

Breffni M Noone

List of Publications by Year in descending order

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33
papers

1,094
citations

430874

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414414

32
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docs citations

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times ranked

744
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 1 | Social media meets hotel revenue management: Opportunities, issues and unanswered questions. <i>Journal of Revenue and Pricing Management</i> , 2011, 10, 293-305. | 1.1 | 148 |
| 2 | Hotel revenue management and the Internet: The effect of price presentation strategies on customers' willingness to book. <i>International Journal of Hospitality Management</i> , 2009, 28, 272-279. | 8.8 | 123 |
| 3 | Integrating customer relationship management and revenue management: A hotel perspective. <i>Journal of Revenue and Pricing Management</i> , 2003, 2, 7-21. | 1.1 | 97 |
| 4 | Effects of Price and User-Generated Content on Consumers' Prepurchase Evaluations of Variably Priced Services. <i>Journal of Hospitality and Tourism Research</i> , 2014, 38, 562-581. | 2.9 | 75 |
| 5 | The Effect of Meal Pace on Customer Satisfaction. <i>The Cornell Hotel and Restaurant Administration Quarterly</i> , 2007, 48, 231-244. | 1.1 | 62 |
| 6 | Managing the long-term profit yield from market segments in a hotel environment: a case study on the implementation of customer profitability analysis. <i>International Journal of Hospitality Management</i> , 1999, 18, 111-128. | 8.8 | 55 |
| 7 | Hotel Overbooking. <i>Journal of Hospitality and Tourism Research</i> , 2011, 35, 334-357. | 2.9 | 52 |
| 8 | How long should dinner take? Measuring expected meal duration for restaurant revenue management. <i>Journal of Revenue and Pricing Management</i> , 2002, 1, 220-233. | 1.1 | 49 |
| 9 | Applying Modern Robotics Technologies to Demand Prediction and Production Management in the Quick-Service Restaurant Sector. <i>Cornell Hospitality Quarterly</i> , 2012, 53, 122-133. | 3.8 | 45 |
| 10 | Pricing in a social world: The influence of non-price information on hotel choice. <i>Journal of Revenue and Pricing Management</i> , 2013, 12, 385-401. | 1.1 | 43 |
| 11 | Customer perceived control and the moderating effect of restaurant type on evaluations of restaurant employee performance. <i>International Journal of Hospitality Management</i> , 2008, 27, 23-29. | 8.8 | 42 |
| 12 | An examination of the role of booking lead time in consumers' reactions to online scarcity messages. <i>International Journal of Hospitality Management</i> , 2019, 77, 483-491. | 8.8 | 26 |
| 13 | Understanding Consumers' Inferences from Price and Nonprice Information in the Online Lodging Purchase Decision. <i>Service Science</i> , 2016, 8, 108-123. | 1.3 | 25 |
| 14 | Strategic price positioning for revenue management: The effects of relative price position and fluctuation on performance. <i>Journal of Revenue and Pricing Management</i> , 2013, 12, 207-220. | 1.1 | 24 |
| 15 | The moderating effect of perceived spatial crowding on the relationship between perceived service encounter pace and customer satisfaction. <i>International Journal of Hospitality Management</i> , 2017, 65, 37-46. | 8.8 | 24 |
| 16 | Pricing for hotel revenue management: Evolution in an era of price transparency. <i>Journal of Revenue and Pricing Management</i> , 2016, 15, 264-269. | 1.1 | 23 |
| 17 | The Effect of Perceived Control on Consumer Responses to Service Encounter Pace. <i>Cornell Hospitality Quarterly</i> , 2012, 53, 295-307. | 3.8 | 21 |
| 18 | The effect of price on return intentions: Do satisfaction and reward programme membership matter?. <i>Journal of Revenue and Pricing Management</i> , 2008, 7, 357-369. | 1.1 | 18 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 19 | An Exploration of the Effects of Photograph Content, Photograph Source, and Price on Consumers'™ Online Travel Booking Intentions. <i>Journal of Travel Research</i> , 2020, 59, 120-139. | 9.0 | 17 |
| 20 | Restaurant Crowding and Perceptions of Service Quality: The Role of Consumption Goals and Attributions. <i>Journal of Foodservice Business Research</i> , 2009, 12, 331-343. | 2.3 | 16 |
| 21 | Impact of attitudinal loyalty on the frequent unmanaged business traveler's™ use of price and consumer reviews in hotel choice. <i>Journal of Revenue and Pricing Management</i> , 2016, 15, 20-36. | 1.1 | 16 |
| 22 | A Tale of Two Cultures: Consumer Reactance and Willingness to Book Fenced Rates. <i>Journal of Travel Research</i> , 2018, 57, 707-726. | 9.0 | 13 |
| 23 | Scarcity-Based Price Promotions: How Effective are they in a Revenue Management Environment?. <i>Journal of Hospitality and Tourism Research</i> , 2020, 44, 883-907. | 2.9 | 13 |
| 24 | Consumer Goals and the Service Encounter: Evaluating Goal Importance and the Moderating Effect of Goal Progress on Satisfaction Formation. <i>Journal of Hospitality and Tourism Research</i> , 2010, 34, 247-268. | 2.9 | 12 |
| 25 | A decision framework for restaurant revenue management. <i>Journal of Revenue and Pricing Management</i> , 2015, 14, 231-244. | 1.1 | 12 |
| 26 | Firm Performance During a Crisis: Effects of Adhocracy Culture, Incremental Product Innovation, and Firm Size. <i>Journal of Hospitality and Tourism Research</i> , 2024, 48, 153-183. | 2.9 | 12 |
| 27 | Development of an activity-based customer profitability system for yield management. <i>International Journal of Tourism Research</i> , 1998, 4, 279-292. | 0.3 | 8 |
| 28 | Profiting through Teamwork. <i>Cornell Hospitality Quarterly</i> , 2011, 52, 407-420. | 3.8 | 8 |
| 29 | The Uniqueness of Revenue Management Approaches in Nontraditional Settings: The Case of the Golf Industry. <i>Journal of Hospitality and Tourism Research</i> , 2019, 43, 633-655. | 2.9 | 6 |
| 30 | Menu engineering re-engineered: Accounting for menu item substitutes in pricing and menu placement decisions. <i>International Journal of Hospitality Management</i> , 2020, 87, 102504. | 8.8 | 5 |
| 31 | Cross-Category Add-On Bundling: Impact of the Consumption Nature of Bundled Products on Discount Framing Effectiveness. <i>Journal of Travel Research</i> , 2023, 62, 197-216. | 9.0 | 2 |
| 32 | Unhoused and unhireable? Examining employment biases in service contexts related to perceived warmth and competence of people experiencing houselessness. <i>Journal of Community Psychology</i> , 2022, 50, 3504-3524. | 1.8 | 2 |
| 33 | Yield management conference. <i>International Journal of Tourism Research</i> , 1998, 4, 293-294. | 0.3 | 0 |