

Bibliography

Richard J. Zeckhauser

Books and Edited Books

Benefit Cost and Policy Analysis Annual 1974, principal editor, Chicago: Aldine Publishing Company. 1974 Introduction written with Albert Nichols. Co-editor of 1971, 1972, 1973 volumes.

A Primer for Policy Analysis, with Edith Stokey, New York: W.W. Norton & Company, 1978.

Demographic Dimensions of the New Republic: American Interregional Migration, Vital Statistics, and Manumissions, 1800-1860, with Peter D. McClelland, New York: Cambridge University Press, 1982.

What Role for Government?: Lessons from Policy Research, editor, with Derek Leebaert, Durham, NC: Duke University Press, 1983.

Principals and Agents: The Structure of Business, editor, with John W. Pratt, Boston: Harvard Business School Press, 1985; paperback, 1991.

American Society: Public and Private Responsibilities, editor, with Winthrop Knowlton, Cambridge, MA: Ballinger Publishing Company, 1986.

Privatization and State-Owned Enterprises: Lessons from the United States, Great Britain, and Canada, editor, with Paul W. MacAvoy, William T. Stanbury, and George Yarrow, Boston: Kluwer Academic Publishers, 1989.

Strategy and Choice, editor, Cambridge, MA: MIT Press, 1991.

Wise Choices: Decisions, Games, and Negotiations, editor with Ralph L. Keeney and James K. Sebenius, Boston: Harvard Business School Press, 1996.

The Early Admissions Game: Joining the Elite, with Christopher Avery and Andrew Fairbanks, Cambridge, MA: Harvard University Press, 2003.

Targeting in Social Programs: Avoiding Bad Bets, Removing Bad Apples, with Peter H. Schuck, Washington, DC: Brookings Institution Press, 2006.

The Patron's Payoff: Conspicuous Commissions in Italian Renaissance Art, with Jonathan K. Nelson, Princeton, NJ: Princeton University Press, 2008.

Collaborative Governance: Private Roles for Public Goals, with John D. Donahue, Princeton, NJ: Princeton University Press, 2011.

Articles

1. "An Economic Theory of Alliances," with Mancur Olson, Jr., *Review of Economics and Statistics* 48(3), August 1966, 266-279. Also reprinted in *Alliances: Latent War Communities in the Contemporary World*, Francis Beer (ed.), New York: Holt, Rinehart and Winston, 1970; in *Economic Theories of International Politics*, Bruce M. Russett (ed.), Chicago: Markham, 1968; in *The Economic Approach to Politics: An Introductory Reader*, Bruno S. Frey (ed.), Tübingen, Germany: J.C.B. Mohr; in *The Economics of Defence*, Keith Hartley and Todd Sandler (eds.), Cheltenham, U.K.: Edward Elgar Publishing, 2001.
2. "Collective Goods, Comparative Advantage, and Alliance Efficiency," with Mancur Olson, in *Issues in Defense Economics*, Roland N. McKean (ed.), New York: National Bureau of Economic Research, Columbia University Press, 1967, 25-48.
3. "Some Thoughts on The Allocation of Resources to Bio-Medical Research," U.S. Department of Health, Education, and Welfare, Office of the Assistant Secretary for Planning and Evaluation, Occasional Paper No. 4, November 9, 1967.
4. "Optimality in a World of Progress and Learning," *Review of Economic Studies* 35(3), July 1968, 363-365.
5. "Public Policy and Normative Economic Theory," with Elmer Schaefer, in *The Study of Policy Formation*, Raymond A. Bauer and Kenneth J. Gergen (eds.), New York: The Free Press, 1968, Chapter 2, 27-101.
6. "Resource Allocation with Probabilistic Individual Preferences," *American Economic Review, Papers and Proceedings* 59(2), May 1969, 546-552.
7. "Uncertainty and the Need for Collective Action," in *The Analysis and Evaluation of Public Expenditures: The PPB System*, Joint Economic Committee, U.S. Congress, vol. 8, Washington, DC: U.S. Government Printing Office, 1969, 149-166. Also reprinted in *Public Expenditure and Policy Analysis*, Robert Haveman and Julius Margolis (eds.), Chicago: Markham, 1970, Chapter 4, 96-116.
8. "Majority Rule with Lotteries on Alternatives," *Quarterly Journal of Economics* 83(4), November 1969, 696-703.
9. "An Approach to the Analysis of Societal Decision," in *La Decision: Agregation et dynamique des ordres de preference*, Paris: Centre National de la Recherche Scientifique, 1969, 317-333.
10. "Medical Insurance: A Case Study of the Tradeoff between Risk Spreading and Appropriate Incentives," *Journal of Economic Theory* 2(1), March 1970, 10-26.
11. "An Alternative to the Nixon Income Maintenance Plan," with Peter Schuck, *The Public Interest* 19, Spring 1970, 120-130. Also reprinted in R. Eckaus, *Readings in Basic Economics*, Boston: Little, Brown & Company, 1971.

12. "The Efficient Production of External Economies," with Mancur Olson, Jr., *American Economic Review* 60(3), June 1970, 512-517.
13. "Linear Regression with Non-Normal Error Terms," with Mark Thompson, *Review of Economics and Statistics* 52(3), August 1970, 280-286.
14. "Another Type of Risk Aversion," with Emmett Keeler, *Econometrica* 38(5), September 1970, 661-665.
15. "Education Vouchers: A Review," with Leonard Ross, *Yale Law Journal* 80(2), December 1970, 451-461.
16. "Combining Overlapping Information," *Journal of the American Statistical Association* 66(333), March 1971, 91-92.
17. "Optimal Mechanisms for Income Transfer," *American Economic Review* 61(3), pt. 1, June 1971, 324-334.
18. "Insurance, Information, and Individual Action," with Michael Spence, *American Economic Review, Papers and Proceedings* 61(2), May 1971, 380-387.
19. "A Tale of Probable Regions: A Statistical Fable," *Journal of Political Economy* 79(2), March/April 1971, 376-380.
20. "The Optimal Control of Pollution," with Emmett Keeler and Michael Spence, *Journal of Economic Theory* 4(1), February 1972, 19-34. Also reprinted in *Economics of Natural and Environmental Resources*, Vernon L. Smith (ed.), New York: Gordon and Breach, 1977, 409-439.
21. "The Effect of the Timing of Consumption Decisions and the Resolution of Lotteries on the Choice of Lotteries," with Michael Spence, *Econometrica* 40(2), March 1972, 401-403; and in *Surgery*, John Bunker, F. Mosteller, and Benjamin Barnes (eds.), New York: Oxford University Press, 1977, 59-69.
22. "Determining the Qualities of a Public Good – A Paradigm on Town Park Location," *Western Economic Journal* 10(4), December 1972, 39-60.
23. "Critical Ratios and Efficient Allocation," with Milton Weinstein, *Journal of Public Economics* 2(2), April 1973, 147-157.
24. "Coverage for Catastrophic Illness," *Public Policy* 21(2), Spring 1973, 149-172. Also reprinted in *Benefit Cost and Policy Analysis Annual 1973*, R. Haveman, A. Harberger, L. Lynn, W. Niskanen, R. Turvey, R. Zeckhauser, and D. Wisecarver (eds.), Chicago: Aldine Publishing Company.
25. "Voting Systems, Honest Preferences, and Pareto Optimality," *American Political Science Review* 67(3), September 1973, 934-946.

26. "The Risks of Growth," *Daedalus* 102(4), Fall 1973, 103-118. Also reprinted in *No Growth Society*, M. Olson and H.H. Landsberg (eds.), New York: W.W. Norton Co., 1973; and *Management and Control of Growth: Issues, Techniques, Problems, Trends*, Washington, D.C.: The Urban Land Institute, 1975.
27. "Time as the Ultimate Source of Utility," *Quarterly Journal of Economics* 87(4), November 1973, 668-675. Also reprinted in *Time in Economic Theory*, Stefano Zamagni and Elettra Agliardi (eds.), Camberley Surrey, UK: Edward Elgar Publishing, 2004.
28. "The Welfare Implications of the Extension of Life," *The Gerontologist* 14(1), February 1974, 2-3, 93, 95. Also reprinted in *Social Problems of the Aging*, Robert C. Atchley, Sherry L. Corbett, and Mildred M. Seltzer (eds.), Belmont, CA: Wadsworth Publishing, 1976.
29. "The Productivity Potential of the Physician Assistant," with Michael Eliastam, *Journal of Human Resources* 9(1), Winter 1974, 95-116.
30. "Treating External Diseconomies – Markets or Taxes?," with David Starrett, in *Statistical and Mathematical Aspects of Pollution Problems*, John W. Pratt (ed.), New York: Marcel Dekker, Inc., 1974, 65-84.
31. "Risk Spreading and Distribution," in *Redistribution Through Public Choice*, Harold M. Hochman and George E. Peterson (eds.), New York: Columbia University Press, 1974, 206-228. Also reprinted in *Benefit Cost and Policy Analysis Annual 1974*, R. Haveman, A. Harberger, L. Lynn, W. Niskanen, R. Turvey, R. Zeckhauser, and D. Wisecarver (eds.), Chicago: Aldine Publishing Co., 1975.
32. "The Topology of Pareto-Optimal Regions with Public Goods," with Milton C. Weinstein, *Econometrica* 42(4), July 1974, 643-666.
33. "The Regulation of Genetic Engineering," with Stephen Breyer, in *Genetic Responsibility*, Mack Lipkin, Jr. and Peter T. Rowley (eds.), New York: Plenum Press, 1974, 137-143. Also reprinted in *Man and Medicine* 1(1), Autumn 1975, 1-9.
34. "Encouraging Improved Performance in Higher Education," with Sally Zeckhauser, *Daedalus* 104(1), Winter 1975, 97-107.
35. "Use Patterns for Depletable and Recycleable Resources," with Milton C. Weinstein, *Review of Economic Studies* 41, Symposium on the Economics of Exhaustible Resources, 1974, 67-88.
36. "The Optimal Consumption of Depletable Natural Resources," with Milton C. Weinstein, *Quarterly Journal of Economics* 89(3), August 1975, 371-392.
37. "Decision Analysis for Flight in the Stratosphere," with Gail Shearer and Pamela Memishian, in *Economic and Social Measures of Biologic and Climatic Change*, CIAP Monograph 6, Department of Transportation Climatic Impact Assessment Program, Office of the Secretary of Transportation, Washington, D.C.: U.S. Government Printing Office, September, 1975.

38. "Procedures for Valuing Lives," *Public Policy* 23(4), Fall 1975, 419-464.
39. "Where Now for Saving Lives?," with Donald Shepard, *Law and Contemporary Problems* 40(4), Autumn 1976, 5-45.
40. "Environmental Policy Choice Under Uncertainty," with W. Kip Viscusi, *Journal of Environmental Economics and Management* 3(2), 1976, 97-112.
41. "Stockpiling Strategies and Cartel Prices," with Albert L. Nichols, *Bell Journal of Economics* 8(1), Spring 1977, 66-96.
42. "The Role of Social Security in Income Maintenance," with W. Kip Viscusi, in *The Crisis in Social Security: Problems and Prospects*, Michael J. Boskin (ed.), San Francisco: Institute for Contemporary Studies, 1977, 41-64.
43. "Government Comes to the Workplace: An Assessment of OSHA," with Albert L. Nichols, *Public Interest* 49, Fall 1977, 39-69. Also reprinted in *OSHA: History, Law and Policy*, Benjamin Mintz, Washington, D.C.: Bureau of National Affairs, Inc., August 1984.
44. "Taxes in Fantasy, or Most Any Tax on Labor Can Turn Out to Help the Laborers," with an epilogue by Thomas Schelling, *Journal of Public Economics* 8(2), 1977, 133-150.
45. "Heterogeneity Among Patients as a Factor in Surgical Decision Making," with Donald S. Shepard, in *Costs, Risks, and Benefits of Surgery*, John P. Bunker, Benjamin A. Barnes, and Frederick Mosteller (eds.), New York: Oxford University Press, 1977, 56-69.
46. "Summary, Conclusions, and Recommendations," with John P. Bunker, Benjamin A. Barnes, Frederick Mosteller, John P. Gilbert, and Bucknam McPeck, in *Costs, Risks, and Benefits of Surgery*, John P. Bunker, Benjamin A. Barnes, and Frederick Mosteller (eds.), New York: Oxford University Press, 1977, 387-394.
47. "Lessons from the Economics of Safety," with Albert L. Nichols, in *The Economics of Medical Malpractice*, Simon Rottenberg (ed.), Washington, D.C.: American Enterprise Institute for Public Policy Research, 1978, 19-33.
48. "Some Sober Thoughts on Health Care Regulation," with Penny Hollander Feldman, in *Regulating Business: The Search for an Optimum*, Donald P. Jacobs (ed.), San Francisco: Institute for Contemporary Studies, 1978, 93-123. Also reprinted in *Journal of the American Health Care Association*.
49. "The Optimal Consumption of Depletable Natural Resources: An Elaboration, Correction, and Extension," with M.L. Cropper and Milton C. Weinstein, *Quarterly Journal of Economics* 92(2), May 1978, 337-344.

50. "The Occupational Safety and Health Administration: An Overview," with Albert Nichols, in *Study on Federal Regulation, vol. 6: Framework for Regulation*, U.S. Senate Committee on Governmental Affairs, Washington, D.C.: U.S. Government Printing Office, 1978, 163-248.
51. "The Efficient Allocation of Individuals to Positions," with Aanund Hylland, *Journal of Political Economy* 87(2), April 1979, 293-314.
52. "Price Differences in Almost Competitive Markets," with John W. Pratt and David A. Wise, *Quarterly Journal of Economics* 93(2), May 1979, 189-211.
53. "Paying the Expected Externality for a Price Quote Achieves Bargaining Efficiency," with Kalyan Chatterjee and John W. Pratt, *Economics Letters* 1(4), 1978, 311-313.
54. "Distributional Objectives Should Affect Taxes but Not Program Choice or Design," with Aanund Hylland, *Scandinavian Journal of Economics* 81(2), 1979, 264-284.
55. "The Impossibility of Bayesian Group Decision Making with Separate Aggregation of Beliefs and Values," with Aanund Hylland, *Econometrica* 47(6), November 1979, 1321-1336.
56. "Optimal Standards with Incomplete Enforcement," with W. Kip Viscusi, *Public Policy* 27(4), Fall 1979, 437-456.
57. "Social and Economic Factors in Food Safety Decision-Making," *Food Technology* 33(11), November 1979, 47-52, 60.
58. "Concepts for Measuring Risks and Benefits," in *Principles and Processes for Making Food Safety Decisions*, Washington, D.C.: Social and Economic Committee of the Food Safety Council, 1979, 57-81.
59. "Long-Term Effects of Interventions to Improve Survival in Mixed Populations," with Donald S. Shepard, *Journal of Chronic Diseases* 33(7), 1980, 413-433.
60. "Using the Wrong Tool: The Pursuit of Redistribution Through Regulation," Washington, D.C.: United States Chamber of Commerce, August 1979.
61. "Market Index Futures Contracts," with Victor Niederhoffer, *Financial Analysts Journal* 36(1), January/February 1980, 49-55. Also reprinted in *Handbook of Financial Markets: Securities, Options, Futures*, Frank J. Fabozzi and Frank G. Zarb (eds.), Dow Jones-Irwin; and in *Interest Rate Futures: Concepts and Issues*, Gerald D. Gay and Robert W. Kolb (eds.), Richmond, VA: Robert F. Dame, Inc., 1982.
62. "Appropriate Functions and Rewards for State Workers," Albany, NY: New York State/CSEA Committee on the Work Environment and Productivity (CWEP), October 1980.
63. "Principles for Saving and Valuing Lives," with Donald S. Shepard in *The Benefits of Health and Safety Regulation*, Allen R. Ferguson and E. Phillip LeVeen (eds.), Cambridge, MA:

Ballinger Publishing Co., 1981, 91-130. Also reprinted in *Technical Risk Assessment*, P. Ricci, L. Sagan, C. Whipple (eds.), The Hague, Netherlands: Sijthoff & Noordhoff International Publishers, 1983.

64. "'Catastrophic' Health Insurance – A Misguided Prescription?," with Christopher J. Zook and Francis D. Moore, *The Public Interest* 62, Winter 1981, 66-81.

65. "The Choice of Health Policies with Heterogeneous Populations," with Donald S. Shepard, in *Economic Aspects of Health*, Victor R. Fuchs (ed.), Chicago: University of Chicago Press, 1982, 255-297.

66. "Failures to Control Health Costs: Departures from First Principles," with Christopher Zook in *A New Approach to the Economics of Health Care*, Mancur Olson (ed.), Washington, D.C.: American Enterprise Institute for Public Policy Research, 1981, 87-128.

67. "Preferred Policies When There is a Concern for Probability of Adoption," *Journal of Environmental Economics and Management* 8(3), September 1981, 215-237.

68. "Misuse of Technology: A Symptom, Not the Disease," with David Blumenthal and Penny Feldman, in *Critical Issues in Medical Technology*, Barbara J. McNeil and Ernest G. Cravalho (eds.), Boston: Auburn House, 1982, 163-174.

69. "OSHA After a Decade: A Time for Reason," with Albert Nichols, in *Case Studies in Regulation: Revolution and Reform*, Leonard W. Weiss and Michael W. Klass (eds.), Boston: Little, Brown & Company, 1981, 202-234.

70. "Pecuniary Externalities Do Matter When Contingent Claims Markets Are Incomplete," with Lee Hsien Loong, *Quarterly Journal of Economics* 97(1), February 1982, 171-179.

71. "Inferences from Alarming Events," with John W. Pratt, *Journal of Policy Analysis and Management* 1(3), Spring 1982, 371-385.

72. "Life-Cycle Consumption and Willingness to Pay for Increased Survival," with Donald S. Shepard, in *The Value of Life and Safety*, Michael W. Jones-Lee (ed.), Amsterdam: North Holland Publishing Co., 1982, 95-141.

73. "Targeting Transfers through Restrictions on Recipients," with Albert L. Nichols, *American Economic Review, Papers and Proceedings* 72(2), May 1982, 372-377. Also reprinted in *Economic Theory and the Welfare State*, Nicholas Barr (ed.), Cheltenham, UK: Edward Elgar Publishing.

74. "Predictions Fulfilled: The Early Experience of Market Index Futures Contracts," with Victor Niederhoffer, in *Readings in Investment Management*, Frank Fabozzi (ed.), Illinois: Richard D. Irwin, Inc., 1983, 323-329.

75. "The Performance of Market Index Futures Contracts," with Victor Niederhoffer, *Financial Analysts Journal* 39(1), January/February 1983, 59-65. Also reprinted in *CFA Readings in Derivative Securities*, The Institute of Chartered Financial Analysts, 1988.
76. "Public Insurance Provision and Non-Market Failures," with Herman B. Leonard, *Geneva Papers on Risk and Insurance* 8(2), April 1983, 147-157.
77. "Optimal Selling Strategies: When to Haggle, When to Hold Firm," with John Riley, *Quarterly Journal of Economics* 98(2), May 1983, 267-289.
78. "Economic Contests: Comparative Reward Schemes," with Mary O'Keeffe and W. Kip Viscusi, *Journal of Labor Economics* 2(1), January 1984, 27-56.
79. "Survival Versus Consumption," with Donald S. Shepard, *Management Science* 30(4), April 1984, 423-439.
80. "The Artificial Heart as an Economic Issue," with David Blumenthal, in *After Barney Clark: Reflections on the Utah Artificial Heart Program*, Margery W. Shaw (ed.), Austin: University of Texas Press, 1984, 149-167.
81. "Pensions and the Retirement Decision," with Barry Nalebuff, in *Pensions, Labor, and Individual Choice*, David A. Wise (ed.), Chicago: University of Chicago Press, 1985, 283-316.
82. "Cost-Benefit Analysis Applied to Risks: Its Philosophy and Legitimacy," with Herman B. Leonard, in *Values at Risk*, Douglas MacLean (ed.), Totowa, NJ: Rowman & Allanheld, 1986, 31-48.
83. "Financial Risk and the Burdens of Contracts," with Herman B. Leonard, *American Economic Review, Papers and Proceedings* 75(2), May 1985, 375-380.
84. "New Technologies and the Valuation of Life," printed in Japanese in *NEXT*, Tokyo: Kodansha, April 1985, 85-89.
85. "Principals and Agents: An Overview," with John W. Pratt in *Principals and Agents: The Structure of Business*, John W. Pratt and Richard J. Zeckhauser (eds.), Boston: Harvard Business School Press, 1985, 1-25.
86. "Measuring Risks and Benefits of Food Safety Decisions," *Vanderbilt Law Review* 38(3), April 1985, 539-582.
87. "Persistence in the Choice of Health Plans," with Joachim Neipp, in *Advances in Health Economics and Health Services Research*, Richard M. Scheffler and Louis F. Rossiter (eds.), Greenwich, CT: JAI Press, vol. 6, *Biased Selection in Health Care Markets*, 1985, 47-72.

88. "Health Intervention and Population Heterogeneity: Evidence from Japan and the United States," with Ryuzo Sato and John Rizzo, Tokyo: National Institute for Research Advancement, 1985.
89. "The Dangers of Caution: Conservatism in Assessment and the Mismanagement of Risk," with Albert L. Nichols, in *Advances in Applied Micro-Economics*, vol. 4, V. Kerry Smith (ed.), Greenwich, CT: JAI Press, 1986, 55-82.
90. "The Muddled Responsibilities of Public and Private America," in *American Society: Public and Private Responsibilities*, Winthrop Knowlton and Richard Zeckhauser (eds.), Cambridge, MA: Ballinger Publishing Co., 1986, 45-77.
91. "Behavioral versus Rational Economics: What You See Is What You Conquer," *Journal of Business* 59(4), pt. 2, 1986, S435-S449. Also reprinted in *Rational Choice: The Contrast Between Economics and Psychology*, Robin M. Hogarth and Melvin W. Reder (eds.), Chicago: The University of Chicago Press, 1987, 251-66.
92. "The Perils of Prudence: How Conservative Risk Assessments Distort Regulation," with Albert L. Nichols, *Regulation*, November/December 1986, 13-24. Reprinted in revised form in *Regulatory Toxicology and Pharmacology*, vol. 8, 1988.
93. "Amnesty, Enforcement, and Tax Policy," with Herman B. Leonard, in *Tax Policy and the Economy*, vol. 1, Lawrence Summers (ed.), Cambridge, MA: MIT Press, 1987, 55-85.
94. "Proper Risk Aversion," with John W. Pratt, *Econometrica* 55(1), January 1987, 143-154.
95. "Cost-effectiveness of Prenatal Screening for Neural Tube Defects," with Susan B. Meister and Donald S. Shepard, in *Prenatal Screening, Policies, and Values: The Example of Neural Tube Defects*, Elena O. Nightingale and Susan B. Meister (eds.), Cambridge, MA: Harvard University Press, 1987, 66-93.
96. "Incentive-based Decentralization: Expected-Externality Payments Induce Efficient Behaviour in Groups," with John W. Pratt, in *Arrow and the Ascent of Modern Economic Theory*, George R. Feiwel (ed.), New York: New York University Press, 1987, 439-83.
97. "Valuing Health – A 'Priceless' Commodity," with Victor R. Fuchs, *American Economic Review, Papers and Proceedings* 77(2), May 1987, 263-268.
98. "Status Quo Bias in Decision Making," with William Samuelson, *Journal of Risk and Uncertainty* 1(1), March 1988, 7-59.
99. "Foreword," to *Health Care in America: The Political Economy of Hospitals and Health Insurance*, H.E. Frech, III (ed.), San Francisco: Pacific Research Institute, 1988, xvii-xxiii.
100. "The Dilemma of Government Responsiveness," with Dani Rodrik, *Journal of Policy Analysis and Management* 7(4), 1988, 601-620.

101. "The Control and Performance of State-Owned Enterprises," with Murray Horn, in *Privatization and State-Owned Enterprises: Lessons from the United States, Great Britain, and Canada*, Paul W. MacAvoy, W.T. Stanbury, George Yarrow, Richard J. Zeckhauser (eds.), Boston: Kluwer Academic Publishers, 1989, 7-57.
102. "Distinguished Fellow: Reflections on Thomas Schelling," *Journal of Economic Perspectives* 3(2), Spring 1989, 153-164.
103. "Assessing Dynamic Efficiency: Theory and Evidence," with Andrew B. Abel, N. Gregory Mankiw, and Lawrence H. Summers, *Review of Economic Studies* 56(1), 1989, 1-19.
104. "The Impact of Risk Sharing on Efficient Decision," with John W. Pratt, *Journal of Risk and Uncertainty* 2(3), 1989, 219-234.
105. "Status Quo Bias and Insurance Markets," with William Samuelson, *John Liner Review* 3(2), Summer 1989, 38-50.
106. "Domestic and International Mergers: Competition or Cooperation?," with Ryuzo Sato, in *Beyond Trade Friction: Japan-U.S. Economic Relations*, Ryuzo Sato and Julianne Nelson (eds.), New York: Cambridge University Press, 1989, 93-120.
107. "Genetic Diagnosis: Implications for Medical Practice," with David Blumenthal, M.D., *International Journal of Technology Assessment in Health Care* 5(4), 1989, 579-600.
108. "Contingent Valuation of Damage to Natural Resources: How Accurate? How Appropriate?," with Carl V. Phillips, *Toxics Law Reporter* 4(18), October 4, 1989, 520-29.
109. "Clearly Heard on the Street: The Effect of Takeover Rumors on Stock Prices," with John Pound, *Journal of Business* 63(3), 1990, 291-308.
110. "Treasury Bill Futures as Unbiased Predictors: New Evidence and Relation to Unexpected Inflation," with Jayendu Patel, *Review of Futures Markets* 8(3), 1989, 352-368.
111. "Are Large Shareholders Effective Monitors?: An Investigation of Share Ownership and Corporate Performance," with John Pound, in *Asymmetric Information, Corporate Finance, and Investment*, Glenn Hubbard (ed.), Chicago: University of Chicago Press, 1990, 149-180.
112. "Efficiency Despite Mutually Payoff-Relevant Private Information: The Finite Case," with Scott Johnson and John W. Pratt, *Econometrica* 58(4), July 1990, 873-900.
113. "Shared Price Trends: Evidence From U.S. Cities and OECD Countries," with Jayendu Patel, *Journal of Business and Economic Statistics* 8(2), April 1990, 179-89.
114. "Risk Within Reason," with W. Kip Viscusi, *Science* 248(4955), May 4, 1990, 559-64. Also reprinted in *The State of Humanity*, Julian L. Simon (ed.), Oxford, England: Blackwell Publishers, 1995, 628-636. Also in *Judgment and Decision Making: An Interdisciplinary Reader*, second

edition, Terry Connolly, Hal R. Arkes, and Kenneth R. Hammond (eds.), New York: Cambridge University Press, 2000.

115. "Advertising and Entry: The Case of Physician Services," with John A. Rizzo, *Journal of Political Economy* 98(3), June 1990, 476-500.

116. "State Tort Reform Legislation: Assessing Our Control of Risks," with Glenn Blackmon, in *Tort Law and the Public Interest: Competition, Innovation, and Consumer Welfare*, Peter Schuck (ed.), New York: W.W. Norton and Company and the American Assembly, 1991, 272-309.

117. "The Fair and Efficient Division of the Winsor Family Silver," with John Winsor Pratt, *Management Science* 36(11), November 1990, 1293-1301.

118. "Nonrational Actors and Financial Market Behavior," with Jayendu Patel and Darryll Hendricks, *Theory and Decision*, 31(2), 1991, 257-287.

119. "Mispriced Equity: Regulated Rates for Auto Insurance in Massachusetts," with B. Glenn Blackmon, *American Economic Review, Papers and Proceedings* 81(2), May 1991, 65-69.

120. "The Rationality Struggle: Illustrations from Financial Markets," with Jayendu Patel and Darryll Hendricks, *American Economic Review, Papers and Proceedings* 81(2), May 1991, 232-236.

121. "Paying to Improve Your Chances: Gambling or Insurance," with Martin McGuire and John W. Pratt, *Journal of Risk and Uncertainty* 4(4), December 1991, 329-338.

122. "Advertising and the Price, Quantity, and Quality of Primary Care Physician Services," with John A. Rizzo, *Journal of Human Resources* 27(3), Summer 1992, 381-421.

123. "Fragile Commitments and the Regulatory Process," with Glenn Blackmon, *Yale Journal on Regulation* 9(1), Winter 1992, 73-105.

124. "Multidimensional Bargains and the Desirability of Ex Post Inefficiency," with John W. Pratt, *Journal of Risk and Uncertainty* 5(3), July 1992, 205-216.

125. "Hot Hands in Mutual Funds: Short-Run Persistence of Performance, 1974-88," with Darryll Hendricks and Jayendu Patel, *Journal of Finance* 48(1), March 1993, 93-130. Also reprinted in *Mutual Fund Investment Strategies*, Alan Lavine (ed.), Probus Publishing Company, 1995.

126. "The Effect of 1980s Tort Reform Legislation on General Liability and Medical Malpractice Insurance," with W. Kip Viscusi, Patricia Born, and Glenn Blackmon, *Journal of Risk and Uncertainty* 6(2), April 1993, 165-186.

127. "The Reverse LBO Decision and Firm Performance: Theory and Evidence," with Francois Degeorge, *Journal of Finance* 48(4), September 1993, 1323-1348.

128. "Delayed Compensation for Lost Income," with John W. Pratt, *Journal of Risk and Uncertainty* 7(3), December 1993, 301-310.
129. "Demographic Characteristics and the Public Bundle," with David M. Cutler and Douglas W. Elmendorf, in *On the Role of Budgetary Policy During Demographic Changes*, Barbara L. Wolfe (ed.), Proceedings of the 48th Congress of the International Institute of Public Finance, Seoul 1992, Supplement to *Public Finance*, vol. 48, 1993, 178-198.
130. "Insurance," in *The Fortune Encyclopedia of Economics*, David R. Henderson (ed.), New York: Warner Books, 1993, 22-26. Also available in *The Concise Encyclopedia of Economics*, Liberty Fund, Inc., Library of Economics and Liberty, 17 March 2004, <http://www.econlib.org/library/Enc/Insurance.html>.
131. "Investment Flows and Performance: Evidence from Mutual Funds, Cross-Border Investments, and New Issues," with Jayendu Patel and Darryll Hendricks, in *Japan, Europe, and International Financial Markets: Analytical and Empirical Perspectives*, Ryuzo Sato, Richard M. Levich, and Rama Ramachandran (eds.), New York: Cambridge University Press, 1994, 51-72.
132. "The Fatality and Injury Costs of Expenditures," with W. Kip Viscusi, *Journal of Risk and Uncertainty* 8(1), January 1994, 19-41.
133. "Pecuniary Redistribution through In-Kind Programs," with Stephen Coate and Stephen Johnson, *Journal of Public Economics* 55(1), 1994, 19-40.
134. "Public Finance Principles and National Health Care Reform," *Journal of Economic Perspectives* 8(3), Summer 1994, 55-60.
135. "Cheap Tolerance," with Frederick Schauer, *Filozofska Istrazivanja* 55(14), 1994, 835-848 (in Croatian); *Synthesis Philosophica* 9 (1994), 439-54 (in English).
136. "Cooperation in the Unbalanced Commons," with Edward A. Parson, in *Barriers to Conflict Resolution*, Kenneth Arrow, Robert Wilson, Amos Tversky, Lee Ross, and Robert Mnookin (eds.), New York: W.W. Norton and Company, 1995, 212-234.
137. "Equal Measures or Fair Burdens: Negotiating Environmental Treaties in an Unequal World," with Edward A. Parson, in *Shaping National Responses to Climate Change: A Post-Rio Guide*, Henry Lee (ed.), Washington, DC: Island Press, 1995, 81-114.
138. "Equilibrium with Agglomeration Economies," with John H. Lindsey II and John W. Pratt, *Regional Science and Urban Economics* 25(3), 1995, 249-260.
139. "Roles for Electronic Brokers," with Paul Resnick and Christopher Avery, in *Toward a Competitive Telecommunication Industry: Selected Papers from the 1994 Telecommunications Policy Research Conference*, Gerald W. Brock (ed.), Mahwah, NJ: Lawrence Erlbaum Associates, Publishers, 1995, Chapter 15, 289-304.

140. "Risks to Selves, Risks to Others," with Christopher Avery and S. Jody Heymann, *American Economic Review, Papers and Proceedings* 85(2), May 1995, 61-66.
141. "Confronting Natural Resource Damages: The Economist's Perspective," with Carl V. Phillips, in *Natural Resource Damages: A Legal, Economic, and Policy Analysis*, Richard B. Stewart (ed.), Washington, DC: National Legal Center for the Public Interest, 1995, 119-151.
142. "Insurance and Catastrophes," 1995 Annual Geneva Lecture. *Geneva Papers on Risk and Insurance Theory* 20(2), 1995, 157-175. Also *Geneva Papers on Risk and Insurance: Issues and Practice* 78, January 1996, 3-21.
143. "Selling Procedures with Private Information and Common Values," with John H. Lindsey II and William Samuelson, *Management Science* 42(2), February 1996, 220-231.
144. "Signposting: The Selective Revelation of Product Information," with David V.P. Marks, in *Wise Choices: Games, Decisions, and Negotiations*, Richard J. Zeckhauser, Ralph L. Keeney, and James K. Sebenius (eds.), Boston: Harvard Business School Press, 1996, 22-41.
145. "The Economics of Catastrophes," *Journal of Risk and Uncertainty* 12(2/3), 1996, 113-140. Also reprinted in *The Social Treatment of Catastrophic Risk*, Kenneth Scott (ed.); and in *The Economics of Natural Hazards*, vol. II, Howard Kunreuther and Adam Rose (eds.), 209-236.
146. "Thomas Schelling," with Avinash Dixit, in *American Economists of the Late Twentieth Century*, Warren J. Samuels (ed.), Brookfield, VT: Edward Elgar Publishing, 1996, 259-273.
147. "Budgets as Dynamic Gatekeepers," with Harold Pollack, *Management Science* 42(5), May 1996, 642-658.
148. "On the Degree of Confidence for Adverse Decisions," with Frederick Schauer, *Journal of Legal Studies* 25(1), January 1996, 27-52.
149. "The Risk Management Dilemma," with W. Kip Viscusi, *Annals of the American Academy of Political and Social Science* 545, 1996, 144-155. Also reprinted in *Challenges in Risk Assessment and Risk Management*, Howard Kunreuther and Paul Slovic (eds.); and in *Environmental Risk Planning and Management*, Simon Gerrard, R. Kerry Turner, and Ian J. Bateman (eds.), Cheltenham, UK: Edward Elgar Publishing, 2001.
150. "Hazard Communication: Warnings and Risk," with W. Kip Viscusi, *Annals of the American Academy of Political and Social Science* 545, 1996, 106-115.
151. "Willingness to Pay and the Distribution of Risk and Wealth," with John W. Pratt, *Journal of Political Economy* 104(4), May 1996, 747-763.
152. "Communicating the Health Effects of Consumer Products: The Case of Moderate Alcohol Consumption and Coronary Heart Disease," with Carl V. Phillips, *Managerial and Decision Economics* 17(5), 1996, 459-470.

153. "The Challenge of Contracting for Technological Information," *Proceedings of the National Academy of Sciences* 93, November 12, 1996, 12743-12748.
154. "The J-Shape of Performance Persistence Given Survivorship Bias," with Darryll Hendricks and Jayendu Patel, *Review of Economics and Statistics* 79(2), May 1997, 161-166.
155. "Investment Flexibility and the Acceptance of Risk," with Christian Gollier and John Lindsey, *Journal of Economic Theory* 76(2), October 1997, 219-241.
156. "Property Tax Limitations in Retrospect: The Example of Massachusetts," with David M. Cutler and Douglas W. Elmendorf, *Proceedings of the Annual Conference on Taxation Held under the Auspices of the National Tax Association-Tax Institute of America* 89, 1996, 160-168.
157. "Adverse Selection in Health Insurance," with David M. Cutler, *Forum for Health Economics and Policy* 1(1), 1998, Article 2. Also reprinted in *Frontiers in Health Policy Research*, vol. 1, Alan Garber (ed.), Cambridge, MA: MIT Press, 1998, 1-31.
158. "The Anatomy of Jumps and Falls in Wages," with Michael J. Moore and W. Kip Viscusi, in *Research in Labor Economics* 17, Solomon W. Polachek (ed.), Stamford, CT: JAI Press, 1998, 201-232.
159. "Amos Tversky and the Ascent of Behavioral Economics," with David Laibson, *Journal of Risk and Uncertainty* 16(1), April 1998, 7-47.
160. "Organizational Form and Insurance Company Performance: Stocks versus Mutuals," with Patricia Born, William M. Gentry, and W. Kip Viscusi, in *The Economics of Property-Casualty Insurance*, David Bradford (ed.), Chicago: University of Chicago Press, 1998, 167-192.
161. "Adverse Selection and Adverse Retention," with Daniel Altman and David M. Cutler, *American Economic Review, Papers and Proceedings* 88(2), May 1998, 122-126.
162. "Demography, Economic Performance, and Financial Markets," (Sanwa Public Lecture, March 11, 1997), *Japan and the World Economy* 10(3), July 1998, 381-385.
163. "Two Crises and Two Chinas," with Shang-Jin Wei, *Japan and the World Economy* 10(3), July 1998, 359-369.
164. "Restoring Natural Resources with Destination-Driven Costs," with Carl V. Phillips, *Journal of Environmental Economics and Management* 36(3), 1998, 225-242.
165. "Reinsurance for Catastrophes and Cataclysms," with David M. Cutler, in *The Financing of Catastrophe Risk*, Kenneth A. Froot (ed.), Chicago: University of Chicago Press, 1999, 233-269.
166. "Earnings Management to Exceed Thresholds," with Francois Degeorge and Jayendu Patel, *Journal of Business* 72(1), January 1999, 1-33. Also reprinted in *Behavioral Finance*, Harold M. Shefrin (ed.), Cheltenham, UK: Edward Elgar Publishing, 2001.

167. "Restraining the Leviathan: Property Tax Limitation in Massachusetts," with David M. Cutler and Douglas W. Elmendorf, *Journal of Public Economics* 71(3), 1999, 313-334.
168. "Price Versus Quantity: Market-Clearing Mechanisms When Consumers are Uncertain about Quality," with Andrew Metrick, *Journal of Risk and Uncertainty* 17(3), 1999, 215-242.
169. "The Anatomy of Health Insurance," with David M. Cutler, in *The Handbook of Health Economics*, Joseph P. Newhouse and Anthony J. Culyer (eds.), Amsterdam: Elsevier Science, 2000, 563-643.
170. "Legislators as Negotiators," with David C. King, in *Negotiating on Behalf of Others: Advice to Lawyers, Business Executives, Sports Agents, Diplomats, Politicians, and Everybody Else*, Robert H. Mnookin and Lawrence E. Susskind (eds.), Thousand Oaks, CA: Sage Publications, 1999, 203-225.
171. "The Market for Evaluations," with Christopher Avery and Paul Resnick, *American Economic Review* 89(3), June 1999, 564-584.
172. "The Menu-Setting Problem and Subsidized Prices: Drug Formulary Illustration," with Todd Olmstead, *Journal of Health Economics* 18(5), 1999, 523-550.
173. "Dark Deals and Dampened Destinies: Corruption and Economic Performance," with Shang-Jin Wei, *Japan and the World Economy* 11, 1999, 443-454.
174. "Action Bias and Environmental Decisions," with Anthony Patt, *Journal of Risk and Uncertainty* 21(1), 2000, 45-72.
175. "Reputation Systems," with Paul Resnick, Eric Friedman, and Ko Kuwabara, *Communications of the ACM* 43(12), 2000, 45-48.
176. "The Design and Interpretation of Contracts: Why Complexity Matters," with Karen Eggleston and Eric A. Posner, *Northwestern University Law Review* 95(1), 2000, 91-132.
177. "The Optimal Harvesting of Environmental Bads," with Nathaniel Keohane and Benjamin Van Roy, *Proceedings of the IEEE Conference on Decision and Control*, 2000, 234-239.
178. "Can Market and Voting Institutions Generate Optimal Intergenerational Risk Sharing?," with Antonio Rangel, in *Risk Aspects of Investment Based Social Security Reform*, John Y. Campbell and Martin Feldstein (eds.), Chicago: University of Chicago Press, 2000, 113-141.
179. "The Economics of Clean Up, and Implications for Legal Design," with Carl V. Phillips, in *The Law and Economics of the Environment*, Anthony Heyes (ed.), Cheltenham, UK: Edward Elgar Publishing, 2001, 116-135.
180. "The Rising Sun and the Stumbling Bear: The Mortality Consequences of Economic Well-Being," with Robert E. Jensen, in *Economic Theory, Dynamics, and Markets: Essays in Honor of*

Ryuzo Sato, Takashi Negishi, Rama V. Ramachandran, and Kazuo Mino (eds.), Boston: Kluwer Academic Publishers, 2001, 483-493.

181. "Government's Role When Markets Rule," with John D. Donahue, in *Governance Amid Bigger, Better Markets*, John D. Donahue and Joseph S. Nye, Jr. (eds.), Washington, D.C.: Brookings Institution Press, 2001, 282-305.

182. "Behavioral Perceptions and Policies Toward the Environment," with Anthony Patt, in *Judgments, Decisions, and Public Policy*, Rajeev Gowda and Jeffrey C. Fox (eds.), Cambridge, UK: Cambridge University Press, 2002, 265-302.

183. "Political Competition and Debt Trajectories in Japan and the OECD," with David Skilling, *Japan and the World Economy* 14(2), 2002, 121-135.

184. "Horizon Length and Portfolio Risk," with Christian Gollier, *Journal of Risk and Uncertainty* 24(3), 2002, 195-212.

185. "A Renaissance Instrument to Support Nonprofits: The Sale of Private Chapels in Florentine Churches," with Jonathan Katz Nelson, in *The Governance of Not-for-Profit Organizations*, Edward Glaeser (ed.), Chicago: University of Chicago Press, 2003, 143-180.

186. "High Stakes Decision Making: Normative, Descriptive, and Prescriptive Considerations," with Howard Kunreuther, Robert Meyer, et al., *Marketing Letters* 13(3), 2002, 259-268.

187. "Government Contracting for Health Care," with Karen Eggleston, in *Market-Based Governance: Supply Side, Demand Side, Upside, and Downside*, John D. Donahue and Joseph S. Nye, Jr. (eds.), Washington, D.C.: Brookings Institution Press, 2002, 29-65.

188. "Information and Communication Technologies, Markets, and Economic Development," with Karen Eggleston and Robert Jensen, in *The Global Information Technology Report 2001-2002: Readiness for the Networked World*, Geoffrey S. Kirkman, Peter K. Cornelius, Jeffrey D. Sachs, Klaus Schwab (eds.), New York: Oxford University Press, 2002, 62-74.

189. "Collective Silence and Individual Voice: The Logic of Information Games," with Edward A. Parson and Cary Coglianese, in *Collective Choice: Essays in Honor of Mancur Olson, J.* Heckelman and D. Coates (eds.), Springer-Verlag, 2003, 49-70.

190. "Estimating the Returns to Insider Trading: A Performance-Evaluation Perspective," with Leslie A. Jeng and Andrew Metrick, *Review of Economics and Statistics*, 85(2), 2003, 453-471.

191. "Trust Among Strangers in Internet Transactions: Empirical Analysis of eBay's Reputation System," with Paul Resnick, in *The Economics of the Internet and E-Commerce*, M. R. Baye (ed.), Amsterdam: Elsevier Science, 2002, 127-157.

192. "The Denominator Blindness Effect: Accident Frequencies and the Misjudgment of Recklessness," with W. Kip Viscusi, *American Law and Economics Review* 6(1), 2004, 72-94.

193. "Congressional Vote Options," with David C. King, *Legislative Studies Quarterly* 28(3), 2003, 387-411.
194. "Sacrificing Civil Liberties to Reduce Terrorism Risks," with W. Kip Viscusi, *Journal of Risk and Uncertainty* 26(2/3), 2003, 99-120.
195. "The Ecology of Terror Defense," with Nathaniel O. Keohane, *Journal of Risk and Uncertainty* 26(2/3), 2003, 201-229.
196. "Enrollee Mix, Treatment Intensity, and Cost in Competing Indemnity and HMO Plans," with Daniel Altman and David Cutler, *Journal of Health Economics* 22(1), 2003, 23-45.
197. "Reference Incomes, Loss Aversion, and Physician Behavior," with John A. Rizzo, *Review of Economics and Statistics* 85(4), 2003, 909-922.
198. "The Ecology of Risk Taking," with Francois Degeorge and Boaz Moselle, *Journal of Risk and Uncertainty* 28(3), 2004, 195-215.
199. "Trust, Risk and Betrayal," with Iris Bohnet, *Journal of Economic Behavior and Organization*, 55(4), 2004, 467-484.
200. "Racial Profiling," with Mathias Risse, *Philosophy and Public Affairs* 32(2), 2004: 131-170.
201. "Social Comparisons in Ultimatum Bargaining," with Iris Bohnet, *Scandinavian Journal of Economics* 106(3), 2004, 495-510.
202. "Recollection Bias and the Combat of Terrorism," with W. Kip Viscusi, *Journal of Legal Studies* 34, 2005, 27-55.
203. "Public-Private Collaboration," with John D. Donahue, in Michael Moran, Martin Rein, and Robert E. Goodin (eds.), *Oxford Handbook of Public Policy*, Oxford: Oxford University Press, 2006, 496-525.
204. "Extending the Theory to Meet the Practice of Insurance," with David M. Cutler, *Brookings-Wharton Papers on Financial Services*, 2004, 1-53.
205. "For Sale, but How? Auctions vs. Negotiations," with Guhan Subramanian, *Negotiation* (Newsletter from Harvard Business School Publishing and the Program on Negotiation at Harvard Law School) October, 2004.
206. "On the Block: Choose the Best Type of Auction," with Guhan Subramanian, *Negotiation* (Newsletter from Harvard Business School Publishing and the Program on Negotiation at Harvard Law School) December, 2004.

207. "'Negotiauctions': Taking a Hybrid Approach to the Sale of High Value Assets," with Guhan Subramanian, *Negotiation* (Newsletter from Harvard Business School Publishing and the Program on Negotiation at Harvard Law School) February, 2005.
208. "Seeking Truth for Power: Informational Strategy and Regulatory Policymaking," with Cary Coglianese and Edward Parson, *Minnesota Law Review* 89(2), 2004, 277-341.
209. "The Perception and Valuation of the Risks of Climate Change: A Rational and Behavioral Blend," with W. Kip Viscusi *Climatic Change* 77, 2006, 151-177.
210. "Irving Fisher, Victor Fuchs, and the Health-Government Tangle," *American Journal of Economics and Sociology* 64(1), 2005, 435-443.
211. "Eliciting Informative Feedback: The Peer-Prediction Method," with Nolan Miller and Paul Resnick, *Management Science* 51(9), 2005, 1359-1373.
212. "The Value of Reputation on eBay: A Controlled Experiment," with Paul Resnick, John Swanson, and Kate Lockwood, *Experimental Economics* 9(2), 2006, 79-101.
213. "Aggregation of Heterogeneous Time Preferences," with Christian Gollier, *Journal of Political Economy* 113(4), 2005, 878-896.
214. "Pushing Incomes to Reference Points: Why Do Male Doctors Earn More?," with John A. Rizzo, *Journal of Economic Behavior and Organization* 63(3), 2007, 514-536.
215. "Screening Budgets," with Alexander F. Wagner and Nolan H. Miller, *Journal of Economic Behavior and Organization* 61(3), 2006, 351-374.
216. "Possibly-Final Offers," with Nolan H. Miller and Nikita E. Piankov, *Journal of Economics and Management Strategy* 15(3), 2006, 789-819.
217. "JARring Actions That Fuel the Floods," with Carolyn Kousky, in *On Risk and Disaster: Lessons from Hurricane Katrina*, Ronald J. Daniels, Donald F. Kettl, and Howard Kunreuther (eds.), Philadelphia: University of Pennsylvania Press, 2006, 59-73.
218. "Provider Choice of Quality and Surplus," with Nolan Miller and Karen Eggleston, *International Journal of Health Care Finance and Economics* 6(2), 2006, 103-117.
219. "Probabilities and Preferences: What Economics Can Teach Doctors and Patients Making Difficult Treatment Decisions," with Benjamin D. Sommers, *Urologic Oncology* 26(6), 2008, 669-673.
220. "Managing the Quality of a Resource with Stock and Flow Controls," with Nathaniel Keohane and Benjamin Van Roy, *Journal of Public Economics* 91(3-4), 2007, 541-569.

221. "Antibiotic Resistance as a Global Threat: Evidence from China, Kuwait, and the United States," with Ruifang Zhang, Karen Eggleston, and Vincent Rotimi, *Globalization and Health* 2(6), 2006, <https://doi.org/10.1186/1744-8603-2-6>.
222. "Thomas Schelling, Ricochet Thinker," in *The Strategist: The Life and Times of Thomas Schelling*, Robert Dodge (ed.), Hollis, NH: Hollis Publishing, 2006, vii-xii.
223. "Mechanism Design with Multidimensional, Continuous Types, and Interdependent Valuations," with Nolan H. Miller, John W. Pratt, and Scott Johnson, *Journal of Economic Theory* 136(1), 2007, 476-496. *The Strategist: The Life and Times of Thomas Schelling*
224. "Investing in the Unknown and Unknowable," *Capitalism and Society* 1(2), 2006, 1-39, <http://www.bepress.com/cas/vol1/iss2/art5>.
225. "National Survey Evidence on Disasters and Relief: Risk Beliefs, Self-Interest, and Compassion," with W. Kip Viscusi, *Journal of Risk and Uncertainty* 33, 2006, 13-36.
226. "Sharing the Watch: Public-Private Collaboration for Infrastructure Security" with John D. Donahue, in *Seeds of Disaster, Roots of Response: How Private Action Can Reduce Public Vulnerability*, Philip E. Auerswald, Lewis M. Branscomb, Todd M. La Porte, and Erwann O. Michel-Kerjan (eds.), New York: Cambridge University Press, 2006, 429-456.
227. "Options Contracts for Contingent Takings," with Carolyn Kousky and Sam Walsh, *Issues in Legal Scholarship*, Catastrophic Risks: Prevention, Compensation, and Recovery, 6(3), 2007, 1-20, <http://www.bepress.com/ils/iss10/art2>. Reprinted in abbreviated form as "Options Contracts for Contingent Takings: A Tool for Improving Disaster Management," in *Weekly Policy Commentary*, Resources for the Future, September 29, 2008.
228. "Private Investment and Government Protection," with Carolyn Kousky and Erzo F.P. Luttmer, *Journal of Risk and Uncertainty* 33(1/2), 2006, 73-100.
229. "Permits to Elicit Information," with Erzo F.P. Luttmer and Carolyn Kousky, *Proceedings of the National Tax Association, 99th Annual Conference*, 2007, 163-170.
230. "Obstacles to Clear Thinking about Natural Disasters: Five Lessons for Policy," with Alan Berger and Carolyn Kousky, in *Risking House and Home: Disasters, Cities, Public Policy*, John M. Quigley and Larry A. Rosenthal (eds.), Berkeley: Berkeley Public Policy Press, 2008, 73-94.
231. "Regulation by Generalization," with Frederick Schauer, *Regulation and Governance* 1(1), 2007, 68-87.
232. "Paltering," with Frederick Schauer, in *Deception: From Ancient Empires to Internet Dating*, Brooke Harrington (ed.), Stanford: Stanford University Press, 2009, 38-54.
233. "Conspicuous Conservatism in Risk Choice," with Boaz Moselle and Francois Degeorge, *Journal of Risk and Uncertainty* 35(1), 2007, 1-16.

234. "Decision Analysis Using Individual Patient Preferences to Determine Optimal Treatment for Localized Prostate Cancer," with Benjamin D. Sommers, Clair J. Beard, Anthony V. D'Amico, Douglas Dahl, Irving Kaplan, and Jerome P. Richie, *Cancer* 110(10), 2007, 2210-2217.
235. "Custom-Made Versus Ready-to-Wear Treatments: Behavioral Propensities in Physicians' Choices," with Richard G. Frank, *Journal of Health Economics* 26(6), 2007, 1101-1127.
236. "Betrayal Aversion: Evidence from Brazil, China, Oman, Switzerland, Turkey, and the United States," with Iris Bohnet, Fiona Greig, and Benedikt Herrmann, *American Economic Review* 98(1), 2008, 294-310.
237. "Resource Allocation When Projects Have Ranges of Increasing Returns," with Catherine Bobtcheff and Christian Gollier, *Journal of Risk and Uncertainty* 37(1), 2008, 1-33.
238. "Predictors of Patient Preferences and Treatment Choices for Localized Prostate Cancer," with Benjamin D. Sommers, Clair J. Beard, Anthony V. D'Amico, Irving Kaplan, and Jerome P. Richie, *Cancer* 113(8), 2008, 2058-2067.
239. "The Australian Pharmaceutical Subsidy Gambit: Transmuting Deadweight Loss and Oligopoly Rents to Consumer Surplus," with Mark Johnston, in *Prescribing Cultures and Pharmaceutical Policy in the Asia-Pacific*, Karen Eggleston (ed.), Washington D.C.: Brookings Institution Press, 2009, 145-159.
240. "Discounting Dilemmas: Editors' Introduction," with W. Kip Viscusi, *Journal of Risk and Uncertainty* 37(2), 2008, 95-106.
241. "Policymaking for Posterity," with Lawrence Summers, *Journal of Risk and Uncertainty* 37(2), 2008, 115-140.
242. "Perfect and Total Altruism Across the Generations," with Stephen Fels, *Journal of Risk and Uncertainty*, 37(2), 2008, 187-197.
243. "Simple Humans, Complex Insurance, Subtle Subsidies," with Jeffrey Liebman, in *Using Taxes to Reform Health Insurance: Pitfalls and Promises*, Henry J. Aaron and Leonard E. Burman (eds.), Washington D.C.: Brookings Institution Press, 2008, 230-252.
244. "Generic Script Share and the Price of Brand-Name Drugs: The Role of Consumer Choice," with John A. Rizzo, *International Journal of Health Care Finance and Economics*, 9(3), 2009, 291-316.
245. "Overreaction to Fearsome Risks," with Cass R. Sunstein, *Environmental and Resource Economics*, 48(3), 2011, 435-449.
246. "Dreadful Possibilities, Neglected Probabilities," with Cass R. Sunstein, in *The Irrational Economist*, Erwann Michel-Kerjan and Paul Slovic (eds.), New York: Public Affairs Press, 2010, 116-123.

247. "Virgin Versus Experienced Risks: Why Do We Adopt A Different Attitude?," with Carolyn Kousky and John Pratt, in *The Irrational Economist: Making Decisions in a Dangerous World*, Erwann Michel-Kerjan and Paul Slovic (eds.), New York: Public Affairs Press, 2010, 99-106.
248. "Denying the Temptation to GRAB," with Nils Wernerfelt, in *The Natural Resources Trap: Private Investment without Public Commitment*, William Hogan and Federico Sturzenegger (eds.), Cambridge, MA: MIT Press, 2010, 197-226.
249. "Investing in the Unknown and Unknowable," in *The Known, the Unknown, and the Unknowable in Financial Risk Management: Measurement and Theory Advancing Practice*, Francis X. Diebold, Neil A. Doherty, Richard J. Herring (eds.), Princeton, NJ: Princeton University Press, 2010, 304-346. (Substantial revision of article number 224 with the same title.)
250. "The Five Neglects: Risks Gone Amiss," with Alan Berger, Case Brown, and Carolyn Kousky, in *Learning from Catastrophes: Strategies for Reaction and Response*, Howard Kunreuther and Michael Useem (eds.), Upper Saddle River, NJ: Wharton School Publishing, 2010, 83-99.
251. "Trust and the Reference Points for Trustworthiness in Gulf and Western Countries ," with Iris Bohnet and Benedikt Herrmann, *Quarterly Journal of Economics*, 125(2), 2010, 811-828.
252. "Health Insurance Exchanges: Making the Markets Work," with Richard G. Frank, *New England Journal of Medicine*, 361(12), 2009, 1135-1137.
253. "Effective Agency, Individual Involvement and Default Choices," in *The Future of Life-Cycle Saving and Investing: The Retirement Phase*, Zvi Bodie, Laurence B. Siegel, and Rodney N. Sullivan (eds.), Research Foundation of CFA Institute, October 2009.
254. "Causes of the Financial Crisis: Many Responsible Parties," in *New Directions in Financial Services Regulation*, Roger B. Porter, Robert R. Glauber, and Thomas J. Healey (eds.), MIT Press, 2011, 47-58.
255. "Jobs and Kids: Female Employment and Fertility in Rural China," with Karen Eggleston, John Rizzo, and Hai Fang, *Vox*, June 5, 2010 (<https://voxeu.org/article/jobs-and-kids-female-employment-and-fertility-rural-china>).
256. "The Elasticity of Trust: How to Promote Trust in the Arab Middle East and the United States," with Iris Bohnet, Benedikt Herrmann, Mohamad Al-Ississ, Andrea Robbett, and Khalid Al-Yahia, in *Restoring Trust in Organizations and Leaders: Enduring Challenges and Emerging Answers*, Roderick M. Kramer and Todd L. Pittinsky (eds.), New York: Oxford University Press, 2012, 151-169.
257. "The Challenge of Degraded Environments: How Common Biases Impair Effective Policy," with Alan Berger, Case Brown, and Carolyn Kousky, *Risk Analysis: An International Journal*, 31(9), 2011, 1423-1433.

258. "The Global Challenge of Antimicrobial Resistance: Insights from Economic Analysis," with Karen Eggleston and Ruifang Zhang, *International Journal of Environmental Research and Public Health*, 7, 2010, 3141-3149.
259. "Selection Stories: Understanding Movement Across Health Plans," with David Cutler and Bryan Lincoln, *Journal of Health Economics*, 29(6), 2010, 821-838.
260. "The Methodology of Normative Policy Analysis," with Christopher Robert, *Journal of Policy Analysis and Management*, 30(3), 2011, 613-643.
261. "The Online Laboratory: Conducting Experiments in a Real Labor Market," with John J. Horton and David G. Rand, *Experimental Economics*, 14(3), 2011, 399-425.
262. "The Trouble with Cases," with Frederick Schauer, in *Regulation versus Litigation: Perspectives from Economics and Law*, Daniel P. Kessler, (ed.), National Bureau of Economic Research, 2011, 45-70.
263. "Climate Policy: Hard Problem, Soft Thinking," with Gernot Wagner, *Climatic Change*, 110(3-4), 2012, 507-521. Online First, May 10, 2011.
264. "Dopamine and Risk Choices in Different Domains: Findings Among Serious Tournament Bridge Players," with Anna Dreber, David G. Rand, Nils Wernerfelt, Justin R. Garcia, Miguel G. Vilar, and J. Koji Lum *Journal of Risk and Uncertainty*, 43(1), 2011, 19-38. (Appendix: Bridge Quiz and Answers)
265. "Demanding Customers: Consumerist Patients and Quality of Care," with Hai Fang, Nolan H. Miller, and John Rizzo, *BE Journal of Economic Analysis and Policy*, 11(1), 2011, Article 59.
266. "Deterring and Compensating Oil-Spill Catastrophes: The Need for Strict and Two-Tier Liability," with W. Kip Viscusi, *Vanderbilt Law Review*, 64(6), 2011, 1717-1765.
267. "The Disgust-Promotes-Disposal Effect," with Seunghee Han and Jennifer S. Lerner, *Journal of Risk and Uncertainty*, 44, 2012, 101-113, DOI 10.1007/s11166-012-9139-3.
268. "Addressing Catastrophic Risks: Disparate Anatomies Require Tailored Therapies," with W. Kip Viscusi, in *Regulatory Breakdown: The Crisis of Confidence in U.S. Regulation*, Cary Coglianese (ed.), University of Pennsylvania Press, 2012, 21-48.
269. "The Tummler's Task: A Collaborative Conception of Port Protection," with John D. Donahue, in *Ports in a Storm: Public Management in a Turbulent World*, John D. Donahue and Mark H. Moore (eds.), Brookings Institution Press, 2012, 116-132.
270. "Rank as An Inherent Incentive: Evidence from a Field Experiment," with Anh Tran, *Journal of Public Economics*, 96, 2012, 645-650.

271. "Assessing Uncertainty in Intelligence," with Jeffrey A. Friedman, *Intelligence and National Security*, 27(6), 2012, 824-847.
272. "Shunning Uncertainty: The Neglect of Learning Opportunities," with Stefan T. Trautmann, *Games and Economic Behavior*, 79, 2013, 44-55.
273. "Solomonic Separation: Risk Decisions as Productivity Indicators," with Nolan Miller and Alexander F. Wagner, *Journal of Risk and Uncertainty*, 46, 2013, 265-297. (Online Appendix)
274. "Social Class and (Un)ethical Behavior: A Framework, with Evidence from a Large Population Sample," with Stefan T. Trautmann and Gijs van de Kuilen, *Perspectives on Psychological Science*, 8, 2013, 487-497.
275. "The Investment Returns of Nonprofit Organizations: Part I, Tales from 990 Forms," with Garth Heutel, *Nonprofit Management and Leadership*, 25(1), 2014, 41-57.
276. "The Investment Returns of Nonprofit Organizations: Part II, The Value of Focused Attention," with Garth Heutel, *Nonprofit Management and Leadership*, 25(1), 2014, 59-75.
277. "Where Americans Live: A Geographic and Environmental Tally," with Alan M. Berger, Casey L. Brown, Carolyn Kousky, and Ken Laberteaux, *Harvard Journal of Real Estate, Navigating Investments with Ethical Risk*, 1, 2013, 38-48.
278. "Handling and Mishandling Estimative Probability: Likelihood, Confidence, and the Search for Bin Laden," with Jeffrey A. Friedman, *Intelligence and National Security*, 2014, 77-99, <http://dx.doi.org/10.1080/02684527.2014.885202>.
279. "New Frontiers Beyond Risk and Uncertainty: Ignorance, Group Decision, and Unanticipated Themes," Preface 2 in *Handbook of the Economics of Risk and Uncertainty*, Mark Machina and W. Kip Viscusi (eds.), Elsevier, North Holland, 2014, xvii-xxix.
280. "Jobs and Kids: Female Employment and Fertility in China," with Hai Fang, Karen N. Eggleston, and John A. Rizzo, *IZA Journal of Labor and Development*, 2:12, 2013, 1-25.
281. "Audits as Signals," with Maciej H. Kotowski and David A. Weisbach, *University of Chicago Law Review*, 81(1), 2014, 179-202.
282. "Regulating Ambiguous Risks: The Less than Rational Regulation of Pharmaceuticals," with W. Kip Viscusi, *Journal of Legal Studies*, 44(2), 2015, S387-S422.
283. "Variable Temptations and Black Mark Reputations," with Christina Aperjis and Yali Miao, *Games and Economic Behavior*, 87, 2014, 70-90.
284. "The Relative Weights of Direct and Indirect Experiences in the Formation of Environmental Risk Beliefs," with W. Kip Viscusi, *Risk Analysis*, 35(2), 2015, 318-331.

285. "Why Assessing Estimative Accuracy is Feasible and Desirable," with Jeffrey A. Friedman, *Intelligence and National Security*, 2014, 1-23, <http://dx.doi.org/10.1080/02684527.2014.980534>.
286. "Rules and Standards When Compliance Costs Are Private Information," with Maciej H. Kotowski and David A. Weisbach, *Journal of Legal Studies*, 43(2), 2014, S297-S329.
287. "Forced to Choose, Again: The Effects of Defaults on Individuals in Terminated Health Plans," with Anna D. Sinaiko, in *Nudging Health: Health Law and Behavioral Economics*, I. Glenn Cohen, Holly Fernandez Lynch, and Christopher T. Robertson (eds.), Johns Hopkins University Press, 2016, 326-338.
288. "Grappling with Ignorance: Frameworks from Decision Theory, Lessons from Literature," with Devjani Roy, *Journal of Benefit-Cost Analysis*, 6(1), 2015, 33-65.
289. "The Anatomy of Ignorance: Diagnoses from Literature," with Devjani Roy, in *Routledge International Handbook of Ignorance Studies*, Matthias Gross and Linsey McGoeey (eds.), Routledge, 2015, 61-73.
290. "Medicare Advantage: What Explains Its Robust Health?," with Anna D. Sinaiko, *American Journal of Managed Care*, 21(11), 2015, 804-806.
291. "The "CAPS" Prediction System and Stock Market Returns," with Christopher N. Avery and Judith A. Chevalier, *Review of Finance*, 20(4), 2016, 1363-1381, <http://dx.doi.org/10.1093/rof/rfv043>.
292. "Better Predictions, Better Allocations: Scientific Advances and Adpatation to Climate Change," with Mark C. Freeman and Ben Groom, *Philosophical Transactions, Royal Society A*, A373: 20150122, 2015, <http://dx.doi.org/10.1098/rsta.2015.0122>.
293. "Collaborative is Superadditive in Political Economics," in *Collaborative Research in Economics: The Wisdom of Working Together*, Michael Szenberg and Lall B. Ramrattan (eds.), Palgrave Macmillan, 2017, 163-182.
294. "Mancur Olson and the Tragedy of the Unbalanced Commons, *Decisions*, 24, (Guest editor: Marek M. Kaminski), 2015, 191-202.
295. "Climate Sensitivity Uncertainty: When Is Good News Bad?," with Mark C. Freeman and Gernot Wagner, *Philosophical Transactions, Royal Society A*, A373: 201550092, 2015, <http://dx.doi.org/10.1098/rsta.2015.0092>.
296. "Improving Outcomes in the Trust Game: The Games People Choose in Oman, the United States, and Vietnam, with Iris Bohnet, Benedikt Herrmann, Maliheh Paryavi, and Anh Tran, in *Trust in Social Dilemmas*, Paul P.A.M Van Lange, Bettina Rockenbach, and Toshio Yamagishi (eds.), Oxford University Press, 2017, 237-262.

297. "Attention to Distribution in U. S. Regulatory Analyses," with Lisa A. Robinson and James K. Hammitt, *Review of Environmental Economics and Policy*, 10(2), 2016, 308-328.
298. "The Returns to Education in China: Evidence from the 1986 Compulsory Education Law," with Hai Fang, Karen Eggleston, John A. Rizzo, and Scott Rozelle, in *Policy Challenges from Demographic Change in China and India*, Karen Eggleston (ed.), Stanford University Walter H. Shorenstein Asia-Pacific Research Center series with Brookings Institution Press, 2016.
299. "Second Trimester Sunlight and Asthma: Evidence from Two Independent Studies," with Nils Wernerfelt and David J. G. Slusky, *American Journal of Health Economics*, 3(2), 2017, 227-253.
300. "Ignorance: Literary Light on Decision's Dark Corner," with Devjani Roy, in *Routledge Handbook of Behavioral Economics*, Roger Frantz, Shu-Heng Chen, Kurt Dopfer, Floris Heukelom, and Shabnam Mousavi (eds.), Routledge, 2017, 230-249.
301. "Recollection Bias and Its Underpinnings: Lessons from Terrorism-Risk Assessments," with W. Kip Viscusi, *Risk Analysis*, 37(5), 2017, 969-981. doi:10.1111/risa.12701.
302. "Getting an Honest Answer: Clickers in the Classroom," with Dan Levy and Joshua Yardley, *Journal of the Scholarship of Teaching and Learning*, 17(4), 2017, 104-125.
303. "Artful Paltering: The Risks and Rewards of Using Truthful Statements to Mislead Others," with Todd Rogers, Francesca Gino, Michael I. Norton, and Maurice E. Schweitzer, *Journal of Personality and Social Psychology*, 112(3), 2017, 456-473.
304. "If Many Seek, Ye Shall Find: Search Externalities and New Goods," with Maciej H. Kotowski, *American Economic Journal: Microeconomics*, 9(4), 2017, 42-73.
305. "Behavioral Consequences of Probabilistic Precision: Experimental Evidence from National Security Professionals," with Jeffrey A. Friedman and Jennifer S. Lerner, *International Organization*, 71(4), 2017, 803-826.
306. "Commentary: Human Hunters and Nonhuman Predators: Fundamental Differences," *Proceedings of the National Academy of Sciences*, 114(1), 2017, 13-14.
307. "Efficient Warnings, Not "Wolf or Puppy" Warnings," with Lisa A. Robinson and W. Kip Viscusi, in *The Future of Risk Management*, H. Kunreuther, R.J. Meyer, and E.O. Michel-Kerjan (eds.), Philadelphia: University of Pennsylvania Press, 2019, 227-248.
308. "Attacking the Unknown Weapons of a Potential Bomb Builder: The Impact of Intelligence on the Strategic Interaction," with Artyom Jelnov and Yair Tauman, *Games and Economic Behavior*, 104, 2017, 177-189.
309. "Enrollee Outcomes After Health Insurance Plan Terminations: A Diagnosis of Default Effects," with Anna D. Sinaiko, *Behavioural Public Policy*, 2(1), 2018, 56-77.

310. "Improving the Accuracy of Geopolitical Risk Assessments," with Barbara A. Mellers, Philip E. Tetlock, Joshua D. Baker, and Jeffrey A. Friedman, in *The Future of Risk Management*, H. Kunreuther, R.J. Meyer, and E.O. Michel-Kerjan (eds.), Philadelphia: University of Pennsylvania Press, 2019, 209-226.
311. "Thomas Crombie Schelling (1921-2016): A Pioneering Game Theorist Who Made the World a Safer Place," *Science*, 355(6327), February 24, 2017, 10.
312. "Stock Splits to Profit Insider Trading: Lessons from an Emerging Market," with Vinh Nguyen and Anh Tran, *Journal of International Money and Finance*, 74, 2017, 69-87.
313. "Howard Raiffa and Our Responsibility to Rationality," *Negotiation Journal*, 33(4), 2017, 329-332.
314. "Company Stock Price Reactions to the 2016 Election Shock: Trump, Taxes, and Trade," with Alexander F. Wagner and Alexandre Ziegler, *Journal of Financial Economics*, 130, 2018, 428-451.
315. "The Value of Precision in Probability Assessment: Evidence from a Large-Scale Geopolitical Forecasting Tournament," with Jeffrey A. Friedman, Joshua D. Baker, Barbara A. Mellers, and Philip E. Tetlock, *International Studies Quarterly*, 62, 2018, 410-422.
316. "Analytic Confidence and Political Decision Making: Theoretical Principles and Experimental Evidence from National Security Professionals," with Jeffrey A. Friedman, *Political Psychology*, 39(5), 2018, 1069-1087.
317. "Collective Action in an Asymmetric World," with Cuicui Chen, *Journal of Public Economics*, 158, 2018, 103-112.
318. "Confronting an Enemy with Unknown Preferences: Deterrer or Provocateur?," with Artyom Jelnov and Yair Tauman, *European Journal of Political Economy*, 54, 2018, 124-143.
319. "Unequal Rewards to Firms: Stock Market Responses to the Trump Election and the 2017 Corporate Tax Reform," with Alexander F. Wagner and Alexandre Ziegler, *AEA Papers and Proceedings 2018*, 108, 2018, 590-596.
320. "Back Channel Negotiations and Dangerous Waiting," with Aroop Mukharji, *Negotiation Journal*, July 2018, 297-307.
321. "Raphael, Superstar, and His Extraordinary Prices," with Jonathan K. Nelson, *Sources: Notes in the History of Art*, Fall 2018, 15-23.
322. "Owning, Using and Renting: Some Simple Economics of the 'Sharing Economy'," with Apostolos Filippas and John J. Horton, *Management Science*, 2020, 1-21.

323. "Thunder Versus Lightning: A Performance and Cost Analysis of the A-10 "Warthog" Versus the F-35 Joint Strike Fighter," with John Green, *Journal of Benefit-Cost Analysis*, 10(3), 2019, 434-468. Appendices

324. "Bound to Happen: Explanation Bias in Historical Analysis," with Aroop Mukharji, *Journal of Applied History*, December 2019, 1-23.

325. "When Managers Change Their Tone, Analysts and Investors Change Their Tune," with Marina Druz, Ivan Petzev, and Alexander F. Wagner, *Financial Analysts Journal*, 76(2), 2020, 47-69.

326. "Combatting Climate Change: Attend to *The Art of War*," with Joseph E. Aldy, *The Regulatory Review*, forthcoming.

327. "Three Prongs for Climate Policy," with Joseph E. Aldy, *Southern Economic Journal*, April 2020, 1-26.

Op Eds, 2011 forward

"Beyond Big or Small Government," with John D. Donahue, *National Journal*, May 16, 2011.

"Why Smart Business Wants Stronger Government: Commentary," with John D. Donahue, *Bloomberg Government*, May 24, 2011.

"Is Collaborative Governance the Future?," with John D. Donahue, *The Mark*, June 13, 2011.

"The Economics of Flooding," with Carolyn Kousky, *St. Louis Today.com*, June 16, 2011.

"Behavioral Finance: Introducing a New Paradigm to South America," *Comments: AMCHAM Argentina*, May-June, 2011.

"Paying Farmers to Flood their Fields Makes Sense," with Carolyn Kousky, *Kansas City Star.com*, July 12, 2011.

"Due Diligence: Three Experts Express their Views on Two Little Words with Big Consequences," *Insight*, Fall 2011.

Bridge World Articles

"Duffers' Delights," *Bridge World*, February 1959, starts p. 16.

"The 1961 Intercollegiates," with Roman L. Well, Jr., *Bridge World*, June 1961, starts p. 22.

"Zip Raises for Majors," *Bridge World*, May 1991, starts p. 27.

"Inviting and Accepting," with John H. Lindsey, II, *Bridge World*, May 1993, starts p. 17.

"Context-Dependent Restricted Choice," *Bridge World*, January 2012, starts p. 41.

"Philadelphia Specials," *Bridge World*, May 2013, starts p. 40.

"Bridge Movie: Unsqueezing with a Bold Queen," with Phillip Alder, *Bridge World*, December 2013, starts p. 30.