

Bibliography

- Agresti, A. (2002). *Categorical Data Analysis* (2nd ed.). Hoboken, New Jersey: Wiley.
- Baker, T. and N. N. Murthy (2005). Viability of auction-based revenue management in sequential markets. *Decision Sciences* 36(2), 259–286.
- Balachandran, K. R. and M. E. Schaefer (1981). Optimal acceptance of job orders. *International Journal of Production Research* 19(2), 195–200.
- Balakrishnan, N., J. W. Patterson, and S. V. Sridharan (1996). Rationing capacity between two product classes. *Decision Sciences* 27(2), 185–214.
- Balakrishnan, N., J. W. Patterson, and V. Sridharan (1999). Robustness of capacity rationing policies. *European Journal of Operational Research* 115, 328–338.
- Barut, M. and V. Sridharan (2005). Revenue management in order-driven production systems. *Decision Sciences* 36(2), 287–316.
- Burden, R. L. and J. D. Faires (1997). *Numerical Analysis* (6th ed.). Pacific Grove, California: Brooks/Cole.
- Caldentey, R. (2001). *Analyzing the Make-to-Stock Queue in the Supply Chain and eBusiness Settings*. Ph. D. thesis, Massachusetts Institute of Technology, Cambridge, Massachusetts.
- Carr, S. and I. Duenyas (2000). Optimal admission control and sequencing in a make-to-stock/make-to-order production system. *Operations Research* 48(5), 709–720.
- Chan, L. M. A., Z. J. Shen, D. Simchi-Levi, and J. L. Swann (2004). Coordination of pricing and inventory decisions: A survey and classification. In D. Simchi-Levi, S. D. Wu, and Z.-J. Shen (Eds.), *Handbook of Quantitative Supply Chain Analysis*, Berlin. Springer.

- Chan, L. M. A., D. Simchi-Levi, and J. L. Swann (2003). Dynamic pricing strategies for manufacturing with stochastic demand and discretionary sales. Working paper.
- Chen, H. and M. Z. Frank (2001). State dependent pricing with a queue. *IIE Transactions* 33, 847–860.
- Conover, W. J. (1999). *Practical Nonparametric Statistics* (3rd ed.). New York: Wiley.
- Cross, R. G. (1997). *Revenue Management: Hardcore Tactics for Market Domination*. New York: Broadway Books.
- D'Agostino, R. B. and M. A. Stephens (1986). *Goodness-Of-Fit Techniques*. New York: Dekker.
- Defregger, F. and H. Kuhn (2004). Revenue management in manufacturing. In Ahr, D. et al. (Ed.), *Operations Research Proceedings 2003*, Berlin, pp. 17–22. Springer.
- Defregger, F. and H. Kuhn (2007). Revenue management for a make-to-order company with limited inventory capacity. *OR Spectrum* 29(1), 137–156.
- Duenyas, I. (1995). Single facility due date setting with multiple customer classes. *Management Science* 41(4), 608–619.
- Duenyas, I. and W. J. Hopp (1995). Quoting customer lead times. *Management Science* 41(1), 43–57.
- Easton, F. F. and D. R. Moodie (1999). Pricing and lead time decisions for make-to-order firms with contingent orders. *European Journal of Operational Research* 116, 305–318.
- Elimam, A. A. and B. M. Dodin (2001). Incentives and yield management in improving productivity of manufacturing facilities. *IIE Transactions* 33, 449–462.
- Gallego, G. and G. van Ryzin (1997). A multi-product dynamic pricing problem and its applications to network yield management. *Operations Research* 45, 24–41.
- Gallien, J. and L. M. Wein (2005). A smart market for industrial procurement with capacity constraints. *Management Science* 51(1), 76–91.

- Harris, F. H. d. and J. P. Pinder (1995). A revenue management approach to demand management and order booking in assemble-to-order manufacturing. *Journal of Operations Management* 13(4), 299–309.
- Kapuscinski, R. and S. Tayur (2000). Dynamic capacity reservation in a make-to-order environment. Working paper.
- Keilson, J. (1970). A simple algorithm for contract acceptance. *Opsearch* 7, 157–166.
- Keskinocak, P., R. Ravi, and S. Tayur (2001). Scheduling and reliable lead-time quotation for orders with availability intervals and lead-time sensitive revenues. *Management Science* 47(2), 264–279.
- Kimes, S. E. (1989). Yield management: A tool for capacity-constrained service firms. *Journal of Operations Management* 8(4), 348–363.
- Kniker, T. S. and M. H. Burman (2001). Applications of revenue management to manufacturing. In *Third Aegean International Conference on Design and Analysis of Manufacturing Systems, May 19–22, 2001, Timos Island, Greece*, Thessaloniki, Greece, pp. 299–308. Editions Ziti.
- Kuhn, H. and F. Defregger (2005). Revenue Management in der Sachleistungswirtschaft. Eine empirische Untersuchung am Beispiel der Papier-, Stahl- und Aluminiumindustrie. Discussion Papers of the Faculty of Business Administration and Economics, Ingolstadt, Nr. 171. Catholic University Eichstätt-Ingolstadt.
- Kulkarni, V. G. (1999). *Modeling, Analysis, Design, and Control of Stochastic Systems*. New York: Springer.
- Law, A. M. and W. D. Kelton (2000). *Simulation Modeling and Analysis* (3rd ed.). Boston: McGraw-Hill.
- L’Ecuyer, P. (1999). Good parameters and implementations for combined multiple recursive random number generators. *Operations Research* 47(1), 159–164.
- L’Ecuyer, P. (2001). Software for uniform random number generation: Distinguishing the good and the bad. In B. A. Peters, J. S. Smith, D. J. Medeiros, and M. W. Rohrer (Eds.), *Proceedings of the 2001 Winter Simulation Conference*, pp. 95–105.
- Lippman, S. A. (1975). Applying a new device in the optimization of exponential queuing systems. *Operations Research* 23(4), 687–710.

- Lippman, S. A. and S. M. Ross (1971). The streetwalker's dilemma: A job shop model. *SIAM Journal on Applied Mathematics* 20(3), 336–342.
- Low, D. W. (1974). Optimal dynamic pricing policies for an M/M/s queue. *Operations Research* 22(3), 545–561.
- Matsui, M. (1982). Job-shop model: a M/(G,G)/1(N) production system with order selection. *International Journal of Production Research* 20(2), 201–210.
- Matsui, M. (1985). Optimal order-selection policies for a job shop production system. *International Journal of Production Research* 23(1), 21–31.
- McGill, J. I. and G. J. van Ryzin (1999). Revenue management: Research overview and prospects. *Transportation Science* 33(2), 233–256.
- Miller, B. L. (1969). A queueing reward system with several customer classes. *Management Science* 16(3), 234–245.
- Missbauer, H. (2003). Optimal lower bounds on the contribution margin in the case of stochastic order arrival. *OR Spectrum* 25(4), 497–519.
- Patterson, J. W., N. Balakrishnan, and Sridharan (1997). An experimental comparison of capacity rationing models. *International Journal of Production Research* 35(6), 1639–1649.
- Puterman, M. L. (1994). *Markov Decision Processes*. New York: Wiley.
- R Development Core Team (2007). *R: A Language and Environment for Statistical Computing*. Vienna: R Foundation for Statistical Computing. <http://www.R-project.org>.
- Seneta, E. (1993). Probability inequalities and Dunnett's test. In F. M. Hoppe (Ed.), *Multiple Comparisons, Selection and Application in Biometry*, New York, pp. 29–45. Dekker.
- Smith, B. C., J. F. Leimkuhler, and R. M. Darrow (1992). Yield management at american airlines. *Interfaces* 22, 8–31.
- Stewart, W. J. (1994). *Introduction to the Numerical Solution of Markov Chains*. Princeton, New Jersey: Princeton University Press.
- Swann, J. L. (1999). Flexible pricing policies: Introduction and a survey of implementation in various industries. Technical Report CR-99/04/ESL, Northwestern University, Evanston, Illinois.

- Swann, J. L. (2001). *Dynamic Pricing Models to Improve Supply Chain Performance*. Ph. D. thesis, Northwestern University, Evanston, Illinois.
- Talluri, K. T. and G. J. van Ryzin (2004). *The Theory and Practice of Revenue Management*. Boston: Kluwer.
- Thode, H. C. (2002). *Testing for Normality*. New York: Dekker.
- Tijms, H. C. (1994). *Stochastic models: an algorithmic approach*. Chichester, United Kingdom: Wiley.
- Watanapa, B. and A. Techanitisawad (2005). Simultaneous price and due date settings for multiple customer classes. *European Journal of Operational Research* 166, 351–368.
- Wendell, J. P. and J. Schmee (2001). Likelihood confidence intervals for proportions in finite populations. *The American Statistician* 55(1), 55–61.
- Wong, J.-T., F. S. Koppelman, and M. S. Daskin (1993). Flexible assignment approach to itinerary seat allocation. *Transportation Research* 27B, 33–48.
- Ziya, S., A. Hayriye, and R. D. Foley (2006). Optimal prices for finite capacity queueing systems. *Operations Research Letters* 34, 214–218.