

Peter Popkowski Leszczyc

List of Publications by Year in descending order

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46
papers

1,450
citations

394421

19
h-index

345221

36
g-index

47
all docs

47
docs citations

47
times ranked

982
citing authors

#	ARTICLE	IF	CITATIONS
1	The effect of weather on consumer spending. Journal of Retailing and Consumer Services, 2010, 17, 512-520.	9.4	173
2	The effect of multi-purpose shopping on pricing and location strategy for grocery stores. Journal of Retailing, 2004, 80, 85-99.	6.2	143
3	Consumer store choice dynamics: an analysis of the competitive market structure for grocery stores. Journal of Retailing, 2000, 76, 323-345.	6.2	129
4	Market share response and competitive interaction: The impact of temporary, evolving and structural changes in prices. International Journal of Research in Marketing, 2000, 17, 281-305.	4.2	80
5	Store-Switching Behavior. Marketing Letters, 1997, 8, 193-204.	2.9	76
6	Charitable Motives and Bidding in Charity Auctions. Management Science, 2010, 56, 399-413.	4.1	67
7	Why is Price Dispersion Higher Online than Offline? The Impact of Retailer Type and Shopping Risk on Price Dispersion. Journal of Retailing, 2018, 94, 136-153.	6.2	61
8	Experimental choice analysis of shopping strategies. Journal of Retailing, 2001, 77, 493-509.	6.2	54
9	Empirical Testing of the Reference-Price Effect of Buy-Now Prices in Internet Auctions. Journal of Retailing, 2009, 85, 211-221.	6.2	51
10	Bidder motives in cause-related auctions. International Journal of Research in Marketing, 2009, 26, 324-331.	4.2	47
11	An empirical analysis of national and local advertising effect on price elasticity. Marketing Letters, 1990, 1, 149-160.	2.9	44
12	To Bundle or Not to Bundle: Determinants of the Profitability of Multi-Item Auctions. Journal of Marketing, 2010, 74, 110-124.	11.3	42
13	The Impact of Online Auction Duration. Decision Analysis, 2010, 7, 99-106.	2.1	41
14	Economics, Psychology, and Social Dynamics of Consumer Bidding in Auctions. Marketing Letters, 2005, 16, 401-413.	2.9	40
15	Competition between auctions. Marketing Letters, 2008, 19, 431-448.	2.9	40
16	Search and Choice in Online Consumer Auctions. Marketing Science, 2010, 29, 1152-1164.	4.1	39
17	An optimization approach to business buyer choice sets: How many suppliers should be included?. Industrial Marketing Management, 2005, 34, 3-12.	6.7	37
18	Beyond Posted Prices: the Past, Present, and Future of Participative Pricing Mechanisms. Customer Needs and Solutions, 2018, 5, 121-136.	0.8	34

#	ARTICLE	IF	CITATIONS
19	Unconditional and conditional competing risk models of activity duration and activity sequencing decisions: An empirical comparison. <i>Journal of Geographical Systems</i> , 2002, 4, 157-170.	3.1	33
20	Why more can be less: An inference-based explanation for hyper-subadditivity in bundle valuation. <i>Organizational Behavior and Human Decision Processes</i> , 2008, 105, 233-246.	2.5	25
21	The influence of coupon duration on consumers'™ redemption behavior and brand profitability. <i>European Journal of Operational Research</i> , 2020, 281, 114-128.	5.7	22
22	Internet Auctions. <i>Foundations and Trends in Marketing</i> , 2009, 4, 1-75.	1.1	21
23	Identifying purchase-history sensitive shopper segments using scanner panel data and sequence alignment methods. <i>Journal of Retailing and Consumer Services</i> , 2003, 10, 135-144.	9.4	17
24	The impact of jump bidding in online auctions. <i>Marketing Letters</i> , 2013, 24, 387-397.	2.9	12
25	Measuring the Impact of Price Guarantees on Bidding in Consumer Online Auctions. <i>Journal of Retailing</i> , 2016, 92, 96-108.	6.2	12
26	A Study of Bidding Behavior in Voluntary-Pay Philanthropic Auctions. <i>Journal of Marketing</i> , 2018, 82, 124-141.	11.3	11
27	The profit impact of the transaction-specific assets: a process model of adaptive marketing resources. <i>Journal of Strategic Marketing</i> , 2014, 22, 316-327.	5.5	10
28	Does Higher Transparency Lead to More Search in Online Auctions?. <i>Production and Operations Management</i> , 2014, 23, 197-209.	3.8	10
29	The effects of competitive reserve prices in online auctions. <i>European Journal of Marketing</i> , 2018, 52, 1439-1456.	2.9	10
30	Bidding Frenzy: Speed of Competitor Reaction and Willingness to Pay in Auctions. <i>Journal of Consumer Research</i> , 2019, 45, 1294-1314.	5.1	10
31	The effect of fixed and growth mindsets on buying sustainable foods. <i>British Food Journal</i> , 2022, 124, 4533-4550.	2.9	9
32	A Joint Optimal Model of Pricing, Rebate Value, and Redemption Hassle. <i>Decision Sciences</i> , 2019, 50, 1060-1092.	4.5	8
33	Bidding behaviors in charity auctions. <i>Marketing Letters</i> , 2015, 26, 17-28.	2.9	7
34	Factors affecting price setting in online auctions. <i>Journal of Revenue and Pricing Management</i> , 2012, 11, 289-302.	1.1	6
35	Multiple Ways of Measuring Brand Loyalty. <i>Canadian Journal of Economics</i> , 1996, 29, S494.	1.2	5
36	Snipe bidding behaviour in eBay auctions. <i>International Journal of Electronic Marketing and Retailing</i> , 2011, 4, 16.	0.2	5

#	ARTICLE	IF	CITATIONS
37	Send-for-review decisions, brand equity, and pricing. <i>European Journal of Marketing</i> , 2016, 50, 145-165.	2.9	5
38	Fundraising design: key issues, unifying framework, and open puzzles. <i>Marketing Letters</i> , 2020, 31, 371-380.	2.9	4
39	The Loser's Bliss in Auctions with Price Externality. <i>Games</i> , 2015, 6, 191-213.	0.6	2
40	On The Reference Point Effect of Reserve and Buy It Now Prices. <i>Journal of Retailing</i> , 2022, 98, 356-372.	6.2	2
41	Empirical Analyses of Nonlinear Effects of Reserve Prices on Ending Prices in Online Auctions. <i>Journal of Interactive Marketing</i> , 2021, 54, 86-102.	6.2	2
42	Introduction to the Special Issue: 2016 Choice Symposium. <i>Customer Needs and Solutions</i> , 2018, 5, 1-2.	0.8	1
43	Optimal seller strategy in overlapping auctions. <i>Journal of Retailing and Consumer Services</i> , 2022, 65, 102883.	9.4	1
44	A methodology for incorporating prior information into choice models. <i>Journal of Retailing and Consumer Services</i> , 2005, 12, 113-123.	9.4	0
45	Determinants of elapsed time to switch between auctions. <i>Journal of Research in Interactive Marketing</i> , 2012, 6, 96-109.	8.9	0
46	A study of incentives in charitable fundraising. <i>European Journal of Marketing</i> , 2022, 56, 283-317.	2.9	0