

# Ying-Ju Chen

## List of Publications by Year in descending order

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Version: 2024-02-01

83  
papers

2,337  
citations

236925

25  
h-index

276875

41  
g-index

85  
all docs

85  
docs citations

85  
times ranked

1159  
citing authors

#	ARTICLE	IF	CITATIONS
1	Retailer Information Sharing with Supplier Encroachment. <i>Production and Operations Management</i> , 2018, 27, 1133-1147.	3.8	261
2	Inducing Supply Chain Transparency through Supplier Encroachment. <i>Production and Operations Management</i> , 2020, 29, 725-749.	3.8	124
3	The Interplay between Information Acquisition and Quality Disclosure. <i>Production and Operations Management</i> , 2017, 26, 389-408.	3.8	104
4	The Economic Value of Market Information for Farmers in Developing Economies. <i>Production and Operations Management</i> , 2015, 24, 1441-1452.	3.8	90
5	Returns Policy and Quality Risk in E-commerce. <i>Production and Operations Management</i> , 2012, 21, 489-503.	3.8	86
6	An Integrated Contract and Auction Design for Secondary Spectrum Trading. <i>IEEE Journal on Selected Areas in Communications</i> , 2013, 31, 581-592.	14.0	76
7	Training, Production, and Channel Separation in ITC's E-commerce Network. <i>Production and Operations Management</i> , 2013, 22, 348-364.	3.8	67
8	Coproduct Technologies: Product Line Design and Process Innovation. <i>Management Science</i> , 2013, 59, 2772-2789.	4.1	66
9	Information Provision Policies for Improving Farmer Welfare in Developing Countries: Heterogeneous Farmers and Market Selection. <i>Manufacturing and Service Operations Management</i> , 2019, 21, 254-270.	3.7	65
10	Financing an Agricultural Supply Chain with a Capital-constrained Smallholder Farmer in Developing Economies. <i>Production and Operations Management</i> , 2021, 30, 2102-2121.	3.8	65
11	Product Development and Pricing Strategy for Information Goods Under Heterogeneous Outside Opportunities. <i>Information Systems Research</i> , 2007, 18, 150-172.	3.7	58
12	Service Systems with Experience-based Anecdotal Reasoning Customers. <i>Production and Operations Management</i> , 2015, 24, 778-790.	3.8	51
13	Competitive pricing strategies in social networks. <i>RAND Journal of Economics</i> , 2018, 49, 672-705.	2.3	51
14	Incentive for Peer-to-Peer Knowledge Sharing among Farmers in Developing Economies. <i>Production and Operations Management</i> , 2015, 24, 1430-1440.	3.8	50
15	Inducing Consumer Online Reviews Via Disclosure. <i>Production and Operations Management</i> , 2020, 29, 1956-1971.	3.8	49
16	Supply chain structure and demand risk. <i>Automatica</i> , 2006, 42, 1291-1299.	5.0	47
17	Return policy: Hassle-free or your money-back guarantee?. <i>Naval Research Logistics</i> , 2014, 61, 403-417.	2.2	44
18	Risk Intermediation in Supply Chains. , 2009, , 159-185.		44

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19	Dynamic pricing of electronic products with consumer reviews. <i>Omega</i> , 2018, 80, 123-134.	5.9	40
20	The Impact of Contract Farming on Agricultural Product Supply in Developing Economies. <i>Production and Operations Management</i> , 2021, 30, 2395-2419.	3.8	40
21	Key leaders in social networks. <i>Journal of Economic Theory</i> , 2015, 157, 212-235.	1.1	38
22	Impact of Reseller's Forecasting Accuracy on Channel Member Performance. <i>Production and Operations Management</i> , 2012, 21, 1075-1089.	3.8	37
23	Hierarchical quality disclosure in a supply chain with cost heterogeneity. <i>Decision Support Systems</i> , 2015, 76, 63-75.	5.9	37
24	Product Line Design with Seller-Induced Learning. <i>Management Science</i> , 2014, 60, 784-795.	4.1	36
25	Information Provision and Farmer Welfare in Developing Economies. <i>Manufacturing and Service Operations Management</i> , 2021, 23, 230-245.	3.7	35
26	Is Persuasive Advertising Always Combative in a Distribution Channel?. <i>Marketing Science</i> , 2009, 28, 1157-1163.	4.1	33
27	Farmers' Information Management in Developing Countries—A Highly Asymmetric Information Structure. <i>Production and Operations Management</i> , 2017, 26, 1207-1220.	3.8	29
28	Sourcing Through Auctions and Audits. <i>Production and Operations Management</i> , 2008, 17, 121-138.	3.8	26
29	Supplier certification and quality investment in supply chains. <i>Naval Research Logistics</i> , 2013, 60, 175-189.	2.2	26
30	Multiple Activities in Networks. <i>American Economic Journal: Microeconomics</i> , 2018, 10, 34-85.	1.2	26
31	Dual Coproduct Technologies: Implications for Process Development and Adoption. <i>Manufacturing and Service Operations Management</i> , 2017, 19, 692-712.	3.7	25
32	Strategic outsourcing under technology spillovers. <i>Naval Research Logistics</i> , 2014, 61, 501-514.	2.2	24
33	Managing Posterior Price Matching: The Role of Customer Boundedly Rational Expectations. <i>Manufacturing and Service Operations Management</i> , 2017, 19, 385-402.	3.7	24
34	Retailer's rationale to refuse consumer returns in supply chains. <i>Naval Research Logistics</i> , 2015, 62, 686-701.	2.2	23
35	Competitive outsourcing: choosing between value-added services and key component supplying capability. <i>International Journal of Production Research</i> , 2015, 53, 3635-3650.	7.5	23
36	Targeted Information Release in Social Networks. <i>Operations Research</i> , 2016, 64, 721-735.	1.9	22

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37	Duopoly Competition with Network Effects in Discrete Choice Models. <i>Operations Research</i> , 2021, 69, 545-559.	1.9	22
38	Optimal Dynamic Auctions for Display Advertising. <i>Operations Research</i> , 2017, 65, 897-913.	1.9	21
39	On the Formation of Producers' Information-Sharing Coalitions. <i>Production and Operations Management</i> , 2018, 27, 917-927.	3.8	21
40	In-Store Referrals on the Internet. <i>Journal of Retailing</i> , 2011, 87, 563-578.	6.2	19
41	Selling Co-Products through a Distributor: The Impact on Product Line Design. <i>Production and Operations Management</i> , 2019, 28, 1010-1032.	3.8	18
42	The impact of demand uncertainty on product line design under endogenous substitution. <i>Naval Research Logistics</i> , 2015, 62, 143-157.	2.2	17
43	Pricing Data Services: Pricing by Minutes, by Gigs, or by Megabytes per Second?. <i>Information Systems Research</i> , 2016, 27, 596-617.	3.7	17
44	Competitive Retailer Strategies for New Market Research, Entry and Positioning Decisions. <i>Journal of Retailing</i> , 2017, 93, 172-186.	6.2	17
45	Shipping to Heterogeneous Customers with Competing Carriers. <i>Manufacturing and Service Operations Management</i> , 2020, 22, 850-867.	3.7	17
46	Quality Certification in Agricultural Supply Chains: Implications from Government Information Provision. <i>Production and Operations Management</i> , 2022, 31, 1456-1472.	3.8	17
47	Hierarchical Screening for Capacity Allocation in Supply Chains: The Role of Distributors. <i>Production and Operations Management</i> , 2014, 23, 405-419.	3.8	16
48	Acquisition transparency and induced supplier encroachment. <i>Omega</i> , 2022, 108, 102564.	5.9	16
49	Product Line Design with Deliberation Costs: A Two-Stage Process. <i>Decision Analysis</i> , 2013, 10, 225-244.	2.1	15
50	Technical Note "Optimal Pricing with Sequential Consumption in Networks. <i>Operations Research</i> , 2018, 66, 1218-1226.	1.9	15
51	Channel management and product design with consumers' probabilistic choices. <i>International Journal of Production Research</i> , 2017, 55, 904-923.	7.5	14
52	Combining Spot and Futures Markets: A Hybrid Market Approach to Dynamic Spectrum Access. <i>Operations Research</i> , 2016, 64, 794-821.	1.9	13
53	Supply chain coordination with product line design and a revenue sharing scheme. <i>Naval Research Logistics</i> , 2019, 66, 213-229.	2.2	13
54	Supplier Certification and Quality Investment in Supply Chains. <i>SSRN Electronic Journal</i> , 0, , .	0.4	10

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55	Learning with Projection Effects in Service Operations Systems. <i>Production and Operations Management</i> , 2020, 29, 90-100.	3.8	9
56	Monitoring the market or the salesperson? The value of information in a multilayer supply chain. <i>Naval Research Logistics</i> , 2011, 58, 743-762.	2.2	8
57	Poverty mitigation via solar panel adoption: Smart contracts and targeted subsidy design. <i>Omega</i> , 2021, 102, 102367.	5.9	8
58	Competitive Pricing Strategies in Social Networks. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
59	Design of Long-Term Conditional Cash Transfer Program to Encourage Healthy Habits. <i>Production and Operations Management</i> , 2021, 30, 3987.	3.8	7
60	The resource allocation problem for demand forecasting and performance measurement. <i>Operations Research Letters</i> , 2012, 40, 61-68.	0.7	6
61	Impact of reseller's and sales agent's forecasting accuracy in a multilayer supply chain. <i>Naval Research Logistics</i> , 2014, 61, 207-222.	2.2	6
62	Knowledge Sharing and Learning Among Smallholders in Developing Economies: Implications, Incentives, and Reward Mechanisms. <i>Operations Research</i> , 0, , .	1.9	6
63	Per connection delay analysis of a frame-based TDMA/CDMA MAC protocol. <i>Performance Evaluation</i> , 2004, 57, 19-55.	1.2	5
64	Mechanism Design for Managing Hidden Rebates and Inflated Quotes of a Procurement Service Provider. <i>Manufacturing and Service Operations Management</i> , 2021, 23, 1275-1296.	3.7	5
65	Design of online auctions: Proxy versus non-proxy settings. <i>Decision Support Systems</i> , 2012, 52, 384-394.	5.9	4
66	Optimal mediated auctions with endogenous participation. <i>Decision Support Systems</i> , 2013, 54, 1302-1315.	5.9	3
67	Role of exchangeable tickets in the optimal menu design for airline tickets. <i>Omega</i> , 2019, 89, 151-163.	5.9	3
68	A better buy-one-give-one business model. <i>Naval Research Logistics</i> , 2020, , .	2.2	3
69	Contracts in a procurement supply chain with intermediation: Combating collusion in price competition. <i>Naval Research Logistics</i> , 2020, , .	2.2	3
70	The impact of network topology and market structure on pricing. <i>Journal of Economic Theory</i> , 2022, , 105491.	1.1	3
71	Pricing Data Services: Pricing by Minutes, by Gigs, or by Mega Bytes per Second?. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	2
72	Knowledge Sharing and Learning among Smallholders in Developing Economies: Implications, Incentives, and Reward Mechanisms. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2

#	ARTICLE	IF	CITATIONS
73	Nonlinear pricing with consumer satiation. <i>Naval Research Logistics</i> , 2016, 63, 386-400.	2.2	2
74	Per Connection Performance Analysis of a Frame-Based TDMA/CDMA MAC Protocol Containing both Reservation and Contention Slots. <i>Queueing Systems</i> , 2005, 49, 123-159.	0.9	1
75	Incentive for Peer-to-Peer Information Sharing in Avaaj Otalo. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
76	A Mechanism Design Perspective of Live-streaming Commerce: The Role of Information Provision. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
77	Mechanism Design for Managing Hidden Rebates and Inflated Quotes of a Procurement Service Provider. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
78	The limit of targeting in networks. <i>Journal of Economic Theory</i> , 2022, 201, 105418.	1.1	1
79	Multiple Activities in Networks. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
80	Information Provision and Farmer Welfare in Developing Economies. <i>SSRN Electronic Journal</i> , 2019, , .	0.4	0
81	Supply Chain Coordination with Product Line Design and a Revenue Sharing Scheme. <i>SSRN Electronic Journal</i> , 2019, , .	0.4	0
82	Disclosure Strategy for Combating Supplier Copycatting in the Fashion Industry. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
83	Customer Review Provision Policies with Heterogeneous Cluster Preferences. <i>Management Science</i> , 0, , .	4.1	0