

Rahul Telang

List of Publications by Year in descending order

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Version: 2024-02-01

74
papers

3,338
citations

201385

27
h-index

205818

48
g-index

76
all docs

76
docs citations

76
times ranked

1875
citing authors

#	ARTICLE	IF	CITATIONS
1	Internet Exchanges for Used Books: An Empirical Analysis of Product Cannibalization and Welfare Impact. <i>Information Systems Research</i> , 2006, 17, 3-19.	2.2	225
2	The Effect of Digital Sharing Technologies on Music Markets: A Survival Analysis of Albums on Ranking Charts. <i>Management Science</i> , 2007, 53, 1359-1374.	2.4	200
3	Converting Pirates Without Cannibalizing Purchasers: The Impact of Digital Distribution on Physical Sales and Internet Piracy. <i>Marketing Science</i> , 2010, 29, 1138-1151.	2.7	182
4	An Empirical Analysis of the Impact of Software Vulnerability Announcements on Firm Stock Price. <i>IEEE Transactions on Software Engineering</i> , 2007, 33, 544-557.	4.3	172
5	Do data breach disclosure laws reduce identity theft?. <i>Journal of Policy Analysis and Management</i> , 2011, 30, 256-286.	1.1	148
6	To theme or not to theme: Can theme strength be the music industry's "killer app"? <i>Decision Support Systems</i> , 2009, 48, 141-149.	3.5	141
7	Optimal Policy for Software Vulnerability Disclosure. <i>Management Science</i> , 2008, 54, 642-656.	2.4	115
8	The Market Structure for Internet Search Engines. <i>Journal of Management Information Systems</i> , 2004, 21, 137-160.	2.1	114
9	Measuring Information Diffusion in an Online Community. <i>Journal of Management Information Systems</i> , 2011, 28, 11-38.	2.1	112
10	Market for Software Vulnerabilities? Think Again. <i>Management Science</i> , 2005, 51, 726-740.	2.4	111
11	The Effect of Graduated Response Anti-Piracy Laws on Music Sales: Evidence from an Event Study in France. <i>Journal of Industrial Economics</i> , 2014, 62, 541-553.	0.6	105
12	An Empirical Analysis of Software Vendors' Patch Release Behavior: Impact of Vulnerability Disclosure. <i>Information Systems Research</i> , 2010, 21, 115-132.	2.2	103
13	Research Note "Sell First, Fix Later: Impact of Patching on Software Quality. <i>Management Science</i> , 2006, 52, 465-471.	2.4	101
14	The interrelationships between brand and channel choice. <i>Marketing Letters</i> , 2014, 25, 319-330.	1.9	89
15	Piracy or promotion? The impact of broadband Internet penetration on DVD sales. <i>Information Economics and Policy</i> , 2010, 22, 289-298.	1.7	87
16	The Impact of Privacy Regulation and Technology Incentives: The Case of Health Information Exchanges. <i>Management Science</i> , 2016, 62, 1042-1063.	2.4	86
17	Effect of Electronic Secondary Markets on the Supply Chain. <i>Journal of Management Information Systems</i> , 2005, 22, 91-120.	2.1	70
18	Substitution or Promotion? The Impact of Price Discounts on Cross-Channel Sales of Digital Movies. <i>Journal of Retailing</i> , 2015, 91, 343-357.	4.0	70

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19	Broadband in School: Impact on Student Performance. <i>Management Science</i> , 2014, 60, 265-282.	2.4	69
20	An Empirical Analysis of Mobile Voice Service and SMS: A Structural Model. <i>Management Science</i> , 2010, 56, 234-252.	2.4	68
21	Does information security attack frequency increase with vulnerability disclosure? An empirical analysis. <i>Information Systems Frontiers</i> , 2007, 8, 350-362.	4.1	62
22	Measuring the risk-based value of IT security solutions. <i>IT Professional</i> , 2004, 6, 35-42.	1.4	54
23	Does the Web Reduce Customer Service Cost? Empirical Evidence from a Call Center. <i>Information Systems Research</i> , 2012, 23, 721-737.	2.2	52
24	A Mixture Model for Internet Search-Engine Visits. <i>Journal of Marketing Research</i> , 2004, 41, 206-214.	3.0	49
25	What's in a "Name"? Impact of Use of Customer Information in E-Mail Advertisements. <i>Information Systems Research</i> , 2012, 23, 679-697.	2.2	47
26	Drivers of Web portal use. <i>Electronic Commerce Research and Applications</i> , 2005, 4, 49-65.	2.5	42
27	Information Personalization in a Two-Dimensional Product Differentiation Model. <i>Journal of Management Information Systems</i> , 2009, 26, 69-95.	2.1	39
28	Piracy and Copyright Enforcement Mechanisms. <i>Innovation Policy and the Economy</i> , 2014, 14, 25-61.	6.1	38
29	An Empirical Analysis of Digital Music Bundling Strategies. <i>Management Science</i> , 2014, 60, 1413-1433.	2.4	38
30	Information Discovery and the Long Tail of Motion Picture Content. <i>MIS Quarterly: Management Information Systems</i> , 2014, 38, 1057-1078.	3.1	37
31	Competition and patching of security vulnerabilities: An empirical analysis. <i>Information Economics and Policy</i> , 2010, 22, 164-177.	1.7	30
32	To Be or Not to Be Linked: Online Social Networks and Job Search by Unemployed Workforce. <i>Management Science</i> , 2018, 64, 3926-3941.	2.4	29
33	Copyright enforcement in the digital age. <i>Communications of the ACM</i> , 2017, 60, 68-75.	3.3	29
34	The Effect of Graduated Response Anti-Piracy Laws on Music Sales: Evidence from an Event Study in France. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	28
35	Culling the Herd: Using Real-World Randomized Experiments to Measure Social Bias with Known Costly Goods. <i>Management Science</i> , 2016, 62, 2563-2580.	2.4	27
36	Spillovers from Wiring Schools with Broadband: The Critical Role of Children. <i>Management Science</i> , 2016, 62, 3450-3471.	2.4	26

#	ARTICLE	IF	CITATIONS
37	The Effect of Piracy Website Blocking on Consumer Behavior. SSRN Electronic Journal, 0, , .	0.4	24
38	Optimal Policy for Software Vulnerability Disclosure. SSRN Electronic Journal, 0, , .	0.4	23
39	Impact of Software Vulnerability Announcements on the Market Value of Software Vendors - An Empirical Investigation. SSRN Electronic Journal, 0, , .	0.4	23
40	Frontiers: Virus Shook the Streaming Star: Estimating the COVID-19 Impact on Music Consumption. Marketing Science, 2022, 41, 19-32.	2.7	23
41	Assessing the Academic Literature Regarding the Impact of Media Piracy on Sales. SSRN Electronic Journal, 2012, , .	0.4	22
42	Competing with Free: The Impact of Movie Broadcasts on DVD Sales and Internet Piracy. SSRN Electronic Journal, 0, , .	0.4	16
43	Estimating App Demand from Publicly Available Data. SSRN Electronic Journal, 2011, , .	0.4	16
44	Product Customization and Customer Service Costs: An Empirical Analysis. Manufacturing and Service Operations Management, 2011, 13, 347-360.	2.3	16
45	Electronic health records and patient safety. Communications of the ACM, 2015, 58, 30-32.	3.3	15
46	Converting Pirates Without Cannibalizing Purchasers: The Impact of Digital Distribution on Physical Sales and Internet Piracy. SSRN Electronic Journal, 0, , .	0.4	14
47	Piracy and new product creation: A Bollywood story. Information Economics and Policy, 2018, 43, 1-11.	1.7	12
48	Effect of Friendsâ€™ Churn on Consumer Behavior in Mobile Networks. Journal of Management Information Systems, 2019, 36, 355-390.	2.1	12
49	Saving Patient Ryanâ€™ Can Advanced Electronic Medical Records Make Patient Care Safer?. Management Science, 0, , .	2.4	11
50	Building the security behavior observatory. , 2014, , .		11
51	Chapter 13 - Understanding Media Markets in the Digital Age. , 2015, , 385-406.		10
52	Bayesian multi-view models for member-job matching and personalized skill recommendations. , 2017, , .		9
53	Piracy and New Product Creation: A Bollywood Story. SSRN Electronic Journal, 0, , .	0.4	9
54	An Empirical Analysis of Vendor Response to Software Vulnerability Disclosure. SSRN Electronic Journal, 0, , .	0.4	8

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55	To Be or Not To Be Linked on LinkedIn: Job Search Using Online Social Networks. SSRN Electronic Journal, 0, , .	0.4	7
56	Policy Framework for Data Breaches. IEEE Security and Privacy, 2015, 13, 77-79.	1.5	7
57	Internet Exchanges for Used Digital Goods. SSRN Electronic Journal, 0, , .	0.4	7
58	The Impact of Mobile Number Portability on Price, Competition and Consumer Welfare. SSRN Electronic Journal, 2013, , .	0.4	4
59	Website Blocking Revisited: The Effect of the UK November 2014 Blocks on Consumer Behavior. SSRN Electronic Journal, 0, , .	0.4	4
60	An empirical analysis of the frequency and location of concerts in the digital age. Information Economics and Policy, 2017, 40, 41-47.	1.7	4
61	I Want You Back: The Interplay Between Legal Availability and Movie Piracy. International Journal of the Economics of Business, 2019, 26, 199-216.	1.0	4
62	The Consequences of Rating Inflation on Platforms: Evidence from a Quasi-Experiment. Information Systems Research, 2023, 34, 590-608.	2.2	4
63	The Impact of Digital Book Readers on Print Sales: Analysis using Genre Exposure Heterogeneity. SSRN Electronic Journal, 0, , .	0.4	3
64	Discovery of Music through Peers in an Online Community. , 2011, , .		2
65	An Empirical Analysis of Digital Music Bundling Strategies. SSRN Electronic Journal, 0, , .	0.4	2
66	Analysis of the Potential Market for Out-of-Print eBooks. SSRN Electronic Journal, 0, , .	0.4	2
67	Do Search Engines Influence Media Piracy? Evidence from a Randomized Field Study. SSRN Electronic Journal, 0, , .	0.4	2
68	Examining the Social Influence on Information Technology Sustained Use in a Community Health System: A Hierarchical Bayesian Learning Method Analysis. , 2014, , .		1
69	Windows of Opportunity: The Impact of Piracy and Delayed International Availability on DVD Sales. SSRN Electronic Journal, 2016, , .	0.4	1
70	Live Show Everywhere: Distribution Dynamics and Internet Influence on Concert Location. , 2012, , .		0
71	Vulnerability Disclosure Economics. , 2021, , 1-5.		0
72	A Survival Analysis of Albums on Ranking Charts. , 2008, , 181-204.		0

#	ARTICLE	IF	CITATIONS
73	Effect of Piracy on Adoption of Technological Innovation in the Entertainment Industry. SSRN Electronic Journal, 0, , .	0.4	0
74	An Empirical Analysis of Frequency and Location of Concerts in the Digital Age. SSRN Electronic Journal, 0, , .	0.4	0