

CURRICULUM VITAE

Goker Aydin

Johns Hopkins University
Carey Business School
100 International Drive
Baltimore, MD 21231

goker.aydin@jhu.edu

Education

9/1999 – 9/2003 Stanford University, Stanford, California
Ph.D. in Industrial Engineering

8/1997 – 8/1999 Purdue University, West Lafayette, Indiana
M.S. in Industrial Engineering

10/1993 – 7/1997 Bogazici University, Istanbul, Turkey
B.S. in Industrial Engineering

Academic Experience

2017 – present Professor, Johns Hopkins University
Carey Business School

2009 – 2017 Associate Professor, Indiana University Bloomington
Kelley School of Business, Department of Operations and Decision Technologies

2003 – 2009 Assistant Professor, University of Michigan – Ann Arbor
College of Engineering, Department of Industrial and Operations Engineering

Research Interests

Supply Chain Management; Revenue Management; Retail Operations; Interactions among Pricing, Product Variety and Operations Decisions; Managing the Supply Risk

Teaching Interests

Supply Chain Management; Revenue Management; Dynamic Pricing; Operations Management; Dynamic Programming; Quantitative Methods

Honors and Awards

2015, 2014 Kelley School MBA Class Teaching Excellence Award

2015 Kelley School Trustee Teaching Award

2015 Runner up, MSOM iFORM Best Paper Award, "Using a Dual Sourcing Option in the Presence of Asymmetric Information about Supplier Reliability: Competition vs. Diversification"

2014 *Management Science* Distinguished Service Award

2018, 2012, 2011 *Management Science* Meritorious Service Award

2017, 2011, 2009 *M&SOM* Meritorious Service Award

2009 INFORMS JFIG Paper Competition Finalist, "Personalized Dynamic Pricing of Limited Inventories"

2008 Alpha Pi Mu Outstanding Professor of the Year, awarded by the student honor society Alpha Pi Mu, Department of Industrial and Operations Engineering, University of Michigan – Ann Arbor

2008 Jon R. and Beverly S. Holt Award for Excellence in Teaching, awarded by the College of Engineering at the University of Michigan

RESEARCH

Journal Articles

- A15. S. Ye*, G. Aydin, S. Hu "Sponsored Search Marketing: Dynamic Pricing and Advertising for an Online Retailer." *Management Science*, 2015, 61:1255-1274.
- A14. B. Rodriguez*, G. Aydin "Pricing and Assortment Decisions for a Manufacturer Selling through Dual Channels." *European Journal of Operational Research*, 2015, 242:901-909.
- A13. G. Aydin, H. S. Heese "Bargaining for an Assortment." *Management Science*, 2015, 61:542-559.
- A12. S. Guo**, G. Aydin, G. C. Souza "Dismantle or Remanufacture?" *European Journal of Operational Research*, 2014, 233:580-583.
- A11. M. Mayorga, H. Ahn, G. Aydin "Optimal Assortment and Inventory Decisions with Multiple Quality Levels." *Annals of Operations Research*, 2013, 211:301-331.
- A10. C. Kuo*, H. Ahn, G. Aydin "Pricing Policy in a Supply Chain: Negotiation or Posted Pricing." *Production and Operations Management*, 2013, 22:626-641.
- A9. Z. Yang*, G. Aydin, V. Babich, D. Beil "Using a Dual Sourcing Option in the Presence of Asymmetric Information about Supplier Reliability: Competition vs. Diversification." *Manufacturing & Service Operations Management*, 2012, 14:202-217.
- A8. C. Kuo*, H. Ahn, G. Aydin "Dynamic Pricing of Limited Inventories when Customers Negotiate." *Operations Research*, 2011, 59:882-897.
- A7. M. Suh*, G. Aydin "Dynamic Pricing of Substitutable Products with Limited Inventories under Logit Demand." *IIE Transactions*, 2011, 43:323-331.
- A6. B. Rodriguez*, G. Aydin "Assortment Selection and Pricing for Configurable Products under Demand Uncertainty." *European Journal of Operational Research*, 2011, 210:635-646.
- A5. G. Aydin, W. H. Hausman "The Role of Slotting Fees in the Coordination of Assortment Decisions." *Production and Operations Management*, 2009, 18:635-652.
- A4. Z. Yang*, G. Aydin, V. Babich, D. Beil "Supply Disruptions, Asymmetric Information and a Backup Production Option." *Management Science*, 2009, 55:192-209.
- A3. G. Aydin, S. Ziya "Personalized Dynamic Pricing of Limited Inventories." *Operations Research*, 2009, 57:1523-1531.
- A2. G. Aydin, E. L. Porteus "Joint Inventory and Pricing Decisions for an Assortment." *Operations Research*, 2008, 56:1247-1255.
- A1. G. Aydin, S. Ziya "Pricing Promotional Products under Upselling." *Manufacturing & Service Operations Management*, 2008, 10:360-376.

Book Chapters

- B3. G. Aydin, V. Babich, D. Beil, Z. Yang* "Decentralized Supply Risk Management." In *Handbook of Integrated Risk Management in Global Supply Chains*, 2012, eds. O. Boyabatli, L. Dong, P. Kouvelis, R. Li. John Wiley & Sons, Inc.
- B2. V. Babich, G. Aydin, P.-Y. Brunet, J. Keppo, R. Saigal "Risk, Financing, and the Optimal Number of Suppliers." In *Supply Chain Disruptions: Theory and Practice of Managing Risk*, 2011, eds. H. Gurnani, A. Mehrotra, S. Ray. Springer-Verlag.
- B1. G. Aydin, E. L. Porteus "Manufacturer-to-Retailer versus Manufacturer-to-Consumer Rebates in a Supply Chain." In *Retail Supply Chain Management*, 2009, eds. N. Agrawal and S. Smith. Springer.

* former doctoral student, whom I advised or co-advised. ** doctoral student, for whom I was a dissertation committee member.

Working Papers

U5. S. Ye*, G. Aydin, S. Hu "Optimal Spending for a Search Funnel." In preparation for third round of review at *Manufacturing & Service Operations Management*.

U4. H. Zhang**, G. Aydin, R. P. Parker "Social Responsibility Auditing of Supply Chain Networks." In preparation for second round of review at *Management Science*.

U3. M. Ghuloum*, G. Aydin, G. C. Souza "Joint Dynamic Pricing with Acquisition and Selling Opportunities." In preparation for second round of review at *European Journal of Operational Research*.

U2. H. Zhang**, G. Aydin, H. S. Heese "Curbing the Usage of Conflict Minerals: A Supply Network Perspective." In preparation for second round of review at *Production and Operations Management*.

U1. T. Kotsi**, G. Aydin, A. Pedraza Martinez "Allocation of Nonprofit Funds Among Program, Fundraising, and Administration." Under revision.

* former doctoral student, whom I advised or co-advised. ** current doctoral student.

TEACHING

New Courses Developed

At Indiana University P512: Revenue Management – MBA course on pricing and revenue optimization

Major Course Revisions

At Indiana University	P561: Supply Chain Management & Technologies – MBA course on supply chain management; P509: Supply Chain Operations – master's course on supply chain management; K410: Decision Support Systems – undergraduate course on operations management; K605: Dynamic Programming – doctoral course on dynamic optimization
At the University of Michigan	IOE541: Inventory Analysis and Control – master's course on operations management; IOE441: Production and Inventory Control – undergraduate course on operations management

Courses Taught – At Johns Hopkins University

BU.510.650: Data Analytics – master's level course on data analytics

Courses Taught – At Indiana University

P512: Revenue Management – MBA course on pricing and revenue optimization

P561: Supply Chain Management and Technologies – MBA course on supply chain management

P509: Supply Chain Operations – master's course on supply chain management

K410: Decision Support Systems – undergraduate level operations management course

X576: An MBA-level "Emerging Market Experience" (EME) course, which included travel to Greece and Turkey

X574: An MBA-level "Global Business and Social Enterprise" (GLOBASE) course, which included travel to Guatemala

K605: Dynamic Programming – doctoral level course on dynamic optimization

P635: Special Topics in Operations Management – doctoral level course on dynamic pricing

Courses Taught – At the University of Michigan

IOE541: Inventory Analysis and Control – master's level operations management course

IOE441: Production and Inventory Control – undergraduate level operations management course

IOE543: Scheduling – master's level course on the theory of scheduling

Doctoral Students

Chia-Wei Kuo	Graduated: August 2008. Co-advisor: Hyun-soo Ahn, University of Michigan.
Zhibin Yang	Graduated: August 2009. Co-advisor: Volodymyr Babich, University of Michigan.
Betzabe Rodriguez	Graduated: May 2010.
Minsuk Suh	Graduated: August 2010.
Hui Wang	Graduated: August 2010. Co-advisor: Jack Hu, University of Michigan.
Shengqi Ye	Graduated: July 2014. Co-advisor: Shanshan Hu, Indiana University.
Mohammad Ghuloum	Graduated: May 2015. Co-advisor: Gilvan C. Souza, Indiana University

Doctoral Dissertation Committees

Xiaoyang Sean Yu	Kelley School of Business, Indiana University, 2016.
Jon M. Stauffer	Kelley School of Business, Indiana University, 2016.
Shanshan Guo	Kelley School of Business, Indiana University, 2015.
Feng Zhou	Kelley School of Business, Indiana University, 2013.
Binny Samuel	Kelley School of Business, Indiana University, 2012.
John Ni	Kelley School of Business, Indiana University, 2011.
Hubert S. Pun	Kelley School of Business, Indiana University, 2010.
Oben Ceryan	Department of Mechanical Engineering, University of Michigan, 2010.
Warren T. Sutton	Department of Industrial and Operations Engineering, University of Michigan, 2009.
Tim Lortz	Department of Industrial and Operations Engineering, University of Michigan, 2008.
Lin Li	Department of Mechanical Engineering, University of Michigan, 2007.
Ling Wang	Ross School of Business, University of Michigan, 2007.
D. Ciemnoczolowski	Department of Industrial and Operations Engineering, University of Michigan, 2006.
Qing Ye	Department of Industrial and Operations Engineering, University of Michigan, 2006.
Dimitris Kostamis	Department of Industrial and Operations Engineering, University of Michigan, 2006.
Cheng-Hung Wu	Department of Industrial and Operations Engineering, University of Michigan, 2006.
Xinxin Hu	Ross School of Business, University of Michigan, 2005.
David L Kaufman	Department of Industrial and Operations Engineering, University of Michigan, 2005.
S. Chandramouli	Department of Industrial and Operations Engineering, University of Michigan, 2004.
Emre Kazancioglu	Department of Mechanical Engineering, University of Michigan, 2004.

GRANTS

Competitive Grants

1. Markdown Pricing and Production Planning for a Catalog Manufacturer, National Science Foundation, 9/2005 – 8/2008, Principal Investigator, Share: 100% of \$150,000.

Competitive Grants - continued

2. Supply Risk Management and Asymmetric Information, National Science Foundation, 9/2008 – 8/2010, Co-Principal Investigator, Share: 42% of \$220,000.

Non-Competitive Grants

1. NSF Workshop: Integrated Risk Management in Operations and Global Supply Chain Management: Risk, Contracts, and Insurance, National Science Foundation, 1/2006 – 12/2006, Co-Principal Investigator, Total Award: \$35,000.

2. Koeze Company Gift Fund, Koeze Company, Grand Rapids, MI, \$10,000.

PRESENTATIONS

Invited Talks

22. Duke University, December 2019, "Optimal Spending for a Search Funnel."
21. North Carolina State University, April 2018, "Optimal Spending for a Search Funnel."
20. Boston College, October 2017, "Optimal Spending for a Search Funnel."
19. University of Utah, September 2017, "How to Get the Conflict out of the Mineral Supply Chain."
18. Georgia Institute of Technology, May 2017, "How to Get the Conflict out of the Mineral Supply Chain."
17. Drexel University, April 2017, "Optimal Spending for a Search Funnel."
16. George Washington University, March 2017, "Optimal Spending for a Search Funnel."
15. Baruch College, CUNY, May 2016, "How To Get the Conflict out of the Mineral Supply Chain."
14. Johns Hopkins University, December 2015, "Two Challenges in Sponsored Search Marketing: Dynamic Pricing of Products, and Budget Allocation for a Search Funnel."
13. University of Illinois at Urbana-Champaign, October 2014, "Bargaining for an Assortment."
12. University of Minnesota, October 2014, "Bargaining for an Assortment."
11. EBS University, Germany, November 2013, "Sponsored Search Marketing: Dynamic Pricing and Advertising for an Online Retailer."
10. National Taiwan University, Taiwan, November 2012, "Sponsored Search Marketing: Dynamic Pricing and Advertising for an Online Retailer."
9. National Dong Hwa University, Taiwan, November 2012, "Sponsored Search Marketing: Dynamic Pricing and Advertising for an Online Retailer."
8. Georgetown University, October 2012, "Bargaining for an Assortment."
7. Southern Methodist University, April 2012, "Bargaining for an Assortment."
6. Dartmouth College, December 2011, "Bargaining for an Assortment."
5. Indiana University Alumni Association, Mini University 2010, "Art of Pricing Gets Smart: The Science Behind The Prices We Pay."
4. University of Pittsburgh, January 2010, "When Customers Negotiate: Implications for Dynamic Pricing and Supply Chain Management."
3. University of Cincinnati, October 2009, "When Customers Negotiate: Implications for Dynamic Pricing and Supply Chain Management."
2. Clemson University, November 2006, "Dynamic Pricing of Limited Inventories When Customers Negotiate."

Invited Talks – continued

1. Department of Infotronics and System Analytics at Ford Motor Corporation, October 2006, “Dynamic Pricing of Limited Inventories When Customers Negotiate.”

Conference Presentations

27. “Optimal Spending for a Search Funnel,” INFORMS Annual Meeting, Houston, 2017.
26. “How to Get the Conflict out of the Mineral Supply Chain,” UNC Leadership Summit on Global Commerce, Chapel Hill, 2017.
25. “Bargaining for an Assortment,” Fourth Symposium on Games and Decisions in Reliability and Risk, Istanbul, 2015.
24. “Sponsored Search Marketing; Dynamic Pricing and Advertising for an Online Retailer,” Workshop on Challenges and Opportunities in Retail Operations, University of Florida, Gainesville, 2013.
23. “Bargaining for an Assortment,” INFORMS Annual Meeting, Phoenix, 2012.
22. “Bargaining for an Assortment,” POMS Conference, Chicago, 2012.
21. “Dynamic Disposition Decisions in a Closed-Loop Supply Chain: Dismantle, Refurbish, or Salvage?” INFORMS Annual Meeting, Charlotte, 2011.
20. “Bargaining for an Assortment,” MSOM Conference, University of Michigan, 2011.
19. “Bargaining for an Assortment,” Innovating the Global Supply Chain, University of North Carolina, 2011.
18. “Pricing Policy in a Supply Chain: Negotiation or Posted Pricing,” INFORMS Annual Meeting, Austin, 2010.
17. “Dynamic Pricing of Substitutable Products under Logit Demand,” INFORMS Annual Meeting, Austin, 2010.
16. “Pricing Policy in a Supply Chain: Negotiation or Posted Pricing,” MSOM Conference, Technion, Israel, 2010.
15. “Pricing Policy in a Supply Chain: Negotiation or Posted Pricing,” POMS Conference, Vancouver, Canada, 2010.
14. “Dynamic Pricing of Limited Inventories when Customers Negotiate,” POMS Conference, Vancouver, Canada, 2010.
13. “Pricing Policy in a Supply Chain: Negotiation or Posted Pricing,” Product and Service Innovation Conference, Park City, 2010.
12. “Personalized Dynamic Pricing of Limited Inventories,” INFORMS Revenue Management and Pricing Conference, Northwestern University, 2009.
11. “Pricing Policy in a Distribution Channel: Negotiation or Posted Pricing,” INFORMS Marketing Science Conference, Michigan, 2009.
10. “Personalized Dynamic Pricing of Limited Inventories,” INFORMS Annual Meeting, Washington D.C., 2008.
9. “Pricing of Limited Inventories with Market Segments and Imperfect Customer Identification,” INFORMS Annual Meeting, Seattle, 2007.
8. “Upselling a Promotional Product Using Customer Purchase Information,” IIE Industrial Engineering Research Conference, Orlando, 2006.
7. “Upselling a Promotional Product Using Customer Purchase Information,” Supply Chain and Logistics Engineering Conference, Gainesville, 2006.
6. “Upselling a Promotional Product Using Customer Purchase Information,” INFORMS Annual Meeting, San Francisco, 2005.
5. “Retail and Wholesale Pricing Decisions under Demand Uncertainty,” INFORMS Annual Meeting, Denver, 2004.
4. “Inventory, Pricing and Supply Chain Coordination for Multiple Competing Products under Logit Demand,” CORS/INFORMS Joint Meeting, Banff, Canada, 2004.

Conference Presentations – continued

3. “The Effect of Rebates on the Supply Chain under Price-Dependent Demand,” INFORMS Annual Meeting, Atlanta, 2003.
2. “Supply Chain Coordination and Assortment Planning,” INFORMS Annual Meeting, San Jose, 2002.
1. “Supply Chain Coordination with Multiple Products Competing on Price,” INFORMS Annual Meeting, San Jose, 2002.

Conference Presentations by Co-authors

67. “Allocation of Nonprofits’ Funds Among Program, Fundraising, and Administration,” by T. Kotsi, INFORMS Annual Meeting, Seattle, 2019.
66. “Social Responsibility Auditing of Supply Chain Networks,” by H. Zhang, INFORMS Annual Meeting, Seattle, 2019.
65. “Allocation of Nonprofits’ Funds Among Program, Fundraising, and Administration,” by T. Kotsi, POMS Conference, Washington D.C., 2019.
64. “Social Responsibility Auditing of Supply Chain Networks,” by H. Zhang, POMS Conference, Washington D.C., 2018.
63. “Allocation of Nonprofits’ Funds Among Program, Fundraising, and Administration,” by T. Kotsi, INFORMS Annual Meeting, Phoenix, 2018.
62. “Social Responsibility Auditing of Supply Chain Networks,” by H. Zhang, INFORMS Annual Meeting, Phoenix, 2018.
61. “Curbing the Usage of Conflict Minerals: A Supply Network Perspective,” by H. Zhang, POMS Conference, Houston, 2018.
60. “Dynamic Allocation of NGO Funds Among Program, Fundraising, and Administration,” by T. Kotsi, POMS Conference, Houston, 2018.
59. “Social Responsibility Auditing of Supply Chain Networks,” by H. Zhang, POMS Conference, Houston, 2018.
58. “Curbing the Usage of Conflict Minerals: A Supply Network Perspective,” by H. Zhang, INFORMS Annual Meeting, Houston, 2017.
57. “Dynamic Allocation of NGO Funds Among Program, Fundraising, and Administration,” by T. Kotsi, INFORMS Annual Meeting, Houston, 2017.
56. “Social Responsibility Auditing of Supply Chain Networks,” by H. Zhang, INFORMS Annual Meeting, Houston, 2017.
55. “Dynamic Allocation of NGO Funds Among Program, Fundraising, and Administration,” by T. Kotsi, POMS Conference, Seattle, 2017.
54. “How To Get the Conflict out of the Mineral Supply Chain,” by H. Zhang, POMS Conference, Seattle, 2017.
53. “Optimal Spending for a Search Funnel,” by S. Ye, POMS Conference, Seattle, 2017.
52. “Dynamic Allocation of NGO Funds Among Program, Fundraising, and Administration,” by T. Kotsi, INFORMS Annual Meeting, Nashville, 2016.
51. “How To Get the Conflict out of the Mineral Supply Chain,” by H. Zhang, INFORMS Annual Meeting, Nashville, 2016.
50. “How To Get the Conflict out of the Mineral Supply Chain,” by H. Zhang, MSOM Conference, University of Auckland, 2016.
49. “How To Get the Conflict out of the Mineral Supply Chain,” by H. Zhang, POMS Conference, Orlando, 2016.
48. “Optimal Spending for a Search Funnel,” by S. Ye, POMS Conference, Orlando, 2016.
47. “Optimal Spending for a Search Funnel,” by S. Ye, INFORMS Annual Meeting, Philadelphia, 2015.
46. “Optimal Dynamic Pricing for Trade-in Programs,” by M. Ghuloum, INFORMS Annual Meeting, Philadelphia, 2015.

Conference Presentations by Co-authors – continued

45. "Campaign Earlier or Later? Sponsored Search Advertising when Customers Re-click," by S. Ye, POMS Conference, Washington D.C., 2015.
44. "Optimal Dynamic Pricing for Trade-in Programs," by M. Ghuloum, POMS Conference, Washington D.C., 2015.
43. "Campaign Earlier or Later? Sponsored Search Advertising when Customers Re-click," by S. Ye, INFORMS Annual Meeting, San Francisco, 2014.
42. "Optimal Dynamic Pricing for Trade-in Programs," by M. Ghuloum, INFORMS Annual Meeting, San Francisco, 2014.
41. "Dismantle or Remanufacture?" by S. Guo, POMS Conference, Atlanta, 2014.
40. "Campaign Earlier or Later? Sponsored Search Advertising when Customers Re-click," by S. Ye, POMS Conference, Atlanta, 2014.
39. "Sponsored Search Marketing: Dynamic Pricing and Advertising for an Online Retailer," by S. Ye, POMS Conference, Atlanta, 2014.
38. "Bargaining for an Assortment," by S. Heese, INFORMS Annual Meeting, Minneapolis, 2013.
37. "Sponsored Search Marketing: Dynamic Pricing and Advertising for an Online Retailer," by S. Ye, MSOM Conference, Columbia University, 2012.
36. "Sponsored Search Marketing: Dynamic Pricing and Advertising for an Online Retailer," by S. Ye, POMS Conference, Chicago, 2012.
35. "Bargaining for an Assortment," by H. S. Heese, INFORMS Annual Meeting, Charlotte, 2011.
34. "Search Engine Marketing: Dynamic Pricing and Advertising for an Online Retailer," by S. Ye, INFORMS Annual Meeting, Charlotte, 2011.
33. "Pricing Policy in a Supply Chain: Negotiation or Posted Pricing," by C. Kuo, INFORMS Annual Meeting, Charlotte, 2011.
32. "Bargaining for an Assortment," by H. S. Heese, POMS Conference, Reno, 2011.
31. "A Complexity Model of Assembly Supply Chains in the Presence of Product Variety," by H. Wang, INFORMS Annual Meeting, Austin, 2010.
30. "Decentralized Supply Risk Management," by V. Babich, INFORMS Annual Meeting, Austin, 2010.
29. "Using a Dual-sourcing Option in the Presence of Asymmetric Information about Supplier Reliability," by Z. Yang, INFORMS Annual Meeting, Austin, 2010.
28. "Pricing and Assortment Decisions for a Manufacturer Selling through Dual-Channels," by B. Rodriguez, POMS Conference, Vancouver, Canada, 2010.
27. "Assortment Selection in Dual Sales Channels," by B. Rodriguez, INFORMS Annual Meeting, San Diego, 2009.
26. "Complexity Analysis of Assembly Supply Chains in the Presence of Product Variety," by H. Wang, INFORMS Annual Meeting, San Diego, 2009.
25. "Delegating Procurement Decision under Supply Risk and Asymmetric Information," by Z. Yang, INFORMS Annual Meeting, San Diego, 2009.
24. "Dynamic Pricing of Limited Inventories when Customers Negotiate," by C. Kuo, INFORMS Annual Meeting, San Diego, 2009.

Conference Presentations by Co-authors – continued

23. "Dynamic Pricing of Substitutable Products under Logit Demand," by M. Suh, INFORMS Annual Meeting, San Diego, 2009.
22. "Personalized Dynamic Pricing of Limited Inventories," by S. Ziya, INFORMS Annual Meeting, San Diego, 2009.
21. "Assortment Selection and Pricing for Configurable Products," by B. Rodriguez, MSOM Conference, MIT, 2009.
20. "Supply Disruptions, Asymmetric Information, and a Dual Sourcing Option," by Z. Yang, MSOM Conference, MIT, 2009.
19. "A Model of Assembly Supply Chain Complexity and its Relationship to Cost," by H. Wang, INFORMS Annual Meeting, Washington D.C., 2008.
18. "Assortment Selection and Pricing for Configurable Products," by B. Rodriguez, INFORMS Annual Meeting, Washington D.C., 2008.
17. "Dynamic Pricing of Substitutable Products under Logit Demand," by M. Suh, INFORMS Annual Meeting, Washington D.C., 2008.
16. "On Supply Risk and Asymmetric Information," by Z. Yang, INFORMS Annual Meeting, Washington D.C., 2008.
15. "Sales Format Decisions in a Supply Chain," by C. Kuo, INFORMS Annual Meeting, Washington D.C., 2008.
14. "To Negotiate or Not: The Effect of Capacity," by C. Kuo, MSOM Conference, University of Maryland, 2008.
13. "Complexity Analysis of Assembly Supply Chains Configurations," by H. Wang, INFORMS Annual Meeting, Seattle, 2007.
12. "Supply Disruptions, Asymmetric Information, and Dual Sourcing," by Z. Yang, INFORMS Annual Meeting, Seattle, 2007.
11. "To Negotiate or Not: The Effect of Capacity," by C. Kuo, INFORMS Annual Meeting, Seattle, 2007.
10. "Supply Risk, Asymmetric Information, and Backup Production Option," by Z. Yang, MSOM Conference, Tsinghua, China, 2007.
9. "Supply Disruptions, Asymmetric Information, and a Backup Option," by Z. Yang, INFORMS Annual Meeting, Pittsburgh, 2006.
8. "Dynamic Pricing of Limited Inventories when Customers Negotiate," by C. Kuo, INFORMS Annual Meeting, Pittsburgh, 2006.
7. "Supply Risk and Asymmetric Information," by Z. Yang, MSOM Conference, Georgia Tech, 2006.
6. "Dynamic Pricing of Limited Inventories when Customers Negotiate," by C. Kuo, MSOM Conference, Georgia Tech, 2006.
5. "Dynamic Pricing of a Product under Price Negotiation," by C. Kuo, IIE Industrial Engineering Research Conference, Orlando, 2006.
4. "Optimal Retailer Assortment and Stocking Decisions," by M. Mayorga, INFORMS Annual Meeting, San Francisco, 2005.
3. "Risk, Financing, and the Optimal Number of Suppliers," by V. Babich, INFORMS Annual Meeting, San Francisco, 2005.
2. "Upselling Seasonal Products Using Customer Purchase Information," by S. Ziya, MSOM Conference, Northwestern University, 2005.
1. "Risk, Financing, and the Optimal Number of Suppliers," by V. Babich, MSOM Conference, Northwestern University, 2005.

SERVICE

Key Service to Profession

Track co-chair for Revenue Management and Pricing Track at the 2018 POMS Conference.

Track co-chair for the Supply Chain Analytics Track at the 2017 POMS Conference.

Co-chair for the 2015 MSOM Student Paper Competition.

Cluster co-chair for sessions sponsored by the Revenue Management and Pricing Subsection at the 2014 INFORMS Annual Meeting.

Co-chair for the 2014 MSOM Student Paper Competition.

Track co-chair for the Supply Chain Management Track at the 2013 DSI Annual Meeting.

Cluster co-chair for sessions sponsored by the Supply Chain Management Special Interest Group of MSOM at the 2012 INFORMS Annual Meeting.

Co-chair for the NSF Workshop and Conference on Integrated Risk Management in Operations and Global Supply Chain Management: Risk, Contracts, and Insurance, Ann Arbor, MI, June 2006.

Cluster co-chair for invited sessions on supply chain management at the 2005 INFORMS Annual Meeting.

Other Service to Profession

Associate Editor for *Manufacturing & Service Operations Management (M&SOM)*, 2019 – present.

Associate Editor for *Production and Operations Management*, 2016 – present.

Associate Editor for *Decision Sciences Journal*, 2013 – present.

Chair for Emerging Scholars Program, POMS Conference, Washington D.C., 2019.

Judge for POMS Supply Chain College Student Paper Competition, Second Round, 2017.

Co-editor of a special issue on Global Supply Chain Management for *Business Horizons*, July – August 2014.

Reviewer on Junior Faculty Interest Group Paper Competition, 2019.

Reviewer on National Science Foundation Peer Review Panel, 2013, 2015, 2019.

Reviewer for MSOM Conference, 2006, 2010, 2011, 2012, 2014.

Judge for MSOM Student Paper Competition, 2010, 2011, 2012, 2013.

Judge for POMS Supply Chain College Student Paper Competition, 2012, 2013.

Judge for DSI Elwood S. Buffa Doctoral Dissertation Competition, 2014.

Panelist, Future Academician Colloquium, INFORMS Annual Meeting, Philadelphia, 2015.

Panelist, Future Academician Colloquium, INFORMS Annual Meeting, San Francisco, 2014.

Panelist, Future Academician Colloquium, INFORMS Annual Meeting, Charlotte, 2011.

Panelist, Doctoral Consortium, DSI Annual Meeting, Boston, 2011.

Chair, Session on Social Responsibility in Sourcing, INFORMS Annual Meeting, Houston, 2017.

Chair, Session on Innovations in Revenue Management, INFORMS Annual Meeting, Houston, 2017.

Chair, Session on Retail Pricing, INFORMS Annual Meeting, Philadelphia, 2015.

Chair, Session on Pricing and Externalities, POMS Conference, Washington D.C., 2015.

Other Service to Profession - continued

Chair, Session on Social Responsibility in Supply Chain Management, POMS Conference, Atlanta, 2014.

Chair, Session on Competition and Cooperation in Supply Chains, DSI Annual Meeting, Baltimore, 2013.

Chair, Session on Innovation and Security in Supply Chain Management, DSI Annual Meeting, Baltimore, 2013.

Chair, Session on Pricing in the Presence of Multiple Customer Types, INFORMS Annual Meeting, Minneapolis, 2013.

Chair, Session on Operations Management in the Presence of Differentiated Products, POMS Conference, Denver, 2013.

Chair, Session on Retail Operations in Multi-store or Multi-channel Environments, POMS Conference, Denver, 2013.

Chair, Session on Pricing in the Presence of Promotional Effects, INFORMS Annual Meeting, Phoenix, 2012.

Chair, Session on Managing Product Variety, POMS Conference, Chicago, 2012.

Chair, Session on Retail Pricing Problems in Operations Management, POMS Conference, Chicago, 2012.

Chair, Session on Retail Pricing, INFORMS Annual Meeting, Charlotte, 2011.

Chair, Session on Capacity and Inventory Management, POMS Conference, Vancouver, Canada, 2010.

Chair, Session on Revenue Management and Pricing, INFORMS Annual Meeting, Washington D.C., 2008.

Chair, Session on Operations / Marketing Interface, IIE Industrial Engineering Research Conference, Orlando, 2006.

Chair, Session on Assortment Planning under Operational Considerations, INFORMS Annual Meeting, San Francisco, 2005.

Reviewer for Management Science, Operations Research, Manufacturing & Service Operations Management, Journal of Marketing Research, Decision Sciences, IIE Transactions, Naval Research Logistics, Production and Operations Management, European Journal of Operational Research, Information Systems Research, Annals of Operations Research, Journal of the Operational Research Society, Probability in Engineering and Information Sciences, Omega, International Journal of Production Economics, IEEE Transactions on Automation Science and Engineering.

Service to Johns Hopkins Carey Business School

Senior Faculty Committee, 2017 – present

Operations Management & Business Analytics Tenure-Track Faculty Search Committee, 2017 (chair), 2018 (chair)

Operations Management & Business Analytics Practice-Track Faculty Search Committee, 2019 (member)

Operations Management & Business Analytics Postdoctoral Fellow Search Committee, 2019 (chair)

Operations Management & Business Analytics Curriculum Subcommittee, 2018 – present (chair)

Grade Appeals Committee, 2018 – present (chair)

Promotion Committees for Practice-Track Faculty Members, 2018 (chair), 2019 (chair)

Curriculum Committee, 2017 – present (member)

GMBA Program Implementation Committee, 2017 (member)

MBA Admissions Committee, 2017 (member)

Navigating Academic Life Workshop, 2017, Speaker

Diving into Disciplines Workshop, 2017, Speaker

Carey Internal Grants, 2017 – present, Reviewer

Service to Previous Department / School / University

Undergraduate curriculum committee of the Department of Operations and Decision Technologies, 2009-2010 (member), 2013 – 2014 (chair).

Faculty recruitment committee of the Department of Operations and Decision Technologies, 2010 – 2012 (member), 2013 (chair), 2014 (member), 2015 (chair).

Exploratory committee for the review of Information Systems Majors at the Department of Operations and Decision Technologies, 2013.

Graduate Accounting Programs Policy Committee, Kelley School of Business, 2013 – 2016 (member).

Judge for case competitions at the Kelley School of Business: Arcelor Mittal Case Competition, 2014, 2013; Ernst & Young MSIS Case Competition, 2014, 2013; 1st year MSIS Final Project Case Competition, 2013; Grainger Case Competition, 2012; 1st year MBA Case Competition, 2010; CA Regional Case Competition in Information Technology Management, 2009.

Presented information on majors offered by Operations and Decision Technologies Department to sophomores in X220: Career Perspectives, 2012, 2013.

Taught a cohort of approximately 40 master's students as part of a program delivered by the Kelley School of Business and Steinbeis Center of Management and Technology, 2014, 2015.

Taught a cohort of approximately 20 high school students as part of "BIG: Business is Global," a program delivered by the Institute of International Business at the Kelley School of Business, 2014.

Taught a cohort of approximately 30 executives in India as part of a certificate program delivered by the Kelley School of Business and Indian Institute of Management – Lucknow (IIM-L), 2013.

Taught a cohort of approximately 60 executive MBA students from IIM-L in Macedonia as part of a joint one-week program delivered by the Kelley School of Business and IIM-L, 2012.

Served as a speaker at the Indiana University Alumni Association's Mini University 2010.

Industry Interactions

Served as an advisor on student projects at the University of Michigan with Medtronic, General Electric Healthcare and Target.

Worked on projects with Asterand, General Motors, Hewlett-Packard, Koeze Company and Ericsson AB.

Professional Societies

Member of INFORMS – The Institute for Operations Research and the Management Sciences

Member of POMS – Production and Operations Management Society