Gustavo J Vulcano

List of Publications by Year
in descending order

35	1,835	471509	580821
papers	citations	17	25
		h-index	g-index

35	35	35	893
all docs	docs citations	times ranked	citing authors

#	Article	IF	Citations
1	A Comparative Empirical Study of Discrete Choice Models in Retail Operations. Management Science, 2022, 68, 4005-4023.	4.1	24
2	Personalized Retail Promotions Through a Directed Acyclic Graphâ€"Based Representation of Customer Preferences. Operations Research, 2022, 70, 641-665.	1.9	9
3	Demand Estimation Under the Multinomial Logit Model from Sales Transaction Data. Manufacturing and Service Operations Management, 2021, 23, 1196-1216.	3.7	21
4	The Value of Observability in Dynamic Pricing. , 2020, , .		0
5	Analysis of a generalized Linear Ordering Problem via integer programming. Discrete Applied Mathematics, 2019, 271, 93-107.	0.9	2
6	A Partial-Order-Based Model to Estimate Individual Preferences Using Panel Data. Management Science, 2018, 64, 1609-1628.	4.1	46
7	Technical Noteâ€"An Expectation-Maximization Method to Estimate a Rank-Based Choice Model of Demand. Operations Research, 2017, 65, 396-407.	1.9	62
8	Using Contingent Markdown with Reservation to Profit from Strategic Consumer Behavior. Production and Operations Management, 2017, 26, 2226-2246.	3.8	19
9	Optimizing Product Launches in the Presence of Strategic Consumers. Management Science, 2016, 62, 1778-1799.	4.1	96
10	A Market Discovery Algorithm to Estimate a General Class of Nonparametric Choice Models. Management Science, 2015, 61, 281-300.	4.1	89
11	A branch-and-cut algorithm for the latent-class logit assortment problem. Discrete Applied Mathematics, 2014, 164, 246-263.	0.9	80
12	Revenue Sharing in Airline Alliances. Management Science, 2013, 59, 1177-1195.	4.1	103
13	Optimizing Product Launches in the Presence of Strategic Consumers. SSRN Electronic Journal, 2013, , .	0.4	4
14	Estimating Primary Demand for Substitutable Products from Sales Transaction Data. Operations Research, 2012, 60, 313-334.	1.9	214
15	Dynamic List Pricing. , 2012, , .		28
16	Computing Bid Prices for Revenue Management Under Customer Choice Behavior. Manufacturing and Service Operations Management, 2011, 13, 452-470.	3.7	46
17	OM Practiceâ€"Choice-Based Revenue Management: An Empirical Study of Estimation and Optimization. Manufacturing and Service Operations Management, 2010, 12, 371-392.	3.7	149
18	A Branch-and-Cut Algorithm for the Latent Class Logit Assortment Problem. Electronic Notes in Discrete Mathematics, 2010, 36, 383-390.	0.4	8

#	Article	IF	Citations
19	Selling with Binding Reservations in the Presence of Strategic Consumers. Management Science, 2010, 56, 2173-2190.	4.1	60
20	A Column Generation Algorithm for Choice-Based Network Revenue Management. Operations Research, 2009, 57, 769-784.	1.9	240
21	Effects of Information Disclosure Under First- and Second-Price Auctions in a Supply Chain Setting. Manufacturing and Service Operations Management, 2009, 11, 299-316.	3.7	15
22	Revenue management: Models and methods. , 2009, , .		3
23	Revenue management: Models and methods. , 2008, , .		12
24	Computing Virtual Nesting Controls for Network Revenue Management Under Customer Choice Behavior. Manufacturing and Service Operations Management, 2008, 10, 448-467.	3.7	77
25	Simulation-Based Optimization of Virtual Nesting Controls for Network Revenue Management. Operations Research, 2008, 56, 865-880.	1.9	80
26	Online Auction and List Price Revenue Management. Management Science, 2007, 53, 795-813.	4.1	103
27	Optimal Auctioning and Ordering in an Infinite Horizon Inventory-Pricing System. Operations Research, 2004, 52, 346-367.	1.9	54
28	Optimal Dynamic Auctions for Revenue Management. Management Science, 2002, 48, 1388-1407.	4.1	148
29	A lineal equation for the classification of progressive and hyperactive spermatozoa. Mathematical Biosciences, 1998, 149, 77-93.	1.9	10
30	Estimating Primary Demand for Substitutable Products from Sales Transaction Data. SSRN Electronic Journal, 0, , .	0.4	7
31	A Model to Estimate Individual Preferences Using Panel Data. SSRN Electronic Journal, 0, , .	0.4	8
32	A Review of Choice Modeling in the Marketing-Operations Management Interface. SSRN Electronic Journal, 0, , .	0.4	3
33	A Comparative Empirical Study of Discrete Choice Models in Retail Operations. SSRN Electronic Journal, 0, , .	0.4	14
34	Managing Uncertain Capacities for Network Revenue Optimization. Manufacturing and Service Operations Management, 0, , .	3.7	1
35	The Value of Observability in Dynamic Pricing. SSRN Electronic Journal, 0, , .	0.4	0