

UNIVERSITEITSBIBLIOTHEEK EUR



0111 2491

H IN BUSINESS ECONOMICS

Erasmus Universiteit Rotterdam

Burgemeester Oudlaan 50

3062 PA Rotterdam

The Netherlands

Tel.: 010-145511

131

130

W

33

a

70

The object of the Centre for Research in Business Economics is:

- to start and coordinate research programs that involve more than one field of business economics;
- to stimulate and be of service to research projects of the individual departments centered on one field in particular.

The centre publishes a series of workingpapers, reports and reprints of articles.

- In a workingpaper are laid down the preliminary findings of unfinished research.

Workingpapers are for internal purposes mainly.

- A report gives account of finished research which in principal contains some original results.

UNIVERSITEITSBIBLIOTHEEK
Erasmus Universiteit
Burgemeester Oudlaan 50
ROTTERDAM

A PL/I COMPUTER PROGRAM FOR I.M.G.P. USING THE M.P.S.X. PACKAGE

(first draft)

by Cok Ouwerkerk and Jaap Spronk

*)

CONTENTS

| | <u>page</u> |
|--|-------------|
| 1. INTRODUCTION | 1 |
| 2. PRELIMINARIES | 2 |
| 2.1. The formulation of the linear programming problems | 2 |
| 2.2. The imaginary decision-maker | 3 |
| 2.3. Structure of the computer program | 4 |
| 3. THE INPUT GENERATOR | 6 |
| 4. OPTIMIZATION OF THE IMAGINARY DECISION-MAKER'S PREFERENCE FUNCTIONS | 8 |
| 5. THE SUBPROGRAM FOR I.M.G.P. | 9 |
| 6. SOME FINAL REMARKS | 14 |
| REFERENCES | 15 |

*) We would like to thank Drs J. Hartog for his patient willingness to answer our questions on PL/I and on the MPSX-package.

1. INTRODUCTION

In this paper, we describe a computer-program for Interactive Multiple Goal Programming (I.M.G.P.), as described in Nijkamp and Spronk [1978a]. This method is based on a mutual and successive interplay between a decision-maker and an expert. By consequence, a computer program for the use of this method should be of the conversational type. In that case, the decision-maker has a computer-terminal to his disposal by means of which he can interfere with the program and thus articulate his preferences during each step of I.M.G.P. However, to avoid a large amount of technical details (which depend largely on the very computer system used), we here do not present a program of the conversational type. Instead, we give a program in which the concept of an 'imaginary decision-maker' (see section 2) is used. As will be shown in the final section, the latter program can easily be changed into one of the conversational type. However, the required modifications depend on the computer system used.

The present program consists of three subprograms, written in PL/I and using the MPSX-package. The first subprogram, described in section 3, reads the data and generates the input for the MPSX-package. The second subprogram, given in section 4, calculates an optimal solution for the imaginary decision-maker's objective functions. These first two subprograms can also be used for standard linear and multiple goal programming. The third subprogram forms the actual Interactive Multiple Goal Programming method. All programs have been run on the IBM 370/158 computer of the Technical University in Delft, the Netherlands. Obviously, they can also be run on other computer systems in which both PL/I and the MPSX-package are being used.

The authors realize that the described programs can be improved upon. They will be grateful for any suggestion to increase the efficiency of the programs and to correct possible errors.

2. PRELIMINARIES

In this section we discuss the formulation of the linear programming problems to be solved within the computer programs (subsection 2.1.), the characteristics of the imaginary decision-maker (subsection 2.2.) and the structure of the computer program (subsection 2.3.).

2.1. The formulation of the linear programming problems

During each iteration of IMGP, there are a number of goal variables $g_i(\underline{x})$ ($i = 1, \dots, m$), each of which is to be minimized or maximized, given the same set of linear constraints. This set of constraints normally consists of:

- (a) the set of constraints $h(\underline{x}) \leq \underline{h}$, describing the feasible region R of the instrumental variables x_i , $i = 1, \dots, n$ (\underline{x} in vector notation) where $h(\underline{x}) = \underline{B} \cdot \underline{x}$, and where B is a matrix of order $(k \times n)$.
- (b) the set of constraints $\underline{g}(\underline{x}) = A \cdot \underline{x}$, where A is a matrix of order $(m \times n)$, describing the goal variables in terms of the instrumental variables \underline{x} .
- (c) the constraints $g_i(\underline{x}) \geq \gamma_i$ (or $g_i(\underline{x}) \leq \gamma_i$ in the case $g_i(\underline{x})$ is to be minimized), for $i = 1, \dots, m$.

The constraints (a) and (b) remain unchanged during the whole procedure, while the set of constraints (c) changes from iteration to iteration. The latter changes occur because, each time, at least one of the right-hand side values γ_i is shifted by the decision-maker.

To bring the computer program in line with the standard version of MPSX, and to avoid unnecessary complications of the program, we assume that each of the goal variables is to be minimized. This assumption does not deliver any problems. For instance, a goal variable $g_i(\underline{x})$ to be maximized can be transformed into $g_i'(\underline{x}) = -g_i(\underline{x})$, which then has to be minimized. Another possibility is to formulate the goal restriction $g_i(\underline{x}) - \bar{y}_i = \gamma_i^*$, where γ_i^* is a value of $g_i(\underline{x})$ which is known to be unattainable, and then to minimize \bar{y}_i . The use of such 'deviational' variables can also be very useful in other cases (cf. Nijkamp and Spronk [1978a]).

Notice, that the above assumption simplifies the program very much. At each iteration, the problem is to minimize (consecutively and separately) a number of goal variables, subject to the same set of constraints.

Then one or more of the right-hand values is changed and the minimizations can be carried out again, while using some of the characteristics (e.g. basis or solution values) of the former solutions.

2.2. The imaginary decision maker

As mentioned above, we do not present a computer program of the conversational type here. Instead, we introduce the concept of an 'imaginary decision-maker', who makes the necessary managerial choices¹⁾.

In order to make the program suitable for a decision-maker in reality, some modifications are necessary. However, because these modifications depend largely on the computer system which is being used, we do not give them in detail here. In the final section, we will indicate in which way the computer program should be changed in order to make it suitable for practical use. The managerial choices to be made, both by the imaginary and the real-life decision-maker are the following. First, given a proposal solution, she (or he) has to indicate which of the goal variables need(s) to be improved in value. We assume that the preferences of the imaginary decision-maker can be described adequately by a preference function which is known to us but not to him. Nevertheless, we assume him to be able to give his judgments concerning a proposal solution, and moreover to do so in a manner which is in complete accordance with the preference function specified. In this case, we assume, that the imaginary decision-maker's preference function is linear in the goal variables. Furthermore we assume that he, within the IMGP framework, first tries to drive the first variable to its optimal value (up to a small, predeterminal margin), then the same with the second and the third goal variable respectively, where the rank order is chosen arbitrary. In this case, the sizes of the proposed changes of the goal values are calculated within the method. Thus, the imaginary decision-maker does not formulate any aspiration levels, neither before nor during the interactive process. For the merits and the demerits of these assumptions we refer to Nijkamp and Spronk [1978b].

A second managerial judgement to be made, concerns the acceptability of a proposed shift in one or another goal value, vis-a-vis the loss of potential values of the unchanged goal variables. Given the a priori knowledge

¹⁾ This concept has also been used in Nijkamp and Spronk [1978b] and [1978c].

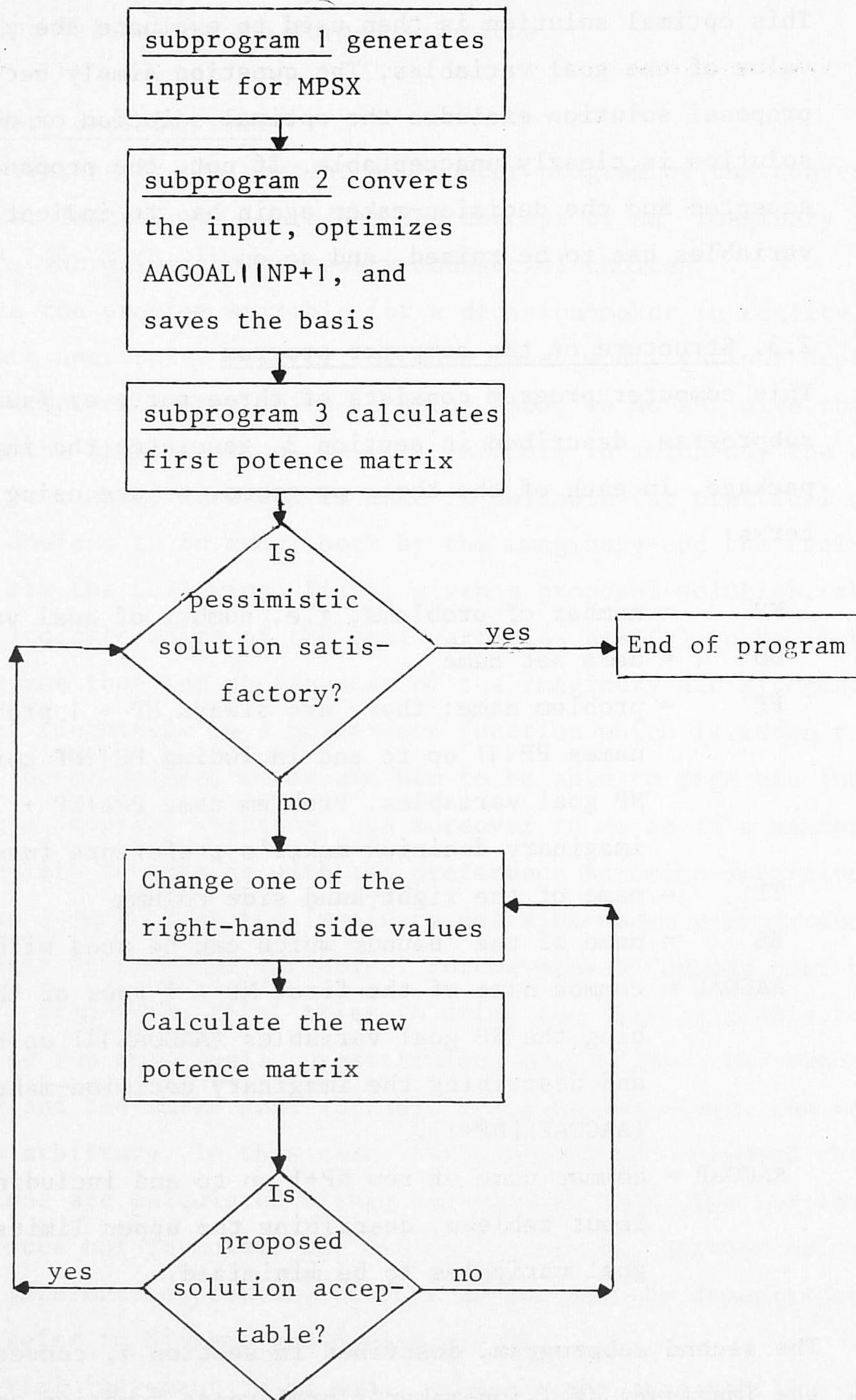
of the imaginary decision-maker's preference function, an optimal solution of the problem at hand can be calculated in a straightforward manner. This optimal solution is then used to evaluate the proposed shifts in the value of the goal variables. The question simply becomes, whether the proposal solution excludes the optimal solution or not. If so, the proposal solution is clearly unacceptable. If not, the proposed solution is being accepted and the decision-maker again has to indicate which of the goal variables has to be raised, and so on.

2.3. Structure of the computer program

This computer program consists of three parts or (sub)programs. The first subprogram, described in section 3, generates the input for the MPSX-package. In each of the three programs, we are using the following 'standard' terms:

- NP = number of problems, i.e. number of goal variables
- DD = data set name
- PP = problem name: there are always $NP + 1$ problem names. Problem names $PP|||$ up to and including $PP||NP$ correspond with the NP goal variables. Problem name $PP||NP + 1$ corresponds with the imaginary decision-maker's preference function.
- TT = name of the right-hand side column
- BB = name of the 'bounds' which can be used within MPSX (see section 3.).
- AAGOAL = common name of the first $NP + 1$ rows of the input tableau, describing the NP goal variables (AAGOAL $|||$ up to and including AAGOAL $||NP$) and describing the imaginary decision-maker's preference function (AAGOAL $||NP+1$).
- AAGOAP = common name of row $NP+1$ up to and including row $2xNP+1$ of the input tableau, describing the upper limits for the (NP) respective goal variables to be minimized.

The second subprogram, described in section 4, converts the input, optimizes the imaginary decision-maker's preference function and saves the final basis for use in the third subprogram. The third subprogram, described in section 5, is the actual IMGP procedure. In broad lines only, the following chart shows the structure of the total program.



A more detailed chart of the third subprogram is given in section 5.

3. THE INPUT GENERATOR

MPSX expects input in a certain format and in a certain order. In order to fulfil these requirements, we use the input generator ETMIC. Below, we only give a brief description of the card deck as required by ETMIC, together with an example of the input and of ETMIC. For further details, we refer to Lebet [1977].

Of each card, only the first 72 characters are used by ETMIC. The input card deck consists of one name definition card and a series of sections in which the linear programming tableau is defined. The format of the first card is

```
text      name1      name2      name3
```

These words must be separated by blanks. 'text' can be any string without blanks.

'name1' is the name of the data-deck for MPS (the NAME card of MPS).

'name2' is the name of the RHS column.

'name3' may be used (not necessarily) to define the RANGES column for MPS.

The rest of the input is organized in 'sections'. There are five kinds of sections: ROW, SOS, BOUNDS, INTEGERS and RHS. The sections 'SOS' and 'INTEGERS' are only used in (mixed) integer programming problems. The use of the 'BOUNDS' section is optional. However, the sequence of the sections must be conform the above list. Each section begins with an identification card and ends with an END card.

The following examples show how each kind of section must be specified.

THE NEW YORK CHRONICLE

...in a certain order. In order to fulfill these requirements, we will use the following: ... only give a brief description of the ... as mentioned by ... together with an example of the ... for further details. ... we refer to the ... only the ... used by ... The input ... only the ... and a series of ... in which the ... is defined. The format of the ...

Table with 4 columns: name, name, name, name

These words must be separated by ... can be ...

The case of the input is organized in ... sections. There are five kinds of ... sections: ... and ... sections. The ... sections are ... sections. However, the ... of the ... sections must be ... with an ... and ... with an ... The following examples show how ... must be specified.

4. OPTIMIZATION OF THE IMAGINARY DECISION-MAKER'S PREFERENCE FUNCTION

Below, we show the subprogram which converts the input, optimizes the imaginary decision-maker's preference function (i.e. minimizes AAGOAL $\|$ (NP+1)), and saves the basis for subsequent problems. The program should be self-explanatory. As noted above, this program can also be used to solve ordinary linear programming problems. In that case, define NP=0 and define the target row as AAGOAL1.

Computer program

```
00010 //ECHRSPNK JOB xxx,'OUWERKERK-SPRONK',REGION=57CK,TIME=(,25)
00020 // EXEC NPSECL
00030 //PLI.SYSIN DD *
00040 FIRST: PROC OPTIONS(MAIN);
00050 %INCLUDE DPLINIT;
00060 DCL NP FIXED BIN,(DD,PP,TT,BB) CHAR(7),HULP PIC'9';
00070 GET LIST(NP,DD,PP,TT,BB);
00080 A: DO;
00090     HULP=NP+1;
00100     XDATA=DD;
00110     XPBNAME=PP||HULP;
00120     CALL CONVERT('FILE','ORIG');
00130     XBOUND=BB;
00140     CALL SETUP;
00150     XOBJ='AAGOAL' ||HULP;
00160     XRHS=TT;
00170     XOPSAVE='BAS' ||HULP;
00180     CALL OPTIMIZE;
00190     CALL SOLUTION;
00200 END A;
00210 END FIRST;
00220 //GO.PROBFILE DD DSN=ECHR.PPRODPL,DISP=(NEW,CATLG),
00230 // UNIT=DISK,VOL=SER=DISK12
00240 //GO.ORIG DD DSN=ECHR.DPRODPL,DISP=SHR
00250 //GO.SYSIN DD *
00260 5,'DPROD','PPROD','TPROD','BUFFER'
00270 //
```

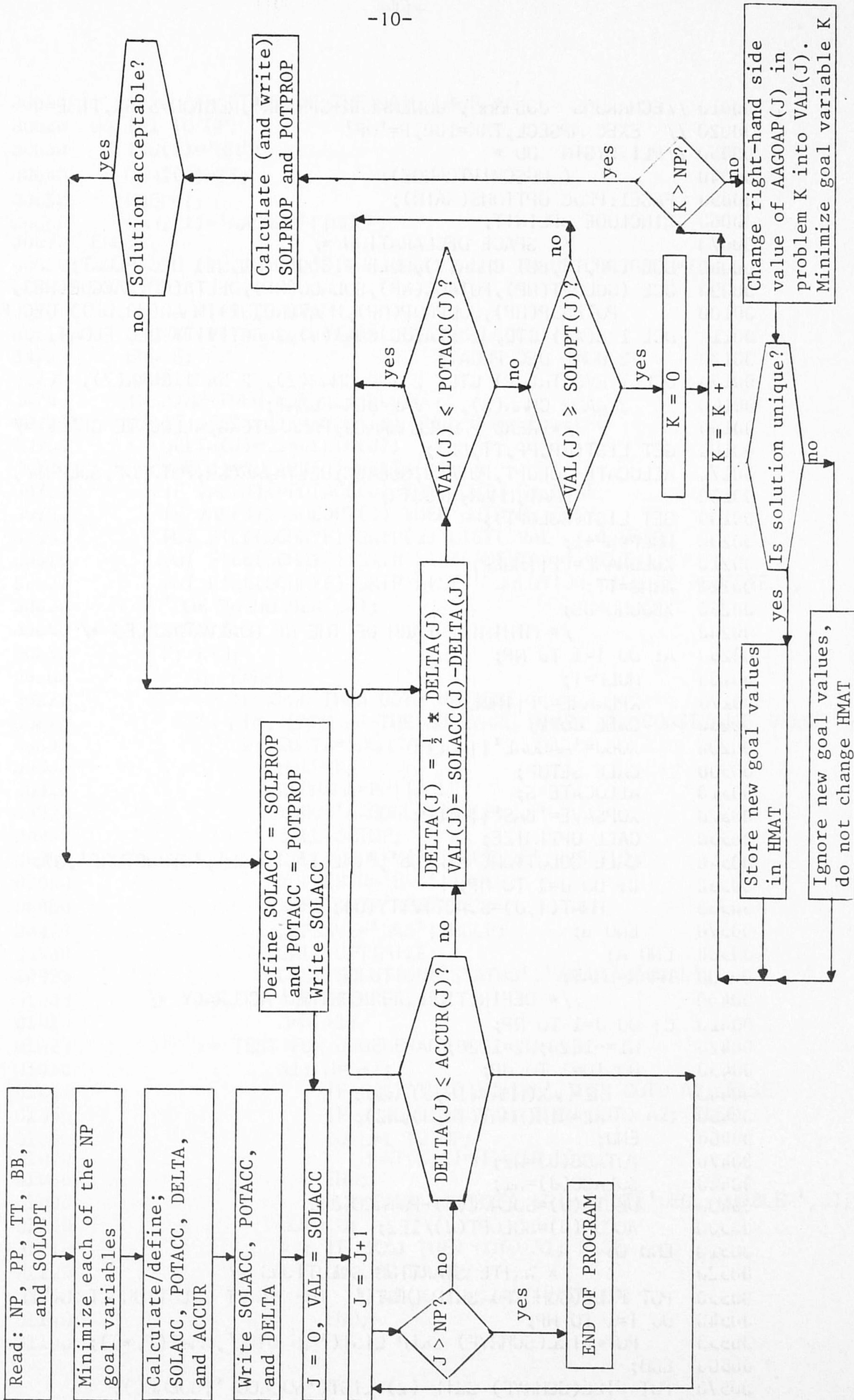
5. THE SUBPROGRAM FOR I.M.G.P.

In this section, we give a listing of the subprogram for an imaginary decision-making using I.M.G.P. Before doing so, we explain the most important names used within the program, followed by a flow chart of the program. Some further remarks will be made in the final section.

Explanation of names used within the program (in order of occurrence)

- SOLOPT = vector of goal values for the optimal solution of the imaginary decision-maker's preference function
- SOLACC = vector of pessimistic goal values
- SOLOPT = vector of ideal goal values
- DELTA = vector of step sizes for the shifts in SOLACC
- ACCUR = vector of accuracies
- VAL = vector of changed right-hand side values for the AAGOAP restrictions
- HMAT = matrix of goal values obtained during the respective minimizations of the NP goal variable
- SOLPROP = vector of pessimistic goal values after the proposed shift in one of the AAGOAP restrictions
- POTPROP = vector of ideal goal values corresponding with SOLPROP

Flow chart of the subprogram for IMGF



```
00010 //ECHKRONS JOBxxx , 'OUWERKERK-SPRONK', REGION=576K, TIME=4
00020 // EXEC MPSECL, TRK=100, P='OF'
00030 //PLI.SYSIN DD *
00040         (SUBSCRIPTRANGE):
00050 FASE1:PROC OPTIONS(MAIN);
00060 %INCLUDE DPLINIT;
00070         /* SPACE DECLARATION */
00080 DCL (PP,TT,BB) CHAR(7), HULP PIC'9', (W1,W2) DEC FLOAT;
00090 DCL (SOLOPT(NP), POTACC(NP), SOLACC(NP), DELTA(NP), ACCUR(NP),
00100         POTPROP(NP), SOLPROP(NP), H1AT(NP,NP), H1AR(NP,NP)) DEC FLOAT CTL;
00110 DCL I S(XJ) CTL, 2 STATUS CHAR(4), 2 ACTIVITY DEC FLOAT,
00120         2 DUAL DEC FLOAT;
00130 DCL I RVSSTR(NP) CTL, 2 IND CHAR(2), 2 NAM1 CHAR(7),
00140         2 NAM2 CHAR(8), 2 VAL DEC FLOAT;
00150         /* READ PROBLEMNAMES, PARAMETERS, ALLOCATE SPACE */
00160 GET LIST(NP,PP,TT,BB);
00170 ALLOCATE SOLOPT,POTACC,SOLACC,DELTA,ACCUR,POTPROP,SOLPROP,
00180         H1AT,H1AR,RVSSTR;
00190 GET LIST(SOLOPT);
00200 HULP=NP+1;
00210 XOLDNAME=PP||HULP;
00220 XRHS=TT;
00230 XBOUND=BB;
00240         /* MINIMIZE EACH OF THE NP GOALVARIABLES */
00250 A: DO I=1 TO NP;
00260     HULP=I;
00270     XPBNAME=PP||HULP;
00280     CALL COPY;
00290     XOBJ='AAGOAL' || HULP;
00300     CALL SETUP;
00310     ALLOCATE S;
00320     XOPSAVE='BAS' || HULP;
00330     CALL OPTIMIZE;
00340     CALL SOLUTION('STATUS','VALUE','DUAL','STRUCTURE',S);
00350     B: DO J=1 TO NP;
00360         H1AT(I,J)=S.ACTIVITY(J);
00370     END B;
00380 END A;
00390 H1AR=H1AT;
00400         /* DEFINITION OF REQUIRED ACCURACY */
00410 C: DO J=1 TO NP;
00420     W1=-1E20;W2=1E20;
00430     DO IH=1 TO NP;
00440         W1=MAX(H1AT(IH,J),W1);
00450         W2=MIN(H1AT(IH,J),W2);
00460     END;
00470     POTACC(J)=W2;
00480     SOLACC(J)=W1;
00490     DELTA(J)=SOLACC(J)-POTACC(J);
00500     ACCUR(J)=SOLOPT(J)/1E2;
00510 END C;
00520         /* WRITE STARTING SOLUTIONS */
00530 PUT FILE(SCHRYF) SKIP LIST(' THE FIRST SOLUTION MATRIX');
00540 DO I=1 TO NP;
00550     PUT FILE(SCHRYF) SKIP LIST(' ',H1AT(I,*));
00560 END;
00570 PUT FILE(SCHRYF) SKIP (2) LIST('SOLACC ',SOLACC);
00580 PUT FILE(SCHRYF) SKIP LIST('SOLOPT ',SOLOPT);
00590 PUT FILE(SCHRYF) SKIP LIST('POTACC ',POTACC);
```

```
00610          /* START OF THE MAIN LOOP */
00620  DO I=1 TO NP;
00630      IND(I)='RII';
00640      NAM1(I)=TT;
00650      HULP=I;
00660      NAM2(I)='AAGOAP' || HULP;
00670  END;
00680          /* CHOICE OF THE GOAL VALUE TO BE CHANGED */
00690  D: J=1;
00700      E: DO II=1 TO NP;
00710          VAL(II)=SOLACC(II)+(9E-6)*SOLACC(II);
00720      END E;
00730      J=J+1;
00740      IF J>NP THEN GOTO Z; ELSE
00750  G: IF DELTA(J)<=ACCUR(J) THEN GOTO E; ELSE
00760      DELTA(J)=.5*DELTA(J);
00770      VAL(J)=SOLACC(J)-DELTA(J);
00780      IF VAL(J)<=POTACC(J) THEN GOTO G; ELSE
00790      IF VAL(J)>=SOLOPT(J) THEN GOTO P; ELSE
00800      PUT FILE(SCHRYF) SKIP(2) LIST('VAL ',VAL);
00810      PUT FILE(SCHRYF) SKIP LIST('DELTA ',DELTA);
00820      PUT FILE(SCHRYF) SKIP LIST(' SOLUTION WILL BE REJECTED',
00830      'DUE TO NUMBER',J);
00840      GOTO G;
00850  P: K=0;
00860      Q: K=K+1;
00870      IF K>NP THEN GOTO R2; ELSE
00880  /* MIN. EACH OF THE GOALVARS GIVEN NEW CONSTRAINT VALUE */
00890  R1: XDATA='DUMMY';
00900      HULP=K;
00910      XPBNAME=PP || HULP;
00920      XOBJ='AAGOAL' || HULP;
00930      CALL SETUP;
00940      CALL MODIFY('STRUCTURE',RVSSTR);
00950      XOPRESTR='BAS' || HULP;
00960      XOPSTART='RESTORE';
00970      XOPSAVE='BAS' || HULP;
00980      CALL OPTIMIZE;
00990      CALL SOLUTION('STATUS','VALUE','DUAL',
01000      'STRUCTURE',S);
01010      M=NP+1;
01020  /* TEST FOR DEGENERACY */
01030      A1: M=M+1;
01040          IF S.STATUS(M)='*L' THEN GOTO A2; ELSE
01050          IF S.DUAL(M) > 0. THEN GOTO A2; ELSE
01060          DO L=1 TO NP;
01070              H1AT(K,L)=H1AR(K,L);
01080          END;
01090          PUT FILE(SCHRYF) SKIP LIST('DEG. PROBLEM',K);
01100          GOTO Q;
01110      A2: IF M<XJ THEN GOTO A1; ELSE
01120          DO L=1 TO NP;
01130              H1AT(K,L)=S.ACTIVITY(L);
01140          END;
01150          GOTO Q;
```

```
01160      /* DETERMINATION OF POTENCE MATRIX */
01170      R2: DO L=1 TO NP;
01180          W1=-1E20;W2=1E20;
01190          DO IH=1 TO NP;
01200              W1=MAX(HHAT(IH,L),W1);
01210              W2=MIN(HHAT(IH,L),W2);
01220          END;
01230          POTPROP(L)=W2;
01240          SOLPROP(L)=W1;
01250      END R2;
01260      PUT FILE(SCHRYF) SKIP (2) LIST('SOLPROP',SOLPROP);
01270      PUT FILE(SCHRYF) SKIP LIST('POTPROP',POTPROP);
01280      PUT FILE(SCHRYF) SKIP LIST('SOLOPT ',SOLOPT);
01290      PUT FILE(SCHRYF) SKIP LIST('DELTA ',DELTA);
01300      PUT FILE(SCHRYF) SKIP LIST
01310          ('IS SOLUTION ACCEPTABLE?', ' PROBLE NUMBER',J);
01320      T: DO K=1 TO NP;
01330          IF(SOLPROP(K)<((SOLOPT(K)-(9E-6)*SOLOPT(K)))THEN GOTO G;
01340          IF(SOLOPT(K)<((POTPROP(K)-(9E-6)*POTPROP(K)))THEN GOTO G;
01350      END T;
01360      HHAR=HHAT;
01370      SOLACC=SOLPROP;
01380      POTACC=POTPROP;
01390      PUT FILE(SCHRYF) SKIP LIST('SOLUTION ACCEPTED');
01400      PUT FILE(SCHRYF) SKIP LIST('SOLACC ',SOLACC);
01410      GOTO D;
01420  Z: PUT FILE(SCHRYF) SKIP LIST('END OF PROGRAM');
01430  END FASE1;
01440 //GO.PROBFILE DD DISP=OLD,DSN=ECHR.PPRODPL
01450 //GO.SYSPRINT DD DUMMY
01460 //GO.OLDPFILE DD DISP=OLD,DSN=ECHR.PPRODPL
01470 //GO.SCHRYF DD SYSOUT=A,DCB=(RECFM=FA,LRECL=135)
01480 //GO.SYSIN DD *
01490 5,'PPROD','TPROD','BUFFER'
01500 186776.63761,5958.99928,11055.28498,
01510 264.38758,8708.29052
01520 //
```

6. SOME FINAL REMARKS

In this final section, we indicate how to transform the described program into one of the conversational type. Furthermore, we discuss some other possible improvements of the program.

When a program of the conversational type is being made, it should be realized that a decision-maker in reality may make some simple errors (like typing errors) which have to be corrected. This makes it necessary to use a subprogram for the detection, report, and to make it possible to reset these errors. Such a subprogram may have many forms, depending on the computer system used, the availability of other error detecting codes, and so on. Therefore, we do not present such a subprogram here.

In order to make the described program of the conversational type, the following parts of the program should be adapted. First, when an accepted solution is presented to the decision-maker, he must have the opportunity to state whether this solution is satisfactory or not. In the latter case, he must also have the opportunity which of the goal variables should be improved in value, and by which amount. In order to so, the statements numbered²⁾ 690 up to and including 760 should be replaced by some input statements. The second problem to be solved by the decision-maker, is whether a proposal solution is satisfactory or not. In our program, this is done in the statements numbered 790 up to and including 840 and in 1310 up to and including 1350. Consequently, these statements should be adapted for the conversational use of the program.

At the end of this paper, we should mention a possible improvement of the program. This may be found by using only one single linear programming problem for the whole procedure, instead of NP+1 problems used above. Furthermore, in using the outcomes of one optimization as a point of departure for the next optimization, one may consider to use the old activity levels instead of the old bases, which was done in our program. At the time of writing this paper, these possibilities had not been investigated in detail.

²⁾The statement numbers have been added for illustrative purpose only.

REFERENCES

IBM Mathematical Programming System Extended/370(MPSX/370) Program Reference Manual (3rd edition) 1977.

Lebret, M.D., ETMIC-Equation To MPS - Input Conversion, Rekencentrum T.H.-Delft, User's Guide RC-TWA-77004, Delft, April 1977.

Nijkamp, P. and J. Spronk, Interactive Multiple Goal Programming, Report 7803/A, Centre for Research in Business Economics, Erasmus University, Rotterdam, 1978a.

Nijkamp, P. and J. Spronk, Interactive Multiple Goal Programming; Method and Application, Report 7812/F, Centre for Research in Business Economics, Erasmus University, Rotterdam, 1978b.

Nijkamp, P. and J. Spronk, Three Cases in Multiple Criteria Decision-Making: An Interactive Multiple Goal Programming Approach, Report 7822/A, Centre for Research in Business Economics, Erasmus University, Rotterdam, 1978c.

1979/219

REPORTS 1978

=====

- A - General Business Economics
 F - Business Finance and Portfolio Investment
 M - Marketing
 O - Organization, Production
 ACC - Accountancy
- 7801/A Nijkamp, P. and J. Spronk, Analysis of production and location decisions by means of multi-criteria analysis, February 1978.
- 7802/M Zwan, A. van der, 'Neo-professionalisering' - integraal verslag van een onderzoek onder drie groepen beroepsbeoefenaren, maart 1978.
- 7803/A Nijkamp, Peter and Jaap Spronk, Interactive Multiple Goal Programming, April 1978.
- 7804/F Jonkhart, Marius J.L., Bond Risk Differentials, the Term Structure of Interest Rates and the Risk of Default, April 1978.
- 7805/A Keus, J., Investeringsbeslissingen van ondernemers in macro-economisch perspectief, april 1978, discussienota.
- 7806/F Herst, A.C.C., Leasen of kopen: een kwestie van druk? juni 1978.
- 7807/F Jonkhart, Marius J.L., Bond Risk Differentials, the term structure of interest rates and the risk of default: A correction and an extension, May 1978.
- 7808/M Wijst, D. van der, Enige aspecten van het onderzoek t.b.v. de psychologische positionering van produkten, mei 1978.
- 7809/A Moerland, P.W., Prijsgedrag in theorie en praktijk, juni 1978.
- 7810/F Jonkhart, Marius J.L., On the Order of Debt Claims, July 1978.
- 7811/F Diepenhorst, A.I., Vennootschappelijke of Particuliere Schuld-aanvaarding, gevold door Elkaar Compenserende Fouten, augustus 1978.
- 7812/F Nijkamp, Peter and Jaap Spronk, Interactive multiple goal programming: method and application, June 1978.
- 7813/F Diepenhorst, A.I., A multi-period cost of capital concept and its impact on the formulation of financial policy, August 1978.
- 7814/F Ballendux, F.J. and J.K. van Vliet, Capital Budgeting under Uncertainty: a neglected institutional constraint? August 1978.
- 7815/F Ballendux, F.J. and J.K. van Vliet, Firm Effects and Project Values, September 1978.
- 7816/F Vliet, J.K. van, Discriminant Analysis as an Alternative Capital Budgeting Rule, September 1978.

- 7817/F Jonkhart, M.J.L., Determinants of corporate borrowing: a reinterpretation, November 1978.
- 7818/F Verboom, P.M., Het valutarisico in de internationale onderneming, oktober 1978 (discussienota).
- 7819/M Zwan, A. van der, m.m.v. H. Wijnberger, 'De markt voor het marktonderzoek' - Een integraal verslag van de uitkomsten van een enquête onder nederlandse (markt-)onderzoekbureaus 1946-1975, december 1978.
- 7820/M Zwan, A. van der, m.m.v. H. Wijnberger, 'De markt voor het marktonderzoek' - Een integraal verslag van de uitkomsten van een enquête onder nederlandse bedrijven naar het gebruik en de toepassing van marktonderzoek 1977, december 1978.
- 7821/M Zwan, A. van der, The industrialization of market research - The disintegration of its professional structure, December 1978.
- 7822/A Nijkamp, Peter and J. Spronk, Three Cases in Multi Criteria Decision Making: An Interactive Multiple Goal Programming Approach, December 1978.
- 7823/A Ouwerkerk, C. and J. Spronk, A PL/I Computer Program for I.M.G.P. Using the M.P.S.X. Package, December 1978.