

Prof. Dr. Dr. h.c. mult. Reinhard Selten - List of Publications:

Books

Journal Articles

Chapters in Books

Books

1. (1970), Preispolitik der Mehrproduktenunternehmung in der statischen Theorie, Berlin-Heidelberg-New York: Springer-Verlag.
2. (1974), General Equilibrium with Price-Making Firms (with Thomas Marschak), Lecture Notes in Economics and Mathematical Systems, Berlin-Heidelberg-New York: Springer-Verlag.
3. (1988a), A General Theory of Equilibrium Selection in Games (with John C. Harsanyi), Cambridge, MA: MIT-Press.
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5. (1995), Enkonduko en la Teorion de Lingvaj Ludoj - Ĉu mi lernu Esperanton (with Jonathan Pool), Berlin-Paderborn: Akademia Libroservo, Institut für Kybernetik.
6. (1999), Game Theory and Economic Behavior: Selected Essays, 2.vol Cheltenham-Northampton: Edward Elgar Publishing.
7. (2000a), New edition of: Models of Strategic Rationality (1988), with a Chinese Introduction. Outstanding Academic Works on Economics by Nobel Prize Winners. Dordrecht-Boston-London: Kluwer Academic Publishers.
8. (2000b), Chinese Translation of: Models of Strategic Rationality (1988). Outstanding Academic Works on Economics by Nobel Prize Winners. Dordrecht-Boston-London: Kluwer Academic Publishers.
9. (2000c), Russian Translation of: A General Theory of Equilibrium Selection in Games (with John C. Harsanyi), Cambridge, MA: MIT-Press.

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1. (1959), 'Ein Oligopolexperiment' (with Heinz Sauermann), *Zeitschrift für die gesamte Staatswissenschaft*, **115**: 427-471; reprinted in Heinz Sauermann (ed.), Beiträge zur experimentellen Wirtschaftsforschung, Tübingen: J.C.B. Mohr (Paul Siebeck), 1967, pp. 9-59.
2. (1960), 'Bewertung strategischer Spiele', *Zeitschrift für die gesamte Staatswissenschaft*, **116**: 221-281.
3. (1962), 'Anspruchsanpassungstheorie der Unternehmung' (with Heinz Sauermann), *Zeitschrift für die gesamte Staatswissenschaft*, **118**: 577-597.

4. (1963), 'Dynamische Theorie der Built-in Flexibility' (with Rudolf Richter), *Zeitschrift für die gesamte Staatswissenschaft*, 119: 555-578.
5. (1965a), 'Spieltheoretische Behandlung eines Oligopolmodells mit Nachfrageträgheit - Teil I: Bestimmung des dynamischen Preisgleichgewichts', *Zeitschrift für die gesamte Staatswissenschaft*, 121: 301-324.
6. (1965b), 'Spieltheoretische Behandlung eines Oligopolmodells mit Nachfrageträgheit - Teil II: Eigenschaften des dynamischen Preisgleichgewichts', *Zeitschrift für die gesamte Staatswissenschaft*, 121: 667-689.
7. (1972), 'A Generalized Nash Solution for Two-Person Bargaining Games with Incomplete Information' (with John C. Harsanyi), *Management Science*, 18 (5) Part 2 (January): 80-106.
8. (1973), 'A Simple Model of Imperfect Competition where 4 are Few and 6 are Many', *International Journal of Game Theory*, 2 (3): 141-201.
9. (1975), 'Reexamination of the Perfectness Concept for Equilibrium Points in Extensive Games', *International Journal of Game Theory*, 4 (1): 25-55; reprinted in H.W. Kuhn (ed.), *Classics in Game Theory*, Princeton University Press, 1997, pp. 317-54.
10. (1977), 'Oligopolistic Economies as Games of Limited Information' (with Thomas Marschak), *Zeitschrift für die gesamte Staatswissenschaft*, 133 (October): 385-410.
11. (1978a), 'Restabilizing Responses, Inertia Supergames and Oligopolistic Equilibria' (with Thomas Marschak), *Quarterly Journal of Economics*, 92 (1) (February): 71-93.
12. (1978b), 'The Chain Store Paradox', *Theory and Decision*, 9 (2) (April): 127-159.
13. (1980), 'A Note on Evolutionarily Stable Strategies in Asymmetric Animal Conflicts', *Journal of Theoretical Biology*, 83: 93-101.
14. (1980b), 'Zum Selbstverständnis der experimentellen Wirtschaftsforschung im Umkreis von Heinz Sauer mann' (with Reinhard Tietz), *Zeitschrift für die gesamte Staatswissenschaft*, 136 (1) (March): 12-27.
15. (1980c), 'Was ist eigentlich aus der Spieltheorie geworden?', *IHS-Journal*, 4: 147-161.
16. (1982a), 'Game Theoretical Analysis of Wage Bargaining in a Simple Business Cycle Model', (with Werner Güth), *Journal of Mathematical Economics*, 10 (2-3) (September): 177-195.
17. (1983a), 'Equilibrium Point Selection in a Bargaining Situation with Opportunity Costs', (with Ulrike Leopold), *Economie Appliquée*, 36 (4): 611-648.
18. (1983b), 'A Model of Oligopolistic Size, Structure, and Profitability', *European Economic Review*, 22 (June): 33-57.
19. (1983c), 'Evolutionary Stability in Extensive Two-Person Games', *Mathematical Social Sciences*, 5 (3): 269-363.

20. (1984), 'Gaps in Harley's Argument on Evolutionarily Stable Learning Rules and in the Logic of "Tit for Tat"' (with Peter Hammerstein), *The Behavioral and Brain Sciences*, 7 (1): 115-116.
21. (1986), 'End Behavior in Sequences of Finite Prisoner's Dilemma Supergames' (with Rolf Stoecker), *Journal of Economic Behavior and Organization*, 7 (1): 47-70.
22. (1988), 'Evolutionary Stability in Extensive Two-Person Games, Correction and Further Development', *Mathematical Social Sciences*, 16 (3) (December): 223-266.
23. (1990), 'Bounded Rationality', *Journal of Institutional and Theoretical Economics*, 146 (4) (December): 649-658.
24. (1990), 'Alternating Bid Bargaining with a Smallest Money Unit' (with Eric van Damme and Eyal Winter), *Games and Economic Behavior*, 2: 188-201.
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26. (1991b), 'Properties of a Measure of Predictive Success', *Mathematical Social Sciences*, 21 (2) (April): 153-167.
27. (1991c), 'Within-Plant Foraging Behavior of Bees and Its Relationship to Nectar Distribution in *Anchusa Strigosa*' (with Ronen Kadmon and Avi Shmida), *Israel Journal of Botany*, 40: 283-294.
28. (1993), 'Demand Commitment Bargaining in Three-Person Quota Game Experiments' (with Bettina Kuon), *International Journal of Game Theory*, 22: 261-277.
29. (1994a), 'An Axiomatic Approach to Consumers' Welfare' (with Eyal Winter), *Mathematical Social Sciences*, 27 (1) (February): 19-30.
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31. (1995), 'An Axiomatic Theory of a Risk Dominance Measure for Bipolar Games with Linear Incentives', *Games and Economic Behavior*, 8 (1) (January): 213-263.
32. (1996), 'The work of John Nash in Game Theory' (with Peter Hammerstein), *Journal of Economic Theory*, 69: 161-165
33. (1997), 'Duopoly Strategies Programmed by Experienced Players' (with Michael Mitzkewitz and Gerald R. Uhlich), *Econometrica*, 65 (3) (May): 517-555.
34. (1998a), 'An Experimental Solidarity Game' (with Axel Ockenfels), *Journal of Economic Behavior and Organization*, 34 (4): 517-519.
35. (1998b), 'Multistage Game Models and Delay Supergames', *Theory and Decision*, 44 (1) (January): 1-36. Previously published in: Tore Frängsmyr (ed.), *Les Prix Nobel 1994*, 320-348.

36. (1998c), 'Aspiration Adaptation Theory', *Journal of Mathematical Psychology*, 42: 191-214.
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38. (1998e), 'Features of Experimentally Observed Bounded Rationality', *European Economic Review (Papers and Proceedings)*, 42 (2-5): 413-436.
39. (1998f), 'Das Zahlenwahlspiel' (with R. Nagel), *Spektrum der Wissenschaft*, 1: 89-91.
40. (1999), 'Money Does not Induce Risk Neutral Behavior, but Binary Lotteries Do Even Worse' (with Abdolkarim Sadrieh and Klaus Abbink), *Theory and Decision*, 46 (3): 213-252.
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43. (2000c), 'Eingeschränkte Rationalität und ökonomische Motivation', *Zeitschrift für Wirtschafts- und Sozialwissenschaften, Beiheft 9*: 129-157
44. (2001a), 'Cyclic Games, An Introduction and Examples (with Myrna Wooders), *Games and Economic Behavior*, 34: 138-152.
45. (2001b), 'Imitation Equilibrium' (with Axel Ostmann), *Homo oeconomicus*, 43, 111-149
46. (2001c), 'Postscript', *Games and Economic Behavior*, 36, 47-50.
47. (2001d), 'John C. Harsanyi, System Builder and Conceptual Innovator', *Games and Economic Behavior*, 36, 31-46; reprinted from: *Rational Interaction, essays in Honor of John C. Harsanyi*, Berlin: Springer-Verlag, 1992.
48. (2002a), 'Local Manufacturing Hurt by Depreciations in a Theoretical Model Reflecting the Australian Experience (with Robin Pope), *Pacific Economic Review*, 7.
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50. (2002c), 'Remarks about Karl Otwin Becker', *Central European Journal of Operations Research*, 10. Jg., 10/2002, 187-190

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52. (2003c), 'How to Play 3x3-Games - A Strategy Method Experiment' (with Klaus Abbink, Joachim Buchta, and Abdolkarim Sadrieh), *Games and Economic Behavior*, 45, 19-37.
53. (2005a), 'Learning Direction Theory and the Winner's Curse' (with Klaus Abbink, and Ricarda Cox), *Experimental Economics*, 8, 5-20.
54. (2005b), 'An Experimental Test of Design Alternatives for the British 3G / UMTS Auction' (with Klaus Abbink, Bernd Irlenbusch, Paul Pezanis-Christou, Bettina Rockenbach, Abdolkarim Sadrieh), *European Economic Review*, 49, 503-530.
55. (2005c), 'Impulse Balance Equilibrium and Feedback in First Price Auctions' (with Axel Ockenfels), *Games and Economic Behavior*, 51, 155-170.
56. (2005d), 'Experimentally Observed Imitation and Cooperation in Price Competition on the Circle' (with Jose Apesteguia), *Games and Economic Behavior*, 51, 171-192.
57. (2005e), 'Das Marketingspiel SINTO und seine Vorzüge als Unternehmensplanspiel' (with Otwin Becker, Tanja Feit, Vera Hofer, Ulrike Leopold-Wildburger und Jörg Schütze), *SEM/RADAR, Zeitschrift für Systemdenken und Entscheidungsfindung im Management*, Falko E.P. Wilms (Hrsg.), 4. Jahrgang, Ausgabe 1, S. 3-18.
58. (2006a), 'Individual Behavior of First-Price Sealed-Bid Auctions: The Importance of Information Feedback in Experimental Markets', (with Tibor Neugebauer), *Games and Economic Behavior*, 54, 183-204.
59. (2006b), 'Behavioral Conformity in Games with Many Players' (with Edward Cartwright and Myrna Wooders), *Games and Economic Behavior*, 57, 347-360.
60. (2006c), 'Männer schöpfen Märkte besser aus – Empirische Evidenz anhand des Unternehmensplanspiels SINTO-Markt' (with Otwin Becker, Tanja Feit, Vera Hofer, Ulrike Leopold-Wildburger, Robin Pope), *Perspektiven der Wirtschaftspolitik* 7 (4), 445-458.
61. (2007a), 'Commuters' Route Choice Behavior' (with Michael Schreckenberg, Thomas Pitz, Thorsten Chmura and Sebastian Kube), *Games and Economic Behavior*, 58, 394-406.
62. (2007b), 'Blowing the Whistle' (with Jose Apesteguia and Martin Dufwenberg) *Economic Theory*, 31, 143-166
63. (2007c), 'The Emergence of Simple Languages in an Experimental Coordination Game' (with Massimo Warglien), *Proceedings of the National Academy of Sciences of the United States of America*, 104(18), 7361-7366.

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65. (2007e) 'Repeated price competition between teams' (with Gary Bornstein, Tamar Kugler and David V. Budescu), *Journal of Economic Behavior and Organization* (in press)
66. (2008), 'Stationary Concepts for Experimental 2x2 Games' (with Thorsten Chmura), *American Economic Review*, 98 (3), 938-66.
67. (2009), 'Experimental Investigation of Stationary Concepts in Cyclic Duopoly Games' (with S. J. Goerg), *Experimental Economics*, vol. 12, no. 3, pp. 253-271

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3. (1967a), 'Der Rangsummentest - Beschreibung und Signifikanztafeln' (with Reinhard Tietz), 353-375, in *Operations Research Verfahren III*, Rudolf Henn (ed.), Meisenheim: Verlag Anton Hain.
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5. (1967c), 'Investitionsverhalten im Oligopolexperiment', 60-102, in *Beiträge zur experimentelle Wirtschaftsforschung*, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).
6. (1967d), 'Ein Oligopolexperiment mit Preisvariation und Investition' 103-135, in *Beiträge zur experimentellen Wirtschaftsforschung*, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).
7. (1967e), 'Die Strategiemethode zur Erforschung des eingeschränkt rationalen Verhaltens im Rahmen eines Oligopolexperiments', 136-168, in *Beiträge zur experimentellen Wirtschaftsforschung*, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).
8. (1968), 'Psychological Variables and Coalition Forming Behavior' (with Klaus G. Schuster), 221-240, in *Risk and Uncertainty, Proceedings of a Conference held by the International Economic Association*, Karl Borch and Jan Mossin (eds.), LondonMelbourne-Toronto-New York: Macmillan/ St Martin's Press.
9. (1970a), 'Ein Marktexperiment', 33-98, in *Beiträge zur experimentellen Wirtschaftsforschung*, 2, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).

10. (1970b), 'Psychologische Faktoren bei Koalitionsverhandlungen' (with Klaus G. Schuster), 99-135, in Beiträge zur experimentellen Wirtschaftsforschung, 2, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).
11. (1970c), 'Experiences with the Management Game SINTO-Market' (with Otwin Becker), 136-150, in Beiträge zur experimentellen Wirtschaftsforschung, 2, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).
12. (1970d), 'Drei experimentelle Oligopolspielerien mit kontinuierlichem Zeitablauf' (with Claus C. Berg), 162-221, in Beiträge zur experimentellen Wirtschaftsforschung, 2, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).
13. (1970e), 'Ein Gerät zur optischen und akustischen Anzeige von Entscheidungszeitpunkten in Oligopolexperimenten mit kontinuierlicher Zeit' (with Claus C. Berg), 222-229, in Beiträge zur experimentellen Wirtschaftsforschung, 2, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).
14. (1971), 'Anwendungen der Spieltheorie auf die politische Wissenschaft', 287-320, in Politik und Wissenschaft, Hans Maier, Klaus Ritter und Ulrich Matz (eds.), München: C. H. Beck.
15. (1972a), 'Security Equilibria' (with Reinhard Tietz), 103-122, in The Future of the International Strategic System, Richard Rosecrance (ed.), San Francisco-Scranton-London-Toronto: Chandler Publishing Company.
16. (1972b), 'A Formal Theory of Security Equilibria' (with Reinhard Tietz), 185-202, in The Future of the International Strategic System, Richard Rosecrance (ed.), San Francisco-Scranton-London-Toronto: Chandler Publishing Company.
17. (1972c), 'Equal Share Analysis of Characteristic Function Experiments', 130-165, in Beiträge zur experimentellen Wirtschaftsforschung - Contributions to Experimental Economics, 3, Heinz Sauermann (ed.), Tübingen: J.C.B. Mohr (Paul Siebeck).
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- Social Ethics, Issues in Social Choice, H.W. Gottinger and W. Leinfellner (eds.), Dordrecht/Holland: D. Reidel Publishing Company.
23. (1978c), 'Macht Einigkeit stark? -Spieltheoretische Analysen einer Verhandlungssituation' (with Werner Güth), 197-217, in Schriften des Vereins für Sozialpolitik, Band 98, Neuere Entwicklungen in den Wirtschaftswissenschaften, Gesellschaft für Wirtschafts- und Sozialwissenschaften.
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 38. (1983c), 'Towards a Theory of Limited Rationality', 409-412, in *Decision Making under Uncertainty*, R. Scholz (ed.), Amsterdam: North-Holland.
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