

Kosuke Uetake

List of Publications by Year in descending order

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9
papers

161
citations

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all docs

9
docs citations

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times ranked

164
citing authors

| # | ARTICLE | IF | CITATIONS |
|---|--|-----|-----------|
| 1 | Mergers, Innovation, and Entry-Exit Dynamics: Consolidation of the Hard Disk Drive Industry, 1996–2016. <i>Review of Economic Studies</i> , 2020, 87, 2672-2702. | 5.4 | 36 |
| 2 | When Salespeople Manage Customer Relationships: Multidimensional Incentives and Private Information. <i>Journal of Marketing Research</i> , 2019, 56, 749-766. | 4.8 | 30 |
| 3 | Inspiration from the “Biggest Loser”: Social Interactions in a Weight Loss Program. <i>Marketing Science</i> , 2020, 39, 487-499. | 4.1 | 30 |
| 4 | How can machine learning aid behavioral marketing research?. <i>Marketing Letters</i> , 2020, 31, 361-370. | 2.9 | 30 |
| 5 | Effectiveness of Product Recommendations Under Time and Crowd Pressures. <i>Marketing Science</i> , 2019, 38, 253-273. | 4.1 | 20 |
| 6 | Designing Context-Based Marketing: Product Recommendations Under Time Pressure. <i>Management Science</i> , 2021, 67, 5642-5659. | 4.1 | 7 |
| 7 | A Structural Model of a Multitasking Salesforce: Incentives, Private Information, and Job Design. <i>Management Science</i> , 2022, 68, 4602-4630. | 4.1 | 4 |
| 8 | Identifying Consumer Inattention: A Product-Availability Approach. <i>SSRN Electronic Journal</i> , 2014, , . | 0.4 | 3 |
| 9 | Success Breeds Success: Weight Loss Dynamics in the Presence of Short-Term and Long-Term Goals. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 1 |