



Management Science

Publication details, including instructions for authors and subscription information:
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To cite this article:

Wallace J. Hopp, Editor-in-Chief, (2004) Ten Most Influential Papers of Management Science's First Fifty Years. Management Science 50(12_supplement):1763-1763. <https://doi.org/10.1287/mnsc.1040.0299>

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Ten Most Influential Papers of *Management Science's* First Fifty Years

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In this issue, we reproduce 10 of the most important papers published in *Management Science* from 1954 to 2003. Each paper is followed by a commentary by the author(s) and other scholars that offers insights into the background, creation, or subsequent impact of the paper.

Key words: history of *Management Science*; 50th anniversary

During the past year, the editors of *Management Science* have commemorated the journal's 50th anniversary in a variety of ways. In each issue, we have published a retrospective article on one of the various fields represented in the journal. We tracked down and displayed an array of historical tidbits on our website at <http://mansci.pubs.informs.org/>. We distributed a commemorative CD to the INFORMS membership. And, finally, we are closing our celebration with the publication of this issue, which contains 10 papers chosen by INFORMS members to have had the most profound impact on the management research field.

These papers were selected through a three-step process. First, the managing editor made a search using the *Web of Science* to identify all papers published in *Management Science* that have been cited 50 or more times as of October 30, 2003. This resulted in a list of 475 papers. Second, the editorial board reviewed this list and selected (by a voting process) 50 papers deemed to have had the greatest overall impact. Third, the list of 50 was posted online and all members of INFORMS were invited to vote (using approval voting) for those papers they felt were most influential. The top 10 vote-getters are the papers presented in this issue.

The above lists are a testament of the amazingly broad influence of *Management Science* on academic research into management. Among the 475 highly cited papers are works from every one of the 12 disci-

plines represented by the journal's departments. The "Ten Most Influential" papers also represent a number of fields, including decision analysis, marketing, operations and supply chain management, optimization, stochastic modeling, and perhaps one or two more in an interdisciplinary way. It is highly unusual for a serious academic journal to publish such wide-ranging research. That it can publish papers that have a strong influence on such a variety of fields is truly remarkable.

I am very proud to be able to offer this "greatest hits album" of *Management Science* classics to the management research community. It is a fitting tribute to a journal that has served our field long and well, and to the scholars who have made that field so vibrant and productive. I offer my heartfelt congratulations to the authors of the papers in this issue and to the authors of all 475 highly cited papers. They deserve to feel justly proud of the contributions they have made toward bringing science to management.

Despite these influential contributions, however, the science of management is still nascent. I hope the next generation of researchers will use the fine scholarship in this issue as inspiration to continue seeking the breakthroughs we need to better understand and organize the practice of management. If they do, I am confident that the "Ten Most Influential" papers of the second 50 years of *Management Science* will contain some real triumphs.