Gallego, Guillermo

List of Publications by Year
in descending order

113 papers	7,601 citations	87843 38 h-index	64755 79 g-index
118 all docs	118 docs citations	118 times ranked	2887 citing authors

#	Article	IF	Citations
1	Optimal Dynamic Pricing of Inventories with Stochastic Demand over Finite Horizons. Management Science, 1994, 40, 999-1020.	2.4	1,475
2	A Multiproduct Dynamic Pricing Problem and Its Applications to Network Yield Management. Operations Research, 1997, 45, 24-41.	1.2	756
3	The Distribution Free Newsboy Problem: Review and Extensions. Journal of the Operational Research Society, 1993, 44, 825-834.	2.1	662
4	Optimal Starting Times for End-of-Season Sales and Optimal Stopping Times for Promotional Fares. Management Science, 1995, 41, 1371-1391.	2.4	255
5	Assortment Optimization Under Variants of the Nested Logit Model. Operations Research, 2014, 62, 250-273.	1.2	246
6	Integrating Replenishment Decisions with Advance Demand Information. Management Science, 2001, 47, 1344-1360.	2.4	230
7	Multiproduct Price Optimization and Competition Under the Nested Logit Model with Product-Differentiated Price Sensitivities. Operations Research, 2014, 62, 450-461.	1.2	208
8	A Markov Chain Approximation to Choice Modeling. Operations Research, 2016, 64, 886-905.	1.2	204
9	Supply Chain Coordination in a Market with Customer Service Competition. Production and Operations Management, 2004, 13, 3-22.	2.1	189
10	Constrained Assortment Optimization for the Nested Logit Model. Management Science, 2014, 60, 2583-2601.	2.4	160
11	On the Effectiveness of Direct Shipping Strategy for the One-Warehouse Multi-Retailer R-Systems. Management Science, 1990, 36, 240-243.	2.4	141
12	Dynamic Pricing of Perishable Assets Under Competition. Management Science, 2014, 60, 1241-1259.	2.4	137
13	Revenue Management of Flexible Products. Manufacturing and Service Operations Management, 2004, 6, 321-337.	2.3	130
14	Distribution Free Procedures for Some Inventory Models. Journal of the Operational Research Society, 1994, 45, 651-658.	2.1	123
15	A General Attraction Model and Sales-Based Linear Program for Network Revenue Management Under Customer Choice. Operations Research, 2015, 63, 212-232.	1.2	122
16	Coordinating pricing and inventory replenishment policies for one wholesaler and one or more geographically dispersed retailers. International Journal of Production Economics, 2002, 77, 95-111.	5.1	116
17	Perishable Asset Revenue Management with Markovian Time Dependent Demand Intensities. Management Science, 2000, 46, 941-956.	2.4	105
18	Managing Flexible Products on a Network. SSRN Electronic Journal, 0, , .	0.4	102

#	Article	IF	Citations
19	Scheduling the Production of Several Items with Random Demands in a Single Facility. Management Science, 1990, 36, 1579-1592.	2.4	93
20	Revenue Management and Pricing Analytics. Profiles in Operations Research, 2019, , .	0.3	91
21	New Bounds and Heuristics for (Q, r) Policies. Management Science, 1998, 44, 219-233.	2.4	85
22	Price Competition with the Attraction Demand Model: Existence of Unique Equilibrium and Its Stability. Manufacturing and Service Operations Management, 2006, 8, 359-375.	2.3	83
23	A minmax distribution free procedure for the (Q, R) inventory model. Operations Research Letters, 1992, 11, 55-60.	0.5	82
24	Optimal Replenishment Policies for Multiechelon Inventory Problems Under Advance Demand Information. Manufacturing and Service Operations Management, 2003, 5, 157-175.	2.3	78
25	Stock Positioning and Performance Estimation in Serial Production-Transportation Systems. Manufacturing and Service Operations Management, 1999, 1, 77-88.	2.3	73
26	Capacitated inventory problems with fixed order costs: Some optimal policy structure. European Journal of Operational Research, 2000, 126, 603-613.	3.5	67
27	Strategic Management of Distressed Inventory. Production and Operations Management, 2008, 17, 402-415.	2.1	67
28	Revenue Management with Partially Refundable Fares. Operations Research, 2010, 58, 817-833.	1.2	65
29	Revenue Management of Callable Products. Management Science, 2008, 54, 550-564.	2.4	64
30	Minimax analysis for finite-horizon inventory models. IIE Transactions, 2001, 33, 861-874.	2.1	52
31	Inventory management under highly uncertain demand. Operations Research Letters, 2007, 35, 281-289.	0.5	52
32	Controllable production rates in a family production context. International Journal of Production Research, 1991, 29, 2459-2470.	4.9	51
33	Approximation Algorithms for Product Framing and Pricing. Operations Research, 2020, 68, 134-160.	1.2	48
34	The Effect of Externalizing Setups in the Economic Lot Scheduling Problem. Operations Research, 1992, 40, 614-619.	1.2	47
35	Complexity of the ELSP with general cyclic schedules. IIE Transactions, 1997, 29, 109-113.	2.1	46
36	Serial Production/Distribution Systems Under Service Constraints. Manufacturing and Service Operations Management, 2001, 3, 43-50.	2.3	45

#	Article	IF	Citations
37	Bounds, Heuristics, and Approximations for Distribution Systems. Operations Research, 2007, 55, 503-517.	1.2	44
38	The economic lot scheduling problem with finite backorder costs. Naval Research Logistics, 1992, 39, 729-739.	1.4	43
39	Single Resource Multi-Item Inventory Systems. Operations Research, 1996, 44, 580-595.	1.2	42
40	Flexible-Duration Extended Warranties with Dynamic Reliability Learning. Production and Operations Management, 2014, 23, 645-659.	2.1	41
41	Mark-down pricing: An empirical analysis of policies and revenue potential at one apparel retailer. Journal of Revenue and Pricing Management, 2002, 1, 139-160.	0.7	40
42	When is a base stock policy optimal in recovering disrupted cyclic schedules?. Naval Research Logistics, 1994, 41, 317-333.	1.4	39
43	No Claim? Your Gain: Design of Residual Value Extended Warranties Under Risk Aversion and Strategic Claim Behavior. Manufacturing and Service Operations Management, 2015, 17, 87-100.	2.3	39
44	Periodic-Review Inventory Model with Three Consecutive Delivery Modes and Forecast Updates. Journal of Optimization Theory and Applications, 2005, 124, 137-155.	0.8	36
45	A new algorithm and a new heuristic for serial supply systems. Operations Research Letters, 2005, 33, 349-362.	0.5	34
46	Welfare Analysis of Dynamic Pricing. Management Science, 2019, 65, 139-151.	2.4	34
47	Revenue-Utility Tradeoff in Assortment Optimization Under the Multinomial Logit Model with Totally Unimodular Constraints. Management Science, 2021, 67, 2845-2869.	2.4	34
48	Choice-based EMSR methods for single-leg revenue management with demand dependencies. Journal of Revenue and Pricing Management, 2009, 8, 207-240.	0.7	33
49	Optimal Policies for Production/Inventory Systems with Finite Capacity and Markov-Modulated Demand and Supply Processes. Annals of Operations Research, 2004, 126, 21-41.	2.6	32
50	Upgrades, Upsells and Pricing in Revenue Management. SSRN Electronic Journal, 0, , .	0.4	30
51	Assortment Optimization and Pricing Under the Multinomial Logit Model with Impatient Customers: Sequential Recommendation and Selection. Operations Research, 2021, 69, 1509-1532.	1.2	28
52	Complexity of the ELSP with general cyclic schedules. IIE Transactions, 1997, 29, 109-113.	2.1	27
53	Semiconductor inventory management with multiple grade parts and downgrading. Production Planning and Control, 2006, 17, 689-700.	5.8	27
54	Strategic investment to reduce setup times in the economic lot scheduling problem. Naval Research Logistics, 1995, 42, 773-790.	1.4	25

#	Article	IF	Citations
55	All-or-Nothing Ordering Under a Capacity Constraint. Operations Research, 2004, 52, 1001-1002.	1.2	25
56	Dynamic Pricing of Perishable Assets under Competition. SSRN Electronic Journal, 2008, , .	0.4	25
57	An analytic approach for quantifying the value of e-business initiatives. IBM Systems Journal, 2003, 42, 484-497.	3.1	23
58	Optimal seat allocation for two-flight problems with a flexible demand segment. European Journal of Operational Research, 2010, 201, 897-908.	3.5	20
59	Nonparametric Pricing Analytics with Customer Covariates. Operations Research, 2021, 69, 974-984.	1.2	20
60	An Extension to the Class of Easy Economic Lot Scheduling Problems. IIE Transactions, 1990, 22, 189-190.	2.1	19
61	The complexity of the staggering problem, and other classical inventory problems. Operations Research Letters, 1992, 12, 47-52.	0.5	18
62	Estimating sales and profitability impacts of airline branded-fares product design and pricing decisions using customer choice models. Journal of Revenue and Pricing Management, 2013, 12, 509-523.	0.7	18
63	Economic Lot Scheduling Problem with Raw Material Considerations. Operations Research, 1994, 42, 92-101.	1.2	17
64	Optimal Use of Demand Information in Supply Chain Management. Profiles in Operations Research, 2002, , 119-160.	0.3	17
65	Optimal ordering policies with convertible lead times. European Journal of Operational Research, 2007, 176, 892-910.	3.5	14
66	Demand learning and dynamic pricing for multi-version products. Journal of Revenue and Pricing Management, 2012, 11, 303-318.	0.7	14
67	Commissions and Sales Targets Under Competition. Management Science, 2014, 60, 2180-2197.	2.4	14
68	Minimizing holding and ordering costs subject to a bound on backorders is as easy as solving a single backorder cost model. Operations Research Letters, 2001, 29, 187-192.	0.5	13
69	Approximation Algorithms for Product Framing and Pricing. SSRN Electronic Journal, 0, , .	0.4	13
70	How to avoid stockouts when producing several items on a single facility? What to do if you can't?. Computers and Operations Research, 1996, 23, 1-12.	2.4	12
71	Managing waiting times of backordered demands in single-stage (Q,r) inventory systems. Naval Research Logistics, 2002, 49, 557-573.	1.4	12
72	Rejoinder to â€œA Note on Bounds for Direct Shipping Costsâ€• Management Science, 1994, 40, 1393-1393.	2.4	9

#	Article	IF	Citations
73	Multi-Product Price Optimization and Competition Under the Nested Logit Model with Product-Differentiated Price Sensitivities. SSRN Electronic Journal, 0, , .	0.4	9
74	A Primal–Dual Learning Algorithm for Personalized Dynamic Pricing with an Inventory Constraint. Mathematics of Operations Research, 2022, 47, 2585-2613.	0.8	9
75	Services Engineering: Design and Pricing of Service Features. , 2012, , .		7
76	Revenue Management with Partially Refundable Fares. SSRN Electronic Journal, 2008, , .	0.4	6
77	Attention, Consideration then Selection Choice Model. SSRN Electronic Journal, 0, , .	0.4	6
78	A Primal-dual Learning Algorithm for Personalized Dynamic Pricing with an Inventory Constraint. SSRN Electronic Journal, 0, , .	0.4	6
79	Erratum to Bounds in â€œSerial Production/Distribution Systems Under Service Constraintsâ€. Manufacturing and Service Operations Management, 2003, 5, 372-374.	2.3	5
80	Dynamic revenue management games with forward and spot markets. Journal of Revenue and Pricing Management, 2006, 5, 10-31.	0.7	5
81	Assortment Optimization. Profiles in Operations Research, 2019, , 129-160.	0.3	5
82	Threshold Utility Model with Applications to Retailing and Discrete Choice Models. SSRN Electronic Journal, 0, , .	0.4	5
83	Online Learning. Profiles in Operations Research, 2019, , 275-289.	0.3	5
84	Optimal Control of a Manufacturing Process That Involves Trial Runs. Management Science, 1993, 39, 1499-1505.	2.4	4
85	Dynamic Nonlinear Pricing of Inventories over Finite Sales Horizons. Operations Research, 2020, 68, 655-670.	1.2	4
86	Callable products with dependent demands. Naval Research Logistics, 2020, 67, 185-200.	1.4	4
87	A Practical Multi-Echelon Inventory Model with Semiconductor Manufacturing Application. Profiles in Operations Research, 2011, , 133-151.	0.3	4
88	Dealership or Marketplace with Fulfillment Service: A Dynamic Comparison. SSRN Electronic Journal, 0, , .	0.4	4
89	Economic lot scheduling of fully loaded processes with external setups. Naval Research Logistics, 1991, 38, 699-713.	1.4	3
90	Joint Pricing and Inventory Decisions for Substitutable Products. SSRN Electronic Journal, 0, , .	0.4	3

#	Article	IF	Citations
91	Introduction to Choice Modeling. Profiles in Operations Research, 2019, , 109-128.	0.3	2
92	Oligopolistic contracting: Channel coordination under competition. Naval Research Logistics, 2019, 66, 619-631.	1.4	2
93	Nonparametric Learning and Optimization with Covariates. SSRN Electronic Journal, 0, , .	0.4	2
94	The Use of Binary Choice Forests to Model and Estimate Discrete Choice Models. SSRN Electronic Journal, 0, , .	0.4	2
95	Basic Pricing Theory. Profiles in Operations Research, 2019, , 207-244.	0.3	2
96	Estimating Discrete Choice Models with Random Forests. , 2021, , 184-196.		2
97	Competitive revenue management with forward and spot markets. Journal of Revenue and Pricing Management, 2011, 10, 132-160.	0.7	1
98	No Claim? Your Gain: Design of Residual Value Extended Warranties Under Risk Aversion and Strategic Claim Behavior. SSRN Electronic Journal, 0, , .	0.4	1
99	Do Consumers Benefit from Dynamic Pricing?. SSRN Electronic Journal, 2016, , .	0.4	1
100	Competitive Assortment and Price Optimization. Profiles in Operations Research, 2019, , 291-309.	0.3	1
101	Dynamic Pricing Over Finite Horizons. Profiles in Operations Research, 2019, , 245-273.	0.3	1
102	Single Resource Revenue Management with Independent Demands. Profiles in Operations Research, 2019, , 3-46.	0.3	1
103	An Optimal Greedy Heuristic with Minimal Learning Regret for the Markov Chain Choice Model. SSRN Electronic Journal, 0, , .	0.4	1
104	Network Revenue Management with Independent Demands. Profiles in Operations Research, 2019, , 47-81.	0.3	1
105	A Mechanism Design Perspective of Live-streaming Commerce: The Role of Information Provision. SSRN Electronic Journal, 0, , .	0.4	1
106	Refined Assortment Optimization. SSRN Electronic Journal, 0, , .	0.4	1
107	On the Soft k-Prophet Problem. SSRN Electronic Journal, 0, , .	0.4	1
108	Minimax Analysis for Finite-horizon Inventory Models. IIE Transactions, 2001, 33, 861-874.	2.1	0

#	Article	IF	Citations
109	Beyond ROI. , 2005, , 1-16.		0
110	Supply Chain Coordination Under Competition. SSRN Electronic Journal, 0, , .	0.4	0
111	Bounds and Heuristics for Multi-Product Personalized Pricing. SSRN Electronic Journal, 0, , .	0.4	0
112	Linear Convergence of Tatânnement in a Bertrand Oligopoly. Lecture Notes in Computer Science, 2006, , 822-831.	1.0	0
113	Multi-Armed Exponential Bandit. SSRN Electronic Journal, 0, , .	0.4	0