Anindya Ghose

List of Publications by Year
in descending order

48 papers	9,171 citations	117625 34 h-index	214800 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. Information Systems Research, 2008, 19, 291-313.	3.7	1,260
2	Deriving the Pricing Power of Product Features by Mining Consumer Reviews. Management Science, 2011, 57, 1485-1509.	4.1	727
3	An Empirical Examination of the Antecedents and Consequences of Contribution Patterns in Crowd-Funded Markets. Information Systems Research, 2013, 24, 499-519.	3.7	615
4	An Empirical Analysis of Search Engine Advertising: Sponsored Search in Electronic Markets. Management Science, 2009, 55, 1605-1622.	4.1	513
5	Designing Ranking Systems for Hotels on Travel Search Engines by Mining User-Generated and Crowdsourced Content. Marketing Science, 2012, 31, 493-520.	4.1	484
6	Competition Between Local and Electronic Markets: How the Benefit of Buying Online Depends on Where You Live. Management Science, 2009, 55, 47-57.	4.1	447
7	How Is the Mobile Internet Different? Search Costs and Local Activities. Information Systems Research, 2013, 24, 613-631.	3.7	384
8	Putting one-to-one marketing to work: Personalization, customization, and choice. Marketing Letters, 2008, 19, 305-321.	2.9	318
9	The Economic Incentives for Sharing Security Information. Information Systems Research, 2005, 16, 186-208.	3.7	297
10	Cultural Differences and Geography as Determinants of Online Prosocial Lending. MIS Quarterly: Management Information Systems, 2014, 38, 773-794.	4.2	289
11	Analyzing the Relationship Between Organic and Sponsored Search Advertising: Positive, Negative, or Zero Interdependence?. Marketing Science, 2010, 29, 602-623.	4.1	285
12	Estimating Demand for Mobile Applications in the New Economy. Management Science, 2014, 60, 1470-1488.	4.1	285
13	Mobile Ad Effectiveness: Hyper-Contextual Targeting with Crowdedness. Marketing Science, 2016, 35, 218-233.	4.1	258
14	The Hidden Cost of Accommodating Crowdfunder Privacy Preferences: A Randomized Field Experiment. Management Science, 2015, 61, 949-962.	4.1	231
15	Internet Exchanges for Used Books: An Empirical Analysis of Product Cannibalization and Welfare Impact. Information Systems Research, 2006, 17, 3-19.	3.7	225
16	An Empirical Analysis of User Content Generation and Usage Behavior on the Mobile Internet. Management Science, 2011, 57, 1671-1691.	4.1	218
17	Examining the Impact of Ranking on Consumer Behavior and Search Engine Revenue. Management Science, 2014, 60, 1632-1654.	4.1	212
18	Personalized Pricing and Quality Differentiation. Management Science, 2005, 51, 1120-1130.	4.1	209

#	ARTICLE	IF	CITATIONS
19	Battle of the Channels: The Impact of Tablets on Digital Commerce. Management Science, 2017, 63, 1469-1492.	4.1	186
20	The Impact of User Personality Traits on Word of Mouth: Text-Mining Social Media Platforms. Information Systems Research, 2018, 29, 612-640.	3.7	129
21	Internet's Dirty Secret: Assessing the Impact of Online Intermediaries on HIV Transmission. MIS Quarterly: Management Information Systems, 2014, 38, 955-976.	4.2	124
22	A Structural Model of Employee Behavioral Dynamics in Enterprise Social Media. Management Science, 2015, 61, 2825-2844.	4.1	120
23	Secret Admirers: An Empirical Examination of Information Hiding and Contribution Dynamics in Online Crowdfunding. Information Systems Research, 2016, 27, 478-496.	3.7	108
24	Informational Challenges in Omnichannel Marketing: Remedies and Future Research. Journal of Marketing, 2021, 85, 103-120.	11.3	105
25	How do firms make money selling digital goods online?. Marketing Letters, 2014, 25, 331-341.	2.9	99
26	Mobile Targeting Using Customer Trajectory Patterns. Management Science, 2019, 65, 5027-5049.	4.1	94
27	Using Transaction Prices to Re-Examine Price Dispersion in Electronic Markets. Information Systems Research, 2011, 22, 269-288.	3.7	85
28	The Internet and Racial Hate Crimes: Offline Spillovers from Online Access. MIS Quarterly: Management Information Systems, 2016, 40, 381-403.	4.2	74
29	Effect of Electronic Secondary Markets on the Supply Chain. Journal of Management Information Systems, 2005, 22, 91-120.	4.3	70
30	Toward a Digital Attribution Model: Measuring the Impact of Display Advertising on Online Consumer Behavior. MIS Quarterly: Management Information Systems, 2016, 40, 889-910.	4.2	70
31	Seizing the Commuting Moment: Contextual Targeting Based on Mobile Transportation Apps. Information Systems Research, 2019, 30, 154-174.	3.7	56
32	Trade-Offs in Online Advertising: Advertising Effectiveness and Annoyance Dynamics Across the Purchase Funnel. Information Systems Research, 2020, 31, 102-125.	3.7	56
33	The Impact of Internet Referral Services on a Supply Chain. Information Systems Research, 2007, 18, 300-319.	3.7	55
34	Modeling Consumer Footprints on Search Engines: An Interplay with Social Media. Management Science, 2019, 65, 1363-1385.	4.1	53
35	The Interplay Between Online Reviews and Physician Demand: An Empirical Investigation. Management Science, 2021, 67, 7344-7361.	4.1	53
36	<scp>Personalized Pricing and Quality Customization</scp>. Journal of Economics and Management Strategy, 2009, 18, 1095-1135.	0.8	49

#	Article	IF	Citations
37	Evaluating Pricing Strategy Using e-Commerce Data: Evidence and Estimation Challenges. Statistical Science, 2006, 21, 131.	2.8	46
38	A Structural Analysis of the Role of Superstars in Crowdsourcing Contests. Information Systems Research, 2019, 30, 15-33.	3.7	42
39	The EconoMining project at NYU: Studying the economic value of user-generated content on the internet. Journal of Revenue and Pricing Management, 2009, 8, 241-246.	1.1	39
40	Effectiveness of Location-Based Advertising and the Impact of Interface Design. Journal of Management Information Systems, 2020, 37, 431-456.	4.3	38
41	The Digital Sin City: An Empirical Study of Craigslistâ€™s Impact on Prostitution Trends. Information Systems Research, 2019, 30, 219-238.	3.7	36
42	Empowering Patients Using Smart Mobile Health Platforms: Evidence of a Randomized Field Experiment. MIS Quarterly: Management Information Systems, 2022, 46, 151-192.	4.2	29
43	Research Commentaryâ€”Sponsored Search and Market Efficiency. Information Systems Research, 2010, 21, 760-772.	3.7	27
44	Predicting Stages in Omnichannel Path to Purchase: A Deep Learning Model. Information Systems Research, 2022, 33, 429-445.	3.7	14
45	Demand Effects of the Internet-of-Things Sales Channel: Evidence from Automating the Purchase Process. Information Systems Research, 2021, 32, 238-267.	3.7	13
46	Evolution of Referrals over Customersâ€™ Life Cycle: Evidence from a Ride-Sharing Platform. Information Systems Research, 2023, 34, 698-720.	3.7	5
47	Heterogeneous Demand Effects of Recommendation Strategies in a Mobile Application: Evidence from Econometric Models and Machine-Learning Instruments. MIS Quarterly: Management Information Systems, 2022, 46, 101-150.	4.2	3
48	Consumers' Path to Purchase Journeys: An Omnichannel Deep-Learning Model. SSRN Electronic Journal, 0, , .	0.4	0