

The Newsletter of the INFORMS Revenue Management and Pricing Section

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Invitation for paper submission based on presentations at the 2013 INFORMS RM&P Section Conference

In 2014, a special issue drawn from presentations from the 2013 INFORMS Revenue Management & Pricing Section Annual Conference will be published in the Journal of Revenue & Pricing Management. We invite conference contributors to submit an abstract by October 1, 2013. Papers must be submitted by 30th January 2014 in order to be considered for publication. Both practitioners and academics are encouraged to submit papers for this issue.

News from the Journal of Revenue and Pricing Management

The definitive pricing and revenue management journal...

Out now!

The latest issue of the Journal of Revenue and Pricing Management (RPM) includes a range of research and practice articles addressing the trend of professionalized budgeting and its implications from a business perspective.

Ian Yeoman's Editorial on '**The role of professional budgeting**' can be read here FREE:

<http://www.palgrave-journals.com/rpm/journal/v12/n4/full/rpm201316a.html>

View the full issue contents:

<http://www.palgrave-journals.com/rpm/journal/v12/n4/index.html>

Featured article: a historic paper from the archives of RPM

We are pleased to spotlight a highly influential paper by Ken Littlewood on the origins of Revenue Management, guest edited by Dr. Warren Lieberman for a special issue published in 2005 to celebrate the best of the INFORMS Revenue Management & Pricing section. This paper is of historical significance as the first cited example of Revenue Management in practice. Titled '**Forecasting and control of passenger bookings**', the paper addresses how the British Overseas Airways Corporation (or British Airways) first used RM. Read the article here FREE for a limited time:

<http://www.palgrave-journals.com/rpm/journal/v4/n2/abs/5170134a.html>



Call for Papers: Special Issue on Restaurant Revenue Management

There is still time to submit your papers for a special issue of RPM on Restaurant Revenue Management, publishing in September 2014.

Research in revenue management has traditionally addressed the theoretical and practical problems facing airlines and hotels, among other industries, but has given little consideration to the restaurant industry. The restaurant business is similar enough to hotel and airline operations that restaurants should be able to apply revenue management-type practices, but the applications have so far been mostly tactical. A broad theory of revenue management would permit restaurant operators to gain the benefits of strategic revenue management that they currently lack.

Please read the full Call for Papers [PDF, 26KB] for details:

http://www.palgrave-journals.com/rpm/rpm_cfp_rrm.pdf

The deadline for submissions is 15 January 2014.

Don't forget - INFORMS members can order or renew RPM at a special subscription rate!

Members of the INFORMS Revenue Management & Pricing Section receive a **special 50% discount** off the personal subscription rate for this journal. For additional details and to place your order, you can download the INFORMS order form here:

http://www.palgrave-journals.com/rpm/INFORMS_RPM_Discount_Form_2012-13.pdf