

## List of Publications by Year in descending order

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73  
papers

6,262  
citations

257101

24  
h-index

182168

51  
g-index

73  
all docs

73  
docs citations

73  
times ranked

2703  
citing authors

#	ARTICLE	IF	CITATIONS
1	Frictionless Commerce? A Comparison of Internet and Conventional Retailers. <i>Management Science</i> , 2000, 46, 563-585.	2.4	1,865
2	Consumer Surplus in the Digital Economy: Estimating the Value of Increased Product Variety at Online Booksellers. <i>Management Science</i> , 2003, 49, 1580-1596.	2.4	906
3	Consumer Decision-making at an Internet Shopbot: Brand Still Matters. <i>Journal of Industrial Economics</i> , 2001, 49, 541-558.	0.6	499
4	Location, Location, Location: An Analysis of Profitability of Position in Online Advertising Markets. <i>Journal of Marketing Research</i> , 2011, 48, 1057-1073.	3.0	279
5	Internet Exchanges for Used Books: An Empirical Analysis of Product Cannibalization and Welfare Impact. <i>Information Systems Research</i> , 2006, 17, 3-19.	2.2	225
6	An Empirical Analysis of Network Externalities in Peer-to-Peer Music-Sharing Networks. <i>Information Systems Research</i> , 2004, 15, 155-174.	2.2	201
7	Converting Pirates Without Cannibalizing Purchasers: The Impact of Digital Distribution on Physical Sales and Internet Piracy. <i>Marketing Science</i> , 2010, 29, 1138-1151.	2.7	182
8	Prospects for Personalization on the Internet. <i>Journal of Interactive Marketing</i> , 2009, 23, 130-137.	4.3	177
9	Research Commentary "Long Tails vs. Superstars: The Effect of Information Technology on Product Variety and Sales Concentration Patterns. <i>Information Systems Research</i> , 2010, 21, 736-747.	2.2	164
10	Understanding Digital Markets: Review and Assesment. <i>SSRN Electronic Journal</i> , 2001, , .	0.4	123
11	The Impact of Shopbots on Electronic Markets. <i>Journal of the Academy of Marketing Science</i> , 2002, 30, 446-454.	7.2	114
12	All Reviews are Not Created Equal: The Disaggregate Impact of Reviews and Reviewers at Amazon.Com. <i>SSRN Electronic Journal</i> , 0, , .	0.4	113
13	The Effect of Graduated Response Anti-Piracy Laws on Music Sales: Evidence from an Event Study in France. <i>Journal of Industrial Economics</i> , 2014, 62, 541-553.	0.6	105
14	Gone in 60 Seconds: The Impact of the Megaupload Shutdown on Movie Sales. <i>International Journal of Industrial Organization</i> , 2014, 33, 1-8.	0.6	98
15	Piracy or promotion? The impact of broadband Internet penetration on DVD sales. <i>Information Economics and Policy</i> , 2010, 22, 289-298.	1.7	87
16	Substitution or Promotion? The Impact of Price Discounts on Cross-Channel Sales of Digital Movies. <i>Journal of Retailing</i> , 2015, 91, 343-357.	4.0	70
17	A nearly perfect market?. <i>Quantitative Marketing and Economics</i> , 2010, 8, 1-33.	0.7	68
18	The impact of shopbot use on prices and price dispersion: Evidence from online book retailing. <i>International Journal of Industrial Organization</i> , 2010, 28, 579-590.	0.6	62

#	ARTICLE	IF	CITATIONS
19	The Great Equalizer? Consumer Choice Behavior at Internet Shopbots. SSRN Electronic Journal, 2001, , .	0.4	53
20	Do Organic Results Help or Hurt Sponsored Search Performance?. Information Systems Research, 2015, 26, 695-713.	2.2	51
21	An Empirical Analysis of the Impact of Pre-Release Movie Piracy on Box Office Revenue. Information Systems Research, 2014, 25, 590-603.	2.2	50
22	The Economics of Peer-to-Peer Networks. SSRN Electronic Journal, 2003, , .	0.4	47
23	Consumer Surplus in the Digital Economy: Estimating the Value of Increased Product Variety at Online Booksellers. SSRN Electronic Journal, 2003, , .	0.4	45
24	The Longer Tail: The Changing Shape of Amazonâ€™s Sales Distribution Curve. SSRN Electronic Journal, 0, , .	0.4	39
25	Piracy and Copyright Enforcement Mechanisms. Innovation Policy and the Economy, 2014, 14, 25-61.	6.1	38
26	An Empirical Analysis of Digital Music Bundling Strategies. Management Science, 2014, 60, 1413-1433.	2.4	38
27	Information Discovery and the Long Tail of Motion Picture Content. MIS Quarterly: Management Information Systems, 2014, 38, 1057-1078.	3.1	37
28	The Effect of Subscription Video-on-Demand on Piracy: Evidence from a Household-Level Randomized Experiment. Management Science, 2018, 64, 5610-5630.	2.4	33
29	The Impact of E-book Distribution on Print Sales: Analysis of a Natural Experiment. Management Science, 2019, 65, 19-31.	2.4	33
30	A Tangled Web: Should Online Review Portals Display Fraudulent Reviews?. Information Systems Research, 2020, 31, 950-971.	2.2	31
31	Copyright enforcement in the digital age. Communications of the ACM, 2017, 60, 68-75.	3.3	29
32	The Effect of Graduated Response Anti-Piracy Laws on Music Sales: Evidence from an Event Study in France. SSRN Electronic Journal, 2012, , .	0.4	28
33	Culling the Herd: Using Real-World Randomized Experiments to Measure Social Bias with Known Costly Goods. Management Science, 2016, 62, 2563-2580.	2.4	27
34	Search and Product Differentiation at an Internet Shopbot. SSRN Electronic Journal, 2003, , .	0.4	26
35	Compatibility and Proprietary Standards: The Impact of Conversion Technologies in IT Markets with Network Effects. Information Systems Research, 2011, 22, 188-207.	2.2	24
36	The Effect of Piracy Website Blocking on Consumer Behavior. SSRN Electronic Journal, 0, , .	0.4	24

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37	Consumer Decision-Making at an Internet Shopbot. SSRN Electronic Journal, 2001, , .	0.4	23
38	Assessing the Academic Literature Regarding the Impact of Media Piracy on Sales. SSRN Electronic Journal, 2012, , .	0.4	22
39	The Impact of Ebook Distribution on Print Sales: Analysis of a Natural Experiment. SSRN Electronic Journal, 0, , .	0.4	21
40	Internet adoption and the survival of print newspapers: A country-level examination. Information Economics and Policy, 2016, 37, 13-19.	1.7	21
41	Gone in 60 Seconds: The Impact of the Megaupload Shutdown on Movie Sales. SSRN Electronic Journal, 2013, , .	0.4	20
42	Competing with Free: The Impact of Movie Broadcasts on DVD Sales and Internet Piracy. SSRN Electronic Journal, 0, , .	0.4	16
43	Digital Business Models for Peer-to-Peer Networks: Analysis and Economic Issue. Review of Network Economics, 2007, 6, .	0.4	15
44	Converting Pirates Without Cannibalizing Purchasers: The Impact of Digital Distribution on Physical Sales and Internet Piracy. SSRN Electronic Journal, 0, , .	0.4	14
45	Internet Exchanges for Used Books: An Empirical Analysis of Product Cannibalization and Welfare Impact. SSRN Electronic Journal, 2005, , .	0.4	13
46	The Dual Impact of Movie Piracy on Box-Office Revenue: Cannibalization and Promotion. SSRN Electronic Journal, 2016, , .	0.4	12
47	Piracy or Promotion? The Impact of Broadband Internet Penetration on Dvd Sales. SSRN Electronic Journal, 2009, , .	0.4	11
48	Chapter 13 - Understanding Media Markets in the Digital Age. , 2015, , 385-406.		10
49	Internet Exchanges for Used Digital Goods. SSRN Electronic Journal, 0, , .	0.4	7
50	The Effect of Pre-Release Movie Piracy on Box-Office Revenue. SSRN Electronic Journal, 2011, , .	0.4	6
51	Bricks, Clicks, Blockbusters, and Long Tails: How Video Rental Patterns Change as Consumers Move Online. SSRN Electronic Journal, 0, , .	0.4	6
52	Standards Competition in the Presence of Digital Conversion Technology: An Empirical Analysis of the Flash Memory Card Market. SSRN Electronic Journal, 0, , .	0.4	5
53	Interest-Based Self-Organizing Peer-to-Peer Networks: A Club Economics Approach. SSRN Electronic Journal, 0, , .	0.4	5
54	Prospects for Personalization on the Internet. SSRN Electronic Journal, 2008, , .	0.4	4

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55	Courting Two-Timers: Multi-Homing Users'™ Preferences for Two-Sided Exchange Networks. SSRN Electronic Journal, 2010, , .	0.4	4
56	Information Discovery and the Long Tail of Motion Picture Content. SSRN Electronic Journal, 2011, , .	0.4	4
57	Strategies for tomorrow's 'winners-take-some' digital goods markets. Communications of the ACM, 2013, 56, 76-82.	3.3	4
58	Website Blocking Revisited: The Effect of the UK November 2014 Blocks on Consumer Behavior. SSRN Electronic Journal, 0, , .	0.4	4
59	An empirical analysis of the frequency and location of concerts in the digital age. Information Economics and Policy, 2017, 40, 41-47.	1.7	4
60	I Want You Back: The Interplay Between Legal Availability and Movie Piracy. International Journal of the Economics of Business, 2019, 26, 199-216.	1.0	4
61	Digital Business Models for Peer-to-Peer Networks: Analysis and Economic Issues. SSRN Electronic Journal, 2006, , .	0.4	3
62	Sponsored Search: How Organic Results Impact Sponsored Search Advertising Performance. SSRN Electronic Journal, 0, , .	0.4	3
63	An Empirical Analysis of Digital Music Bundling Strategies. SSRN Electronic Journal, 0, , .	0.4	2
64	Analysis of the Potential Market for Out-of-Print eBooks. SSRN Electronic Journal, 0, , .	0.4	2
65	Do Search Engines Influence Media Piracy? Evidence from a Randomized Field Study. SSRN Electronic Journal, 0, , .	0.4	2
66	Bestseller lists and product discovery in the subscription-based market: Evidence from music streaming. Journal of Economic Behavior and Organization, 2022, 194, 550-567.	1.0	2
67	The Impact of Likes on the Sales of Movies in Video-on-Demand: A Randomized Experiment. SSRN Electronic Journal, 2013, , .	0.4	1
68	Windows of Opportunity: The Impact of Piracy and Delayed International Availability on DVD Sales. SSRN Electronic Journal, 2016, , .	0.4	1
69	The Consumer Online Purchase Decision: A Model of Consideration Set Formation and Buyer Conversion Rate Across Market Leaders and Market Followers. SSRN Electronic Journal, 2003, , .	0.4	0
70	Live Show Everywhere: Distribution Dynamics and Internet Influence on Concert Location. , 2012, , .		0
71	Internet Effects on Retail Markets. SSRN Electronic Journal, 0, , .	0.4	0
72	A Tangled Web: Should Online Review Portals Display Fraudulent Reviews?. SSRN Electronic Journal, 2018, , .	0.4	0

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73	An Empirical Analysis of Frequency and Location of Concerts in the Digital Age. SSRN Electronic Journal, 0, , .	0.4	0