

# Dirk Van den Poel

## List of Publications by Year in Descending Order

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

136  
papers

5,332  
citations

42  
h-index

69  
g-index

140  
ext. papers

6,392  
ext. citations

4.9  
avg, IF

6.23  
L-index

#	Paper	IF	Citations
136	Leveraging sequential information from multivariate behavioral sensor data to predict the moment of calving in dairy cattle using deep learning. <i>Computers and Electronics in Agriculture</i> , <b>2021</b> , 191, 106566	6.5	0
135	Predicting donation behavior: Acquisition modeling in the nonprofit sector using Facebook data. <i>Decision Support Systems</i> , <b>2021</b> , 141, 113446	5.6	6
134	Predicting the milk yield curve of dairy cows in the subsequent lactation period using deep learning. <i>Computers and Electronics in Agriculture</i> , <b>2021</b> , 180, 105904	6.5	4
133	Predicting Self-declared Movie Watching Behavior Using Facebook Data and Information-Fusion Sensitivity Analysis. <i>Decision Sciences</i> , <b>2021</b> , 52, 776-810	3.7	1
132	Influencing Factors in the Scalability of Distributed Stream Processing Jobs. <i>IEEE Access</i> , <b>2021</b> , 9, 109413-109431	3.5	1
131	A Performance Analysis of Fault Recovery in Stream Processing Frameworks. <i>IEEE Access</i> , <b>2021</b> , 9, 93745-93763	3.5	1
130	Box office sales and social media: A cross-platform comparison of predictive ability and mechanisms. <i>Decision Support Systems</i> , <b>2021</b> , 147, 113517	5.6	4
129	Adding interpretability to predictive maintenance by machine learning on sensor data. <i>Computers and Chemical Engineering</i> , <b>2021</b> , 152, 107381	4	1
128	Evaluating the influence of Airbnb listings descriptions on demand. <i>International Journal of Hospitality Management</i> , <b>2021</b> , 99, 103071	8.3	0
127	Evaluation of Stream Processing Frameworks. <i>IEEE Transactions on Parallel and Distributed Systems</i> , <b>2020</b> , 31, 1845-1858	3.7	20
126	Leveraging latent representations for milk yield prediction and interpolation using deep learning. <i>Computers and Electronics in Agriculture</i> , <b>2020</b> , 175, 105600	6.5	3
125	Machine learning refinery sensor data to predict catalyst saturation levels. <i>Computers and Chemical Engineering</i> , <b>2020</b> , 134, 106722	4	3
124	The Role of Marketer-Generated Content in Customer Engagement Marketing. <i>Journal of Marketing</i> , <b>2019</b> , 83, 21-42	11	66
123	Evaluating multi-label classifiers and recommender systems in the financial service sector. <i>European Journal of Operational Research</i> , <b>2019</b> , 279, 620-634	5.6	16
122	Dynamics between social media engagement, firm-generated content, and live and time-shifted TV viewing. <i>Journal of Service Management</i> , <b>2018</b> , 29, 378-398	7.4	15
121	Evaluating the importance of different communication types in romantic tie prediction on social media. <i>Annals of Operations Research</i> , <b>2018</b> , 263, 501-527	3.2	9
120	Latency Measurement of Fine-Grained Operations in Benchmarking Distributed Stream Processing Frameworks <b>2018</b> ,		4

119	Incorporating sequential information in bankruptcy prediction with predictors based on Markov for discrimination. <i>Decision Support Systems</i> , <b>2017</b> , 98, 59-68	5.6	22
118	The added value of social media data in B2B customer acquisition systems: A real-life experiment. <i>Decision Support Systems</i> , <b>2017</b> , 104, 26-37	5.6	37
117	Identifying Soccer Players on Facebook Through Predictive Analytics. <i>Decision Analysis</i> , <b>2017</b> , 14, 274-297.2	7.2	6
116	Identifying New Product Ideas: Waiting for the Wisdom of the Crowd or Screening Ideas in Real Time. <i>Journal of Product Innovation Management</i> , <b>2017</b> , 34, 580-597	7.1	63
115	bayesQR: A Bayesian Approach to Quantile Regression. <i>Journal of Statistical Software</i> , <b>2017</b> , 76,	7.3	33
114	Social media optimization: Identifying an optimal strategy for increasing network size on Facebook. <i>Omega</i> , <b>2016</b> , 59, 15-25	7.2	11
113	Outlier-Robust Bayesian Multinomial Choice Modeling. <i>Journal of Applied Econometrics</i> , <b>2016</b> , 31, 1445-1466	7.6	2
112	Identification of interdisciplinary ideas. <i>Information Processing and Management</i> , <b>2016</b> , 52, 1074-1085	6.3	9
111	The added value of Facebook friends data in event attendance prediction. <i>Decision Support Systems</i> , <b>2016</b> , 82, 26-34	5.6	20
110	Integrating expert knowledge and multilingual web crawling data in a lead qualification system. <i>Decision Support Systems</i> , <b>2016</b> , 82, 69-78	5.6	34
109	Predicting Consumer Load Profiles Using Commercial and Open Data. <i>IEEE Transactions on Power Systems</i> , <b>2016</b> , 31, 3693-3701	7	32
108	The added value of auxiliary data in sentiment analysis of Facebook posts. <i>Decision Support Systems</i> , <b>2016</b> , 89, 98-112	5.6	30
107	Equity price direction prediction for day trading: Ensemble classification using technical analysis indicators with interaction effects <b>2016</b> ,		1
106	Assessing the principles of spatial competition between stores within a retail network. <i>Applied Geography</i> , <b>2015</b> , 62, 125-135	4.4	6
105	Idea mining for web-based weak signal detection. <i>Futures</i> , <b>2015</b> , 66, 25-34	3.6	19
104	Evaluating multiple classifiers for stock price direction prediction. <i>Expert Systems With Applications</i> , <b>2015</b> , 42, 7046-7056	7.8	205
103	The Status of Energy Price Modelling and its Relevance to Marketing in Emerging Economies. <i>Energy Procedia</i> , <b>2015</b> , 79, 500-505	2.3	11
102	Does the Use of Solar and Wind Energy Increase Retail Prices in Europe? Evidence from EU-27. <i>Energy Procedia</i> , <b>2015</b> , 79, 506-512	2.3	3

101	CRM in social media: Predicting increases in Facebook usage frequency. <i>European Journal of Operational Research</i> , <b>2015</b> , 244, 248-260	5.6	49
100	Semantic weak signal tracing. <i>Expert Systems With Applications</i> , <b>2014</b> , 41, 5009-5016	7.8	21
99	Quantitative cross impact analysis with latent semantic indexing. <i>Expert Systems With Applications</i> , <b>2014</b> , 41, 406-411	7.8	12
98	Semantic compared cross impact analysis. <i>Expert Systems With Applications</i> , <b>2014</b> , 41, 3477-3483	7.8	7
97	An extended Huff-model for robustly benchmarking and predicting retail network performance. <i>Applied Geography</i> , <b>2014</b> , 46, 80-89	4.4	30
96	Cash demand forecasting in ATMs by clustering and neural networks. <i>European Journal of Operational Research</i> , <b>2014</b> , 232, 383-392	5.6	53
95	Deep habits in consumption: a spatial panel analysis using scanner data. <i>Empirical Economics</i> , <b>2014</b> , 47, 959-976	1.2	8
94	The Dangers of Using Intention as a Surrogate for Retention in Brand Positioning Decision Support Systems. <i>Studies in Classification, Data Analysis, and Knowledge Organization</i> , <b>2014</b> , 181-188	0.2	1
93	Using Text Summarizing to Support Planning of Research and Development. <i>Advances in Intelligent Systems and Computing</i> , <b>2014</b> , 23-29	0.4	
92	Model-supported business-to-business prospect prediction based on an iterative customer acquisition framework. <i>Industrial Marketing Management</i> , <b>2013</b> , 42, 544-551	6.9	40
91	Improving customer acquisition models by incorporating spatial autocorrelation at different levels of granularity. <i>Journal of Intelligent Information Systems</i> , <b>2013</b> , 41, 73-90	2.1	3
90	Predicting customer profitability during acquisition: Finding the optimal combination of data source and data mining technique. <i>Expert Systems With Applications</i> , <b>2013</b> , 40, 2007-2012	7.8	31
89	Kernel Factory: An ensemble of kernel machines. <i>Expert Systems With Applications</i> , <b>2013</b> , 40, 2904-2913	7.8	18
88	Technology classification with latent semantic indexing. <i>Expert Systems With Applications</i> , <b>2013</b> , 40, 1786-1795	7.8	20
87	Protecting research and technology from espionage. <i>Expert Systems With Applications</i> , <b>2013</b> , 40, 3432-3440	7.8	16
86	Web mining based extraction of problem solution ideas. <i>Expert Systems With Applications</i> , <b>2013</b> , 40, 3961-3969	7.8	26
85	Weak signal identification with semantic web mining. <i>Expert Systems With Applications</i> , <b>2013</b> , 40, 4978-4985	7.8	45
84	Enhanced decision support in credit scoring using Bayesian binary quantile regression. <i>Journal of the Operational Research Society</i> , <b>2013</b> , 64, 1374-1383	2	19

83	Analyzing Website Content for Improved R&T Collaboration Planning. <i>Advances in Intelligent Systems and Computing</i> , <b>2013</b> , 567-573	0.4	3
82	Analyzing existing customers' websites to improve the customer acquisition process as well as the profitability prediction in B-to-B marketing. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 2597-2605	7.8	44
81	Reconciling performance and interpretability in customer churn prediction using ensemble learning based on generalized additive models. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 6816-6826	7.8	34
80	Modeling partial customer churn: On the value of first product-category purchase sequences. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 11250-11256	7.8	49
79	Improving customer retention in financial services using kinship network information. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 11435-11442	7.8	39
78	The role of seed money and threshold size in optimizing fundraising campaigns: Past behavior matters!. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 13075-13084	7.8	8
77	Improved multilevel security with latent semantic indexing. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 13462-13471	7.8	20
76	Using Webcrawling of Publicly Available Websites to Assess E-commerce Relationships <b>2012</b> ,		2
75	Extraction of Ideas from Microsystems Technology. <i>Advances in Intelligent and Soft Computing</i> , <b>2012</b> , 563-568		15
74	Including spatial interdependence in customer acquisition models: A cross-category comparison. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 12105-12113	7.8	10
73	Predicting e-commerce company success by mining the text of its publicly-accessible website. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 13026-13034	7.8	50
72	Extracting Information from Sequences of Financial Ratios with Markov for Discrimination: An Application to Bankruptcy Prediction <b>2012</b> ,		1
71	Temporary Staffing Services: A Data Mining Perspective <b>2012</b> ,		3
70	Improving Customer Churn Prediction by Data Augmentation Using Pictorial Stimulus-Choice Data. <i>Advances in Intelligent Systems and Computing</i> , <b>2012</b> , 217-226	0.4	3
69	Predicting partial customer churn using Markov for discrimination for modeling first purchase sequences. <i>Advances in Data Analysis and Classification</i> , <b>2012</b> , 6, 337-353	1.8	10
68	Customer event history for churn prediction: How long is long enough?. <i>Expert Systems With Applications</i> , <b>2012</b> , 39, 13517-13522	7.8	40
67	Binary quantile regression: a Bayesian approach based on the asymmetric Laplace distribution. <i>Journal of Applied Econometrics</i> , <b>2012</b> , 27, 1174-1188	2.2	45
66	Granular Deleting in Multi Level Security Models [An Electronic Engineering Approach. <i>Lecture Notes in Electrical Engineering</i> , <b>2012</b> , 609-614	0.2	10

65	Usability Based Modeling for Advanced IT-Security [An Electronic Engineering Approach. <i>Lecture Notes in Electrical Engineering</i> , <b>2012</b> , 615-619	0.2	9
64	Using NMF for Analyzing War Logs. <i>Communications in Computer and Information Science</i> , <b>2012</b> , 73-76	0.3	9
63	Improved Emergency Management by a Loosely Coupled Logistic System. <i>Communications in Computer and Information Science</i> , <b>2012</b> , 5-8	0.3	8
62	Semantic technology classification [A defence and security case study <b>2011</b> ,		9
61	Empathy as added value in predicting donation behavior. <i>Journal of Business Research</i> , <b>2011</b> , 64, 1288-1295	2.5	97
60	Improving Campaign Success Rate by Tailoring Donation Requests along the Donor Lifecycle. <i>Journal of Interactive Marketing</i> , <b>2011</b> , 25, 51-63	9.8	10
59	Modeling complex longitudinal consumer behavior with Dynamic Bayesian networks: an Acquisition Pattern Analysis application. <i>Journal of Intelligent Information Systems</i> , <b>2011</b> , 36, 283-304	2.1	15
58	Data augmentation by predicting spending pleasure using commercially available external data. <i>Journal of Intelligent Information Systems</i> , <b>2011</b> , 36, 367-383	2.1	21
57	Mining Social Behavior Ideas of Przewalski Horses. <i>Lecture Notes in Electrical Engineering</i> , <b>2011</b> , 649-656	0.2	14
56	An empirical evaluation of rotation-based ensemble classifiers for customer churn prediction. <i>Expert Systems With Applications</i> , <b>2011</b> , 38, 12293-12301	7.8	68
55	High granular multi-level-security model for improved usability <b>2011</b> ,		10
54	Companies website optimising concerning consumer's searching for new products <b>2011</b> ,		11
53	Incorporating Neighborhood Effects in Customer Relationship Management Models. <i>Lecture Notes in Computer Science</i> , <b>2011</b> , 90-95	0.9	
52	The Kinked Demand Curve and Price Rigidity: Evidence from Scanner Data*. <i>Scandinavian Journal of Economics</i> , <b>2010</b> , 112, 723-752	1	19
51	IMPROVING PURCHASING BEHAVIOR PREDICTIONS BY DATA AUGMENTATION WITH SITUATIONAL VARIABLES. <i>International Journal of Information Technology and Decision Making</i> , <b>2010</b> , 09, 853-872	2.8	15
50	Extracting Consumers Needs for New Products - A Web Mining Approach <b>2010</b> ,		9
49	Mining Innovative Ideas to Support New Product Research and Development. <i>Studies in Classification, Data Analysis, and Knowledge Organization</i> , <b>2010</b> , 587-594	0.2	11
48	Predicting Website Audience Demographics for Web Advertising Targeting Using Multi-Website Clickstream Data. <i>Fundamenta Informaticae</i> , <b>2010</b> , 98, 49-70	1	31

47	Improved marketing decision making in a customer churn prediction context using generalized additive models. <i>Expert Systems With Applications</i> , <b>2010</b> , 37, 2132-2143	7.8	51
46	Mining ideas from textual information. <i>Expert Systems With Applications</i> , <b>2010</b> , 37, 7182-7188	7.8	48
45	A compared R&D-based and patent-based cross impact analysis for identifying relationships between technologies. <i>Technological Forecasting and Social Change</i> , <b>2010</b> , 77, 1037-1050	9.5	48
44	Ensemble classification based on generalized additive models. <i>Computational Statistics and Data Analysis</i> , <b>2010</b> , 54, 1535-1546	1.6	42
43	Ensembles of Probability Estimation Trees for Customer Churn Prediction. <i>Lecture Notes in Computer Science</i> , <b>2010</b> , 57-66	0.9	4
42	Handling class imbalance in customer churn prediction. <i>Expert Systems With Applications</i> , <b>2009</b> , 36, 4626-4636	7.8	280
41	Improving customer attrition prediction by integrating emotions from client/company interaction emails and evaluating multiple classifiers. <i>Expert Systems With Applications</i> , <b>2009</b> , 36, 6127-6134	7.8	80
40	Benefits of quantile regression for the analysis of customer lifetime value in a contractual setting: An application in financial services. <i>Expert Systems With Applications</i> , <b>2009</b> , 36, 10475-10484	7.8	64
39	Dynamic Bayesian Networks for Acquisition Pattern Analysis: A Financial-Services Cross-Sell Application. <i>Lecture Notes in Computer Science</i> , <b>2009</b> , 123-133	0.9	0
38	Improving customer complaint management by automatic email classification using linguistic style features as predictors. <i>Decision Support Systems</i> , <b>2008</b> , 44, 870-882	5.6	86
37	Separating financial from commercial customer churn: A modeling step towards resolving the conflict between the sales and credit department. <i>Expert Systems With Applications</i> , <b>2008</b> , 35, 497-514	7.8	34
36	Random Forests for multiclass classification: Random MultiNomial Logit. <i>Expert Systems With Applications</i> , <b>2008</b> , 34, 1721-1732	7.8	115
35	Integrating the voice of customers through call center emails into a decision support system for churn prediction. <i>Information and Management</i> , <b>2008</b> , 45, 164-174	6.6	88
34	Churn prediction in subscription services: An application of support vector machines while comparing two parameter-selection techniques. <i>Expert Systems With Applications</i> , <b>2008</b> , 34, 313-327	7.8	254
33	Banking behaviour after the lifecycle event of moving in together—An exploratory study of the role of marketing investments. <i>European Journal of Operational Research</i> , <b>2007</b> , 183, 345-369	5.6	9
32	CRM at a pay-TV company: Using analytical models to reduce customer attrition by targeted marketing for subscription services. <i>Expert Systems With Applications</i> , <b>2007</b> , 32, 277-288	7.8	119
31	Predicting home-appliance acquisition sequences: Markov/Markov for Discrimination and survival analysis for modeling sequential information in NPTB models. <i>Decision Support Systems</i> , <b>2007</b> , 44, 28-45	5.6	37
30	Predicting customer loyalty using the internal transactional database. <i>Expert Systems With Applications</i> , <b>2007</b> , 32, 125-134	7.8	43

29	Random Multiclass Classification: Generalizing Random Forests to Random MNL and Random NB. <i>Lecture Notes in Computer Science</i> , <b>2007</b> , 349-358	0.9	20
28	Investigating purchasing-sequence patterns for financial services using Markov, MTD and MTDg models. <i>European Journal of Operational Research</i> , <b>2006</b> , 170, 710-734	5.6	52
27	Incorporating sequential information into traditional classification models by using an element/position-sensitive SAM. <i>Decision Support Systems</i> , <b>2006</b> , 42, 508-526	5.6	42
26	Bayesian kernel based classification for financial distress detection. <i>European Journal of Operational Research</i> , <b>2006</b> , 172, 979-1003	5.6	94
25	Exploiting Randomness for Feature Selection in Multinomial Logit: A CRM Cross-Sell Application. <i>Lecture Notes in Computer Science</i> , <b>2006</b> , 310-323	0.9	1
24	Predicting online-purchasing behaviour. <i>European Journal of Operational Research</i> , <b>2005</b> , 166, 557-575	5.6	160
23	Why promotion strategies based on market basket analysis do not work. <i>Expert Systems With Applications</i> , <b>2005</b> , 28, 583-590	7.8	22
22	Constrained optimization of data-mining problems to improve model performance: A direct-marketing application. <i>Expert Systems With Applications</i> , <b>2005</b> , 29, 630-640	7.8	47
21	Investigating the post-complaint period by means of survival analysis. <i>Expert Systems With Applications</i> , <b>2005</b> , 29, 667-677	7.8	13
20	Customer base analysis: partial defection of behaviourally loyal clients in a non-contractual FMCG retail setting. <i>European Journal of Operational Research</i> , <b>2005</b> , 164, 252-268	5.6	239
19	Predicting customer retention and profitability by using random forests and regression forests techniques. <i>Expert Systems With Applications</i> , <b>2005</b> , 29, 472-484	7.8	176
18	Neural network survival analysis for personal loan data. <i>Journal of the Operational Research Society</i> , <b>2005</b> , 56, 1089-1098	2	67
17	The impact of sample bias on consumer credit scoring performance and profitability. <i>Journal of the Operational Research Society</i> , <b>2005</b> , 56, 981-992	2	21
16	Customer-adapted coupon targeting using feature selection?. <i>Expert Systems With Applications</i> , <b>2004</b> , 26, 509-518	7.8	45
15	Direct and indirect effects of retail promotions on sales and profits in the do-it-yourself market. <i>Expert Systems With Applications</i> , <b>2004</b> , 27, 53-62	7.8	39
14	Bayesian network classifiers for identifying the slope of the customer lifecycle of long-life customers. <i>European Journal of Operational Research</i> , <b>2004</b> , 156, 508-523	5.6	83
13	Customer attrition analysis for financial services using proportional hazard models. <i>European Journal of Operational Research</i> , <b>2004</b> , 157, 196-217	5.6	225
12	Joint optimization of customer segmentation and marketing policy to maximize long-term profitability. <i>Expert Systems With Applications</i> , <b>2004</b> , 27, 159-168	7.8	96



11	Investigating the role of product features in preventing customer churn, by using survival analysis and choice modeling: The case of financial services. <i>Expert Systems With Applications</i> , <b>2004</b> , 27, 277-285	7.8	88
10	Bayesian neural network learning for repeat purchase modelling in direct marketing. <i>European Journal of Operational Research</i> , <b>2002</b> , 138, 191-211	5.6	147
9	Knowledge discovery in a direct marketing case using least squares support vector machines. <i>International Journal of Intelligent Systems</i> , <b>2001</b> , 16, 1023-1036	8.4	42
8	Wrapped input selection using multilayer perceptrons for repeat-purchase modeling in direct marketing. <i>Intelligent Systems in Accounting, Finance and Management</i> , <b>2001</b> , 10, 115-126	2.5	16
7	Consumer Acceptance of the Internet as a Channel of Distribution. <i>Journal of Business Research</i> , <b>1999</b> , 45, 249-256	8.7	204
6	Rough Sets for Database Marketing. <i>Studies in Fuzziness and Soft Computing</i> , <b>1998</b> , 324-335	0.7	8
5	Database marketing modelling for financial services using hazard rate models. <i>International Review of Retail, Distribution and Consumer Research</i> , <b>1998</b> , 8, 243-257	1.7	7
4	Purchase Prediction in Database Marketing with the ProbRough System. <i>Lecture Notes in Computer Science</i> , <b>1998</b> , 593-600	0.9	6
3	Perceived risk and risk reduction strategies in mail-order versus retail store buying. <i>International Review of Retail, Distribution and Consumer Research</i> , <b>1996</b> , 6, 351-371	1.7	22
2	The Kinked Demand Curve and Price Rigidity: Evidence from Scanner Data. <i>SSRN Electronic Journal</i> ,	1	93
1	B2Boost: instance-dependent profit-driven modelling of B2B churn. <i>Annals of Operations Research</i> , 1	3.2	3