Record Nr. UNINA9910708149803321 Autore Chesnes Matthew **Titolo** Banning Foreign Pharmacies from Sponsored Search: The Online Consumer Response / / Matthew Chesnes, Weijia (Daisy) Dai, Ginger Zhe Jin Pubbl/distr/stampa Cambridge, Mass,: National Bureau of Economic Research, 2014 Washington, DC:,: Bureau of Economics, Federal Trade Commission,, 2014 Descrizione fisica 1 online resource: illustrations (black and white); Collana NBER working paper series; no. w20088 Classificazione **D83 I18** K32 L81 Altri autori (Persone) DaiWeijia ( JinGinger Zhe Search • Learning • Information and Knowledge • Communication • Soggetti Belief • Unawareness Government Policy • Regulation • Public Health Energy, Environmental, Health, and Safety Law Retail and Wholesale Trade • e-Commerce Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali May 2014. Nota di bibliografia Includes bibliographical references (pages 26-28). Increased competition from the internet has raised concerns about the Sommario/riassunto 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-NABPcertified 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.