

# Roman Inderst

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2910763/publications.pdf>

Version: 2024-02-01

58  
papers

2,114  
citations

471509

17  
h-index

315739

38  
g-index

60  
all docs

60  
docs citations

60  
times ranked

813  
citing authors

#	ARTICLE	IF	CITATIONS
1	Misselling through Agents. American Economic Review, 2009, 99, 883-908.	8.5	305
2	Competition through Commissions and Kickbacks. American Economic Review, 2012, 102, 780-809.	8.5	226
3	Financial Advice. Journal of Economic Literature, 2012, 50, 494-512.	6.5	184
4	How (not) to pay for advice: A framework for consumer financial protection. Journal of Financial Economics, 2012, 105, 393-411.	9.0	168
5	Retail Mergers, Buyer Power and Product Variety. Economic Journal, 2007, 117, 45-67.	3.6	123
6	Price discrimination in input markets. RAND Journal of Economics, 2009, 40, 1-19.	2.3	108
7	CEO Replacement Under Private Information. Review of Financial Studies, 2010, 23, 2935-2969.	6.8	106
8	Internal versus External Financing: An Optimal Contracting Approach*. Journal of Finance, 2003, 58, 1033-1062.	5.1	93
9	BUYER POWER AND THE "WATERBED EFFECT"™*. Journal of Industrial Economics, 2011, 59, 1-20.	1.3	80
10	Market power, price discrimination, and allocative efficiency in intermediate goods markets. RAND Journal of Economics, 2009, 40, 658-672.	2.3	70
11	Sales Talk, Cancellation Terms and the Role of Consumer Protection. Review of Economic Studies, 2013, 80, 1002-1026.	5.4	45
12	Market Asymmetries and Investments in Next Generation Access Networks. Review of Network Economics, 2012, 11, .	0.8	42
13	Network investment, access and competition. Telecommunications Policy, 2012, 36, 407-418.	5.3	42
14	Market-share contracts as facilitating practices. RAND Journal of Economics, 2010, 41, 709-729.	2.3	35
15	Innovation, endogenous overinvestment, and incentive pay. RAND Journal of Economics, 2007, 38, 881-904.	2.3	34
16	Conglomerate Entrenchment under Optimal Financial Contracting. American Economic Review, 2005, 95, 850-861.	8.5	33
17	Single sourcing versus multiple sourcing. RAND Journal of Economics, 2008, 39, 199-213.	2.3	33
18	UMBRELLA EFFECTS. Journal of Competition Law and Economics, 2014, 10, 739-763.	0.8	29

#	ARTICLE	IF	CITATIONS
19	Calling circles: network competition with nonuniform calling patterns. <i>RAND Journal of Economics</i> , 2014, 45, 155-175.	2.3	21
20	Persuasion Through Selective Disclosure: Implications for Marketing, Campaigning, and Privacy Regulation. <i>Management Science</i> , 2020, 66, 4958-4979.	4.1	21
21	Influence costs and hierarchy. <i>Economics of Governance</i> , 2005, 6, 177-197.	1.5	20
22	Models of vertical market relations. <i>International Journal of Industrial Organization</i> , 2010, 28, 341-344.	1.2	20
23	Pre-sale information. <i>Journal of Economic Theory</i> , 2011, 146, 2333-2355.	1.1	20
24	Durable goods with quality differentiation. <i>Economics Letters</i> , 2008, 100, 173-177.	1.9	19
25	Incentives for input foreclosure. <i>European Economic Review</i> , 2011, 55, 820-831.	2.3	19
26	Investment under uncertainty and regulation of new access networks. <i>Information Economics and Policy</i> , 2014, 26, 28-41.	3.5	19
27	Managing Channel Profits When Retailers Have Profitable Outside Options. <i>Management Science</i> , 2019, 65, 642-659.	4.1	19
28	Leveraging buyer power. <i>International Journal of Industrial Organization</i> , 2007, 25, 908-924.	1.2	17
29	Loss leading with salient thinkers. <i>RAND Journal of Economics</i> , 2020, 51, 260-278.	2.3	16
30	MARKET ANALYSIS IN THE PRESENCE OF INDIRECT CONSTRAINTS AND CAPTIVE SALES. <i>Journal of Competition Law and Economics</i> , 2007, 3, 203-231.	0.8	14
31	Sharing Guilt: How Better Access to Information May Backfire. <i>Management Science</i> , 2019, 65, 3322-3336.	4.1	14
32	Buyer power and mutual dependency in a model of negotiations. <i>RAND Journal of Economics</i> , 2019, 50, 29-56.	2.3	13
33	Alternating-offer bargaining over menus under incomplete information. <i>Economic Theory</i> , 2003, 22, 419-429.	0.9	11
34	Price Discrimination in Input Markets. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	11
35	Prudence as a competitive advantage: On the effects of competition on banks' risk-taking incentives. <i>European Economic Review</i> , 2013, 60, 127-143.	2.3	11
36	Regulating commissions in markets with advice. <i>International Journal of Industrial Organization</i> , 2015, 43, 137-141.	1.2	10

#	ARTICLE	IF	CITATIONS
37	Growth Firms and Relationship Finance: A Capital Structure Perspective. <i>Management Science</i> , 2019, 65, 5411-5426.	4.1	10
38	Refunds and returns in a vertically differentiated industry. <i>International Journal of Industrial Organization</i> , 2015, 38, 44-51.	1.2	8
39	Regulating Deferred Incentive Pay. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
40	Informing consumers about their own preferences. <i>International Journal of Industrial Organization</i> , 2012, 30, 417-428.	1.2	6
41	Contractual distortions in a market with frictions. <i>Journal of Economic Theory</i> , 2004, 116, 155-176.	1.1	5
42	Third-Degree Price Discrimination with Buyer Power. <i>B E Journal of Economic Analysis and Policy</i> , 2009, 9, .	0.9	4
43	Innovation management in organizations. <i>European Economic Review</i> , 2009, 53, 871-887.	2.3	4
44	Excessive Competition for Headline Prices. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
45	Bargaining Theory with Applications. <i>Economic Journal</i> , 2002, 112, F596-F597.	3.6	2
46	Die Wettbewerbsanalyse von Nachfragemacht aus verhandlungstheoretischer Sicht. <i>Perspektiven Der Wirtschaftspolitik</i> , 2008, 9, 465-485.	0.4	2
47	Indirect versus Direct Constraints in Markets with Vertical Integration. <i>Scandinavian Journal of Economics</i> , 2009, 111, 527-546.	1.4	2
48	Wholesale Price Determination Under the Threat of Demand-Side Substitution. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
49	Job Protection versus Contracts Atâ€Will: Tradingâ€Off Entrenchment and Shirking. <i>Scandinavian Journal of Economics</i> , 2017, 119, 939-961.	1.4	1
50	Integrating Benefits from Sustainability into the Competitive Assessmentâ€”How Can We Measure Them?. <i>Journal of European Competition Law and Practice</i> , 2021, 12, 705-709.	0.8	1
51	Damage Calculation and Mitigation in Retailing in the Presence of Store Brands (with an Application) <i>Tj ETQq1 1 0.784314 rgBT /Overlo</i>	0.8	1
52	Sustainability Agreements in the European Commissionâ€™s Draft Horizontal Guidelines. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
53	Investment Under Uncertainty and Regulation of New Access Networks. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	0
54	Regulating Cancellation Rights with Consumer Experimentation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0

#	ARTICLE	IF	CITATIONS
55	Price Pressure Indices, Innovation, and Mergers Between Commonly Owned Firms. <i>Journal of European Competition Law and Practice</i> , 2019, 10, 572-579.	0.8	0
56	Nonlinear Incentives and Advisor Bias. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
57	Measuring Income and Wealth Effects on Private-Label Demand with Matched Administrative Data. <i>Marketing Science</i> , 2022, 41, 637-656.	4.1	0
58	Zum Umgang mit Regressionsanalysen in Kartellschadensersatzfällen. <i>Zeitschrift für Wettbewerbsrecht</i> , 2021, 19, 432-459.	0.0	0