

# Ramnath K Chellappa

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/11136066/publications.pdf>

Version: 2024-02-01

20  
papers

1,374  
citations

759233

12  
h-index

940533

16  
g-index

20  
all docs

20  
docs citations

20  
times ranked

926  
citing authors

#	ARTICLE	IF	CITATIONS
1	Personalization versus Privacy: An Empirical Examination of the Online Consumer's Dilemma. Information Technology and Management, 2005, 6, 181-202.	2.4	674
2	Managing Piracy: Pricing and Sampling Strategies for Digital Experience Goods in Vertically Segmented Markets. Information Systems Research, 2005, 16, 400-417.	3.7	195
3	Alliances, Rivalry, and Firm Performance in Enterprise Systems Software Markets: A Social Network Approach. Information Systems Research, 2010, 21, 849-871.	3.7	62
4	Price Formats as a Source of Price Dispersion: A Study of Online and Offline Prices in the Domestic U.S. Airline Markets. Information Systems Research, 2011, 22, 83-98.	3.7	62
5	Mechanism Design for "Free" but "No Free Disposal" Services: The Economics of Personalization Under Privacy Concerns. Management Science, 2010, 56, 1766-1780.	4.1	57
6	An Economic Model of Privacy: A Property Rights Approach to Regulatory Choices for Online Personalization. Journal of Management Information Systems, 2007, 24, 193-225.	4.3	53
7	Platform Preannouncement Strategies: The Strategic Role of Information in Two-Sided Markets Competition. Management Science, 2021, 67, 1527-1545.	4.1	48
8	Economic Implications of Variable Technology Standards for Movie Piracy in a Global Context. Journal of Management Information Systems, 2003, 20, 137-168.	4.3	46
9	Cost Drivers of Versioning: Pricing and Product Line Strategies for Information Goods. Management Science, 2018, 64, 2164-2180.	4.1	40
10	Competing in Crowded Markets: Multimarket Contact and the Nature of Competition in the Enterprise Systems Software Industry. Information Systems Research, 2010, 21, 614-630.	3.7	31
11	Examining the Role of "Free" Product-Augmenting Online Services in Pricing and Customer Retention Strategies. Journal of Management Information Systems, 2005, 22, 355-377.	4.3	30
12	A model of advertiser's portal contracts: Personalization strategies under privacy concerns. Information Technology and Management, 2006, 7, 7-19.	2.4	20
13	Managing Piracy: Pricing and Sampling Strategies for Digital Experience Goods in Vertically Segmented Markets. SSRN Electronic Journal, 2003, , .	0.4	15
14	Privacy-enhanced personalization. , 2006, , .		14
15	Managing computing resources in active intranets. International Journal of Network Management, 2002, 12, 117-128.	2.2	9
16	Price-Formats as a Source of Price Dispersion: A Study of Online and Offline Prices in the Domestic US Airline Markets. SSRN Electronic Journal, 2007, , .	0.4	7
17	Mechanism Design for 'Free' But 'No Free Disposal' Services: The Economics of Personalization under Privacy Concerns. SSRN Electronic Journal, 2009, , .	0.4	7
18	A Property Rights Approach to Consumer Concerns of Privacy in Online Personalization: Incentives and Welfare Implications. SSRN Electronic Journal, 0, , .	0.4	3

#	ARTICLE	IF	CITATIONS
19	Has the 'Golden Rule' Lost its Aura? Revisiting Multimarket Contact in the U.S. Domestic Airline Industry. SSRN Electronic Journal, 0, , .	0.4	1
20	Competing in the Presence of Privacy Concerns: A Model of the Market for Customer Information. SSRN Electronic Journal, 0, , .	0.4	0