

## **Quarterly Newsletter of the INFORMS Revenue Management and Pricing Section**

**April 2009**

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### **Message from the Chair**

I wish to take this opportunity to update you on the Section initiative which relates to the organization and dissemination of material for teaching revenue management and quantitative pricing to undergraduate and graduate students, as well as for practitioner and executive education oriented courses. For now, time has been spent reviewing content management systems and drafting proposals related to potential ways to solicit, organize, store and disseminate this information. We have also reached an agreement with Columbia University to host the site and provide some financial and technical support for its ongoing maintenance and management. The hope is to reach out to the community in the summer with a request for material and a concrete proposal on how the site is to be structured and operated.

Hope to see many of you in the upcoming INFOMRS Revenue Management and Pricing Section Conference to be held in June at Northwestern University in Evanston, IL.

If you have any questions, feedback or suggestions, please do not hesitate to contact me or any member of the Section Board.

Sincerely,  
Costis Maglaras  
[c.maglaras@gsb.columbia.edu](mailto:c.maglaras@gsb.columbia.edu)

### **9th Annual INFORMS Revenue Management and Pricing Section Conference**

Don't miss the 9th Annual INFORMS Revenue Management and Pricing Section Conference. The conference will be held June 22nd & 23rd at Northwestern University in Evanston, Illinois and registration is available at the [following web site](#).

### **Call for Nominations for Section Officer and Board Member Positions**

Nominations are now being sought for Vice Chair/Chair Elect, Secretary/Treasurer, 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. The Secretary/Treasurer will serve a term of one year. The board member will serve a term of two consecutive years. Duties will commence at the 2009 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, 2009. To submit a nomination, contact nomination committee members, John Quillinan ([John.Quillinan@disney.com](mailto:John.Quillinan@disney.com)), Costis Maglaras ([c.maglaras@gsb.columbia.edu](mailto:c.maglaras@gsb.columbia.edu)) or Rob Shumsky ([Robert.A.Shumsky@tuck.dartmouth.edu](mailto:Robert.A.Shumsky@tuck.dartmouth.edu)).

### **Call for Nominations for Revenue Management and Pricing Section Prize**

Nominations are now being sought for the 2009 Revenue Management and Pricing Section prize, which is awarded for the best contribution to the science of pricing and revenue management published in English. To be eligible, the work must be in the form of a paper, a book, or a group of papers or books, on the topic of pricing/ revenue management, and have been published in the past five years.

To nominate work, the nominator should submit the following to Rene Caldentey ([rcaldent@stern.nyu.edu](mailto:rcaldent@stern.nyu.edu)), committee chair, by September 1, 2009 :

1. A nominating letter specifying the work being nominated and explaining why it is deserving of the prize. Nominating letters must include the titles of paper(s) or book(s), author(s), and the place and date of publication.
2. 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.
3. Six copies of the work. In case of journal articles, it is sufficient to submit a pdf file containing the paper.

### **Call for Abstracts for INFORMS Annual Conference**

Don't delay, you have until May 15 to [submit abstracts](#) for the 2009 INFORMS Annual meeting in San Diego. During the 2008 INFORMS annual meeting, we had 140 RM&P presentations- help us beat that number this year!

5th Annual Revenue Management and Price Optimization Conference in Atlanta Georgia Tech and Revenue Analytics will host the Fifth Annual Revenue Management and Price Optimization Conference. This year's conference, "Rebound! Play for Position", will take place October 6 - 7 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](http://www.revenuemanagementconference.com).

### **News from the Journal of Revenue and Pricing Management**

The Journal of Revenue and Pricing Management has just published a special issue on Distribution and Revenue Management. This double issue has been guest edited by Ben Vinod of Sabre Holdings. Check out [the table of contents and read the editorial](#).

The issue is also the topic of the first in a series of podcasts on revenue and pricing. Listen to the full interview between Ben Vinod and Addison Schonland of IAG at [this link](#).

The next issue (Volume 8.4), to be published this summer, is a special partial issue guest edited by Gina Morello and will contain the best papers from the AGIFORS Revenue Management Conference. [Sign up for Journal e-alerts](#) and be among the first to see the table of contents from this issue.

Receive the Journal at the special RM&P members' annual rate (\$120) rather than the standard \$223. To receive the reduced rate, download and mail the [subscription form](#) available [here](#).

To learn more about the Journal, visit [www.palgrave-journals.com/rpm/](http://www.palgrave-journals.com/rpm/)

### **Corporate Sponsorship Opportunities**

There are still opportunities for your organization to sponsor section activities - these include but are not limited to sponsoring the section's web site or sponsoring a coffee break the upcoming Northwestern conference. Sponsoring a RM section initiative prominently associates your organization with the premier organization for quantitative pricing and revenue management. To learn more, contact Maarten Oosten at [moosten@prospricing.com](mailto:moosten@prospricing.com)

For more information about the Revenue Management and Pricing Section, see our website at <http://revenue-mgt.section.informs.org/>

Any comments/ questions/ suggestions for the next newsletter? Please contact Carrie Queenan at [c\\_queenan@nd.edu](mailto:c_queenan@nd.edu).