

Atanu R Sinha

List of Publications by Year in descending order

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Version: 2024-02-01

5
papers

120
citations

1937685

4
h-index

2272923

4
g-index

5
all docs

5
docs citations

5
times ranked

81
citing authors

#	ARTICLE	IF	CITATIONS
1	The Impact of Discrete Bidding and Bidder Aggressiveness on Sellers' Strategies in Open English Auctions: Reserves and Covert Shilling. <i>Marketing Science</i> , 2000, 19, 244-265.	4.1	56
2	Bidding Behavior in Descending and Ascending Auctions. <i>Marketing Science</i> , 2012, 31, 779-800.	4.1	30
3	Guarantees in Auctions: The Auction House as Negotiator and Managerial Decision Maker. <i>Management Science</i> , 1993, 39, 1130-1145.	4.1	26
4	Note on "Guarantees in Auctions: The Auction House as Negotiator and Managerial Decision Maker". <i>Management Science</i> , 2002, 48, 1640-1644.	4.1	8
5	Resource-Based Coalitions in Marketing Channels: An Empirical Investigation of Managerial Tendencies. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0