

Gallego, Guillermo

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.

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	Estimating Discrete Choice Models with Random Forests 2021 , 184-196		0
102	Nonparametric Pricing Analytics with Customer Covariates. <i>Operations Research</i> , 2021 , 69, 974-984	2.3	3
101	Revenue-Utility Tradeoff in Assortment Optimization Under the Multinomial Logit Model with Totally Unimodular Constraints. <i>Management Science</i> , 2021 , 67, 2845-2869	3.9	2
100	Dynamic Nonlinear Pricing of Inventories over Finite Sales Horizons. <i>Operations Research</i> , 2020 , 68, 655-670	6.7	0
99	Callable products with dependent demands. <i>Naval Research Logistics</i> , 2020 , 67, 185-200	1.5	0
98	Approximation Algorithms for Product Framing and Pricing. <i>Operations Research</i> , 2020 , 68, 134-160	2.3	9
97	Single Resource Revenue Management with Independent Demands. <i>Profiles in Operations Research</i> , 2019 , 3-46	1	1
96	Threshold Utility Model with Applications to Retailing and Discrete Choice Models. <i>SSRN Electronic Journal</i> , 2019 ,	1	2
95	Welfare Analysis of Dynamic Pricing. <i>Management Science</i> , 2019 , 65, 139-151	3.9	19
94	Competitive Assortment and Price Optimization. <i>Profiles in Operations Research</i> , 2019 , 291-309	1	0
93	Introduction to Choice Modeling. <i>Profiles in Operations Research</i> , 2019 , 109-128	1	2
92	Dynamic Pricing Over Finite Horizons. <i>Profiles in Operations Research</i> , 2019 , 245-273	1	0
91	Revenue Management and Pricing Analytics. <i>Profiles in Operations Research</i> , 2019 ,	1	15
90	Assortment Optimization. <i>Profiles in Operations Research</i> , 2019 , 129-160	1	2
89	Single Resource Revenue Management with Dependent Demands. <i>Profiles in Operations Research</i> , 2019 , 161-180	1	
88	Basic Pricing Theory. <i>Profiles in Operations Research</i> , 2019 , 207-244	1	1
87	Network Revenue Management with Dependent Demands. <i>Profiles in Operations Research</i> , 2019 , 181-204		

86	Network Revenue Management with Independent Demands. <i>Profiles in Operations Research</i> , 2019 , 47-81		
85	Online Learning. <i>Profiles in Operations Research</i> , 2019 , 275-289	1	2
84	Overbooking. <i>Profiles in Operations Research</i> , 2019 , 83-105	1	1
83	Oligopolistic contracting: Channel coordination under competition. <i>Naval Research Logistics</i> , 2019 , 66, 619-631	1.5	0
82	Approximation Algorithms for Product Framing and Pricing. <i>SSRN Electronic Journal</i> , 2018 ,	1	9
81	Attention, Consideration then Selection Choice Model. <i>SSRN Electronic Journal</i> , 2017 ,	1	3
80	A Markov Chain Approximation to Choice Modeling. <i>Operations Research</i> , 2016 , 64, 886-905	2.3	96
79	No Claim? Your Gain: Design of Residual Value Extended Warranties Under Risk Aversion and Strategic Claim Behavior. <i>Manufacturing and Service Operations Management</i> , 2015 , 17, 87-100	4.6	28
78	A General Attraction Model and Sales-Based Linear Program for Network Revenue Management Under Customer Choice. <i>Operations Research</i> , 2015 , 63, 212-232	2.3	71
77	Constrained Assortment Optimization for the Nested Logit Model. <i>Management Science</i> , 2014 , 60, 2583-2601	3.6	87
76	Commissions and Sales Targets Under Competition. <i>Management Science</i> , 2014 , 60, 2180-2197	3.9	9
75	Assortment Optimization Under Variants of the Nested Logit Model. <i>Operations Research</i> , 2014 , 62, 250-273	2.3	139
74	Multiproduct Price Optimization and Competition Under the Nested Logit Model with Product-Differentiated Price Sensitivities. <i>Operations Research</i> , 2014 , 62, 450-461	2.3	109
73	Dynamic Pricing of Perishable Assets Under Competition. <i>Management Science</i> , 2014 , 60, 1241-1259	3.9	95
72	Flexible-Duration Extended Warranties with Dynamic Reliability Learning. <i>Production and Operations Management</i> , 2014 , 23, 645-659	3.6	28
71	Estimating sales and profitability impacts of airline branded-fares product design and pricing decisions using customer choice models. <i>Journal of Revenue and Pricing Management</i> , 2013 , 12, 509-523	0.9	11
70	Services Engineering: Design and Pricing of Service Features 2012 ,		5
69	Demand learning and dynamic pricing for multi-version products. <i>Journal of Revenue and Pricing Management</i> , 2012 , 11, 303-318	0.9	10

68	Multi-Product Price Optimization and Competition Under the Nested Logit Model with Product-Differentiated Price Sensitivities. <i>SSRN Electronic Journal</i> , 2011 ,	1	5
67	Competitive revenue management with forward and spot markets. <i>Journal of Revenue and Pricing Management</i> , 2011 , 10, 132-160	0.9	1
66	A Practical Multi-Echelon Inventory Model with Semiconductor Manufacturing Application. <i>Profiles in Operations Research</i> , 2011 , 133-151	1	4
65	Revenue Management with Partially Refundable Fares. <i>Operations Research</i> , 2010 , 58, 817-833	2.3	55
64	Optimal seat allocation for two-flight problems with a flexible demand segment. <i>European Journal of Operational Research</i> , 2010 , 201, 897-908	5.6	14
63	Upgrades, Upsells and Pricing in Revenue Management. <i>SSRN Electronic Journal</i> , 2009 ,	1	24
62	Choice-based EMSR methods for single-leg revenue management with demand dependencies. <i>Journal of Revenue and Pricing Management</i> , 2009 , 8, 207-240	0.9	24
61	Supply Chain Coordination in a Market with Customer Service Competition. <i>Production and Operations Management</i> , 2009 , 13, 3-22	3.6	138
60	Strategic Management of Distressed Inventory. <i>Production and Operations Management</i> , 2008 , 17, 402-415	3.5	48
59	Revenue Management of Callable Products. <i>Management Science</i> , 2008 , 54, 550-564	3.9	50
58	Dynamic Pricing of Perishable Assets under Competition. <i>SSRN Electronic Journal</i> , 2008 ,	1	15
57	Revenue Management with Partially Refundable Fares. <i>SSRN Electronic Journal</i> , 2008 ,	1	1
56	Optimal ordering policies with convertible lead times. <i>European Journal of Operational Research</i> , 2007 , 176, 892-910	5.6	11
55	Inventory management under highly uncertain demand. <i>Operations Research Letters</i> , 2007 , 35, 281-289	1	34
54	Bounds, Heuristics, and Approximations for Distribution Systems. <i>Operations Research</i> , 2007 , 55, 503-517	2.3	34
53	Semiconductor inventory management with multiple grade parts and downgrading. <i>Production Planning and Control</i> , 2006 , 17, 689-700	4.3	19
52	Price Competition with the Attraction Demand Model: Existence of Unique Equilibrium and Its Stability. <i>Manufacturing and Service Operations Management</i> , 2006 , 8, 359-375	4.6	61
51	Dynamic revenue management games with forward and spot markets. <i>Journal of Revenue and Pricing Management</i> , 2006 , 5, 10-31	0.9	5

50	Linear Convergence of Tatñnement in a Bertrand Oligopoly. <i>Lecture Notes in Computer Science</i> , 2006 , 822-831	0.9	
49	A new algorithm and a new heuristic for serial supply systems. <i>Operations Research Letters</i> , 2005 , 33, 349-362	1	29
48	Periodic-Review Inventory Model with Three Consecutive Delivery Modes and Forecast Updates. <i>Journal of Optimization Theory and Applications</i> , 2005 , 124, 137-155	1.6	26
47	Beyond ROI 2005 , 1-16		
46	Revenue Management of Flexible Products. <i>Manufacturing and Service Operations Management</i> , 2004 , 6, 321-337	4.6	97
45	Optimal Policies for Production/Inventory Systems with Finite Capacity and Markov-Modulated Demand and Supply Processes. <i>Annals of Operations Research</i> , 2004 , 126, 21-41	3.2	25
44	All-or-Nothing Ordering Under a Capacity Constraint. <i>Operations Research</i> , 2004 , 52, 1001-1002	2.3	19
43	Optimal Replenishment Policies for Multiechelon Inventory Problems Under Advance Demand Information. <i>Manufacturing and Service Operations Management</i> , 2003 , 5, 157-175	4.6	56
42	Erratum to Bounds in Serial Production/Distribution Systems Under Service Constraints□ <i>Manufacturing and Service Operations Management</i> , 2003 , 5, 372-374	4.6	4
41	An analytic approach for quantifying the value of e-business initiatives. <i>IBM Systems Journal</i> , 2003 , 42, 484-497		13
40	Managing waiting times of backordered demands in single-stage (Q, r) inventory systems. <i>Naval Research Logistics</i> , 2002 , 49, 557-573	1.5	10
39	Coordinating pricing and inventory replenishment policies for one wholesaler and one or more geographically dispersed retailers. <i>International Journal of Production Economics</i> , 2002 , 77, 95-111	9.3	99
38	Mark-down pricing: An empirical analysis of policies and revenue potential at one apparel retailer. <i>Journal of Revenue and Pricing Management</i> , 2002 , 1, 139-160	0.9	31
37	Optimal Use of Demand Information in Supply Chain Management. <i>Profiles in Operations Research</i> , 2002 , 119-160	1	13
36	Integrating Replenishment Decisions with Advance Demand Information. <i>Management Science</i> , 2001 , 47, 1344-1360	3.9	180
35	Minimizing holding and ordering costs subject to a bound on backorders is as easy as solving a single backorder cost model. <i>Operations Research Letters</i> , 2001 , 29, 187-192	1	13
34	Minimax Analysis for Finite-horizon Inventory Models. <i>IIE Transactions</i> , 2001 , 33, 861-874		
33	Minimax analysis for finite-horizon inventory models. <i>IIE Transactions</i> , 2001 , 33, 861-874		41

32	Serial Production/Distribution Systems Under Service Constraints. <i>Manufacturing and Service Operations Management</i> , 2001 , 3, 43-50	4.6	36
31	Capacitated inventory problems with fixed order costs: Some optimal policy structure. <i>European Journal of Operational Research</i> , 2000 , 126, 603-613	5.6	54
30	Perishable Asset Revenue Management with Markovian Time Dependent Demand Intensities. <i>Management Science</i> , 2000 , 46, 941-956	3.9	90
29	Stock Positioning and Performance Estimation in Serial Production-Transportation Systems. <i>Manufacturing and Service Operations Management</i> , 1999 , 1, 77-88	4.6	56
28	New Bounds and Heuristics for (Q, r) Policies. <i>Management Science</i> , 1998 , 44, 219-233	3.9	74
27	A Multiproduct Dynamic Pricing Problem and Its Applications to Network Yield Management. <i>Operations Research</i> , 1997 , 45, 24-41	2.3	583
26	Complexity of the ELSP with general cyclic schedules. <i>IIE Transactions</i> , 1997 , 29, 109-113		40
25	Complexity of the ELSP with general cyclic schedules. <i>IIE Transactions</i> , 1997 , 29, 109-113		14
24	Single Resource Multi-Item Inventory Systems. <i>Operations Research</i> , 1996 , 44, 580-595	2.3	35
23	How to avoid stockouts when producing several items on a single facility? What to do if you can't?. <i>Computers and Operations Research</i> , 1996 , 23, 1-12	4.6	8
22	Optimal Starting Times for End-of-Season Sales and Optimal Stopping Times for Promotional Fares. <i>Management Science</i> , 1995 , 41, 1371-1391	3.9	208
21	Strategic investment to reduce setup times in the economic lot scheduling problem. <i>Naval Research Logistics</i> , 1995 , 42, 773-790	1.5	17
20	Rejoinder to A Note on Bounds for Direct Shipping Costs. <i>Management Science</i> , 1994 , 40, 1393-1393	3.9	8
19	When is a base stock policy optimal in recovering disrupted cyclic schedules?. <i>Naval Research Logistics</i> , 1994 , 41, 317-333	1.5	34
18	Optimal Dynamic Pricing of Inventories with Stochastic Demand over Finite Horizons. <i>Management Science</i> , 1994 , 40, 999-1020	3.9	1121
17	Distribution Free Procedures for Some Inventory Models. <i>Journal of the Operational Research Society</i> , 1994 , 45, 651-658	2	99
16	Economic Lot Scheduling Problem with Raw Material Considerations. <i>Operations Research</i> , 1994 , 42, 92-101	2.3	15
15	The Distribution Free Newsboy Problem: Review and Extensions. <i>Journal of the Operational Research Society</i> , 1993 , 44, 825-834	2	518

14	Optimal Control of a Manufacturing Process That Involves Trial Runs. <i>Management Science</i> , 1993 , 39, 1499-1505	3.9	4
13	The Effect of Externalizing Setups in the Economic Lot Scheduling Problem. <i>Operations Research</i> , 1992 , 40, 614-619	2.3	39
12	The complexity of the staggering problem, and other classical inventory problems. <i>Operations Research Letters</i> , 1992 , 12, 47-52	1	17
11	A minmax distribution free procedure for the (Q, R) inventory model. <i>Operations Research Letters</i> , 1992 , 11, 55-60	1	66
10	The economic lot scheduling problem with finite backorder costs. <i>Naval Research Logistics</i> , 1992 , 39, 729-739	1.5	39
9	Economic lot scheduling of fully loaded processes with external setups. <i>Naval Research Logistics</i> , 1991 , 38, 699-713	1.5	2
8	Controllable production rates in a family production context. <i>International Journal of Production Research</i> , 1991 , 29, 2459-2470	7.8	41
7	Scheduling the Production of Several Items with Random Demands in a Single Facility. <i>Management Science</i> , 1990 , 36, 1579-1592	3.9	83
6	An Extension to the Class of Easy Economic Lot Scheduling Problems. <i>IIE Transactions</i> , 1990 , 22, 189-190		17
5	On the Effectiveness of Direct Shipping Strategy for the One-Warehouse Multi-Retailer R-Systems. <i>Management Science</i> , 1990 , 36, 240-243	3.9	113
4	Nonparametric Learning and Optimization with Covariates. <i>SSRN Electronic Journal</i> ,	1	2
3	A Primal-dual Learning Algorithm for Personalized Dynamic Pricing with an Inventory Constraint. <i>SSRN Electronic Journal</i> ,	1	3
2	Dealership or Marketplace: A Dynamic Comparison. <i>SSRN Electronic Journal</i> ,	1	3
1	Managing Flexible Products on a Network. <i>SSRN Electronic Journal</i> ,	1	82