

Manipal Academy of Higher Education  
**Impressions@MAHE**

---

Management Collection

Researcher Profile

---

Winter 11-1-2022

## Personalised pricing

Vijay Victor

Follow this and additional works at: <https://impressions.manipal.edu/management-collection>



Part of the [Behavioral Economics Commons](#), and the [Macroeconomics Commons](#)

---

## Journal Publications

- VICTOR, V., JOY THOPPAN, J., JEYAKUMAR NATHAN, R., & FEKETE-FARKAS, M. (2018). Factors influencing consumer behavior and prospective purchase decisions in a dynamic pricing environment—An exploratory factor analysis approach. *Social Sciences*, 7(9), 153. **UGC CARE GROUP I, SCOPUS Q2** (International)
- VICTOR, V., NATHAN, R. J., GRABARA, J., & FEKETE-FARKAS, M. (2018). Price tracking behaviour in electronic commerce and the moderating role of fair price perception. *Polish Journal of Management Studies*, 18 (2) **UGC CARE GROUP I, SCOPUS Q2, WoS ESCI.** (International)
- VICTOR, V., THOPPAN, J. J., FEKETE-FARKAS, M., & GRABARA, J. (2019). Pricing strategies in the era of digitalisation and the perceived shift in consumer behaviour of youth in Poland. *Journal of International Studies*, 12(3), 74-91. **UGC CARE GROUP I, SCOPUS Q2** (International)
- VICTOR, V., DIBIN, K., BHASKAR, M., & NAZ, F. (2021). Investigating the Dynamic Interlinkages between Exchange Rates and the NSE NIFTY Index, *Journal of Risk and Financial Management* 14(1), 20. **ABDC B, WoS ESCI** (International)
- VICTOR, V., KARAKUNNEL, J. J., LOGANATHAN, S., & MEYER, D. F. (2021). From a Recession to the COVID-19 Pandemic: Inflation–Unemployment Comparison between the UK and India. *Economies*, 9(2), 73. **UGC CARE GROUP I, SCOPUS Q2, ABDC C** (International)
- VICTOR, V., & FEKETE-FARKAS, M (2018). Inflation Unemployment Dynamics in Hungary A Structured Cointegration and Vector Error Correction Model Approach, *Theoretical and Applied Economics*, 2/2018 pp. 196 - 204, **UGC CARE GROUP II, ABDC – C** (International)
- VICTOR, V., SREYA., R., NAMBIAR., A., & NATHAN., R.J. (2020). Millennials' intention to wear face masks in public during Covid-19 pandemic, *Vadyba Journal of Management*, 36(2). (International)
- NATHAN, R.J., VICTOR, V., GAN, C.L., KOT, S (2019). Electronic commerce for home-based businesses in emerging and developed economy. *Eurasian Business Review* 9, 463–483, doi:10.1007/s40821-019-00124-x, **UGC CARE GROUP I, Springer, SCOPUS Q1, WoS SSCI, ABDC – C** (International)
- NATHAN, R. J., VICTOR, V., TAN, M., & FEKETE-FARKAS, M. (2020). Tourists' use of Airbnb app for visiting a historical city. *Information Technology & Tourism*, 1-26. **UGC CARE GROUP I, Springer, SCOPUS Q1, WoS ESCI, ABDC – B** (International)
- JEYAKUMAR NATHAN, R., VICTOR, V., POPP, J., FEKETE-FARKAS, M., & OLÁH, J. (2021). Food Innovation Adoption and Organic Food Consumerism—A Cross National Study between Malaysia and Hungary. *Foods*, 10(2), 363. **UGC CARE GROUP I, SCOPUS Q2, WoS ESCI.** (International)
- FLORENCE, M.A., DIBIN, K.K., & VICTOR, V. (2020). Sectoral Correlations and Interlinkages: NSE. *SCMS Journal of Indian Management*, 17(3), **UGC CARE GROUP I, SCOPUS Q4.** (National)

S. LOGANATHAN., KARAKKUNNEL, J., & VICTOR,V. (2020). Analysis of India's trade patterns and trade possibilities with the European Union, Forum Scientiae Oeconomia 8 (4), 5-25, **UGC CARE GROUP I, SCOPUS**. (International)

THOPPAN, J. J., VICTOR, V., NATHAN, R. J., & FEKETE-FARKAS, M. (2019). The Worrying Trend of Non-performing Loans in Higher Education. In Forum Scientiae Oeconomia, 7 (3) 63-76. (International)

VICTOR, V., FEKETE FARKAS, M., & LAKNER, Z. (2019). Consumer Attitude and Reaction towards Personalised Pricing in the E-Commerce Sector, Journal of Management and Marketing Review, 140-148. (International)

VICTOR, V., SYARFA, N., NATHAN, R. J., & HANAYSHA, J. R. (2018). Use of Click and Collect E-tailing Services among Urban Consumers, Amity Journal of Marketing, 3 (2) 1–16. (National)

### **Accepted for Publication**

VICTOR, V., NATHAN, R.J., & FEKETE-FARKAS, M (2021) International Journal of Technology Marketing (Accepted for Publication) **SCOPUS Q2, ABDC - C**

S. LOGANATHAN., KARAKKUNNEL, J., & VICTOR,V. (202). India–European Union Trade Integration: An Analysis of Current and Future Trajectories. Margin. **SCOPUS Q3**.

### **Book Chapter**

VICTOR V., DOMINIC E. (2021) Paying a Price to Get a Value: Choose Wisely. In: Dutta T., Mandal M.K. (eds) Consumer Happiness: Multiple Perspectives, Springer Singapore. [https://doi.org/10.1007/978-981-33-6374-8\\_10](https://doi.org/10.1007/978-981-33-6374-8_10)

### **Conference Proceedings**

VICTOR, V. & FEKETE-FARKAS, M. (2018) Prospects of Big Data – Driven Innovation in Enterprises-31st International Business Information Management Association Conference (IBIMA), Milan, Italy. **Indexed in Scopus, Web of Science** and Engineering Village.

VICTOR, V. & FEKETE-FARKAS, M. (2018) The Era of Big Data and Path towards Sustainability - 1st International Business Information Management Association Conference (IBIMA), Milan, Italy. **Indexed in Scopus, Web of Science** and Engineering Village.

37

VICTOR, V. & FEKETE-FARKAS, M. (2019) Personalised pricing in E-Commerce Sector - 9th Global Conference on Business on Contemporary Issues In Management And Social Sciences Research, Male, Maldives

GONDA, G., VICTOR, V, & FEKETE-FARKAS, M. (2019) Drivers of digitalisation in corporate developments in eastern European countries, focussing on labour shortage, XVI. NEMZETKÖZI TUDOMÁNYOS NAPOK 16TH INTERNATIONAL SCIENTIFIC DAYS XVI. INTERNATIONALE WISSENSCHAFTLICHE TAGUNG, Gyongyos, Hungary

DOMINIC, E, & VICTOR, V. (2020). The mediating role of perceived organisational support in the relationship between procedural justice and organisational citizenship behaviour.

## ARCHITECTING INDIAN MANAGEMENT SCHOLARSHIP IN THE ERA OF DISRUPTION, INDAM Conference - IIM Trichy, India

### Copyright

Authors: Vijay Victor and Monica Joseph

Title: Strategic Buyers and Seller Returns in an Online Dynamic Pricing Context

Registration number: L-94538/2020

### Newspaper Articles

Nudges for Desirable Behaviour (Feature Article) – Telengana Today,

<https://telanganatoday.com/nudges-for-desirable-behaviour>

How to get foreign Scholarships – Malayala Manorama

### Online Articles

Italy's Debt Crisis Puts the European Union at a Crossroads – Foundation For Economic Education, USA. <https://fee.org/articles/italy-s-debt-crisis-puts-the-european-union-at-a-crossroads/>

Why the European Debt Crisis Is Likely to Get Worse - Foundation For Economic Education, USA. <https://fee.org/articles/why-the-european-debt-crisis-is-likely-to-get-worse/>

Will Brexit nourish the Land of Tulips? – Speakfreely.

<https://www.speakfreely.today/2019/03/01/will-brexit-nourish-land-tulips/>

**Journal Reviewer** – Sustainability, Sage Open, International Journal of Emerging Markets, Processes, Applied Sciences, Journal of Risk and Financial Management, Journal of Open Innovation: Technology, Market, and Complexity.

Proof (Link to Publons) - <https://publons.com/researcher/1608242/vijay-victor/>

Link to Google Scholar - <https://scholar.google.com/citations?user=eRmy9ssAAAAJ&hl=en>