Guillermo Gallego

List of Publications by Year
in descending order

86 papers	7,117 citations	116194 36 h-index	107981 68 g-index
90 all docs	90 docs citations	90 times ranked	3132 citing authors

#	Article	IF	Citations
1	A Primal–Dual Learning Algorithm for Personalized Dynamic Pricing with an Inventory Constraint. Mathematics of Operations Research, 2022, 47, 2585-2613.	0.8	9
2	Revenue-Utility Tradeoff in Assortment Optimization Under the Multinomial Logit Model with Totally Unimodular Constraints. Management Science, 2021, 67, 2845-2869.	2.4	34
3	Nonparametric Pricing Analytics with Customer Covariates. Operations Research, 2021, 69, 974-984.	1.2	20
4	Assortment Optimization and Pricing Under the Multinomial Logit Model with Impatient Customers: Sequential Recommendation and Selection. Operations Research, 2021, 69, 1509-1532.	1.2	28
5	Estimating Discrete Choice Models with Random Forests. , 2021, , 184-196.		2
6	Approximation Algorithms for Product Framing and Pricing. Operations Research, 2020, 68, 134-160.	1.2	48
7	Dynamic Nonlinear Pricing of Inventories over Finite Sales Horizons. Operations Research, 2020, 68, 655-670.	1.2	4
8	Callable products with dependent demands. Naval Research Logistics, 2020, 67, 185-200.	1.4	4
9	Welfare Analysis of Dynamic Pricing. Management Science, 2019, 65, 139-151.	2.4	34
10	Competitive Assortment and Price Optimization. Profiles in Operations Research, 2019, , 291-309.	0.3	1
11	Introduction to Choice Modeling. Profiles in Operations Research, 2019, , 109-128.	0.3	2
12	Dynamic Pricing Over Finite Horizons. Profiles in Operations Research, 2019, , 245-273.	0.3	1
13	Revenue Management and Pricing Analytics. Profiles in Operations Research, 2019, , .	0.3	91
14	Assortment Optimization. Profiles in Operations Research, 2019, , 129-160.	0.3	5
15	Single Resource Revenue Management with Independent Demands. Profiles in Operations Research, 2019, , 3-46.	0.3	1
16	Oligopolistic contracting: Channel coordination under competition. Naval Research Logistics, 2019, 66, 619-631.	1.4	2
17	Basic Pricing Theory. Profiles in Operations Research, 2019, , 207-244.	0.3	2
18	Network Revenue Management with Independent Demands. Profiles in Operations Research, 2019, , 47-81.	0.3	1

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19	Do Consumers Benefit from Dynamic Pricing?. SSRN Electronic Journal, 2016, , .	0.4	1
20	A Markov Chain Approximation to Choice Modeling. Operations Research, 2016, 64, 886-905.	1.2	204
21	No Claim? Your Gain: Design of Residual Value Extended Warranties Under Risk Aversion and Strategic Claim Behavior. Manufacturing and Service Operations Management, 2015, 17, 87-100.	2.3	39
22	A General Attraction Model and Sales-Based Linear Program for Network Revenue Management Under Customer Choice. Operations Research, 2015, 63, 212-232.	1.2	122
23	Assortment Optimization Under Variants of the Nested Logit Model. Operations Research, 2014, 62, 250-273.	1.2	246
24	Multiproduct Price Optimization and Competition Under the Nested Logit Model with Product-Differentiated Price Sensitivities. Operations Research, 2014, 62, 450-461.	1.2	208
25	Dynamic Pricing of Perishable Assets Under Competition. Management Science, 2014, 60, 1241-1259.	2.4	137
26	Flexible‐Duration Extended Warranties with Dynamic Reliability Learning. Production and Operations Management, 2014, 23, 645-659.	2.1	41
27	Constrained Assortment Optimization for the Nested Logit Model. Management Science, 2014, 60, 2583-2601.	2.4	160
28	Commissions and Sales Targets Under Competition. Management Science, 2014, 60, 2180-2197.	2.4	14
29	Demand learning and dynamic pricing for multi-version products. Journal of Revenue and Pricing Management, 2012, 11, 303-318.	0.7	14
30	Services Engineering: Design and Pricing of Service Features. , 2012, , .		7
31	Competitive revenue management with forward and spot markets. Journal of Revenue and Pricing Management, 2011, 10, 132-160.	0.7	1
32	A Practical Multi-Echelon Inventory Model with Semiconductor Manufacturing Application. Profiles in Operations Research, 2011, , 133-151.	0.3	4
33	Optimal seat allocation for two-flight problems with a flexible demand segment. European Journal of Operational Research, 2010, 201, 897-908.	3.5	20
34	Revenue Management with Partially Refundable Fares. Operations Research, 2010, 58, 817-833.	1.2	65
35	Choice-based EMSR methods for single-leg revenue management with demand dependencies. Journal of Revenue and Pricing Management, 2009, 8, 207-240.	0.7	33
36	Strategic Management of Distressed Inventory. Production and Operations Management, 2008, 17, 402-415.	2.1	67

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37	Revenue Management of Callable Products. Management Science, 2008, 54, 550-564.	2.4	64
38	Dynamic Pricing of Perishable Assets under Competition. SSRN Electronic Journal, 2008, , .	0.4	25
39	Revenue Management with Partially Refundable Fares. SSRN Electronic Journal, 2008, , .	0.4	6
40	Bounds, Heuristics, and Approximations for Distribution Systems. Operations Research, 2007, 55, 503-517.	1.2	44
41	Inventory management under highly uncertain demand. Operations Research Letters, 2007, 35, 281-289.	0.5	52
42	Price Competition with the Attraction Demand Model: Existence of Unique Equilibrium and Its Stability. Manufacturing and Service Operations Management, 2006, 8, 359-375.	2.3	83
43	Dynamic revenue management games with forward and spot markets. Journal of Revenue and Pricing Management, 2006, 5, 10-31.	0.7	5
44	A new algorithm and a new heuristic for serial supply systems. Operations Research Letters, 2005, 33, 349-362.	0.5	34
45	Revenue Management of Flexible Products. Manufacturing and Service Operations Management, 2004, 6, 321-337.	2.3	130
46	All-or-Nothing Ordering Under a Capacity Constraint. Operations Research, 2004, 52, 1001-1002.	1.2	25
47	Supply Chain Coordination in a Market with Customer Service Competition. Production and Operations Management, 2004, 13, 3-22.	2.1	189
48	Optimal Replenishment Policies for Multiechelon Inventory Problems Under Advance Demand Information. Manufacturing and Service Operations Management, 2003, 5, 157-175.	2.3	78
49	Erratum to Bounds in â€œSerial Production/Distribution Systems Under Service Constraintsâ€. Manufacturing and Service Operations Management, 2003, 5, 372-374.	2.3	5
50	Mark-down pricing: An empirical analysis of policies and revenue potential at one apparel retailer. Journal of Revenue and Pricing Management, 2002, 1, 139-160.	0.7	40
51	Managing waiting times of backordered demands in single-stage (Q,r) inventory systems. Naval Research Logistics, 2002, 49, 557-573.	1.4	12
52	Coordinating pricing and inventory replenishment policies for one wholesaler and one or more geographically dispersed retailers. International Journal of Production Economics, 2002, 77, 95-111.	5.1	116
53	Optimal Use of Demand Information in Supply Chain Management. Profiles in Operations Research, 2002, , 119-160.	0.3	17
54	Serial Production/Distribution Systems Under Service Constraints. Manufacturing and Service Operations Management, 2001, 3, 43-50.	2.3	45

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55	Integrating Replenishment Decisions with Advance Demand Information. Management Science, 2001, 47, 1344-1360.	2.4	230
56	Minimizing holding and ordering costs subject to a bound on backorders is as easy as solving a single backorder cost model. Operations Research Letters, 2001, 29, 187-192.	0.5	13
57	Minimax Analysis for Finite-horizon Inventory Models. IIE Transactions, 2001, 33, 861-874.	2.1	0
58	Minimax analysis for finite-horizon inventory models. IIE Transactions, 2001, 33, 861-874.	2.1	52
59	Capacitated inventory problems with fixed order costs: Some optimal policy structure. European Journal of Operational Research, 2000, 126, 603-613.	3.5	67
60	Perishable Asset Revenue Management with Markovian Time Dependent Demand Intensities. Management Science, 2000, 46, 941-956.	2.4	105
61	Stock Positioning and Performance Estimation in Serial Production-Transportation Systems. Manufacturing and Service Operations Management, 1999, 1, 77-88.	2.3	73
62	New Bounds and Heuristics for (Q, r) Policies. Management Science, 1998, 44, 219-233.	2.4	85
63	A Multiproduct Dynamic Pricing Problem and Its Applications to Network Yield Management. Operations Research, 1997, 45, 24-41.	1.2	756
64	How to avoid stockouts when producing several items on a single facility? What to do if you can't?. Computers and Operations Research, 1996, 23, 1-12.	2.4	12
65	Strategic investment to reduce setup times in the economic lot scheduling problem. Naval Research Logistics, 1995, 42, 773-790.	1.4	25
66	Optimal Starting Times for End-of-Season Sales and Optimal Stopping Times for Promotional Fares. Management Science, 1995, 41, 1371-1391.	2.4	255
67	When is a base stock policy optimal in recovering disrupted cyclic schedules?. Naval Research Logistics, 1994, 41, 317-333.	1.4	39
68	Optimal Dynamic Pricing of Inventories with Stochastic Demand over Finite Horizons. Management Science, 1994, 40, 999-1020.	2.4	1,475
69	Distribution Free Procedures for Some Inventory Models. Journal of the Operational Research Society, 1994, 45, 651-658.	2.1	123
70	The Distribution Free Newsboy Problem: Review and Extensions. Journal of the Operational Research Society, 1993, 44, 825-834.	2.1	662
71	The Effect of Externalizing Setups in the Economic Lot Scheduling Problem. Operations Research, 1992, 40, 614-619.	1.2	47
72	A minmax distribution free procedure for the (Q, R) inventory model. Operations Research Letters, 1992, 11, 55-60.	0.5	82

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73	The economic lot scheduling problem with finite backorder costs. Naval Research Logistics, 1992, 39, 729-739.	1.4	43
74	Controllable production rates in a family production context. International Journal of Production Research, 1991, 29, 2459-2470.	4.9	51
75	Scheduling the Production of Several Items with Random Demands in a Single Facility. Management Science, 1990, 36, 1579-1592.	2.4	93
76	An Extension to the Class of Easy Economic Lot Scheduling Problems. IIE Transactions, 1990, 22, 189-190.	2.1	19
77	Upgrades, Upsells and Pricing in Revenue Management. SSRN Electronic Journal, 0, , .	0.4	30
78	Multi-Product Price Optimization and Competition Under the Nested Logit Model with Product-Differentiated Price Sensitivities. SSRN Electronic Journal, 0, , .	0.4	9
79	No Claim? Your Gain: Design of Residual Value Extended Warranties Under Risk Aversion and Strategic Claim Behavior. SSRN Electronic Journal, 0, , .	0.4	1
80	Supply Chain Coordination Under Competition. SSRN Electronic Journal, 0, , .	0.4	0
81	Attention, Consideration then Selection Choice Model. SSRN Electronic Journal, 0, , .	0.4	6
82	Approximation Algorithms for Product Framing and Pricing. SSRN Electronic Journal, 0, , .	0.4	13
83	Threshold Utility Model with Applications to Retailing and Discrete Choice Models. SSRN Electronic Journal, 0, , .	0.4	5
84	An Optimal Greedy Heuristic with Minimal Learning Regret for the Markov Chain Choice Model. SSRN Electronic Journal, 0, , .	0.4	1
85	Managing Flexible Products on a Network. SSRN Electronic Journal, 0, , .	0.4	102
86	A Mechanism Design Perspective of Live-streaming Commerce: The Role of Information Provision. SSRN Electronic Journal, 0, , .	0.4	1