

# Brian Mittendorf

## List of Publications by Year in descending order

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Version: 2024-02-01

65  
papers

2,436  
citations

257429

24  
h-index

243610

44  
g-index

65  
all docs

65  
docs citations

65  
times ranked

1220  
citing authors

#	ARTICLE	IF	CITATIONS
1	The Bright Side of Supplier Encroachment. <i>Marketing Science</i> , 2007, 26, 651-659.	4.1	502
2	Outsourcing, vertical integration, and price vs. quantity competition. <i>International Journal of Industrial Organization</i> , 2008, 26, 1-16.	1.2	145
3	The Make-or-Buy Decision in the Presence of a Rival: Strategic Outsourcing to a Common Supplier. <i>Management Science</i> , 2008, 54, 1747-1758.	4.1	131
4	Supply Chain Consequences of Subsidies for Corporate Social Responsibility. <i>Production and Operations Management</i> , 2015, 24, 1346-1357.	3.8	93
5	The interaction among disclosure, competition between firms, and analyst following. <i>Journal of Accounting and Economics</i> , 2007, 43, 321-339.	3.4	90
6	Managing Strategic Inventories via Manufacturer-to-Consumer Rebates. <i>Management Science</i> , 2013, 59, 813-818.	4.1	77
7	Offering stock options to gauge managerial talent. <i>Journal of Accounting and Economics</i> , 2005, 40, 189-210.	3.4	76
8	Friction in Related-Party Trade When a Rival Is Also a Customer. <i>Management Science</i> , 2008, 54, 1850-1860.	4.1	73
9	Benefits of Channel Discord in the Sale of Durable Goods. <i>Marketing Science</i> , 2006, 25, 91-96.	4.1	72
10	Manufacturer marketing initiatives and retailer information sharing. <i>Quantitative Marketing and Economics</i> , 2013, 11, 263-287.	1.5	61
11	Capital Budgeting when Managers Value both Honesty and Perquisites. <i>Journal of Management Accounting Research</i> , 2006, 18, 77-95.	1.4	61
12	Unintended consequences of regulating disclosures: The case of Regulation Fair Disclosure. <i>Journal of Accounting and Public Policy</i> , 2005, 24, 243-252.	2.0	60
13	Decentralized Procurement in Light of Strategic Inventories. <i>Management Science</i> , 2015, 61, 578-585.	4.1	59
14	Discretionary Disclosure of Proprietary Information in a Multisegment Firm. <i>Management Science</i> , 2010, 56, 645-658.	4.1	58
15	Discretionary disclosure in the presence of dual distribution channels. <i>Journal of Accounting and Economics</i> , 2013, 55, 168-182.	3.4	47
16	Interacting Supply Chain Distortions: The Pricing of Internal Transfers and External Procurement. <i>Accounting Review</i> , 2007, 82, 551-580.	3.2	43
17	The Changing Face of Distribution Channels: Partial Forward Integration and Strategic Investments. <i>Production and Operations Management</i> , 2013, 22, 1077-1088.	3.8	43
18	Using disclosure to influence herd behavior and alter competition. <i>Journal of Accounting and Economics</i> , 2005, 40, 231-246.	3.4	42

#	ARTICLE	IF	CITATIONS
19	INPUT PRICE DISCRIMINATION WHEN BUYERS OPERATE IN MULTIPLE MARKETS <sup>*</sup> . Journal of Industrial Economics, 2010, 58, 846-867.	1.3	40
20	Disclosure standards for vertical contracts. RAND Journal of Economics, 2011, 42, 595-617.	2.3	40
21	The Benefits of Aggregate Performance Metrics in the Presence of Career Concerns. Management Science, 2011, 57, 1424-1437.	4.1	38
22	Using Job Rotation to Extract Employee Information. Journal of Law, Economics, and Organization, 2004, 20, 400-414.	1.5	35
23	The Role of Biased Earnings Guidance in Creating a Healthy Tension between Managers and Analysts. Accounting Review, 2005, 80, 1193-1209.	3.2	35
24	Enhancing Vertical Efficiency Through Horizontal Licensing. Journal of Regulatory Economics, 2006, 29, 333-342.	1.4	34
25	The middleman as a panacea for supply chain coordination problems. European Journal of Operational Research, 2015, 240, 393-400.	5.7	34
26	<scp>Pricing Internal Trade to Get a Leg up on External Rivals</scp>. Journal of Economics and Management Strategy, 2008, 17, 709-731.	0.8	33
27	Beyond Profits: The Rise of Dual-Purpose Organizations and Its Consequences for Disclosure. Accounting Review, 2019, 94, 25-43.	3.2	31
28	Bricks-and-Mortar Entry by Online Retailers in the Presence of Consumer Sales Taxes. Management Science, 2018, 64, 5220-5233.	4.1	29
29	Board Independence, Executive Pay, and the Adoption of Pet Projects*. Contemporary Accounting Research, 2011, 28, 1467-1483.	3.0	27
30	Input Markets and the Strategic Organization of the Firm. Foundations and Trends in Accounting, 2010, 5, 1-97.	0.7	24
31	Supply Chains and Segment Profitability: How Input Pricing Creates a Latent Cross-Segment Subsidy. Accounting Review, 2011, 86, 805-824.	3.2	23
32	Endogenous Accounting Bias when Decision Making and Control Interact <sup>*</sup> . Contemporary Accounting Research, 2010, 27, 1063-1091.	3.0	22
33	On the synergy between disclosure and investment beauty contests. Journal of Accounting and Economics, 2016, 61, 255-273.	3.4	22
34	Career concerns and accounting performance measures in nonprofit organizations. Accounting, Organizations and Society, 2015, 40, 1-12.	2.8	21
35	On the Use of Customized versus Standardized Performance Measures. Journal of Management Accounting Research, 2005, 17, 7-21.	1.4	19
36	The role of audit thresholds in the misreporting of private information. Review of Accounting Studies, 2010, 15, 243-263.	6.0	18

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37	Information Revelation, Incentives, and the Value of a Real Option. <i>Management Science</i> , 2004, 50, 1638-1645.	4.1	17
38	The Disciplining Role of Accounting in the Long-Run. <i>Review of Accounting Studies</i> , 2004, 9, 399-417.	6.0	17
39	Donor Reliance on Accounting and its Consequences for the Charitable Distribution Channel. <i>Production and Operations Management</i> , 2016, 25, 1319-1331.	3.8	15
40	Hierarchical reporting, aggregation, and information cascades. <i>Managerial and Decision Economics</i> , 2006, 27, 355-362.	2.5	14
41	Revisiting the Make-or-Buy Decision: Conveying Information by Outsourcing to Rivals. <i>Accounting Review</i> , 2014, 89, 61-78.	3.2	14
42	Public Disclosures in the Presence of Suppliers and Competitors. <i>Contemporary Accounting Research</i> , 2019, 36, 758-772.	3.0	13
43	Forward contracting and incentives for disclosure. <i>Review of Accounting Studies</i> , 2015, 20, 1093-1121.	6.0	11
44	Project Assignments When Budget Padding Taints Resource Allocation. <i>Management Science</i> , 2006, 52, 1345-1358.	4.1	8
45	Endogenous timing when a vertically integrated producer supplies a rival. <i>Journal of Regulatory Economics</i> , 2018, 54, 105-123.	1.4	8
46	The Impact of Uniform Pricing Regulations on Incentives to Generate and Disclose Accounting Information. <i>Management Science</i> , 2021, 67, 1975-1992.	4.1	8
47	Reconciling Financial Information at Varied Levels of Aggregation*. <i>Contemporary Accounting Research</i> , 2004, 21, 303-324.	3.0	7
48	Using Optional Job Rotation Programs to Gauge On-the-Job Learning. <i>Journal of Institutional and Theoretical Economics</i> , 2006, 162, 505.	0.2	7
49	Make-or-buy in the presence of uncertainty and private information. <i>Journal of Accounting Education</i> , 2005, 23, 189-203.	1.7	6
50	Compliance with Segment Disclosure Initiatives: Implications for the Short and Long Run. <i>Managerial and Decision Economics</i> , 2013, 34, 488-501.	2.5	6
51	Aligning Incentives by Capping Bonuses. , 2007, , 169-182.		6
52	Taxes and the Efficiency-Rent Extraction Trade-off. <i>Journal of Public Economic Theory</i> , 2006, 8, 741-760.	1.1	5
53	The Effect of Earnings-Based Metrics on Vertical Efficiency. <i>Production and Operations Management</i> , 2010, 19, 406-417.	3.8	3
54	Incentive Provision in Light of Expertise and Operational Involvement of Angel Investors. <i>Production and Operations Management</i> , 2021, 30, 2890.	3.8	3

#	ARTICLE	IF	CITATIONS
55	On the Role of Receivables in Managing Salesforce Incentives. <i>European Accounting Review</i> , 2006, 15, 311-324.	3.8	2
56	The Effects of Joint Cost Allocation on Intra-Firm Trade: A Comparison of Insulating and Non-Insulating Approaches. <i>Journal of Management Accounting Research</i> , 2017, 29, 1-10.	1.4	2
57	Purchasing sleeping patents to curtail budget padding. <i>Economics Letters</i> , 2004, 82, 221-226.	1.9	1
58	Benefits of a slanted view: a discussion of "disclosure bias". <i>Journal of Accounting and Economics</i> , 2004, 38, 251-262.	3.4	1
59	Incentives and the role of flexible production in facilitating information exchange. <i>Journal of Engineering and Technology Management - JET-M</i> , 2006, 23, 100-113.	2.7	1
60	The interaction between corporate tax structure and disclosure policy. <i>Annals of Finance</i> , 2011, 7, 511-527.	0.8	1
61	In Defense of Limited Manufacturing Cost Control: Disciplining Acquisition of Private Information by Suppliers. <i>Accounting Review</i> , 2022, 97, 29-49.	3.2	1
62	Information Disclosure Policy and Its Implications: Ratcheting in Supply Chains. <i>Journal of Marketing Research</i> , 2022, 59, 290-305.	4.8	1
63	Discussion of "Accounting Discretion and Managerial Conservatism: An Intertemporal Analysis". <i>Contemporary Accounting Research</i> , 2006, 23, 1043-1050.	3.0	0
64	Donor Reliance on Accounting and its Consequences for the Charitable Distribution Channel. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
65	In Defense of Limited Manufacturing Cost Control: Disciplining Acquisition of Private Information by Suppliers. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	0