Crossref](#)]
1952. David de Meza, David C. Webb. 2007. Incentive Design under Loss Aversion. *Journal of the European Economic Association* 5:1, 66-92. [[Crossref](#)]
1953. Cynthia E. Devers, Robert M. Wiseman, R. Michael Holmes. 2007. The Effects Of Endowment And Loss Aversion In Managerial Stock Option Valuation. *Academy of Management Journal* 50:1, 191-208. [[Crossref](#)]
1954. Rachel Campbell, Roman Kräussl. Time-Varying Downside Risk: An Application to the Art Market 1-15. [[Crossref](#)]
1955. Mauro Maldonato. 2007. Undecidable Decisions: Rationality Limits and Decision-making Heuristics. *World Futures* 63:1, 28-37. [[Crossref](#)]
1956. D. Wade Hands. 2007. Stabilizing Consumer Choice: The Role of 'True Dynamic' Stability and Related Concepts in the History of Consumer Choice Theory. *SSRN Electronic Journal* . [[Crossref](#)]
1957. Katherine L. Milkman, Todd Rogers, Max H. Bazerman. 2007. Harnessing Our Inner Angels and Demons: What We Have Learned About Want/Should Conflicts and How that Knowledge Can Help Us Reduce Short-Sighted Decision Making. *SSRN Electronic Journal* . [[Crossref](#)]
1958. Yael Meroz, Andrea Morone, Piergiuseppe Morone. 2007. Eliciting Environmental Preferences of Ghanaians: An Experimental Approach. *SSRN Electronic Journal* . [[Crossref](#)]
1959. Mikael Bask. 2007. Long Swings and Chaos in the Exchange Rate in a DSGE Model with a Taylor Rule. *SSRN Electronic Journal* . [[Crossref](#)]
1960. D. Wade Hands. 2007. The Future of Economics?. *SSRN Electronic Journal* . [[Crossref](#)]
1961. Attila Menyhárd, Károly Mike, Akos Szalai. 2007. Mandatory Rule in Contract Law. *SSRN Electronic Journal* . [[Crossref](#)]
1962. Jose Apesteguia, Miguel A. Ballester. 2007. A Theory of Reference-Dependent Behavior. *SSRN Electronic Journal* . [[Crossref](#)]
1963. Peter Kesting. 2007. Stability and Changeability of Routines: Mechanisms, Opportunities, and Obstacles. *SSRN Electronic Journal* . [[Crossref](#)]
1964. Pavlo Blavatskyy, Ganna Pogrebná. 2007. Loss Aversion? Not With Half-a-Million on the Table!. *SSRN Electronic Journal* . [[Crossref](#)]
1965. Peter Kesting, Remigiusz Smolinski. 2007. Obstacles to Organizational Change - A Routine-Based View on Dynamic Capabilities. *SSRN Electronic Journal* . [[Crossref](#)]
1966. Roberto Frota Decourt, Andre Accorsi, José Madeira Neto. 2007. Behavioral Finance and the Investment Decision-Making Process in the Brazilian Financial Market. *SSRN Electronic Journal* . [[Crossref](#)]
1967. Todd Rogers, Max H. Bazerman. 2007. Future Lock-In: Future Implementation Increases Selection of 'Should' Choices. *SSRN Electronic Journal* . [[Crossref](#)]
1968. H. Henry Cao, Bing Han, Harold H. Zhang, David A. Hirshleifer. 2007. Fear of the Unknown: Familiarity and Economic Decisions. *SSRN Electronic Journal* . [[Crossref](#)]
1969. Magnus Henrekson, Anna Dreber. 2007. Female Career Success: Institutions, Path Dependence and Psychology. *SSRN Electronic Journal* . [[Crossref](#)]

1970. Lioba Werth, Jens Förster. 2007. Regulatorischer Fokus. *Zeitschrift für Sozialpsychologie* 38:1, 33-42. [[Crossref](#)]
1971. Ifat Maoz, Ilan Yaniv, Naama Ivri. 2007. Decision Framing and Support for Concessions in the Israeli-Palestinian Conflict. *Journal of Peace Research* 44:1, 81-91. [[Crossref](#)]
1972. Jessica Y.Y. Kwong, Kin Fai Ellick Wong. 2006. The role of ratio differences in the framing of numerical information. *International Journal of Research in Marketing* 23:4, 385-394. [[Crossref](#)]
1973. Noreen C. Facione, Peter A. Facione. 2006. The cognitive structuring of patient delay in breast cancer. *Social Science & Medicine* 63:12, 3137-3149. [[Crossref](#)]
1974. John M. Letiche. 2006. Positive economic incentives. *Journal of Asian Economics* 17:5, 775-796. [[Crossref](#)]
1975. Claudia Pöhlmann, Bettina Hannover. 2006. Who shapes the self of independents and interdependents? Explicit and implicit measures of the self's relatedness to family, friends and partner. *European Journal of Personality* 20:7, 525-547. [[Crossref](#)]
1976. Hans Heerkens. 2006. Assessing the Importance of Factors Determining Decision-Making by Actors Involved in Innovation Processes. *Creativity and Innovation Management*, ahead of print061005021914001-???. [[Crossref](#)]
1977. James J. Murphy, John K. Stranlund. 2006. Direct and market effects of enforcing emissions trading programs: An experimental analysis. *Journal of Economic Behavior & Organization* 61:2, 217-233. [[Crossref](#)]
1978. Mark Setterfield, Ted Lovejoy. 2006. Aspirations, bargaining power, and macroeconomic performance. *Journal of Post Keynesian Economics* 29:1, 117-148. [[Crossref](#)]
1979. Paul A. Sorensen, Brian D. Taylor. 2006. Innovations in Road Finance. *Public Works Management & Policy* 11:2, 110-125. [[Crossref](#)]
1980. Ruth J. Cronje, Owen D. Williamson. 2006. Is Pain Ever "Normal"?. *The Clinical Journal of Pain* 22:8, 692-699. [[Crossref](#)]
1981. Jacob S. Sagi. 2006. Anchored preference relations. *Journal of Economic Theory* 130:1, 283-295. [[Crossref](#)]
1982. Cass R. Sunstein, Richard H. Thaler. 2006. "Preferences, Paternalism, and Liberty". *Royal Institute of Philosophy Supplement* 59, 233-264. [[Crossref](#)]
1983. Tal Shavit, Shosh Shahrabani, Uri Benzion. 2006. WTP-WTA disparity among competitive and non-competitive subjects – an experimental study. *Applied Financial Economics Letters* 2:5, 333-336. [[Crossref](#)]
1984. Andreas Furche, David Johnstone. 2006. Evidence of the Endowment Effect in Stock Market Order Placement. *Journal of Behavioral Finance* 7:3, 145-154. [[Crossref](#)]
1985. Rayman Mohamed. 2006. The Psychology of Residential Developers. *Journal of Planning Education and Research* 26:1, 28-37. [[Crossref](#)]
1986. Max H. Bazerman. 2006. Climate Change as a Predictable Surprise. *Climatic Change* 77:1-2, 179-193. [[Crossref](#)]
1987. Martin E. Sandbu. 2006. Natural wealth accounts: A proposal for alleviating the natural resource curse. *World Development* 34:7, 1153-1170. [[Crossref](#)]
1988. Bodo Sturm, Joachim Weimann. 2006. Experiments in Environmental Economics and Some Close Relatives. *Journal of Economic Surveys* 20:3, 419-457. [[Crossref](#)]
1989. Mike Christie, Nick Hanley, John Warren, Kevin Murphy, Robert Wright, Tony Hyde. 2006. Valuing the diversity of biodiversity. *Ecological Economics* 58:2, 304-317. [[Crossref](#)]

1990. John W. Patty. 2006. Loss aversion, presidential responsibility, and midterm congressional elections. *Electoral Studies* 25:2, 227-247. [[Crossref](#)]
1991. M. Keith Chen, Venkat Lakshminarayanan, Laurie R. Santos. 2006. How Basic Are Behavioral Biases? Evidence from Capuchin Monkey Trading Behavior. *Journal of Political Economy* 114:3, 517-537. [[Crossref](#)]
1992. Mercè Roca, Robin M. Hogarth, A. John Maule. 2006. Ambiguity seeking as a result of the status quo bias. *Journal of Risk and Uncertainty* 32:3, 175-194. [[Crossref](#)]
1993. Jay R. Corrigan, Matthew C. Rousu. 2006. The Effect of Initial Endowments in Experimental Auctions. *American Journal of Agricultural Economics* 88:2, 448-457. [[Crossref](#)]
1994. YEW-KWANG NG. 2006. SOME POLICY IMPLICATIONS OF BEHAVIORAL ECONOMICS AND HAPPINESS STUDIES FOR SINGAPORE: WITH SPECIAL REFERENCE TO CASINOS. *The Singapore Economic Review* 51:01, 1-18. [[Crossref](#)]
1995. Steven E. Lobell. 2006. The International Realm, Framing Effects, and Security Strategies: Britain in Peace and War. *International Interactions* 32:1, 27-48. [[Crossref](#)]
1996. Sven Vanneste, Alain Van Hiel, Francesco Parisi, Ben Depoorter. 2006. From “tragedy” to “disaster”: Welfare effects of commons and anticommons dilemmas. *International Review of Law and Economics* 26:1, 104-122. [[Crossref](#)]
1997. Alan G. Sanfey, George Loewenstein, Samuel M. McClure, Jonathan D. Cohen. 2006. Neuroeconomics: cross-currents in research on decision-making. *Trends in Cognitive Sciences* 10:3, 108-116. [[Crossref](#)]
1998. Martin Hostettler, Bernhard Pauli, Torsten Pudack, Oliver Thees. 2006. Die fehlenden Fallstudien | The missing case study. *Schweizerische Zeitschrift für Forstwesen* 157:3-4, 123-124. [[Crossref](#)]
1999. Simon Moore, Jonathan P. Shepherd. 2006. The cost of fear: shadow pricing the intangible costs of crime. *Applied Economics* 38:3, 293-300. [[Crossref](#)]
2000. Daniel McFadden. 2006. Free Markets and Fettered Consumers. *American Economic Review* 96:1, 5-29. [[Citation](#)] [[View PDF article](#)] [[PDF with links](#)]
2001. Terrence Chorvat. 2006. Taxing utility. *The Journal of Socio-Economics* 35:1, 1-16. [[Crossref](#)]
2002. Edward J. McCaffery, Jonathan Baron. 2006. Thinking about tax. *Psychology, Public Policy, and Law* 12:1, 106-135. [[Crossref](#)]
2003. Tamar Avnet, E. Tory Higgins. 2006. How Regulatory Fit Affects Value in Consumer Choices and Opinions. *Journal of Marketing Research* 43:1, 1-10. [[Crossref](#)]
2004. Paul De Grauwe, Marianna Grimaldi. 2006. Exchange rate puzzles: A tale of switching attractors. *European Economic Review* 50:1, 1-33. [[Crossref](#)]
2005. Yew-Kwang Ng. Public Policy Implications of Behavioral Economics and Happiness Studies 237-252. [[Crossref](#)]
2006. Nicolas de Roos, Yianis Sarafidis. 2006. Decision Making under Risk in Deal or No Deal. *SSRN Electronic Journal* . [[Crossref](#)]
2007. Eelke de Jong, Willem F. C. Verschoor, Remco C. J. Zwinkels. 2006. Heterogeneity of Agents and Exchange Rate Dynamics: Evidence from the EMS. *SSRN Electronic Journal* . [[Crossref](#)]
2008. Douglas W. Blackburn, Andrey Ukhov. 2006. Estimating Preferences Toward Risk: Evidence from Dow Jones. *SSRN Electronic Journal* . [[Crossref](#)]
2009. Simon Gaechter, Manfred Königstein. 2006. Design a Contract! A Simple Principal-Agent Problem as a Classroom Experiment. *SSRN Electronic Journal* . [[Crossref](#)]
2010. Edward J. McCaffery. 2006. Behavioral Economics and Fundamental Tax Reform. *SSRN Electronic Journal* . [[Crossref](#)]

2011. Pablo Francisco Fajfar. 2006. Social Asymmetries and Bargaining in the Ultimatum Game: A Compared Study. *SSRN Electronic Journal* . [[Crossref](#)]
2012. Tobias Wittmann, Robbie Ian Morrison, Thomas Bruckner. 2006. A Bounded Rationality Model of Private Energy Investment Decisions. *SSRN Electronic Journal* . [[Crossref](#)]
2013. Fabio D'Orlando, Francesco Ferrante. 2006. Demand for Job Protection - Some Clues from Behavioural Economics. *SSRN Electronic Journal* . [[Crossref](#)]
2014. Manus I. Midlarsky. The Killing Trap **288**, . [[Crossref](#)]
2015. Dmitri G. Markovitch, Joel H. Steckel, Bernard Yeung. 2005. Using Capital Markets as Market Intelligence: Evidence from the Pharmaceutical Industry. *Management Science* **51**:10, 1467-1480. [[Crossref](#)]
2016. Heribert Gierl, Christina Eleftheriadou. 2005. Asymmetrisch überlegene Stockouts als Phantomprodukte. *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung* **57**:6, 475-502. [[Crossref](#)]
2017. Ian J. Bateman, Phillip Cooper, Stavros Georgiou, Ståle Navrud, Gregory L. Poe, Richard C. Ready, Pere Riera, Mandy Ryan, Christian A. Vossler. 2005. Economic valuation of policies for managing acidity in remote mountain lakes: Examining validity through scope sensitivity testing. *Aquatic Sciences* **67**:3, 274-291. [[Crossref](#)]
2018. Jack L. Knetsch. 2005. Gains, Losses, and the US-EPA Economic Analyses Guidelines: A Hazardous Product?. *Environmental and Resource Economics* **32**:1, 91-112. [[Crossref](#)]
2019. Stephanie Kovalchik, Colin F. Camerer, David M. Grether, Charles R. Plott, John M. Allman. 2005. Aging and decision making: a comparison between neurologically healthy elderly and young individuals. *Journal of Economic Behavior & Organization* **58**:1, 79-94. [[Crossref](#)]
2020. Nira Liberman, Lorraine Chen Idson, E. Tory Higgins. 2005. Predicting the intensity of losses vs. non-gains and non-losses vs. gains in judging fairness and value: A test of the loss aversion explanation. *Journal of Experimental Social Psychology* **41**:5, 527-534. [[Crossref](#)]
2021. Yew-Kwang Ng. 2005. Policy Implications of Behavioural Economics: With Special Reference to the Optimal Level of Public Spending. *The Australian Economic Review* **38**:3, 298-306. [[Crossref](#)]
2022. Rachel Barkan, Shai Danziger, Guy Ben-Bashat, Jerome R. Busemeyer. 2005. Framing reference points: the effect of integration and segregation on dynamic inconsistency. *Journal of Behavioral Decision Making* **18**:3, 213-226. [[Crossref](#)]
2023. Randall G. Holcombe. 2005. Government growth in the twenty-first century. *Public Choice* **124**:1-2, 95-114. [[Crossref](#)]
2024. Thomas C. Brown. 2005. Loss aversion without the endowment effect, and other explanations for the WTA-WTP disparity. *Journal of Economic Behavior & Organization* **57**:3, 367-379. [[Crossref](#)]
2025. Peter Skott. 2005. Fairness as a source of hysteresis in employment and relative wages. *Journal of Economic Behavior & Organization* **57**:3, 305-331. [[Crossref](#)]
2026. Rajiv N. Rimal, Maria K. Lapinski, Rachel J. Cook, Kevin Real. 2005. Moving Toward a Theory of Normative Influences: How Perceived Benefits and Similarity Moderate the Impact of Descriptive Norms on Behaviors. *Journal of Health Communication* **10**:5, 433-450. [[Crossref](#)]
2027. Ian M. McDonald, Hugh Sibly. 2005. THE DIAMOND OF MACROECONOMIC EQUILIBRIA AND NON-INFLATIONARY EXPANSION. *Metroeconomica* **56**:3, 393-409. [[Crossref](#)]
2028. Steffen Huck, Georg Kirchsteiger, Jörg Oechssler. 2005. Learning to Like What You Have – Explaining the Endowment Effect. *The Economic Journal* **115**:505, 689-702. [[Crossref](#)]
2029. Niels van de Ven, Marcel Zeelenberg, Eric van Dijk. 2005. Buying and selling exchange goods: Outcome information, curiosity and the endowment effect. *Journal of Economic Psychology* **26**:3, 459-468. [[Crossref](#)]

2030. Rajiv N. Rimal, Kevin Real. 2005. How Behaviors are Influenced by Perceived Norms. *Communication Research* 32:3, 389-414. [[Crossref](#)]
2031. Gewei Ye. 2005. The locus effect on inertia equity. *Journal of Product & Brand Management* 14:3, 206-210. [[Crossref](#)]
2032. Maria Knight Lapinski, Rajiv N. Rimal. 2005. An Explication of Social Norms. *Communication Theory* 15:2, 127-147. [[Crossref](#)]
2033. Yaoqi Zhang, Yiqing Li. 2005. Valuing or pricing natural and environmental resources?. *Environmental Science & Policy* 8:2, 179-186. [[Crossref](#)]
2034. Thomas Gehrig, Lukas Menkhoff. 2005. The Rise of Fund Managers in Foreign Exchange: Will Fundamentals Ultimately Dominate?. *The World Economy* 28:4, 519-540. [[Crossref](#)]
2035. S.A. Thornton. 2005. A novel and accurate guide to customer satisfaction. *Performance Measurement and Metrics* 6:1, 53-56. [[Crossref](#)]
2036. Yusufcan Masatlioglu, Efe A. Ok. 2005. Rational choice with status quo bias. *Journal of Economic Theory* 121:1, 1-29. [[Crossref](#)]
2037. Sarmistha R. Majumdar. 2005. A Prospect Theory Analysis of California's Initiatives in Implementation of its Zero Emission Vehicles (ZEV) Mandate. *Review of Policy Research* 22:2, 157-169. [[Crossref](#)]
2038. Enrico Rubaltelli, Sandro Rubichi, Lucia Savadori, Marcello Tedeschi, Riccardo Ferretti. 2005. Numerical Information Format and Investment Decisions: Implications for the Disposition Effect and the Status Quo Bias. *Journal of Behavioral Finance* 6:1, 19-26. [[Crossref](#)]
2039. Stephen G. Engelmann. 2005. Posner, Bentham and the rule of economy. *Economy and Society* 34:1, 32-50. [[Crossref](#)]
2040. Rong Chen, Jianmin Jia. 2005. Consumer Choices Under Small Probabilities: Overweighting or Underweighting?. *Marketing Letters* 16:1, 5-18. [[Crossref](#)]
2041. Ivo Bischoff. 2005. Party competition in a heterogeneous electorate: The role of dominant-issue voters. *Public Choice* 122:1-2, 221-243. [[Crossref](#)]
2042. Satoshi Fujii, Toshiko Kikkawa, Kazuhisa Takemura. Trust and Acceptance of Risks 113-122. [[Crossref](#)]
2043. Baruch Fischhoff. Chapter 18 Cognitive Processes in Stated Preference Methods 937-968. [[Crossref](#)]
2044. Thomas Langer, Martin Weber. 2005. Myopic prospect theory vs. myopic loss aversion: how general is the phenomenon?. *Journal of Economic Behavior & Organization* 56:1, 25-38. [[Crossref](#)]
2045. Radmila Prislina, P. Niels Christensen. 2005. Social change in the aftermath of successful minority influence. *European Review of Social Psychology* 16:1, 43-73. [[Crossref](#)]
2046. JACK L. KNETSCH. 2005. THE APPROPRIATE CHOICE OF VALUATION MEASURE IN USUAL CASES OF LOSSES VALUED MORE THAN GAINS. *The Singapore Economic Review* 50:spec01, 393-406. [[Crossref](#)]
2047. CLEM TISDELL. 2005. LINKING POLICIES FOR BIODIVERSITY CONSERVATION WITH ADVANCES IN BEHAVIORAL ECONOMICS. *The Singapore Economic Review* 50:spec01, 449-462. [[Crossref](#)]
2048. Donnel A. Briley, Michael W. Morris, Itamar Simonson. 2005. Cultural Chameleons: Biculturals, Conformity Motives, and Decision Making. *Journal of Consumer Psychology* 15:4, 351-362. [[Crossref](#)]
2049. Barak Y. Orbach, Liran Einav. 2005. Uniform Prices for Differentiated Goods: The Case of the Movie-Theater Industry. *SSRN Electronic Journal* . [[Crossref](#)]
2050. Matti Keloharju, Samuli Knüpfer, Sami Torstila. 2005. Do Retail Incentives Work in Privatizations?. *SSRN Electronic Journal* . [[Crossref](#)]

2051. James J. Murphy, John Stranlund. 2005. A Laboratory Investigation of Compliance Behavior under Tradable Emissions Rights: Implications for Targeted Enforcement. *SSRN Electronic Journal* . [[Crossref](#)]
2052. Anup Srivastava. 2005. Earnings Management Choices When Stock-Option Incentives Conflict*. *SSRN Electronic Journal* . [[Crossref](#)]
2053. James R. Wolf, Hal R. Arkes, Waleed A. Muhanna. 2005. Is Overbidding in Online Auctions the Result of a Pseudo-Endowment Effect?. *SSRN Electronic Journal* . [[Crossref](#)]
2054. Tongxuan Yang. 2005. Understanding the Defined Benefit versus Defined Contribution Choice. *SSRN Electronic Journal* . [[Crossref](#)]
2055. John T. Gourville. 2005. The Curse of Innovation: A Theory of Why Innovative New Products Fail in the Marketplace. *SSRN Electronic Journal* . [[Crossref](#)]
2056. Max H. Bazerman. 2005. Climate Change as a Predictable Surprise. *SSRN Electronic Journal* . [[Crossref](#)]
2057. Christoph Engel. 2005. Behavioural Analysis: A User Manual for Lawyers. *SSRN Electronic Journal* . [[Crossref](#)]
2058. Mercè Roca, Robin M. Hogarth, A. John Maule. 2005. Ambiguity Seeking as a Result of the Status Quo Bias. *SSRN Electronic Journal* . [[Crossref](#)]
2059. Antoni Bosch i Domènech, Joaquim Silvestre. 2005. The Gain-Loss Asymmetry and Single-Self Preferences. *SSRN Electronic Journal* . [[Crossref](#)]
2060. Richard O. Zerbe Jr.. 2005. Justice and the Evolution of the Common Law. *SSRN Electronic Journal* . [[Crossref](#)]
2061. Randall G. Holcombe. Government growth in the twenty-first century 95-114. [[Crossref](#)]
2062. Edward J. McCaffery, Jonathan Baron. 2004. Framing and taxation: Evaluation of tax policies involving household composition. *Journal of Economic Psychology* **25**:6, 679-705. [[Crossref](#)]
2063. Richard O. Zerbe. 2004. Should moral sentiments be incorporated into benefit-cost analysis? An example of long-term discounting. *Policy Sciences* **37**:3-4, 305-318. [[Crossref](#)]
2064. Morris B. Hoffman. 2004. The neuroeconomic path of the law. *Philosophical Transactions of the Royal Society of London. Series B: Biological Sciences* **359**:1451, 1667-1676. [[Crossref](#)]
2065. S. Zeki, O. R. Goodenough, Jeffrey Evans Stake. 2004. The property 'instinct'. *Philosophical Transactions of the Royal Society of London. Series B: Biological Sciences* **359**:1451, 1763-1774. [[Crossref](#)]
2066. Gerlinde Fellner, Werner Güth, Boris Maciejovsky. 2004. Illusion of expertise in portfolio decisions: an experimental approach. *Journal of Economic Behavior & Organization* **55**:3, 355-376. [[Crossref](#)]
2067. Matthew Rabin. Behavioral Economics 68-102. [[Crossref](#)]
2068. Dieter Birnbacher. Limits to Substitutability in Nature Conservation 180-196. [[Crossref](#)]
2069. Daniel M.T. Fessler, Elizabeth G. Pillsworth, Thomas J. Flanson. 2004. Angry men and disgusted women: An evolutionary approach to the influence of emotions on risk taking. *Organizational Behavior and Human Decision Processes* **95**:1, 107-123. [[Crossref](#)]
2070. Alexander Chernev. 2004. Extremeness Aversion and Attribute-Balance Effects in Choice. *Journal of Consumer Research* **31**:2, 249-263. [[Crossref](#)]
2071. Jean-Robert Tyran. 2004. Voting when money and morals conflict: an experimental test of expressive voting. *Journal of Public Economics* **88**:7-8, 1645-1664. [[Crossref](#)]
2072. William A. Branch. 2004. The Theory of Rationally Heterogeneous Expectations: Evidence from Survey Data on Inflation Expectations. *The Economic Journal* **114**:497, 592-621. [[Crossref](#)]
2073. Livio Stracca. 2004. Behavioral finance and asset prices: Where do we stand?. *Journal of Economic Psychology* **25**:3, 373-405. [[Crossref](#)]

2074. Maria Fanis. 2004. Collective Action Meets Prospect Theory: An Application to Coalition Building in Chile, 1973-75. *Political Psychology* 25:3, 363-388. [[Crossref](#)]
2075. Gary Schaub. 2004. Deterrence, Compellence, and Prospect Theory. *Political Psychology* 25:3, 389-411. [[Crossref](#)]
2076. Susan Sugarman. 2004. Choice and freedom: Reflections and observations based upon human development. *Infant Observation* 7:2-3, 11-25. [[Crossref](#)]
2077. Jennifer S. Lerner, Deborah A. Small, George Loewenstein. 2004. Heart Strings and Purse Strings. Carryover Effects of Emotions on Economic Decisions. *Psychological Science* 15:5, 337-341. [[Crossref](#)]
2078. Jiwoong Shin, Dan Ariely. 2004. Keeping Doors Open: The Effect of Unavailability on Incentives to Keep Options Viable. *Management Science* 50:5, 575-586. [[Crossref](#)]
2079. Deborah Kay Elms. 2004. Large Costs, Small Benefits: Explaining Trade Dispute Outcomes. *Political Psychology* 25:2, 241-270. [[Crossref](#)]
2080. Rose McDermott. 2004. Prospect Theory in Political Science: Gains and Losses From the First Decade. *Political Psychology* 25:2, 289-312. [[Crossref](#)]
2081. Junyi Zhang, Harry Timmermans, Aloys Borgers, Donggen Wang. 2004. Modeling traveler choice behavior using the concepts of relative utility and relative interest. *Transportation Research Part B: Methodological* 38:3, 215-234. [[Crossref](#)]
2082. Shlomo Maital. 2004. Daniel Kahneman: on redefining rationality. *The Journal of Socio-Economics* 33:1, 1-14. [[Crossref](#)]
2083. Anni Huhtala. 2004. What Price Recreation in Finland?—A Contingent Valuation Study of Non-Market Benefits of Public Outdoor Recreation Areas. *Journal of Leisure Research* 36:1, 23-44. [[Crossref](#)]
2084. M. Gomà-i-Freixanet. Sensation Seeking and Participation in Physical Risk Sports 185-201. [[Crossref](#)]
2085. Marius Usher, James L. McClelland. 2004. Loss Aversion and Inhibition in Dynamical Models of Multialternative Choice. *Psychological Review* 111:3, 757-769. [[Crossref](#)]
2086. Morris Altman. 2004. The Nobel Prize in behavioral and experimental economics: a contextual and critical appraisal of the contributions of Daniel Kahneman and Cernon Smith. *Review of Political Economy* 16:1, 3-41. [[Crossref](#)]
2087. Alkuin Kolliker. 2004. Globalisation and National Incentives for Protecting Environmental Goods: Types of Goods, Trade Effects, and International Collective Action Problems. *SSRN Electronic Journal* . [[Crossref](#)]
2088. Sven Vanneste, Alain Van Hiel, Francesco Parisi, Ben Depoorter. 2004. From 'Tragedy' to 'Disaster': Welfare Effects of Commons and Anticommons Dilemmas. *SSRN Electronic Journal* . [[Crossref](#)]
2089. Gewei Ye. 2004. Inertia Equity: The Impact of Anchoring Price in Brand Switching. *SSRN Electronic Journal* . [[Crossref](#)]
2090. Friedrich Heinemann. 2004. Explaining Reform Deadlocks. *SSRN Electronic Journal* . [[Crossref](#)]
2091. Philippe Fevrier, Sebastien Gay. 2004. Informed Consent Versus Presumed Consent: The Role of the Family in Organ Donations. *SSRN Electronic Journal* . [[Crossref](#)]
2092. Jonathan Baron, Edward J. McCaffery. 2004. Starving the Beast: The Psychology of Budget Deficits. *SSRN Electronic Journal* . [[Crossref](#)]
2093. Paul Heidhues, Botond Koszegi. 2004. The Impact of Consumer Loss Aversion on Pricing. *SSRN Electronic Journal* . [[Crossref](#)]
2094. Luis G. Bernardes. 2003. Reference-dependent preferences and the speed of economic liberalization. *The Journal of Socio-Economics* 32:5, 521-548. [[Crossref](#)]
2095. Rachel Barkan, Jerome R. Busemeyer. 2003. Modeling dynamic inconsistency with a changing reference point. *Journal of Behavioral Decision Making* 16:4, 235-255. [[Crossref](#)]

2096. Martin Spann, Bernd Skiera. 2003. Internet-Based Virtual Stock Markets for Business Forecasting. *Management Science* **49**:10, 1310-1326. [[Crossref](#)]
2097. David Sloan Wilson, Rick O'Gorman. 2003. Emotions and actions associated with norm-breaking events. *Human Nature* **14**:3, 277-304. [[Crossref](#)]
2098. Thomas A. Weber. 2003. An exact relation between willingness to pay and willingness to accept. *Economics Letters* **80**:3, 311-315. [[Crossref](#)]
2099. Gregory Mitchell, Philip E. Tetlock, Daniel G. Newman, Jennifer S. Lerner. 2003. Experiments Behind the Veil: Structural Influences on Judgments of Social Justice. *Political Psychology* **24**:3, 519-547. [[Crossref](#)]
2100. Jane Gilbert Mauldon. 2003. Providing Subsidies and Incentives for Norplant, Sterilization and other Contraception: Allowing Economic Theory to Inform Ethical Analysis. *The Journal of Law, Medicine & Ethics* **31**:3, 351-364. [[Crossref](#)]
2101. Stephen Jan, Eric Dommers, Gavin Mooney. 2003. A politico-economic analysis of decision making in funding health service organisations. *Social Science & Medicine* **57**:3, 427-435. [[Crossref](#)]
2102. X. HENRY WANG, BILL YANG. 2003. Why Competition may Discourage Students from Learning? A Behavioral Economic Analysis. *Education Economics* **11**:2, 117-128. [[Crossref](#)]
2103. Leaf Van Boven, George Loewenstein, David Dunning. 2003. Mispredicting the endowment effect:. *Journal of Economic Behavior & Organization* **51**:3, 351-365. [[Crossref](#)]
2104. Stefan Mann, Hans Kögl. 2003. On the acceptance of animal production in rural communities. *Land Use Policy* **20**:3, 243-252. [[Crossref](#)]
2105. Brett Inder, Terry O'Brien. 2003. The Endowment Effect and the Role of Uncertainty. *Bulletin of Economic Research* **55**:3, 289-301. [[Crossref](#)]
2106. Lyn M. Van Swol, Lucia Savadori, Janet A. Sniezek. 2003. Factors that May Affect the Difficulty of Uncovering Hidden Profiles. *Group Processes & Intergroup Relations* **6**:3, 285-304. [[Crossref](#)]
2107. Matthew Rabin. 2003. The Nobel Memorial Prize for Daniel Kahneman. *Scandinavian Journal of Economics* **105**:2, 157-180. [[Crossref](#)]
2108. Pascal Courty. 2003. Some Economics of Ticket Resale. *Journal of Economic Perspectives* **17**:2, 85-97. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
2109. Satoshi Fujii, Tommy Gärling. 2003. Application of attitude theory for improved predictive accuracy of stated preference methods in travel demand analysis. *Transportation Research Part A: Policy and Practice* **37**:4, 389-402. [[Crossref](#)]
2110. Richard H. Thaler, Cass R. Sunstein. 2003. Libertarian Paternalism. *American Economic Review* **93**:2, 175-179. [[Citation](#)] [[View PDF article](#)] [[PDF with links](#)]
2111. Ejan Mackaay. 2003. Cass R. Sunstein (ed.), Behavioral Law and Economics. Cambridge, Cambridge University Press, 2000. *Canadian journal of law and society* **18**:1, 149-154. [[Crossref](#)]
2112. Yew-Kwang Ng. 2003. Orthodox Economics and Economists: Strengths and Weaknesses. *The Singapore Economic Review* **48**:01, 81-94. [[Crossref](#)]
2113. Philip A. Wickham. 2003. The representativeness heuristic in judgements involving entrepreneurial success and failure. *Management Decision* **41**:2, 156-167. [[Crossref](#)]
2114. Matthew J. Anderson, Eugene R. Blue. 2003. Economic Data, Conventions, and Replication in Laboratory Asset Markets. *Journal of Behavioral Finance* **4**:1, 41-48. [[Crossref](#)]
2115. A. Belyanin. 2003. Daniel Kahneman and Vernon Smith: Nobel Prize for the Feeling of Reality (Economic Analysis of Human Behavior). *Voprosy Ekonomiki* :1, 4-23. [[Crossref](#)]

2116. Satoshi FUJII, Tommy GÄRLING. 2003. RETHINKING THE ROLE OF STATED PREFERENCE DATA IN TRAVEL DEMAND FORECASTING. *Doboku Gakkai Ronbunshu* **2003**:723, 1-14. [[Crossref](#)]
2117. Henriette Prast. 2003. The nobel prize for emotionomics. *Wilmott* **2003**:1, 24-35. [[Crossref](#)]
2118. Daniel Kahneman. 2003. A perspective on judgment and choice: Mapping bounded rationality. *American Psychologist* **58**:9, 697-720. [[Crossref](#)]
2119. Gregory Todd Jones. 2003. Toward an Integrated Practice of Behavioral Conflict Management. *SSRN Electronic Journal* . [[Crossref](#)]
2120. Edward J. McCaffery, Jonathan Baron. 2003. Heuristics and Biases in Thinking about Tax. *SSRN Electronic Journal* . [[Crossref](#)]
2121. Edward J. McCaffery, Jonathan Baron. 2003. Framing and Taxation: Evaluation of Tax Policies Involving Household Composition. *SSRN Electronic Journal* . [[Crossref](#)]
2122. Yehoshua Liebermann, Meyer Ungar. 2002. Efficiency of consumer intertemporal choice under life cycle cost conditions. *Journal of Economic Psychology* **23**:6, 729-748. [[Crossref](#)]
2123. Donnel A. Briley, Robert S. Wyer. 2002. The Effect of Group Membership Salience on the Avoidance of Negative Outcomes: Implications for Social and Consumer Decisions. *Journal of Consumer Research* **29**:3, 400-415. [[Crossref](#)]
2124. David Hirshleifer, Ivo Welch. 2002. An Economic Approach to the Psychology of Change: Amnesia, Inertia, and Impulsiveness. *Journal of Economics & Management Strategy* **11**:3, 379-421. [[Crossref](#)]
2125. Tal Shavit, Doron Sonsino, Uri Benzion. 2002. On the Evaluation of Options on Lotteries: An Experimental Study. *Journal of Psychology and Financial Markets* **3**:3, 168-181. [[Crossref](#)]
2126. Hugh Sibly. 2002. Loss averse customers and price inflexibility. *Journal of Economic Psychology* **23**:4, 521-538. [[Crossref](#)]
2127. Arthur B. Markman, Douglas L. Medin. Decision Making . [[Crossref](#)]
2128. . Heuristics and Biases **13**, . [[Crossref](#)]
2129. Ilan Yaniv, Yaacov Schul, Ronna Raphaelli-Hirsch, Ifat Maoz. 2002. Inclusive and exclusive modes of thinking: Studies of prediction, preference, and social perception during parliamentary elections. *Journal of Experimental Social Psychology* **38**:4, 352-367. [[Crossref](#)]
2130. Catherine C. Eckel, Philip J. Grossman. 2002. Sex differences and statistical stereotyping in attitudes toward financial risk. *Evolution and Human Behavior* **23**:4, 281-295. [[Crossref](#)]
2131. J. Jeffrey Inman, Marcel Zeelenberg. 2002. Regret in Repeat Purchase versus Switching Decisions: The Attenuating Role of Decision Justifiability. *Journal of Consumer Research* **29**:1, 116-128. [[Crossref](#)]
2132. Randall S. Rosenberger, George L. Peterson, John B. Loomis. 2002. Applying a Method of Paired Comparisons to Measure Economic Values for Multiple Goods Sets. *Journal of Agricultural and Applied Economics* **34**:1, 215-229. [[Crossref](#)]
2133. Debra Jones Ringold. 2002. Boomerang Effects in Response to Public Health Interventions: Some Unintended Consequences in the Alcoholic Beverage Market. *Journal of Consumer Policy* **25**:1, 27-63. [[Crossref](#)]
2134. Colin Gray. 2002. Entrepreneurship, resistance to change and growth in small firms. *Journal of Small Business and Enterprise Development* **9**:1, 61-72. [[Crossref](#)]
2135. Heribert Gierl, Hans Höser. 2002. Der Reihenfolgeeffekt auf Präferenzen. *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung* **54**:1, 3-18. [[Crossref](#)]

2136. Cam Donaldson, Stephen Birch, Amiram Gafni. 2002. The distribution problem in economic evaluation: income and the valuation of costs and consequences of health care programmes. *Health Economics* 11:1, 55-70. [[Crossref](#)]
2137. Peggy Schyns. Income and Satisfaction in Germany and Russia 89-104. [[Crossref](#)]
2138. . Bibliography 335-344. [[Crossref](#)]
2139. Daniel T. Gilbert, Jane E. J. Ebert. 2002. Decisions and revisions: The affective forecasting of changeable outcomes. *Journal of Personality and Social Psychology* 82:4, 503-514. [[Crossref](#)]
2140. Derek H. Chollet, James M. Goldgeier. The Scholarship of Decision-Making: Do We Know How We Decide? 153-180. [[Crossref](#)]
2141. E. Tory Higgins. 2002. How Self-Regulation Creates Distinct Values: The Case of Promotion and Prevention Decision Making. *Journal of Consumer Psychology* 12:3, 177-191. [[Crossref](#)]
2142. Leaf van Boven, David Dunning, George F. Loewenstein. 2002. Mispredicting the Endowment Effect: Underestimation of Owners' Selling Prices by Buye's Agents. *SSRN Electronic Journal* . [[Crossref](#)]
2143. Gregory Mitchell, Philip E. Tetlock, Daniel G. Newman, Jennifer S. Lerner. 2002. Experiments Behind the Veil: A Hypothetical Societies Approach to the Study of Social Justice. *SSRN Electronic Journal* . [[Crossref](#)]
2144. Jean-Robert Tyran. 2002. Voting when Money and Morals Conflict: An Experimental Test of Expressive Voting. *SSRN Electronic Journal* . [[Crossref](#)]
2145. Jacob K. Goeree,, Charles A. Holt. 2001. Ten Little Treasures of Game Theory and Ten Intuitive Contradictions. *American Economic Review* 91:5, 1402-1422. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
2146. Paul Dolan, Angela Robinson. 2001. The measurement of preferences over the distribution of benefits: The importance of the reference point. *European Economic Review* 45:9, 1697-1709. [[Crossref](#)]
2147. Heribert Gierl, Roland Helm, Stefan Stumpp. 2001. Wertfunktion der Prospect-Theorie, Produktpräferenzen und Folgerungen für das Marketing. *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung* 53:6, 559-588. [[Crossref](#)]
2148. Joanna L. Ho, Sandra C. Vera-Muñoz. 2001. Opportunism in Capital Budget Recommendations: The Effects of Past Performance and Its Attributions. *Decision Sciences* 32:3, 473-498. [[Crossref](#)]
2149. David Hirshleifer. 2001. Investor Psychology and Asset Pricing. *The Journal of Finance* 56:4, 1533-1597. [[Crossref](#)]
2150. Yew-Kwang Ng, Jianguo Wang. 2001. Attitude choice, economic change, and welfare. *Journal of Economic Behavior & Organization* 45:3, 279-291. [[Crossref](#)]
2151. Joel E. Urbany. 2001. Justifying profitable pricing. *Journal of Product & Brand Management* 10:3, 141-159. [[Crossref](#)]
2152. J. M. Goldgeier, P. E. Tetlock. 2001. P SYCHOLOGY AND I NTERNATIONAL R ELATIONS T HEORY. *Annual Review of Political Science* 4:1, 67-92. [[Crossref](#)]
2153. Matthew Rabin,, Richard H. Thaler,. 2001. Anomalies: Risk Aversion. *Journal of Economic Perspectives* 15:1, 219-232. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
2154. B.A. Mellers. Decision Research: Behavioral 3318-3323. [[Crossref](#)]
2155. C. Guthrie. Negotiation and Bargaining: Role of Lawyers 10477-10481. [[Crossref](#)]
2156. Stefano DellaVigna, Marco LiCalzi. 2001. Learning to make risk neutral choices in a symmetric world. *Mathematical Social Sciences* 41:1, 19-37. [[Crossref](#)]
2157. Brian Mantel. 2001. Why Don't Consumers Use Electronic Banking Products? Towards a Theory of Obstacles, Incentives, and Opportunities. *SSRN Electronic Journal* . [[Crossref](#)]

2158. Patricia Tendolini Oliveira, Edson Ronaldo Guarido Filho, Pedro Jos◆ Steiner Neto. 2001. Consistency in Decision-Making: A Study in the Banking Industry. *SSRN Electronic Journal* . [[Crossref](#)]
2159. Lucy F. Ackert, Narat Charupatt, Bryan K. Church, Richard Deaves. 2001. Bubbles in Experimental Asset Markets: Irrational Exuberance No More. *SSRN Electronic Journal* . [[Crossref](#)]
2160. Joseph Neil Bearden. 2001. Ultimatum Bargaining Experiments: The State of the Art. *SSRN Electronic Journal* . [[Crossref](#)]
2161. Edgar G. Hertwich, James K. Hammitt. 2001. A decision-analytic framework for impact assessment part I: LCA and decision analysis. *The International Journal of Life Cycle Assessment* 6:1. . [[Crossref](#)]
2162. Herbert Gintis. 2000. Beyond Homo economicus: evidence from experimental economics. *Ecological Economics* 35:3, 311-322. [[Crossref](#)]
2163. David Sally. 2000. A general theory of sympathy, mind-reading, and social interaction, with an application to the Prisoners' Dilemma. *Social Science Information* 39:4, 567-634. [[Crossref](#)]
2164. Matthew Rabin. 2000. Risk Aversion and Expected-utility Theory: A Calibration Theorem. *Econometrica* 68:5, 1281-1292. [[Crossref](#)]
2165. Ilan Yaniv, Yaacov Schul. 2000. Acceptance and Elimination Procedures in Choice: Noncomplementarity and the Role of Implied Status quo. *Organizational Behavior and Human Decision Processes* 82:2, 293-313. [[Crossref](#)]
2166. Matthias Unser. 2000. Lower partial moments as measures of perceived risk: An experimental study. *Journal of Economic Psychology* 21:3, 253-280. [[Crossref](#)]
2167. Paul Frijters. 2000. Do individuals try to maximize general satisfaction?. *Journal of Economic Psychology* 21:3, 281-304. [[Crossref](#)]
2168. Itamar Simonson, Stephen M. Nowlis. 2000. The Role of Explanations and Need for Uniqueness in Consumer Decision Making: Unconventional Choices Based on Reasons. *Journal of Consumer Research* 27:1, 49-68. [[Crossref](#)]
2169. Lorraine Chen Idson, Nira Liberman, E.Tory Higgins. 2000. Distinguishing Gains from Nonlosses and Losses from Nongains: A Regulatory Focus Perspective on Hedonic Intensity. *Journal of Experimental Social Psychology* 36:3, 252-274. [[Crossref](#)]
2170. David R. Bell, James M. Lattin. 2000. Looking for Loss Aversion in Scanner Panel Data: The Confounding Effect of Price Response Heterogeneity. *Marketing Science* 19:2, 185-200. [[Crossref](#)]
2171. Arthur B. Markman, C. Miguel Brendl. The influence of goals on value and choice 97-128. [[Crossref](#)]
2172. Johan Anderson, Dan Vadsdal, Hans-Erik Uhlin. 2000. Moral dimensions of the WTA-WTP disparity: an experimental examination. *Ecological Economics* 32:1, 153-162. [[Crossref](#)]
2173. Alan Page Fiske, Philip E. Tetlock. Taboo Trade-Offs: Constitutive Prerequisites for Political and Social Life 47-65. [[Crossref](#)]
2174. Yew-Kwang Ng. 2000. Towards a Welfarist Cost-Benefit Analysis. *SSRN Electronic Journal* . [[Crossref](#)]
2175. Brigitte C. Madrian, Dennis F. Shea. 2000. The Power of Suggestion: Inertia in 401(k) Participation and Savings Behavior. *SSRN Electronic Journal* . [[Crossref](#)]
2176. George F. Loewenstein, Ted O'Donoghue, Matthew Rabin. 2000. Projection Bias in Predicting Future Utility. *SSRN Electronic Journal* . [[Crossref](#)]
2177. Priya Raghubir, Sanjiv Ranjan Das. 1999. A Case for Theory-Driven Experimental Enquiry. *Financial Analysts Journal* 55:6, 56-79. [[Crossref](#)]
2178. Vera Hoorens, Nicole Remmers, Kamieke van de Riet. 1999. Time is an amazingly variable amount of money: Endowment and ownership effects in the subjective value of working time. *Journal of Economic Psychology* 20:4, 383-405. [[Crossref](#)]

2179. Roberto Marchionatti. 1999. On Keynes? Animal Spirits. *Kyklos* 52:3, 415-439. [[Crossref](#)]
2180. Andrew Healey, Daniel Chisholm. 1999. Willingness to pay as a measure of the benefits of mental health care. *The Journal of Mental Health Policy and Economics* 2:2, 55-58. [[Crossref](#)]
2181. Ted O'Donoghue,, Matthew Rabin. 1999. Doing It Now or Later. *American Economic Review* 89:1, 103-124. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
2182. David Bowman, Deborah Minehart, Matthew Rabin. 1999. Loss aversion in a consumption-savings model. *Journal of Economic Behavior & Organization* 38:2, 155-178. [[Crossref](#)]
2183. Daniel McFadden, Mark J. Machina, Jonathan Baron. Rationality for Economists? 73-110. [[Crossref](#)]
2184. Daniel Kahneman, Ilana Ritov, David Schkade, Steven J. Sherman, Hal R. Varian. Economic Preferences or Attitude Expressions?: An Analysis of Dollar Responses to Public Issues 203-242. [[Crossref](#)]
2185. R. Michael M'Gonigle. 1999. Ecological economics and political ecology: towards a necessary synthesis. *Ecological Economics* 28:1, 11-26. [[Crossref](#)]
2186. Yew-Kwang Ng, Jianguo Wang. 1999. Attitude Choice, Economic Change, and Welfare. *SSRN Electronic Journal* . [[Crossref](#)]
2187. Paul D Berger, Gerald E Smith. 1998. The impact of prospect theory based framing tactics on advertising effectiveness. *Omega* 26:5, 593-609. [[Crossref](#)]
2188. Denise R. Beike, Steven J. Sherman. 1998. Framing of comparisons in research and practice. *Applied and Preventive Psychology* 7:3, 161-180. [[Crossref](#)]
2189. Michael Beenstock, Ephraim Goldin, Yoel Haitovsky. 1998. Response bias in a conjoint analysis of power outages. *Energy Economics* 20:2, 135-156. [[Crossref](#)]
2190. Martin Zelder. The Cost of Accosting Coase: A Reconciliatory Survey of Proofs and Disproofs of the Coase Theorem 65-94. [[Crossref](#)]
2191. GIOVAN FRANCESCO LANZARA. 1998. Self-destructive processes in institution building and some modest countervailing mechanisms. *European Journal of Political Research* 33:1, 1-39. [[Crossref](#)]
2192. David Burgstahler, Ilia Dichev. 1997. Earnings management to avoid earnings decreases and losses. *Journal of Accounting and Economics* 24:1, 99-126. [[Crossref](#)]
2193. Marco Haan. 1997. Where are the motives? A problem with evidence in the work of Richard Thaler. *Journal of Economic Psychology* 18:6, 705-709. [[Crossref](#)]
2194. Craig Mackenzie. 1997. Worthwhile intentions. *Journal of Economic Psychology* 18:6, 711-712. [[Crossref](#)]
2195. Paul A. Kowert, Margaret G. Hermann. 1997. Who Takes Risks?. *Journal of Conflict Resolution* 41:5, 611-637. [[Crossref](#)]
2196. Jonathan Shalev. 1997. Loss aversion in a multi-period model. *Mathematical Social Sciences* 33:3, 203-226. [[Crossref](#)]
2197. Daniel Kahneman. 1997. New Challenges to the Rationality Assumption. *Legal Theory* 3:2, 105-124. [[Crossref](#)]
2198. Giovan Francesco Lanzara. 1997. PERCHÉ È DIFFICILE COSTRUIRE LE ISTITUZIONI. *Italian Political Science Review/Rivista Italiana di Scienza Politica* 27:1, 3-48. [[Crossref](#)]
2199. Miroslav Nincic. 1997. Loss Aversion and the Domestic Context of Military Intervention. *Political Research Quarterly* 50:1, 97-120. [[Crossref](#)]
2200. Nick Hanley, Jason F. Shogren, Ben White. Methods for Valuing Environmental Costs and Benefits 383-424. [[Crossref](#)]
2201. Elizabeth Atherton, Simon French. Issues In Supporting Intertemporal Choice 135-156. [[Crossref](#)]

2202. Michael Jones-Lee, Graham Loomes. Valuing Health and Safety: Some Economic and Psychological Issues 3-32. [[Crossref](#)]
2203. Bernhard F.J. Borges, Jack L. Knetsch. 1997. Valuation of gains and losses, fairness and negotiation outcomes. *International Journal of Social Economics* 24:1/2/3, 265-281. [[Crossref](#)]
2204. Michael J. Barone, Terence A. Shimp, David E. Sprott. 1997. Mere Ownership Revisited: A Robust Effect?. *Journal of Consumer Psychology* 6:3, 257-284. [[Crossref](#)]
2205. Steffen Huck, Jörg Oechssler, Georg Kirchsteiger. 1997. Learning to Like What You Have - Explaining the Endowment Effect. *SSRN Electronic Journal* . [[Crossref](#)]
2206. Omotunde E. G. Johnson. 1997. Cooperation, Emergence of the Economic Agency Role of Government, and Governance. *IMF Working Papers* 97:150, 1. [[Crossref](#)]
2207. Elias L. Khalil. 1996. Respect, admiration, aggrandizement: Adam Smith as economic psychologist. *Journal of Economic Psychology* 17:5, 555-577. [[Crossref](#)]
2208. Yoav Ganzach. 1996. Preference Reversals in Equal-probability Gambles: A Case for Anchoring and Adjustment. *Journal of Behavioral Decision Making* 9:2, 95-109. [[Crossref](#)]
2209. Chaim Fershtman. 1996. On the value of incumbency managerial reference points and loss aversion. *Journal of Economic Psychology* 17:2, 245-257. [[Crossref](#)]
2210. Jack S. Levy. 1996. Loss Aversion, Framing, and Bargaining: The Implications of Prospect Theory for International Conflict. *International Political Science Review* 17:2, 179-195. [[Crossref](#)]
2211. Rachel Karniol, Michael Ross. 1996. THE MOTIVATIONAL IMPACT OF TEMPORAL FOCUS: Thinking About the Future and the Past. *Annual Review of Psychology* 47:1, 593-620. [[Crossref](#)]
2212. Eleanor Rosch. The Environment of Minds 3-27. [[Crossref](#)]
2213. James R. Hines, Jr., Richard H. Thaler. 1995. Anomalies: The Flypaper Effect. *Journal of Economic Perspectives* 9:4, 217-226. [[Abstract](#)] [[View PDF article](#)] [[PDF with links](#)]
2214. Gerrit Antonides. 1995. Entrapment in risky investments. *The Journal of Socio-Economics* 24:3, 447-461. [[Crossref](#)]
2215. Yoav Ganzach, Yaacov Schul. 1995. The influence of quantity of information and goal framing on decision. *Acta Psychologica* 89:1, 23-36. [[Crossref](#)]
2216. William A. Fischel. 1995. The offer/ask disparity and just compensation for takings: A constitutional choice perspective. *International Review of Law and Economics* 15:2, 187-203. [[Crossref](#)]
2217. James Pemberton. 1995. Trends versus cycles: Asymmetric preferences and heterogeneous individual responses. *Journal of Macroeconomics* 17:2, 241-255. [[Crossref](#)]
2218. Thomas Gilovich, Victoria Husted Medvec, Serena Chen. 1995. Commission, Omission, and Dissonance Reduction: Coping with Regret in the "Monty Hall" Problem. *Personality and Social Psychology Bulletin* 21:2, 182-190. [[Crossref](#)]
2219. Andrew P. Sage. Systems Engineering for Risk Management 3-31. [[Crossref](#)]
2220. William M. Goldstein, Elke U. Weber. Content and Discontent: Indications and Implications of Domain Specificity in Preferential Decision Making 83-136. [[Crossref](#)]
2221. Chi-Keung Woo. 1994. Managing water supply shortage. *Journal of Public Economics* 54:1, 145-160. [[Crossref](#)]
2222. Carsten Herrmann-Pillath. 1994. Evolutionary rationality, "Homo economicus," and the foundations of social order. *Journal of Social and Evolutionary Systems* 17:1, 41-69. [[Crossref](#)]
2223. Irfan Ahmed, A. Parasuraman. Environmental and positional antecedents of management commitment to service quality: A conceptual framework 69-93. [[Crossref](#)]
2224. AMOS TVERSKY. 1994. Contingent preferences: Loss aversion and tradeoff contrast in decision making. *Japanese Psychological Research* 36:1, 3-9. [[Crossref](#)]

2225. Chi-Keung Woo, Kenneth W.K. Lo. 1993. Factor supply interruption, welfare loss and shortage management. *Resource and Energy Economics* 15:4, 339-352. [[Crossref](#)]
2226. Daniel Kahneman, Barbara L. Fredrickson, Charles A. Schreiber, Donald A. Redelmeier. 1993. When More Pain Is Preferred to Less: Adding a Better End. *Psychological Science* 4:6, 401-405. [[Crossref](#)]
2227. Christopher Green. 1992. Economics and the 'greenhouse effect?'. *Climatic Change* 22:4, 265-291. [[Crossref](#)]
2228. Ravi Dhar, Itamar Simonson. 1992. The Effect of the Focus of Comparison on Consumer Preferences. *Journal of Marketing Research* 29:4, 430-440. [[Crossref](#)]
2229. Itamar Simonson, Amos Tversky. 1992. Choice in Context: Tradeoff Contrast and Extremeness Aversion. *Journal of Marketing Research* 29:3, 281-295. [[Crossref](#)]
2230. Guido Ortona, Francesco Scacciati. 1992. New experiments on the endowment effect. *Journal of Economic Psychology* 13:2, 277-296. [[Crossref](#)]
2231. Reinhard Tietz. 1992. Semi-normative theories based on bounded rationality. *Journal of Economic Psychology* 13:2, 297-314. [[Crossref](#)]
2232. Daniel Kahneman. 1992. Reference points, anchors, norms, and mixed feelings. *Organizational Behavior and Human Decision Processes* 51:2, 296-312. [[Crossref](#)]
2233. Cathleen D. Zick. 1992. Do families share-and-share-alike? The need to understand intrahousehold resource allocations. *Journal of Family and Economic Issues* 13:4, 407-419. [[Crossref](#)]
2234. Daniel Kahneman. 1991. Article Commentary: Judgment and Decision Making: A Personal View. *Psychological Science* 2:3, 142-145. [[Crossref](#)]
2235. Uri Gneezy. Updating the Reference Level: Experimental Evidence 263-284. [[Crossref](#)]
2236. Simon Kemp. Investigations of the Consumer Psychology of Near-Money 251-264. [[Crossref](#)]
2237. Siegwart Lindenberg. Social Rationality versus Rational Egoism 635-668. [[Crossref](#)]
2238. Jack L. Knetsch. Behavioral Economics and Sustainable Forest Management 91-103. [[Crossref](#)]
2239. Antoni Bosch-Domènech, Joaquim Silvestre. The gain-loss asymmetry and single-self preferences 87-134. [[Crossref](#)]
2240. Clem Tisdell. Complex Policy Choices Regarding Agricultural Externalities: Efficiency, Equity and Acceptability 83-106. [[Crossref](#)]
2241. . Literatur 309-320. [[Crossref](#)]
2242. Ya'akov Gal, Barbara Grosz, Avi Pfeffer, Stuart Shieber, Alex Allain. The Influence of Task Contexts on the Decision-Making of Humans and Computers 206-219. [[Crossref](#)]
2243. . Literaturverzeichnis 289-351. [[Crossref](#)]
2244. Mustafa Okur, A. Osman Gurbuz. Behavioral Finance in Theory and Practice 311-328. [[Crossref](#)]
2245. . Consumer Well-Being and Happiness 62-86. [[Crossref](#)]
2246. . Cognitive Biases 27-75. [[Crossref](#)]
2247. . Cognitive Biases 214-235. [[Crossref](#)]
2248. Shu-Heng Chen, Shu G. Wang. Neuroeconomics 35-49. [[Crossref](#)]
2249. Clive L. Spash. Contingent valuation as a research method: environmental values and human behaviour 429-454. [[Crossref](#)]