

Herbert J Gans

List of Publications by Year in descending order

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141
papers

6,107
citations

159358

30
h-index

106150

65
g-index

156
all docs

156
docs citations

156
times ranked

2895
citing authors

#	ARTICLE	IF	CITATIONS
1	The product market and the market for "ideas": commercialization strategies for technology entrepreneurs. <i>Research Policy</i> , 2003, 32, 333-350.	3.3	994
2	When Does Start-Up Innovation Spur the Gale of Creative Destruction?. <i>RAND Journal of Economics</i> , 2002, 33, 571.	1.3	449
3	The Impact of Uncertain Intellectual Property Rights on the Market for Ideas: Evidence from Patent Grant Delays. <i>Management Science</i> , 2008, 54, 982-997.	2.4	398
4	Majority voting with single-crossing preferences. <i>Journal of Public Economics</i> , 1996, 59, 219-237.	2.2	275
5	Artificial Intelligence: The Ambiguous Labor Market Impact of Automating Prediction. <i>Journal of Economic Perspectives</i> , 2019, 33, 31-50.	2.7	211
6	Incumbency And R&D Incentives: Licensing The Gale Of Creative Destruction. <i>Journal of Economics and Management Strategy</i> , 2000, 9, 485-511.	0.4	209
7	Platform Siphoning: Ad-Avoidance and Media Content. <i>American Economic Journal: Microeconomics</i> , 2011, 3, 1-34.	0.7	199
8	Is there a market for ideas?. <i>Industrial and Corporate Change</i> , 2010, 19, 805-837.	1.7	175
9	Using "bill and keep"™ interconnect arrangements to soften network competition. <i>Economics Letters</i> , 2001, 71, 413-420.	0.9	127
10	Foundations of entrepreneurial strategy. <i>Strategic Management Journal</i> , 2019, 40, 736-756.	4.7	126
11	The Impact of Consumer Multi-homing on Advertising Markets and Media Competition. <i>Management Science</i> , 2018, 64, 1574-1590.	2.4	116
12	Born on the first of July: An (un)natural experiment in birth timing. <i>Journal of Public Economics</i> , 2009, 93, 246-263.	2.2	112
13	The Impact of Targeting Technology on Advertising Markets and Media Competition. <i>American Economic Review</i> , 2010, 100, 608-613.	4.0	111
14	Exploring the impact of artificial Intelligence: Prediction versus judgment. <i>Information Economics and Policy</i> , 2019, 47, 1-6.	1.7	107
15	Value capture theory: A strategic management review. <i>Strategic Management Journal</i> , 2017, 38, 17-41.	4.7	102
16	Economic Policy for Artificial Intelligence. <i>Innovation Policy and the Economy</i> , 2019, 19, 139-159.	6.1	102
17	Exploring Trade-offs in the Organization of Scientific Work: Collaboration and Scientific Reward. <i>Management Science</i> , 2015, 61, 1473-1495.	2.4	99
18	The Neutrality of Interchange Fees in Payment Systems. <i>BE Journal of Economic Analysis and Policy</i> , 2003, 3, .	0.3	94

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19	Firstâ€Author Conditions. Journal of Political Economy, 1999, 107, 859-883.	3.3	91
20	PAYING FOR LOYALTY: PRODUCT BUNDLING IN OLIGOPOLY*. Journal of Industrial Economics, 2006, 54, 43-62.	0.6	87
21	Dynamic Commercialization Strategies for Disruptive Technologies: Evidence from the Speech Recognition Industry. Management Science, 2014, 60, 3103-3123.	2.4	84
22	Mobile network competition, customer ignorance and fixed-to-mobile call prices. Information Economics and Policy, 2000, 12, 301-327.	1.7	81
23	Regulating Private Infrastructure Investment: Optimal Pricing for Access to Essential Facilities. , 2001, 20, 167-189.		61
24	Innovation and Climate Change Policy. American Economic Journal: Economic Policy, 2012, 4, 125-145.	1.5	60
25	Access Holidays and the Timing of Infrastructure Investment. Economic Record, 2004, 80, 89-100.	0.2	54
26	Mobile application pricing. Information Economics and Policy, 2012, 24, 52-59.	1.7	53
27	Contracting over the disclosure of scientific knowledge: Intellectual property and academic publication. Research Policy, 2017, 46, 820-835.	3.3	53
28	Numbers to the people: regulation, ownership and local number portability. Information Economics and Policy, 2001, 13, 167-180.	1.7	46
29	When does funding research by smaller firms bear fruit?: Evidence from the SBIR program*. Economics of Innovation and New Technology, 2003, 12, 361-384.	2.1	45
30	Weak versus strong net neutrality. Journal of Regulatory Economics, 2015, 47, 183-200.	0.8	45
31	Bilateral Bargaining with Externalities. Journal of Industrial Economics, 2014, 62, 756-788.	0.6	43
32	Large-scale implementation of rapid antigen testing system for COVID-19 in workplaces. Science Advances, 2022, 8, eabm3608.	4.7	37
33	A bargaining perspective on strategic outsourcing and supply competition. Strategic Management Journal, 2008, 29, 819-839.	4.7	36
34	A theory of multihoming in rideshare competition. Journal of Economics and Management Strategy, 2019, 28, 89-96.	0.4	35
35	Access Regulation and the Timing of Infrastructure Investment. Economic Record, 1999, 75, 127-137.	0.2	34
36	Urban Productivity and Factor Growth in the Late Nineteenth Century. Journal of Urban Economics, 1997, 41, 38-55.	2.4	33

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37	Enabling Entrepreneurial Choice. <i>Management Science</i> , 2021, 67, 5510-5524.	2.4	33
38	Growth in Australian Cities. <i>Economic Record</i> , 1998, 74, 266-278.	0.2	32
39	Why Tie a Product Consumers Do Not Use?. <i>American Economic Journal: Microeconomics</i> , 2010, 2, 85-105.	0.7	32
40	The Allocation of Decision Authority to Human and Artificial Intelligence. <i>AEA Papers and Proceedings American Economic Association</i> , 2020, 110, 80-84.	0.7	31
41	Options for Electricity Transmission Regulation in Australia. <i>Australian Economic Review</i> , 2000, 33, 145-160.	0.4	30
42	Vertical Integration in the Presence of Upstream Competition. <i>SSRN Electronic Journal</i> , 0, , .	0.4	30
43	Organizational Design and Technology Choice under Intrafirm Bargaining: Comment. <i>American Economic Review</i> , 2003, 93, 448-455.	4.0	29
44	Contracts and Electricity Pool Prices. <i>Australian Journal of Management</i> , 1998, 23, 83-96.	1.2	26
45	Bilateral Bargaining with Externalities. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	25
46	Regulating Private Infrastructure Investment: Optimal Pricing for Access to Essential Facilities. <i>SSRN Electronic Journal</i> , 1998, , .	0.4	24
47	Exclusionary contracts and competition for large buyers. <i>International Journal of Industrial Organization</i> , 2002, 20, 1363-1381.	0.6	24
48	Can vertical integration by a monopsonist harm consumer welfare?. <i>International Journal of Industrial Organization</i> , 2004, 22, 821-834.	0.6	21
49	Entrepreneurial commercialization choices and the interaction between IPR and competition policy. <i>Industrial and Corporate Change</i> , 2013, 22, 131-151.	1.7	21
50	Endogenous Appropriability. <i>American Economic Review</i> , 2017, 107, 317-321.	4.0	21
51	Minding the shop: The case of obstetrics conferences. <i>Social Science and Medicine</i> , 2007, 65, 1458-1465.	1.8	20
52	Patent Renewal Fees and Self-Funding Patent Offices. <i>B E Journal of Theoretical Economics</i> , 2004, 4, .	0.1	16
53	VERTICAL CONTRACTING WHEN COMPETITION FOR ORDERS PRECEDES PROCUREMENT [*] . <i>Journal of Industrial Economics</i> , 2007, 55, 325-346.	0.6	16
54	How Partisan is the Press? Multiple Measures of Media Slant*. <i>Economic Record</i> , 2012, 88, 127-147.	0.2	16

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55	A Technological and Organisational Explanation for the Size Distribution of Firms. <i>Small Business Economics</i> , 2003, 21, 243-256.	4.4	15
56	Exclusivity, competition and the irrelevance of internal investment. <i>International Journal of Industrial Organization</i> , 2010, 28, 336-340.	0.6	15
57	Inequality and market concentration, when shareholding is more skewed than consumption. <i>Oxford Review of Economic Policy</i> , 2019, 35, 550-563.	1.0	15
58	Control versus execution: endogenous appropriability and entrepreneurial strategy. <i>Industrial and Corporate Change</i> , 2019, 28, 389-408.	1.7	15
59	Is There a Market for Ideas?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	13
60	Weak versus strong net neutrality: correction and clarification. <i>Journal of Regulatory Economics</i> , 2016, 50, 99-110.	0.8	13
61	Optional fixed fees in multilateral vertical relations. <i>Economics Letters</i> , 2005, 88, 184-189.	0.9	12
62	Remix rights and negotiations over the use of copy-protected works. <i>International Journal of Industrial Organization</i> , 2015, 41, 76-83.	0.6	12
63	Born on the First of July: An (Un)natural Experiment in Birth Timing. <i>SSRN Electronic Journal</i> , 0, , .	0.4	12
64	Intellectual Property Rights: A Grant of Monopoly or an Aid to Competition?. <i>Australian Economic Review</i> , 2004, 37, 436-445.	0.4	11
65	The Impact of the Internet on Advertising Markets for News Media. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	11
66	Regulating Endogenous Customer Switching Costs. <i>B E Journal of Theoretical Economics</i> , 2002, 1, .	0.1	10
67	Collusion at the extensive margin. <i>International Journal of Industrial Organization</i> , 2014, 37, 75-83.	0.6	10
68	Foundations of Entrepreneurial Strategy. <i>SSRN Electronic Journal</i> , 0, , .	0.4	10
69	Negotiating for the Market. <i>Advances in Strategic Management</i> , 2017, , 3-35.	0.1	10
70	On the impossibility of rational choice under incomplete information. <i>Journal of Economic Behavior and Organization</i> , 1996, 29, 287-309.	1.0	9
71	Time Lags and Indicative Planning in a Dynamic Model of Industrialization. <i>Journal of the Japanese and International Economies</i> , 1998, 12, 103-130.	1.4	9
72	Bargaining Over Labour: Do Patients Have Any Power?*. <i>Economic Record</i> , 2012, 88, 182-194.	0.2	9

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73	Carbon Offset Provision with Guilt-Ridden Consumers. <i>Journal of Economics and Management Strategy</i> , 2012, 21, 243-269.	0.4	9
74	Choosing Technology: An Entrepreneurial Strategy Approach. <i>Strategy Science</i> , 2021, 6, 39-53.	2.1	9
75	Anti-insurance: Analysing the Health Insurance System in Australia. <i>Economic Record</i> , 2003, 79, 473-486.	0.2	8
76	Supermarkets and Shopper Dockets: The Australian Experience. <i>Australian Economic Review</i> , 2004, 37, 311-316.	0.4	8
77	Vertical Integration and Competition Between Networks. <i>Review of Network Economics</i> , 2005, 4, .	0.4	8
78	Remedies for tying in computer applications. <i>International Journal of Industrial Organization</i> , 2011, 29, 505-512.	0.6	8
79	Perfect price discrimination with costless arbitrage. <i>International Journal of Industrial Organization</i> , 2007, 25, 431-440.	0.6	7
80	The Value Capture Model: A Strategic Management Review. <i>SSRN Electronic Journal</i> , 2015, , .	0.4	7
81	A Theoretical Analysis of Credit Card Reform in Australia. <i>Economic Record</i> , 2003, 79, 462-472.	0.2	6
82	When Is Static Analysis a Sufficient Proxy for Dynamic Considerations? Reconsidering Antitrust and Innovation. <i>Innovation Policy and the Economy</i> , 2011, 11, 55-78.	6.1	6
83	Exit Deterrence. <i>Journal of Economics and Management Strategy</i> , 2014, 23, 650-668.	0.4	6
84	Human Judgment and AI Pricing. <i>AEA Papers and Proceedings American Economic Association</i> , 2018, 108, 58-63.	0.7	6
85	Extending Market Power through Vertical Integration. <i>SSRN Electronic Journal</i> , 0, , .	0.4	6
86	Measuring product diversity. <i>Economics Letters</i> , 1997, 55, 145-150.	0.9	5
87	Fixed cost assumptions in industrialisation theories. <i>Economics Letters</i> , 1997, 56, 111-119.	0.9	5
88	The Role of Undertakings in Regulatory Decision-Making. <i>Australian Economic Review</i> , 2000, 33, 3-16.	0.4	5
89	The Competitive Balance Argument for Mergers. <i>Australian Economic Review</i> , 2000, 33, 83-93.	0.4	5
90	Competitive Neutrality in Access Pricing. <i>Australian Economic Review</i> , 2005, 38, 128-136.	0.4	5

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91	Exit, Tweets, and Loyalty. <i>American Economic Journal: Microeconomics</i> , 2021, 13, 68-112.	0.7	5
92	Storm crowds: Evidence from Zooniverse on crowd contribution design. <i>Research Policy</i> , 2022, 51, 104414.	3.3	5
93	“Big Bang” Telecommunications Reform. <i>Australian Economic Review</i> , 2010, 43, 179-186.	0.4	4
94	“Selling Out” and the impact of music piracy on artist entry. <i>Information Economics and Policy</i> , 2015, 32, 58-64.	1.7	4
95	Minding the Shop: The Case of Obstetrics Conferences. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
96	COMPARATIVE STATICS MADE SIMPLE: AN INTRODUCTION TO RECENT ADVANCES*. <i>Australian Economic Papers</i> , 1996, 35, 81-93.	1.2	3
97	Of Grand Prix and Circuses. <i>Australian Economic Review</i> , 1996, 29, 299-307.	0.4	3
98	Contestability, Complementary Inputs and Contracting: The Case of Harbour Towage. <i>Australian Economic Review</i> , 2003, 36, 415-427.	0.4	3
99	Mobile Application Pricing. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	3
100	Innovation Incentives under Transferable Fast-Track Regulatory Review. <i>Journal of Industrial Economics</i> , 2013, 61, 789-816.	0.6	3
101	Does Organisational Form Drive Competition? Evidence from Coffee Retailing. <i>Economic Record</i> , 2018, 94, 155-167.	0.2	3
102	Strengthening a weak rival for a fight. <i>International Journal of Industrial Organization</i> , 2019, 63, 1-17.	0.6	3
103	Start-Up Commercialisation Strategy and Innovative Dynamics. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
104	Bargaining Over Labor: Do Patients Have Any Power?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
105	Knowledge of growth and the growth of knowledge. <i>Information Economics and Policy</i> , 1989, 4, 201-224.	1.7	2
106	Evolutionary selection of beliefs. <i>Economics Letters</i> , 1995, 49, 13-17.	0.9	2
107	Driving the Hard Bargain for Australian R&D. <i>Prometheus</i> , 1998, 16, 47-55.	0.2	2
108	Regulating Termination Charges for Telecommunications Networks. <i>SSRN Electronic Journal</i> , 2000, , .	0.4	2

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109	Inefficient ownership and resale opportunities. <i>Economics Letters</i> , 2006, 93, 242-247.	0.9	2
110	PATENT LENGTH AND THE TIMING OF INNOVATIVE ACTIVITY. <i>Journal of Industrial Economics</i> , 2007, 55, 772-772.	0.6	2
111	The millennium bub. <i>Applied Economics Letters</i> , 2009, 16, 1467-1470.	1.0	2
112	Dynamic Commercialization Strategies for Disruptive Technologies: Evidence from the Speech Recognition Industry. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
113	Economics of Innovation. , 0, , 3-20.		2
114	Editorial Statementâ€”Business Strategy. <i>Management Science</i> , 2017, 63, iv-iv.	2.4	2
115	Self-recognition in teams. <i>International Journal of Game Theory</i> , 2019, 48, 1169-1201.	0.5	2
116	When will Efficient Ownership Arise? Trading Over Property Rights. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
117	Test sensitivity for infection versus infectiousness of SARSâ€”CoVâ€”2. <i>Managerial and Decision Economics</i> , 2022, 43, 1880-1887.	1.3	2
118	CHAOS THEORY, NONLINEARITIES, AND ECONOMICS: A SPECULATIVE NOTE. <i>Economic Papers</i> , 1991, 10, 40-53.	0.4	1
119	Best replies and adaptive learning. <i>Mathematical Social Sciences</i> , 1995, 30, 221-234.	0.3	1
120	Limited information, the possibility of rational choice and the contingent valuation method. <i>International Journal of Social Economics</i> , 1999, 26, 402-414.	1.1	1
121	Network competition and consumer churn. <i>Information Economics and Policy</i> , 2000, 12, 97-109.	1.7	1
122	Using Markets in Innovation Policy. <i>Australian Economic Review</i> , 2009, 42, 88-95.	0.4	1
123	Entrepreneurial Commercialization Choices and the Interaction between IPR and Competition Policy. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
124	I'm Not Sure What to Think About Them: Non-Bayesian Updating for Naive Present-Biased Players. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
125	Regulating Termination Charges for Telecommunications Networks. <i>Australian Journal of Management</i> , 2002, 27, 75-86.	1.2	0
126	Policy Forum on Intellectual Property Rights: Introduction. <i>Australian Economic Review</i> , 2004, 37, 417-418.	0.4	0

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127	Start-up Commercialization Strategy and Innovative Dynamics. SSRN Electronic Journal, 0, , .	0.4	0
128	natural monopoly. , 0, , .		0
129	Net Neutrality, Pricing Instruments and Incentives. SSRN Electronic Journal, 0, , .	0.4	0
130	Control Versus Execution: Endogenous Appropriability and Entrepreneurial Strategy. SSRN Electronic Journal, 0, , .	0.4	0
131	Endogenous Appropriability. SSRN Electronic Journal, 2017, , .	0.4	0
132	Inequality and Market Concentration, When Shareholding is More Skewed than Consumption. SSRN Electronic Journal, 2018, , .	0.4	0
133	Inequality and Market Concentration, when Shareholding is More Skewed than Consumption. SSRN Electronic Journal, 2018, , .	0.4	0
134	When is Static Analysis a Sufficient Proxy for Dynamic Considerations? Reconsidering Antitrust and Innovation. SSRN Electronic Journal, 0, , .	0.4	0
135	Innovation Incentives Under Transferable Fast-Track Regulatory Review. SSRN Electronic Journal, 0, , .	0.4	0
136	Permission to Exist. SSRN Electronic Journal, 0, , .	0.4	0
137	Natural Monopoly. , 2018, , 1093-1096.		0
138	Management in the Age of Machine Intelligence. Proceedings - Academy of Management, 2018, 2018, 13351.	0.0	0
139	lâ€™m not sure what to think about them: Confronting naive present bias in a dynamic threshold public goods game. Journal of Economic Behavior and Organization, 2022, 197, 195-204.	1.0	0
140	Rapid Antigen Tests for SARS-CoV-2â€™Reply. JAMA - Journal of the American Medical Association, 2022, 327, 1926.	3.8	0
141	Markets for Scientific Attribution. Journal of Law, Economics, and Organization, 0, , .	0.8	0