

# Kosuke Uetake

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/697425/publications.pdf>

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9  
papers

161  
citations

1684188  
5  
h-index

1588992  
8  
g-index

9  
all docs

9  
docs citations

9  
times ranked

164  
citing authors

#	ARTICLE	IF	CITATIONS
1	A Structural Model of a Multitasking Salesforce: Incentives, Private Information, and Job Design. <i>Management Science</i> , 2022, 68, 4602-4630.	4.1	4
2	Designing Context-Based Marketing: Product Recommendations Under Time Pressure. <i>Management Science</i> , 2021, 67, 5642-5659.	4.1	7
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	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
5	How can machine learning aid behavioral marketing research?. <i>Marketing Letters</i> , 2020, 31, 361-370.	2.9	30
6	When Salespeople Manage Customer Relationships: Multidimensional Incentives and Private Information. <i>Journal of Marketing Research</i> , 2019, 56, 749-766.	4.8	30
7	Effectiveness of Product Recommendations Under Time and Crowd Pressures. <i>Marketing Science</i> , 2019, 38, 253-273.	4.1	20
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