

## Dynamic Pricing Of Perishable Assets Under Competition

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### Dynamic Pricing Of Perishable Assets

Dynamic Pricing of Perishable Assets under Competition Guillermo Gallego IJOR Department, Columbia University, New York, NY 10027.gmg2@columbia.edu Ming Hu Rotman School of Management, University of Toronto, Toronto, ON M5S3E6, Canada.ming.hu@rotman.utoronto.ca

### Dynamic Pricing of Perishable Assets under Competition

We study dynamic price competition in an oligopolistic market with a mix of substitutable and complementary perishable assets. Each firm has a fixed initial stock of items and competes in setting prices to sell them over a finite sales horizon.

### Dynamic Pricing of Perishable Assets Under Competition ...

Gallego and Hu: Dynamic Pricing of Perishable Assets Under Competition Management Science 60(5), pp. 1241–1259, ©2014 INFORMS 1243 market with a logit demand and consumer preferences evolving over time. They focus on the steady state of the equilibrium open-loop price paths under uncapacitated price competition. In contrast, we study the ...

### Dynamic Pricing of Perishable Assets Under Competition

Optimal dynamic pricing and ordering of a perishable product under additive effects of price and time on demand European Journal of Operational Research, Vol. 260, No. 2 Dynamic pricing and inventory control with delivery flexibility

### Optimal Dynamic Pricing for Perishable Assets with ...

Chapter 4 Dynamic Pricing for Perishable Assets with Sales Effort 108 4.1 ... unit demand in dynamic pricing must be coupled with customer choice model, which is basically a dynamic nonuniform pricing problem. Another problem is the research for the supply chain with dynamic pricing retailer. For the

### Dynamic Pricing for Perishable Assets and Multiunit Demand

Downloadable! We study dynamic price competition in an oligopolistic market with a mix of substitutable and complementary perishable assets. Each firm has a fixed initial stock of items and competes in setting prices to sell them over a finite sales horizon. Customers sequentially arrive at the market, make a purchase choice, and then leave immediately with some likelihood of no purchase.

### Dynamic Pricing of Perishable Assets Under Competition

Dynamic pricing in the presence of inventory considerations: Research overview, current practices and future directions. Technical report, School of Industrial and Systems Engineering, Georgia Institute of Technology (forthcoming in Man-agement Science), 2003. [10] Y. Feng and G. Gallego. Perishable asset revenue management with time-dependent ...

### Dynamic Pricing of Perishable Assets under Competition: A ...

Gallego and Hu: Dynamic Pricing of Perishable Assets under Competition Article submitted to Operations Research; manuscript no. OPRE-2006-10-394.R2 3 2004, van Ryzin and Liu 2008 for the network case). While these demand models can be readily extended to competitive settings, the problem of finding optimal or near-optimal controls under

### Dynamic Pricing of Perishable Assets under Competition

Ann Oper Res (2015) 226:397–416 DOI 10.1007/s10479-014-1671-x Joint dynamic pricing and investment strategy for perishable foods with price-quality dependent demand

### Joint dynamic pricing and investment strategy for ...

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### Optimal Dynamic Pricing for Perishable Assets with ...

RM for Perishable Assets Any asset that loses value over time is perishable Examples: high-tech products such as computers and cell phones, high fashion apparel, underutilized capacity, fruits and vegetables Two basic approaches: – Dynamic Pricing: Vary price over time to maximize expected revenue

### Chapter 15: Pricing and the Revenue Management

proposed the perishable product's dynamic pricing from revenue management's view, present a taxonomy of the field and an agenda for future work. Until recently, existing literature on dynamic pricing with fixed capacity are extremely widespread. Gallego and van Ryzin [3] (1994)

### Optimal Dynamic Pricing of Perishable Products Considering ...

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CiteSeerX - Document Details (Isaac Council, Lee Giles, Pradeep Teregowda) This paper presents a two-period model to analyze the dynamic pricing behavior of two profit-maximizing firms that have equal inventories of perfectly substitutable and perishable products. Two versions of the problem are studied. In the first version, firms simultaneously announce their first period prices, observe ...

### CiteSeerX — Dynamic Pricing of Perishable Assets under ...

Dynamic pricing for perishable assets and multiunit demand. Doctoral thesis, Nanyang Technological University, Singapore. Abstract: With the widespread application of dynamic pricing strategies across a variety of industries, the traditional dynamic pricing is usually implemented by coupling with technique from other disciplines. Thus, in this ...

### Dynamic pricing for perishable assets and multiunit demand ...

Tee times there—as everywhere—are perishable assets that draw fluctuating demand based on weather, day of the week, time of the day, competing leisure options and multiple other factors. Pricing dynamically downward to sell times in low demand and dynamically upward to capture top dollar for times in high demand is basic logic, as Backers ...

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Dynamic pricing in the hotels sector ... which is a perishable product, they have never applied the same perishability logic to restaurant seats or banquets or board rooms and Spas. ... Chief of Asset Management for Private Equity Investor Duet India Hotels and Regional Director South Asia for New Builds & Transitions with Starwood Hotels prior ...

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