

INFORMS Reference Style: Examples

Journal

- Flynn J, Gartska S Jr (1990) A dynamic inventory model with periodic auditing. *Oper. Res.* 38(6):1089–1103.
- Garvin DA (1987) Competing on the eight dimensions of quality. *Harvard Bus. Rev.* 65(November–December):101–117.
- Nau RA, Garvin DA, Whitt W (1995) Coherent decision analysis with inseparable probabilities and utilities. *J. Math. Econom.* 29(2):331–361.

Book

- Lilien GL, Rangaswamy A (1998) *Marketing Engineering: Computer-Assisted Marketing Analysis and Planning* (Addison-Wesley, Reading, MA).
- Makridakis S, Wheelwright SC, McGee VE (1983) *Forecasting: Methods and Applications*, 2nd ed. (John Wiley & Sons, New York).

[Page numbers not needed for books in their entirety.]

Book Chapter

- Martello S, Toth P (1979) The 0-1 knapsack problem. Christofides N, Mingozzi A, Sandi C, eds. *Combinatorial Optimization* (John Wiley & Sons, New York), 237–279.

[Page numbers needed for chapters]

Conference Proceedings, Published

- Hill RR (1996) An analytical comparison of optimization problem generation methodologies. Medeiros DJ, Watson EF, Carson JS, eds. *Proc. 21st Winter Simulation Conf. 1998* (Institute of Electrical and Electronics Engineers, Washington, DC), 609–615.

Presentation/Lecture

- Haltiwanger J (2004) What do we know (and not know) about the contribution of young businesses to economic growth? Presentation, Entrepreneurship in the 21st Century Conference, March 26, Office of Advocacy, U.S. Small Business Administration, Washington, DC.

Dissertation, Unpublished

- Yi Y (1998) Developing and validating an observational learning model of computer software training. Unpublished doctoral dissertation, University of Maryland, College Park.

Working Paper, Unpublished

- Mishina K, Smith R (1992) Learning by new experiences. Working paper, Harvard Business School, Boston.

Forthcoming Publication, Unpublished

- Johnson RD, Marakas GM (2017) The role of behavioral modeling in computer skills acquisition: Toward refinement of the model. *Inform. Systems Res.* Forthcoming.

Article Published Online Ahead of Print

Lu SF, Rui H (2017) Can we trust online physician ratings? Evidence from cardiac surgeons in Florida. *Management Sci.*, ePub ahead of print June 13, <https://doi.org/10.1287/mnsc.2017.2741>.

Report/White paper/Press release

U.S. Small Business Administration (2003) Self-employment and computer usage. Report, Office of Advocacy, U.S. Small Business Administration, Washington, DC.

Newspaper/Magazine (print)

Wall Street Journal (1997) Robust demand leaves industry front-runner unafraid of competitors. (January 20), B2.

Newspaper/Magazine (online)

Morrison M (2003) Herb Kelleher on the record, part 3. *Bus. Week Online* (December 23), <http://www.businessweek.com/stories/2003-12-23/herb-kelleher-on-the-record-part-3>.

Reaves J (2001) A weighty issue: Ever-fatter kids. Interview with James Rosen. *Time* (March 14), <http://www.time.com/time/nation/article/1234.html>.

Website

Federation of American Scientists. Resolution comparison: Reading license plates and headlines. Accessed March 29, 2006, <http://www.fas.org/irp/imint/resolve5.htm>.

Open Source Initiative (2006) The open source definition. Retrieved March 29, <http://www.opensource.org/>.

CD- or DVD-ROM

Ailawadi K, Cesar J, Harlam B (2014) Quantifying and improving promotion profitability at CVS. Disc 05.01. *2005 Practice Prize Competition*. DVD. INFORMS, Catonsville, MD. http://www.informs.org/site/ISM_DVD/article.php?id=4.

Interview and Personal Communication

Hunt H (1976) Interview by Ronald Schatz. Tape recording, May 16. Pennsylvania Historical and Museum Commission, Harrisburg.

Cummings JN (2005) Team configuration data provided via personal communication with the authors, January 4.