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Autore	Chesnes Matthew
Titolo	Banning Foreign Pharmacies from Sponsored Search : The Online Consumer Response / / Matthew Chesnes, Weijia (Daisy) Dai, Ginger Zhe Jin
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Altri autori (Persone)	DaiWeijia ( JinGinger Zhe
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Sommario/riassunto	Increased competition from the internet has raised concerns about the quality of prescription drugs sold online. Given the pressure from the Department of Justice, Google agreed to ban pharmacies not certified by the National Association of Boards of Pharmacy (NABP) from sponsored search listings. Using comScore click-through data originated from health-related queries, we study how the ban affects consumer search and click behavior in a difference-in-differences framework using the synthetic control method. We find that non-NABP-certified pharmacies receive fewer clicks after the ban and this effect is heterogeneous. In particular, pharmacies not certified by the NABP, but certified by other sources (other-certified websites), experience an

increase in organic clicks that partially offsets the loss in paid clicks after the ban. In contrast, pharmacies not certified by any certification agencies experience much lower rates of substitution in organic clicks. These results suggest that the ban has increased the search cost for other-certified websites, but at least some consumers overcome the search cost by switching from sponsored to organic links. The lower substitution for uncertified websites may be explained by the rising consumer concerns about the quality of drugs sold on uncertified websites after the ban.

2. Record Nr.	UNINA9910783730003321
Autore	Nicholson M. P (M. Paul), <1935-, >
Titolo	Architects' guide to fee bidding / / M. Paul Nicholson
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Sommario/riassunto

Fee bidding still generates emotive reactions from within many sections of the architectural profession. Fee bidding is not taught in most schools of architecture, so practitioners generally rely on hunches and guesswork. It is these wild card guesses, which exacerbate the poor levels of income for which the architectural profession is renowned. This book introduces practising architects, architectural managers and senior students, to the philosophy and practice of analytical estimating for fees. By means of a detailed case study it illustrates the many problems which may be encountered in the

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