

# Brian Mittendorf

## List of Publications by Year in descending order

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65  
papers

2,436  
citations

257101

24  
h-index

243296

44  
g-index

65  
all docs

65  
docs citations

65  
times ranked

1220  
citing authors

#	ARTICLE	IF	CITATIONS
1	In Defense of Limited Manufacturing Cost Control: Disciplining Acquisition of Private Information by Suppliers. <i>Accounting Review</i> , 2022, 97, 29-49.	1.7	1
2	Information Disclosure Policy and Its Implications: Ratcheting in Supply Chains. <i>Journal of Marketing Research</i> , 2022, 59, 290-305.	3.0	1
3	The Impact of Uniform Pricing Regulations on Incentives to Generate and Disclose Accounting Information. <i>Management Science</i> , 2021, 67, 1975-1992.	2.4	8
4	Incentive Provision in Light of Expertise and Operational Involvement of Angel Investors. <i>Production and Operations Management</i> , 2021, 30, 2890.	2.1	3
5	Beyond Profits: The Rise of Dual-Purpose Organizations and Its Consequences for Disclosure. <i>Accounting Review</i> , 2019, 94, 25-43.	1.7	31
6	Public Disclosures in the Presence of Suppliers and Competitors. <i>Contemporary Accounting Research</i> , 2019, 36, 758-772.	1.5	13
7	Bricks-and-Mortar Entry by Online Retailers in the Presence of Consumer Sales Taxes. <i>Management Science</i> , 2018, 64, 5220-5233.	2.4	29
8	In Defense of Limited Manufacturing Cost Control: Disciplining Acquisition of Private Information by Suppliers. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	0
9	Endogenous timing when a vertically integrated producer supplies a rival. <i>Journal of Regulatory Economics</i> , 2018, 54, 105-123.	0.8	8
10	The Effects of Joint Cost Allocation on Intra-Firm Trade: A Comparison of Insulating and Non-Insulating Approaches. <i>Journal of Management Accounting Research</i> , 2017, 29, 1-10.	0.8	2
11	Donor Reliance on Accounting and its Consequences for the Charitable Distribution Channel. <i>Production and Operations Management</i> , 2016, 25, 1319-1331.	2.1	15
12	On the synergy between disclosure and investment beauty contests. <i>Journal of Accounting and Economics</i> , 2016, 61, 255-273.	1.7	22
13	Forward contracting and incentives for disclosure. <i>Review of Accounting Studies</i> , 2015, 20, 1093-1121.	3.1	11
14	Supply Chain Consequences of Subsidies for Corporate Social Responsibility. <i>Production and Operations Management</i> , 2015, 24, 1346-1357.	2.1	93
15	Career concerns and accounting performance measures in nonprofit organizations. <i>Accounting, Organizations and Society</i> , 2015, 40, 1-12.	1.4	21
16	Decentralized Procurement in Light of Strategic Inventories. <i>Management Science</i> , 2015, 61, 578-585.	2.4	59
17	The middleman as a panacea for supply chain coordination problems. <i>European Journal of Operational Research</i> , 2015, 240, 393-400.	3.5	34
18	Revisiting the Make-or-Buy Decision: Conveying Information by Outsourcing to Rivals. <i>Accounting Review</i> , 2014, 89, 61-78.	1.7	14

#	ARTICLE	IF	CITATIONS
19	Manufacturer marketing initiatives and retailer information sharing. Quantitative Marketing and Economics, 2013, 11, 263-287.	0.7	61
20	Discretionary disclosure in the presence of dual distribution channels. Journal of Accounting and Economics, 2013, 55, 168-182.	1.7	47
21	The Changing Face of Distribution Channels: Partial Forward Integration and Strategic Investments. Production and Operations Management, 2013, 22, 1077-1088.	2.1	43
22	Compliance with Segment Disclosure Initiatives: Implications for the Short and Long Run. Managerial and Decision Economics, 2013, 34, 488-501.	1.3	6
23	Managing Strategic Inventories via Manufacturer-to-Consumer Rebates. Management Science, 2013, 59, 813-818.	2.4	77
24	Supply Chains and Segment Profitability: How Input Pricing Creates a Latent Cross-Segment Subsidy. Accounting Review, 2011, 86, 805-824.	1.7	23
25	Disclosure standards for vertical contracts. RAND Journal of Economics, 2011, 42, 595-617.	1.3	40
26	Board Independence, Executive Pay, and the Adoption of Pet Projects*. Contemporary Accounting Research, 2011, 28, 1467-1483.	1.5	27
27	The Benefits of Aggregate Performance Metrics in the Presence of Career Concerns. Management Science, 2011, 57, 1424-1437.	2.4	38
28	The interaction between corporate tax structure and disclosure policy. Annals of Finance, 2011, 7, 511-527.	0.3	1
29	The Effect of Earnings-Based Metrics on Vertical Efficiency. Production and Operations Management, 2010, 19, 406-417.	2.1	3
30	Input Markets and the Strategic Organization of the Firm. Foundations and Trends in Accounting, 2010, 5, 1-97.	2.7	24
31	The role of audit thresholds in the misreporting of private information. Review of Accounting Studies, 2010, 15, 243-263.	3.1	18
32	INPUT PRICE DISCRIMINATION WHEN BUYERS OPERATE IN MULTIPLE MARKETS<sup>*</sup>. Journal of Industrial Economics, 2010, 58, 846-867.	0.6	40
33	Endogenous Accounting Bias when Decision Making and Control Interact<sup>*</sup>. Contemporary Accounting Research, 2010, 27, 1063-1091.	1.5	22
34	Discretionary Disclosure of Proprietary Information in a Multisegment Firm. Management Science, 2010, 56, 645-658.	2.4	58
35	<scp>Pricing Internal Trade to Get a Leg up on External Rivals</scp>. Journal of Economics and Management Strategy, 2008, 17, 709-731.	0.4	33
36	Outsourcing, vertical integration, and price vs. quantity competition. International Journal of Industrial Organization, 2008, 26, 1-16.	0.6	145

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37	The Make-or-Buy Decision in the Presence of a Rival: Strategic Outsourcing to a Common Supplier. <i>Management Science</i> , 2008, 54, 1747-1758.	2.4	131
38	Friction in Related-Party Trade When a Rival Is Also a Customer. <i>Management Science</i> , 2008, 54, 1850-1860.	2.4	73
39	The Bright Side of Supplier Encroachment. <i>Marketing Science</i> , 2007, 26, 651-659.	2.7	502
40	The interaction among disclosure, competition between firms, and analyst following. <i>Journal of Accounting and Economics</i> , 2007, 43, 321-339.	1.7	90
41	Interacting Supply Chain Distortions: The Pricing of Internal Transfers and External Procurement. <i>Accounting Review</i> , 2007, 82, 551-580.	1.7	43
42	Aligning Incentives by Capping Bonuses. , 2007, , 169-182.		6
43	Benefits of Channel Discord in the Sale of Durable Goods. <i>Marketing Science</i> , 2006, 25, 91-96.	2.7	72
44	Project Assignments When Budget Padding Taints Resource Allocation. <i>Management Science</i> , 2006, 52, 1345-1358.	2.4	8
45	On the Role of Receivables in Managing Salesforce Incentives. <i>European Accounting Review</i> , 2006, 15, 311-324.	2.1	2
46	Taxes and the Efficiency-Rent Extraction Trade-off. <i>Journal of Public Economic Theory</i> , 2006, 8, 741-760.	0.6	5
47	Enhancing Vertical Efficiency Through Horizontal Licensing. <i>Journal of Regulatory Economics</i> , 2006, 29, 333-342.	0.8	34
48	Incentives and the role of flexible production in facilitating information exchange. <i>Journal of Engineering and Technology Management - JET-M</i> , 2006, 23, 100-113.	1.4	1
49	Hierarchical reporting, aggregation, and information cascades. <i>Managerial and Decision Economics</i> , 2006, 27, 355-362.	1.3	14
50	Using Optional Job Rotation Programs to Gauge On-the-Job Learning. <i>Journal of Institutional and Theoretical Economics</i> , 2006, 162, 505.	0.1	7
51	Discussion of "Accounting Discretion and Managerial Conservatism: An Intertemporal Analysis". <i>Contemporary Accounting Research</i> , 2006, 23, 1043-1050.	1.5	0
52	Capital Budgeting when Managers Value both Honesty and Perquisites. <i>Journal of Management Accounting Research</i> , 2006, 18, 77-95.	0.8	61
53	The Role of Biased Earnings Guidance in Creating a Healthy Tension between Managers and Analysts. <i>Accounting Review</i> , 2005, 80, 1193-1209.	1.7	35
54	On the Use of Customized versus Standardized Performance Measures. <i>Journal of Management Accounting Research</i> , 2005, 17, 7-21.	0.8	19

#	ARTICLE	IF	CITATIONS
55	Offering stock options to gauge managerial talent. <i>Journal of Accounting and Economics</i> , 2005, 40, 189-210.	1.7	76
56	Using disclosure to influence herd behavior and alter competition. <i>Journal of Accounting and Economics</i> , 2005, 40, 231-246.	1.7	42
57	Make-or-buy in the presence of uncertainty and private information. <i>Journal of Accounting Education</i> , 2005, 23, 189-203.	0.9	6
58	Unintended consequences of regulating disclosures: The case of Regulation Fair Disclosure. <i>Journal of Accounting and Public Policy</i> , 2005, 24, 243-252.	1.1	60
59	Using Job Rotation to Extract Employee Information. <i>Journal of Law, Economics, and Organization</i> , 2004, 20, 400-414.	0.8	35
60	Information Revelation, Incentives, and the Value of a Real Option. <i>Management Science</i> , 2004, 50, 1638-1645.	2.4	17
61	The Disciplining Role of Accounting in the Long-Run. <i>Review of Accounting Studies</i> , 2004, 9, 399-417.	3.1	17
62	Purchasing sleeping patents to curtail budget padding. <i>Economics Letters</i> , 2004, 82, 221-226.	0.9	1
63	Benefits of a slanted view: a discussion of "disclosure bias". <i>Journal of Accounting and Economics</i> , 2004, 38, 251-262.	1.7	1
64	Reconciling Financial Information at Varied Levels of Aggregation*. <i>Contemporary Accounting Research</i> , 2004, 21, 303-324.	1.5	7
65	Donor Reliance on Accounting and its Consequences for the Charitable Distribution Channel. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0