

Select All

Research Articles

- When Waiting to See a Doctor Is Less Irritating: Understanding Patient Preferences and Choice Behavior in Appointment Scheduling**
Nan Liu, Stacey R. Finkelstein, Margaret E. Kruk, David Rosenthal
64(5), pp. 1975–1996
Published Online: April 5, 2017
<https://doi.org/10.1287/mnsc.2016.2704>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(416 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Are Immigrants Complements or Substitutes? Evidence from the Audit Industry**
Daniel Aobdia, Anup Srivastava, Erqiu Wang
64(5), pp. 1997–2012
Published Online: April 19, 2017
<https://doi.org/10.1287/mnsc.2016.2707>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(578 KB\)](#) | [Permissions](#)

- We're Number 1: Price Wars for Market Share Leadership**
Luís Cabral
64(5), pp. 2013–2030
Published Online: May 9, 2017
<https://doi.org/10.1287/mnsc.2017.2725>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(500 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Revenue-Maximizing Mechanisms with Strategic Customers and Unknown, Markovian Demand**
Alex Gershkov, Benny Moldovanu, Philipp Strack
64(5), pp. 2031–2046
Published Online: June 1, 2017
<https://doi.org/10.1287/mnsc.2017.2724>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(382 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Behavior-Based Advertising**
Qiaowei Shen, J. Miguel Villas-Boas
64(5), pp. 2047–2064
Published Online: May 11, 2017
<https://doi.org/10.1287/mnsc.2016.2719>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(386 KB\)](#) | [Permissions](#)

- Stimulating Online Reviews by Combining Financial Incentives and Social Norms**
Gordon Burtch, Yili Hong, Ravi Bapna, Vladas Griskevicius
64(5), pp. 2065–2082
Published Online: March 3, 2017
<https://doi.org/10.1287/mnsc.2016.2715>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(708 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Asset Pricing with Spatial Interaction**
Steven Kou, Xianhua Peng, Haowen Zhong
64(5), pp. 2083–2101
Published Online: February 6, 2017
<https://doi.org/10.1287/mnsc.2016.2627>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(802 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Foreign Risk, Domestic Problem: Capital Allocation and Firm Performance Under Political Instability**

Burcin Col, Art Durnev, Alexander Molchanov

64(5), pp. 2102–2125

Published Online: January 31, 2017

<https://doi.org/10.1287/mnsc.2016.2638>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(533 KB\)](#) | [Supplemental](#) | [Permissions](#)

■ **Do Consumers Take Advantage of Common Pricing Standards? An Experimental Investigation**

Robert Sugden, Jiwei Zheng

64(5), pp. 2126–2143

Published Online: March 24, 2017

<https://doi.org/10.1287/mnsc.2016.2676>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(339 KB\)](#) | [Supplemental](#) | [Permissions](#)

■ **Investor–Stock Decoupling in Mutual Funds**

Miguel A. Ferreira, Massimo Massa, Pedro Matos

64(5), pp. 2144–2163

Published Online: April 4, 2017

<https://doi.org/10.1287/mnsc.2016.2681>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(320 KB\)](#) | [Supplemental](#) | [Permissions](#)

■ **Cost Drivers of Versioning: Pricing and Product Line Strategies for Information Goods**

Ramnath K. Chellappa, Amit Mehra

64(5), pp. 2164–2180

Published Online: March 10, 2017

<https://doi.org/10.1287/mnsc.2016.2698>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(467 KB\)](#) | [Permissions](#)

■ **The Effect of Learning on Ambiguity Attitudes**

Aurélien Baillon, Han Bleichrodt, Umut Keskin, Olivier l’Haridon, Chen Li

64(5), pp. 2181–2198

Published Online: April 4, 2017

<https://doi.org/10.1287/mnsc.2016.2700>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(756 KB\)](#) | [Supplemental](#) | [Permissions](#)

■ **Multichannel Distribution Strategy: Selling to a Competing Buyer with Limited Supplier Capacity**

Zhibin (Ben) Yang, Xinxin Hu, Haresh Gurnani, Huiqi Guan

64(5), pp. 2199–2218

Published Online: April 19, 2017

<https://doi.org/10.1287/mnsc.2016.2702>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(1010 KB\)](#) | [Supplemental](#) | [Permissions](#)

■ **Reorganization and Tie Decay Choices**

Adam M. Kleinbaum

64(5), pp. 2219–2237

Published Online: April 18, 2017

<https://doi.org/10.1287/mnsc.2016.2705>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(372 KB\)](#) | [Permissions](#)

■ **Ideation–Execution Transition in Product Development: An Experimental Analysis**

Evgeny Kagan, Stephen Leider, William S. Lovejoy

64(5), pp. 2238–2262

Published Online: April 20, 2017

<https://doi.org/10.1287/mnsc.2016.2709>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(465 KB\)](#) | [Supplemental](#) | [Permissions](#)

■ **Density Dependence of Entrepreneurial Dynamics: Competition, Opportunity Cost, or Minimum Efficient Scale?**

Gorkem Aksaray, Peter Thompson

64(5), pp. 2263–2274

Published Online: May 1, 2017

<https://doi.org/10.1287/mnsc.2016.2710>

- What Calls to ARMs? International Evidence on Interest Rates and the Choice of Adjustable-Rate Mortgages**
Cristian Badarinza, John Y. Campbell, Tarun Ramadorai
64(5), pp. 2275–2288
Published Online: February 2, 2017
<https://doi.org/10.1287/mnsc.2016.2629>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(325 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Analysts' Reputational Concerns, Self-Censoring, and the International Dispersion Effect**
Chuan-Yang Hwang, Yuan Li
64(5), pp. 2289–2307
Published Online: February 24, 2017
<https://doi.org/10.1287/mnsc.2016.2642>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(349 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Portfolio Selection with Capital Gains Tax, Recursive Utility, and Regime Switching**
Jiatu Cai, Xinfu Chen, Min Dai
64(5), pp. 2308–2324
Published Online: March 2, 2017
<https://doi.org/10.1287/mnsc.2016.2650>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(548 KB\)](#) | [Permissions](#)

- Anticipated Entry and Entry Deterrence: Evidence from the American Casino Industry**
J. Anthony Cookson
64(5), pp. 2325–2344
Published Online: May 23, 2017
<https://doi.org/10.1287/mnsc.2017.2730>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(432 KB\)](#) | [Supplemental](#) | [Permissions](#)

- An Experimental Investigation of Managing Quality Through Monetary and Relational Incentives**
Andrew M. Davis, Kyle Hyndman
64(5), pp. 2345–2365
Published Online: May 11, 2017
<https://doi.org/10.1287/mnsc.2016.2716>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(427 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Choosing an n -Pack of Substitutable Products**
Edward Fox, Laura Norman, John Semple
64(5), pp. 2366–2379
Published Online: May 19, 2017
<https://doi.org/10.1287/mnsc.2017.2729>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(316 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Self-Regulation of an Unobservable Queue**
Moshe Haviv, Binyamin Oz
64(5), pp. 2380–2389
Published Online: April 27, 2017
<https://doi.org/10.1287/mnsc.2017.2728>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(323 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Collaboration and Multitasking in Networks: Prioritization and Achievable Capacity**
Itai Gurvich, Jan A. Van Mieghem
64(5), pp. 2390–2406
Published Online: May 19, 2017
<https://doi.org/10.1287/mnsc.2017.2722>
[Preview](#) | [Abstract](#) | [References](#) | [PDF \(1398 KB\)](#) | [Supplemental](#) | [Permissions](#)

- Probability Forecasts Made at Multiple Lead Times**
Eva Regnier

64(5), pp. 2407–2426

Published Online: June 8, 2017

<https://doi.org/10.1287/mnsc.2016.2720>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(575 KB\)](#) | [Permissions](#)

Optimal Price and Delay Differentiation in Large-Scale Queueing Systems

Costis Maglaras, John Yao, Assaf Zeevi

64(5), pp. 2427–2444

Published Online: February 22, 2017

<https://doi.org/10.1287/mnsc.2016.2713>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(436 KB\)](#) | [Permissions](#)

Translated Attributes as Choice Architecture: Aligning Objectives and Choices Through Decision Signposts

Christoph Ungemach, Adrian R. Camilleri, Eric J. Johnson, Richard P. Larrick, Elke U. Weber

64(5), pp. 2445–2459

Published Online: March 23, 2017

<https://doi.org/10.1287/mnsc.2016.2703>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(851 KB\)](#) | [Supplemental](#) | [Permissions](#)

Incentives for Prosocial Behavior: The Role of Reputations

Christine Exley

64(5), pp. 2460–2471

Published Online: March 24, 2017

<https://doi.org/10.1287/mnsc.2016.2685>

[Preview](#) | [Abstract](#) | [References](#) | [PDF \(757 KB\)](#) | [Supplemental](#) | [Permissions](#)
