

Wedad Elmaghraby

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4553927/publications.pdf>

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15
papers

1,762
citations

933447

10
h-index

1125743

13
g-index

15
all docs

15
docs citations

15
times ranked

1452
citing authors

#	ARTICLE	IF	CITATIONS
1	Dynamic Pricing in the Presence of Inventory Considerations: Research Overview, Current Practices, and Future Directions. <i>Management Science</i> , 2003, 49, 1287-1309.	4.1	1,300
2	Designing Optimal Preannounced Markdowns in the Presence of Rational Customers with Multiunit Demands. <i>Manufacturing and Service Operations Management</i> , 2008, 10, 126-148.	3.7	182
3	Bidding strategies and their impact on revenues in combinatorial auctions. <i>Journal of Revenue and Pricing Management</i> , 2005, 3, 337-357.	1.1	56
4	The Importance of Ordering in Sequential Auctions. <i>Management Science</i> , 2003, 49, 673-682.	4.1	53
5	Will More Purchasing Options Benefit Customers?. <i>Production and Operations Management</i> , 2009, 18, 381-401.	3.8	47
6	Managing Market Thickness in Online Business-to-Business Markets. <i>Management Science</i> , 2020, 66, 5783-5822.	4.1	33
7	The Effect of Asymmetric Bidder Size on an Auction's Performance: Are More Bidders Always Better?. <i>Management Science</i> , 2005, 51, 1763-1776.	4.1	26
8	Sales Force Behavior, Pricing Information, and Pricing Decisions. <i>Manufacturing and Service Operations Management</i> , 2015, 17, 495-510.	3.7	19
9	Relief aid stocking decisions under bilateral agency cooperation. <i>Socio-Economic Planning Sciences</i> , 2019, 67, 147-165.	5.0	18
10	Pricing and Efficiency in "Lumpy" Energy Markets. <i>Electricity Journal</i> , 2004, 17, 54-64.	2.5	15
11	Why do suppliers choose wholesale price contracts? End-of-season payments disincentivize retailer marketing effort. <i>Journal of the Academy of Marketing Science</i> , 2018, 46, 212-233.	11.2	6
12	An exploratory analysis of B2B price changes. <i>Journal of Revenue and Pricing Management</i> , 2012, 11, 607-624.	1.1	5
13	Reference Prices and Bidder Heterogeneity in Secondary Market Online B2B Auctions. <i>Proceedings - Academy of Management</i> , 2013, 2013, 12618.	0.1	2
14	Conference Review: INFORMS Practice Conference, April 2005, Palm Springs, CA. <i>Journal of Revenue and Pricing Management</i> , 2005, 4, 312-313.	1.1	0
15	On Examining The Influence of Marquee Sellers in B2B Secondary Market Platforms for IT Products. <i>Proceedings - Academy of Management</i> , 2021, 2021, 15281.	0.1	0