

# Kartik Hosanagar

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5479080/publications.pdf>

Version: 2024-02-01

27  
papers

2,167  
citations

430843

18  
h-index

610883

24  
g-index

27  
all docs

27  
docs citations

27  
times ranked

1401  
citing authors

#	ARTICLE	IF	CITATIONS
1	Blockbuster Culture's Next Rise or Fall: The Impact of Recommender Systems on Sales Diversity. Management Science, 2009, 55, 697-712.	4.1	465
2	Do I Follow My Friends or the Crowd? Information Cascades in Online Movie Ratings. Management Science, 2015, 61, 2241-2258.	4.1	284
3	Location, Location, Location: An Analysis of Profitability of Position in Online Advertising Markets. Journal of Marketing Research, 2011, 48, 1057-1073.	4.8	279
4	Modeling social interactions: Identification, empirical methods and policy implications. Marketing Letters, 2008, 19, 287-304.	2.9	193
5	Will the Global Village Fracture Into Tribes? Recommender Systems and Their Effects on Consumer Fragmentation. Management Science, 2014, 60, 805-823.	4.1	173
6	Designing a Better Shopbot. Management Science, 2004, 50, 189-206.	4.1	109
7	How Do Recommender Systems Affect Sales Diversity? A Cross-Category Investigation via Randomized Field Experiment. Information Systems Research, 2019, 30, 239-259.	3.7	109
8	Network Overlap and Content Sharing on Social Media Platforms. Journal of Marketing Research, 2018, 55, 571-585.	4.8	67
9	Modeling the Dynamics of Network Technology Adoption and the Role of Converters. IEEE/ACM Transactions on Networking, 2010, 18, 1793-1805.	3.8	53
10	Service Adoption and Pricing of Content Delivery Network (CDN) Services. Management Science, 2008, 54, 1579-1593.	4.1	51
11	Do Organic Results Help or Hurt Sponsored Search Performance?. Information Systems Research, 2015, 26, 695-713.	3.7	51
12	How Do Product Attributes and Reviews Moderate the Impact of Recommender Systems Through Purchase Stages?. Management Science, 2021, 67, 524-546.	4.1	51
13	Optimal Bidding in Multi-Item Multislot Sponsored Search Auctions. Operations Research, 2013, 61, 855-873.	1.9	49
14	A Model of Product Design and Information Disclosure Investments. Management Science, 2018, 64, 739-759.	4.1	39
15	Pricing and Resource Allocation in Caching Services with Multiple Levels of Quality of Service. Management Science, 2005, 51, 1844-1859.	4.1	37
16	Price discrimination in service industries. Marketing Letters, 2012, 23, 423-438.	2.9	37
17	Measuring the Value of Recommendation Links on Product Demand. Information Systems Research, 2019, 30, 819-838.	3.7	34
18	Aggregation Bias in Sponsored Search Data: The Curse and the Cure. Marketing Science, 2015, 34, 59-77.	4.1	25

#	ARTICLE	IF	CITATIONS
19	Diffusion Models for Peer-to-Peer (P2P) Media Distribution: On the Impact of Decentralized, Constrained Supply. Information Systems Research, 2010, 21, 271-287.	3.7	20
20	Fostering IPv6 migration through network quality differentials. Computer Communication Review, 2010, 40, 17-25.	1.8	17
21	When do Recommender Systems Work the Best?. , 2016, , .		7
22	Functionality-rich versus minimalist platforms. Computer Communication Review, 2011, 41, 36-43.	1.8	6
23	Cooperative Caching? An Economic Analysis of Document Duplication in Cooperative Web Caching. Information Systems Research, 2012, 23, 356-375.	3.7	4
24	To Brush or Not to Brush: Product Rankings, Consumer Search, and Fake Orders. Information Systems Research, 2023, 34, 532-552.	3.7	4
25	Usercentric Operational Decision Making in Distributed Information Retrieval. Information Systems Research, 2011, 22, 739-755.	3.7	1
26	Senior Editor Perspectives. Information Systems Research, 2017, 28, 689-689.	3.7	1
27	How Do Product Attributes Moderate the Impact of Recommender Systems?. SSRN Electronic Journal, 0, , .	0.4	1