

Kusum L Ailawadi

List of Publications by Year in descending order

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Version: 2024-02-01

40
papers

5,974
citations

172207

29
h-index

395343

33
g-index

43
all docs

43
docs citations

43
times ranked

2845
citing authors

#	ARTICLE	IF	CITATIONS
1	Pursuing the Value-Conscious Consumer: Store Brands versus National Brand Promotions. <i>Journal of Marketing</i> , 2001, 65, 71-89.	7.0	798
2	Understanding retail branding: conceptual insights and research priorities. <i>Journal of Retailing</i> , 2004, 80, 331-342.	4.0	795
3	Revenue Premium as an Outcome Measure of Brand Equity. <i>Journal of Marketing</i> , 2003, 67, 1-17.	7.0	650
4	Private-Label Use and Store Loyalty. <i>Journal of Marketing</i> , 2008, 72, 19-30.	7.0	295
5	Managing Multi- and Omni-Channel Distribution: Metrics and Research Directions. <i>Journal of Retailing</i> , 2017, 93, 120-135.	4.0	290
6	An Empirical Analysis of the Determinants of Retail Margins: The Role of Store-Brand Share. <i>Journal of Marketing</i> , 2004, 68, 147-165.	7.0	289
7	Communication and Promotion Decisions in Retailing: A Review and Directions for Future Research. <i>Journal of Retailing</i> , 2009, 85, 42-55.	4.0	233
8	The Effect of Promotion on Consumption: Buying More and Consuming it Faster. <i>Journal of Marketing Research</i> , 1998, 35, 390-398.	3.0	222
9	Private-Label Use and Store Loyalty. <i>Journal of Marketing</i> , 2008, 72, 19-30.	7.0	207
10	Innovations in Retail Pricing and Promotions. <i>Journal of Retailing</i> , 2011, 87, S43-S52.	4.0	204
11	The retail power-performance conundrum. <i>Journal of Retailing</i> , 2001, 77, 299-318.	4.0	190
12	How Well Does Consumer-Based Brand Equity Align with Sales-Based Brand Equity and Marketing-Mix Response?. <i>Journal of Marketing</i> , 2017, 81, 1-20.	7.0	182
13	Does retailer CSR enhance behavioral loyalty? A case for benefit segmentation. <i>International Journal of Research in Marketing</i> , 2014, 31, 156-167.	2.4	157
14	Market Response to a Major Policy Change in the Marketing Mix: Learning from Procter & Gamble's Value Pricing Strategy. <i>Journal of Marketing</i> , 2001, 65, 44-61.	7.0	154
15	Promotion Profitability for a Retailer: The Role of Promotion, Brand, Category, and Store Characteristics. <i>Journal of Marketing Research</i> , 2006, 43, 518-535.	3.0	150
16	The Effect of Promotion on Consumption: Buying More and Consuming It Faster. <i>Journal of Marketing Research</i> , 1998, 35, 390.	3.0	111
17	Decomposition of the Sales Impact of Promotion-Induced Stockpiling. <i>Journal of Marketing Research</i> , 2007, 44, 450-467.	3.0	108
18	Market power and performance: A cross-industry analysis of manufacturers and retailers. <i>Journal of Retailing</i> , 1995, 71, 211-248.	4.0	106

#	ARTICLE	IF	CITATIONS
19	When Wal-Mart Enters: How Incumbent Retailers React and how this Affects their Sales Outcomes. Journal of Marketing Research, 2010, 47, 577-593.	3.0	104
20	Heterogeneity and purchase event feedback in choice models: An empirical analysis with implications for model building. International Journal of Research in Marketing, 1999, 16, 177-198.	2.4	75
21	Market share and ROI: Observing the effect of unobserved variables. International Journal of Research in Marketing, 1999, 16, 17-33.	2.4	64
22	Soda versus Cereal and Sugar versus Fat: Drivers of Healthful Food Intake and the Impact of Diabetes Diagnosis. Journal of Marketing, 2013, 77, 101-120.	7.0	64
23	An Empirical Investigation of the Impact of Gasoline Prices on Grocery Shopping Behavior. Journal of Marketing, 2011, 75, 18-35.	7.0	63
24	Predicting Competitive Response to a Major Policy Change: Combining Game-Theoretic and Empirical Analyses. Marketing Science, 2005, 24, 12-24.	2.7	59
25	Empirical models of manufacturer-retailer interaction: A review and agenda for future research. Marketing Letters, 2010, 21, 273-285.	1.9	57
26	Structural Analysis of Models with Composite Dependent Variables. Marketing Science, 1992, 11, 76-94.	2.7	55
27	Findings Retailer Promotion Pass-Through: A Measure, Its Magnitude, and Its Determinants. Marketing Science, 2009, 28, 782-791.	2.7	51
28	An Empirical Investigation of the Impact of Gasoline Prices on Grocery Shopping Behavior. Journal of Marketing, 2011, 75, 18-35.	7.0	38
29	Practice Prize Report Quantifying and Improving Promotion Effectiveness at CVS. Marketing Science, 2007, 26, 566-575.	2.7	32
30	The Club Store Effect: Impact of Shopping in Warehouse Club Stores on Consumers' Packaged Food Purchases. Journal of Marketing Research, 2018, 55, 193-207.	3.0	32
31	Share and Growth Are Not Good Predictors of the Advertising and Promotion/Sales Ratio. Journal of Marketing, 1994, 58, 86.	7.0	27
32	Sales Promotion. , 2006, , 345-359.		26
33	Sales Promotion. , 2010, , 393-407.		25
34	Share and Growth Are Not Good Predictors of the Advertising and Promotion/Sales Ratio. Journal of Marketing, 1994, 58, 86-97.	7.0	20
35	Commentary: Omnichannel from a Manufacturer's Perspective. Journal of Marketing, 2021, 85, 121-125.	7.0	17
36	The Effect of Store Brand Share on Retail Margins: An Empirical Analysis. SSRN Electronic Journal, 0, , .	0.4	8

#	ARTICLE	IF	CITATIONS
37	Causation and components in market share performance models: the role of identities. , 2004, , 188-217.		2
38	The Reciprocal Relationship between Private Label Use and Store Loyalty. SSRN Electronic Journal, 0, , .	0.4	2
39	Empirical Models of Manufacturer-Retailer Interaction: A Review and Agenda for Future Research. SSRN Electronic Journal, 2010, , .	0.4	1
40	Predicting Competitive Response to P&G's Value Pricing Move: Combining Normative and Empirical Analyses. SSRN Electronic Journal, 0, , .	0.4	0