

Giancarlo Spagnolo

List of Publications by Year in descending order

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Version: 2024-02-01

106
papers

2,553
citations

331259

21
h-index

329751

37
g-index

112
all docs

112
docs citations

112
times ranked

1150
citing authors

#	ARTICLE	IF	CITATIONS
1	Social relations and cooperation in organizations. <i>Journal of Economic Behavior and Organization</i> , 1999, 38, 1-25.	1.0	192
2	<scp>fines</scp>, <scp>leniency</scp>, and <scp>rewards</scp> in antitrust. <i>RAND Journal of Economics</i> , 2012, 43, 368-390.	1.3	144
3	Competition Policy and Productivity Growth: An Empirical Assessment. <i>Review of Economics and Statistics</i> , 2013, 95, 1324-1336.	2.3	140
4	The Effect of Discretion on Procurement Performance. <i>Management Science</i> , 2018, 64, 715-738.	2.4	105
5	Bank Mergers, Competition, and Liquidity. <i>Journal of Money, Credit and Banking</i> , 2007, 39, 1067-1105.	0.9	100
6	On Interdependent Supergames: Multimarket Contact, Concavity, and Collusion. <i>Journal of Economic Theory</i> , 1999, 89, 127-139.	0.5	98
7	Equilibrium Selection in the Repeated Prisoner's Dilemma: Axiomatic Approach and Experimental Evidence. <i>American Economic Journal: Microeconomics</i> , 2011, 3, 164-192.	0.7	96
8	Leniency policies and illegal transactions. <i>Journal of Public Economics</i> , 2006, 90, 1281-1297.	2.2	83
9	Reputation, competition, and entry in procurement. <i>International Journal of Industrial Organization</i> , 2012, 30, 291-296.	0.6	82
10	Time Horizon and Cooperation in Continuous Time. <i>Econometrica</i> , 2015, 83, 587-616.	2.6	70
11	Networks of relations and Word-of-Mouth Communication. <i>Games and Economic Behavior</i> , 2011, 72, 202-217.	0.4	69
12	Managerial incentives and collusive behavior. <i>European Economic Review</i> , 2005, 49, 1501-1523.	1.2	66
13	Stock-Related Compensation and Product-Market Competition. <i>RAND Journal of Economics</i> , 2000, 31, 22.	1.3	49
14	Court Efficiency and Procurement Performance. <i>Scandinavian Journal of Economics</i> , 2018, 120, 826-858.	0.7	47
15	Competition Policy and Productivity Growth: An Empirical Assessment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	46
16	The Distortive Effects of Antitrust Fines Based on Revenue. <i>Economic Journal</i> , 2013, 123, F545-F557.	1.9	44
17	Buying reputation on eBay: Do recent changes help?. <i>International Journal of Electronic Business</i> , 2009, 7, 581.	0.2	43
18	Prisonersâ€™ other Dilemma. <i>International Journal of Game Theory</i> , 2015, 44, 61-81.	0.5	43

#	ARTICLE	IF	CITATIONS
19	Privatization and quality: Evidence from elderly care in Sweden. <i>Journal of Health Economics</i> , 2016, 49, 109-119.	1.3	42
20	Optimal Leniency Programs. <i>SSRN Electronic Journal</i> , 2000, , .	0.4	41
21	Self-Defeating Antitrust Laws: How Leniency Programs Solve Bertrand's Paradox and Enforce Collusion in Auctions. <i>SSRN Electronic Journal</i> , 0, , .	0.4	37
22	MEASURING THE DETERRENCE PROPERTIES OF COMPETITION POLICY: THE COMPETITION POLICY INDEXES. <i>Journal of Competition Law and Economics</i> , 2011, 7, 165-204.	0.6	34
23	Chapter 4 Optimal Fines in the Era of Whistleblowers. Should Price Fixers still Go to Prison?. <i>Contributions To Economic Analysis</i> , 2007, , 81-122.	0.1	33
24	Internet peering as a network of relations. <i>Telecommunications Policy</i> , 2008, 32, 33-49.	2.6	32
25	When should procurement be centralized?. , 2006, , 47-81.		30
26	Incentives and award procedures: competitive tendering vs. negotiations in procurement. , 2006, , 121-140.		30
27	The actual structure of eBay's feedback mechanism and early evidence on the effects of recent changes. <i>International Journal of Electronic Business</i> , 2009, 7, 301.	0.2	30
28	Bureaucratic Competence and Procurement Outcomes. <i>Journal of Law, Economics, and Organization</i> , 2021, 36, 537-597.	0.8	30
29	Designing reputation mechanisms. , 2006, , 446-482.		29
30	LEGALIZING BRIBE GIVING. <i>Economic Inquiry</i> , 2015, 53, 836-853.	1.0	29
31	Motivating Whistleblowers. <i>Management Science</i> , 2020, 66, 605-621.	2.4	29
32	Corruption in procurement auctions. , 0, , 412-430.		27
33	Debt as a (Credible) Collusive Device. <i>SSRN Electronic Journal</i> , 0, , .	0.4	26
34	Dynamic auctions in procurement. , 2006, , 220-246.		23
35	Procuring innovations. , 2006, , 483-529.		22
36	Information Sharing and Cross-Border Entry in European Banking. <i>SSRN Electronic Journal</i> , 0, , .	0.4	22

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37	Limited Credit Records and Market Outcomes. SSRN Electronic Journal, 0, , .	0.4	21
38	Issue Linkage, Delegation, and International Policy Cooperation. SSRN Electronic Journal, 1999, , .	0.4	20
39	The variety of procurement practice: evidence from public procurement. , 2006, , 14-44.		20
40	Bidding rings and the design of anti-collusive measures for auctions and procurements. , 2006, , 381-411.		20
41	Scoring rules. , 2006, , 293-321.		18
42	REGULATING JOINT BIDDING IN PUBLIC PROCUREMENT. Journal of Competition Law and Economics, 2009, 5, 335-360.	0.6	18
43	Procurement contracting strategies. , 2006, , 82-120.		17
44	Social Relations and Cooperation in Organizations. SSRN Electronic Journal, 1999, , .	0.4	16
45	Myths and numbers on whistleblower rewards. Regulation and Governance, 2021, 15, 82-97.	1.9	15
46	Networks of Relations and Social Capital. SSRN Electronic Journal, 2005, , .	0.4	14
47	Preventing collusion in procurement. , 2006, , 347-380.		14
48	Managing risky bids. , 2006, , 322-344.		13
49	Governing the Governors: A Clinical Study of Central Banks. SSRN Electronic Journal, 2009, , .	0.4	13
50	Prisoners' Other Dilemma. SSRN Electronic Journal, 0, , .	0.4	13
51	Division into lots and competition in procurement. , 0, , 168-192.		12
52	Contracts as Threats: On a Rationale for Rewarding A While Hoping for B. SSRN Electronic Journal, 0, , .	0.4	10
53	Relational Contracts and Property Rights. SSRN Electronic Journal, 0, , .	0.4	10
54	Leniency and Damages: Where Is the Conflict?. Journal of Legal Studies, 2020, 49, 335-379.	0.2	10

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55	A Short Overview of a Methodology for the Ex-Post Review of Merger Control Decisions. De Economist, 2008, 156, 453-475.	0.9	9
56	Leniency and Damages. SSRN Electronic Journal, 2015, , .	0.4	9
57	Sticks and Carrots in Procurement: An Experimental Exploration. B E Journal of Economic Analysis and Policy, 2014, 14, 893-936.	0.5	8
58	Risk Aversion, Prospect Theory, and Strategic Risk in Law Enforcement: Evidence from an Antitrust Experiment. SSRN Electronic Journal, 0, , .	0.4	8
59	Fines, Leniency and Rewards in Antitrust: An Experiment. SSRN Electronic Journal, 0, , .	0.4	8
60	Optimal Fines in the Era of Whistleblowers - Should Price Fixers Still Go to Prison?. SSRN Electronic Journal, 0, , .	0.4	8
61	Multi-contract tendering procedures and package bidding in procurement. , 0, , 193-219.		7
62	Fostering participation. , 2006, , 267-292.		7
63	Deterrence in Competition Law. World Scientific-Now Publishers Series in Business, 2014, , 423-454.	0.0	7
64	Motivating Whistleblowers. SSRN Electronic Journal, 2017, , .	0.4	7
65	Whistleblower rewards, false reports, and corporate fraud. European Journal of Law and Economics, 2021, 51, 411-431.	0.5	7
66	Constitutions and Central-Bank Independence: An Objection to 'McCallum's Second Fallacy'. SSRN Electronic Journal, 2001, , .	0.4	6
67	What Do We Know About the Effectiveness of Leniency Policies? A Survey of the Empirical and Experimental Evidence. SSRN Electronic Journal, 0, , .	0.4	6
68	Whistleblower Rewards, False Reports, and Corporate Fraud. SSRN Electronic Journal, 2017, , .	0.4	6
69	Frequency of interaction, communication and collusion: an experiment. Economic Theory, 2019, 68, 827-844.	0.5	6
70	TRUST AND VIRTUAL DISTRICTS: EVIDENCE FROM THE MILAN INTERNET EXCHANGE. Metroeconomica, 2007, 58, 436-456.	0.5	5
71	Financial Stability and Central Bank Governance. SSRN Electronic Journal, 2012, , .	0.4	5
72	Court Efficiency and Procurement Performance. SSRN Electronic Journal, 0, , .	0.4	5

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73	Fines, Leniency, Rewards and Organized Crime: Evidence from Antitrust Experiments. SSRN Electronic Journal, 0, , .	0.4	5
74	Contracts as Threats: On a Rationale for Rewarding A While Hoping for B. SSRN Electronic Journal, 0, , .	0.4	5
75	The Risks and Tricks in Public-Private Partnerships. SSRN Electronic Journal, 0, , .	0.4	5
76	Pricing and other business strategies for e-procurement platforms. , 0, , 249-266.		4
77	Cartels and Leniency: Taking Stock of What We Learnt. SSRN Electronic Journal, 0, , .	0.4	4
78	On Interdependent Supergames: Multimarket Contact, Concavity and Collusion. SSRN Electronic Journal, 0, , .	0.4	4
79	Leniency, Asymmetric Punishment and Corruption: Evidence from China. SSRN Electronic Journal, 0, , .	0.4	4
80	Reputation, Competition, and Entry in Procurement. SSRN Electronic Journal, 0, , .	0.4	3
81	Trust, Leniency and Deterrence. SSRN Electronic Journal, 2014, , .	0.4	3
82	Leniency, Asymmetric Punishment and Corruption: Evidence from China. SSRN Electronic Journal, 0, , .	0.4	3
83	The impacts of stricter merger legislation on bank mergers and acquisitions: Too-Big-To-Fail and competition. Journal of Financial Intermediation, 2021, 46, 100859.	1.4	3
84	Legalizing Bribes. SSRN Electronic Journal, 0, , .	0.4	3
85	Relative Performance Evaluation, Sabotage and Collusion. SSRN Electronic Journal, 0, , .	0.4	3
86	Networks of Relations and Word-of-Mouth Communication. SSRN Electronic Journal, 0, , .	0.4	3
87	Ownership, Control and Collusion. SSRN Electronic Journal, 0, , .	0.4	3
88	Stock-Related Compensation and Product-Market Competition. SSRN Electronic Journal, 1999, , .	0.4	2
89	Information and competitive tendering. , 0, , 143-167.		2
90	Managing dynamic procurements. , 0, , 433-445.		2

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91	Myths and Numbers on Whistleblower Rewards. SSRN Electronic Journal, 0, , .	0.4	2
92	Buyers' role in innovation procurement: Evidence from US military R&D contracts. Journal of Economics and Management Strategy, 2021, 30, 697-720.	0.4	2
93	Sticks and Carrots in Procurement. SSRN Electronic Journal, 0, , .	0.4	2
94	A fresh look at whistleblower rewards. Journal of Governance and Regulation, 2021, 10, 248-260.	0.4	2
95	Strategic Risk and Co-Operative Relationships: Experimental Evidence. SSRN Electronic Journal, 0, , .	0.4	2
96	The Risks and Tricks in Public-Private Partnerships. World Scientific-Now Publishers Series in Business, 2014, , 455-489.	0.0	2
97	Assessing alternative indicators for Covid-19 policy evaluation, with a counterfactual for Sweden. PLoS ONE, 2022, 17, e0264769.	1.1	2
98	Time Horizon and Cooperation in Continuous Time. SSRN Electronic Journal, 2011, , .	0.4	1
99	Suprised by Wirecard? Enablers of Corporate Wrongdoing in Europe. SSRN Electronic Journal, 0, , .	0.4	1
100	Financial Incentives for Whistleblowers: A Short Survey. , 2021, , 341-350.		1
101	Trust, Salience and Deterrence: Evidence from an Antitrust Experiment. SSRN Electronic Journal, 0, , .	0.4	1
102	Internet Peering as a Network of Relations. SSRN Electronic Journal, 0, , .	0.4	1
103	Asymmetry and Collusion in Sequential Procurement: A "Large Lot Last" Policy. B E Journal of Theoretical Economics, 2010, 10, .	0.1	0
104	The Effect of Discretion on Procurement Performance. SSRN Electronic Journal, 0, , .	0.4	0
105	Markets and Cooperation. SSRN Electronic Journal, 0, , .	0.4	0
106	Where is the Internet? Agglomeration in Space and Cyberspace. , 2007, , .		0