



The Newsletter of the INFORMS Revenue Management and Pricing Section

Fall 2017

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Message from the Section Chair

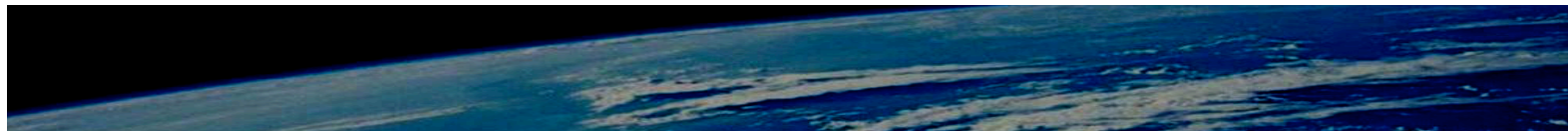
This is a brief newsletter where first and foremost I would like to remind RMP Section members of the upcoming INFORMS Annual Conference in Houston, Texas. I specially want to draw your attention to the Section's annual business meeting, to be held on Monday October 23rd at 6:15 pm in the Convention Center – Room 342D, Level 3. See for yourself how the Section is doing, where you can help and get involved.

A quick update on recent event follows. Our annual elections finished on September 15th. I would like to specially thank Omar Besbes (Columbia University) for chairing the Nominating Committee and finding the candidates. As it is regularly done, two officer and one board member positions were elected. The candidates received votes from 156 Section members. The winners will be officially introduced in our business meeting. This is also where my term as chair will end and Dan Zhang (University of Colorado) will take over the duties of leading the Section.

The agenda of the business meeting is included below. I take the opportunity to thank again the committee members of the two prizes that will be announced during the meeting: the Section Award, chaired by Vivek Farias (MIT), and including Yossi Aviv (Tel Aviv University) and Hamid Nazerzadeh (USC); and the Dissertation Award, chaired by Georgia Perakis (MIT), and including Rene Caldentey (Chicago Booth) and Ilan Lobel (NYU Stern). The winners of the Practice Award, announced during the RMP Conference in June, will also be receiving their plaques from the committee chair, Bob Phillips. Markus Ettl, Pavithra Harsha, and Shivaram Subramanian (IBM), and Joline Uichanco (Michigan Ross) were awarded for their submission "Omni-channel markdown optimization".

Another topic of discussion will be the proposal of a couple of minor changes to the RMP Policies and Procedures Manual, mostly dealing with the awards. The current version of the manual, dated November 14 2016, is available from our INFORMS Connect website (<http://connect.informs.org/rmp/bylaws>). The proposed changes are as follows:

- Explicitly include the possibility that the respective award committees give a runner-up award (at their discretion) consisting of a plaque (no cash).
- Make the Practice Award biannual and raise the cash reward from \$1000 to \$2000 as a means to encourage more submissions



Your attendance and voice is important to keep improving our regulations towards a better Section (and hopefully soon, Society).

The business meeting will start with a wine and cheese reception, and should provide enough of a break from the record-breaking of 59 RMP cluster sessions and 239 talks to choose from, besides the usual OR-related hustle and bustle of the annual conference. This year's cluster chairs: Dana Popescu (Darden School of Business), Ruxian Wang (Johns Hopkins), and Wei Wang (PROS) have done an outstanding job organizing it. The cluster is sponsored every year by our Section and organizing it is one of its most important functions. We are looking for volunteers to take care of this task for the INFORMS 2018 Annual conference and I am sure that Dana, Ruxian and Wei will make it much less of a burden by sharing their experience with those who come forward.

So take a look at the program, pick the sessions to attend, and don't forget about the business meeting!

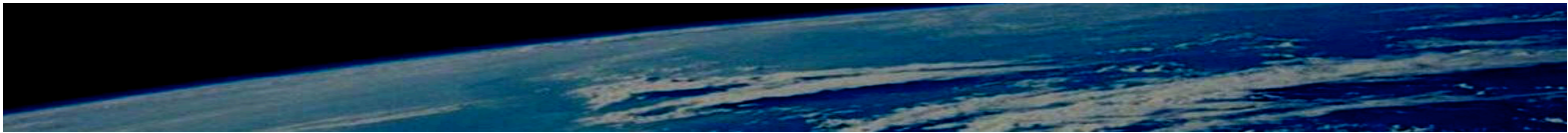
See you in Houston!

Gustavo Vulcano
School of Business, Universidad Torcuato di Tella,
Buenos Aires, Argentina

Annual INFORMS RMP Section Business Meeting

The time of the INFORMS Annual Conference is also the time for the Section's main annual business meeting. There will be some formal procedures to cover and follow-up reports on the topics from the half-time update (provided at the open Board meeting during the June RMP conference in Amsterdam). This year the business meeting will take place on Monday October 23rd at 6:15 pm in the Convention Center – Room 342D, Level 3. The meeting will be preceded by a wine and cheese reception. Here are the main agenda points:

- State of the Section report
 - General
 - Finances
 - Membership
- Award presentations
- Introduction of the new officers of the Board
- Other Business:
 - Changes to the RMP Policies and Procedures Manual
 - RMP 2018 conference presentation
 - Report on journal matters
- Discussion



RMP Section – How to Join

To join INFORMS and our community, or if you are already an INFORMS member and want to join our community, follow this [link](#), or print and submit the [membership application](#). Make sure to select the Revenue Management and Pricing Section as part of your INFORMS Communities Selection. To join our community without joining INFORMS, please call INFORMS at 1-800-4INFORMS.

Current annual fees:

- For INFORMS members
 - Regular: \$15
 - Students: \$5
 - Retired: \$5
- For non-members: \$20

Benefits of Membership

As a member of the Section, you will receive our [newsletter](#) with the latest information about section conferences, prizes, and other activities. You will also be eligible for a 50% reduction in the subscription rate for the [Journal of Revenue and Pricing Management](#) – a savings of \$117 – while joining the Section costs \$15 only (with or without the regular INFORMS membership). Section members now receive a discount off the registration fees for the [Annual Section Conference](#) and the [Marketplace Innovation Workshop](#). Only Section members can receive announcements via the Section's List Server. In the future, only the Section members will be able to access portions of the Website by logging in with their INFORMS username and password; one such portion of the website is [Job postings](#) page.