An Empirical Analysis of Search Engine Advertising: Spe Markets

Management Science 55, 1605-1622

DOI: 10.1287/mnsc.1090.1054

Citation Report

#	ARTICLE	IF	CITATIONS
1	Search Engines: Left Side Quality Versus Right Side Profits. SSRN Electronic Journal, 2008, , .	0.4	26
2	Analyzing the Relationship between Organic and Sponsored Search Advertising: Positive, Negative or Zero Interdependence?. SSRN Electronic Journal, 0, , .	0.4	22
3	An Empirical Analysis of Search Engine Advertising: Sponsored Search in Electronic Markets. Management Science, 2009, 55, 1605-1622.	4.1	513
4	The Market Demand for University Press Books. Journal of Scholarly Publishing, 2010, 42, 1-15.	0.6	1
5	Research Commentary â€"Sponsored Search and Market Efficiency. Information Systems Research, 2010, 21, 760-772.	3.7	27
6	An analysis of the importance of the long tail in search engine marketing. Electronic Commerce Research and Applications, 2010, 9, 488-494.	5.0	50
7	The Market Demand for University Press Books 2008–15. Journal of Scholarly Publishing, 2010, 42, 1-15.	0.6	5
8	Optimal Bidding in Multi-Item Multi-Slot Sponsored Search Auctions. SSRN Electronic Journal, 2010, , .	0.4	3
9	Creating Social Contagion Through Viral Product Design: A Randomized Trial of Peer Influence in Networks. SSRN Electronic Journal, 0, , .	0.4	38
10	Search Engine Advertising: Channel Substitution when Pricing Ads to Context. SSRN Electronic Journal, 0, , .	0.4	8
11	Modeling Cross-Category Purchases in Sponsored Search Advertising. SSRN Electronic Journal, 0, , .	0.4	10
12	Analyzing the Relationship Between Organic and Sponsored Search Advertising: Positive, Negative, or Zero Interdependence?. Marketing Science, 2010, 29, 602-623.	4.1	285
13	Technology Usage and Online Sales: An Empirical Study. Management Science, 2010, 56, 1930-1945.	4.1	104
14	Pricing of Online Advertising: Cost-Per-Click-Through Vs. Cost-Per-Action. , 2010, , .		10
15	The Impact of New Media on Customer Relationships. Journal of Service Research, 2010, 13, 311-330.	12.2	992
16	The intention to click on sponsored ads—A study of the role of prior knowledge and of consumer profile. Journal of Retailing and Consumer Services, 2010, 17, 457-463.	9.4	17
18	Selection of Best Keywords. Journal of Interactive Advertising, 2010, 11, 27-35.	5.3	21
19	Practice Prize Paper â€"Marketing's Profit Impact: Quantifying Online and Off-line Funnel Progression. Marketing Science, 2011, 30, 604-611.	4.1	186

#	Article	IF	CITATIONS
20	Measuring the Lifetime Value of Customers Acquired from Google Search Advertising. Marketing Science, 2011, 30, 837-850.	4.1	83
21	A "Position Paradox―in Sponsored Search Auctions. Marketing Science, 2011, 30, 612-627.	4.1	117
22	Cyclical Bid Adjustments in Search-Engine Advertising. Management Science, 2011, 57, 1703-1719.	4.1	78
23	Online Display Advertising: Targeting and Obtrusiveness. Marketing Science, 2011, 30, 389-404.	4.1	598
24	Location, Location, Location: An Analysis of Profitability of Position in Online Advertising Markets. Journal of Marketing Research, 2011, 48, 1057-1073.	4.8	279
25	Search Engine Advertising: Channel Substitution When Pricing Ads to Context. Management Science, 2011, 57, 458-470.	4.1	139
26	Creating Social Contagion Through Viral Product Design: A Randomized Trial of Peer Influence in Networks. Management Science, 2011, 57, 1623-1639.	4.1	588
27	Home Internet Access and Usage in the USA: Trends in the Socio-Economic Digital Divide. Communications of the Association for Information Systems, 0, 28, .	0.9	18
28	Search Engine Competition with Network Externalities. SSRN Electronic Journal, 0, , .	0.4	10
29	Selection of Best Keywords: A Poisson Regression Model. SSRN Electronic Journal, 2011, , .	0.4	0
30	Attention Competition. SSRN Electronic Journal, 0, , .	0.4	3
31	Online Advertising. Advances in Computers, 2011, 81, 289-315.	1.6	9
32	Standardization, Standards and Online Advertising. SSRN Electronic Journal, 2011, , .	0.4	5
33	The Role of Search Engine Optimization in Search Marketing. SSRN Electronic Journal, 0, , .	0.4	7
34	Ad Revenue and Content Commercialization: Evidence from Blogs. SSRN Electronic Journal, 0, , .	0.4	6
35	Can Prominence Matter even in an Almost Frictionless Market?. Economic Journal, 2011, 121, F297-F308.	3.6	34
36	Online keyword based advertising: Impact of ad impressions on own-channel and cross-channel click-through rates. Decision Support Systems, 2011, 52, 1-8.	5.9	34
37	Investigating the effect of results ranking in sponsored search. Proceedings of the American Society for Information Science and Technology, 2011, 48, 1-10.	0.2	11

#	Article	IF	Citations
38	Optimizing merchant revenue with rebates. , 2011, , .		O
39	The Brand Effect of Key Phrases and Advertisements in Sponsored Search. International Journal of Electronic Commerce, 2011, 16, 77-106.	3.0	38
40	A Dynamic Model of Sponsored Search Advertising. Marketing Science, 2011, 30, 447-468.	4.1	212
41	Zooming In on Paid Search Ads—A Consumer-Level Model Calibrated on Aggregated Data. Marketing Science, 2011, 30, 789-800.	4.1	82
42	Modeling Indirect Effects of Paid Search Advertising: Which Keywords Lead to More Future Visits?. Marketing Science, 2011, 30, 646-665.	4.1	91
43	Hybrid Advertising Auctions. Marketing Science, 2011, 30, 249-273.	4.1	65
44	From Generic to Branded: A Model of Spillover in Paid Search Advertising. Journal of Marketing Research, 2011, 48, 87-102.	4.8	296
45	Price Competition and Endogenous Valuation in Search Advertising. Journal of Marketing Research, 2011, 48, 566-586.	4.8	61
46	Web site search engine optimization: a case study of Fragfornet. Library Hi Tech News, 2011, 28, 6-13.	0.9	31
47	Mean field equilibria of dynamic auctions with learning. , 2011, , .		12
48	Mean field equilibria of dynamic auctions with learning. , 2011, 10, 10-14.		21
49	Optimal bidding in multi-item multi-slot sponsored search auctions. , 2012, , .		2
50	Attention allocation in information-rich environments. , 2012, , .		2
51	Moving to the mobile internet. , 2012, , .		2
52	An economic framework for Information Platform., 2012,,.		0
53	SEARCH ENGINE COMPETITION WITH NETWORK EXTERNALITIES. Journal of Competition Law and Economics, 2012, 8, 73-105.	0.8	102
54	Traditional and IS-Enabled Customer Acquisition on the Internet. Management Science, 2012, 58, 754-769.	4.1	31
55	A Latent Instrumental Variables Approach to Modeling Keyword Conversion in Paid Search Advertising. Journal of Marketing Research, 2012, 49, 306-319.	4.8	141

#	Article	IF	CITATIONS
56	An analysis of the profitability of fee-based compensation plans for search engine marketing. International Journal of Research in Marketing, 2012, 29, 68-80.	4.2	33
57	Message content in keyword campaigns, click behavior, and price-consciousness: A study of millennial consumers. Journal of Retailing and Consumer Services, 2012, 19, 78-87.	9.4	32
58	An empirical test to forecast the sales rank of a keyword advertisement using a hierarchical Bayes model. Expert Systems With Applications, 2012, 39, 12727-12742.	7.6	3
59	Social Media and Firm Equity Value. SSRN Electronic Journal, 2012, , .	0.4	12
60	Ad Revenue and Content Commercialization: Evidence from Blogs. SSRN Electronic Journal, 2012, , .	0.4	5
61	What's in a Name? Measuring Prominence, and Its Impact on Organic Traffic from Search Engines. SSRN Electronic Journal, 0, , .	0.4	8
62	Sponsored Search: How Organic Results Impact Sponsored Search Advertising Performance. SSRN Electronic Journal, 0, , .	0.4	3
63	Mean Field Equilibria of Dynamic Auctions with Learning. SSRN Electronic Journal, 2012, , .	0.4	4
64	Bid Jamming. SSRN Electronic Journal, 0, , .	0.4	1
65	Consumer Click Behavior at a Search Engine: The Role of Keyword Popularity. SSRN Electronic Journal, 2012, , .	0.4	1
66	On the optimal number of advertising slots in a generalized second-price auction. Marketing Letters, 2012, 23, 851-868.	2.9	7
67	Can visible cues in search results indicate vendors' reliability?. Decision Support Systems, 2012, 52, 768-775.	5.9	9
68	Return on Quality Improvements in Search Engine Marketing. Journal of Interactive Marketing, 2012, 26, 141-154.	6.2	41
70	How to select search keywords for online advertising depending on consumer involvement: An empirical investigation. Expert Systems With Applications, 2012, 39, 594-610.	7.6	28
71	A cross-industry analysis of the spillover effect in paid search advertising. Electronic Markets, 2013, 23, 205-216.	8.1	14
72	Ad Revenue and Content Commercialization: Evidence from Blogs. Management Science, 2013, 59, 2314-2331.	4.1	106
73	From clicking to consideration: A business intelligence approach to estimating consumers' consideration probabilities. Decision Support Systems, 2013, 56, 397-405.	5.9	19
74	Business and Information Systems Engineering and Marketing. Business and Information Systems Engineering, 2013, 5, 127-128.	6.1	2

#	Article	IF	Citations
75	Wirtschaftsinformatik und Marketing. Business & Information Systems Engineering, 2013, 55, 119-120.	0.4	0
76	Price Information Patterns in Web Search Advertising: An Empirical Case Study on Accommodation Industry., 2013,,.		1
77	The effect of ad rank on the performance of keyword advertising campaigns. Journal of the Association for Information Science and Technology, 2013, 64, 2115-2132.	2.6	27
78	The influence of different type of keyword on online consumer decision., 2013,,.		O
79	Search engines: Left side quality versus right side profits. International Journal of Industrial Organization, 2013, 31, 690-701.	1.2	64
80	Optimal keyword auctions for optimal user experiences. Decision Support Systems, 2013, 56, 450-461.	5.9	10
81	Research Commentary —Too Big to Fail: Large Samples and the <i>p</i> -Value Problem. Information Systems Research, 2013, 24, 906-917.	3.7	693
82	What's buzzing in the blizzard of buzz? Automotive component isolation in social media postings. Decision Support Systems, 2013, 55, 871-882.	5.9	97
83	Promotional Marketing or Word-of-Mouth? Evidence from Online Restaurant Reviews. Information Systems Research, 2013, 24, 596-612.	3.7	229
84	Social Media and Firm Equity Value. Information Systems Research, 2013, 24, 146-163.	3.7	457
85	How Is the Mobile Internet Different? Search Costs and Local Activities. Information Systems Research, 2013, 24, 613-631.	3.7	384
86	Search engine advertisements: The impact of advertising statements on click-through and conversion rates. Marketing Letters, 2013, 24, 151-163.	2.9	46
87	Optimal Bidding in Multi-Item Multislot Sponsored Search Auctions. Operations Research, 2013, 61, 855-873.	1.9	49
88	On the prediction of popularity of trends and hits for user generated videos. , 2013, , .		44
89	The Role of Search Engine Optimization in Search Marketing. Marketing Science, 2013, 32, 644-651.	4.1	123
90	Practice Prize Paper â€"PROSAD: A Bidding Decision Support System for Profit Optimizing Search Engine Advertising. Marketing Science, 2013, 32, 213-220.	4.1	43
91	Successive Sample Selection and Its Relevance for Management Decisions. Marketing Science, 2013, 32, 170-185.	4.1	18
92	Boost Keywords Conversion of Search Engine. Advanced Materials Research, 0, 834-836, 1803-1806.	0.3	0

#	Article	IF	Citations
93	Online interactive suicide support services: quality and accessibility. Mental Health Review Journal, 2013, 18, 226-239.	0.7	10
94	How Do Advertisers Compete in Sponsored Search Auctions? Evidence from the Digital Camera Industry. , 2013, , .		0
95	Efficiency Evaluation in Search Advertising. Decision Sciences, 2013, 44, 877-913.	4.5	22
96	Quantify sales impact of location-based advertising. International Journal of Mobile Communications, 2013, 11, 513.	0.3	8
97	A predictive model for advertiser value-per-click in sponsored search., 2013,,.		8
98	An aggregate advertising response model based on consumer population dynamics. International Journal of Applied Management Science, 2013, 5, 22.	0.2	9
99	Keywords Selection in Search Engine Advertising With Cross Selling Effect. SSRN Electronic Journal, $2013, \ldots$	0.4	0
100	Exclusive Preferential Placement as Search Diversion: Evidence from Flight Search. SSRN Electronic Journal, 2013, , .	0.4	9
101	Effect of Temporal Spacing between Advertising Exposures: Evidence from Online Field Experiments. SSRN Electronic Journal, 0, , .	0.4	15
102	Promotional Marketing or Word-of-Mouth? Evidence from Online Restaurant Reviews. SSRN Electronic Journal, 0, , .	0.4	4
103	The Impact of Facebook Fan Page Participation on Customer Behavior: An Empirical Investigation. SSRN Electronic Journal, 2013, , .	0.4	3
104	Attention Allocation in Information-Rich Environments: The Case of News Aggregators. SSRN Electronic Journal, 2013, , .	0.4	5
105	Information Asymmetry and Hybrid Advertising. Journal of Marketing Research, 2013, 50, 609-624.	4.8	2
106	Putting Attribution to Work: A Graph-Based Framework for Attribution Modeling in Managerial Practice. SSRN Electronic Journal, 2013, , .	0.4	10
107	Search Engine Optimization: What Drives Organic Traffic to Retail Sites?. SSRN Electronic Journal, 2013, , .	0.4	6
108	'Showrooming' and the Competition between Store and Online Retailers. SSRN Electronic Journal, 0, , .	0.4	31
109	Examining the Impact of Contextual Ambiguity on Search Advertising Keyword Performance: A Topic Model Approach. SSRN Electronic Journal, 0, , .	0.4	2
110	Testing Predictor Significance with Ultra High Dimensional Multivariate Responses. SSRN Electronic Journal, 0, , .	0.4	0

#	ARTICLE	IF	CITATIONS
111	Optimization in Online Content Recommendation Services: Beyond Click-Through-Rates. SSRN Electronic Journal, 2014, , .	0.4	1
112	Should You Target Early Trend Propagators? Evidence from Twitter. SSRN Electronic Journal, 0, , .	0.4	8
113	Leveraging O2O Commerce for Product Promotion: An Empirical Investigation in Mainland China. IEEE Transactions on Engineering Management, 2014, 61, 623-632.	3.5	58
114	Mean Field Equilibria of Dynamic Auctions with Learning. Management Science, 2014, 60, 2949-2970.	4.1	90
115	Consumer Click Behavior at a Search Engine: The Role of Keyword Popularity. Journal of Marketing Research, 2014, 51, 480-486.	4.8	112
116	Driving Online and Offline Sales: The Cross-Channel Effects of Traditional, Online Display, and Paid Search Advertising. Journal of Marketing Research, 2014, 51, 527-545.	4.8	219
117	A survey on predicting the popularity of web content. Journal of Internet Services and Applications, $2014, 5, .$	2.1	180
118	Multichannel advertising: does print advertising affect search engine advertising?. European Journal of Marketing, 2014, 48, 1731-1756.	2.9	35
119	The Company That You Keep: When to Buy a Competitor's Keyword. Marketing Science, 2014, 33, 485-508.	4.1	78
120	Information Asymmetry and Hybrid Advertising. Journal of Marketing Research, 2014, 51, 609-624.	4.8	24
121	A Joint Examination of Quality Choice and Satisfaction: The Impact of Circumstantial Variables. Journal of Marketing Research, 2014, 51, 448-462.	4.8	8
122	A Human Behavior Analyzer Framework for consumer product search engines. , 2014, , .		2
123	Research on optimal policy of budget allocation cross GSP search engines. , 2014, , .		0
124	Infra-marginal analysis model for provision mode selection for e-commerce services. Tsinghua Science and Technology, 2014, 19, 174-183.	6.1	2
125	The Influence of Mortality Focus on Guilt Advertising Effectiveness. Journal of Marketing Theory and Practice, 2014, 22, 103-114.	4.3	9
126	A Picture is Worth a Thousand Words: Source Credibility Theory Applied to Logo and Website Design for Heightened Credibility and Consumer Trust. International Journal of Human-Computer Interaction, 2014, 30, 63-93.	4.8	132
127	Attributing Conversions in a Multichannel Online Marketing Environment: An Empirical Model and a Field Experiment. Journal of Marketing Research, 2014, 51, 40-56.	4.8	293
128	How Online Consumer Segments Differ in Long-term Marketing Effectiveness. Journal of Interactive Marketing, 2014, 28, 271-284.	6.2	28

#	Article	IF	CITATIONS
129	Finding the Right Words: The Influence of Keyword Characteristics on Performance of Paid Search Campaigns. Journal of Interactive Marketing, 2014, 28, 285-301.	6.2	30
130	Budget Constraints in Sponsored Search Auctions. , 2014, , 13-29.		0
131	Differential Effects of Keyword Selection in Search Engine Advertising on Direct and Indirect Sales. Journal of Management Information Systems, 2014, 30, 299-326.	4.3	38
132	Boost Keywords Conversion of Search Engine. Advanced Materials Research, 0, 915-916, 1332-1335.	0.3	3
133	Consumer Online Search Behavior: A Cross-Industry Analysis Based on User-Level Data. Communications in Computer and Information Science, 2014, , 72-87.	0.5	0
134	Competitive Poaching in Sponsored Search Advertising and Its Strategic Impact on Traditional Advertising. Marketing Science, 2014, 33, 586-608.	4.1	77
135	Modeling the clickstream across multiple online advertising channels using a binary logit with Bayesian mixture of normals. Electronic Commerce Research and Applications, 2014, 13, 45-55.	5.0	32
136	Empirical Generalizations in Search Engine Advertising. Journal of Retailing, 2014, 90, 206-216.	6.2	22
137	What is Different About Online Advertising?. Review of Industrial Organization, 2014, 44, 115-129.	0.7	128
138	Optima: a domain-specific model for prioritization and conflicts management in requirements engineering for services intermediaries. Service Oriented Computing and Applications, 2014, 8, 175-190.	1.6	1
139	Branding Potentials of Keyword Search Ads: The Effects of Ad Rankings on Brand Recognition and Evaluations. Journal of Advertising, 2014, 43, 85-99.	6.6	38
140	Paid Search: Modeling Rank Dependent Behavior. , 2014, , .		0
141	Examining the Impact of Ranking on Consumer Behavior and Search Engine Revenue. Management Science, 2014, 60, 1632-1654.	4.1	212
142	Operations Research Proceedings 2013. Operations Research Proceedings: Papers of the Annual Meeting = VortrÄ g e Der Jahrestagung / DGOR, 2014, , .	0.1	0
143	How Does Ranking Affect User Choice in Online Search?. Review of Industrial Organization, 2014, 45, 99-119.	0.7	15
144	Converting browsers into recurring customers: an analysis of the determinants of sponsored search success for monthly subscription services. Information Technology and Management, 2014, 15, 177-197.	2.4	5
145	Running and Chasing The Competition between Paid Search Marketing and Search Engine Optimization. , 2014, , .		8
146	Online ads and offline sales: measuring the effect of retail advertising via a controlled experiment on Yahoo!. Quantitative Marketing and Economics, 2014, 12, 235-266.	1.5	168

#	Article	IF	Citations
147	Modeling Competition and Its Impact on Paid-Search Advertising. Marketing Science, 2014, 33, 134-153.	4.1	34
148	Daily Deals Websites: Mostly but not all about Location. Journal of Computer Information Systems, 2014, 54, 80-87.	2.9	4
149	National Identity, Ideological Apparatus, or Panopticon? A Case Study of the Chinese National Search Engine Jike. Policy and Internet, 2014, 6, 89-107.	4.3	13
150	Exploring the factors affecting sponsored search ad performance. Marketing Intelligence and Planning, 2014, 32, 586-599.	3.5	8
151	Correlation of common knowledge variables and search engine marketing elements. International Journal of Business and Emerging Markets, 2015, 7, 170.	0.1	0
152	The Economics of Internet Media. Handbook of Media Economics, 2015, 1, 445-530.	0.3	17
153	An improved optimization algorithm of ads' allocation in sponsored search and the results of experiments. Automation and Remote Control, 2015, 76, 1315-1325.	0.8	0
154	Do Organic Results Help or Hurt Sponsored Search Performance?. Information Systems Research, 2015, 26, 695-713.	3.7	51
155	Analysing search engine advertising research: synthesis of two decades of research. International Journal of Information Systems and Change Management, 2015, 7, 308.	0.2	2
156	How to Use Multichannel Behavior To Predict Online Conversions. Journal of Advertising Research, 2015, 55, 433-442.	2.1	16
157	The Power of Rankings: Quantifying the Effects of Rankings on Online Consumer Search and Choice. SSRN Electronic Journal, 0, , .	0.4	8
158	Assessing the Impact of Country of Origin Perception on Purchase: A Case of K-Pop. SSRN Electronic Journal, O, , .	0.4	0
159	Do App Descriptions Matter? Evidence from Mobile App Product Descriptions. SSRN Electronic Journal, 2015, , .	0.4	2
160	Taking Stock of the Digital Revolution: A Critical Analysis and Agenda for Digital, Social Media, and Mobile Marketing Research. SSRN Electronic Journal, 0, , .	0.4	4
161	Feedback Effects in Search Advertising. SSRN Electronic Journal, 2015, , .	0.4	0
162	Examples of Database Marketing Models. International Series in Quantitative Marketing, 2015, , 307-336.	0.5	0
163	Predicting user click behaviour in search engine advertisements. New Review of Hypermedia and Multimedia, 2015, 21, 301-319.	1.1	3
164	Effect of temporal spacing between advertising exposures: Evidence from online field experiments. Quantitative Marketing and Economics, 2015, 13, 203-247.	1.5	80

#	ARTICLE	IF	CITATIONS
165	ESM 2.0: State of the Art and Future Potential of Experience Sampling Methods in Organizational Research. Annual Review of Organizational Psychology and Organizational Behavior, 2015, 2, 383-407.	9.9	245
166	Standardization and the Effectiveness of Online Advertising. Management Science, 2015, 61, 2707-2719.	4.1	19
167	A Hierarchical Bayesian Network-Based Approach to Keyword Auction. IEEE Transactions on Engineering Management, 2015, 62, 217-225.	3 . 5	6
168	Adapting to the Internet. Journal of Travel Research, 2015, 54, 511-527.	9.0	220
169	Ensemble learning methods for pay-per-click campaign management. Expert Systems With Applications, 2015, 42, 4818-4829.	7.6	36
170	Search Engine Marketing, Financing Ability and Firm Performance in E-commerce. Procedia Computer Science, 2015, 55, 1106-1112.	2.0	24
171	Testing predictor significance with ultra high dimensional multivariate responses. Computational Statistics and Data Analysis, 2015, 83, 275-286.	1.2	1
172	Evaluating and Optimizing Online Advertising: Forget the Click, but There Are Good Proxies. Big Data, 2015, 3, 90-102.	3.4	19
173	The Influence of DMO Advertising on Specific Destination Visitation Behaviors. Journal of Hospitality Marketing and Management, 2015, 24, 47-75.	8.2	18
174	Aggregation Bias in Sponsored Search Data: The Curse and the Cure. Marketing Science, 2015, 34, 59-77.	4.1	25
175	The Impact of Market Competition on Search Advertising. Journal of Interactive Marketing, 2015, 30, 46-55.	6.2	7
176	A novel approach for bidding on keywords in newly set-up search advertising campaigns. European Journal of Marketing, 2015, 49, 668-691.	2.9	12
177	Consumer Search Activities and the Value of Ad Positions in Sponsored Search Advertising. Marketing Science, 2015, 34, 606-623.	4.1	48
178	Position Auctions with Budget Constraints: Implications for Advertisers and Publishers. Marketing Science, 2015, 34, 897-905.	4.1	31
179	Position Effects in Search Advertising and their Moderators: A Regression Discontinuity Approach. Marketing Science, 2015, 34, 388-407.	4.1	121
180	The moderating effects of keyword competition on the determinants of ad position in sponsored search advertising. Decision Support Systems, 2015, 70, 42-59.	5.9	26
181	Modeling Markets. International Series in Quantitative Marketing, 2015, , .	0.5	16
182	Sponsored Search Marketing: Dynamic Pricing and Advertising for an Online Retailer. Management Science, 2015, 61, 1255-1274.	4.1	35

#	Article	IF	CITATIONS
183	Television and Digital Advertising: Second Screen Response and Coordination with Sponsored Search. SSRN Electronic Journal, $2016, , .$	0.4	3
184	Dynamic Budget Allocation in Competitive Search Advertising. SSRN Electronic Journal, 2016, , .	0.4	5
185	How Much is Too Much? The Effect of Call Intensity on Online Purchase. SSRN Electronic Journal, 2016, , .	0.4	0
186	Multihoming and cross-platform spillover effect on mobile game platforms. , 2016, , .		0
187	Selective Attention to Commercial Information Displays in Globally Available Mobile Application. Journal of Global Information Management, 2016, 24, 18-38.	2.8	6
188	Attribution Strategies and Return on Keyword Investment in Paid Search Advertising. Marketing Science, 2016, 35, 831-848.	4.1	48
189	A Peek Into the Future: Predicting the Popularity of Online Videos. IEEE Access, 2016, 4, 3026-3033.	4.2	29
190	Detecting Sponsored Recommendations. ACM Transactions on Modeling and Performance Evaluation of Computing Systems, 2016, 2, 1-29.	0.9	1
191	An analysis of popularity information effects: Field experiments in an online marketplace. Electronic Commerce Research and Applications, 2016, 17, 87-98.	5.0	16
192	Crumbs of the Cookie: User Profiling in Customer-Base Analysis and Behavioral Targeting. Marketing Science, 2016, 35, 405-426.	4.1	115
193	Adwords management for third-parties in SEM: An optimisation model and the potential of Twitter. , 2016, , .		3
194	Search Engine Optimization: What Drives Organic Traffic to Retail Sites?. Journal of Economics and Management Strategy, 2016, 25, 6-31.	0.8	82
195	The Impact of Competing Ads on Click Performance in Sponsored Search. Information Systems Research, 2016, 27, 538-557.	3.7	39
196	A Thematic Exploration of Digital, Social Media, and Mobile Marketing: Research Evolution from 2000 to 2015 and an Agenda for Future Inquiry. Journal of Marketing, 2016, 80, 146-172.	11.3	626
197	Understanding video-ad consumption on YouTube. , 2016, , .		13
198	How should search ads platform balance ads quality and quantity: comparison between business search and community search ads. International Journal of Services, Technology and Management, 2016, 22, 331.	0.1	0
199	What's in a name? Measuring prominence and its impact on organic traffic from search engines. Information Economics and Policy, 2016, 34, 44-57.	3.5	14
200	The effectiveness of different forms of online advertising for purchase conversion in a multiple-channel attribution framework. International Journal of Research in Marketing, 2016, 33, 491-507.	4.2	113

#	Article	IF	CITATIONS
201	Attention Allocation in Information-Rich Environments: The Case of News Aggregators. Management Science, 2016, 62, 2543-2562.	4.1	30
202	Helping Firms Reduce Complexity in Multichannel Online Data: A New Taxonomy-Based Approach for Customer Journeys. Journal of Retailing, 2016, 92, 185-203.	6.2	84
203	Design of Search Engine Services: Channel Interdependence in Search Engine Results. Journal of Marketing Research, 2016, 53, 881-900.	4.8	33
204	Is Combining Contextual and Behavioral Targeting Strategies Effective in Online Advertising?. ACM Transactions on Management Information Systems, 2016, 7, 1-20.	2.8	26
205	Brand engagement on social media: will firms' social media efforts influence search engine advertising effectiveness?. Journal of Marketing Management, 2016, 32, 526-557.	2.3	117
206	Analyzing conversion rates in online hotel booking. International Journal of Contemporary Hospitality Management, 2016, 28, 286-304.	8.0	56
207	Optimization in Online Content Recommendation Services: Beyond Click-Through Rates. Manufacturing and Service Operations Management, 2016, 18, 15-33.	3.7	47
208	Do display ads influence search? Attribution and dynamics in online advertising. International Journal of Research in Marketing, 2016, 33, 475-490.	4.2	104
209	Be a "Superhost― The importance of badge systems for peer-to-peer rental accommodations. Tourism Management, 2017, 60, 454-465.	9.8	236
210	Finding competitive keywords from query logs to enhance search engine advertising. Information and Management, 2017, 54, 531-543.	6.5	24
211	Using PageRank for non-personalized default rankings in dynamic markets. European Journal of Operational Research, 2017, 260, 388-401.	5.7	25
212	Are Sponsored Links Effective? Investigating the Impact of Trust in Search Engine Advertising. ACM Transactions on Management Information Systems, 2017, 7, 1-33.	2.8	15
213	A New Method to Aid Copy Testing of Paid Search Text Advertisements. Journal of Marketing Research, 2017, 54, 885-900.	4.8	14
214	What Happens Online Stays Online? Segment-Specific Online and Offline Effects of Banner Advertisements. Journal of Marketing Research, 2017, 54, 901-913.	4.8	30
215	Conversion potential: a metric for evaluating search engine advertising performance. Journal of Research in Interactive Marketing, 2017, 11, 142-159.	8.9	27
216	Multi-Click Attribution in Sponsored Search Advertising: An Empirical Study in Hospitality Industry. Cornell Hospitality Quarterly, 2017, 58, 253-262.	3.8	4
217	Cross-Industrial User Channel Preferences on the Path to Online Purchase: Homogeneous, Heterogeneous, or Mixed?. Journal of Advertising, 2017, 46, 248-268.	6.6	16
218	Digital marketing: A framework, review and research agenda. International Journal of Research in Marketing, 2017, 34, 22-45.	4.2	706

#	Article	IF	Citations
219	Investigating the Spillover Effect of Keyword Market Entry in Sponsored Search Advertising. Marketing Science, 2017, 36, 976-998.	4.1	20
220	Bidding for Multiple Keywords in Sponsored Search Advertising: Keyword Categories and Match Types. Information Systems Research, 2017, 28, 711-722.	3.7	40
221	What does delay in coupon redemptions imply? An investigation into customers' future purchase probability. , $2017, \ldots$		1
222	Modeling Multi-Channel Advertising Attribution Across Competitors. SSRN Electronic Journal, 0, , .	0.4	1
223	Effects of regulatory focus and user perception on search engine advertising avoidance. Social Behavior and Personality, 2017, 45, 999-1006.	0.6	5
224	Analysing the effect of offline media on online conversion actions. International Journal of Web Engineering and Technology, 2017, 12, 165.	0.2	1
225	Real-Time Bidding in Online Display Advertising. SSRN Electronic Journal, 0, , .	0.4	5
226	Attention, Consideration then Selection Choice Model. SSRN Electronic Journal, 0, , .	0.4	6
227	Word-of-Mouth in Social Media Advertising: 'Likes' on Facebook Ads. SSRN Electronic Journal, 0, , .	0.4	2
228	Effect of Sponsored Listings on Online Marketplaces: The Role of Information Asymmetry. SSRN Electronic Journal, 0, , .	0.4	6
229	Discontinuous Demand Functions: Estimation and Pricing. SSRN Electronic Journal, 2017, , .	0.4	0
230	Investigating the Spillover Effect of Keyword Market Entry in Sponsored Search Advertising. SSRN Electronic Journal, 2017, , .	0.4	0
231	Analysing clickstream data: do paid and organic search affect each other?. International Journal of Electronic Business, 2017, 13, 205.	0.4	6
232	The Branding Effect of Sponsored Search Advertising: Value-per-Click vs. Value-per-Impression. SSRN Electronic Journal, 0, , .	0.4	0
233	Not All Privacy Is Created Equal: The Welfare Impact of Targeted Advertising. SSRN Electronic Journal, 2017, , .	0.4	2
234	Targeted Information and Limited Attention. SSRN Electronic Journal, 0, , .	0.4	0
235	Do You See What I See? Ad Viewability and the Economics of Online Advertising. SSRN Electronic Journal, 2017, , .	0.4	9
236	Value co-creation on social media. International Journal of Contemporary Hospitality Management, 2018, 30, 2153-2174.	8.0	51

#	Article	IF	CITATIONS
237	Post Purchase Search Engine Marketing. , 2018, , .		3
238	Advertising to Early Trend Propagators: Evidence from Twitter. Marketing Science, 2018, 37, 177-199.	4.1	47
239	Effects of Recommendation Neutrality and Sponsorship Disclosure on Trust vs. Distrust in Online Recommendation Agents: Moderating Role of Explanations for Organic Recommendations. Management Science, 2018, 64, 5198-5219.	4.1	29
240	The determinants of conversion rates in SME e-commerce websites. Journal of Retailing and Consumer Services, 2018, 41, 161-168.	9.4	50
241	Making sense of the changing face of Google's search engine results page: an advertiser's perspective. Journal of Information Communication and Ethics in Society, 2018, 16, 90-107.	1.5	9
242	Keyword length and matching options as indicators of search intent in sponsored search. Information Processing and Management, 2018, 54, 175-183.	8.6	9
243	Hybrid mechanisms for Vickrey–Clarke–Groves and generalized second-price bids. International Journal of Game Theory, 2018, 47, 331-350.	0.5	3
244	Integrating the mechanism of three-part tariff pricing to the provision of intra-site search engine advertising services. International Journal of Production Research, 2018, 56, 1850-1864.	7.5	2
245	Advertiser Prominence Effects in Search Advertising. Management Science, 2018, 64, 1365-1383.	4.1	44
246	Personal and Social Usage: The Origins of Active Customers and Ways to Keep Them Engaged. Management Science, 2018, 64, 2473-2495.	4.1	20
247	Competitive Strategies for Brick-and-Mortar Stores to Counter "Showrooming― Management Science, 2018, 64, 3076-3090.	4.1	219
248	Search engine marketing is not all gold: Insights from Twitter and SEOClerks. International Journal of Information Management, 2018, 38, 107-116.	17.5	158
249	Search engine advertising for organic food: The effectiveness of information concreteness on advertising performance. Journal of Consumer Behaviour, 2018, 17, 47-56.	4.2	7
250	Service online search ads: from a consumer journey view. Journal of Services Marketing, 2018, 32, 126-141.	3.0	8
251	The order effect of advertisers on consumer search behavior in sponsored search markets. Journal of Business Research, 2018, 84, 24-33.	10.2	9
252	Redemption, Exposure, and Spillover Effects of Electronic Coupons: Evidence From Field Experiments. SSRN Electronic Journal, 2018, , .	0.4	0
253	Approximation Algorithms for Product Framing and Pricing. SSRN Electronic Journal, 0, , .	0.4	13
254	Product Rankings with Consumer Search. SSRN Electronic Journal, 2018, , .	0.4	1

#	ARTICLE	IF	CITATIONS
255	Conversion rate determinants in e-commerce websites. What about moderation effects?. International Journal of Electronic Marketing and Retailing, 2018, 9, 366.	0.2	0
256	Understanding the efficiency of keywords in search engine marketing - a comparison study using data envelopment analysis. International Journal of Electronic Business, 2018, 14, 273.	0.4	1
257	Generalized Second Price Auctions over a Network. Games, 2018, 9, 67.	0.6	1
258	Forecasting the Effects of In-Store Marketing on Conversion Rates for Online Shops. Forecasting, 2018, 1, 70-89.	2.8	2
259	Attention Adjustment, Renewal, and Equilibrium Seeking in Online Search: An Eye-Tracking Approach. Journal of Management Information Systems, 2018, 35, 1218-1250.	4.3	37
260	Monetizing Sharing Traffic Via Incentive Design: Evidence from a Randomized Field Experiment. SSRN Electronic Journal, 2018, , .	0.4	0
261	Limited attention, competition and welfare. Journal of Economic Theory, 2018, 178, 318-359.	1.1	16
262	The Whole-Page Optimization via Dynamic Ad Allocation. , 2018, , .		8
263	Aggregate Effects of Advertising Decisions: A Complex Systems Look at Search Engine Advertising Via an Experimental Study. SSRN Electronic Journal, 2018, , .	0.4	0
264	Competitive Advertising on Brand Search: Traffic Stealing, Adverse Selection and Customer Confusion. SSRN Electronic Journal, 2018, , .	0.4	4
265	The impact of organic links in position auctions with popular versus niche keywords. International Journal of Economic Theory, 2018, 14, 257-278.	0.6	1
266	The Power of Rankings: Quantifying the Effect of Rankings on Online Consumer Search and Purchase Decisions. Marketing Science, 2018, 37, 530-552.	4.1	156
267	Aggregate effects of advertising decisions. Internet Research, 2018, 28, 1079-1102.	4.9	13
268	The Effect of Online Shopping Platform Strategies on Search, Display, and Membership Revenues. Journal of Retailing, 2018, 94, 247-264.	6.2	45
269	The Effectiveness of Contextual Competitive Targeting in Conjunction with Promotional Incentives. International Journal of Electronic Commerce, 2018, 22, 349-385.	3.0	10
270	Modeling Consumer Footprints on Search Engines: An Interplay with Social Media. Management Science, 2019, 65, 1363-1385.	4.1	53
271	VANISH regularization for generalized linear models. Quantitative Marketing and Economics, 2019, 17, 415-437.	1.5	0
272	In pursuit of an effective B2B digital marketing strategy in an emerging market. Journal of the Academy of Marketing Science, 2019, 47, 1085-1108.	11.2	92

#	Article	IF	CITATIONS
273	Embarrassment Products, Web Personalization and Online Buying Behavior. Data Base for Advances in Information Systems, 2019, 50, 92-108.	1.7	2
274	User Perception Affects Search Engine Advertising Avoidance: Moderating Role of User Characteristics. Social Behavior and Personality, 2019, 47, 1-12.	0.6	5
275	Stars in Social Media: New Light Through Old Windows?. SSRN Electronic Journal, 0, , .	0.4	5
276	User Task is Important: Towards User Task Oriented Design and Development. Journal of the Japan Society of Information and Knowledge, 2019, 28, 363-366.	0.0	0
277	Value-aware Recommendation based on Reinforcement Profit Maximization. , 2019, , .		28
278	Mobile searching versus online searching: differential effects of paid search keywords on direct and indirect sales. Journal of the Academy of Marketing Science, 2019, 47, 1151-1165.	11.2	14
279	Role of navigational ability in website visit duration. European Journal of Marketing, 2019, 53, 972-988.	2.9	6
280	Implementing white hat search engine technique in e-business website., 2019,,.		3
281	Using Machine Learning for Modeling Human Behavior and Analyzing Friction in Generalized Second Price Auctions. SSRN Electronic Journal, 0, , .	0.4	2
282	AKEGIS: automatic keyword generation for sponsored search advertising in online retailing. Decision Support Systems, 2019, 119, 96-106.	5.9	17
283	Affiliate-Marketing., 2019, , .		4
284	Predicting the intent of sponsored search users: An exploratory user session-level analysis. Decision Support Systems, 2019, 121, 25-36.	5.9	6
285	Serial Position Effects on Native Advertising Effectiveness: Differential Results Across Publisher and Advertiser Metrics. Journal of Marketing, 2019, 83, 82-97.	11.3	24
286	How do successful scholars get their best research ideas? An exploration. Marketing Letters, 2019, 30, 221-232.	2.9	1
287	Sponsored search advertising and dynamic pricing for perishable products under inventory-linked customer willingness to pay. European Journal of Operational Research, 2019, 276, 119-132.	5.7	20
288	Analyzing the Click Path Of Affiliate-Marketing Campaigns. Journal of Advertising Research, 2019, 59, 342-356.	2.1	2
289	Marketing analytics using anonymized and fragmented tracking data. International Journal of Research in Marketing, 2019, 36, 117-136.	4.2	34
290	Dynamic network analysis of online interactive platform. Information Systems Frontiers, 2019, 21, 229-240.	6.4	13

#	Article	IF	CITATIONS
291	The visual ecology of product packaging and its effects on consumer attention. Journal of Business Research, 2020, 111, 187-195.	10.2	49
292	Study on the evaluation of multimedia advertising performance. Multimedia Tools and Applications, 2020, 79, 9921-9934.	3.9	0
293	The impact of ad positioning in search engine advertising: a multifaceted decision problem. Electronic Commerce Research, 2020, 20, 945-968.	5.0	11
294	How Much is Too Much? The Effect of Offline Call Intensity on Online Purchase of Digital Services. Production and Operations Management, 2020, 29, 509-525.	3.8	5
295	Approximation Algorithms for Product Framing and Pricing. Operations Research, 2020, 68, 134-160.	1.9	48
296	Trade-Offs in Online Advertising: Advertising Effectiveness and Annoyance Dynamics Across the Purchase Funnel. Information Systems Research, 2020, 31, 102-125.	3.7	56
297	Informational, transactional, and navigational need of information: relevance of search intention in search engine advertising. Information Retrieval, 2020, 23, 117-135.	2.0	8
298	Physician Recommendation on Healthcare Appointment Platforms Considering Patient Choice. IEEE Transactions on Automation Science and Engineering, 2020, 17, 886-899.	5.2	13
299	Charting the Path to Purchase Using Topic Models. Journal of Marketing Research, 2020, 57, 1019-1036.	4.8	23
300	Waiting time in two-sided platforms: The case of the airport industry. Technological Forecasting and Social Change, 2020, 159, 120181.	11.6	6
301	Digital marketing: a quantitative approach on the scientific production. International Journal of Electronic Marketing and Retailing, 2020, 11, 384.	0.2	1
302	Al algorithms, price discrimination and collusion: a technological, economic and legal perspective. European Journal of Law and Economics, 2020, 50, 405-435.	1.1	23
303	Organic and sponsored ads: study on online purchase intent and visual behaviour. International Journal of Internet Marketing and Advertising, 2020, 14, 318.	0.2	2
304	Simultaneous or sequential? Multihoming launch strategies for mobile applications with consideration of promotion and switching costs. International Journal of Production Research, 2022, 60, 977-998.	7. 5	6
305	Artificial Intelligence, Data-Driven Learning, and the Decentralized Structure of Platform Ecosystems. Academy of Management Review, 2022, 47, 184-189.	11.7	25
306	Nonstationary Bandits with Habituation and Recovery Dynamics. Operations Research, 2020, 68, 1493-1516.	1.9	16
307	How do search ads induce and accelerate conversion? The moderating role of transaction experience and organizational type. Journal of Business Research, 2020, 116, 324-336.	10.2	6
308	Customer Knowledge Management in SMEs Facing Digital Transformation. Sustainability, 2020, 12, 3899.	3.2	55

#	Article	IF	CITATIONS
309	Multilevel marketing: optimizing marketing effectiveness for high-involvement goods in the automotive industry. International Entrepreneurship and Management Journal, 2020, 16, 1367-1392.	5.0	4
310	Effects of paid search advertising on product sales: a Chinese semantic perspective. Journal of Marketing Management, 2020, 36, 1481-1504.	2.3	7
311	Targeted information and limited attention. RAND Journal of Economics, 2020, 51, 402-420.	2.3	9
312	Effectiveness of Location-Based Advertising and the Impact of Interface Design. Journal of Management Information Systems, 2020, 37, 431-456.	4.3	38
313	Marketing Agencies and Collusive Bidding in Online Ad Auctions. Management Science, 2020, 66, 4433-4454.	4.1	18
314	Path to Purpose? How Online Customer Journeys Differ for Hedonic Versus Utilitarian Purchases. Journal of Marketing, 2020, 84, 127-146.	11.3	71
315	The Interplay Between Obfuscation and Prominence in Price Comparison Platforms. Management Science, 2020, 66, 4843-4862.	4.1	8
316	The impact of online display advertising and paid search advertising relative to offline advertising on firm performance and firm value. International Journal of Research in Marketing, 2020, 37, 789-804.	4.2	50
317	Nonparametric advertising budget allocation with inventory constraint. European Journal of Operational Research, 2020, 285, 631-641.	5.7	8
318	Optimal Keywords Grouping in Sponsored Search Advertising Under Uncertain Environments. International Journal of Electronic Commerce, 2020, 24, 107-129.	3.0	18
319	Click-Through Behavior across Devices In Paid Search Advertising. Journal of Advertising Research, 2020, 60, 394-406.	2.1	8
320	Omni-channel management in the new retailing era: A systematic review and future research agenda. International Journal of Production Economics, 2020, 229, 107729.	8.9	156
321	Managing Online Content to Build a Follower Base: Model and Applications. INFORMS Journal on Optimization, 2020, 2, 57-77.	1.4	12
322	Stars in social media: new light through old windows?. Journal of Media Business Studies, 2021, 18, 79-105.	2.0	35
323	Valuing Personal Data with Privacy Consideration. Decision Sciences, 2021, 52, 393-426.	4.5	10
324	Do All Roads Lead to Rome? Exploring the Relationship Between Social Referrals, Referral Propensity and Stickiness to Video-on-Demand Websites. Business and Information Systems Engineering, 2021, 63, 349-366.	6.1	6
325	Search Engine Consumer Journeys: Exploring and Segmenting Click-Through Behaviors. Cornell Hospitality Quarterly, 2021, 62, 198-214.	3.8	7
326	Effect of Live Chat on Trafficâ€toâ€Sales Conversion: Evidence from an Online Marketplace. Production and Operations Management, 2021, 30, 1201-1219.	3.8	25

#	Article	IF	CITATIONS
327	Online search engines and online travel agencies: A Comparative Approach. Journal of Hospitality and Tourism Research, 2021, 45, 720-749.	2.9	12
328	Insight is power: Understanding the terms of the consumer-firm data exchange. Journal of Retailing, 2021, 97, 133-149.	6.2	37
329	How should retail advertisers manage multiple keywords in paid search advertising?. Journal of Business Research, 2021, 130, 539-551.	10.2	9
330	Should an Ad-Agency Offer Geoconquesting or Protection From It?. SSRN Electronic Journal, 0, , .	0.4	0
331	The Usage of Artificial Intelligence in Digital Marketing: A Review. Studies in Computational Intelligence, 2021, , 357-383.	0.9	4
332	Influence of Revenue Management on the Airline Business Process. Management for Professionals, 2021, , 293-312.	0.5	0
333	Digital Transformation and Strategic Management of Frontline Services With Robotic Technologies. Advances in E-Business Research Series, 2021, , 42-60.	0.4	0
334	Understanding Google Ads Metrics for SME. Advances in Marketing, Customer Relationship Management, and E-services Book Series, 2021, , 123-144.	0.8	1
335	Wettbewerb und Antitrust in UnterhaltungsmÄrkten (Competition and Antitrust in Entertainment) Tj ETQq0 0	0 rgBT ₄ /Ove	erlock 10 Tf 5
336	Nudge the Lunch: A Field Experiment Testing Menu-Primacy Effects on Lunch Choices. Games, 2021, 12, 2.		
		0.6	6
337	Optimization of Paid Search Traffic Effectiveness and Users' Engagement Within Websites. Springer Proceedings in Business and Economics, 2021, , 17-30.	0.6	4
337	Optimization of Paid Search Traffic Effectiveness and Users' Engagement Within Websites. Springer		
	Optimization of Paid Search Traffic Effectiveness and Users' Engagement Within Websites. Springer Proceedings in Business and Economics, 2021, , 17-30. Monetarisierung von maschinengenerierten Onlinedaten – Branchenübergreifende Chancen und		4
338	Optimization of Paid Search Traffic Effectiveness and Users' Engagement Within Websites. Springer Proceedings in Business and Economics, 2021, , 17-30. Monetarisierung von maschinengenerierten Onlinedaten – Branchenübergreifende Chancen und Herausforderungen. , 2021, , 97-114. Deceptive signaling on globalized digital platforms: Institutional hypnosis and firm	0.3	0
338	Optimization of Paid Search Traffic Effectiveness and Users' Engagement Within Websites. Springer Proceedings in Business and Economics, 2021, , 17-30. Monetarisierung von maschinengenerierten Onlinedaten – Branchenübergreifende Chancen und Herausforderungen. , 2021, , 97-114. Deceptive signaling on globalized digital platforms: Institutional hypnosis and firm internationalization. Journal of International Business Studies, 2021, 52, 1096-1120. An analytical model for comparing the profitability of competing online marketing channels: Search engine marketing versus e-commerce marketplace. Journal of Marketing Theory and Practice, 2021, 29,	0.3 7.3	4 0 15
338 339 340	Optimization of Paid Search Traffic Effectiveness and Users' Engagement Within Websites. Springer Proceedings in Business and Economics, 2021, , 17-30. Monetarisierung von maschinengenerierten Onlinedaten – Branchenübergreifende Chancen und Herausforderungen. , 2021, , 97-114. Deceptive signaling on globalized digital platforms: Institutional hypnosis and firm internationalization. Journal of International Business Studies, 2021, 52, 1096-1120. An analytical model for comparing the profitability of competing online marketing channels: Search engine marketing versus e-commerce marketplace. Journal of Marketing Theory and Practice, 2021, 29, 534-549. The impact of social media marketing strategies on promoting sustainability of tourism with fuzzy cognitive mapping: a case of Kalanggaman Island (Philippines). Environment, Development and	7.3 4.3	4 0 15
338 339 340 341	Optimization of Paid Search Traffic Effectiveness and Users' Engagement Within Websites. Springer Proceedings in Business and Economics, 2021, , 17-30. Monetarisierung von maschinengenerierten Onlinedaten – Branchenübergreifende Chancen und Herausforderungen. , 2021, , 97-114. Deceptive signaling on globalized digital platforms: Institutional hypnosis and firm internationalization. Journal of International Business Studies, 2021, 52, 1096-1120. An analytical model for comparing the profitability of competing online marketing channels: Search engine marketing versus e-commerce marketplace. Journal of Marketing Theory and Practice, 2021, 29, 534-549. The impact of social media marketing strategies on promoting sustainability of tourism with fuzzy cognitive mapping: a case of Kalanggaman Island (Philippines). Environment, Development and Sustainability, 2021, 23, 14998-15030. The interaction of discount promotion and display-related promotion on on-demand platforms.	7.3 4.3 5.0	4 0 15 6

#	Article	IF	Citations
345	A qualitative analysis of theÂmarketing analytics literature: where would ethical issues and legality rank?. Journal of Marketing Analytics, 2021, 9, 242-261.	3.7	4
346	Display Optimization for Vertically Differentiated Locations Under Multinomial Logit Preferences. Management Science, 2021, 67, 3519-3550.	4.1	22
347	Two-part tariff contract design for a supplier base: a unifying methodology. IMA Journal of Management Mathematics, 2022, 33, 417-432.	1.6	3
348	The Challenge of a Prominent Position: Decomposing Shopping Goals in Sponsored Search Advertising. Journal of Advertising, 2023, 52, 115-132.	6.6	2
349	Competitive Advertising on Brand Search: Traffic Stealing and Click Quality. Marketing Science, 2021, 40, 923-945.	4.1	9
350	THE ROLE OF SOCIAL MEDIA FOR RADICAL INNOVATION IN THE NEW DIGITAL AGE. International Journal of Innovation Management, 2021, 25, .	1.2	8
351	Not Registered? Please Sign Up First: A Randomized Field Experiment on the Ex Ante Registration Request. Information Systems Research, 2021, 32, 914-931.	3.7	5
352	The Effects of Price Rank on Clicks and Conversions in Product List Advertising on Online Retail Platforms. Information Systems Research, 2021, 32, 1412-1430.	3.7	6
353	Prominence-for-Data Schemes in Digital Platform Ecosystems: Implications for Platform Bias and Consumer Data Collection. SSRN Electronic Journal, 0, , .	0.4	0
354	Optimization of Operational Decisions in Digital Advertising: A Literature Review. Springer Series in Supply Chain Management, 2020, , 99-146.	0.7	3
355	Web Analytics and Social Media Monitoring in Industrial Marketing: Tools for Improving Marketing Communication Measurement. Developments in Marketing Science: Proceedings of the Academy of Marketing Science, 2015, , 477-486.	0.2	1
356	Online Ad-fraud in Search Engine Advertising Campaigns. Lecture Notes in Computer Science, 2015, , 109-118.	1.3	12
357	Correlation of Ontology-Based Semantic Similarity and Human Judgement for a Domain Specific Fashion Ontology. Lecture Notes in Computer Science, 2016, , 207-224.	1.3	2
358	Marketing Models for Internet Advertising. Profiles in Operations Research, 2017, , 431-462.	0.4	9
359	Learning the Preferences of News Readers with SVM and Lasso Ranking. International Federation for Information Processing, 2010, , 179-186.	0.4	3
360	Ranking for the Top: A Misconception of Search Engine Advertisers. Lecture Notes in Business Information Processing, 2013, , 15-25.	1.0	5
361	Keyword Selection Strategies in Search Engine Optimization: How Relevant is Relevance?. Journal of Retailing, 2021, 97, 746-763.	6.2	22
362	Search Engine Advertising: An Overview from a Revenue Management Angle. , 2011, , 153-165.		2

#	ARTICLE	IF	CITATIONS
363	The Future of Airline Distribution and Revenue Management., 2011,, 86-107.		1
364	Measurement and analysis of OSN ad auctions. , 2014, , .		15
365	A Systematic Review on Search Engine Advertising. Pacific Asia Journal of the Association for Information Systems, 0 , $1-32$.	0.7	3
366	The Mediating Role of Popularity Rank on the Relationship between Advertising and In-app Purchase Sales in Mobile Application Market. Journal of Applied Business Research, 2015, 31, 1311.	0.3	15
367	A 'Position Paradox' in Sponsored Search Auctions. SSRN Electronic Journal, 0, , .	0.4	6
368	On Aggregation Bias in Sponsored Search Data: Existence and Implications. SSRN Electronic Journal, 0,	0.4	6
369	Position Competition in Sponsored Search Advertising. SSRN Electronic Journal, 0, , .	0.4	7
370	Competitive Poaching in Sponsored Search Advertising and Its Strategic Impact on Traditional Advertising. SSRN Electronic Journal, 0, , .	0.4	5
371	To Sponsor or Not to Sponsor: Sponsored Search Auctions with Organic Links. SSRN Electronic Journal, $0, , .$	0.4	1
372	Experiments as Instruments: Heterogeneous Position Effects in Sponsored Search Auctions. SSRN Electronic Journal, 0, , .	0.4	14
373	To Score or Not to Score? Estimates of a Sponsored Search Auction Model. SSRN Electronic Journal, 0, , .	0.4	1
374	Keyword Management Costs and 'Broad Match' in Sponsored Search Advertising. SSRN Electronic Journal, 0, , .	0.4	1
375	Display Optimization for Vertically Differentiated Locations Under Multinomial Logit Choice Preferences. SSRN Electronic Journal, 0, , .	0.4	15
376	Targeted Information and Limited Attention. SSRN Electronic Journal, 0, , .	0.4	2
377	From Data to Information: Does the Internet Oversupply the Market with Data?. SSRN Electronic Journal, 0, , .	0.4	1
378	How Google Perceives Customer Privacy, Cyber, E-Commerce, Political and Regulatory Compliance Risks. SSRN Electronic Journal, 0, , .	0.4	12
379	Charting the Path to Purchase Using Topic Models. SSRN Electronic Journal, 0, , .	0.4	2
380	Promoting a Hand Hygiene Program Using Social Media: An Observational Study. JMIR Public Health and Surveillance, 2016, 2, e5.	2.6	5

#	Article	IF	CITATIONS
381	Does goodwill improve firm performance? Evidence from the MENA region. Risk Governance & Control: Financial Markets & Institutions, 2017, 7, 108-115.	0.5	2
382	Digital Innovation as a Fundamental and Powerful Concept in the Information Systems Curriculum. MIS Quarterly: Management Information Systems, 2014, 38, 329-343.	4.2	504
383	An Overview of Search Engine Advertising Research. , 2016, , 310-328.		8
384	Search Engine Marketing to Attract International Digital Traffic. Advances in Business Strategy and Competitive Advantage Book Series, 2020, , 74-102.	0.3	2
385	Search Frictions and the Design of Online Marketplaces. , 2015, , .		41
386	Experiments as Instruments: Heterogeneous Position Effects in Sponsored Search Auctions. , 2015, , .		3
387	ECOMMERCE WEBSITE VALUE MODEL FOR SMES. International Journal of Electronic Commerce Studies, 2015, 6, 203-222.	0.6	22
388	The Economics of Blockchain-Based Virtual Worlds: A Hedonic Regression Model for Virtual Land. SSRN Electronic Journal, 0, , .	0.4	9
389	Understanding online users by segmenting their search keywords: empirical analysis from online auto insurance search advertising. International Journal of Advertising, 2022, 41, 892-909.	6.7	1
390	A game model for information dissemination in live streaming eâ€commerce environment. International Journal of Communication Systems, 2022, 35, e5010.	2.5	13
391	Understanding the Dark Side of Online Reviews on Consumers' Purchase Intentions in E-Commerce: Evidence From a Consumer Experiment in China. Frontiers in Psychology, 2021, 12, 741065.	2.1	5
392	The Impact of Performance-Based Advertising on the Prices of Advertised Goods. SSRN Electronic Journal, O, , .	0.4	0
393	Equilibrium Bidding Strategy for GSP Keyword Auctions. SSRN Electronic Journal, 0, , .	0.4	4
394	Hybrid Advertising Auctions. SSRN Electronic Journal, 0, , .	0.4	6
395	Sponsored Search and Market Efficiency. SSRN Electronic Journal, 0, , .	0.4	2
396	Chapter 15 Online Advertising. , 2011, , 327-344.		0
397	Optimal Keyword Auctions with Shadow Costs. SSRN Electronic Journal, 0, , .	0.4	0
398	Search Advertising: Is There a Feedback Effect?. SSRN Electronic Journal, 0, , .	0.4	O

#	Article	IF	CITATIONS
399	Exploration of Search Engine Optimization Technology Applied in Internet Marketing. Advances in Information Sciences and Service Sciences, 2011, 3, 394-401.	0.1	3
400	National Identity, State Ideological Apparatus, or Panopticon? A Multiperspectival Analysis of Chinese National Search Engine Jike. SSRN Electronic Journal, 0, , .	0.4	0
401	Advertising Response Models for Marketing-OM Interface Research. Industrial Engineering $\&$ Management, 2012, 01, .	0.1	0
402	Identifying Influencing Factors on the Price Per Click of Keyword Advertising: Focusing on Keyword Type, Search Number and Competition. Journal of the Korea Society of IT Services, 2012, 11, 257-267.	0.0	1
403	Which Clicks Lead to Conversions? - Modeling User-journeys Across Multiple Types of Online Advertising. , 2013, , .		0
404	An Analysis of Hit List Effects: Field Experiments in an Electronic Marketplace. SSRN Electronic Journal, 0, , .	0.4	0
405	Multi-channel Attribution Modeling on User Journeys. Communications in Computer and Information Science, 2014, , 107-125.	0.5	1
407	The Effect of Deal-Proneness in the Searching Pattern on the Purchase Probability of Customer in Online Travel Services. Journal of the Korean Operations Research and Management Science Society, 2014, 39, 29-48.	0.1	2
408	Marketing Meets Social Media. , 2015, , 473-500.		1
409	The Mobile Internet as Antecedent for Down-Scoping Corporate Service Portfolios. Lecture Notes in Business Information Processing, 2016, , 66-77.	1.0	0
410	Empirical Research on How Keyword Advertising Linked Item Characteristics Affect CTR. International Journal of Hybrid Information Technology, 2016, 9, 419-430.	0.6	0
411	MOOCS ARE NP-COMPLETE: IMPLICATIONS FOR PRICING POLICY, DIGITAL LEARNING TRANSACTION STREAMS AND BUSINESS MODELS., 2017, , .		0
412	The Routledge Handbook of Hospitality Marketing. , 0, , .		2
413	Multi-Product Price Optimization Under a General Cascade Click Model. SSRN Electronic Journal, 0, , .	0.4	1
414	Marketing-Mix: Kommunikationspolitische Entscheidungen., 2019,, 631-856.		0
415	A sample size calibration approach for the $\langle i \rangle p \langle i \rangle$ -value problem in huge samples. Communications for Statistical Applications and Methods, 2018, 25, 545-557.	0.3	0
416	Not Registered? Please Sign-up First: A Randomized Field Experiment on the Ex-Ante Registration Request. SSRN Electronic Journal, 0, , .	0.4	0
417	Multi-product Dynamic Pricing with Limited Inventories under Cascade Click Model. SSRN Electronic Journal, 0, , .	0.4	2

#	Article	IF	CITATIONS
418	Competitive Poaching in Search Advertising: A Randomized Field Experiment. SSRN Electronic Journal, $0, , .$	0.4	0
419	Leveraging Loyalty Programs Using Competitor Based Targeting. SSRN Electronic Journal, 0, , .	0.4	1
420	Marka Değeri En Yüksek 100 Türk Markasının Sosyal Medya Kullanımları Üzerine Bir İnceleme. E İletişim Dergisi, 2019, 6, 287-306.	rciyes 0.3	1
421	Measuring the Dynamic Predictive Relationship of Social Media Metrics with Firm Equity Value: A Time Series Analysis. Global Social Sciences Review, 2019, IV, 296-304.	0.1	0
423	Keywords, limited consideration, and organic product listings. Quantitative Marketing and Economics, 2021, 19, 505.	1.5	0
424	Conversion Rate Prediction Based on Combined Response Prediction Model. Advances in Applied Mathematics, 2020, 09, 791-797.	0.1	0
425	Wettbewerbsordnung und digitale MedienmÃrkte (Competition Rules for Digital Media Markets). SSRN Electronic Journal, 0, , .	0.4	0
426	Mobile Advert's Contextual Consistency. Advances in Library and Information Science, 2020, , 31-46.	0.2	0
427	Apparent Algorithmic Bias and Algorithmic Learning. SSRN Electronic Journal, 0, , .	0.4	2
428	Platform Design in Targeted Advertising. SSRN Electronic Journal, 0, , .	0.4	0
429	Digital marketing communication in global marketplaces: A review of extant research, future directions, and potential approaches. International Journal of Research in Marketing, 2022, 39, 541-565.	4.2	33
430	Marketing Meets Social Media. Advances in Social Networking and Online Communities Book Series, 0, , 1-28.	0.4	0
431	Mobile Marketing. Advances in Data Mining and Database Management Book Series, 0, , 151-173.	0.5	0
432	Multi-channel Attribution Modeling on User Journeys. Communications in Computer and Information Science, 2014, , 107-125.	0.5	0
433	From generic to specific: A semantic network of search keywords. , 2021, , .		0
434	The Welfare Impact of Targeted Advertising Technologies. Information Systems Research, 2022, 33, 131-151.	3.7	10
435	Multiple keywords management in sponsored search advertising with interrelated consumer clicks. Journal of Business Research, 2022, 140, 459-470.	10.2	3
436	Self-Bidding in Generalised Second Price Auctions - the Case of the Compliance Mechanism in Google Shopping. SSRN Electronic Journal, 0, , .	0.4	O

#	Article	IF	CITATIONS
437	Empirical Perspectives on Auctions. SSRN Electronic Journal, 0, , .	0.4	0
438	Empirical Perspectives on Auctions. SSRN Electronic Journal, 0, , .	0.4	0
439	Learning Social Media Content Optimization: How Can SMEs Draw the Users' Attention on Official WeChat Accounts?. Frontiers in Psychology, 2021, 12, 783151.	2.1	1
440	The Comparative Performance of Online Referral Channels in E-Commerce. Journal of Management Information Systems, 2021, 38, 828-854.	4.3	8
441	Converting free users to paid subscribers in the SaaS context: The impact of marketing touchpoints, message content, and usage. Production and Operations Management, 2022, 31, 2185-2203.	3.8	5
442	Integrating Keyword Segmentation and Budget Allocation Decisions in Sponsored Search Advertising. International Journal of E-Business Research, 2022, 18, 0-0.	1.0	0
443	Joint Learning and Optimization for Multi-Product Pricing (and Ranking) Under a General Cascade Click Model. Management Science, 2022, 68, 7362-7382.	4.1	7
444	It's not only what they buy, it's also what they keep: Linking marketing instruments to product returns. Journal of Retailing, 2022, 98, 558-571.	6.2	5
445	Promoting Digital Visibility: An Empirical Analysis of "Black-Owned Business" Labels. SSRN Electronic Journal, 0, , .	0.4	1
446	Background, Composition, and Focus: Machine-based Assessment to Understand Product Photo's Impact on User Interest. SSRN Electronic Journal, 0, , .	0.4	0
447	The effects of internet search intensity for products on companies $\hat{a} \in \mathbb{N}$ stock returns: a competitive intelligence perspective. Journal of Marketing Analytics, $0, 1$.	3.7	1
448	Keyword portfolio optimization in paid search advertising. European Journal of Operational Research, 2022, 303, 767-778.	5.7	4
449	Analysis of Key Indicators Related to the Teaching of Floral Art Skills Competition Based on Fuzzy Hierarchical Model. Scientific Programming, 2022, 2022, 1-8.	0.7	1
450	How Much Does Ad Sequence Matter? Economic Implications of Consumer Zapping and the Zapping-Induced Externality in the Television Advertising Market. Journal of Advertising, 2023, 52, 229-246.	6.6	2
451	Competitive Poaching in Search Advertising: Two Randomized Field Experiments. Information Systems Research, 2022, 33, 599-619.	3.7	2
452	Exploring consumer online purchase and search behavior: An FCB grid perspective. Asia Pacific Management Review, 2022, 27, 245-256.	4.4	4
453	Leveraging loyalty programs using competitor based targeting. Quantitative Marketing and Economics, 2021, 19, 417-455.	1.5	3
454	The impact of gamification on the patient's engagement in the online health community. Aslib Journal of Information Management, 2022, 74, 1196-1213.	2.1	6

#	Article	IF	CITATIONS
455	Neural Responses to Hedonic and Utilitarian Banner Ads: An fMRI Study. Journal of Interactive Marketing, 2022, 57, 296-322.	6.2	5
456	Travelers' Prior Knowledge and Search Advertising. Tourism Analysis, 2022, , .	0.9	0
457	Deep Page-Level Interest Network in Reinforcement Learning for Ads Allocation. , 2022, , .		4
458	From free to fee: Monetizing digital content through expected utility-based recommender systems. Information and Management, 2022, 59, 103681.	6.5	4
459	A review of feature fusion-based media popularity prediction methods. Visual Informatics, 2022, 6, 78-89.	4.4	2
460	Customer-initiated and firm-initiated online shopping visits under competition for attention: A conceptual model and empirical analysis. Decision Support Systems, 2022, 163, 113844.	5.9	3
461	Time-varying effects of search engine advertising on sales–An empirical investigation in E-commerce. Decision Support Systems, 2022, 163, 113843.	5.9	10
462	Personalized Ranking at a Mobile App Distribution Platform. Information Systems Research, 2023, 34, 811-827.	3.7	O
463	It's Not Only What They Buy, It's Also What They Keep: Linking Marketing Instruments to Product Returns. SSRN Electronic Journal, 0, , .	0.4	0
464	A Co-Word and Co-Citation Analysis of Digital Marketing Research. International Journal of Service Science, Management, Engineering, and Technology, 2022, 13, 1-20.	1.1	0
465	When Harry Won't Meet Sally: Gender Disparity in Online Learning Platforms. SSRN Electronic Journal, 0, , .	0.4	0
466	"OK Google": Online Visibility and ETF Fund Flows. SSRN Electronic Journal, 0, , .	0.4	0
467	Product Ranking in the Presence of Social Learning. Operations Research, 0, , .	1.9	0
468	"We Earned the Coupon Togetherâ€. The Missing Link of Experience Cocreation in Shared Coupons. Journal of Marketing, 2023, 87, 451-471.	11.3	4
469	Postâ€promotion redemption, exposure, and spillover effects of electronic coupons: An empirical analysis. Production and Operations Management, 2023, 32, 603-617.	3.8	3
470	A Hybrid Model for Commercial Brand Marketing Prediction Based on Multiple Features with Image Processing. Security and Communication Networks, 2022, 2022, 1-10.	1.5	1
471	Designing Distributed Ledger technologies, like Blockchain, for advertising markets. International Journal of Research in Marketing, 2023, 40, 12-21.	4.2	11
472	Empirical perspectives on auctions. Handbook of Industrial Organization, 2021, , 81-175.	0.3	3

#	Article	IF	CITATIONS
473	Predicting Conversion Rates in Online Hotel Bookings with Customer Reviews. Journal of Theoretical and Applied Electronic Commerce Research, 2022, 17, 1264-1278.	5.7	4
474	Bidding for an optimal portfolio of keywords in sponsored search advertising: From generic to branded keywords. European Journal of Operational Research, 2022, , .	5.7	0
476	Keyword targeting optimization in sponsored search advertising: Combining selection and matching. Electronic Commerce Research and Applications, 2022, 56, 101209.	5.0	6
477	The Role of Online Advertising in the Intentions of Customers. , 2022, , 201-224.		0
478	Analyzing Frictions in Generalized Second-Price Auction Markets. Information Systems Research, 0, , .	3.7	0
479	Monetization of Machine-generated Online Data—ÂCross-industry Opportunities and Challenges. , 2023, , 87-102.		0
480	Search algorithm, repetitive information, and sales on online platforms. International Journal of Industrial Organization, 2023, 88, 102933.	1.2	3
481	Click prediction boosting via Bayesian hyperparameter optimization-based ensemble learning pipelines. Intelligent Systems With Applications, 2023, 17, 200185.	3.0	1
482	Competitive targeted online advertising. International Journal of Industrial Organization, 2023, 87, 102924.	1.2	1
483	Exploring information dissemination effect on social media: an empirical investigation. Personal and Ubiquitous Computing, 2023, 27, 1469-1482.	2.8	1
484	Effects of vividness, information and aesthetic design on the appeal of pay-per-click ads. Journal of Research in Interactive Marketing, 2023, 17, 848-864.	8.9	1
485	A solution approach for sponsored search advertising and dynamic pricing for a perishable product and an online retailer with budget constraint. Computers and Industrial Engineering, 2023, 177, 109086.	6.3	1
486	Search engine marketing for different competition modes Interfirm and Intrafirm. RAIRO - Operations Research, 0 , , .	1.8	0
487	Understanding the Impacts of De-personalization in Search Algorithm on Consumer Behavior: A Field Experiment with a Large Online Retail Platform. SSRN Electronic Journal, 0, , .	0.4	0
488	How do consumers perceive and process online overall vs. individual text-based reviews? Behavioral and eye-tracking evidence. Information and Management, 2023, 60, 103795.	6.5	2
489	Online listing data and their interaction with market dynamics: evidence from Singapore during COVID-19. Journal of Big Data, 2023, 10, .	11.0	1
490	Effects of online and offline advertising and their synergy on direct telephone sales. Journal of Retailing, 2023, 99, 337-352.	6.2	0
491	Suchmaschinenmarketing., 2023,, 311-346.		0

#	Article	IF	CITATIONS
492	Telemedicine competition, pricing, and technology adoption: Evidence from talk therapists. International Journal of Industrial Organization, 2023, 89, 102956.	1.2	1
493	Should an Ad Agency Offer Geoconquesting or Protection from It?. Information Systems Research, 0, ,	3.7	0
494	Tales of Two Channels: Digital Advertising Performance Between Al Recommendation and User Subscription Channels. Journal of Marketing, 2024, 88, 141-162.	11.3	2
495	Bid Coordination in Sponsored Search Auctions: Detection Methodology and Empirical Analysis*. Journal of Industrial Economics, 0, , .	1.3	0
496	Coordination in Multibrand, Multimedia Advertising: Is It Always a Good Thing?. Information Systems Research, 0, , .	3.7	0
497	Mind the Gap: Gender Disparity in Online Learning Platform Interactions. Manufacturing and Service Operations Management, 0, , .	3.7	0
498	Impact of Digital Advertising via Social Media Tools on the Buying Behavior of Fast Food Consumers. A Case of Jordan. Studies in Systems, Decision and Control, 2023, , 461-472.	1.0	0
499	A boosting policy to optimize user forum performance: Model and validation. Production and Operations Management, 2023, 32, 3873-3889.	3.8	0
500	Ensemble Experiments to Optimize Interventions Along the Customer Journey: A Reinforcement Learning Approach. Management Science, 0, , .	4.1	0
501	Examining the Impact of Sponsored Search Results on Choice: An Anchoring Perspective. Journal of Interactive Marketing, 2024, 59, 183-200.	6.2	0
502	A contrast-composition-distraction framework to understand product photo background's impact on consumer interest in E-commerce. Decision Support Systems, 2024, 178, 114124.	5.9	0
503	Multiproduct Dynamic Pricing with Limited Inventories Under a Cascade Click Model. Manufacturing and Service Operations Management, 0, , .	3.7	0
504	Marketing-Mix: Kommunikationspolitische Entscheidungen. , 2024, , 599-778.		0
505	The rise of empirical online platform research in the new millennium. Journal of Economics and Management Strategy, 2024, 33, 416-451.	0.8	0
506	Placement Optimization of Substitutable Products. SSRN Electronic Journal, 0, , .	0.4	0
507	Betriebliche Voraussetzungen und phasenweise Realisierung des Konzeptes in der Praxis. , 2023, , 229-258.		0
508	Sponsored search advertising and inventory replenishment: a decision support framework for an online retailer. Annals of Operations Research, 0, , .	4.1	0
509	Peer-to-peer solar and social rewards: Evidence from a field experiment. Journal of Economic Behavior and Organization, 2024, 219, 340-370.	2.0	1

#	Article	IF	CITATIONS
510	Consumer Click Responses to Paid Ad Set Strategies of Search Platforms. Cornell Hospitality Quarterly, $0, \dots$	3.8	0
511	Mobile device use and the ranking effect on trading behavior: Evidence from natural experiments. Pacific-Basin Finance Journal, 2024, 85, 102317.	3.9	0
512	Alleles of State Dependence on Digital Platforms: A Dynamic Path to Purchase with Variety Seeking and Inertia. SSRN Electronic Journal, 0, , .	0.4	0
513	A Random Consideration Set Model for Demand Estimation, Assortment Optimization, and Pricing. Operations Research, 0, , .	1.9	0