

AGENDA
JUNE 6
MORNING

INFORMS REVENUE MANAGEMENT AND PRICING CONFERENCE

TIME	SESSION										
8:00–8:30am	Breakfast										
8:30–10:00am	<table><thead><tr><th>Track 1</th><th>Track 2</th><th>Track 3</th><th>Track 4</th><th>Track 5</th></tr></thead><tbody><tr><td>Sentao Miao, Xi Chen, Xiuli Chao, Jiaxi Liu and Yidong Zhang — Context-Based Dynamic Pricing with Online Clustering Yilun Chen and David Goldberg — A new approach to high dimensional dynamic pricing Dana Maria Pizarro, Jose Correa and Gustavo Vulcano — Bounding the Value of Observability in a Dynamic Pricing Problem Roger Lederman, Tara Mardan and Tim Jacobs — Dynamic Freight Pricing at Amazon</td><td>Zhen Xu and Van-Anh Truong — Reoptimization Algorithms for Contextual Bandits with Knapsack Constraints Hamsa Bastani, Mohsen Bayati and Khashayar Khosravi — Mostly Exploration-Free Algorithms for Contextual Bandits Shatian Wang, Zhen Xu and Van-Anh Truong — Adaptive Influencer Marketing with Intermediary Constraints Min-Hwan Oh and Garud Iyengar — Multinomial Logit Contextual Bandits</td><td>Jonathan Amar, Nicholas Renegar and Haihao Lu — The Second-Price Knapsack Problem: Near-Optimal Real Time Bidding in Internet Advertisement Diego Escobari, Paan Jindapon and Nicholas Rupp — Pricing of Bundles: The Roles of Consumers' Heterogeneity and Competition Xingxing Chen, Jacob Feldman, Seung Hwan Jung and Panos Kouvelis — The Anheuser Busch Inbev Trailer Problem: Greedy Algorithms for Online Resource Allocation and Inventory Selection Konstantinos Stouras, Jeremy Hutchison-Krupat and Raul Chao — The Role of Participation in Crowdsourcing Contests</td><td>Yiwei Chen and Cong Shi — Network Revenue Management with Online Inverse Batch Gradient Descent Method Pornpawee Bumpensanti and He Wang — A Re-solving Heuristic with Uniformly Bounded Loss for Network Revenue Management Huseyin Topaloglu, Yuhang Ma, Paat Rusmevichientong and Mika Sumida — Approximation Algorithms for Network Revenue Management Jonathan Amar and Nikolaos Trichakis — Distribution Free Algorithms in Network Revenue Management</td><td>Mustafa Dogan and Alexandre Jacquillat — A Dynamic Mechanism for On-demand Service Pooling William Cooper, Fatemeh Nosrat and Zizhuo Wang — Pricing in a Mixed Logit Demand Model with Network Effects Philipp Afèche, Zhe Liu and Costis Maglaras — A Tale of Timescales: Surge Pricing and Dynamic Matching for Hotspot Demand Shock in Ride-Hailing Networks Santiago Balseiro, Vahab Mirrokni, Renato Paes Leme and Song Zuo — Dynamic Double Auctions: Towards First Best</td></tr></tbody></table>	Track 1	Track 2	Track 3	Track 4	Track 5	Sentao Miao, Xi Chen, Xiuli Chao, Jiaxi Liu and Yidong Zhang — Context-Based Dynamic Pricing with Online Clustering Yilun Chen and David Goldberg — A new approach to high dimensional dynamic pricing Dana Maria Pizarro, Jose Correa and Gustavo Vulcano — Bounding the Value of Observability in a Dynamic Pricing Problem Roger Lederman, Tara Mardan and Tim Jacobs — Dynamic Freight Pricing at Amazon	Zhen Xu and Van-Anh Truong — Reoptimization Algorithms for Contextual Bandits with Knapsack Constraints Hamsa Bastani, Mohsen Bayati and Khashayar Khosravi — Mostly Exploration-Free Algorithms for Contextual Bandits Shatian Wang, Zhen Xu and Van-Anh Truong — Adaptive Influencer Marketing with Intermediary Constraints Min-Hwan Oh and Garud Iyengar — Multinomial Logit Contextual Bandits	Jonathan Amar, Nicholas Renegar and Haihao Lu — The Second-Price Knapsack Problem: Near-Optimal Real Time Bidding in Internet Advertisement Diego Escobari, Paan Jindapon and Nicholas Rupp — Pricing of Bundles: The Roles of Consumers' Heterogeneity and Competition Xingxing Chen, Jacob Feldman, Seung Hwan Jung and Panos Kouvelis — The Anheuser Busch Inbev Trailer Problem: Greedy Algorithms for Online Resource Allocation and Inventory Selection Konstantinos Stouras, Jeremy Hutchison-Krupat and Raul Chao — The Role of Participation in Crowdsourcing Contests	Yiwei Chen and Cong Shi — Network Revenue Management with Online Inverse Batch Gradient Descent Method Pornpawee Bumpensanti and He Wang — A Re-solving Heuristic with Uniformly Bounded Loss for Network Revenue Management Huseyin Topaloglu, Yuhang Ma, Paat Rusmevichientong and Mika Sumida — Approximation Algorithms for Network Revenue Management Jonathan Amar and Nikolaos Trichakis — Distribution Free Algorithms in Network Revenue Management	Mustafa Dogan and Alexandre Jacquillat — A Dynamic Mechanism for On-demand Service Pooling William Cooper, Fatemeh Nosrat and Zizhuo Wang — Pricing in a Mixed Logit Demand Model with Network Effects Philipp Afèche, Zhe Liu and Costis Maglaras — A Tale of Timescales: Surge Pricing and Dynamic Matching for Hotspot Demand Shock in Ride-Hailing Networks Santiago Balseiro, Vahab Mirrokni, Renato Paes Leme and Song Zuo — Dynamic Double Auctions: Towards First Best
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AFTERNOON

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12:00–1:00pm	Lunch										
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How Stability and Scaling of the Exchange Rate Influence Loyalty Point Redemption</p><p>Rowena Gan, Gerry Tsoukalas and Serguei Netessine — Inventory, Speculators and Initial Coin Offerings</p><p>Gerard Cachon and Pnina Feldman — Pricing Capacity Over Time and Recourse Strategies: Facilitate Reselling, Offer Refunds/Options, or Overbook?</p></td><td><p>Dirk Sierag — Ensemble methods in dynamic pricing</p><p>Sajjad Najafi, Izak Duenyas, Stefanus Jasin and Joline Uichanco — Multi-product dynamic pricing with limited inventories under a cascade click model</p><p>Mehrnaz Amjadi, Vijay Kamble and Theja Tulabandhula — Managing Adoption under Positive Externalities via Dynamic Pricing</p><p>Tamar Cohen-Hillel, Kiran Panchamgam and Georgia Perakis — High-Low Promotion Policies for Peak End Demand Models</p></td><td><p>Hideaki Takagi — Extension of Littlewood’s Rule to the Multi-period Static Revenue Management Model with Standby Customers</p><p>Darius Walczak and Ravi Kumar — Degrees of information awareness in revenue management</p><p>Aysajan Eziz — Dynamic Pricing toward Sustainable Revenue Management</p><p>Ovunc Yilmaz, Xiyuan Ge and Daewon Sun — Adding flights for the Super Bowl? Airline Revenue Management with Price-Freeze Options</p></td><td><p>Jongho Im, Sanghoon Cho, Mark Ferguson and Pelin Pekgun — Robust Demand Estimation with Customer Choice-Based Models for Sales Transaction Data</p><p>Hamsa Bastani — Predicting with Proxies</p><p>Stefanus Jasin, Yanzhe Lei, Joline Uichanco and Andrew Vakhutinsky — Randomized Product Display (Ranking), Pricing, and Order Fulfillment for E-commerce Retailers</p><p>Je-Ok Choi, Daniela Saban and Gabriel Weintraub — Pay-as-Bid Procurement Mechanisms for Differentiated Products</p></td><td><p>Ozan Candogan — Persuasion in Networks: Public Signals and k-Cores</p><p>Kostas Bimpikis, Yiangos Papanastasiou and Wenchang Zhang — Information Disclosure in Service Platforms: Optimizing for Supply</p><p>Kashish Arora, Fanyin Zheng and Karan Girotra — Pooled Transportation: Consumer Preferences and System Design</p><p>Anton Ovchinnikov and Jue Wang — Which Customers are more Valuable in Dynamic Pricing Situations?</p></td></tr></tbody></table>	Track 1	Track 2	Track 3	Track 4	Track 5	<p>Jose Guajardo — How Do Usage and Payment Behavior Interact in Rent-to-Own Business Models? 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2:30–3:00pm	Coffee Break										

AGENDA
JUNE 6
EVENING

INFORMS REVENUE MANAGEMENT AND PRICING CONFERENCE

TIME	SESSION				
3:00–4:30pm	<p>Track 1</p> <p>Randy Jia and Shipra Agrawal — Learning in structured MDPs with convex cost functions: Improved regret bounds for inventory management</p> <p>Srikanth Jagabathula, Lakshminarayanan Subramanian and Ashwin Venkataraman — Fitting Large-scale Mixture of Logit Models: A Convex Optimization Approach</p> <p>Gah-Yi Ban and Bora Keskin — Personalized Dynamic Pricing with Machine Learning</p> <p>Hao Zhang — Discrete-Time Model and Analysis of Dynamic Learning and Decision-Making</p>	<p>Track 2</p> <p>Amir Ajorlou and Ali Jadbabaie — Sales-Based Rebate Design</p> <p>Vahideh Manshadi, Sidhant Misra and Scott Rodilitz — Diffusion in Random Networks: Impact of Degree Distribution</p> <p>Yonatan Gur and Ahmadreza Momenisedei — Adaptive Sequential Experiments with Unknown Information Flows</p> <p>Santiago Balseiro, Anthony Kim and Daniel Russo — On the Futility of Dynamics in Robust Mechanism Design</p>	<p>Track 3</p> <p>Alvaro Flores, Gerardo Berbeglia and Pascal Van Hentenryck — Assortment and Price Optimization Under the Two-Stage Luce model</p> <p>Yifan Feng, Rene Caldentey and Christopher Ryan — Learning Customer Preferences from Personalized Assortments</p> <p>James Davis, Guillermo Gallego, Paat Rusmevichientong, Mika Sumida and Huseyin Topaloglu — Revenue and Welfare Balanced Assortment Planning under the Multinomial Logit Model with Totally Unimodular Constraints</p> <p>Kumar Goutam, Vineet Goyal and Henry Lam — Assortment Optimization over Dense Universe is Easy</p>	<p>Track 4</p> <p>Jussi Keppo, Michael Kim and Xinyuan Zhang — Information Manipulation: Belief Distortion through Dissemination</p> <p>Max Biggs, Rim Hariss, Michael Li, Georgia Perakis, Charles Hermann and Michael Alley — Pricing for Heterogeneous Products: Analytics for Ticket Reselling</p> <p>Seungjin Whang, Yasushi Masuda and Totetsu Nagayama — Selling multiple units to multiple strategic buyers: Exponentiality and Jumps</p> <p>Ovunc Yilmaz, Hayri Alper Arslan, Ruxian Wang and Rob Easley — Football ticket pricing for multiple sales channels with heterogeneous customers</p>	<p>Track 5</p> <p>Aydin Alptekinoglu and John Semple — Heteroscedastic Exponential Choice</p> <p>Adam Elmachtoub and Xiao Lei — A Choice Modeling Framework for Service Time Windows</p> <p>Ali Aouad, Prasad Chalasani, Adam Elmachtoub, Kris Ferreira and Ryan McNellis — Choice Model Trees: A Joint Framework For Market Segmentation and Choice Modeling</p> <p>Zhaohui Jiang, Jun Li and Dennis Zhang — SKU Proliferation: High-Dimensional (or Large Scale) Choice Model and Online Retailing</p>
4:30–5:00pm	Coffee Break				
5:00–6:30pm	<p>Spotlight Track 3</p> <p>Omar Besbes, Adam Elmachtoub and Yunjie Sun — Static Pricing: Universal Guarantees for Reusable Resources</p> <p>Hyun-Soo Ahn, Christopher Thomas Ryan, Joline Uichanco and Mengzhenyu Zhang — Pricing in fast-moving markets</p>		<p>Spotlight Track 4</p> <p>Rob Bray and Ioannis Stamatopoulos — Menu Costs and the Bullwhip Effect: Supply Chain Implications of Dynamic Pricing</p> <p>Itai Ater and Oren Rigbi — Informative Advertising and Consumer Search: Evidence From a Price Transparency Regulation in Supermarkets</p>		
6:30–8:00pm	Reception				

AGENDA
JUNE 7
MORNING

INFORMS REVENUE MANAGEMENT AND PRICING CONFERENCE

TIME	SESSION										
7:45–8:15am	Breakfast										
8:15–10:00am <i>(longer session)</i>	<table><thead><tr><th>Track 1</th><th>Track 2</th><th>Track 3</th><th>Track 4</th><th>Track 5</th></tr></thead><tbody><tr><td>Jue Wang — Optimal Bayesian Price Fine-tuning Rajan Udwani and Vineet Goyal — Online Matching with Stochastic Rewards: Towards Optimal Competitive Ratio Amine Allouah and Omar Besbes — Sample-Based Optimal Pricing Wenjia Ba, Haim Mendelson and Mingxi Zhu — Optimal Sales Policies for a Virtual Assistant Pavel Izhutov and Haim Mendelson — Optimal pricing in discrete choice models</td><td>Ilan Price, Jaroslav Fowkes and Daniel Hopman — Gaussian Processes for Unconstraining Demand Andrew Vakhutinsky, Kiran Panchamgam and Su-Ming Wu — Joint inventory allocation and price optimization problem Rowena Gan, Noah Gans and Gerry Tsoukalas — Overbooking with Endogenous Demand Kris Ferreira and Emily Mower — Demand Learning and Pricing for Varying Assortments Stacey Mumbower, Pelin Pekgün and Mark Ferguson — Correcting for Price Endogeneity in Demand Models: Linear Regression v. 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AGENDA
JUNE 7
AFTERNOON

INFORMS REVENUE MANAGEMENT AND PRICING CONFERENCE

TIME	SESSION										
12:00–1:00pm	Lunch										
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