

Gustavo J Vulcano

List of Publications by Year in descending order

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35
papers

1,835
citations

471509

17
h-index

580821

25
g-index

35
all docs

35
docs citations

35
times ranked

893
citing authors

#	ARTICLE	IF	CITATIONS
1	A Column Generation Algorithm for Choice-Based Network Revenue Management. Operations Research, 2009, 57, 769-784.	1.9	240
2	Estimating Primary Demand for Substitutable Products from Sales Transaction Data. Operations Research, 2012, 60, 313-334.	1.9	214
3	OM Practice "Choice-Based Revenue Management: An Empirical Study of Estimation and Optimization. Manufacturing and Service Operations Management, 2010, 12, 371-392.	3.7	149
4	Optimal Dynamic Auctions for Revenue Management. Management Science, 2002, 48, 1388-1407.	4.1	148
5	Online Auction and List Price Revenue Management. Management Science, 2007, 53, 795-813.	4.1	103
6	Revenue Sharing in Airline Alliances. Management Science, 2013, 59, 1177-1195.	4.1	103
7	Optimizing Product Launches in the Presence of Strategic Consumers. Management Science, 2016, 62, 1778-1799.	4.1	96
8	A Market Discovery Algorithm to Estimate a General Class of Nonparametric Choice Models. Management Science, 2015, 61, 281-300.	4.1	89
9	Simulation-Based Optimization of Virtual Nesting Controls for Network Revenue Management. Operations Research, 2008, 56, 865-880.	1.9	80
10	A branch-and-cut algorithm for the latent-class logit assortment problem. Discrete Applied Mathematics, 2014, 164, 246-263.	0.9	80
11	Computing Virtual Nesting Controls for Network Revenue Management Under Customer Choice Behavior. Manufacturing and Service Operations Management, 2008, 10, 448-467.	3.7	77
12	Technical Note "An Expectation-Maximization Method to Estimate a Rank-Based Choice Model of Demand. Operations Research, 2017, 65, 396-407.	1.9	62
13	Selling with Binding Reservations in the Presence of Strategic Consumers. Management Science, 2010, 56, 2173-2190.	4.1	60
14	Optimal Auctioning and Ordering in an Infinite Horizon Inventory-Pricing System. Operations Research, 2004, 52, 346-367.	1.9	54
15	Computing Bid Prices for Revenue Management Under Customer Choice Behavior. Manufacturing and Service Operations Management, 2011, 13, 452-470.	3.7	46
16	A Partial-Order-Based Model to Estimate Individual Preferences Using Panel Data. Management Science, 2018, 64, 1609-1628.	4.1	46
17	Dynamic List Pricing. , 2012, , .		28
18	A Comparative Empirical Study of Discrete Choice Models in Retail Operations. Management Science, 2022, 68, 4005-4023.	4.1	24

#	ARTICLE	IF	CITATIONS
19	Demand Estimation Under the Multinomial Logit Model from Sales Transaction Data. <i>Manufacturing and Service Operations Management</i> , 2021, 23, 1196-1216.	3.7	21
20	Using Contingent Markdown with Reservation to Profit from Strategic Consumer Behavior. <i>Production and Operations Management</i> , 2017, 26, 2226-2246.	3.8	19
21	Effects of Information Disclosure Under First- and Second-Price Auctions in a Supply Chain Setting. <i>Manufacturing and Service Operations Management</i> , 2009, 11, 299-316.	3.7	15
22	A Comparative Empirical Study of Discrete Choice Models in Retail Operations. <i>SSRN Electronic Journal</i> , 0, , .	0.4	14
23	Revenue management: Models and methods. , 2008, , .		12
24	A lineal equation for the classification of progressive and hyperactive spermatozoa. <i>Mathematical Biosciences</i> , 1998, 149, 77-93.	1.9	10
25	Personalized Retail Promotions Through a Directed Acyclic Graph-Based Representation of Customer Preferences. <i>Operations Research</i> , 2022, 70, 641-665.	1.9	9
26	A Branch-and-Cut Algorithm for the Latent Class Logit Assortment Problem. <i>Electronic Notes in Discrete Mathematics</i> , 2010, 36, 383-390.	0.4	8
27	A Model to Estimate Individual Preferences Using Panel Data. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
28	Estimating Primary Demand for Substitutable Products from Sales Transaction Data. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
29	Optimizing Product Launches in the Presence of Strategic Consumers. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	4
30	Revenue management: Models and methods. , 2009, , .		3
31	A Review of Choice Modeling in the Marketing-Operations Management Interface. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
32	Analysis of a generalized Linear Ordering Problem via integer programming. <i>Discrete Applied Mathematics</i> , 2019, 271, 93-107.	0.9	2
33	Managing Uncertain Capacities for Network Revenue Optimization. <i>Manufacturing and Service Operations Management</i> , 0, , .	3.7	1
34	The Value of Observability in Dynamic Pricing. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
35	The Value of Observability in Dynamic Pricing. , 2020, , .		0