

Greg M Allenby

List of Publications by Year in descending order

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170
papers

8,502
citations

66343

42
h-index

53230

85
g-index

177
all docs

177
docs citations

177
times ranked

3162
citing authors

#	ARTICLE	IF	CITATIONS
1	Integrating Textual Information into Models of Choice and Scaled Response Data. <i>Marketing Science</i> , 2022, 41, 815-830.	4.1	6
2	A Choice Model of Utility Maximization and Regret Minimization. <i>Journal of Marketing Research</i> , 2022, 59, 1235-1251.	4.8	1
3	Conjunctive screening in models of multiple discreteness. <i>International Journal of Research in Marketing</i> , 2022, 39, 1209-1234.	4.2	1
4	Demand Models With Random Partitions. <i>Journal of the American Statistical Association</i> , 2020, 115, 47-65.	3.1	3
5	Improving Text Analysis Using Sentence Conjunctions and Punctuation. <i>Marketing Science</i> , 2020, 39, 727-742.	4.1	10
6	Benefit Formation and Enhancement. <i>Quantitative Marketing and Economics</i> , 2020, 18, 419-468.	1.5	0
7	Explaining Preference Heterogeneity with Mixed Membership Modeling. <i>Marketing Science</i> , 2020, 39, 407-426.	4.1	7
8	Fundraising design: key issues, unifying framework, and open puzzles. <i>Marketing Letters</i> , 2020, 31, 371-380.	2.9	4
9	An economic analysis of demand of the very poor. <i>International Journal of Research in Marketing</i> , 2020, 37, 544-556.	4.2	1
10	Inference for Product Competition and Separable Demand. <i>Marketing Science</i> , 2019, 38, 690-710.	4.1	11
11	Economic foundations of conjoint analysis. <i>Handbook of Economics Marketing</i> , 2019, 1, 151-192.	0.1	12
12	Inference for marketing decisions. <i>Handbook of Economics Marketing</i> , 2019, , 69-149.	0.1	3
13	Optimal Product Design by Sequential Experiments in High Dimensions. <i>Management Science</i> , 2019, 65, 3235-3254.	4.1	7
14	Advancing Non-compensatory Choice Models in Marketing. <i>Customer Needs and Solutions</i> , 2018, 5, 82-92.	0.8	18
15	A Probit Model with Structured Covariance for Similarity Effects and Source of Volume Calculations. <i>Journal of Marketing Research</i> , 2018, 55, 35-47.	4.8	19
16	Demand Models With Random Partitions. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	1
17	Personalized market response analysis for a wide variety of products from sparse transaction data. <i>International Journal of Data Science and Analytics</i> , 2018, 5, 233-248.	4.1	8
18	A choice model for mixed decision variables. <i>Journal of Choice Modelling</i> , 2018, 28, 82-96.	2.3	2

#	ARTICLE	IF	CITATIONS
19	Feature valuation using equilibrium conjoint analysis. , 2018, , .		1
20	Structural forecasts for marketing data. International Journal of Forecasting, 2017, 33, 433-441.	6.5	5
21	Assessment of atherosclerotic luminal narrowing of coronary arteries based on morphometrically generated visual guides. Cardiovascular Pathology, 2017, 29, 53-60.	1.6	8
22	Benefit-Based Conjoint Analysis. Marketing Science, 2017, 36, 54-69.	4.1	17
23	An Economic Model Explaining Reference Price Effects. SSRN Electronic Journal, 2017, , .	0.4	0
24	Monetizing Ratings Data for Product Research. Marketing Science, 2016, 35, 713-726.	4.1	6
25	Sentence-Based Text Analysis for Customer Reviews. Marketing Science, 2016, 35, 953-975.	4.1	236
26	Price Promotions in Choice Models. Marketing Science, 2016, 35, 319-334.	4.1	20
27	Economic Analysis of Charitable Donations. Journal of Marketing and Consumer Behaviour in Emerging Markets, 2016, 2, 40-57.	0.3	3
28	Benefit-Based Conjoint Analysis. SSRN Electronic Journal, 2015, , .	0.4	1
29	Economic valuation of product features. Quantitative Marketing and Economics, 2014, 12, 421-456.	1.5	64
30	Models of Sequential Evaluation in Best-Worst Choice Tasks. Marketing Science, 2014, 33, 828-848.	4.1	25
31	Conceptualizing and Measuring Prospect Wants: Understanding the Source of Brand Preference. Customer Needs and Solutions, 2014, 1, 23-39.	0.8	5
32	Structural models of complementary choices. Marketing Letters, 2014, 25, 245-256.	2.9	25
33	Perspectives on Bayesian Methods and Big Data. Customer Needs and Solutions, 2014, 1, 169-175.	0.8	16
34	Modeling Indivisible Demand. Marketing Science, 2014, 33, 364-381.	4.1	27
35	Valuation of Patented Product Features. Journal of Law and Economics, 2014, 57, 629-663.	1.4	20
36	QME special issue on discrete games. Quantitative Marketing and Economics, 2013, 11, 1-1.	1.5	2

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37	The Dimensionality of Customer Satisfaction Survey Responses and Implications for Driver Analysis. <i>Marketing Science</i> , 2013, 32, 533-553.	4.1	29
38	A Direct Utility Model for Asymmetric Complements. <i>Marketing Science</i> , 2013, 32, 454-470.	4.1	48
39	Price Promotions in Choice Models. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	0
40	Economic Valuation of Product Features. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	4
41	Valuation of Patented Product Features. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	1
42	Covariance Decompositions for Accurate Computation in Bayesian Scale-Usage Models. <i>Journal of Computational and Graphical Statistics</i> , 2012, 21, 538-557.	1.7	3
43	Dynamic Brand Satiation. <i>Journal of Marketing Research</i> , 2012, 49, 842-853.	4.8	18
44	Modeling marketplace behavior. <i>Journal of the Academy of Marketing Science</i> , 2012, 40, 155-166.	11.2	4
45	Bayesian designs for hierarchical linear models. <i>Statistica Sinica</i> , 2012, 22, .	0.3	3
46	The Effect of Media Advertising on Brand Consideration and Choice. <i>Marketing Science</i> , 2011, 30, 74-91.	4.1	57
47	Bayesian Analysis of Hierarchical Effects. <i>Marketing Science</i> , 2011, 30, 123-133.	4.1	16
48	Dynamic Brand Satiation. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	0
49	A threshold model for respondent heterogeneity. <i>Marketing Letters</i> , 2011, 22, 133-146.	2.9	2
50	Testing Models of Strategic Behavior Characterized by Conditional Likelihoods. <i>Marketing Science</i> , 2011, 30, 686-701.	4.1	18
51	Multiple-Constraint Choice Models with Corner and Interior Solutions. <i>Marketing Science</i> , 2011, 30, 481-490.	4.1	58
52	Identifying Unmet Demand. <i>Marketing Science</i> , 2011, 30, 61-73.	4.1	25
53	A Model for Trade-Up and Change in Considered Brands. <i>Marketing Science</i> , 2010, 29, 40-56.	4.1	17
54	A Category-Level Model of Asymmetric Complements. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	3

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55	A Probit Model with Structured Covariance for Similarity Effects and Source of Volume Calculations. SSRN Electronic Journal, 2010, , .	0.4	6
56	Investigating the Strategic Influence of Customer and Employee Satisfaction on Firm Financial Performance. SSRN Electronic Journal, 2010, , .	0.4	0
57	Investigating the Strategic Influence of Customer and Employee Satisfaction on Firm Financial Performance. Marketing Science, 2010, 29, 895-908.	4.1	41
58	Statistical Bob " Contributions to Statistical Analysis in Marketing. , 2010, , 75-78.		0
59	Perspectives on Promotion and Database Marketing. , 2010, , .		1
60	Bayesian Applications in Marketing. SSRN Electronic Journal, 2009, , .	0.4	2
61	The Importance of Modeling Temporal Dependence of Timing and Quantity in Direct Marketing. Journal of Marketing Research, 2009, 46, 482-493.	4.8	20
62	Studying the level-effect in conjoint analysis: An application of efficient experimental designs for hyper-parameter estimation. Quantitative Marketing and Economics, 2009, 7, 69-93.	1.5	6
63	Non-normal simultaneous regression models for customer linkage analysis. Quantitative Marketing and Economics, 2008, 6, 257-277.	1.5	3
64	Sequential sampling models of choice: Some recent advances. Marketing Letters, 2008, 19, 255-267.	2.9	31
65	Teaching Bayesian Statistics to Marketing and Business Students. American Statistician, 2008, 62, 195-198.	1.6	8
66	An Integrated Model of Discrete Choice and Response Time. Journal of Marketing Research, 2008, 45, 593-607.	4.8	48
67	Teaching Bayesian Statistics to Marketing and Business Students. SSRN Electronic Journal, 2008, , .	0.4	0
68	Investigating Endogeneity Bias in Marketing. Marketing Science, 2007, 26, 642-650.	4.1	33
69	Design for Hyperparameter Estimation in Linear Models. Journal of Statistical Theory and Practice, 2007, 1, 311-328.	0.5	5
70	Choice Models in Marketing: Economic Assumptions, Challenges and Trends. Foundations and Trends in Marketing, 2007, 2, 97-184.	1.1	61
71	An Integrated Model of Discrete Choice and Response Time. SSRN Electronic Journal, 2007, , .	0.4	3
72	Product attributes and models of multiple discreteness. Journal of Econometrics, 2007, 138, 208-230.	6.5	44

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73	Product Attributes and Models of Multiple Discreteness. SSRN Electronic Journal, 2006, , .	0.4	2
74	Bayesian Essentials. Wiley Series in Probability and Statistics, 2006, , 9-47.	0.0	1
75	Unit-Level Models and Discrete Demand. Wiley Series in Probability and Statistics, 2006, , 103-128.	0.0	0
76	Hierarchical Models for Heterogeneous Units. Wiley Series in Probability and Statistics, 2006, , 129-158.	0.0	1
77	Model Choice and Decision Theory. Wiley Series in Probability and Statistics, 2006, , 159-184.	0.0	0
78	Models for Heterogeneous Variable Selection. Journal of Marketing Research, 2006, 43, 420-430.	4.8	51
79	Determinants of Trademark Dilution. Journal of Consumer Research, 2006, 33, 248-257.	5.1	50
80	Estimating Heterogeneous EBA and Economic Screening Rule Choice Models. Marketing Science, 2006, 25, 494-509.	4.1	69
81	Marketing Scienceâ€™ Growth and Evolution. Marketing Science, 2005, 24, 1-2.	4.1	25
82	Adjusting Choice Models to Better Predict Market Behavior. Marketing Letters, 2005, 16, 197-208.	2.9	64
83	Modeling Simultaneity in Survey Data. Quantitative Marketing and Economics, 2005, 3, 311-335.	1.5	14
84	Hierarchical Bayes Models: A Practitioners Guide. SSRN Electronic Journal, 2005, , .	0.4	35
85	A Choice Model with Conjunctive, Disjunctive, and Compensatory Screening Rules. Marketing Science, 2004, 23, 391-406.	4.1	355
86	A Choice Model for Packaged Goods: Dealing with Discrete Quantities and Quantity Discounts. Marketing Science, 2004, 23, 95-108.	4.1	71
87	When BDT in Marketing Meant Bayesian Decision Theory: The Influence of Paul Greenâ€™s Research. International Series in Quantitative Marketing, 2004, , 17-39.	0.5	1
88	Title is missing!. Quantitative Marketing and Economics, 2003, 1, 223-244.	1.5	59
89	Bayesian Analysis of Simultaneous Demand and Supply. Quantitative Marketing and Economics, 2003, 1, 251-275.	1.5	117
90	Reply to Comments on â€œBayesian Analysis of Simultaneous Demand and Supplyâ€•. Quantitative Marketing and Economics, 2003, 1, 299-304.	1.5	2

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91	A Bayesian Approach to Modeling Purchase Frequency. Marketing Letters, 2003, 14, 5-20.	2.9	33
92	Modeling Interdependent Consumer Preferences. Journal of Marketing Research, 2003, 40, 282-294.	4.8	209
93	Multivariate Analysis of Multiple Response Data. Journal of Marketing Research, 2003, 40, 321-334.	4.8	165
94	Bayesian Statistics and Marketing. Marketing Science, 2003, 22, 304-328.	4.1	532
95	Modeling Variation in Brand Preference: The Roles of Objective Environment and Motivating Conditions. Marketing Science, 2002, 21, 14-31.	4.1	91
96	Modeling Consumer Demand for Variety. Marketing Science, 2002, 21, 229-250.	4.1	339
97	Bayesian Statistics and Marketing. SSRN Electronic Journal, 2002, , .	0.4	303
98	Market Segmentation Research: Beyond Within and Across Group Differences. Marketing Letters, 2002, 13, 233-243.	2.9	29
99	Overcoming Scale Usage Heterogeneity. Journal of the American Statistical Association, 2001, 96, 20-31.	3.1	159
100	A Nonparametric Approach to Identifying Latent Relationships in Hierarchical Models. Marketing Science, 2000, 19, 149-162.	4.1	23
101	A Model for Observation, Structural, and Household Heterogeneity in Panel Data. Marketing Letters, 2000, 11, 137-149.	2.9	26
102	Statistics and Marketing. Journal of the American Statistical Association, 2000, 95, 635-638.	3.1	6
103	Statistics and Marketing. Journal of the American Statistical Association, 2000, 95, 635.	3.1	8
104	Measuring the Influence of Individual Preference Structures in Group Decision Making. Journal of Marketing Research, 1999, 36, 476-487.	4.8	66
105	A Dynamic Model of Purchase Timing with Application to Direct Marketing. Journal of the American Statistical Association, 1999, 94, 365-374.	3.1	123
106	Measuring the Influence of Individual Preference Structures in Group Decision Making. Journal of Marketing Research, 1999, 36, 476.	4.8	59
107	A Dynamic Model of Purchase Timing with Application to Direct Marketing. Journal of the American Statistical Association, 1999, 94, 365.	3.1	38
108	Marketing models of consumer heterogeneity. Journal of Econometrics, 1998, 89, 57-78.	6.5	532

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109	A Hierarchical Bayes Model of Primary and Secondary Demand. <i>Marketing Science</i> , 1998, 17, 29-44.	4.1	176
110	On the Heterogeneity of Demand. <i>Journal of Marketing Research</i> , 1998, 35, 384.	4.8	132
111	On the Heterogeneity of Demand. <i>Journal of Marketing Research</i> , 1998, 35, 384-389.	4.8	158
112	[Interactive Graphical Methods in the Analysis of Customer Panel Data]: Comment. <i>Journal of Business and Economic Statistics</i> , 1996, 14, 126.	2.9	0
113	Economic Trends and Being Trendy: The Influence of Consumer Confidence on Retail Fashion Sales. <i>Journal of Business and Economic Statistics</i> , 1996, 14, 103.	2.9	8
114	Economic Trends and Being Trendy: The Influence of Consumer Confidence on Retail Fashion Sales. <i>Journal of Business and Economic Statistics</i> , 1996, 14, 103-111.	2.9	33
115	The Value of Purchase History Data in Target Marketing. <i>Marketing Science</i> , 1996, 15, 321-340.	4.1	634
116	Incorporating Prior Knowledge into the Analysis of Conjoint Studies. <i>Journal of Marketing Research</i> , 1995, 32, 152-162.	4.8	145
117	Using Extremes to Design Products and Segment Markets. <i>Journal of Marketing Research</i> , 1995, 32, 392-403.	4.8	192
118	Reassessing Brand Loyalty, Price Sensitivity, and Merchandising Effects on Consumer Brand Choice. <i>Journal of Business and Economic Statistics</i> , 1995, 13, 281-289.	2.9	62
119	Using Extremes to Design Products and Segment Markets. <i>Journal of Marketing Research</i> , 1995, 32, 392.	4.8	129
120	Incorporating Prior Knowledge into the Analysis of Conjoint Studies. <i>Journal of Marketing Research</i> , 1995, 32, 152.	4.8	133
121	Reassessing Brand Loyalty, Price Sensitivity, and Merchandising Effects on Consumer Brand Choice. <i>Journal of Business and Economic Statistics</i> , 1995, 13, 281.	2.9	37
122	The effects of in-store displays and feature advertising on consideration sets. <i>International Journal of Research in Marketing</i> , 1995, 12, 67-80.	4.2	135
123	Hierarchical Modelling of Consumer Heterogeneity: An Application to Target Marketing. <i>Lecture Notes in Statistics</i> , 1995, , 323-349.	0.2	7
124	A research agenda for making scanner data more useful to managers. <i>Marketing Letters</i> , 1994, 5, 395-411.	2.9	17
125	Modeling Household Purchase Behavior with Logistic Normal Regression. <i>Journal of the American Statistical Association</i> , 1994, 89, 1218-1231.	3.1	161
126	Modeling Household Purchase Behavior with Logistic Normal Regression. <i>Journal of the American Statistical Association</i> , 1994, 89, 1218.	3.1	48

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127	A marginal-predictive approach to identifying household parameters. Marketing Letters, 1993, 4, 227-239.	2.9	5
128	A Bayesian Approach to Estimating Household Parameters. Journal of Marketing Research, 1993, 30, 171.	4.8	78
129	A Bayesian Approach to Estimating Household Parameters. Journal of Marketing Research, 1993, 30, 171-182.	4.8	141
130	There Is No Aggregation Bias: Why Macro Logit Models Work. Journal of Business and Economic Statistics, 1991, 9, 1.	2.9	7
131	Quality Perceptions and Asymmetric Switching Between Brands. Marketing Science, 1991, 10, 185-204.	4.1	252
132	There Is No Aggregation Bias: Why Macro Logit Models Work. Journal of Business and Economic Statistics, 1991, 9, 1-14.	2.9	53
133	Hypothesis Testing with Scanner Data: The Advantage of Bayesian Methods. Journal of Marketing Research, 1990, 27, 379-389.	4.8	39
134	Hypothesis Testing with Scanner Data: The Advantage of Bayesian Methods. Journal of Marketing Research, 1990, 27, 379.	4.8	30
135	Cross-Validation, the Bayes Theorem, and Small-Sample Bias. Journal of Business and Economic Statistics, 1990, 8, 171-178.	2.9	11
136	Cross-Validation, the Bayes Theorem, and Small-Sample Bias. Journal of Business and Economic Statistics, 1990, 8, 171.	2.9	9
137	A Unified Approach to Identifying, Estimating and Testing Demand Structures with Aggregate Scanner Data. Marketing Science, 1989, 8, 265-280.	4.1	91
138	A new theory of direct market testing. Journal of Direct Marketing, 1987, 1, 24-37.	0.2	5
139	The Effect of Media Advertising on Brand Consideration and Choice. SSRN Electronic Journal, 0, , .	0.4	3
140	Do We Halo or Form? A Bayesian Mixture Model for Customer Satisfaction Data. SSRN Electronic Journal, 0, , .	0.4	2
141	Multiple Constraint Choice Models with Corner and Interior Solutions. SSRN Electronic Journal, 0, , .	0.4	8
142	Identifying Unmet Demand. SSRN Electronic Journal, 0, , .	0.4	1
143	Latent Topic Modeling of Consumer Reviews: Linking Text Evaluations to Customer Satisfaction and Brands. SSRN Electronic Journal, 0, , .	0.4	0
144	Monetizing Ratings Data for Product Research. SSRN Electronic Journal, 0, , .	0.4	0

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145	Optimal Product Design by Sequential Experiments in High Dimensions. SSRN Electronic Journal, 0, , .	0.4	1
146	A Model for Mixed Decision Variables: Modeling Subscription versus Ownership of Consumer Goods. SSRN Electronic Journal, 0, , .	0.4	0
147	Inference for Product Competition and Separable Demand. SSRN Electronic Journal, 0, , .	0.4	1
148	Examining the No-Choice Option in Conjoint Analysis. SSRN Electronic Journal, 0, , .	0.4	1
149	A Model for Trade-Up and Change in Considered Brands. SSRN Electronic Journal, 0, , .	0.4	1
150	A Direct Utility Model for Market Basket Data. SSRN Electronic Journal, 0, , .	0.4	4
151	Testing Models of Strategic Behavior Characterized by Conditional Likelihoods. SSRN Electronic Journal, 0, , .	0.4	1
152	Choice Models for Budgeted Demand and Constrained Allocation. SSRN Electronic Journal, 0, , .	0.4	5
153	Choice Models with Fixed Costs. SSRN Electronic Journal, 0, , .	0.4	5
154	Structural Models of Complementary Choices. SSRN Electronic Journal, 0, , .	0.4	5
155	Explaining Preference Heterogeneity with Mixed Membership Modeling. SSRN Electronic Journal, 0, , .	0.4	1
156	Volumetric Conjoint Analysis. SSRN Electronic Journal, 0, , .	0.4	4
157	A Bayesian Approach to Customer Scoring in Direct Marketing. SSRN Electronic Journal, 0, , .	0.4	2
158	Investigating Endogeneity Bias in Marketing. SSRN Electronic Journal, 0, , .	0.4	2
159	Non-Normal Simultaneous Regression Models for Customer Linkage Analysis. SSRN Electronic Journal, 0, , .	0.4	2
160	Intermediate Media Effects. SSRN Electronic Journal, 0, , .	0.4	0
161	Efficient Experimental Designs for Hyperparameter Estimation: Learning When Effect-Sizes are Large. SSRN Electronic Journal, 0, , .	0.4	0
162	Bayesian Designs for Hierarchical Linear Models. SSRN Electronic Journal, 0, , .	0.4	1

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163	A Threshold Model for Respondent Heterogeneity. SSRN Electronic Journal, 0, , .	0.4	0
164	Modeling Indivisible Demand. SSRN Electronic Journal, 0, , .	0.4	5
165	The Dimensionality of Customer Satisfaction Survey Responses and Implications for Driver Analysis. SSRN Electronic Journal, 0, , .	0.4	0
166	Economic Models of Choice. SSRN Electronic Journal, 0, , .	0.4	0
167	Bayesian Analysis of Heterogeneous Mediation. SSRN Electronic Journal, 0, , .	0.4	1
168	A Direct Utility Model for Economies of Scope and Access. SSRN Electronic Journal, 0, , .	0.4	2
169	Conjunctive Screening in Models of Multiple Discreteness. SSRN Electronic Journal, 0, , .	0.4	3
170	An Integrative Model for Complex Conjoint Analysis. SSRN Electronic Journal, 0, , .	0.4	0