

Giancarlo Spagnolo

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

93
papers

1,487
citations

21
h-index

35
g-index

112
ext. papers

1,994
ext. citations

1.4
avg, IF

4.98
L-index

#	Paper	IF	Citations
93	Social relations and cooperation in organizations. <i>Journal of Economic Behavior and Organization</i> , 1999 , 38, 1-25	1.6	113
92	fines, leniency, and rewards in antitrust. <i>RAND Journal of Economics</i> , 2012 , 43, 368-390	2	86
91	Competition Policy and Productivity Growth: An Empirical Assessment. <i>Review of Economics and Statistics</i> , 2013 , 95, 1324-1336	3.7	80
90	On Interdependent Supergames: Multimarket Contact, Concavity, and Collusion. <i>Journal of Economic Theory</i> , 1999 , 89, 127-139	1.4	75
89	Equilibrium Selection in the Repeated Prisoner's Dilemma: Axiomatic Approach and Experimental Evidence. <i>American Economic Journal: Microeconomics</i> , 2011 , 3, 164-192	1.4	73
88	Reputation, competition, and entry in procurement. <i>International Journal of Industrial Organization</i> , 2012 , 30, 291-296	1.4	57
87	Leniency policies and illegal transactions. <i>Journal of Public Economics</i> , 2006 , 90, 1281-1297	7	57
86	Networks of relations and Word-of-Mouth Communication. <i>Games and Economic Behavior</i> , 2011 , 72, 202-217		56
85	Bank Mergers, Competition, and Liquidity. <i>Journal of Money, Credit and Banking</i> , 2007 , 39, 1067-1105	1.3	56
84	The Effect of Discretion on Procurement Performance. <i>Management Science</i> , 2018 , 64, 715-738	3.9	46
83	Time Horizon and Cooperation in Continuous Time. <i>Econometrica</i> , 2015 , 83, 587-616	4.9	44
82	Managerial incentives and collusive behavior. <i>European Economic Review</i> , 2005 , 49, 1501-1523	1.9	38
81	Buying reputation on eBay: Do recent changes help?. <i>International Journal of Electronic Business</i> , 2009 , 7, 581	0.8	35
80	Stock-Related Compensation and Product-Market Competition. <i>RAND Journal of Economics</i> , 2000 , 31, 22	2	30
79	Internet peering as a network of relations. <i>Telecommunications Policy</i> , 2008 , 32, 33-49	4	29
78	Privatization and quality: Evidence from elderly care in Sweden. <i>Journal of Health Economics</i> , 2016 , 49, 109-19	3.5	27
77	Court Efficiency and Procurement Performance. <i>Scandinavian Journal of Economics</i> , 2018 , 120, 826-858	1	24

76	Self-Defeating Antitrust Laws: How Leniency Programs Solve Bertrand's Paradox and Enforce Collusion in Auctions. <i>SSRN Electronic Journal</i> ,	1	24
75	MEASURING THE DETERRENCE PROPERTIES OF COMPETITION POLICY: THE COMPETITION POLICY INDEXES. <i>Journal of Competition Law and Economics</i> , 2011 , 7, 165-204	0.8	23
74	The Distortive Effects of Antitrust Fines Based on Revenue. <i>Economic Journal</i> , 2013 , 123, F545-F557	2.9	22
73	Prisoners' Dilemma. <i>International Journal of Game Theory</i> , 2015 , 44, 61-81	0.5	21
72	Optimal Leniency Programs. <i>SSRN Electronic Journal</i> , 2000 ,	1	21
71	Limited Credit Records and Market Outcomes. <i>SSRN Electronic Journal</i> ,	1	21
70	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	0.8	19
69	Incentives and award procedures: competitive tendering vs. negotiations in procurement	121-140	18
68	Procuring innovations	483-529	18
67	Designing reputation mechanisms	446-482	17
66	When should procurement be centralized?	47-81	16
65	Information Sharing and Cross-Border Entry in European Banking. <i>SSRN Electronic Journal</i> ,	1	16
64	Debt as a (Credible) Collusive Device. <i>SSRN Electronic Journal</i> ,	1	16
63	Scoring rules	293-321	14
62	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		13
61	Dynamic auctions in procurement	220-246	13
60	Corruption in procurement auctions	412-430	13
59	Motivating Whistleblowers. <i>Management Science</i> , 2020 , 66, 605-621	3.9	12

58	The variety of procurement practice: evidence from public procurement14-44		11
57	LEGALIZING BRIBE GIVING. <i>Economic Inquiry</i> , 2015 , 53, 836-853	1.5	10
56	Bidding rings and the design of anti-collusive measures for auctions and procurements381-411		10
55	Networks of Relations and Social Capital. <i>SSRN Electronic Journal</i> , 2005 ,	1	10
54	Issue Linkage, Delegation, and International Policy Cooperation. <i>SSRN Electronic Journal</i> , 1999 ,	1	10
53	Competition Policy and Productivity Growth: An Empirical Assessment. <i>SSRN Electronic Journal</i> , 2009 ,	1	9
52	REGULATING JOINT BIDDING IN PUBLIC PROCUREMENT. <i>Journal of Competition Law and Economics</i> , 2009 , 5, 335-360	0.8	9
51	Procurement contracting strategies82-120		9
50	Managing risky bids322-344		8
49	Preventing collusion in procurement347-380		8
48	Prisoners' Other Dilemma. <i>SSRN Electronic Journal</i> ,	1	8
47	A Short Overview of a Methodology for the Ex-Post Review of Merger Control Decisions. <i>De Economist</i> , 2008 , 156, 453-475	1	7
46	Motivating Whistleblowers. <i>SSRN Electronic Journal</i> , 2017 ,	1	6
45	Governing the Governors: A Clinical Study of Central Banks. <i>SSRN Electronic Journal</i> , 2009 ,	1	6
44	Division into lots and competition in procurement168-192		6
43	Risk Aversion, Prospect Theory, and Strategic Risk in Law Enforcement: Evidence from an Antitrust Experiment. <i>SSRN Electronic Journal</i> ,	1	6
42	Optimal Fines in the Era of Whistleblowers - Should Price Fixers Still Go to Prison?. <i>SSRN Electronic Journal</i> ,	1	6
41	Myths and numbers on whistleblower rewards. <i>Regulation and Governance</i> , 2021 , 15, 82-97	2	6

40	Court Efficiency and Procurement Performance. <i>SSRN Electronic Journal</i> , 2014 ,	1	5
39	Sticks and Carrots in Procurement: An Experimental Exploration. <i>B E Journal of Economic Analysis and Policy</i> , 2014 , 14, 893-936	0.7	5
38	Constitutions and Central-Bank Independence: An Objection to 'McCallum's Second Fallacy'. <i>SSRN Electronic Journal</i> , 2001 ,	1	5
37	Fines, Leniency, Rewards and Organized Crime: Evidence from Antitrust Experiments. <i>SSRN Electronic Journal</i> ,	1	5
36	Contracts as Threats: On a Rationale for Rewarding A While Hoping for B. <i>SSRN Electronic Journal</i> ,	1	5
35	What Do We Know About the Effectiveness of Leniency Policies? A Survey of the Empirical and Experimental Evidence. <i>SSRN Electronic Journal</i> , 2014 ,	1	4
34	TRUST AND VIRTUAL DISTRICTS: EVIDENCE FROM THE MILAN INTERNET EXCHANGE. <i>Metroeconomica</i> , 2007 , 58, 436-456	0.9	4
33	Multi-contract tendering procedures and package bidding in procurement193-219		4
32	Fostering participation267-292		4
31	Fines, Leniency and Rewards in Antitrust: An Experiment. <i>SSRN Electronic Journal</i> ,	1	4
30	Relational Contracts and Property Rights. <i>SSRN Electronic Journal</i> ,	1	4
29	Bureaucratic Competence and Procurement Outcomes. <i>Journal of Law, Economics, and Organization</i> , 2021 , 36, 537-597	0.6	4
28	Pricing and other business strategies for e-procurement platforms249-266		3
27	Legalizing Bribes. <i>SSRN Electronic Journal</i> ,	1	3
26	The Risks and Tricks in Public-Private Partnerships. <i>SSRN Electronic Journal</i> ,	1	3
25	Relative Performance Evaluation, Sabotage and Collusion. <i>SSRN Electronic Journal</i> ,	1	3
24	Whistleblower Rewards, False Reports, and Corporate Fraud. <i>SSRN Electronic Journal</i> , 2017 ,	1	2
23	Deterrence in Competition Law. <i>World Scientific-Now Publishers Series in Business</i> , 2014 , 423-454	0	2

22	Leniency and Damages. <i>SSRN Electronic Journal</i> , 2015 ,	1	2
21	Financial Stability and Central Bank Governance. <i>SSRN Electronic Journal</i> , 2012 ,	1	2
20	Contracts as Threats: On a Rationale for Rewarding A While Hoping for B. <i>SSRN Electronic Journal</i> ,	1	2
19	Sticks and Carrots in Procurement. <i>SSRN Electronic Journal</i> ,	1	2
18	Criminalization of Cartels and their Internal Organization		2
17	The impacts of stricter merger legislation on bank mergers and acquisitions: Too-Big-To-Fail and competition. <i>Journal of Financial Intermediation</i> , 2021 , 46, 100859	3.8	2
16	Trust, Leniency and Deterrence. <i>SSRN Electronic Journal</i> , 2014 ,	1	1
15	Time Horizon and Cooperation in Continuous Time. <i>SSRN Electronic Journal</i> , 2011 ,	1	1
14	Information and competitive tendering143-167		1
13	Managing dynamic procurements433-445		1
12	Trust, Salience and Deterrence: Evidence from an Antitrust Experiment. <i>SSRN Electronic Journal</i> ,	1	1
11	Internet Peering as a Network of Relations. <i>SSRN Electronic Journal</i> ,	1	1
10	Strategic Risk and Co-Operative Relationships: Experimental Evidence. <i>SSRN Electronic Journal</i> ,	1	1
9	Financial Incentives for Whistleblowers: A Short Survey 2021 , 341-350		1
8	Buyers' role in innovation procurement: Evidence from US military R&D contracts. <i>Journal of Economics and Management Strategy</i> , 2021 , 30, 697-720	1.9	1
7	Cartels and Leniency: Taking Stock of What We Learnt. <i>SSRN Electronic Journal</i> , 2016 ,	1	1
6	Frequency of interaction, communication and collusion: an experiment. <i>Economic Theory</i> , 2019 , 68, 827-844	1.1	1
5	Leniency and Damages: Where Is the Conflict?. <i>Journal of Legal Studies</i> , 2020 , 49, 335-379	1.1	0

4	The Risks and Tricks in PublicPrivate Partnerships. <i>World Scientific-Now Publishers Series in Business</i> , 2014 , 455-489	0	0
3	Whistleblower rewards, false reports, and corporate fraud. <i>European Journal of Law and Economics</i> , 2021 , 51, 411-431	0.8	0
2	Assessing alternative indicators for Covid-19 policy evaluation, with a counterfactual for Sweden.. <i>PLoS ONE</i> , 2022 , 17, e0264769	3.7	0
1	A fresh look at whistleblower rewards. <i>Journal of Governance and Regulation</i> , 2021 , 10, 248-260	0.8	