

# Elena Katok

## List of Publications by Year in descending order

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Version: 2024-02-01

50  
papers

4,350  
citations

185998

28  
h-index

233125

45  
g-index

56  
all docs

56  
docs citations

56  
times ranked

2270  
citing authors

#	ARTICLE	IF	CITATIONS
1	How Effective Are Electronic Reputation Mechanisms? An Experimental Investigation. <i>Management Science</i> , 2004, 50, 1587-1602.	2.4	549
2	Dictator game giving: Rules of fairness versus acts of kindness. <i>International Journal of Game Theory</i> , 1998, 27, 269-299.	0.5	362
3	Learning by Doing in the Newsvendor Problem: A Laboratory Investigation of the Role of Experience and Feedback. <i>Manufacturing and Service Operations Management</i> , 2008, 10, 519-538.	2.3	356
4	Cooperation among strangers with limited information about reputation. <i>Journal of Public Economics</i> , 2005, 89, 1457-1468.	2.2	245
5	Contracting in Supply Chains: A Laboratory Investigation. <i>Management Science</i> , 2009, 55, 1953-1968.	2.4	216
6	Fairness in supply chain contracts: A laboratory study. <i>Journal of Operations Management</i> , 2013, 31, 129-137.	3.3	212
7	An experimental test for gender differences in beneficent behavior. <i>Economics Letters</i> , 1995, 48, 287-292.	0.9	211
8	Designing Buyback Contracts for Irrational But Predictable Newsvendors. <i>Management Science</i> , 2013, 59, 1800-1816.	2.4	181
9	Learning, communication, and the bullwhip effect. <i>Journal of Operations Management</i> , 2006, 24, 839-850.	3.3	159
10	Order Stability in Supply Chains: Coordination Risk and the Role of Coordination Stock. <i>Production and Operations Management</i> , 2014, 23, 176-196.	2.1	159
11	Regret and Feedback Information in First-Price Sealed-Bid Auctions. <i>Management Science</i> , 2008, 54, 808-819.	2.4	148
12	Wholesale Pricing under Mild and Privately Known Concerns for Fairness. <i>Production and Operations Management</i> , 2014, 23, 285-302.	2.1	133
13	A Comparison of Buyer-Determined and Price-Based Multiattribute Mechanisms. <i>Marketing Science</i> , 2007, 26, 629-641.	2.7	106
14	Regret in auctions: theory and evidence. <i>Economic Theory</i> , 2007, 33, 81-101.	0.5	101
15	An experimental test of the crowding out hypothesis: The nature of beneficent behavior. <i>Journal of Economic Behavior and Organization</i> , 1998, 37, 315-331.	1.0	100
16	Push, Pull, or Both? A Behavioral Study of How the Allocation of Inventory Risk Affects Channel Efficiency. <i>Management Science</i> , 2014, 60, 2666-2683.	2.4	94
17	Inventory Service-Level Agreements as Coordination Mechanisms: The Effect of Review Periods. <i>Manufacturing and Service Operations Management</i> , 2008, 10, 609-624.	2.3	75
18	Time is money: The effect of clock speed on seller's revenue in Dutch auctions. <i>Experimental Economics</i> , 2008, 11, 344-357.	1.0	67

#	ARTICLE	IF	CITATIONS
19	Increasing Revenue by Decreasing Information in Procurement Auctions. <i>Production and Operations Management</i> , 2013, 22, 19-35.	2.1	66
20	E-sourcing in Procurement: Theory and Behavior in Reverse Auctions with Noncompetitive Contracts. <i>Management Science</i> , 2006, 52, 581-596.	2.4	59
21	Auctions of Homogeneous Goods with Increasing Returns: Experimental Comparison of Alternative Dutch Auctions. <i>Management Science</i> , 2004, 50, 1044-1063.	2.4	56
22	The Effect of Timing on Jump Bidding in Ascending Auctions. <i>Production and Operations Management</i> , 2007, 16, 483-494.	2.1	51
23	Lot Sizing in General Assembly Systems with Setup Costs, Setup Times, and Multiple Constrained Resources. <i>Management Science</i> , 1998, 44, 859-877.	2.4	49
24	A Direct Test of Risk Aversion and Regret in First Price Sealed-Bid Auctions. <i>Decision Analysis</i> , 2009, 6, 75-86.	1.2	47
25	Do Auctioneers Pick Optimal Reserve Prices?. <i>Management Science</i> , 2011, 57, 177-192.	2.4	46
26	When Does It Pay to Delay Supplier Qualification? Theory and Experiments. <i>Management Science</i> , 2012, 58, 2057-2075.	2.4	43
27	Trust among Internet Traders. <i>Analyse Und Kritik</i> , 2004, 26, 185-202.	0.2	39
28	Collusion in Dynamic Buyer-Determined Reverse Auctions. <i>Management Science</i> , 2016, 62, 518-533.	2.4	39
29	Fairness and Coordination Failures in Supply Chain Contracts. <i>SSRN Electronic Journal</i> , 0, , .	0.4	33
30	A Laboratory Investigation of Rank Feedback in Procurement Auctions. <i>Manufacturing and Service Operations Management</i> , 2012, 14, 128-144.	2.3	31
31	Implementation by Iterative Dominance and Backward Induction: An Experimental Comparison. <i>Journal of Economic Theory</i> , 2002, 104, 89-103.	0.5	30
32	Should Sellers Prefer Auctions? A Laboratory Comparison of Auctions and Sequential Mechanisms. <i>Management Science</i> , 2014, 60, 990-1008.	2.4	30
33	Reinterpreting Arbitration's Narcotic Effect: An Experimental Study of Learning in Repeated Bargaining. <i>Games and Economic Behavior</i> , 1998, 25, 1-33.	0.4	29
34	Optimal Contract Under Asymmetric Information About Fairness. <i>Manufacturing and Service Operations Management</i> , 2022, 24, 305-314.	2.3	22
35	How strategy sensitive are contributions?. <i>Economic Theory</i> , 2000, 15, 367-387.	0.5	21
36	Trust in Procurement Interactions. <i>Management Science</i> , 2019, 65, 5110-5127.	2.4	20

#	ARTICLE	IF	CITATIONS
37	Why Genius Leads to Adversity: Experimental Evidence on the Reputational Effects of Task Difficulty Choices. <i>Management Science</i> , 2011, 57, 1042-1054.	2.4	18
38	Split-Award Auctions: Insights from Theory and Experiments. <i>Management Science</i> , 2019, 65, 71-89.	2.4	17
39	Relationship-specific investment and hold-up problems in supply chains: theory and experiments. <i>Business Research</i> , 2019, 12, 45-74.	4.0	15
40	Bargaining Process and Channel Efficiency. <i>Management Science</i> , 2020, 66, 2845-2860.	2.4	15
41	Cry Wolf or Equivocate? Credible Forecast Guidance in a Cost-Loss Game. <i>Management Science</i> , 2018, 64, 1440-1457.	2.4	13
42	Centralized or Decentralized Transfer Prices: A Behavioral Approach for Improving Supply Chain Coordination. <i>Manufacturing and Service Operations Management</i> , 2022, 24, 143-158.	2.3	10
43	Jeppesen Uses a Dynamic-Programming-Based DSS to Manage Inventory. <i>Interfaces</i> , 2001, 31, 54-65.	1.6	9
44	Improving Performance and Flexibility at Jeppesen: The World's Leading Aviation-Information Company. <i>Interfaces</i> , 2001, 31, 7-29.	1.6	9
45	Honoring Michael H. Rothkopf's Legacy of Rigor and Relevance in Auction Theory: From the Editors. <i>Decision Analysis</i> , 2010, 7, 1-4.	1.2	6
46	Call for Papers"Management Science Special Issue on the Human-Algorithm Connection. <i>Management Science</i> , 2022, 68, 7-8.	2.4	2
47	"Now or Later" When to Deploy Qualification Screening in Open-Bid Auction for Re-Sourcing. <i>Operations Research</i> , 2021, 69, 1715-1733.	1.2	1
48	Technical note: Sufficient operational statistics. <i>Production and Operations Management</i> , 0, , .	2.1	1
49	Call for Papers for a Special Issue of <i>Production and Operations Management</i>: Behavioral Mechanism Design for Operations Management. <i>Production and Operations Management</i> , 2010, 19, 785-785.	2.1	0
50	Incentivizing suppliers using scorecard: A behavioral study. <i>Journal of the Operational Research Society</i> , 0, , 1-22.	2.1	0