



Summer 2015

# The Newsletter of the INFORMS Revenue Management and Pricing Section

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## Message from the Section Chair

One of the highlights of our year was our annual section conference that took place at Columbia University on June 11-12, 2015. The conference was a great success in several ways. According to our records, it was the largest section conference yet, with 155 registered participants, 25 sessions, and more than 60 talks. I thought that the talks this year were of exceptionally high quality. Our thanks to the conference co-chairs Garrett van Ryzin and Guillermo Gallego, and especially to Camille Korschun, who took care of all the details to make the conference such a pleasant experience.

As this is being written, the section board are accepting proposals for hosting the section conference in 2016 and 2017. There are a number of contenders who are proposing to host the conference in interesting locations, and we hope to announce the winners soon. I look forward to seeing you at the next section conference (and also at the INFORMS annual meeting in Philadelphia).

We are also accepting nominations for the annual Section Prize. Bill Cooper [billcoop@umn.edu](mailto:billcoop@umn.edu) chairs the committee this year. Please see below for more detail, and send Bill your nominations.


Talking about accepting nominations, Huseyin Topaloglu [ht88@cornell.edu](mailto:ht88@cornell.edu) is chairing this year's nominating committee, to identify candidates for our upcoming section elections for the positions of vice-chair/chair-elect, secretary-treasurer, and board member.

I hope to see many of you at our annual section business meeting at the INFORMS annual meeting in Philadelphia. The meeting usually takes place on Sunday evening 6:15-7:15pm, in a room announced in the conference program.

Anton Kleywegt

## Revenue Management & Pricing in Services Conference

The first conference on Revenue Management and Pricing in service sectors (REMAPS) will be held in Paris, France, on the 17<sup>th</sup> and 18<sup>th</sup> December 2015. Co-organized by ESSCA, School of Management, ESTHUA, School of Tourism and Hospitality and GRANEM Research Center (University of Angers), this conference offers



to academics, managers and consultants a unique platform to address main issues related to Revenue Management and Pricing in service sectors. For more detail see <http://remaps2015.sciencesconf.org/>

Submissions from academics, consultancy businesses, industry managers, service sector companies and/or public organizations are encouraged. The deadline for abstract submissions is **30<sup>th</sup> September 2015**.

## Special Issue: Learning and Educating in Pricing and Revenue Management

Guest Editors: Dr. Carmen Balan (*The Bucharest University of Economic Studies*) and Dr. Stephan Liozu (*Chatham University*)

In June 2017, a special issue of the *Journal of Revenue and Pricing Management* will publish a series of papers on learning and educating in pricing and revenue management. Pricing evolved into a major tool for generating value to customers and shareholders, as well as for increasing competitiveness in the marketplace whereas Revenue Management has emerged as a significant domain of practice and research for managing demand. Today, Revenue Management education is now a mainstream subject in hospitality management education programs but is still a relative new field compared to marketing, decision making or human resources management. This learning and educating perspective revenue management deserve more attention from practitioners, teachers and researchers. Please visit the journal website to read the full submission guidelines: [www.palgrave-journals.com/rpm/](http://www.palgrave-journals.com/rpm/)

The deadline for abstract submissions is **1<sup>st</sup> November 2015**.

## INFORMS Revenue Management and Pricing Section Prize

The INFORMS Revenue Management and Pricing Section Prize is awarded for the best contribution to the science of pricing and revenue management published in English. The prize includes a certificate and a cash award. The prize is awarded each year at the INFORMS Annual Meeting if there is a suitable recipient. Papers that are eligible may be resubmitted the next year. Published work must meet the following requirements to be eligible for the INFORMS Revenue Management and Pricing Section Prize:

- It must be in the form of a paper, a book, or a group of papers or books.
- It must be on the topic of pricing/revenue management.
- It must have been published in one of the preceding five years or, in the case of a group, at least one member of the group must have been published in one of those years. For example, for the prize awarded in year 2015, at least one of the publications must have appeared in one of the years 2010 through 2014. (An exception to this rule is stated below.)
- It must be written in the English language.
- It must have appeared in the open literature.

Books or papers may be case histories, reports of research representing new results, or primarily synthesis. For any nominated set (group of either articles or books) published over more than one year, it is expected that



each element in the set is part of one continuous effort, such as a multi-year project or a continuously written, multi-volume book.

To recognize works published earlier than 2000, the prize committee may also, at its discretion, award a separate prize for historical works. At most one such prize may be awarded each year. The requirements and evaluation criteria for the Historical Works Prize are identical to those stated above for the regular prize with the exception that i) only the committee's members may nominate such works, and ii) there is no 5-year window of eligibility; rather, any work published prior to 2000 may be considered. The committee may also choose not to award a historical works prize. Indeed, it is anticipated that awarding of the Historical Works Prize will become less common over time.

The committee consists of 3 members, including a chair, each serving on the committee for 2 years if possible. This year the committee is: Omar Besbes (Columbia), William L. Cooper, Chair (Minnesota), Darius Walczak (PROS)

To be eligible for consideration, each book or paper must be nominated to the committee. Anyone may make nominations. The Committee will use the following criteria in making judgments:

- The extent to which the contribution advances the state of the art of pricing and revenue management.
- The originality of the ideas or methods.
- The new areas of application it opens up.
- The degree to which existing theory or method is unified or simplified.
- The clarity and excellence of the exposition.
- The degree to which the contribution provides value for future applications, or enables improved practice.

## Application Process

A nomination consists of:

- A nominating letter specifying the work being nominated and explaining why it is deserving of the INFORMS Revenue Management and Pricing Section Prize. Nominating letters must include the titles of paper(s) or book(s), author(s), and the place and date of publication.
- Supporting letters, if desired. Supporting statements bearing on the worth of the publication in terms of the six criteria above will be very helpful, but are not required.
- Six copies of the work. In case of journal articles, it is sufficient to submit a pdf file containing the paper(s).

The submission deadline is **August 21, 2015**. Nominations should be sent, or in the case of electronic submission, emailed to the chair of the committee at the address below.

## Whom to contact

2015 Prize Committee Chair:

William L. Cooper

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