

Serguei Netessine

List of Publications by Year in descending order

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84
papers

6,044
citations

117571

34
h-index

123376

61
g-index

84
all docs

84
docs citations

84
times ranked

3301
citing authors

#	ARTICLE	IF	CITATIONS
1	Performance Contracting in After-Sales Service Supply Chains. <i>Management Science</i> , 2007, 53, 1843-1858.	2.4	440
2	Centralized and Competitive Inventory Models with Demand Substitution. <i>Operations Research</i> , 2003, 51, 329-335.	1.2	369
3	Game Theory in Supply Chain Analysis. <i>Profiles in Operations Research</i> , 2004, , 13-65.	0.3	268
4	Revenue Management with Strategic Customers: Last-Minute Selling and Opaque Selling. <i>Management Science</i> , 2010, 56, 430-448.	2.4	265
5	Strategic Technology Choice and Capacity Investment Under Demand Uncertainty. <i>Management Science</i> , 2007, 53, 192-207.	2.4	249
6	Are Consumers Strategic? Structural Estimation from the Air-Travel Industry. <i>Management Science</i> , 2014, 60, 2114-2137.	2.4	247
7	When Does the Devil Make Work? An Empirical Study of the Impact of Workload on Worker Productivity. <i>Management Science</i> , 2014, 60, 1574-1593.	2.4	245
8	Electric Vehicles with a Battery Switching Station: Adoption and Environmental Impact. <i>Management Science</i> , 2015, 61, 772-794.	2.4	217
9	Impact of Performance-Based Contracting on Product Reliability: An Empirical Analysis. <i>Management Science</i> , 2012, 58, 961-979.	2.4	190
10	What Can Be Learned from Classical Inventory Models? A Cross-Industry Exploratory Investigation. <i>Manufacturing and Service Operations Management</i> , 2007, 9, 409-429.	2.3	182
11	Collaborative Cost Reduction and Component Procurement Under Information Asymmetry. <i>Management Science</i> , 2013, 59, 189-206.	2.4	177
12	Product Line Design and Production Technology. <i>Marketing Science</i> , 2007, 26, 101-117.	2.7	169
13	Revenue Management Games: Horizontal and Vertical Competition. <i>Management Science</i> , 2005, 51, 813-831.	2.4	165
14	Supply Chain Choice on the Internet. <i>Management Science</i> , 2006, 52, 844-864.	2.4	152
15	OM Forum "Business Model Innovation for Sustainability. <i>Manufacturing and Service Operations Management</i> , 2013, 15, 537-544.	2.3	145
16	Flexible Service Capacity: Optimal Investment and the Impact of Demand Correlation. <i>Operations Research</i> , 2002, 50, 375-388.	1.2	135
17	Long-Term Contracts Under the Threat of Supplier Default. <i>Manufacturing and Service Operations Management</i> , 2009, 11, 109-127.	2.3	132
18	Contracting for Infrequent Restoration and Recovery of Mission-Critical Systems. <i>Management Science</i> , 2010, 56, 1551-1567.	2.4	129

#	ARTICLE	IF	CITATIONS
19	An Empirical Examination of the Decision to Invest in Fulfillment Capabilities: A Study of Internet Retailers. <i>Management Science</i> , 2006, 52, 567-580.	2.4	118
20	Capacity Investment Timing by Start-ups and Established Firms in New Markets. <i>Management Science</i> , 2011, 57, 763-777.	2.4	117
21	Volume Flexibility, Product Flexibility, or Both: The Role of Demand Correlation and Product Substitution. <i>Manufacturing and Service Operations Management</i> , 2011, 13, 180-193.	2.3	114
22	Initial Coin Offerings, Speculation, and Asset Tokenization. <i>Management Science</i> , 2021, 67, 914-931.	2.4	109
23	Strategic Investment in Renewable Energy Sources: The Effect of Supply Intermittency. <i>Manufacturing and Service Operations Management</i> , 2017, 19, 489-507.	2.3	98
24	Managing Global Sourcing: Inventory Performance. <i>Management Science</i> , 2014, 60, 1202-1222.	2.4	97
25	Introduction to the Theory and Practice of Yield Management. <i>INFORMS Transactions on Education</i> , 2002, 3, 34-44.	0.4	91
26	Service Competition and Product Quality in the U.S. Automobile Industry. <i>Management Science</i> , 2016, 62, 1860-1877.	2.4	88
27	Higher Market Thickness Reduces Matching Rate in Online Platforms: Evidence from a Quasiexperiment. <i>Management Science</i> , 2020, 66, 271-289.	2.4	87
28	Positive vs. Negative Externalities in Inventory Management: Implications for Supply Chain Design. <i>Manufacturing and Service Operations Management</i> , 2005, 7, 58-73.	2.3	85
29	Plant Operations and Product Recalls in the Automotive Industry: An Empirical Investigation. <i>Management Science</i> , 2017, 63, 2439-2459.	2.4	85
30	Dynamic pricing of inventory/capacity with infrequent price changes. <i>European Journal of Operational Research</i> , 2006, 174, 553-580.	3.5	84
31	Revenue Management Through Dynamic Cross Selling in E-Commerce Retailing. <i>Operations Research</i> , 2006, 54, 893-913.	1.2	82
32	When You Work with a Superman, Will You Also Fly? An Empirical Study of the Impact of Coworkers on Performance. <i>Management Science</i> , 2019, 65, 3495-3517.	2.4	73
33	The Impact of New Product Introduction on Plant Productivity in the North American Automotive Industry. <i>Management Science</i> , 2013, 59, 2217-2236.	2.4	63
34	Game Theory in Supply Chain Analysis. , 2006, , 200-233.		54
35	Is Tom Cruise Threatened? An Empirical Study of the Impact of Product Variety on Demand Concentration. <i>Information Systems Research</i> , 2017, 28, 643-660.	2.2	53
36	Inventory competition and incentives to back-order. <i>IIE Transactions</i> , 2006, 38, 883-902.	2.1	52

#	ARTICLE	IF	CITATIONS
37	TECHNICAL NOTE "Robust Newsvendor Competition Under Asymmetric Information. Operations Research, 2011, 59, 254-261.	1.2	48
38	At Your Service on the Table: Impact of Tabletop Technology on Restaurant Performance. Management Science, 2020, 66, 4496-4515.	2.4	48
39	Philanthropic Campaigns and Customer Behavior: Field Experiments on an Online Taxi Booking Platform. Management Science, 2019, 65, 913-932.	2.4	40
40	Selling Off-Grid Light to Liquidity-Constrained Consumers. Manufacturing and Service Operations Management, 2019, 21, 308-326.	2.3	32
41	Price to Compete with Many: How to Identify Price Competition in High-Dimensional Space. Management Science, 2018, 64, 4118-4136.	2.4	28
42	The Operational Advantages of Threshold Discounting Offers. Management Science, 2018, 64, 2690-2708.	2.4	28
43	Are Consumers Strategic? Structural Estimation from the Air-Travel Industry. SSRN Electronic Journal, 0, , .	0.4	25
44	Interesting, Important, and Impactful Operations Management. Manufacturing and Service Operations Management, 2020, 22, 214-222.	2.3	23
45	Business Model Innovation for Sustainability. SSRN Electronic Journal, 0, , .	0.4	22
46	An Information Stock Model of Customer Behavior in Multichannel Customer Support Services. Manufacturing and Service Operations Management, 2015, 17, 368-383.	2.3	21
47	Informativeness, Incentive Compensation, and the Choice of Inventory Buffer. Accounting Review, 2010, 85, 1839-1860.	1.7	20
48	Selling to Strategic Customers: Opaque Selling Strategies. Profiles in Operations Research, 2009, , 253-300.	0.3	18
49	Electric Vehicles with a Battery Switching Station: Adoption and Environmental Impact. SSRN Electronic Journal, 0, , .	0.4	14
50	Recovering from Disruptions: The Role of Sourcing Strategy. SSRN Electronic Journal, 0, , .	0.4	14
51	The Impact of Workload on Operational Risk: Evidence from a Commercial Bank. Management Science, 2022, 68, 2668-2693.	2.4	14
52	Nudging Drivers to Safety: Evidence from a Field Experiment. Management Science, 2022, 68, 4196-4214.	2.4	14
53	Reliability or Inventory? Analysis of Product Support Contracts in the Defense Industry. SSRN Electronic Journal, 0, , .	0.4	13
54	Recovering Global Supply Chains from Sourcing Interruptions: The Role of Sourcing Strategy. Manufacturing and Service Operations Management, 2022, 24, 846-863.	2.3	13

#	ARTICLE	IF	CITATIONS
55	Reliability or Inventory? An Analysis of Performance-Based Contracts for Product Support Services. Springer Series in Supply Chain Management, 2017, , 65-88.	0.5	13
56	Can We All Get Along? Incentive Contracts to Bridge the Marketing and Operations Divide. SSRN Electronic Journal, 2007, , .	0.4	12
57	Are Your Staffing Levels Correct?. International Commerce Review, 2009, 8, 110-115.	0.2	12
58	Does Immediate Feedback Make You Not Try as Hard? A Study on Automotive Telematics. Manufacturing and Service Operations Management, 2021, 23, 835-853.	2.3	11
59	Deployment of Manufacturing Flexibility: An Empirical Analysis of the North American Automotive Industry. SSRN Electronic Journal, 0, , .	0.4	10
60	Market Thickness and Matching (In)efficiency: Evidence from a Quasi-Experiment. SSRN Electronic Journal, 0, , .	0.4	10
61	Does Online Training Work in Retail?. Manufacturing and Service Operations Management, 2021, 23, 876-894.	2.3	9
62	Setting Retail Staffing Levels: A Methodology Validated with Implementation. Manufacturing and Service Operations Management, 0, , .	2.3	9
63	Strategic Investment in Renewable Energy Sources. SSRN Electronic Journal, 0, , .	0.4	9
64	Plant Operations and Product Recalls in the Automotive Industry: An Empirical Investigation. SSRN Electronic Journal, 0, , .	0.4	8
65	Inventory and its Relationship with Profitability: Evidence for an International Sample of Countries. SSRN Electronic Journal, 2007, , .	0.4	7
66	The Implications of Worker Behavior for Staffing Decisions. Cornell Hospitality Quarterly, 2014, 55, 277-286.	2.2	7
67	Price to Compete ... With Many: How to Identify Price Competition in High Dimensional Space. SSRN Electronic Journal, 0, , .	0.4	7
68	Supply Chains and Antitrust Governance. Management Science, 2021, 67, 6822-6838.	2.4	7
69	Managing Global Sourcing: Inventory Performance. SSRN Electronic Journal, 2011, , .	0.4	6
70	At Your Service on the Table: Impact of Tabletop Technology on Restaurant Performance. SSRN Electronic Journal, 0, , .	0.4	6
71	Partnering with Competitors - An Empirical Analysis of Airline Alliances and Multimarket Competition. SSRN Electronic Journal, 0, , .	0.4	6
72	Impact of Performance-Based Contracting on Product Reliability: An Empirical Analysis. SSRN Electronic Journal, 2011, , .	0.4	4

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73	Operational Advantages and Optimal Design of Threshold Discounting Offers. SSRN Electronic Journal, 0, , .	0.4	4
74	When Is the Root of All Evil Not Money? The Impact of Load on Operational Risk at a Commercial Bank. SSRN Electronic Journal, 0, , .	0.4	4
75	OM Forumâ€”A Vision of Responsible Research in Operations Management. Manufacturing and Service Operations Management, 2022, 24, 2799-2808.	2.3	4
76	When Does the Devil Make Work? An Empirical Study of the Impact of Workload on Worker Productivity. SSRN Electronic Journal, 0, , .	0.4	3
77	When You Work with a Super Man, Will You Also Fly? An Empirical Study of the Impact of Coworkers on Performance. SSRN Electronic Journal, 0, , .	0.4	3
78	Contracting for Product Support Under Information Asymmetry. SSRN Electronic Journal, 0, , .	0.4	3
79	Supply Chains and Antitrust Governance. SSRN Electronic Journal, 0, , .	0.4	3
80	Plenty is No Plague, or Is It? An Empirical Study of the Impact of Product Variety on Demand Concentration. SSRN Electronic Journal, 0, , .	0.4	3
81	Business Models for Off-Grid Energy Access at the Bottom of the Pyramid. SSRN Electronic Journal, 0, , .	0.4	1
82	Do Flexibility and Chaining Really Help? An Empirical Analysis of Automotive Plant Networks. SSRN Electronic Journal, 2018, , .	0.4	1
83	Threshold Discounting: Operational Benefits, Potential Drawbacks, and Optimal Design. Springer Series in Supply Chain Management, 2019, , 347-377.	0.5	1
84	Interesting, Important and Impactful Operations Management. SSRN Electronic Journal, 0, , .	0.4	0