

# Sample Output for gerplain.bst

ivo welch

May 26, 2003

Included cite's are (?), (?), and (?). Included citeasnoun's are ?, ?, and ?.  
The bibliography, created via the bst file, follows.

## References

- [1] BIKHCHANDANI, SUSHIL, DAVID HIRSHLEIFER IVO WELCH: *A Theory of Fads, Fashion, Custom, and Cultural Change as Informational Cascades*. Journal of Political Economy, 100(5):992-1026, 1992.
- [2] WELCH, IVO: *The Top Achievements, Challenges, and Failures of Finance*. , Yale SOM, 2002.
- [3] WELCH, IVO: *A First Course in Finance*. IAW Press, New Haven, CT, 2003.