

Ivan P L Png

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/1179389/publications.pdf>

Version: 2024-02-01

45
papers

3,765
citations

257450

24
h-index

330143

37
g-index

45
all docs

45
docs citations

45
times ranked

2146
citing authors

#	ARTICLE	IF	CITATIONS
1	Manufacturer's Return Policies and Retail Competition. <i>Marketing Science</i> , 1997, 16, 81-94.	4.1	425
2	Optimal Auditing, Insurance, and Redistribution. <i>Quarterly Journal of Economics</i> , 1989, 104, 399.	8.6	424
3	Market Segmentation, Cannibalization, and the Timing of Product Introductions. <i>Management Science</i> , 1992, 38, 345-359.	4.1	422
4	Corruptible Law Enforcers: How Should They Be Compensated?. <i>Economic Journal</i> , 1995, 105, 145.	3.6	339
5	Overcoming Online Information Privacy Concerns: An Information-Processing Theory Approach. <i>Journal of Management Information Systems</i> , 2007, 24, 13-42.	4.3	321
6	Information Goods Pricing and Copyright Enforcement: Welfare Analysis. <i>Information Systems Research</i> , 2003, 14, 107-123.	3.7	143
7	Law and Innovation: Evidence from State Trade Secrets Laws. <i>Review of Economics and Statistics</i> , 2017, 99, 167-179.	4.3	136
8	Dimensions of national culture and corporate adoption of IT infrastructure. <i>IEEE Transactions on Engineering Management</i> , 2001, 48, 36-45.	3.5	127
9	Marginal Deterrence in Enforcement of Law. <i>Journal of Political Economy</i> , 1994, 102, 1039-1066.	4.5	122
10	Facilitation of Competing Bids and the Price of a Takeover Target. <i>Review of Financial Studies</i> , 1989, 2, 587-606.	6.8	120
11	Patent rights and economic growth: evidence from cross-country panels of manufacturing industries. <i>Oxford Economic Papers</i> , 2013, 65, 675-698.	1.2	108
12	Engineer/scientist careers: Patents, online profiles, and misclassification bias. <i>Strategic Management Journal</i> , 2016, 37, 232-253.	7.3	93
13	Litigation, liability, and incentives for care. <i>Journal of Public Economics</i> , 1987, 34, 61-85.	4.3	90
14	Secrecy and Patents: Theory and Evidence from the Uniform Trade Secrets Act. <i>Strategy Science</i> , 2017, 2, 176-193.	2.9	76
15	Piracy and the Legitimate Demand for Recorded Music. <i>BE Journal of Economic Analysis and Policy</i> , 2003, 2, .	0.2	70
16	Most-Favored-Customer Protection versus Price Discrimination over Time. <i>Journal of Political Economy</i> , 1991, 99, 1010-1028.	4.5	69
17	Consumer Privacy and Marketing Avoidance: A Static Model. <i>Management Science</i> , 2008, 54, 1094-1103.	4.1	66
18	The Deterrent and Displacement Effects of Information Security Enforcement: International Evidence. <i>Journal of Management Information Systems</i> , 2008, 25, 125-144.	4.3	63

#	ARTICLE	IF	CITATIONS
19	Reservations: Customer Insurance in the Marketing of Capacity. <i>Marketing Science</i> , 1989, 8, 248-264.	4.1	59
20	Information Security: Facilitating User Precautions Vis-À-Vis Enforcement Against Attackers. <i>Journal of Management Information Systems</i> , 2009, 26, 97-121.	4.3	58
21	Do institutions not matter in China? Evidence from manufacturing enterprises. <i>Journal of Comparative Economics</i> , 2013, 41, 74-90.	2.2	51
22	Reply to "Do Returns Policies Intensify Retail Competition?". <i>Marketing Science</i> , 2004, 23, 614-618.	4.1	48
23	Sunk Cost Fallacy in Driving the World's Costliest Cars. <i>Management Science</i> , 2018, 64, 1761-1778.	4.1	48
24	On the Supply of Creative Work: Evidence from the Movies. <i>American Economic Review</i> , 2002, 92, 217-220.	8.5	40
25	Buyer Uncertainty and Two-Part Pricing: Theory and Applications. <i>Management Science</i> , 2010, 56, 334-342.	4.1	33
26	Newspaper Reports and Consumer Choice: Evidence from the Do Not Call Registry. <i>Management Science</i> , 2011, 57, 1640-1654.	4.1	32
27	Privacy and Marketing Externalities: Evidence from Do Not Call. <i>Management Science</i> , 2015, 61, 2982-3000.	4.1	26
28	Damage measures for inadvertant breach of contract. <i>International Review of Law and Economics</i> , 1999, 19, 319-331.	0.8	25
29	U.S. R&D, 1975-1998: A new dataset. <i>Strategic Management Journal</i> , 2019, 40, 715-735.	7.3	18
30	Monitoring costs and the mode of international investment. <i>Journal of Economic Geography</i> , 2003, 3, 261-274.	3.0	16
31	On the reliability of software piracy statistics. <i>Electronic Commerce Research and Applications</i> , 2010, 9, 365-373.	5.0	14
32	Editor's Choice "Decrease in Mortality from Abdominal Aortic Aneurysms (2001 to 2015): Is it Decreasing Even Faster?". <i>European Journal of Vascular and Endovascular Surgery</i> , 2021, 61, 900-907.	1.5	13
33	On the Reliability of Software Piracy Statistics. <i>SSRN Electronic Journal</i> , 0, , .	0.4	12
34	On the Value of Privacy from Telemarketing: Evidence from the 'Do Not Call' Registry. <i>SSRN Electronic Journal</i> , 0, , .	0.4	11
35	Nonlabor Income and Age at Marriage: Evidence From China's Heating Policy. <i>Demography</i> , 2018, 55, 2345-2370.	2.5	10
36	Research Note "Migration of Service to the Internet: Evidence from a Federal Natural Experiment. <i>Information Systems Research</i> , 2015, 26, 606-618.	3.7	9

#	ARTICLE	IF	CITATIONS
37	Early-life exposure to hardship increased risk tolerance and entrepreneurship in adulthood with gender differences. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, e2104033119.	7.1	8
38	Law, social responsibility, and outsourcing. International Journal of Industrial Organization, 2018, 57, 114-146.	1.2	6
39	Temperature, precipitation and sunshine across China, 1912-2011: A new daily instrumental dataset. Geoscience Data Journal, 2020, 7, 90-101.	4.4	6
40	Location of U.S. Manufacturing, 1987-2014: A New Dataset. SSRN Electronic Journal, 0, , .	0.4	4
41	On the Reliability of Software Piracy Statistics. , 2010, , .		2
42	Privacy Externalities and "Opt Out"™: Evidence from Do Not Call. SSRN Electronic Journal, 0, , .	0.4	1
43	Trade Secrets Laws and Inventory Efficiency: Empirical Evidence from U.S. Manufacturing. SSRN Electronic Journal, 0, , .	0.4	1
44	Parallel Imports and Music CD Prices. SSRN Electronic Journal, 0, , .	0.4	0
45	Digital Divide: Evidence from a Federal Natural Experiment. SSRN Electronic Journal, 0, , .	0.4	0