

Volume 61, Issue 9, September 2015

[Add to Favorites](#) | [Track Citation](#) | [View Abstracts](#) | [Download Citation](#) | [Email](#)

[Select All](#)

Management Insights

Management Insights

Michael F. Gorman

61(9), pp. iv–vi

Published Online: September 10, 2015

10.1287/mnsc.2015.2310

[Citation](#) | [Full Text](#) | [PDF \(88 KB\)](#) | [Permissions](#)

Management Science Service Awards

2015 Management Science Service Awards

61(9), pp. 2013–2015

Published Online: September 10, 2015

10.1287/mnsc.2015.2311

[Citation](#) | [Full Text](#) | [PDF \(48 KB\)](#) | [Permissions](#)

Research Articles

Do Women Avoid Salary Negotiations? Evidence from a Large-Scale Natural Field Experiment

Andreas Leibbrandt, John A. List

61(9), pp. 2016–2024

Published Online: September 8, 2014

10.1287/mnsc.2014.1994

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(172 KB\)](#) | [Permissions](#)

Threshold Effects in Online Group Buying

Jiahua Wu, Mengze Shi, Ming Hu

61(9), pp. 2025–2040

Published Online: December 22, 2014

10.1287/mnsc.2014.2015

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(414 KB\)](#) | [Supplemental](#) | [Permissions](#)

Do Tips Increase Workers' Income?

Oz Shy

61(9), pp. 2041–2051

Published Online: September 10, 2014

10.1287/mnsc.2014.1976

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(230 KB\)](#) | [Permissions](#)

A Dollar for Your Thoughts: Feedback-Conditional Rebates on eBay

Luís Cabral, Lingfang (Ivy) Li

61(9), pp. 2052–2063

Published Online: March 13, 2015

10.1287/mnsc.2014.2074

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(312 KB\)](#) | [Supplemental](#) | [Permissions](#)

Branding Conspicuous Goods: An Analysis of the Effects of Social Influence and Competition

Wilfred Amaldoss, Sanjay Jain

61(9), pp. 2064–2079

Published Online: March 26, 2015

10.1287/mnsc.2014.2078

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(233 KB\)](#) | [Supplemental](#) | [Permissions](#)

Global Dual Sourcing and Order Smoothing: The Impact of Capacity and Lead Times

Robert N. Boute, Jan A. Van Mieghem

61(9), pp. 2080–2099

Published Online: October 17, 2014

10.1287/mnsc.2014.1992

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(602 KB\)](#) | [Supplemental](#) | [Permissions](#)

Advance Selling: Effects of Interdependent Consumer Valuations and Seller's Capacity

Man Yu, Roman Kapuscinski, Hyun-Soo Ahn

61(9), pp. 2100–2117

Published Online: February 27, 2015

10.1287/mnsc.2014.2047

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(547 KB\)](#) | [Supplemental](#) | [Permissions](#)

An Empirical Investigation of Dynamic Ordering Policies

Chad R. Larson, Danko Turcic, Fuqiang Zhang

61(9), pp. 2118–2138

Published Online: March 12, 2015

10.1287/mnsc.2014.2077

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(1081 KB\)](#) | [Permissions](#)

Resource Allocation Decisions Under Imperfect Evaluation and Organizational Dynamics

Jochen Schlapp, Nektarios Oraopoulos, Vincent Mak

61(9), pp. 2139–2159

Published Online: January 23, 2015

10.1287/mnsc.2014.2083

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(328 KB\)](#) | [Permissions](#)

Founder or Joiner? The Role of Preferences and Context in Shaping Different Entrepreneurial Interests

Michael Roach, Henry Sauermann

61(9), pp. 2160–2184

Published Online: April 21, 2015

10.1287/mnsc.2014.2100

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(354 KB\)](#) | [Permissions](#)

Long-Term Strategic Asset Allocation: An Out-of-Sample Evaluation

Bart Diris, Franz Palm, Peter Schotman

61(9), pp. 2185–2202

Published Online: July 11, 2014

10.1287/mnsc.2014.1924

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(408 KB\)](#) | [Supplemental](#) | [Permissions](#)

Asset Pricing in a Monetary Economy with Heterogeneous Beliefs

Benjamin Croitoru, Lei Lu

61(9), pp. 2203–2219

Published Online: October 3, 2014

10.1287/mnsc.2014.1968

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(295 KB\)](#) | [Permissions](#)

Collateral Valuation and Borrower Financial Constraints: Evidence from the

Residential Real Estate Market

Sumit Agarwal, Itzhak Ben-David, Vincent Yao

61(9), pp. 2220–2240

Published Online: January 13, 2015

10.1287/mnsc.2014.2002

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(215 KB\)](#) | [Permissions](#)

Do I Follow My Friends or the Crowd? Information Cascades in Online Movie Ratings

Young-Jin Lee, Kartik Hosanagar, Yong Tan

61(9), pp. 2241–2258

Published Online: April 15, 2015

10.1287/mnsc.2014.2082

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(489 KB\)](#) | [Permissions](#)

The Effect of Self-Control on the Construction of Risk Perceptions

Jayson S. Jia, Uzma Khan, Ab Litt, *deceased*

61(9), pp. 2259–2280

Published Online: April 17, 2015

10.1287/mnsc.2014.2098

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(381 KB\)](#) | [Supplemental](#) | [Permissions](#)
