

Maarten Cw Janssen

List of Publications by Year in descending order

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Version: 2024-02-01

60
papers

1,400
citations

430874

18
h-index

414414

32
g-index

61
all docs

61
docs citations

61
times ranked

660
citing authors

#	ARTICLE	IF	CITATIONS
1	Strategic Pricing, Consumer Search and the Number of Firms. <i>Review of Economic Studies</i> , 2004, 71, 1089-1118.	5.4	161
2	The price of a price: on the crowding out and in of social norms. <i>Journal of Economic Behavior and Organization</i> , 2004, 55, 377-395.	2.0	96
3	Truly costly sequential search and oligopolistic pricing. <i>International Journal of Industrial Organization</i> , 2005, 23, 451-466.	1.2	91
4	Rationalizing Focal Points. <i>Theory and Decision</i> , 2001, 50, 119-148.	1.0	79
5	DYNAMIC TRADING IN A DURABLE GOOD MARKET WITH ASYMMETRIC INFORMATION*. <i>International Economic Review</i> , 2002, 43, 257-282.	1.3	78
6	Non-Exclusive Conventions and Social Coordination. <i>Journal of Economic Theory</i> , 1997, 77, 34-57.	1.1	76
7	Can we rationally learn to coordinate?. <i>Theory and Decision</i> , 1996, 40, 29-49.	1.0	61
8	Bertrand Competition Under Uncertainty. <i>Journal of Industrial Economics</i> , 2002, 50, 11-21.	1.3	58
9	Signaling quality through prices in an oligopoly. <i>Games and Economic Behavior</i> , 2010, 68, 192-207.	0.8	55
10	Consumer Search and Double Marginalization. <i>American Economic Review</i> , 2015, 105, 1683-1710.	8.5	55
11	Oligopolistic markets with sequential search and production cost uncertainty. <i>RAND Journal of Economics</i> , 2011, 42, 444-470.	2.3	41
12	Early mover advantages: An empirical analysis of European mobile phone markets. <i>Telecommunications Policy</i> , 2008, 32, 246-261.	5.3	37
13	Consumer search markets with costly revisits. <i>Economic Theory</i> , 2014, 55, 481-514.	0.9	29
14	Multi-store competition: Market segmentation or interlacing?. <i>Regional Science and Urban Economics</i> , 2005, 35, 700-714.	2.6	26
15	Competition, Disclosure and Signalling. <i>Economic Journal</i> , 2015, 125, 86-114.	3.6	24
16	On the strategic use of focal points in bargaining situations. <i>Journal of Economic Psychology</i> , 2006, 27, 622-634.	2.2	23
17	Advertising and consumer search in a duopoly model. <i>International Journal of Industrial Organization</i> , 2008, 26, 354-371.	1.2	23
18	Price matching guarantees and consumer search. <i>International Journal of Industrial Organization</i> , 2013, 31, 1-11.	1.2	23

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19	Oligopolistic competition in price and quality. <i>Games and Economic Behavior</i> , 2012, 75, 120-138.	0.8	22
20	Going Where the Ad Leads You: On High Advertised Prices and Searching Where to Buy. <i>Marketing Science</i> , 2009, 28, 87-98.	4.1	21
21	Auctions, aftermarket competition, and risk attitudes. <i>International Journal of Industrial Organization</i> , 2009, 27, 274-285.	1.2	20
22	Cycles and multiple equilibria in the market for durable lemons. <i>Economic Theory</i> , 2002, 20, 579-601.	0.9	19
23	Triple play: How do we secure future benefits?. <i>Telecommunications Policy</i> , 2008, 32, 735-743.	5.3	19
24	Dynamic Insurance Contracts and Adverse Selection. <i>Journal of Risk and Insurance</i> , 2005, 72, 45-59.	1.6	18
25	Auctions as coordination devices. <i>European Economic Review</i> , 2006, 50, 517-532.	2.3	18
26	Selection effects in auctions for monopoly rights. <i>Journal of Economic Theory</i> , 2007, 134, 576-582.	1.1	18
27	Do Auctions Select Efficient Firms?. <i>Economic Journal</i> , 2010, 120, 1319-1344.	3.6	18
28	On durable goods markets with entry and adverse selection. <i>Canadian Journal of Economics</i> , 2004, 37, 552-589.	1.2	15
29	Horizontal Product Differentiation: Disclosure and Competition. <i>Journal of Industrial Economics</i> , 2016, 64, 589-620.	1.3	15
30	Bargaining in spectrum auctions: A review of the German auction in 2015. <i>Telecommunications Policy</i> , 2017, 41, 325-340.	5.3	14
31	Gaming in Combinatorial Clock Auctions. <i>SSRN Electronic Journal</i> , 0, , .	0.4	13
32	The Double Diamond Paradox. <i>American Economic Journal: Microeconomics</i> , 2017, 9, 63-99.	1.2	12
33	On the dominance solvability of large cournot games. <i>Games and Economic Behavior</i> , 1995, 8, 297-321.	0.8	9
34	Non-reservation price equilibria and consumer search. <i>Journal of Economic Theory</i> , 2017, 172, 120-162.	1.1	9
35	Searching for Service. <i>American Economic Journal: Microeconomics</i> , 2020, 12, 188-219.	1.2	9
36	Evolution of market shares with repeated purchases and heterogeneous network externalities. <i>Journal of Evolutionary Economics</i> , 2007, 17, 551.	1.7	8

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37	On the Effects of Suggested Prices in Gasoline Markets. <i>Scandinavian Journal of Economics</i> , 2019, 121, 676-705.	1.4	8
38	What Is This Thing Called Microfoundations?. <i>History of Political Economy</i> , 1991, 23, 687-712.	0.3	7
39	Catching hipos: screening, wages, and competing for a job. <i>Oxford Economic Papers</i> , 2002, 54, 321-333.	1.2	7
40	Spiteful bidding and gaming in combinatorial clock auctions. <i>Games and Economic Behavior</i> , 2016, 100, 186-207.	0.8	7
41	Beliefs and Consumer Search in a Vertical Industry. <i>Journal of the European Economic Association</i> , 2020, 18, 2359-2393.	3.5	7
42	Retail channel management in consumer search markets. <i>International Journal of Industrial Organization</i> , 2018, 58, 162-182.	1.2	5
43	On the clock of the combinatorial clock auction. <i>Theoretical Economics</i> , 2019, 14, 1271-1307.	0.8	5
44	The alleged necessity of microfoundations. <i>Journal of Macroeconomics</i> , 1991, 13, 619-639.	1.3	4
45	Why Friedman's non-monotonic reasoning defies Hempel's covering law model. <i>Synthese</i> , 1991, 86, 255-284.	1.1	4
46	Consumer search and pricing behavior in Internet markets. , 0, , 460-483.		4
47	Auctions with flexible entry fees: A note. <i>Games and Economic Behavior</i> , 2011, 72, 594-601.	0.8	4
48	Vertical contracts in search markets. <i>International Journal of Industrial Organization</i> , 2020, 70, 1025-1027.	1.2	4
49	Rationality and Coordination.. <i>Economic Journal</i> , 1995, 105, 1032.	3.6	3
50	The price of land and the process of expropriation. <i>De Economist</i> , 1996, 144, 63-77.	1.4	3
51	Market Prices and Illegal Practices. <i>International Review of Law and Economics</i> , 1998, 18, 51-60.	0.8	3
52	Mystifying but not misleading: when does political ambiguity not confuse voters?. <i>Public Choice</i> , 2017, 172, 501-524.	1.7	3
53	Regulating Product Communication. <i>American Economic Journal: Microeconomics</i> , 2022, 14, 245-283.	1.2	3
54	Dynamic coordination failures and the efficiency of the firm. <i>Journal of Economic Behavior and Organization</i> , 1995, 28, 223-239.	2.0	2

#	ARTICLE	IF	CITATIONS
55	Bertrand Competition Under Uncertainty. SSRN Electronic Journal, 1996, , .	0.4	2
56	Cooperation in a modified version of the finitely repeated prisoners' dilemma game. Journal of Economic Behavior and Organization, 1997, 32, 613-619.	2.0	2
57	Sociology in the economic mode. Theory and Decision, 1993, 34, 73-81.	1.0	0
58	The emergency and stability of institutions Introduction and overview. Journal of Economic Behavior and Organization, 1995, 28, 157-159.	2.0	0
59	Facing the crisis: new challenges for competition policy Selected papers from the 2010 annual meeting of the Austrian economic association. Empirica, 2011, 38, 283-285.	1.8	0
60	Raising rivals' cost in multi-unit auctions. International Journal of Industrial Organization, 2017, 50, 473-490.	1.2	0