

# Anindya Ghose

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5506245/publications.pdf>

Version: 2024-02-01

48  
papers

9,171  
citations

117571

34  
h-index

214721

47  
g-index

50  
all docs

50  
docs citations

50  
times ranked

4908  
citing authors

#	ARTICLE	IF	CITATIONS
1	Examining the Relationship Between Reviews and Sales: The Role of Reviewer Identity Disclosure in Electronic Markets. <i>Information Systems Research</i> , 2008, 19, 291-313.	2.2	1,260
2	Deriving the Pricing Power of Product Features by Mining Consumer Reviews. <i>Management Science</i> , 2011, 57, 1485-1509.	2.4	727
3	An Empirical Examination of the Antecedents and Consequences of Contribution Patterns in Crowd-Funded Markets. <i>Information Systems Research</i> , 2013, 24, 499-519.	2.2	615
4	An Empirical Analysis of Search Engine Advertising: Sponsored Search in Electronic Markets. <i>Management Science</i> , 2009, 55, 1605-1622.	2.4	513
5	Designing Ranking Systems for Hotels on Travel Search Engines by Mining User-Generated and Crowdsourced Content. <i>Marketing Science</i> , 2012, 31, 493-520.	2.7	484
6	Competition Between Local and Electronic Markets: How the Benefit of Buying Online Depends on Where You Live. <i>Management Science</i> , 2009, 55, 47-57.	2.4	447
7	How Is the Mobile Internet Different? Search Costs and Local Activities. <i>Information Systems Research</i> , 2013, 24, 613-631.	2.2	384
8	Putting one-to-one marketing to work: Personalization, customization, and choice. <i>Marketing Letters</i> , 2008, 19, 305-321.	1.9	318
9	The Economic Incentives for Sharing Security Information. <i>Information Systems Research</i> , 2005, 16, 186-208.	2.2	297
10	Cultural Differences and Geography as Determinants of Online Prosocial Lending. <i>MIS Quarterly: Management Information Systems</i> , 2014, 38, 773-794.	3.1	289
11	Analyzing the Relationship Between Organic and Sponsored Search Advertising: Positive, Negative, or Zero Interdependence?. <i>Marketing Science</i> , 2010, 29, 602-623.	2.7	285
12	Estimating Demand for Mobile Applications in the New Economy. <i>Management Science</i> , 2014, 60, 1470-1488.	2.4	285
13	Mobile Ad Effectiveness: Hyper-Contextual Targeting with Crowdedness. <i>Marketing Science</i> , 2016, 35, 218-233.	2.7	258
14	The Hidden Cost of Accommodating Crowdfunder Privacy Preferences: A Randomized Field Experiment. <i>Management Science</i> , 2015, 61, 949-962.	2.4	231
15	Internet Exchanges for Used Books: An Empirical Analysis of Product Cannibalization and Welfare Impact. <i>Information Systems Research</i> , 2006, 17, 3-19.	2.2	225
16	An Empirical Analysis of User Content Generation and Usage Behavior on the Mobile Internet. <i>Management Science</i> , 2011, 57, 1671-1691.	2.4	218
17	Examining the Impact of Ranking on Consumer Behavior and Search Engine Revenue. <i>Management Science</i> , 2014, 60, 1632-1654.	2.4	212
18	Personalized Pricing and Quality Differentiation. <i>Management Science</i> , 2005, 51, 1120-1130.	2.4	209

#	ARTICLE	IF	CITATIONS
19	Battle of the Channels: The Impact of Tablets on Digital Commerce. <i>Management Science</i> , 2017, 63, 1469-1492.	2.4	186
20	The Impact of User Personality Traits on Word of Mouth: Text-Mining Social Media Platforms. <i>Information Systems Research</i> , 2018, 29, 612-640.	2.2	129
21	Internet's Dirty Secret: Assessing the Impact of Online Intermediaries on HIV Transmission. <i>MIS Quarterly: Management Information Systems</i> , 2014, 38, 955-976.	3.1	124
22	A Structural Model of Employee Behavioral Dynamics in Enterprise Social Media. <i>Management Science</i> , 2015, 61, 2825-2844.	2.4	120
23	Secret Admirers: An Empirical Examination of Information Hiding and Contribution Dynamics in Online Crowdfunding. <i>Information Systems Research</i> , 2016, 27, 478-496.	2.2	108
24	Informational Challenges in Omnichannel Marketing: Remedies and Future Research. <i>Journal of Marketing</i> , 2021, 85, 103-120.	7.0	105
25	How do firms make money selling digital goods online?. <i>Marketing Letters</i> , 2014, 25, 331-341.	1.9	99
26	Mobile Targeting Using Customer Trajectory Patterns. <i>Management Science</i> , 2019, 65, 5027-5049.	2.4	94
27	Using Transaction Prices to Re-Examine Price Dispersion in Electronic Markets. <i>Information Systems Research</i> , 2011, 22, 269-288.	2.2	85
28	The Internet and Racial Hate Crimes: Offline Spillovers from Online Access. <i>MIS Quarterly: Management Information Systems</i> , 2016, 40, 381-403.	3.1	74
29	Effect of Electronic Secondary Markets on the Supply Chain. <i>Journal of Management Information Systems</i> , 2005, 22, 91-120.	2.1	70
30	Toward a Digital Attribution Model: Measuring the Impact of Display Advertising on Online Consumer Behavior. <i>MIS Quarterly: Management Information Systems</i> , 2016, 40, 889-910.	3.1	70
31	Seizing the Commuting Moment: Contextual Targeting Based on Mobile Transportation Apps. <i>Information Systems Research</i> , 2019, 30, 154-174.	2.2	56
32	Trade-Offs in Online Advertising: Advertising Effectiveness and Annoyance Dynamics Across the Purchase Funnel. <i>Information Systems Research</i> , 2020, 31, 102-125.	2.2	56
33	The Impact of Internet Referral Services on a Supply Chain. <i>Information Systems Research</i> , 2007, 18, 300-319.	2.2	55
34	Modeling Consumer Footprints on Search Engines: An Interplay with Social Media. <i>Management Science</i> , 2019, 65, 1363-1385.	2.4	53
35	The Interplay Between Online Reviews and Physician Demand: An Empirical Investigation. <i>Management Science</i> , 2021, 67, 7344-7361.	2.4	53
36	<sc>Personalized Pricing and Quality Customization</sc>. <i>Journal of Economics and Management Strategy</i> , 2009, 18, 1095-1135.	0.4	49

#	ARTICLE	IF	CITATIONS
37	Evaluating Pricing Strategy Using e-Commerce Data: Evidence and Estimation Challenges. <i>Statistical Science</i> , 2006, 21, 131.	1.6	46
38	A Structural Analysis of the Role of Superstars in Crowdsourcing Contests. <i>Information Systems Research</i> , 2019, 30, 15-33.	2.2	42
39	The EconMining project at NYU: Studying the economic value of user-generated content on the internet. <i>Journal of Revenue and Pricing Management</i> , 2009, 8, 241-246.	0.7	39
40	Effectiveness of Location-Based Advertising and the Impact of Interface Design. <i>Journal of Management Information Systems</i> , 2020, 37, 431-456.	2.1	38
41	The Digital Sin City: An Empirical Study of Craigslist's Impact on Prostitution Trends. <i>Information Systems Research</i> , 2019, 30, 219-238.	2.2	36
42	Empowering Patients Using Smart Mobile Health Platforms: Evidence of a Randomized Field Experiment. <i>MIS Quarterly: Management Information Systems</i> , 2022, 46, 151-192.	3.1	29
43	Research Commentary "Sponsored Search and Market Efficiency. <i>Information Systems Research</i> , 2010, 21, 760-772.	2.2	27
44	Predicting Stages in Omnichannel Path to Purchase: A Deep Learning Model. <i>Information Systems Research</i> , 2022, 33, 429-445.	2.2	14
45	Demand Effects of the Internet-of-Things Sales Channel: Evidence from Automating the Purchase Process. <i>Information Systems Research</i> , 2021, 32, 238-267.	2.2	13
46	Evolution of Referrals over Customers' Life Cycle: Evidence from a Ride-Sharing Platform. <i>Information Systems Research</i> , 2023, 34, 698-720.	2.2	5
47	Heterogeneous Demand Effects of Recommendation Strategies in a Mobile Application: Evidence from Econometric Models and Machine-Learning Instruments. <i>MIS Quarterly: Management Information Systems</i> , 2022, 46, 101-150.	3.1	3
48	Consumers' Path to Purchase Journeys: An Omnichannel Deep-Learning Model. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0