

Martin A Lariviere

List of Publications by Year in descending order

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Version: 2024-02-01

20
papers

5,952
citations

516561

16
h-index

752573

20
g-index

21
all docs

21
docs citations

21
times ranked

2818
citing authors

#	ARTICLE	IF	CITATIONS
1	Supply Chain Coordination with Revenue-Sharing Contracts: Strengths and Limitations. <i>Management Science</i> , 2005, 51, 30-44.	2.4	2,300
2	Selling to the Newsvendor: An Analysis of Price-Only Contracts. <i>Manufacturing and Service Operations Management</i> , 2001, 3, 293-305.	2.3	904
3	Contracting to Assure Supply: How to Share Demand Forecasts in a Supply Chain. <i>Management Science</i> , 2001, 47, 629-646.	2.4	838
4	Capacity Choice and Allocation: Strategic Behavior and Supply Chain Performance. <i>Management Science</i> , 1999, 45, 1091-1108.	2.4	399
5	A Note on Probability Distributions with Increasing Generalized Failure Rates. <i>Operations Research</i> , 2006, 54, 602-604.	1.2	292
6	Stalking Information: Bayesian Inventory Management with Unobserved Lost Sales. <i>Management Science</i> , 1999, 45, 346-363.	2.4	215
7	Slotting Allowances and New Product Introductions. <i>Marketing Science</i> , 1997, 16, 112-128.	2.7	201
8	Supply Chain Contracting and Coordination with Stochastic Demand. <i>Profiles in Operations Research</i> , 1999, , 233-268.	0.3	183
9	Capacity Allocation Using Past Sales: When to Turn-and-Earn. <i>Management Science</i> , 1999, 45, 685-703.	2.4	170
10	An equilibrium analysis of linear, proportional and uniform allocation of scarce capacity. <i>IIE Transactions</i> , 1999, 31, 835-849.	2.1	112
11	Strategically Seeking Service: How Competition Can Generate Poisson Arrivals. <i>Manufacturing and Service Operations Management</i> , 2004, 6, 23-40.	2.3	59
12	Decentralizing Cross-Functional Decisions: Coordination Through Internal Markets. <i>Management Science</i> , 2000, 46, 1049-1058.	2.4	53
13	Asymmetric Information and Economies of Scale in Service Contracting. <i>Manufacturing and Service Operations Management</i> , 2011, 13, 58-72.	2.3	53
14	Are Reservations Recommended?. <i>Manufacturing and Service Operations Management</i> , 2012, 14, 218-230.	2.3	43
15	Capacity Allocation over a Long Horizon: The Return on Turn-and-Earn. <i>Manufacturing and Service Operations Management</i> , 2012, 14, 24-41.	2.3	36
16	Coverage, Coarseness, and Classification: Determinants of Social Efficiency in Priority Queues. <i>Management Science</i> , 2019, 65, 1061-1075.	2.4	35
17	OM Forum "Supply Chain Contracting: Doughnuts to Bubbles. <i>Manufacturing and Service Operations Management</i> , 2016, 18, 309-313.	2.3	23
18	Saving Seats for Strategic Customers. <i>Operations Research</i> , 2013, 61, 1321-1332.	1.2	17

#	ARTICLE	IF	CITATIONS
19	An equilibrium analysis of linear, proportional and uniform allocation of scarce capacity. IIE Transactions, 1999, 31, 835-849.	2.1	12
20	Concavity and Unimodality of Expected Revenue Under Discrete Willingness to Pay Distributions. Production and Operations Management, 2020, 29, 788-796.	2.1	4