

Mark E Ferguson

List of Publications by Year in descending order

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Version: 2024-02-01

73
papers

3,886
citations

172386

29
h-index

143943

57
g-index

75
all docs

75
docs citations

75
times ranked

2370
citing authors

#	ARTICLE	IF	CITATIONS
1	What affects consumer behavior in mobile health professional diagnosis applications. <i>Decision Sciences</i> , 2023, 54, 315-333.	3.2	4
2	Estimating Personalized Demand with Unobserved No-Purchases Using a Mixture Model: An Application in the Hotel Industry. <i>Manufacturing and Service Operations Management</i> , 2023, 25, 1245-1262.	2.3	2
3	Strategic behavior for hotel standby upgrade programs: Empirical evidence and pricing implications. <i>Journal of Operations Management</i> , 2022, 68, 675-701.	3.3	3
4	Strategic production and responsible sourcing decisions under an emissions trading scheme. <i>European Journal of Operational Research</i> , 2022, 303, 1429-1443.	3.5	14
5	Teaching supply chain risk management in the COVID-19 Age: A review and classroom exercise. <i>Decision Sciences Journal of Innovative Education</i> , 2021, 19, 5-14.	0.5	15
6	Using transactions data to improve consumer returns forecasting. <i>Journal of Operations Management</i> , 2020, 66, 326-348.	3.3	19
7	The role of supply chain integration in strengthening the performance of not-for-profit organizations: evidence from the food banking industry. <i>Journal of Humanitarian Logistics and Supply Chain Management</i> , 2020, 10, 101-123.	1.7	27
8	Optimizing stock-keeping unit selection for promotional display space at grocery retailers. <i>Journal of Operations Management</i> , 2020, 66, 501-533.	3.3	18
9	Estimating Demand with Constrained Data and Product Substitutions. <i>Springer Series in Supply Chain Management</i> , 2020, , 1-27.	0.5	3
10	Where Should I Focus My Return Reduction Efforts? Empirical Guidance for Retailers. <i>Decision Sciences</i> , 2019, 50, 877-909.	3.2	34
11	An Examination of the Relationship between Intellectual Capital and Supply Chain Integration in Humanitarian Aid Organizations: A Survey-Based Investigation of Food Banks. <i>Decision Sciences</i> , 2018, 49, 827-862.	3.2	36
12	How Do Consumers Choose between Multiple Product Generations and Conditions? An Empirical Study of iPad Sales on eBay. <i>Production and Operations Management</i> , 2018, 27, 1574-1594.	2.1	22
13	The Car Sharing Economy: Interaction of Business Model Choice and Product Line Design. <i>Manufacturing and Service Operations Management</i> , 2017, 19, 185-201.	2.3	203
14	Would You Like to Upgrade to a Premium Room? Evaluating the Benefit of Offering Standby Upgrades. <i>Manufacturing and Service Operations Management</i> , 2017, 19, 1-18.	2.3	30
15	How much do online consumers really value free product returns? Evidence from eBay. <i>Journal of Operations Management</i> , 2017, 53-56, 45-62.	3.3	74
16	Do Bags Fly Free? An Empirical Analysis of the Operational Implications of Airline Baggage Fees. <i>Management Science</i> , 2017, 63, 3187-3206.	2.4	28
17	Moving from a Product-Based Economy to a Service-Based Economy for a More Sustainable Future. <i>Springer Series in Supply Chain Management</i> , 2017, , 355-373.	0.5	6
18	Extracting Maximum Value from Consumer Returns: Allocating Between Remarketing and Refurbishing for Warranty Claims. <i>Manufacturing and Service Operations Management</i> , 2016, 18, 475-492.	2.3	52

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19	Trade-In Rebates for Price Discrimination and Product Recovery. IEEE Transactions on Engineering Management, 2016, 63, 326-339.	2.4	99
20	Measuring the Benefit of Offering Auxiliary Services: Do Baggage Checkers Differ in Their Sensitivities to Airline Itinerary Attributes?. Production and Operations Management, 2016, 25, 1689-1708.	2.1	12
21	Capacity Investment in Renewable Energy Technology with Supply Intermittency: Data Granularity Matters!. Manufacturing and Service Operations Management, 2015, 17, 480-494.	2.3	73
22	Estimation of Choice-Based Models Using Sales Data from a Single Firm. Manufacturing and Service Operations Management, 2014, 16, 184-197.	2.3	70
23	Allocation of Returned Products among Different Recovery Options through an Opportunity Cost-Based Dynamic Approach*. Decision Sciences, 2014, 45, 1083-1116.	3.2	9
24	The changing landscape of hotel revenue management and the role of the hotel revenue manager. Journal of Revenue and Pricing Management, 2014, 13, 224-232.	0.7	22
25	Remanufacturing and the Component Commonality Decision. Production and Operations Management, 2013, 22, 36-53.	2.1	106
26	Estimating GEV models with censored data. Transportation Research Part B: Methodological, 2013, 58, 170-184.	2.8	7
27	Estimating Nested Logit Models with Censored Data. Transportation Research Record, 2013, 2343, 62-67.	1.0	1
28	Dynamic Capacity Investment with Two Competing Technologies. Manufacturing and Service Operations Management, 2013, 15, 616-629.	2.3	60
29	Is Leasing Greener Than Selling?. Management Science, 2012, 58, 523-533.	2.4	317
30	Application of discrete choice models to choice-based revenue management problems: A cautionary note. Journal of Revenue and Pricing Management, 2012, 11, 536-547.	0.7	6
31	Breakthrough analytics for business acceleration. Journal of Revenue and Pricing Management, 2012, 11, 243-249.	0.7	0
32	Estimating Discrete Choice Models with Incomplete Data. Transportation Research Record, 2012, 2302, 130-137.	1.0	5
33	Relicensing as a Secondary Market Strategy. Management Science, 2012, 58, 1022-1037.	2.4	171
34	A simple and robust batch-ordering inventory policy under incomplete demand knowledge. Computers and Industrial Engineering, 2012, 63, 343-353.	3.4	5
35	Making the Business Case for Sustainability Related Investments Through a Single Financial Metric. Profiles in Operations Research, 2012, , 193-199.	0.3	0
36	Satisfying the C-suite: What C-level officers expect and need. Journal of Revenue and Pricing Management, 2011, 10, 558-563.	0.7	0

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37	A Profit-Maximizing Approach to Disposition Decisions for Product Returns*. Decision Sciences, 2011, 42, 773-798.	3.2	60
38	Revenue management performance drivers: An exploratory analysis within the hotel industry. Journal of Revenue and Pricing Management, 2011, 10, 172-188.	0.7	33
39	Take advantage of uncertainty: Play for position as the economy rebounds. Journal of Revenue and Pricing Management, 2010, 9, 282-288.	0.7	0
40	Multiperiod Remanufacturing Planning With Uncertain Quality of Inputs. IEEE Transactions on Engineering Management, 2010, 57, 394-404.	2.4	119
41	The impact of delayed differentiation in make-to-order environments. International Journal of Production Research, 2010, 48, 5809-5829.	4.9	22
42	Energy Implications of Product Leasing. Environmental Science & Technology, 2010, 44, 4409-4415.	4.6	53
43	Commentary on Closed-Loop Supply Chains. Supply Chain Integration Series, 2010, , 1-6.	0.0	12
44	Examples of Existing Profitable Practices in Product Take-Back and Recovery. Supply Chain Integration Series, 2010, , 145-160.	0.0	4
45	Conclusion and Future Research Directions. Supply Chain Integration Series, 2010, , 231-234.	0.0	0
46	BlueLinx can benefit from innovative inventory management methods for commodity forward buys†. Omega, 2009, 37, 545-554.	3.6	9
47	Cooperative strategies to reduce ambulance diversion. , 2009, , .		23
48	The Value of Quality Grading in Remanufacturing. Production and Operations Management, 2009, 18, 300-314.	2.1	195
49	Staying ahead of the curve: Using revenue management to help survive an economic downturn. Journal of Revenue and Pricing Management, 2009, 8, 279-286.	0.7	3
50	Reducing Product Energy Consumption With Leasing. , 2009, , .		3
51	Data Setâ€”Choice-Based Revenue Management: Data from a Major Hotel Chain. Manufacturing and Service Operations Management, 2009, 11, 356-361.	2.3	59
52	Strategic and Tactical Aspects of Closed-Loop Supply Chains. Foundations and Trends in Technology, Information and Operations Management, 2009, 3, 101-200.	0.4	11
53	Managing Slowâ€”Moving Perishables in the Grocery Industry. Production and Operations Management, 2008, 17, 513-521.	2.1	82
54	The â€œKiller Applicationâ€”of Revenue Management: Harrah's Cherokee Casino & Hotel. Interfaces, 2008, 38, 161-175.	1.6	30

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55	Bid-response models for customised pricing. <i>Journal of Revenue and Pricing Management</i> , 2007, 6, 212-228.	0.7	33
56	Note: An application of the EOQ model with nonlinear holding cost to inventory management of perishables. <i>European Journal of Operational Research</i> , 2007, 180, 485-490.	3.5	98
57	How Should a Firm Manage Deteriorating Inventory?. <i>Production and Operations Management</i> , 2007, 16, 306-321.	2.1	117
58	A Comparison of Unconstraining Methods to Improve Revenue Management Systems. <i>Production and Operations Management</i> , 2007, 16, 729-746.	2.1	53
59	Supply Chain Coordination for False Failure Returns. <i>Manufacturing and Service Operations Management</i> , 2006, 8, 376-393.	2.3	214
60	Information Sharing to Improve Retail Product Freshness of Perishables. <i>Production and Operations Management</i> , 2006, 15, 57-73.	2.1	144
61	Expert opinions: Current pricing and revenue management practice across U.S. industries. <i>Journal of Revenue and Pricing Management</i> , 2006, 5, 237-247.	0.7	18
62	The Effect of Competition on Recovery Strategies. <i>Production and Operations Management</i> , 2006, 15, 351-368.	2.1	635
63	Evaluation of postponement structures to accommodate mass customization. <i>Journal of Operations Management</i> , 2005, 23, 305-318.	3.3	141
64	Commitment decisions with partial information updating. <i>Naval Research Logistics</i> , 2005, 52, 780-795.	1.4	67
65	When to commit in a serial supply chain with forecast updating. <i>Naval Research Logistics</i> , 2003, 50, 917-936.	1.4	52
66	To Sell and to Provide? The Economic and Environmental Implications of the Auto Manufacturer's Involvement in the Car Sharing Business. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
67	Segmentation, Revenue Management and Pricing Analytics. , 0, , .		24
68	Trade-In Rebates for Price Discrimination and Product Recovery. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
69	Airline revenue management around sporting mega-events: an application using data from the Super Bowl XLIX. <i>Journal of Revenue and Pricing Management</i> , 0, , 1.	0.7	1
70	Measuring the Benefit of Offering Auxiliary Services: Do Bag-Checkers Differ in Their Sensitivities to Airline Itinerary Attributes?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
71	Empirically Estimating Strategic Behavior for Hotel Standby Upgrade Programs. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
72	Robust Demand Estimation of Choice Models for Personalized Offers Using Sales Transaction Data. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1

#	ARTICLE	IF	CITATIONS
73	Estimating Personalized Demand with Unobserved No-purchases using a Mixture Model: An Application in the Hotel Industry. SSRN Electronic Journal, 0, , .	0.4	0