

Xiaoquan Zhang

List of Publications by Year in descending order

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27
papers

5,081
citations

623734

14
h-index

839539

18
g-index

27
all docs

27
docs citations

27
times ranked

2932
citing authors

#	ARTICLE	IF	CITATIONS
1	Impact of Online Consumer Reviews on Sales: The Moderating Role of Product and Consumer Characteristics. <i>Journal of Marketing</i> , 2010, 74, 133-148.	11.3	1,431
2	Exploring the value of online product reviews in forecasting sales: The case of motion pictures. <i>Journal of Interactive Marketing</i> , 2007, 21, 23-45.	6.2	1,171
3	Impact of Online Consumer Reviews on Sales: The Moderating Role of Product and Consumer Characteristics. <i>Journal of Marketing</i> , 2010, 74, 133-148.	11.3	855
4	Managing Customer Relationships in the Social Media Era: Introducing the Social CRM House. <i>Journal of Interactive Marketing</i> , 2013, 27, 270-280.	6.2	553
5	Group Size and Incentives to Contribute: A Natural Experiment at Chinese Wikipedia. <i>American Economic Review</i> , 2011, 101, 1601-1615.	8.5	347
6	Socially Nudged: A Quasi-Experimental Study of Friendsâ€™ Social Influence in Online Product Ratings. <i>Information Systems Research</i> , 2018, 29, 641-655.	3.7	135
7	Impact of Wikipedia on Market Information Environment: Evidence on Management Disclosure and Investor Reaction. <i>MIS Quarterly: Management Information Systems</i> , 2013, 37, 1043-1068.	4.2	119
8	FinTech as a Game Changer: Overview of Research Frontiers. <i>Information Systems Research</i> , 2021, 32, 1-17.	3.7	79
9	Cyclical Bid Adjustments in Search-Engine Advertising. <i>Management Science</i> , 2011, 57, 1703-1719.	4.1	78
10	Network Positions and Contributions to Online Public Goods: The Case of Chinese Wikipedia. <i>Journal of Management Information Systems</i> , 2012, 29, 11-40.	4.3	71
11	Online Product Reviews-Triggered Dynamic Pricing: Theory and Evidence. <i>Information Systems Research</i> , 2019, 30, 1107-1123.	3.7	53
12	Sampling of information goods. <i>Decision Support Systems</i> , 2009, 48, 14-22.	5.9	52
13	Bidding for Multiple Keywords in Sponsored Search Advertising: Keyword Categories and Match Types. <i>Information Systems Research</i> , 2017, 28, 711-722.	3.7	40
14	How Does the Internet Affect the Financial Market? An Equilibrium Model of Internet-Facilitated Feedback Trading. <i>MIS Quarterly: Management Information Systems</i> , 2015, 39, 17-38.	4.2	26
15	Risk Disclosure in Crowdfunding. <i>Information Systems Research</i> , 2022, 33, 1023-1041.	3.7	20
16	U-Shaped Conformity in Online Social Networks. <i>Marketing Science</i> , 2019, 38, 461-480.	4.1	19
17	Unemployment and Digital Public Goods Contribution. <i>Information Systems Research</i> , 2020, 31, 801-819.	3.7	11
18	Call for Papersâ€™Special Issue of <i>Information Systems Research</i> Fintech â€™Innovating the Financial Industry Through Emerging Information Technologies. <i>Information Systems Research</i> , 2017, 28, 885-886.	3.7	9

#	ARTICLE	IF	CITATIONS
19	Dynamic price competition on the internet. , 2007, , .		5
20	Optimal Commitments in Asymmetric Auctions with Incomplete Information. , 2016, , .		2
21	Histogram Distortion Bias in Consumer Choices. Management Science, 2022, 68, 8963-8978.	4.1	2
22	Sampling of information goods. , 2007, , .		1
23	Network Centrality and Contributions to Online Public Good--The Case of Chinese Wikipedia. , 2012, , .		1
24	Economic Downturn and Volunteering: Do Economic Crises Affect Content Generation on Wikipedia?. SSRN Electronic Journal, 0, , .	0.4	1
25	Internet-Facilitated Feedback Trading. , 2011, , .		0
26	All online friends are not created equal. , 2012, , .		0
27	Mutual Disclosures and Content Intimacy in Customer Group Engagement: Evidence from Online Chat Groups. SSRN Electronic Journal, 0, , .	0.4	0