<table>
<thead>
<tr>
<th>Name of the Journal</th>
<th>Month &amp; Year</th>
<th>Vol./ Issue</th>
<th>Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arthshastra</td>
<td>May-June 2019</td>
<td>08/03</td>
<td>3</td>
</tr>
<tr>
<td>Decision Analysis</td>
<td>June 2019</td>
<td>16/02</td>
<td>4</td>
</tr>
<tr>
<td>Human Resource Development Review</td>
<td>June 2019</td>
<td>18/02</td>
<td>5</td>
</tr>
<tr>
<td>Indian Economic and Social History Review</td>
<td>April-June 2019</td>
<td>56/02</td>
<td>6</td>
</tr>
<tr>
<td>Indian Journal of Finance</td>
<td>April 2019</td>
<td>13/04</td>
<td>7</td>
</tr>
<tr>
<td>Indian Journal of Marketing</td>
<td>April 2019</td>
<td>49/04</td>
<td>8</td>
</tr>
<tr>
<td>Interfaces</td>
<td>Jan-Feb 2019</td>
<td>49/01</td>
<td>9</td>
</tr>
<tr>
<td>IUP Journal of Supply Chain Management</td>
<td>June 2019</td>
<td>16/02</td>
<td>11</td>
</tr>
<tr>
<td>Journal of Health Management</td>
<td>June 2019</td>
<td>21/02</td>
<td>12-13</td>
</tr>
<tr>
<td>Journal of Management (JOM)</td>
<td>March 2019</td>
<td>45/03</td>
<td>14-15</td>
</tr>
<tr>
<td>Management Science</td>
<td>February 2019</td>
<td>65/02</td>
<td>16-17</td>
</tr>
<tr>
<td>Manufacturing &amp; Services Operations Management</td>
<td>Spring 2019</td>
<td>21/02</td>
<td>18-19</td>
</tr>
<tr>
<td>Marketing Science</td>
<td>March-April 2019</td>
<td>38/02</td>
<td>20</td>
</tr>
<tr>
<td>Marketing Theory</td>
<td>June 2019</td>
<td>19/02</td>
<td>21</td>
</tr>
<tr>
<td>Mathematics of Operations Research</td>
<td>May</td>
<td>44/02</td>
<td>22</td>
</tr>
<tr>
<td>Operations Research</td>
<td>March-April 2019</td>
<td>67/02</td>
<td>23</td>
</tr>
<tr>
<td>Organization Science</td>
<td>March-April 2019</td>
<td>30/02</td>
<td>24</td>
</tr>
<tr>
<td>Prabandhan</td>
<td>April 2019</td>
<td>12/04</td>
<td>25</td>
</tr>
<tr>
<td>Statistical Modelling</td>
<td>June 2019</td>
<td>19/03</td>
<td>26</td>
</tr>
<tr>
<td>Transportation Science</td>
<td>March-April 2019</td>
<td>53/02</td>
<td>27</td>
</tr>
<tr>
<td>Vikalpa: The Journal for Decision Makers</td>
<td>April-June 2019</td>
<td>44/02</td>
<td>28</td>
</tr>
</tbody>
</table>
# CONTENTS

## PUBLIC POLICY ECONOMICS

<table>
<thead>
<tr>
<th>Title</th>
<th>Author(s)</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fiscal Adjustments and Social Spending: An Analysis of the Indian Economy</td>
<td>Ishfaq Ahmad Khoja, N. A. Khan</td>
<td>7</td>
</tr>
</tbody>
</table>

## URBAN, RURAL, AND REGIONAL ECONOMICS

<table>
<thead>
<tr>
<th>Title</th>
<th>Author(s)</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Impact Analysis of the SHG - Bank Linkage Model on Empowerment of Women in Dehradun</td>
<td>Sonam, Sushma Aggarwal, Varun Bhushan</td>
<td>20</td>
</tr>
</tbody>
</table>

## LABOUR ECONOMICS

<table>
<thead>
<tr>
<th>Title</th>
<th>Author(s)</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>India’s Labour Migration to the Kingdom of Saudi Arabia: Issues and Challenges</td>
<td>Imran Alam, Shahid Ahmed</td>
<td>32</td>
</tr>
</tbody>
</table>

## PUBLIC POLICY ECONOMICS

<table>
<thead>
<tr>
<th>Title</th>
<th>Author(s)</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trends on Rice Production and Productivity in India and the North East Region: Issues and Challenges</td>
<td>B. Imnawapang Longkumer, Giribabu M.</td>
<td>42</td>
</tr>
</tbody>
</table>
87 Gulf Coast Port Selection Using Multiple-Objective Decision Analysis
Rivelino R. De Icaza, Gregory S. Parnell, Edward A. Pohl

105 Principal-Agent Theory, Game Theory, and the Precautionary Principle
Kjell Hausken

128 The Myopic Property in Decision Models
Manel Baucells, Rakesh K. Sarin

142 On the Geometry of Nash and Correlated Equilibria with Cumulative Prospect Theoretic Preferences
Soham R. Phade, Venkat Anantharam
Contents

Editorial
Becoming a Responsible Writer
Jia Wang

Integrative Literature Reviews
Exploring the Boundaries of Diversity and Inclusion in Human Resource Development
Torrence E. Sparkman

Vertical Trust Within Organizations and Performance: A Systematic Review
Jacob Guinot and Ricardo Chiva

Theory and Conceptual Articles
Talent Management and Employee Retention: An Integrative Research Framework
Anoopa Narayanan, S. Rajithakumar, and Manoj Menon

An Ecosystems Perspective on International Human Resource Development: A Meta-Synthesis of the Literature
Thomas N. Garavan, Alma McCarthy, and Ronan Carbery
CONTENTS

IAN DUNCAN/ Dalits and the Raj: The persistence of the Jatavs in the United Provinces 119
LYDIA WALKER/ Jayaprakash Narayan and the politics of reconciliation for the postcolonial state and its imperial fragments 147
SHAILENDRA KUMAR SINGH/ Premchand, nationalism and civil resistance in colonial North India 171
YOGESH SNEHI/ Historiography, fieldwork and popular Sufi shrines in the Indian Punjab 195

Book Reviews

Kavita Sivaramakrishnan, As the World Ages: Rethinking a Demographic Crisis
by Burton Cleetus 227
Whitney Cox, Politics, Kingship, and Poetry in Medieval South India: Moonset on Sunrise Mountain by Manu V. Devadevan 230
Ismail K. Poonawalla, ed., Turks in the Indian Subcontinent, Central and West Asia: The Turkish Presence in the Islamic World by Roy S. Fischel 232
Aparna Kapadia, In Praise of Kings: Rajputs, Sultans and Poets in Fifteenth-century Gujarat by Sneh Jha 235
Ranbirarian S. Rawat and K. Satyendarayana, eds, Dalit Studies by Aishwary Kumar 237
Neeladri Bhattacharya, The Great Agrarian Conquest: The Colonial Reshaping of a Rural World by Rashmi Pant 241
<table>
<thead>
<tr>
<th>CONTENTS</th>
<th>Authors</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Impact of Personality Measures and Investors' Biases on Decision -</td>
<td>S. Ramesh</td>
<td>7</td>
</tr>
<tr>
<td>Making Skills of Women Investors in Mutual Funds</td>
<td>A. Senthil Kumar</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nasreen Sayyed</td>
<td></td>
</tr>
<tr>
<td>Asset Pricing Models :</td>
<td>Deeksha Arora</td>
<td>20</td>
</tr>
<tr>
<td>A Study of CNX Nifty</td>
<td>Divya Verma Gakhar</td>
<td></td>
</tr>
<tr>
<td>500 Index Companies</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Impact of Competitive Advantage and Risk on Market Performance :</td>
<td>Ashok K. Sar</td>
<td>36</td>
</tr>
<tr>
<td>A Study of Top 20 Companies as per Market Capitalization</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capital Mobility in India :</td>
<td>Kirti Gupta</td>
<td>47</td>
</tr>
<tr>
<td>Does Sterilization Matter ?</td>
<td>Shahid Ahmed</td>
<td></td>
</tr>
<tr>
<td>CONTENTS</td>
<td>Authors</td>
<td>Page</td>
</tr>
<tr>
<td>------------------------------------------------------------------------</td>
<td>--------------------------</td>
<td>------</td>
</tr>
<tr>
<td>Belief - Based Marketing vs. Conjoint : An Illustration Using the Indian Mobile Phone Market</td>
<td>Philip Truscott, Michael Chiam, Nilanjan Raghunath</td>
<td>7</td>
</tr>
<tr>
<td>Facilitators of E - Tail Patronage Behavior Among Generation Z Consumers</td>
<td>Vivek Mishra, Biswajit Das</td>
<td>20</td>
</tr>
<tr>
<td>Market Orientation and Innovation Capabilities : Does it Impact the Performance of Small Businesses ?</td>
<td>M. I. M. Hilal</td>
<td>37</td>
</tr>
<tr>
<td>The Moderating Effect of Gender on Continuance Intention Toward Mobile Wallet Services in India</td>
<td>T. Thirumal Reddy, B. Madhusudhana Rao</td>
<td>48</td>
</tr>
</tbody>
</table>
INFORMS Journal on Applied Analytics Editor's Statement
Michael F. Gorman

Introduction: 2018 Franz Edelman Award for Achievement in Advanced Analytics, Operations Research, and Management Science
R. John Milne, Anne Robinson

Operations Research Enables Auction to Repurpose Television Spectrum for Next-Generation Wireless Technologies
The authors describe a market-based two-stage auction that the FCC, with assistance from researchers from universities and consulting firms, developed. The two-sided auction repurposed 84 MHz of spectrum from conventional over-the-air TV to wireless uses and resulted in reducing the U.S. federal deficit by over $7 billion.

Operations Research Enables Better Planning of Natural Gas Pipelines
Jingkuan Han, Yingjun Xu, Dingzhi Liu, Yanfang Zhao, Zhongde Zhao, Shuhui Zhou, Tianhu Deng, Mengying Xue, Junchi Ye, Zuo-Jun Max Shen
China National Petroleum Corporation collaborated with researchers from the University of California and Tsinghua University to develop software for planning its natural gas pipelines. The work resulted in increased profits of $5.30 million between 2015 and 2017 and a budget reduction of more than $20 billion in construction costs for the subsequent five years.

Europcar Integrates Forecasting, Simulation, and Optimization Techniques in a Capacity and Revenue Management System
Julien Guillen, Pierre Ruiz, Umberto Dellepiane, Ludovica Maccarrone, Raffaele Maccion, Alessandro Pinzuti, Enrico Procacci
The authors describe the development of an innovative decision-support system that uses forecasting, discrete-event simulation, and optimization to provide an integrated approach to revenue and capacity management.

Analytics Makes Inventory Planning a Lights-Out Activity at Intel Corporation
Matthew P. Manary, Brian Wieland, Sean P. Willems, Karl G. Kempf
The authors document more than a decade of work to develop an automated inventory target setting process to enable Intel to manage more than $1 billion of finished goods inventory.

Turner Blazes a Trail for Audience Targeting on Television with Operations Research and Advanced Analytics
José Antonio Carbiajol, Peter Williams, Andreia Popescu, Wes Chaar
The authors describe how Turner used operations research and advanced analytics to design and implement innovative and integrated forecasting and optimization models to forecast audiences, generate media deals across all Turner networks, and schedule commercials, balancing the objectives of all of the various types of advertising spots.

BOOK REVIEWS

90 Wenjing Shen
Sustainable Urban Logistics: Planning and Evaluation
Jesus Gonzalez-Feliu
Contents

Focus

The Impact of Market Conditions on the Aftermarket Survival of Initial Public Offerings in India: An Accelerated Failure Time Approach  
Garima Baluja and Balwinder Singh

The Impact of Macroeconomic Announcements on Equity Markets: Empirical Evidence from India  
V Srividya and D Susana

Cointegration of Developed Economies and Indian Stock Market After Economic Reforms  
R Kumara Kannan and Selvam Jesiah

Application of GARCH Models for Modeling Stock Market Volatility: An Empirical Study  
N Shabarisha and J Madegowda
<table>
<thead>
<tr>
<th>Title</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Impact of E-Business on Supply Chain Performance in the Context</td>
<td>7</td>
</tr>
<tr>
<td>of Indian Automobile Industry</td>
<td></td>
</tr>
<tr>
<td>Sumit Chandak, Neeraj Kumar and Avadesh Dalpati</td>
<td></td>
</tr>
<tr>
<td>Green Supply Chain Management Practices in Ethiopia's Leather and</td>
<td>25</td>
</tr>
<tr>
<td>Leather Product Industry</td>
<td></td>
</tr>
<tr>
<td>Habtamu Abebaw Worku and Sandeep Singh Virdi</td>
<td></td>
</tr>
<tr>
<td>Development of a Mathematical Model for Supply Chain Mapping of</td>
<td>43</td>
</tr>
<tr>
<td>Composite Materials in the Aerospace Industry</td>
<td></td>
</tr>
<tr>
<td>Amool A Raina and Thomas Gries</td>
<td></td>
</tr>
<tr>
<td>Selecting a Logistics Service Provider for a Manufacturing Firm:</td>
<td>68</td>
</tr>
<tr>
<td>Issues and Suggestions</td>
<td></td>
</tr>
<tr>
<td>Srishti Gupta and Nasina Jigeesh</td>
<td></td>
</tr>
</tbody>
</table>
Contents

Articles

Prevalence of Obstetric Fistula and Associated Factors in Rajasthan, India
J. P. Singh, S. D. Gupta, Anoop Khanna and Laxman Swaroop Sharma
193

Factors Influencing Bone Mineral Density Among Adults of Delhi: A Gender Differential
Peteneinuo Rulu, Meenai Dhall, Renu Tyagi, Kshetrimayum Surmala Devi, Nilupher Feroz,
Satwanti Kapoor, Mary Grace Tungdim and Sunil Thakur
199

‘The Saviors Are Also Humans’: Understanding the Role of Quality of Work Life
on Job Burnout and Job Satisfaction Relationship of Indian Doctors
Shalini Srivastava, Richa Misra and Poornima Madan
210

Promoting Spiritual Health and Holistic Wellness
Ghanshyam Dass Ghiya
230

Determinants of Health-seeking Behaviour in Northeast India
Sapana Ngangbam and Archana K. Roy
234

Factors Affecting Indian Consumers’ Intention to Use eHealth Services
Ridhi Bhatia and Udita Taneja
258

Performance Efficiency of Indian Private Hospitals Using Data Envelopment
Analysis and Super-efficiency DEA
Asmita Chitnis and Dharmesh K. Mishra
279

Internal Service Quality: Insights from Healthcare Sector
Shefali Srivastava and Gyan Prakash
294
Health Communication and Hepatitis Health Management: A Study on the Awareness and Behavioural Practices in Nigeria
Charity Ben-Enukoro, Lanre Amodu and Nelson Okorie

Understanding the Nuances of Employees' Safety to Improve Job Satisfaction of Employees in Manufacturing Sector
Meha Joshi

Visit journals.sagepub.com/home/jhm
Free access to tables of contents and abstracts.
Journal of Management
Volume 45 Number 3 March 2019

CONTENTS

Articles

A New Perspective on Method Variance: A Measure-Centric Approach
Paul E. Spector, Christopher C. Rosen, Hettie A. Richardson,
Larry J. Williams, and Russell E. Johnson
855

Periphery, Overlap, and Subunit Exit in Multiunit Firms: A Subunit Power Perspective
Xia Jun, Jifeng Yu, and Yijia Lin
881

High-Performance Work Practices and Organizational Creativity During Organizational Change: A Collective Learning Perspective
Inseong Jeong and Shung Jae Shin
909

Set Up to Fail: Explaining When Women-Led Businesses Are More Likely to Fail
Tiantian Yang and Maria del Carmen Triana
926

Unspoken yet Understood: An Introduction and Initial Framework of Subordinates’ Møg With Supervisors
Xingshan Zheng, Ning Li, T. Brad Harris, and Hui Liao
955

The Performance Effects of Pursuing a Diversification Strategy by Newly Founded Nonprofit Organizations
Karla I. Mendoza-Abarca and David Gras
984

Leader Humility and Team Performance: Exploring the Mediating Mechanisms of Team PsyCap and Task Allocation Effectiveness
Arménio Rego, Bradley Owens, Kai Chi Yam, Dustin Bluhm,
Miguel Pina e Cunha, Anthony Silard, Lurdes Gonçalves,
Mafaúlda Martins, Ace Volkmann Simpson, and Wenxing Liu
1009

Do Firms Learn More From Small or Big Successes and Failures? A Test of the Outcome-Based Feedback Learning Perspective
Yan Gong, Yu Zhang, and Jun Xia
1034

On Corporate Social Responsibility, Sensemaking, and the Search for Meaningfulness Through Work
Herman Aguinis and Ante Glavas
1057
Why Didn’t You Tell Me? Voicing Concerns Over Objective Information About a Project’s Flaws
Dean A. Shepherd, Holger Patzelt, and Christopher M. Berry 1087

Slacking Off in Comfort: A Dual-Pathway Model for Psychological Safety Climate
Hong Deng, Kwok Leung, Catherine K. Lam, and Xu Huang 1114

Drivers of Collective Human Capital Flow: The Impact of Reputation and Labor Market Conditions
Erin E. Makarius and Charles E. Stevens 1145

From the Bedroom to the Office: Workplace Spillover Effects of Sexual Activity at Home
Keith Leavitt, Christopher M. Barnes, Trevor Watkins, and David T. Wagner 1173

Experiential Learning, Bargaining Power, and Exclusivity in Technology Licensing
Theodore A. Khoury, Erin G. Pleggenkuhle-Miles, and Jorge Walter 1193

Helping Thy Neighbor? Prosocial Reactions to Observed Abusive Supervision in the Workplace
Manuela Priesemuth and Marshall Schminke 1225

How Outcome Agreement and Power Balance Among Parties Influence Processes of Organizational Learning and Nonlearning
Andrew Van de Ven, John P. Bechara, and Kangyong Sun 1252

Violating Work-Family Boundaries: Reactions to Interruptions at Work and Home
Emily M. Hunter, Malissa A. Clark, and Dawn S. Carlson 1284
From the Editor
David Simchi-Levi

459 Do General Managerial Skills Spur Innovation?
Claudia Custódio, Miguel A. Ferreira, Pedro Matos

477 Peer-to-Peer Product Sharing: Implications for Ownership, Usage, and Social Welfare in the Sharing Economy
Saif Benjaafar, Guangwen Kong, Xiang Li, Costas Courcoubetis

494 First-Place Loving and Last-Place Loathing: How Rank in the Distribution of Performance Affects Effort Provision
David Gill, Zdenka Kissová, Jaesun Lee, Victoria Prowse

508 Bond Return Predictability: Economic Value and Links to the Macroeconomy
Antonio Gargano, Davide Pettenuzzo, Allan Timmermann

541 Get with the Program: Software-Driven Innovation in Traditional Manufacturing
Lee G. Branstetter, Matej Drey, Namho Kwon

559 Sourcing Innovation: On Feedback in Contests
Jürgen Mihm, Jochen Schlapp

577 Controlling vs. Enabling
Andrei Hagiu, Julian Wright

596 Product Quality and Entering Through Tying: Experimental Evidence
Hyunjin Kim, Michael Luca

604 Adaptive Distributionally Robust Optimization
Dimitris Bertsimas, Melvyn Sim, Meilin Zhang

619 Understanding the Sources of Risk Underlying the Cross Section of Commodity Returns
Gurip Bakshi, Xiaohui Gao, Alberto G. Rossi

642 Managing Channel Profits When Retailers Have Profitable Outside Options
Roman Inderst, Greg Shaffer

660 Environmental Benefits of Internet-Enabled C2C Closed-Loop Supply Chains: A Quasi-Experimental Study of Craigslist
Suvrat Dhanorkar

681 Consumer Subsidies with a Strategic Supplier: Commitment vs. Flexibility
Jonathan Chemama, Maxime C. Cohen, Ruben Lobel, Georgia Perakis
Strategic Commitment to a Production Schedule with Uncertain Supply and Demand: Renewable Energy in Day-Ahead Electricity Markets
Nur Sunar, John R. Birge

Strategic Open Routing in Service Networks
Alessandro Arlotto, Andrew E. Frazelle, Yehua Wei

Assessing the Impact of Service Level When Customer Needs Are Uncertain: An Empirical Investigation of Hospital Step-Down Units
Carri W. Chan, Linda V. Green, Suparerk Lekwjit, Lijian Lu, Gabriel Escobar

Scheduling with Testing
Retsf Levi, Thomas Magnanti, Yaron Shaposhnik

Multiperiod Stock Allocation via Robust Optimization
Peter L. Jackson, John A. Muckstadt, Yuexing Li

Optimal Sales Schemes for Network Goods
Alexei Parakhonyak, Nick Vikander

Contracting with Opportunistic Partners: Theory and Application to Technology Development and Innovation
Pablo Casas-Arce, Thomas Kittsteiner, F. Asís Martínez-Jerez

A Bridge Too Far: Divestiture as a Strategic Reaction to Status Inconsistency
Penglei Wang, Michael Jensen

Alliance Formation and Firm Value
Luis Cabral, Gonçalo Pacheco-de-Almeida

Job Mission as a Substitute for Monetary Incentives: Benefits and Limits
Lea Cassar

Philanthropic Campaigns and Customer Behavior: Field Experiments on an Online Taxi Booking Platform
Jasjit Singh, Nina Teng, Serguei Netessine

Complementarity of Signals in Early-Stage Equity Investment Decisions: Evidence from a Randomized Field Experiment
Sofia Bapna

2018 Reviewers and Guest Associate Editors
251 2018 M&SOM Meritorious Service Award

252 Introduction to the Special Issue on Value Chain Innovations in Developing Economies
Hau L. Lee

254 Information Provision Policies for Improving Farmer Welfare in Developing Countries: Heterogeneous Farmers and Market Selection
Chen-Nan Liao, Ying-Ju Chen, Christopher S. Tang

271 Designing Contracts and Sourcing Channels to Create Shared Value
Joann F. de Zegher, Dan A. Iancu, Hau L. Lee

290 Banking on "Mobile Money": The Implications of Mobile Money Services on the Value Chain
Yan Dong, Moonwon Chung, Chen Zhou, Sriram Venkataraman

308 Selling Off-Grid Light to Liquidity-Constrained Consumers
Bhavani Shanker Uppari, Ioana Popescu, Serguei Netessine

327 Inclusive Innovation: Product Innovation in Technology Supply Chains
Viswanathan Vish Krishnan, Junghee Lee, Oleksiy Mnyshenko, Hyoduk Shin

346 Fluid Teams and Knowledge Retrieval: Scaling Service Operations
Melissa A. Valentine, Tom Fangyun Tan, Bradley R. Staats, Amy C. Edmondson

361 Supply Chain Analysis of Contract Farming
Awi Federgruen, Upmanu Lall, A. Serdar Şimşek

379 Toward Improving Factory Working Conditions in Developing Countries: An Empirical Analysis of Bangladesh Ready-Made Garment Factories
Xiaoqin Liu, Anant Mishra, Susan Goldstein, Kingshuk K. Sinha

398 Contract Design for the Stockist in Indian Distribution Networks
Ananth Iyer, Omkar Palsule-Desai

417 Ensuring Corporate Social and Environmental Responsibility Through Vertical Integration and Horizontal Sourcing
Adem Orsdemir, Bin Hu, Vinayak Deshpande

435 The Cash Flow Advantages of 3PLs as Supply Chain Orchestrators
Xiangfeng Chen, Gangshu (George) Cai, Jing-Sheng Song
Retail Clusters in Developing Economies
Xuying Zhao, Arthur Lim, Hong Guo, Chao Ding, Jing-Sheng Song

MSOM Society Student Paper Competition: Abstracts of 2018 Winners

Acknowledgment to Editors and Reviewers (2018)
A Comparison of Approaches to Advertising Measurement: Evidence from Big Field Experiments at Facebook
Brett R. Gordon, Florian Zettelmeyer, Neha Bhargava, Dan Chapsky
Observational methods often fail to accurately recover the treatment effects generated from randomized advertising experiments on Facebook.

Dynamic Online Pricing with Incomplete Information Using Multiarmed Bandit Experiments
Kanishka Misra, Eric M. Schwartz, Jacob Abernethy
We propose an alternative dynamic price experimentation policy that extends multiarmed bandit (MAB) algorithms from statistical machine learning to include microeconomic choice theory.

Effectiveness of Product Recommendations Under Time and Crowd Pressures
Kohei Kawaguchi, Kosuke Uetake, Yasutora Watanabe
This paper studies how time pressure and crowd pressure affect the effectiveness of product recommendations using the experimental data.

Social TV, Advertising, and Sales: Are Social Shows Good for Advertisers?
Beth L. Fossen, David A. Schweidel
We investigate whether social shows—television programs with high levels of online chatter—are beneficial for advertisers.

Consumer Response to Chapter 11 Bankruptcy: Negative Demand Spillover to Competitors
O. Cem Ozturk, Pradeep K. Chintagunta, Srim Venkataraman
We empirically study the effect of Chrysler's Chapter 11 bankruptcy filing on the quantity sold by its competitors in the U.S. auto industry.

On the Profitability of Stacked Discounts: Identifying Revenue and Cost Effects of Discount Framing
Necati Ertekin, Jeffrey D. Shulman, Haipeng (Allan) Chen
A multimethod investigation of how stacked discounts (e.g., "25% off, plus an extra 20% off") affect initial sales and product returns.

Practice Prize Paper—Managing Advertising Campaigns for New Product Launches: An Application at Mercedes-Benz
Marc Fischer
This paper introduces a new decision support tool to optimize advertising campaigns for new product launches based on learnings from an ex post analysis of prior campaigns.

Focus On Authors

2018 Guest Editors, Guest Associate Editors, and Ad Hoc Reviewers
Contents

Articles

Listening to consumption: Towards a sonic turn in consumer research 105
Maurice Patterson and Gretchen Larsen

Lifeway alibis: The biographical bases for unruly bricolage 129
James Cronin and Sheila Malone

Know your customer: Client captivation and the epistemics of market research 149
Johan Nilsson

Social marketing partnerships: Evolution, scope and substance 169
Sinead Duane and Christine Domegan

Advertising at the threshold: Paratextual promotion in the era of media convergence 195
Chris Hackley and Amy Rungpaka Hackley

Commentaries

Marketing, the past and corporate heritage 217
John M. T. Balmer and Mario Burghausen

Inventing a past: Corporate heritage as dialectical relationships of past and present 229
Olof Brunninge and Benjamin Julien Hartmann
Explore First, Exploit Next: The True Shape of Regret in Bandit Problems
Aurélien Garivier, Pierre Ménard, Gilles Stoltz

Rare Nash Equilibria and the Price of Anarchy in Large Static Games
Daniel Lacker, Kavita Ramanan

An Inverse Optimal Stopping Problem for Diffusion Processes
Thomas Kruse, Philipp Strack

A Tale of a Principal and Many, Many Agents
Romuald Elie, Thibaut Mastrolia, Dylan Possamaï

No-Arbitrage and Hedging with Liquid American Options
Erhan Bayraktar, Zhou Zhou

Approximation Algorithms for Dynamic Assortment Optimization Models
Ali Aouad, Retsef Levi, Danny Segev

A Solvable Two-Dimensional Degenerate Singular Stochastic Control Problem with Nonconvex Costs
Tiziano De Angelis, Giorgio Ferrari, John Moriarty

On the Control of Fork-Join Networks
Erhan Özkan, Amy R. Ward

Quantifying Distributional Model Risk via Optimal Transport
Jose Blanchet, Karthiky Murthy

Nonparametric Self-Adjusting Control for Joint Learning and Optimization of Multiproduct Pricing with Finite Resource Capacity
Qi (George) Chen, Stefanos Jasin, Izak Duenyas

On the Nonergodic Convergence Rate of an Inexact Augmented Lagrangian Framework for Composite Convex Programming
Yafeng Liu, Xin Liu, Shiqian Ma

Probabilistic Bisection Converges Almost as Quickly as Stochastic Approximation
Peter I. Frazier, Shane G. Henderson, Rolf Waebber

Sampling-Based Approximation Schemes for Capacitated Stochastic Inventory Control Models
Wang Chi Cheung, David Simchi-Levi

Perfect Sampling of Generalized Jackson Networks
Jose Blanchet, Xinyun Chen

Linear Convergence of Projection Algorithms
Minh N. Dao, Hung M. Phan

Brownian Control Problems for a Multiclass M/M/1 Queueing Problem with Model Uncertainty
Asaf Cohen
In This Issue

CROSSCUTTING AREAS

295 Dynamic Volunteer Staffing in Multicrop Gleaning Operations
Banş Ata, Deishin Lee, Erkut Sönmez

315 Ellipsoidal Methods for Adaptive Choice-Based Conjoint Analysis
Denis Sauré, Juan Pablo Vielma

339 Designing Dynamic Contests
Kostas Bimpikis, Shayan Ehsani, Mohamed Mostagir

357 Randomized Algorithms for Lexicographic Inference
Rajeev Kohli, Khaled Boughanmi, Vikram Kohli

376 A Pilgrim Scheduling Approach to Increase Safety During the Hajj
Knut Haase, Mathias Kasper, Matthes Koch, Sven Müller

CONTEXTUAL AREAS

407 Analysis of Markov Chain Approximation for Option Pricing and Hedging: Grid Design and Convergence Behavior
Gongqiu Zhang, Lingfei Li

428 Technical Note—The Joint Impact of F Divergences and Reference Models on the Contents of Uncertainty Sets
Thomas Kruse, Judith C. Schneider, Nikolaus Schweizer

436 Tractable Approximations for Assortment Planning with Product Costs
Sumit Kunnumkal, Victor Martinez-de-Albeniz

453 Ration Gaming and the Bullwhip Effect
Robert L. Bray, Yuliang Yao, Yongrui Duan, Jiachen Huo

468 Technical Note—Managing Inventory for Firms with Trade Credit and Deficit Penalty
Wei Luo, Kevin H. Shang

479 Competitive Facility Location with Selfish Users and Queues
Teodora Dan, Patrice Marcotte

498 Travel Time Estimation in the Age of Big Data
Dimitris Bertsimas, Arthur Delarue, Patrick Jaillet, Sébastien Martin

METHODS

516 Optimal Design of Process Flexibility for General Production Systems
Xi Chen, Tengyu Ma, Jiawei Zhang, Yuan Zhou

532 On the Minimum Chordal Completion Polytope
David Bergman, Carlos H. Cardona, Andre A. Cire, Avind U. Raghunathan

548 Near-Optimality of Uniform Copayments for Subsidies and Taxes Allocation Problems
Reisef Levi, Georgia Perakis, Gonzalo Romero

562 Input-Output Uncertainty Comparisons for Discrete Optimization via Simulation
Eunhye Song, Barry L. Nelson

577 Approximations to Stochastic Dynamic Programs via Information Relaxation Duality
Santiago R. Balseiro, David B. Brown
Blurred Lines: How the Collectivism Norm Operates Through Perceived Group Diversity to Boost or Harm Group Performance in Himalayan Mountain Climbing
Jennifer A. Chatman, Lindred L. Greer, Eliot Sherman, Bernadette Doerr

The Lasting Benefits of Teams: Tie Vitality After Teams Disband
Mary M. Maloney, Priti Pradhan Shah, Mary Zellmer-Bruhn, Stephen L. Jones

Organizational and Perceived Learning in the Workplace: A Multilevel Perspective on Employees' Problem Solving
Andrea Furlan, Ambra Galeazzo, Adriano Paggiaro

Protecting Scientists from Gordon Gekko: How Organizations Use Hybrid Spaces to Engage with Multiple Institutional Logics
Markus Perkmann, Maureen McKelvey, Nelson Phillips

Stock Market Responses to Unethical Behavior in Organizations: An Organizational Context Model
Bradford Baker, Rellie Derfler-Rozin, Marko Pitesa, Michael Johnson

Falling Not Far from the Tree: Entrepreneurs and Organizational Heritage
Maryann P. Feldman, Serden Ozcan, Toke Reichstein

External Learning Strategies and Technological Search Output: Spinout Strategy and Corporate Invention Quality
Bruno Cirillo

Pursuing the New While Sustaining the Current: Incumbent Strategies and Firm Value During the Nascent Period of Industry Change
John Eklund, Rahul Kapoor

A Recombination-Based Internationalization Model: Evidence from Narayana Health's Journey from India to the Cayman Islands
Budhadipta Gupta, Tarun Khanna

When Collaboration Bridges Institutions: The Impact of University-Industry Collaboration on Academic Productivity
Michaël Bikard, Keyvan Vakili, Florenta Teodoridis
CONTENTS

SPIRITUAL MANAGEMENT

Transformational Leadership and Workplace Spirituality: A Structural Model of Team Effectiveness

Nandana Prabhu K. P. 7
Lewlyn L. R. Rodrigues
Yogesh Pai

HUMAN RESOURCE MANAGEMENT

Eudaimonic Well-Being of Management Education Teachers: Role of Big Five Personality Traits using Structural Equation Modeling

Pooja Soni 23
Kanupriya Misra Bakhru

HUMAN RESOURCE MANAGEMENT

Factors Affecting the Liquid Workforce in Different Organizations and its Effectiveness

Debarun Chakraborty 44
Adrinil Santra
Soumya Kanti Dhara
Contents

Special Issue: Statistical Modelling in Demographics

Guest Editors: Jutta Gampe and Carlo Giovanni Camarda

Editorial

Guest Editorial: Statistical Modelling in Demographics
Jutta Gampe and Carlo Giovanni Camarda

Articles

Bayesian estimation of total fertility from a population's age–sex structure
Carl P Schmertmann and Mathew E. Hauer

Nonparametric double additive cure survival models: An application to the estimation of the non-linear effect of age at first parenthood on fertility progression
Vincent Bremhorst, Michaela Kreyenfeld and Philippe Lambert

Segmentation of mortality surfaces by hidden Markov models
Francesco Lagone and Elisabetta Barbi

Estimating transition coefficients for reconstructing coherent series of mortality by cause of death
Carlo G Camarda

Flexible parametric multistate modelling of employment history
Ardo van den Hout and Wenhui Tan
Vehicle Routing and Location Routing with Intermediate Stops: A Review
Maximilian Schiffer, Michael Schneider, Grit Walther, Gilbert Laporte

Intercontinental Liner Shipping Service Design
Yadong Wang, Qiang Meng, Haibo Kuang

Simultaneous Optimization of Speed and Buffer Times with an Application to Liner Shipping
Judith Mulder, Willem van Jaarsveld, Rommert Dekker

Capacity Uncertainty in Airline Revenue Management: Models, Algorithms, and Computations
Christina Bösing, Daniel Kadatz, Catherine Cleophes

A Ride-Sharing Problem with Meeting Points and Return Restrictions
Wenyi Chen, Martijn Mes, Marco Schutten, Job Quint

Exact Algorithms for the Vehicle Routing Problem with Time Windows and Combinatorial Auction
Zhenzhen Zhang, Zhiying Luo, Hu Qin, Andrew Lim

Branch-and-Cut for the Split Delivery Vehicle Routing Problem with Time Windows
Nicola Bianchessi, Stefan Irnich

Branch-and-Price-Based Algorithms for the Two-Echelon Vehicle Routing Problem with Time Windows
Nico Dellaert, Fardin Dashty Saridarq, Tom Van Woensel, Teodor Gabriel Crainic

Adaptive Large Neighborhood Search with a Constant-Time Feasibility Test for the Dial-a-Ride Problem
Timo Gschwind, Michael Drexel

Scheduling Non-Urgent Patient Transportation While Maximizing Emergency Coverage
P. L. van den Berg, J. T. van Essen

A Logic-Based Benders Approach to Home Healthcare Delivery
Aliza Heching, J. N. Hooker, Ryo Kimura

Simulation-Based Travel Time Reliable Signal Control
Xiao Chen, Carolina Osorio, Bruno Filipe Santos

A Bayesian Stochastic Kriging Optimization Model Dealing with Heteroscedastic Simulation Noise for Freeway Traffic Management
Xiqun (Michael) Chen, Xiang He, Chenfeng Xiong, Zheng Zhu, Lei Zhang

A New Algorithm for Achieving Proportionality in User Equilibrium Traffic Assignment
Jun Xie, Yu (Marco) Nie

Threshold Queueing to Describe the Fundamental Diagram of Uninterrupted Traffic
Niek Baer, Richard J. Boucherie, Jan-Kees C. W. van Ommeren

Performance Analysis of Overtaking Maneuvers at Bus Stops with Tandem Berths
Bomin Bian, Michael Pinedo, Ning Zhu, Shoufeng Ma

Acknowledgment to Referees (2018)
Contents

Research
Numeracy and Financial Literacy of Forest-dependent Communities
Sundar Balakrishna and Vineet Virmani 59

The paper examines numeracy and financial literacy of the Indian forest dependent communities (FDC), involved in the joint forest management program, launched by the Government of India in 1990. We find no association between income of members of FDCs, and their numeracy and financial literacy. Numerate members are more likely to be financially literate. Education has a positive effect both on numeracy and financial literacy. The study calls for a deeper comprehension of financial literacy and rigorous public programs for imparting financial literacy to the FDCs to make the JFM program more successful.

Notes and Commentarties
Understanding Social Marketing and Well-being: A Review of Selective Databases
Suhail Ahmad Bhat, Mushtaq Ahmad Darzi, and Iqbal Ahmad Hakim 75

The paper presents a systematic review of social marketing and well-being. It summarizes key findings of different research articles and identifies important research gaps that need to be addressed by future research. This study explores, analyzes and presents a literature review by closely examining 94 articles. The articles have been retrieved from the databases of leading social marketing and management journals focusing on social marketing and well-being for the period 1998-2017. Adopting a content analysis method, the paper presents a framework describing various antecedents, mediators, moderators and well-being dimensions.

Management Case
Security Management at the National Institute of Management: To Outsource or Insourse? Cases (A) and (B)
Narasinhavan Ravichandran and Sundaravalli Narayanaswami 88

The case presents the challenges faced in the security management of Narmada Institute of Management (NIM). NIM is a government of India funded higher educational institute located on the outskirts of a tier-2 city. A number of administrative and operational issues were plaguing the manpower agency contract execution at NIM. Swati Bhargava, the Dean of Narmada Institute of Management (NIM), directs Col. S R Rao, Vishisht Seva Medal (VSM) (Retd), the Administrative Officer (AO) to conduct a comprehensive review of the security contracts (manpower agency) of NIM based on their experience with four different agencies in the past four years. She suggests that the AO find an innovative and effective arrangement that will help the institute decide whether to insource or outsource security contracts.

Diagnoses
Security Management at the National Institute of Management: To Outsource or Insourse? Cases (A) and (B)
Vasant Sivaraman 95

Book review
Weapons of Math Destruction: How Big Data Increases Inequality and Threatens Democracy
Shikha Verma 97