Chrysanthos Dellarocas

List of Publications by Year
in descending order

40 papers	8,701 citations	257101 24 h-index	414034 32 g-index
40 all docs	40 docs citations	40 times ranked	4841 citing authors

#	Article	IF	Citations
1	The Digitization of Word of Mouth: Promise and Challenges of Online Feedback Mechanisms. Management Science, 2003, 49, 1407-1424.	2.4	2,400
2	Exploring the value of online product reviews in forecasting sales: The case of motion pictures. Journal of Interactive Marketing, 2007, 21, 23-45.	4.3	1,171
3	Introduction to the Special Issueâ€"Social Media and Business Transformation: A Framework for Research. Information Systems Research, 2013, 24, 3-13.	2.2	621
4	Strategic Manipulation of Internet Opinion Forums: Implications for Consumers and Firms. Management Science, 2006, 52, 1577-1593.	2.4	596
5	Tools for Inventing Organizations: Toward a Handbook of Organizational Processes. Management Science, 1999, 45, 425-443.	2.4	504
6	The Firm's Management of Social Interactions. Marketing Letters, 2005, 16, 415-428.	1.9	469
7	Immunizing online reputation reporting systems against unfair ratings and discriminatory behavior. , 2000, , .		431
8	The Sound of Silence in Online Feedback: Estimating Trading Risks in the Presence of Reporting Bias. Management Science, 2008, 54, 460-476.	2.4	343
9	Are Consumers More Likely to Contribute Online Reviews for Hit or Niche Products?. Journal of Management Information Systems, 2010, 27, 127-158.	2.1	251
10	Reputation Mechanism Design in Online Trading Environments with Pure Moral Hazard. Information Systems Research, 2005, 16, 209-230.	2.2	219
11	The collective intelligence genome. IEEE Engineering Management Review, 2010, 38, 38-52.	1.0	169
12	A Knowledge-based Approach to Handling Exceptions in Workflow Systems. Computer Supported Cooperative Work, 2000, 9, 399-412.	1.9	148
13	A Statistical Measure of a Populationâ€™s Propensity to Engage in Post-Purchase Online Word-of-Mouth. Statistical Science, 2006, 21, 277.	1.6	148
14	The Impact of Online Product Reviews on Product Returns. Information Systems Research, 2018, 29, 723-738.	2.2	137
15	Analyzing the economic efficiency of eBay-like online reputation reporting mechanisms. , 2001, , .		117
16	Credit Scoring with Social Network Data. Marketing Science, 2016, 35, 234-258.	2.7	95
17	Media, Aggregators, and the Link Economy: Strategic Hyperlink Formation in Content Networks. Management Science, 2013, 59, 2360-2379.	2.4	88
18	How Often Should Reputation Mechanisms Update a Trader's Reputation Profile?. Information Systems Research, 2006, 17, 271-285.	2.2	76

#	Article	IF	Citations
19	Title is missing!. Autonomous Agents and Multi-Agent Systems, 2003, 7, 179-189.	1.3	71
20	Cooperation Without Enforcement? A Comparative Analysis of Litigation and Online Reputation as Quality Assurance Mechanisms. Management Science, 2011, 57, 1944-1962.	2.4	71
21	Destination Social Business: Exploring an Organization's Journey with Social Media, Collaborative Community and Expressive Individuality. Journal of Interactive Marketing, 2013, 27, 299-310.	4.3	71
22	Money models for MOOCs. Communications of the ACM, 2013, 56, 25-28.	3.3	71
23	Chapter 13 Reputation Mechanisms. Handbooks in Information Systems, 2006, , 629-660.	0.5	71
24	Double Marginalization in Performance-Based Advertising: Implications and Solutions. Management Science, 2012, 58, 1178-1195.	2.4	63
25	Introduction to the Special Issue on Adaptive Workflow Systems. Computer Supported Cooperative Work, 2000, 9, 265-267.	1.9	44
26	An exception-handling architecture for open electronic marketplaces of contract net software agents. , 2000, , .		32
27	Attention Allocation in Information-Rich Environments: The Case of News Aggregators. Management Science, 2016, 62, 2543-2562.	2.4	30
28	Designing reputation mechanisms. , 2006, , 446-482.		29
29	Goodwill Hunting: An Economically Efficient Online Feedback Mechanism for Environments with Variable Product Quality. Lecture Notes in Computer Science, 2002, , 238-252.	1.0	29
30	An experimental evaluation of domain-independent fault handling services in open multi-agent systems. , 0, , .		27
31	Vertically Differentiated Simultaneous Vickrey Auctions: Theory and Experimental Evidence. Management Science, 2010, 56, 1074-1092.	2.4	27
32	A knowledge-based approach for handling exceptions in business processes. Information Technology and Management, 2000, 1, 155-169.	1.4	24
33	Interacting User-Generated Content Technologies: How Questions and Answers Affect Consumer Reviews. Journal of Marketing Research, 2021, 58, 742-761.	3.0	13
34	The SYNTHESIS environment for component-based software development. , 0, , .		12
35	Toward a design handbook for integrating software components. , 0, , .		9
36	A Knowledge-Based Approach for Designing Robust Business Processes. Lecture Notes in Computer Science, 2000, , 50-65.	1.0	8

#	ARTICLE	IF	CITATIONS
37	Towards adaptive workflow systems. ACM SIGGROUP Bulletin, 1999, 20, 54-56.	0.4	6
38	Algorithms for search trees on message passing architectures. IEEE Transactions on Parallel and Distributed Systems, 1996, 7, 97-108.	4.0	5
39	Interacting User Generated Content Technologies. , 2017, , .		3
40	Uncovering Characteristic Response Paths of a Population. INFORMS Journal on Computing, 2022, 34, 1661-1680.	1.0	2