Dirk Van den Poel

List of Publications by Year
in descending order

137 papers	7,366 citations	50276 46 h-index	62596 80 g-index
140 all docs	140 docs citations	140 times ranked	4274 citing authors

#	Article	IF	Citations
1	Predicting donation behavior: Acquisition modeling in the nonprofit sector using Facebook data. Decision Support Systems, 2021, 141, 113446.	5.9	12
2	Predicting the milk yield curve of dairy cows in the subsequent lactation period using deep learning. Computers and Electronics in Agriculture, 2021, 180, 105904.	7.7	17
3	Predicting Self‐declared Movie Watching Behavior Using Facebook Data and Information‐Fusion Sensitivity Analysis. Decision Sciences, 2021, 52, 776-810.	4.5	5
4	Influencing Factors in the Scalability of Distributed Stream Processing Jobs. IEEE Access, 2021, 9, 109413-109431.	4.2	12
5	A Performance Analysis of Fault Recovery in Stream Processing Frameworks. IEEE Access, 2021, 9, 93745-93763.	4.2	12
6	Box office sales and social media: A cross-platform comparison of predictive ability and mechanisms. Decision Support Systems, 2021, 147, 113517.	5.9	13
7	Adding interpretability to predictive maintenance by machine learning on sensor data. Computers and Chemical Engineering, 2021, 152, 107381.	3.8	9
8	Evaluating the influence of Airbnb listings' descriptions on demand. International Journal of Hospitality Management, 2021, 99, 103071.	8.8	8
9	Leveraging sequential information from multivariate behavioral sensor data to predict the moment of calving in dairy cattle using deep learning. Computers and Electronics in Agriculture, 2021, 191, 106566.	7.7	7
10	Evaluation of Stream Processing Frameworks. IEEE Transactions on Parallel and Distributed Systems, 2020, 31, 1845-1858.	5.6	47
11	Leveraging latent representations for milk yield prediction and interpolation using deep learning. Computers and Electronics in Agriculture, 2020, 175, 105600.	7.7	9
12	Machine learning refinery sensor data to predict catalyst saturation levels. Computers and Chemical Engineering, 2020, 134, 106722.	3.8	8
13	The Role of Marketer-Generated Content in Customer Engagement Marketing. Journal of Marketing, 2019, 83, 21-42.	11.3	156
14	Evaluating multi-label classifiers and recommender systems in the financial service sector. European Journal of Operational Research, 2019, 279, 620-634.	5.7	31
15	Root Cause Analysis of Compressor Failure by Machine Learning. , 2019, , .		3
16	Dynamics between social media engagement, firm-generated content, and live and time-shifted TV viewing. Journal of Service Management, 2018, 29, 378-398.	7.2	24
17	Evaluating the importance of different communication types in romantic tie prediction on social media. Annals of Operations Research, 2018, 263, 501-527.	4.1	11
18	Latency Measurement of Fine-Grained Operations in Benchmarking Distributed Stream Processing Frameworks. , 2018, , .		4

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19	Incorporating sequential information in bankruptcy prediction with predictors based on Markov for discrimination. Decision Support Systems, 2017, 98, 59-68.	5.9	30
20	The added value of social media data in B2B customer acquisition systems: A real-life experiment. Decision Support Systems, 2017, 104, 26-37.	5.9	60
21	Identifying Soccer Players on Facebook Through Predictive Analytics. Decision Analysis, 2017, 14, 274-297.	2.1	7
22	Identifying New Product Ideas: Waiting for the Wisdom of the Crowd or Screening Ideas in Real Time. Journal of Product Innovation Management, 2017, 34, 580-597.	9.5	103
23	bayesQR: A Bayesian Approach to Quantile Regression. Journal of Statistical Software, 2017, 76, .	3.7	56
24	The added value of auxiliary data in sentiment analysis of Facebook posts. Decision Support Systems, 2016, 89, 98-112.	5.9	40
25	Equity price direction prediction for day trading: Ensemble classification using technical analysis indicators with interaction effects. , 2016, , .		5
26	Outlierâ€Robust Bayesian Multinomial Choice Modeling. Journal of Applied Econometrics, 2016, 31, 1445-1466.	2.3	4
27	Identification of interdisciplinary ideas. Information Processing and Management, 2016, 52, 1074-1085.	8.6	12
28	The added value of Facebook friends data in event attendance prediction. Decision Support Systems, 2016, 82, 26-34.	5.9	24
29	Integrating expert knowledge and multilingual web crawling data in a lead qualification system. Decision Support Systems, 2016, 82, 69-78.	5.9	43
30	Predicting Consumer Load Profiles<?Pub _newline ?>Using Commercial and Open Data. IEEE Transactions on Power Systems, 2016, 31, 3693-3701.	6.5	40
31	Social media optimization: Identifying an optimal strategy for increasing network size on Facebook. Omega, 2016, 59, 15-25.	5.9	17
32	Evaluating multiple classifiers for stock price direction prediction. Expert Systems With Applications, 2015, 42, 7046-7056.	7.6	351
33	The Status of Energy Price Modelling and its Relevance to Marketing in Emerging Economies. Energy Procedia, 2015, 79, 500-505.	1.8	13
34	Does the Use of Solar and Wind Energy Increase Retail Prices in Europe? Evidence from EU-27. Energy Procedia, 2015, 79, 506-512.	1.8	5
35	CRM in social media: Predicting increases in Facebook usage frequency. European Journal of Operational Research, 2015, 244, 248-260.	5.7	60
36	Assessing the principles of spatial competition between stores within a retail network. Applied Geography, 2015, 62, 125-135.	3.7	10

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37	Idea mining for web-based weak signal detection. Futures, 2015, 66, 25-34.	2.5	32
38	Deep habits in consumption: a spatial panel analysis using scanner data. Empirical Economics, 2014, 47, 959-976.	3.0	11
39	Semantic weak signal tracing. Expert Systems With Applications, 2014, 41, 5009-5016.	7.6	30
40	Quantitative cross impact analysis with latent semantic indexing. Expert Systems With Applications, 2014, 41, 406-411.	7.6	14
41	Semantic compared cross impact analysis. Expert Systems With Applications, 2014, 41, 3477-3483.	7.6	9
42	An extended Huff-model for robustly benchmarking and predicting retail network performance. Applied Geography, 2014, 46, 80-89.	3.7	38
43	Cash demand forecasting in ATMs by clustering and neural networks. European Journal of Operational Research, 2014, 232, 383-392.	5.7	78
44	The Dangers of Using Intention as a Surrogate for Retention in Brand Positioning Decision Support Systems. Studies in Classification, Data Analysis, and Knowledge Organization, 2014, , 181-188.	0.2	1
45	Using Text Summarizing to Support Planning of Research and Development. Advances in Intelligent Systems and Computing, 2014, , 23-29.	0.6	0
46	Model-supported business-to-business prospect prediction based on an iterative customer acquisition framework. Industrial Marketing Management, 2013, 42, 544-551.	6.7	49
47	Improving customer acquisition models by incorporating spatial autocorrelation at different levels of granularity. Journal of Intelligent Information Systems, 2013, 41, 73-90.	3.9	5
48	Predicting customer profitability during acquisition: Finding the optimal combination of data source and data mining technique. Expert Systems With Applications, 2013, 40, 2007-2012.	7.6	38
49	Kernel Factory: An ensemble of kernel machines. Expert Systems With Applications, 2013, 40, 2904-2913.	7.6	20
50	Technology classification with latent semantic indexing. Expert Systems With Applications, 2013, 40, 1786-1795.	7.6	24
51	Using Eye-Tracking Data of Advertisement Viewing Behavior to Predict Customer Churn. , 2013, , .		0
52	Protecting research and technology from espionage. Expert Systems With Applications, 2013, 40, 3432-3440.	7.6	20
53	Web mining based extraction of problem solution ideas. Expert Systems With Applications, 2013, 40, 3961-3969.	7.6	32
54	Weak signal identification with semantic web mining. Expert Systems With Applications, 2013, 40, 4978-4985.	7.6	87

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55	Enhanced decision support in credit scoring using Bayesian binary quantile regression. Journal of the Operational Research Society, 2013, 64, 1374-1383.	3.4	21
56	Analyzing Website Content for Improved R&T Collaboration Planning. Advances in Intelligent Systems and Computing, 2013, , 567-573.	0.6	4
57	The role of seed money and threshold size in optimizing fundraising campaigns: Past behavior matters!. Expert Systems With Applications, 2012, 39, 13075-13084.	7.6	9
58	Improved multilevel security with latent semantic indexing. Expert Systems With Applications, 2012, 39, 13462-13471.	7.6	22
59	Using Webcrawling of Publicly Available Websites to Assess E-commerce Relationships. , 2012, , .		2
60	Extraction of Ideas from Microsystems Technology. Advances in Intelligent and Soft Computing, 2012, , 563-568.	0.2	15
61	Including spatial interdependence in customer acquisition models: A cross-category comparison. Expert Systems With Applications, 2012, 39, 12105-12113.	7.6	11
62	Predicting e-commerce company success by mining the text of its publicly-accessible website. Expert Systems With Applications, 2012, 39, 13026-13034.	7.6	61
63	Extracting Information from Sequences of Financial Ratios with Markov for Discrimination: An Application to Bankruptcy Prediction. , 2012, , .		1
64	Temporary Staffing Services: A Data Mining Perspective. , 2012, , .		3
65	Improving Customer Churn Prediction by Data Augmentation Using Pictorial Stimulus-Choice Data. Advances in Intelligent Systems and Computing, 2012, , 217-226.	0.6	4
66	Predicting partial customer churn using Markov for discrimination for modeling first purchase sequences. Advances in Data Analysis and Classification, 2012, 6, 337-353.	1.4	20
67	Customer event history for churn prediction: How long is long enough?. Expert Systems With Applications, 2012, 39, 13517-13522.	7.6	56
68	Binary quantile regression: a Bayesian approach based on the asymmetric Laplace distribution. Journal of Applied Econometrics, 2012, 27, 1174-1188.	2.3	75
69	Analyzing existing customers' websites to improve the customer acquisition process as well as the profitability prediction in B-to-B marketing. Expert Systems With Applications, 2012, 39, 2597-2605.	7.6	51
70	Reconciling performance and interpretability in customer churn prediction using ensemble learning based on generalized additive models. Expert Systems With Applications, 2012, 39, 6816-6826.	7.6	54
71	Modeling partial customer churn: On the value of first product-category purchase sequences. Expert Systems With Applications, 2012, 39, 11250-11256.	7.6	71
72	Improving customer retention in financial services using kinship network information. Expert Systems With Applications, 2012, 39, 11435-11442.	7.6	49

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73	Using NMF for Analyzing War Logs. Communications in Computer and Information Science, 2012, , 73-76.	0.5	9
74	Improved Emergency Management by a Loosely Coupled Logistic System. Communications in Computer and Information Science, 2012, , 5-8.	0.5	8
75	Mining Social Behavior Ideas of Przewalski Horses. Lecture Notes in Electrical Engineering, 2011, , 649-656.	0.4	14
76	Semantic technology classification â€" A defence and security case study. , 2011, , .		9
77	Empathy as added value in predicting donation behavior. Journal of Business Research, 2011, 64, 1288-1295.	10.2	139
78	Improving Campaign Success Rate by Tailoring Donation Requests along the Donor Lifecycle. Journal of Interactive Marketing, 2011, 25, 51-63.	6.2	18
79	Modeling complex longitudinal consumer behavior with Dynamic Bayesian networks: an Acquisition Pattern Analysis application. Journal of Intelligent Information Systems, 2011, 36, 283-304.	3.9	23
80	Data augmentation by predicting spending pleasure using commercially available external data. Journal of Intelligent Information Systems, 2011, 36, 367-383.	3.9	25
81	An empirical evaluation of rotation-based ensemble classifiers for customer churn prediction. Expert Systems With Applications, 2011, 38, 12293-12301.	7.6	98
82	RFM Variables Revisited Using Quantile Regression. , 2011, , .		0
83	High granular multi-level-security model for improved usability. , 2011, , .		10
84	Companies website optimising concerning consumer's searching for new products. , 2011, , .		13
85	Incorporating Neighborhood Effects in Customer Relationship Management Models. Lecture Notes in Computer Science, 2011, , 90-95.	1.3	0
86	Improved marketing decision making in a customer churn prediction context using generalized additive models. Expert Systems With Applications, 2010, 37, 2132-2143.	7.6	83
87	Mining ideas from textual information. Expert Systems With Applications, 2010, 37, 7182-7188.	7.6	60
88	A compared R&D-based and patent-based cross impact analysis for identifying relationships between technologies. Technological Forecasting and Social Change, 2010, 77, 1037-1050.	11.6	52
89	Ensemble classification based on generalized additive models. Computational Statistics and Data Analysis, 2010, 54, 1535-1546.	1.2	59
90	The Kinked Demand Curve and Price Rigidity: Evidence from Scanner Data*. Scandinavian Journal of Economics, 2010, 112, 723-752.	1.4	41

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91	IMPROVING PURCHASING BEHAVIOR PREDICTIONS BY DATA AUGMENTATION WITH SITUATIONAL VARIABLES. International Journal of Information Technology and Decision Making, 2010, 09, 853-872.	3.9	20
92	Extracting Consumers Needs for New Products - A Web Mining Approach. , 2010, , .		12
93	Mining Innovative Ideas to Support New Product Research and Development. Studies in Classification, Data Analysis, and Knowledge Organization, 2010, , 587-594.	0.2	11
94	Predicting Website Audience Demographics forWeb Advertising Targeting Using Multi-Website Clickstream Data. Fundamenta Informaticae, 2010, 98, 49-70.	0.4	40
95	Ensembles of Probability Estimation Trees for Customer Churn Prediction. Lecture Notes in Computer Science, 2010, , 57-66.	1.3	4
96	Handling class imbalance in customer churn prediction. Expert Systems With Applications, 2009, 36, 4626-4636.	7.6	439
97	Improving customer attrition prediction by integrating emotions from client/company interaction emails and evaluating multiple classifiers. Expert Systems With Applications, 2009, 36, 6127-6134.	7.6	110
98	Benefits of quantile regression for the analysis of customer lifetime value in a contractual setting: An application in financial services. Expert Systems With Applications, 2009, 36, 10475-10484.	7.6	76
99	Dynamic Bayesian Networks for Acquisition Pattern Analysis: A Financial-Services Cross-Sell Application. Lecture Notes in Computer Science, 2009, , 123-133.	1.3	2
100	Separating financial from commercial customer churn: A modeling step towards resolving the conflict between the sales and credit department. Expert Systems With Applications, 2008, 35, 497-514.	7.6	43
101	Random Forests for multiclass classification: Random MultiNomial Logit. Expert Systems With Applications, 2008, 34, 1721-1732.	7.6	147
102	Integrating the voice of customers through call center emails into a decision support system for churn prediction. Information and Management, 2008, 45, 164-174.	6.5	115
103	Churn prediction in subscription services: An application of support vector machines while comparing two parameter-selection techniques. Expert Systems With Applications, 2008, 34, 313-327.	7.6	341
104	Improving customer complaint management by automatic email classification using linguistic style features as predictors. Decision Support Systems, 2008, 44, 870-882.	5.9	130
105	Random Multiclass Classification: Generalizing Random Forests to Random MNL and Random NB. Lecture Notes in Computer Science, 2007, , 349-358.	1.3	33
106	Banking behaviour after the lifecycle event of â€œmoving in togetherâ€: An exploratory study of the role of marketing investments. European Journal of Operational Research, 2007, 183, 345-369.	5.7	10
107	CRM at a pay-TV company: Using analytical models to reduce customer attrition by targeted marketing for subscription services. Expert Systems With Applications, 2007, 32, 277-288.	7.6	161
108	Predicting home-appliance acquisition sequences: Markov/Markov for Discrimination and survival analysis for modeling sequential information in NPTB models. Decision Support Systems, 2007, 44, 28-45.	5.9	45

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109	Predicting customer loyalty using the internal transactional database. Expert Systems With Applications, 2007, 32, 125-134.	7.6	58
110	Bayesian kernel based classification for financial distress detection. European Journal of Operational Research, 2006, 172, 979-1003.	5.7	129
111	Investigating purchasing-sequence patterns for financial services using Markov, MTD and MTDg models. European Journal of Operational Research, 2006, 170, 710-734.	5.7	58
112	Incorporating sequential information into traditional classification models by using an element/position-sensitive SAM. Decision Support Systems, 2006, 42, 508-526.	5.9	51
113	Exploiting Randomness for Feature Selection in Multinomial Logit: A CRM Cross-Sell Application. Lecture Notes in Computer Science, 2006, , 310-323.	1.3	2
114	Predicting online-purchasing behaviour. European Journal of Operational Research, 2005, 166, 557-575.	5.7	198
115	Why promotion strategies based on market basket analysis do not work. Expert Systems With Applications, 2005, 28, 583-590.	7.6	32
116	Constrained optimization of data-mining problems to improve model performance: A direct-marketing application. Expert Systems With Applications, 2005, 29, 630-640.	7.6	52
117	Investigating the post-complaint period by means of survival analysis. Expert Systems With Applications, 2005, 29, 667-677.	7.6	22
118	Customer base analysis: partial defection of behaviourally loyal clients in a non-contractual FMCG retail setting. European Journal of Operational Research, 2005, 164, 252-268.	5.7	306
119	Predicting customer retention and profitability by using random forests and regression forests techniques. Expert Systems With Applications, 2005, 29, 472-484.	7.6	221
120	Neural network survival analysis for personal loan data. Journal of the Operational Research Society, 2005, 56, 1089-1098.	3.4	88
121	The impact of sample bias on consumer credit scoring performance and profitability. Journal of the Operational Research Society, 2005, 56, 981-992.	3.4	26
122	Customer-adapted coupon targeting using feature selectionâ˜†. Expert Systems With Applications, 2004, 26, 509-518.	7.6	77
123	Direct and indirect effects of retail promotions on sales and profits in the do-it-yourself market. Expert Systems With Applications, 2004, 27, 53-62.	7.6	75
124	Bayesian network classifiers for identifying the slope of the customer lifecycle of long-life customers. European Journal of Operational Research, 2004, 156, 508-523.	5.7	106
125	Customer attrition analysis for financial services using proportional hazard models. European Journal of Operational Research, 2004, 157, 196-217.	5.7	276
126	Joint optimization of customer segmentation and marketing policy to maximize long-term profitability. Expert Systems With Applications, 2004, 27, 159-168.	7.6	120

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127	Investigating the role of product features in preventing customer churn, by using survival analysis and choice modeling: The case of financial services. Expert Systems With Applications, 2004, 27, 277-285.	7.6	107
128	Bayesian neural network learning for repeat purchase modelling in direct marketing. European Journal of Operational Research, 2002, 138, 191-211.	5.7	172
129	Knowledge discovery in a direct marketing case using least squares support vector machines. International Journal of Intelligent Systems, 2001, 16, 1023-1036.	5.7	53
130	Wrapped input selection using multilayer perceptrons for repeat-purchase modeling in direct marketing. Intelligent Systems in Accounting, Finance and Management, 2001, 10, 115-126.	4.6	19
131	Consumer Acceptance of the Internet as a Channel of Distribution. Journal of Business Research, 1999, 45, 249-256.	10.2	240
132	Rough Sets for Database Marketing. Studies in Fuzziness and Soft Computing, 1998, , 324-335.	0.8	10
133	Database marketing modelling for financial services using hazard rate models. International Review of Retail, Distribution and Consumer Research, 1998, 8, 243-257.	2.0	8
134	Purchase Prediction in Database Marketing with the ProbRough System. Lecture Notes in Computer Science, 1998, , 593-600.	1.3	9
135	Perceived risk and rise reduction strategies in mail-order versus retail store buying. International Review of Retail, Distribution and Consumer Research, 1996, 6, 351-371.	2.0	31
136	The Kinked Demand Curve and Price Rigidity: Evidence from Scanner Data. SSRN Electronic Journal, 0, , .	0.4	104
137	B2Boost: instance-dependent profit-driven modelling of B2B churn. Annals of Operations Research, 0, , 1.	4.1	11