

# Paul Milgrom

## List of Publications by Year in descending order

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Version: 2024-02-01

47  
papers

17,420  
citations

136740

32  
h-index

253896

43  
g-index

49  
all docs

49  
docs citations

49  
times ranked

6999  
citing authors

#	ARTICLE	IF	CITATIONS
1	Rational cooperation in the finitely repeated prisoners' dilemma. <i>Journal of Economic Theory</i> , 1982, 27, 245-252.	0.5	2,047
2	Complementarities and fit strategy, structure, and organizational change in manufacturing. <i>Journal of Accounting and Economics</i> , 1995, 19, 179-208.	1.7	1,805
3	Price and Advertising Signals of Product Quality. <i>Journal of Political Economy</i> , 1986, 94, 796-821.	3.3	1,762
4	Predation, reputation, and entry deterrence. <i>Journal of Economic Theory</i> , 1982, 27, 280-312.	0.5	1,494
5	Information, trade and common knowledge. <i>Journal of Economic Theory</i> , 1982, 26, 17-27.	0.5	1,368
6	Coordination, Commitment, and Enforcement: The Case of the Merchant Guild. <i>Journal of Political Economy</i> , 1994, 102, 745-776.	3.3	957
7	Envelope Theorems for Arbitrary Choice Sets. <i>Econometrica</i> , 2002, 70, 583-601.	2.6	828
8	Limit Pricing and Entry under Incomplete Information: An Equilibrium Analysis. <i>Econometrica</i> , 1982, 50, 443.	2.6	797
9	An Economic Approach to Influence Activities in Organizations. <i>American Journal of Sociology</i> , 1988, 94, S154-S179.	0.3	611
10	Auctions and Bidding: A Primer. <i>Journal of Economic Perspectives</i> , 1989, 3, 3-22.	2.7	607
11	The Limited Influence of Unemployment on the Wage Bargain. <i>American Economic Review</i> , 2008, 98, 1653-1674.	4.0	510
12	Putting Auction Theory to Work: The Simultaneous Ascending Auction. <i>Journal of Political Economy</i> , 2000, 108, 245-272.	3.3	489
13	Short-term contracts and long-term agency relationships. <i>Journal of Economic Theory</i> , 1990, 51, 1-31.	0.5	388
14	Organizational Prospects, Influence Costs, and Ownership Changes. <i>Journal of Economics and Management Strategy</i> , 1992, 1, 9-35.	0.4	367
15	Adaptive and sophisticated learning in normal form games. <i>Games and Economic Behavior</i> , 1991, 3, 82-100.	0.4	271
16	The Promise of Prediction Markets. <i>Science</i> , 2008, 320, 877-878.	6.0	251
17	Core-selecting package auctions. <i>International Journal of Game Theory</i> , 2008, 36, 393-407.	0.5	238
18	A theory of hierarchies based on limited managerial attention. <i>Journal of the Japanese and International Economies</i> , 1991, 5, 205-225.	1.4	220

#	ARTICLE	IF	CITATIONS
19	The value of information in a sealed-bid auction. <i>Journal of Mathematical Economics</i> , 1982, 10, 105-114.	0.4	209
20	Job Discrimination, Market Forces, and the Invisibility Hypothesis. <i>Quarterly Journal of Economics</i> , 1987, 102, 453.	3.8	200
21	Designing Random Allocation Mechanisms: Theory and Applications. <i>American Economic Review</i> , 2013, 103, 585-623.	4.0	194
22	What the Seller Won't Tell You: Persuasion and Disclosure in Markets. <i>Journal of Economic Perspectives</i> , 2008, 22, 115-131.	2.7	166
23	Online Advertising: Heterogeneity and Conflation in Market Design. <i>American Economic Review</i> , 2010, 100, 603-607.	4.0	130
24	Package Auctions and Exchanges. <i>Econometrica</i> , 2007, 75, 935-965.	2.6	79
25	Simplified mechanisms with an application to sponsored-search auctions. <i>Games and Economic Behavior</i> , 2010, 70, 62-70.	0.4	61
26	Coalition-Proofness and Correlation with Arbitrary Communication Possibilities. <i>Games and Economic Behavior</i> , 1996, 17, 113-128.	0.4	52
27	Substitute goods, auctions, and equilibrium. <i>Journal of Economic Theory</i> , 2009, 144, 212-247.	0.5	52
28	Economics and computer science of a radio spectrum reallocation. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2017, 114, 7202-7209.	3.3	51
29	Assignment Messages and Exchanges. <i>American Economic Journal: Microeconomics</i> , 2009, 1, 95-113.	0.7	50
30	Clock Auctions and Radio Spectrum Reallocation. <i>Journal of Political Economy</i> , 2020, 128, 1-31.	3.3	50
31	Game theory and the spectrum auctions. <i>European Economic Review</i> , 1998, 42, 771-778.	1.2	49
32	Advances in Routing Technologies and Internet Peering Agreements. <i>American Economic Review</i> , 2001, 91, 292-296.	4.0	47
33	Ascending Prices and Package Bidding: A Theoretical and Experimental Analysis. <i>American Economic Journal: Microeconomics</i> , 2010, 2, 160-185.	0.7	40
34	Adverse Selection and Auction Design for Internet Display Advertising. <i>American Economic Review</i> , 2016, 106, 2852-2866.	4.0	34
35	CRITICAL ISSUES IN THE PRACTICE OF MARKET DESIGN. <i>Economic Inquiry</i> , 2011, 49, 311-320.	1.0	33
36	Comparing Optima: Do Simplifying Assumptions Affect Conclusions?. <i>Journal of Political Economy</i> , 1994, 102, 607-615.	3.3	31

#	ARTICLE	IF	CITATIONS
37	Discovering Prices. , 2017, , .		31
38	Ascending prices and package bidding: Further experimental analysis. Games and Economic Behavior, 2014, 85, 210-231.	0.4	15
39	Auction Research Evolving: Theorems and Market Designs. American Economic Review, 2021, 111, 1383-1405.	4.0	15
40	Equilibrium Selection in Auctions and High Stakes Games. Econometrica, 2018, 86, 219-261.	2.6	13
41	Auction Market Design: Recent Innovations. Annual Review of Economics, 2019, 11, 383-405.	2.4	13
42	Assignment Exchanges. Lecture Notes in Computer Science, 2008, , 12-12.	1.0	3
43	Taming the Communication and Computation Complexity of Combinatorial Auctions: The FUEL Bid Language. Management Science, 2023, 69, 2217-2238.	2.4	3
44	Extended proper equilibrium. Journal of Economic Theory, 2021, 194, 105258.	0.5	2
45	Incentive Auction Design Alternatives: A Simulation Study. , 2020, , .		2
46	Deterring predation in telecommunications: Are line-of-business restraints needed?. Managerial and Decision Economics, 1995, 16, 427-438.	1.3	0
47	When Should Control Be Shared?. Management Science, 2023, 69, 404-418.	2.4	0