Gallego, Guillermo

List of Publications by Citations

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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.

103 papers	5,481 citations	35 h-index	73 g-index
118 ext. papers	6,809 ext. citations	2.2 avg, IF	5.97 L-index

#	Paper	IF	Citations
103	Optimal Dynamic Pricing of Inventories with Stochastic Demand over Finite Horizons. *Management Science*, **1994**, 40, 999-1020	3.9	1121
102	A Multiproduct Dynamic Pricing Problem and Its Applications to Network Yield Management. *Operations Research*, **1997**, 45, 24-41	2.3	583
101	The Distribution Free Newsboy Problem: Review and Extensions. *Journal of the Operational Research Society*, **1993**, 44, 825-834	2	518
100	Optimal Starting Times for End-of-Season Sales and Optimal Stopping Times for Promotional Fares. *Management Science*, **1995**, 41, 1371-1391	3.9	208
99	Integrating Replenishment Decisions with Advance Demand Information. *Management Science*, **2001**, 47, 1344-1360	3.9	180
98	Assortment Optimization Under Variants of the Nested Logit Model. *Operations Research*, **2014**, 62, 250-273	2.3	139
97	Supply Chain Coordination in a Market with Customer Service Competition. *Production and Operations Management*, **2009**, 13, 3-22	3.6	138
96	On the Effectiveness of Direct Shipping Strategy for the One-Warehouse Multi-Retailer R-Systems. *Management Science*, **1990**, 36, 240-243	3.9	113
95	Multiproduct Price Optimization and Competition Under the Nested Logit Model with Product-Differentiated Price Sensitivities. *Operations Research*, **2014**, 62, 450-461	2.3	109
94	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	9.3	99
93	Distribution Free Procedures for Some Inventory Models. *Journal of the Operational Research Society*, **1994**, 45, 651-658	2	99
92	Revenue Management of Flexible Products. *Manufacturing and Service Operations Management*, **2004**, 6, 321-337	4.6	97
91	A Markov Chain Approximation to Choice Modeling. *Operations Research*, **2016**, 64, 886-905	2.3	96
90	Dynamic Pricing of Perishable Assets Under Competition. *Management Science*, **2014**, 60, 1241-1259	3.9	95
89	Perishable Asset Revenue Management with Markovian Time Dependent Demand Intensities. *Management Science*, **2000**, 46, 941-956	3.9	90
88	Constrained Assortment Optimization for the Nested Logit Model. *Management Science*, **2014**, 60, 2583-2601	3.9	87
87	Scheduling the Production of Several Items with Random Demands in a Single Facility. *Management Science*, **1990**, 36, 1579-1592	3.9	83

86	Managing Flexible Products on a Network. *SSRN Electronic Journal*,	1	82
85	New Bounds and Heuristics for (Q, r) Policies. *Management Science*, **1998**, 44, 219-233	3.9	74
84	A General Attraction Model and Sales-Based Linear Program for Network Revenue Management Under Customer Choice. *Operations Research*, **2015**, 63, 212-232	2.3	71
83	A minmax distribution free procedure for the (Q, R) inventory model. *Operations Research Letters*, **1992**, 11, 55-60	1	66
82	Price Competition with the Attraction Demand Model: Existence of Unique Equilibrium and Its Stability. *Manufacturing and Service Operations Management*, **2006**, 8, 359-375	4.6	61
81	Optimal Replenishment Policies for Multiechelon Inventory Problems Under Advance Demand Information. *Manufacturing and Service Operations Management*, **2003**, 5, 157-175	4.6	56
80	Stock Positioning and Performance Estimation in Serial Production-Transportation Systems. *Manufacturing and Service Operations Management*, **1999**, 1, 77-88	4.6	56
79	Revenue Management with Partially Refundable Fares. *Operations Research*, **2010**, 58, 817-833	2.3	55
78	Capacitated inventory problems with fixed order costs: Some optimal policy structure. *European Journal of Operational Research*, **2000**, 126, 603-613	5.6	54
77	Revenue Management of Callable Products. *Management Science*, **2008**, 54, 550-564	3.9	50
76	Strategic Management of Distressed Inventory. *Production and Operations Management*, **2008**, 17, 402-415	3.6	48
75	Minimax analysis for finite-horizon inventory models. *IIE Transactions*, **2001**, 33, 861-874		41
74	Controllable production rates in a family production context. *International Journal of Production Research*, **1991**, 29, 2459-2470	7.8	41
73	Complexity of the ELSP with general cyclic schedules. *IIE Transactions*, **1997**, 29, 109-113		40
72	The Effect of Externalizing Setups in the Economic Lot Scheduling Problem. *Operations Research*, **1992**, 40, 614-619	2.3	39
71	The economic lot scheduling problem with finite backorder costs. *Naval Research Logistics*, **1992**, 39, 729-739	1.5	39
70	Serial Production/Distribution Systems Under Service Constraints. *Manufacturing and Service Operations Management*, **2001**, 3, 43-50	4.6	36
69	Single Resource Multi-Item Inventory Systems. *Operations Research*, **1996**, 44, 580-595	2.3	35

68	Inventory management under highly uncertain demand. *Operations Research Letters*, **2007**, 35, 281-289	1	34
67	Bounds, Heuristics, and Approximations for Distribution Systems. *Operations Research*, **2007**, 55, 503-517	2.3	34
66	When is a base stock policy optimal in recovering disrupted cyclic schedules?. *Naval Research Logistics*, **1994**, 41, 317-333	1.5	34
65	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	0.9	31
64	A new algorithm and a new heuristic for serial supply systems. *Operations Research Letters*, **2005**, 33, 349-362	1	29
63	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	4.6	28
62	Flexible-Duration Extended Warranties with Dynamic Reliability Learning. *Production and Operations Management*, **2014**, 23, 645-659	3.6	28
61	Periodic-Review Inventory Model with Three Consecutive Delivery Modes and Forecast Updates. *Journal of Optimization Theory and Applications*, **2005**, 124, 137-155	1.6	26
60	Optimal Policies for Production/Inventory Systems with Finite Capacity and Markov-Modulated Demand and Supply Processes. *Annals of Operations Research*, **2004**, 126, 21-41	3.2	25
59	Upgrades, Upsells and Pricing in Revenue Management. *SSRN Electronic Journal*, **2009**,	1	24
58	Choice-based EMSR methods for single-leg revenue management with demand dependencies. *Journal of Revenue and Pricing Management*, **2009**, 8, 207-240	0.9	24
57	Welfare Analysis of Dynamic Pricing. *Management Science*, **2019**, 65, 139-151	3.9	19
56	Semiconductor inventory management with multiple grade parts and downgrading. *Production Planning and Control*, **2006**, 17, 689-700	4.3	19
55	All-or-Nothing Ordering Under a Capacity Constraint. *Operations Research*, **2004**, 52, 1001-1002	2.3	19
54	Strategic investment to reduce setup times in the economic lot scheduling problem. *Naval Research Logistics*, **1995**, 42, 773-790	1.5	17
53	The complexity of the staggering problem, and other classical inventory problems. *Operations Research Letters*, **1992**, 12, 47-52	1	17
52	An Extension to the Class of Easy Economic Lot Scheduling Problems. *IIE Transactions*, **1990**, 22, 189-190		17
51	Revenue Management and Pricing Analytics. *Profiles in Operations Research*, **2019**,	1	15

50	Dynamic Pricing of Perishable Assets under Competition. *SSRN Electronic Journal*, **2008**,	1	15
49	Economic Lot Scheduling Problem with Raw Material Considerations. *Operations Research*, **1994**, 42, 92-101	2.3	15
48	Optimal seat allocation for two-flight problems with a flexible demand segment. *European Journal of Operational Research*, **2010**, 201, 897-908	5.6	14
47	Complexity of the ELSP with general cyclic schedules. *IIE Transactions*, **1997**, 29, 109-113		14
46	An analytic approach for quantifying the value of e-business initiatives. *IBM Systems Journal*, **2003**, 42, 484-497		13
45	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	1	13
44	Optimal Use of Demand Information in Supply Chain Management. *Profiles in Operations Research*, **2002**, 119-160	1	13
43	Estimating sales and profitability impacts of airline branded-fares product design and pricing decisions using customer choice models. *Journal of Revenue and Pricing Management*, **2013**, 12, 509-523	0.9	11
42	Optimal ordering policies with convertible lead times. *European Journal of Operational Research*, **2007**, 176, 892-910	5.6	11
41	Demand learning and dynamic pricing for multi-version products. *Journal of Revenue and Pricing Management*, **2012**, 11, 303-318	0.9	10
40	Managing waiting times of backordered demands in single-stage (Q, r) inventory systems. *Naval Research Logistics*, **2002**, 49, 557-573	1.5	10
39	Commissions and Sales Targets Under Competition. *Management Science*, **2014**, 60, 2180-2197	3.9	9
38	Approximation Algorithms for Product Framing and Pricing. *Operations Research*, **2020**, 68, 134-160	2.3	9
37	Approximation Algorithms for Product Framing and Pricing. *SSRN Electronic Journal*, **2018**,	1	9
36	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	4.6	8
35	Rejoinder to A Note on Bounds for Direct Shipping Costs *Management Science*, **1994**, 40, 1393-1393	3.9	8
34	Services Engineering: Design and Pricing of Service Features **2012**,		5
33	Multi-Product Price Optimization and Competition Under the Nested Logit Model with Product-Differentiated Price Sensitivities. *SSRN Electronic Journal*, **2011**,	1	5

32	Dynamic revenue management games with forward and spot markets. *Journal of Revenue and Pricing Management*, **2006**, 5, 10-31	0.9	5
31	Erratum to Bounds in Serial Production/Distribution Systems Under Service Constraints *Manufacturing and Service Operations Management*, **2003**, 5, 372-374	4.6	4
30	Optimal Control of a Manufacturing Process That Involves Trial Runs. *Management Science*, **1993**, 39, 1499-1505	3.9	4
29	A Practical Multi-Echelon Inventory Model with Semiconductor Manufacturing Application. *Profiles in Operations Research*, **2011**, 133-151	1	4
28	Attention, Consideration then Selection Choice Model. *SSRN Electronic Journal*, **2017**,	1	3
27	A Primal-dual Learning Algorithm for Personalized Dynamic Pricing with an Inventory Constraint. *SSRN Electronic Journal*,	1	3
26	Dealership or Marketplace: A Dynamic Comparison. *SSRN Electronic Journal*,	1	3
25	Nonparametric Pricing Analytics with Customer Covariates. *Operations Research*, **2021**, 69, 974-984	2.3	3
24	Threshold Utility Model with Applications to Retailing and Discrete Choice Models. *SSRN Electronic Journal*, **2019**,	1	2
23	Introduction to Choice Modeling. *Profiles in Operations Research*, **2019**, 109-128	1	2
22	Assortment Optimization. *Profiles in Operations Research*, **2019**, 129-160	1	2
21	Economic lot scheduling of fully loaded processes with external setups. *Naval Research Logistics*, **1991**, 38, 699-713	1.5	2
20	Nonparametric Learning and Optimization with Covariates. *SSRN Electronic Journal*,	1	2
19	Online Learning. *Profiles in Operations Research*, **2019**, 275-289	1	2
18	Revenue-Utility Tradeoff in Assortment Optimization Under the Multinomial Logit Model with Totally Unimodular Constraints. *Management Science*, **2021**, 67, 2845-2869	3.9	2
17	Single Resource Revenue Management with Independent Demands. *Profiles in Operations Research*, **2019**, 3-46	1	1
16	Competitive revenue management with forward and spot markets. *Journal of Revenue and Pricing Management*, **2011**, 10, 132-160	0.9	1
15	Revenue Management with Partially Refundable Fares. *SSRN Electronic Journal*, **2008**,	1	1

List of Publications

14	Basic Pricing Theory. *Profiles in Operations Research*, **2019**, 207-244	1	1
13	Overbooking. *Profiles in Operations Research*, **2019**, 83-105	1	1
12	Dynamic Nonlinear Pricing of Inventories over Finite Sales Horizons. *Operations Research*, **2020**, 68, 655-670	1	0
11	Callable products with dependent demands. *Naval Research Logistics*, **2020**, 67, 185-200	1.5	0
10	Competitive Assortment and Price Optimization. *Profiles in Operations Research*, **2019**, 291-309	1	0
9	Dynamic Pricing Over Finite Horizons. *Profiles in Operations Research*, **2019**, 245-273	1	0
8	Estimating Discrete Choice Models with Random Forests **2021**, 184-196		0
7	Oligopolistic contracting: Channel coordination under competition. *Naval Research Logistics*, **2019**, 66, 619-631	1.5	0
6	Beyond ROI **2005**, 1-16		
5	Minimax Analysis for Finite-horizon Inventory Models. *IIE Transactions*, **2001**, 33, 861-874		
4	Linear Convergence of Tatonnement in a Bertrand Oligopoly. *Lecture Notes in Computer Science*, **2006**, 822-831	0.9	
3	Single Resource Revenue Management with Dependent Demands. *Profiles in Operations Research*, **2019**, 161-180	1	
2	Network Revenue Management with Dependent Demands. *Profiles in Operations Research*, **2019**, 181-204	1	
1	Network Revenue Management with Independent Demands. *Profiles in Operations Research*, **2019**, 47-81	1	