

Wedad Elmaghraby

List of Publications by Year in descending order

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