

Vinaysingh Chawan

Education

FPM, IIM Ahmedabad (2009). Thesis: Dual Channel Selling in Online Stores
Dual Degree (B. Tech. & M. Tech.) in Mechanical Engineering, IIT Bombay (2001)

Research, Teaching and Consulting

Pricing and Revenue Management, Analytics, Operations Management

Research Publications

- Chawan, V. (2019). A pay-what-you-want pricing model for restaurants. *International Journal of Services and Operations Management*, 32(4), 431-449.
- Saripalli, B. S., Chawan, V., & Gunta, S. (2019). Empowering subsistence women entrepreneurs in India: Insights from Lijjat, Mulukanoor and MPWPCL. *Society and Business Review*, 14(1), 71-92.
- Chawan, V. (2018). Enhancing revenue management systems performance with CRM systems data. *International Journal of Business Information Systems*, 27(4), 493-511.
- Chawan, V. (2018). Performance measurement of revenue management systems. *International Journal of Business Excellence*, 14(3), 380-392.
- Saripalli, B. S., & Chawan, V. (2017). Business models sustaining subsistence economies: Evidence from India. *Society and Business Review*, 12(3), 302-316.
- Chawan, V. (2016). Screening Agents in Belief Eliciting Mechanisms. *Theoretical Economics Letters*, 6(04), 783.