

Quarterly Newsletter of the INFORMS Revenue Management and Pricing Section

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Message from the Chair

We are excited that many of you will be attending the upcoming 7th Annual INFORMS Revenue Management and Pricing Section Conference in Barcelona June 28-29 at the Universitat Pompeu Fabra. The organizing committee, headed by Professor Kalyan Talluri, has prepared an exciting scientific program with 63 talks from leading academicians and practitioners. Dr. Xavier Vives, Professor of Economics and Financial Management at the IESE Business School, and Bruno Matheu, Executive Vice President of Marketing and Network Management at Air France, will be the keynote speakers. Additionally, conference sponsor Vueling.com is offering (almost) free airline tickets to a limited number of students. For more information about the conference, please refer to www.econ.upf.edu/informs/.

I also would like to mention two other academic conferences that will have sizable revenue management and pricing clusters: the Joint EUROPT-OMS Meeting 2007, July 4-7, in Prague, Czech Republic (<http://cio.umh.es/europt-oms/>), and the INFORMS Annual Meeting, November 4-7, in Seattle, Washington (<http://meetings.informs.org/Seattle07/>).

The Section's Board has been working with the leadership of INFORMS, the leadership of the Journal of Revenue and Pricing Management, and the management of Palgrave Macmillan in order to further formalize the ties between the Section and the Journal. I am glad to share that we've made tremendous progress in this direction. We are hoping to continue to improve the quality of the Journal and make it a premier outlet in our community for the dissemination of scholarly research and state-of-the-art practice of pricing and revenue management. Your help in submitting quality papers to the Journal, your continued participation in the refereeing process, and your efforts to increase subscriptions to the journal are much appreciated.

We are still working diligently to increase the membership of the Section. We are kindly requesting your help in convincing your friends and colleagues who are interested in the area of pricing and revenue management to become members of the Section. Academicians, please encourage students in your departments to join.

To join the Revenue Management and Pricing Section, print and submit the membership application form available from the front page of the Section's website <http://revenue-mgt.section.informs.org/>. Members of the Section receive our quarterly newsletter with the latest information about conferences, prizes, and other activities. You will also benefit from a 40 percent discount in the subscription rate for the Journal of Revenue and Pricing Management - a savings of over \$70 - while joining the Section costs \$15 or less (\$5 for students, \$8 for INFORMS members, and \$15 for non-INFORMS members).

Finally, we intend to spearhead an effort to attract corporate sponsorship for the Section and we will be approaching the industry members of the Section for help. We of course welcome any suggestions from you on how to optimally price various levels of corporate sponsorship :-).

Please do not hesitate to contact me or any member of the Section's board with questions, feedback or suggestions. Have a nice summer.

Best regards,
Soulaymane Kachani
Section Chair

7th Annual RM&P Conference Showcases Three Tracks Over Two Days

In keeping with its distinguished history, the 7th Annual INFORMS Revenue Management and Pricing Section Conference, to be held in Barcelona June 28-29, will offer a variety of presentations representing the forefront of theory and practice. Topics include customer behavior and demand models, the effects of cooperation and competition, joint pricing and inventory decisions, and many others. For more information about the conference, including registration, accommodations, and the meeting agenda, see www.econ.upf.edu/informs/.

3rd Annual Revenue Management and Price Optimization Conference in Atlanta

Georgia Tech and Revenue Analytics will host the Third Annual Revenue Management and Price Optimization Conference. This year's conference, entitled Revenue Management and the Analytics Explosion, will take place October 2-3 in Midtown Atlanta at the Georgia Tech Global Learning Center.

The Revenue Management and Price Optimization conference provides a unique opportunity for business leaders, researchers and service providers to exchange ideas about the latest developments in Revenue Management business practice and technology. The carefully constructed agenda features three keynote addresses, panel discussions, breakout sessions, and numerous networking opportunities, as well as a full day of educational workshops.

For more information, visit www.revenuemanagementconference.com.

Call for Abstracts

There is still time to participate in the Revenue Management and Pricing Section cluster of sponsored presentations at the INFORMS Annual Meeting this November in Seattle, but you need to hurry! Contact cluster organizer Georgia Perakis (georgiap@mit.edu) or Robert Phillips (robert.phillips@nomissolutions) for more information by May 11.

Call for Nominations

Nominations are now being sought for Vice Chair/Chair Elect and one open board position. The Vice Chair/Chair Elect will serve three years, one as Vice Chair, one as Chair, and one as a board member, while the board member will serve a term of two consecutive years. Duties will commence at the 2007 INFORMS Annual Meeting, and the elected individuals must be members of INFORMS and the RM&P Section at that time. Nominations are being accepted now through August 1, 2006. To submit a nomination, contact the committee chair, Andy Boyd, at aboyd@prospricing.com.

Journal of Revenue and Pricing Management

The Journal of Revenue and Pricing Management is published by Palgrave Macmillan, a global academic publisher and part of the MacMillan group, the United Kingdom's largest independent publisher. The journal carries timely, relevant articles drawn from both industry applications and academic research. Members of the RM&P Section are entitled to significantly reduced subscription rates. To learn more about the journal, visit www.palgrave-journals.com/rpm/.

Job and Internship Listings

Job and internship listings can be posted on the RM&P web page. This service is presently free of charge. To view listings, see <http://revenue-mgt.section.informs.org/jobs.html>. For information about placing a listing, contact Andy Boyd at aboyd@prospricing.com.

Corporate Sponsorship Opportunities

Your organization can help sponsor Section activities and have its name prominently associated with the premier organization for quantitative pricing and revenue management. To learn more, contact Soulaymane Kachani at kachani@ieor.columbia.edu.