

# Kay-Yut Chen

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/1705072/publications.pdf>

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6  
papers

362  
citations

1684188

5  
h-index

2053705

5  
g-index

7  
all docs

7  
docs citations

7  
times ranked

271  
citing authors

#	ARTICLE	IF	CITATIONS
1	Coping with Digital Extortion: An Experimental Study of Benefit Appeals and Normative Appeals. Management Science, 2022, 68, 5269-5286.	4.1	4
2	The Behavioral Promise and Pitfalls in Compensating Store Managers. Management Science, 2020, 66, 4899-4919.	4.1	22
3	Supply Chain Contract Design: Impact of Bounded Rationality and Individual Heterogeneity. Production and Operations Management, 2014, 23, 253-268.	3.8	72
4	Complexity as a Contract Design Factor: A Human-to-Human Experimental Study. Production and Operations Management, 2014, 23, 269-284.	3.8	48
5	Contract Complexity and Performance Under Asymmetric Demand Information: An Experimental Evaluation. Management Science, 2011, 57, 689-704.	4.1	135
6	Nonlinear Behavior in Sealed Bid First Price Auctions. Games and Economic Behavior, 1998, 25, 34-78.	0.8	69