

## Research Articles

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- How Do Delay Announcements Shape Customer Behavior? An Empirical Study**  
Qiuping Yu, Gad Allon, Achal Bassamboo  
63(1), pp. 1–20  
Published Online: March 8, 2016  
10.1287/mnsc.2015.2335  
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(371 KB\)](#) | [Supplemental](#) | [Permissions](#)

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- The Role of Sales Agents in Information Disclosure: Evidence from a Field Experiment**  
Hunt Allcott, Richard L. Sweeney  
63(1), pp. 21–39  
Published Online: February 16, 2016  
10.1287/mnsc.2015.2327  
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(395 KB\)](#) | [Supplemental](#) | [Permissions](#)

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- On the Effectiveness of Uniform Subsidies in Increasing Market Consumption**  
Retsef Levi, Georgia Perakis, Gonzalo Romero  
63(1), pp. 40–57  
Published Online: March 2, 2016  
10.1287/mnsc.2015.2329  
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(526 KB\)](#) | [Supplemental](#) | [Permissions](#)

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- Gain Without Pain: The Extended Effects of a Behavioral Health Intervention**  
Daniel Mochon, Janet Schwartz, Josiase Maroba, Deepak Patel, Dan Ariely  
63(1), pp. 58–72  
Published Online: February 16, 2016  
10.1287/mnsc.2015.2322  
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- Person–Organization Fit and Incentives: A Causal Test**  
Ola Andersson, Marieke Huysentruyt, Topi Miettinen, Ute Stephan  
63(1), pp. 73–96  
Published Online: February 29, 2016  
10.1287/mnsc.2015.2331  
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- Evidence on the Presence of Representativeness Bias in Investor Interpretation of Consistency in Sales Growth**  
Anwer S. Ahmed, Irfan Safdar  
63(1), pp. 97–113  
Published Online: March 7, 2016  
10.1287/mnsc.2015.2326  
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(299 KB\)](#) | [Permissions](#)

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- Determinants and Trading Performance of Equity Deferrals by Corporate Outside Directors**  
Francesca Franco, Christopher D. Ittner, Oktay Urcan  
63(1), pp. 114–138  
Published Online: March 1, 2016  
10.1287/mnsc.2015.2332  
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- Pricing Variation Within Dual-Distribution Chains: The Different Implications of Externalities and Signaling for High- and Low-Quality Brands**  
Arturs Kalnins  
63(1), pp. 139–152  
Published Online: February 22, 2016  
10.1287/mnsc.2015.2334  
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(304 KB\)](#) | [Permissions](#)

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- Portfolio Analysis Using Stochastic Dominance, Relative Entropy, and Empirical Likelihood**  
Thierry Post, Valerio Poti  
63(1), pp. 153–165  
Published Online: March 2, 2016  
10.1287/mnsc.2015.2325  
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(728 KB\)](#) | [Permissions](#)

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-   **Do Preference Reversals Disappear When We Allow for Probabilistic Choice?**  
Graham Loomes, Ganna Pogrebna  
63(1), pp. 166–184  
Published Online: March 14, 2016  
10.1287/mnsc.2015.2333  
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(3191 KB\)](#) | [Supplemental](#)

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- The Determinants and Impact of Executive-Firm Matches**  
Yihui Pan  
63(1), pp. 185–200  
Published Online: December 18, 2015

10.1287/mnsc.2015.2278

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**Fire Sales and House Prices: Evidence from Estate Sales Due to Sudden Death**

Steffen Andersen, Kasper Meisner Nielsen

63(1), pp. 201 –212

Published Online: February 18, 2016

10.1287/mnsc.2015.2292

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**Old Age and the Decline in Financial Literacy**

Michael S. Finke, John S. Howe, Sandra J. Huston

63(1), pp. 213 –230

Published Online: January 21, 2016

10.1287/mnsc.2015.2293

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**The Effect of Board Directors from Countries with Different Genetic Diversity Levels on Corporate Performance**

Manthos D. Delis, Chrysovalantis Gaganis, Iftekhar Hasan, Fotios Pasiouras

63(1), pp. 231 –249

Published Online: January 8, 2016

10.1287/mnsc.2015.2299

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**When Retailing and Las Vegas Meet: Probabilistic Free Price Promotions**

Nina Mazar, Kristina Shampanier, Dan Ariely

63(1), pp. 250 –266

Published Online: March 2, 2016

10.1287/mnsc.2015.2328

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**Product Policy in Markets with Word-of-Mouth Communication**

David Godes

63(1), pp. 267 –278

Published Online: May 11, 2016

10.1287/mnsc.2015.2330

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