

Jeffrey Shulman

List of Publications by Year in descending order

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14
papers

954
citations

759233

12
h-index

1058476

14
g-index

14
all docs

14
docs citations

14
times ranked

617
citing authors

#	ARTICLE	IF	CITATIONS
1	Optimal Restocking Fees and Information Provision in an Integrated Demand-Supply Model of Product Returns. <i>Manufacturing and Service Operations Management</i> , 2009, 11, 577-594.	3.7	208
2	Managing Consumer Returns in a Competitive Environment. <i>Management Science</i> , 2011, 57, 347-362.	4.1	168
3	Optimal Reverse Channel Structure for Consumer Product Returns. <i>Marketing Science</i> , 2010, 29, 1071-1085.	4.1	148
4	Add-on Pricing by Asymmetric Firms. <i>Management Science</i> , 2013, 59, 899-917.	4.1	87
5	Strategic Information Transmission in Peer-to-Peer Lending Markets. <i>Journal of Marketing</i> , 2018, 82, 42-63.	11.3	70
6	Used goods, not used bads: Profitable secondary market sales for a durable goods channel. <i>Quantitative Marketing and Economics</i> , 2007, 5, 191-210.	1.5	66
7	Consumer Uncertainty and Purchase Decision Reversals: Theory and Evidence. <i>Marketing Science</i> , 2015, 34, 590-605.	4.1	58
8	Assimilation and Contrast in Price Evaluations. <i>Journal of Consumer Research</i> , 2011, 37, 822-835.	5.1	45
9	How Costs and Heterogeneous Consumer Price Sensitivity Interact with Add-On Pricing. <i>Production and Operations Management</i> , 2015, 24, 1870-1882.	3.8	30
10	The Effects of Autoscaling in Cloud Computing. <i>Management Science</i> , 2018, 64, 5149-5163.	4.1	26
11	Does It Pay to Shroud In-App Purchase Prices?. <i>Information Systems Research</i> , 2019, 30, 856-871.	3.7	18
12	On the Profitability of Stacked Discounts: Identifying Revenue and Cost Effects of Discount Framing. <i>Marketing Science</i> , 2019, 38, 317-342.	4.1	14
13	Implications of Market Spillovers. <i>Management Science</i> , 2018, 64, 4996-5013.	4.1	10
14	Strategic compliments in sales. <i>Quantitative Marketing and Economics</i> , 2017, 15, 57-84.	1.5	6