

Jeffrey Shulman

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/137933/publications.pdf>

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14
papers

954
citations

759233

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h-index

1058476

14
g-index

14
all docs

14
docs citations

14
times ranked

617
citing authors

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