

# Serguei Netessine

## List of Publications by Year in descending order

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84  
papers

6,044  
citations

117625

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84  
all docs

84  
docs citations

84  
times ranked

3301  
citing authors

#	ARTICLE	IF	CITATIONS
1	Recovering Global Supply Chains from Sourcing Interruptions: The Role of Sourcing Strategy. Manufacturing and Service Operations Management, 2022, 24, 846-863.	3.7	13
2	OM Forum – A Vision of Responsible Research in Operations Management. Manufacturing and Service Operations Management, 2022, 24, 2799-2808.	3.7	4
3	The Impact of Workload on Operational Risk: Evidence from a Commercial Bank. Management Science, 2022, 68, 2668-2693.	4.1	14
4	Nudging Drivers to Safety: Evidence from a Field Experiment. Management Science, 2022, 68, 4196-4214.	4.1	14
5	Initial Coin Offerings, Speculation, and Asset Tokenization. Management Science, 2021, 67, 914-931.	4.1	109
6	Does Online Training Work in Retail?. Manufacturing and Service Operations Management, 2021, 23, 876-894.	3.7	9
7	Supply Chains and Antitrust Governance. Management Science, 2021, 67, 6822-6838.	4.1	7
8	Does Immediate Feedback Make You Not Try as Hard? A Study on Automotive Telematics. Manufacturing and Service Operations Management, 2021, 23, 835-853.	3.7	11
9	Interesting, Important, and Impactful Operations Management. Manufacturing and Service Operations Management, 2020, 22, 214-222.	3.7	23
10	Higher Market Thickness Reduces Matching Rate in Online Platforms: Evidence from a Quasiexperiment. Management Science, 2020, 66, 271-289.	4.1	87
11	At Your Service on the Table: Impact of Tabletop Technology on Restaurant Performance. Management Science, 2020, 66, 4496-4515.	4.1	48
12	Selling Off-Grid Light to Liquidity-Constrained Consumers. Manufacturing and Service Operations Management, 2019, 21, 308-326.	3.7	32
13	When You Work with a Superman, Will You Also Fly? An Empirical Study of the Impact of Coworkers on Performance. Management Science, 2019, 65, 3495-3517.	4.1	73
14	Threshold Discounting: Operational Benefits, Potential Drawbacks, and Optimal Design. Springer Series in Supply Chain Management, 2019, , 347-377.	0.7	1
15	Philanthropic Campaigns and Customer Behavior: Field Experiments on an Online Taxi Booking Platform. Management Science, 2019, 65, 913-932.	4.1	40
16	Price to Compete – with Many: How to Identify Price Competition in High-Dimensional Space. Management Science, 2018, 64, 4118-4136.	4.1	28
17	Do Flexibility and Chaining Really Help? An Empirical Analysis of Automotive Plant Networks. SSRN Electronic Journal, 2018, , .	0.4	1
18	The Operational Advantages of Threshold Discounting Offers. Management Science, 2018, 64, 2690-2708.	4.1	28

#	ARTICLE	IF	CITATIONS
19	Plant Operations and Product Recalls in the Automotive Industry: An Empirical Investigation. Management Science, 2017, 63, 2439-2459.	4.1	85
20	Strategic Investment in Renewable Energy Sources: The Effect of Supply Intermittency. Manufacturing and Service Operations Management, 2017, 19, 489-507.	3.7	98
21	Is Tom Cruise Threatened? An Empirical Study of the Impact of Product Variety on Demand Concentration. Information Systems Research, 2017, 28, 643-660.	3.7	53
22	Reliability or Inventory? An Analysis of Performance-Based Contracts for Product Support Services. Springer Series in Supply Chain Management, 2017, , 65-88.	0.7	13
23	Service Competition and Product Quality in the U.S. Automobile Industry. Management Science, 2016, 62, 1860-1877.	4.1	88
24	An Information Stock Model of Customer Behavior in Multichannel Customer Support Services. Manufacturing and Service Operations Management, 2015, 17, 368-383.	3.7	21
25	Electric Vehicles with a Battery Switching Station: Adoption and Environmental Impact. Management Science, 2015, 61, 772-794.	4.1	217
26	The Implications of Worker Behavior for Staffing Decisions. Cornell Hospitality Quarterly, 2014, 55, 277-286.	3.8	7
27	Managing Global Sourcing: Inventory Performance. Management Science, 2014, 60, 1202-1222.	4.1	97
28	Are Consumers Strategic? Structural Estimation from the Air-Travel Industry. Management Science, 2014, 60, 2114-2137.	4.1	247
29	When Does the Devil Make Work? An Empirical Study of the Impact of Workload on Worker Productivity. Management Science, 2014, 60, 1574-1593.	4.1	245
30	Collaborative Cost Reduction and Component Procurement Under Information Asymmetry. Management Science, 2013, 59, 189-206.	4.1	177
31	OM Forum "Business Model Innovation for Sustainability. Manufacturing and Service Operations Management, 2013, 15, 537-544.	3.7	145
32	The Impact of New Product Introduction on Plant Productivity in the North American Automotive Industry. Management Science, 2013, 59, 2217-2236.	4.1	63
33	Impact of Performance-Based Contracting on Product Reliability: An Empirical Analysis. Management Science, 2012, 58, 961-979.	4.1	190
34	TECHNICAL NOTE "Robust Newsvendor Competition Under Asymmetric Information. Operations Research, 2011, 59, 254-261.	1.9	48
35	Volume Flexibility, Product Flexibility, or Both: The Role of Demand Correlation and Product Substitution. Manufacturing and Service Operations Management, 2011, 13, 180-193.	3.7	114
36	Impact of Performance-Based Contracting on Product Reliability: An Empirical Analysis. SSRN Electronic Journal, 2011, , .	0.4	4

#	ARTICLE	IF	CITATIONS
37	Managing Global Sourcing: Inventory Performance. SSRN Electronic Journal, 2011, , .	0.4	6
38	Capacity Investment Timing by Start-ups and Established Firms in New Markets. Management Science, 2011, 57, 763-777.	4.1	117
39	Informativeness, Incentive Compensation, and the Choice of Inventory Buffer. Accounting Review, 2010, 85, 1839-1860.	3.2	20
40	Contracting for Infrequent Restoration and Recovery of Mission-Critical Systems. Management Science, 2010, 56, 1551-1567.	4.1	129
41	Revenue Management with Strategic Customers: Last-Minute Selling and Opaque Selling. Management Science, 2010, 56, 430-448.	4.1	265
42	Long-Term Contracts Under the Threat of Supplier Default. Manufacturing and Service Operations Management, 2009, 11, 109-127.	3.7	132
43	Are Your Staffing Levels Correct?. International Commerce Review, 2009, 8, 110-115.	0.2	12
44	Selling to Strategic Customers: Opaque Selling Strategies. Profiles in Operations Research, 2009, , 253-300.	0.4	18
45	Performance Contracting in After-Sales Service Supply Chains. Management Science, 2007, 53, 1843-1858.	4.1	440
46	Product Line Design and Production Technology. Marketing Science, 2007, 26, 101-117.	4.1	169
47	Strategic Technology Choice and Capacity Investment Under Demand Uncertainty. Management Science, 2007, 53, 192-207.	4.1	249
48	What Can Be Learned from Classical Inventory Models? A Cross-Industry Exploratory Investigation. Manufacturing and Service Operations Management, 2007, 9, 409-429.	3.7	182
49	Inventory and its Relationship with Profitability: Evidence for an International Sample of Countries. SSRN Electronic Journal, 2007, , .	0.4	7
50	Can We All Get Along? Incentive Contracts to Bridge the Marketing and Operations Divide. SSRN Electronic Journal, 2007, , .	0.4	12
51	Inventory competition and incentives to back-order. IIE Transactions, 2006, 38, 883-902.	2.1	52
52	Revenue Management Through Dynamic Cross Selling in E-Commerce Retailing. Operations Research, 2006, 54, 893-913.	1.9	82
53	Dynamic pricing of inventory/capacity with infrequent price changes. European Journal of Operational Research, 2006, 174, 553-580.	5.7	84
54	Supply Chain Choice on the Internet. Management Science, 2006, 52, 844-864.	4.1	152

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55	An Empirical Examination of the Decision to Invest in Fulfillment Capabilities: A Study of Internet Retailers. Management Science, 2006, 52, 567-580.	4.1	118
56	Game Theory in Supply Chain Analysis. , 2006, , 200-233.		54
57	Revenue Management Games: Horizontal and Vertical Competition. Management Science, 2005, 51, 813-831.	4.1	165
58	Positive vs. Negative Externalities in Inventory Management: Implications for Supply Chain Design. Manufacturing and Service Operations Management, 2005, 7, 58-73.	3.7	85
59	Game Theory in Supply Chain Analysis. Profiles in Operations Research, 2004, , 13-65.	0.4	268
60	Centralized and Competitive Inventory Models with Demand Substitution. Operations Research, 2003, 51, 329-335.	1.9	369
61	Flexible Service Capacity: Optimal Investment and the Impact of Demand Correlation. Operations Research, 2002, 50, 375-388.	1.9	135
62	Introduction to the Theory and Practice of Yield Management. INFORMS Transactions on Education, 2002, 3, 34-44.	0.5	91
63	Reliability or Inventory? Analysis of Product Support Contracts in the Defense Industry. SSRN Electronic Journal, 0, , .	0.4	13
64	Are Consumers Strategic? Structural Estimation from the Air-Travel Industry. SSRN Electronic Journal, 0, , .	0.4	25
65	Deployment of Manufacturing Flexibility: An Empirical Analysis of the North American Automotive Industry. SSRN Electronic Journal, 0, , .	0.4	10
66	When Does the Devil Make Work? An Empirical Study of the Impact of Workload on Worker Productivity. SSRN Electronic Journal, 0, , .	0.4	3
67	Electric Vehicles with a Battery Switching Station: Adoption and Environmental Impact. SSRN Electronic Journal, 0, , .	0.4	14
68	Plant Operations and Product Recalls in the Automotive Industry: An Empirical Investigation. SSRN Electronic Journal, 0, , .	0.4	8
69	Operational Advantages and Optimal Design of Threshold Discounting Offers. SSRN Electronic Journal, 0, , .	0.4	4
70	Business Model Innovation for Sustainability. SSRN Electronic Journal, 0, , .	0.4	22
71	Price to Compete ... With Many: How to Identify Price Competition in High Dimensional Space. SSRN Electronic Journal, 0, , .	0.4	7
72	Recovering from Disruptions: The Role of Sourcing Strategy. SSRN Electronic Journal, 0, , .	0.4	14

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73	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
74	Business Models for Off-Grid Energy Access at the Bottom of the Pyramid. SSRN Electronic Journal, 0, , .	0.4	1
75	Contracting for Product Support Under Information Asymmetry. SSRN Electronic Journal, 0, , .	0.4	3
76	At Your Service on the Table: Impact of Tabletop Technology on Restaurant Performance. SSRN Electronic Journal, 0, , .	0.4	6
77	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
78	Market Thickness and Matching (In)efficiency: Evidence from a Quasi-Experiment. SSRN Electronic Journal, 0, , .	0.4	10
79	Supply Chains and Antitrust Governance. SSRN Electronic Journal, 0, , .	0.4	3
80	Interesting, Important and Impactful Operations Management. SSRN Electronic Journal, 0, , .	0.4	0
81	Setting Retail Staffing Levels: A Methodology Validated with Implementation. Manufacturing and Service Operations Management, 0, , .	3.7	9
82	Partnering with Competitors - An Empirical Analysis of Airline Alliances and Multimarket Competition. SSRN Electronic Journal, 0, , .	0.4	6
83	Strategic Investment in Renewable Energy Sources. SSRN Electronic Journal, 0, , .	0.4	9
84	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