

Tony Haitao Cui

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10951653/publications.pdf>

Version: 2024-02-01

23
papers

1,459
citations

840776

11
h-index

888059

17
g-index

24
all docs

24
docs citations

24
times ranked

896
citing authors

#	ARTICLE	IF	CITATIONS
1	Fairness and Channel Coordination. <i>Management Science</i> , 2007, 53, 1303-1314.	4.1	569
2	Reference Dependence in Multilocation Newsvendor Models: A Structural Analysis. <i>Management Science</i> , 2010, 56, 1891-1910.	4.1	214
3	Contract Preferences and Performance for the Loss-Averse Supplier: Buyback vs. Revenue Sharing. <i>Management Science</i> , 2016, 62, 1734-1754.	4.1	134
4	Informational Challenges in Omnichannel Marketing: Remedies and Future Research. <i>Journal of Marketing</i> , 2021, 85, 103-120.	11.3	105
5	The Benefit of Uniform Price for Branded Variants. <i>Marketing Science</i> , 2013, 32, 36-50.	4.1	76
6	The Length of Product Line in Distribution Channels. <i>Marketing Science</i> , 2010, 29, 474-482.	4.1	66
7	A Price Discrimination Model of Trade Promotions. <i>Marketing Science</i> , 2008, 27, 779-795.	4.1	58
8	Behavioral models of managerial decision-making. <i>Marketing Letters</i> , 2012, 23, 405-421.	2.9	52
9	Fairness Ideals in Distribution Channels. <i>Journal of Marketing Research</i> , 2016, 53, 969-987.	4.8	51
10	Cognitive Hierarchy in Capacity Allocation Games. <i>Management Science</i> , 2018, 64, 1250-1270.	4.1	34
11	When Acquisition Spoils Retention: Direct Selling vs. Delegation Under CRM. <i>Management Science</i> , 2011, 57, 1288-1299.	4.1	17
12	Reference-Dependence in Multi-Location Newsvendor Models: A Structural Analysis. <i>SSRN Electronic Journal</i> , 0, , .	0.4	12
13	Service Failure Recovery and Prevention: Managing Stockouts in Distribution Channels. <i>Marketing Science</i> , 2015, 34, 689-701.	4.1	12
14	Is Simplicity the Ultimate Sophistication? The Superiority of Linear Pricing. <i>Production and Operations Management</i> , 2020, 29, 1767-1788.	3.8	11
15	Social motives in bilateral bargaining games: How power changes perceptions of fairness. <i>Journal of Economic Behavior and Organization</i> , 2019, 166, 138-152.	2.0	8
16	The Benefit of Uniform Price for Branded Variants. <i>SSRN Electronic Journal</i> , 2009, , .	0.4	7
17	Fairness Ideals in Distribution Channels. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	7
18	Promotions as competitive reactions to recalls and their consequences. <i>Journal of the Academy of Marketing Science</i> , 2019, 47, 702-722.	11.2	7

#	ARTICLE	IF	CITATIONS
19	Behavioral Models of Managerial Decision-Making. SSRN Electronic Journal, 0, , .	0.4	5
20	Cognitive Hierarchy in Capacity Allocation Games. SSRN Electronic Journal, 0, , .	0.4	2
21	Is Simplicity the Ultimate Sophistication? Wholesale Pricing vs. Non-Linear Pricing. SSRN Electronic Journal, 0, , .	0.4	2
22	S-Shaped Incentive Schemes and Pay Caps. SSRN Electronic Journal, 2011, , .	0.4	1
23	How Offline Experience Changes Online Behavior of Member-Customer Segments. SSRN Electronic Journal, 0, , .	0.4	1