

Ramnath K Chellappa

List of Publications by Year in descending order

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

#	ARTICLE	IF	CITATIONS
19	A Property Rights Approach to Consumer Concerns of Privacy in Online Personalization: Incentives and Welfare Implications. SSRN Electronic Journal, 0, , .	0.4	3
20	Competing in the Presence of Privacy Concerns: A Model of the Market for Customer Information. SSRN Electronic Journal, 0, , .	0.4	0