

**David F. Pyke**  
Professor of Operations and Supply Chain Management  
School of Business Administration  
University of San Diego

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Email: [davidpyke@san Diego.edu](mailto:davidpyke@san Diego.edu)

***Personal***

Married, three children

***Degrees***

B.A., Sociology, Haverford College, 1976  
M.B.A., Management Analysis, Drexel University, 1982  
M.A., University of Pennsylvania, 1987  
M.A., Honorary, Dartmouth College, 1999  
Ph.D., Decision Sciences, The Wharton School, University of Pennsylvania, 1987

***Professional Experience***

2015 – Present	Professor of Operations and Supply Chain Management, School of Business, University of San Diego
2008 – 2015	Dean of the School of Business Administration, University of San Diego; also responsible for the Engineering Program from 2008 – 2013
2004–2008	Benjamin Ames Kimball Professor of the Science of Administration and Associate Dean, Tuck School of Business at Dartmouth
2002–2004	Professor of Business Administration and Associate Dean, Tuck School of Business at Dartmouth
1999–2002	Professor of Business Administration, Tuck School of Business
1991–1999	Associate Professor of Business Administration (with tenure from 1994), Tuck School of Business
1996–1997	Visiting Associate Professor of Operations Management, The Wharton School, University of Pennsylvania
Autumn, 1995–6	Visiting Associate Professor, Production Management, WHU - Otto-Beisheim-Hochschule, Vallendar, Germany
Autumn, 1995	Visiting Associate Professor, Logistics, Helsinki School of Economics, Helsinki, Finland

Autumn, 1989 Visiting Assistant Professor of Operations Management, The International Management M.B.A. Program, The International University of Japan, Yamato-machi, Niigata, Japan

1987–1991 Assistant Professor of Business Administration, The Amos Tuck School of Business Administration, Dartmouth College

Summer, 1986 Intern, The Rand Corporation, Santa Monica, California

Summer, 1984 Operations Research Analyst, Hercules, Inc., Wilmington, Delaware

Summer, 1983 Producer, Lecturer, Video Tape Series on Statistics and Quality Control, Hercules, Inc., Wilmington, Delaware

1976–1983 Mathematics Teacher; Soccer, Basketball, and Track Coach, The Tower Hill School, Wilmington, Delaware

### ***Honors and Awards***

2008 Emerald Literati Network Outstanding Paper Award for “Sales and Operations Planning: An Exploratory Study and Framework,” with J.A. Grimson, *The International Journal of Logistics Management*, 18, 3, 2007.

1997 Wharton MBA Core Curriculum Cluster Teaching Award, Spring, 1997.

1996 Wharton MBA Core Curriculum Cluster Teaching Award, Spring, 1996.

1990 Stan T. Hardy Award for the best paper published in Operations Management in 1990; awarded by the Midwest Decision Sciences Institute for “Push and Pull in Manufacturing and Distribution Systems” (with M.A. Cohen) *Journal of Operations Management*, Volume 9, No. 1, 24-43, 1990.

1986 Nicholson Student Paper Competition, Honorable Mention, for “A Solution Concept for the Problem of Different Owners in a Multi-Echelon (s,S) Inventory System” (with R. Ernst).

### ***Research Interests***

Operations Strategy

Risk Management in the Airline Industry

Supply Chain Management

Integrated Enterprise Risk Management

Pricing and Supply Chain Management

Inventory Management

Production Planning and Control

Manufacturing in China

### ***Books***

- *Inventory and Production Management in Supply Chains*. Fourth Edition (with Edward A. Silver and Douglas J. Thomas). 780 pages. CRC Press, 2017.
- *Inventory Management and Production Planning and Scheduling*. Third Edition (with Edward A. Silver and Rein Peterson). John Wiley & Sons, 1998.
- *Supply Chain Management: Innovations for Education*. (Co-editor with M. Eric Johnson). *POMS Series in Technology and Operations Management*, Volume 2, Production and Operations Management Society, 2000.

### ***Publications***

- “On the Impact of Jet Fuel Cost on Airlines’ Capacity Choice: Evidence from the U.S. Domestic Markets,” with Iman Mohammadian and Soheil Sibdari, *Transportation Research Part E*, 111, 1-17, 2018.
- “Risk Management in the Airline Industry,” with Soheil Sibdari, In Stephen Gong (Ed.), *Funding for International Logistics and Supply Chain: Strategies for Finance and Risk Management*, Forthcoming, November 2018.
- “Dynamic Pricing with Uncertain Production Cost: An Alternating-Move Approach,” with Soheil Sibdari, *European Journal of Operational Research*, 236(1), 218–228, 2014.
- “A Competitive Dynamic Pricing Model when Demand is Interdependent Over Time,” with Soheil Sibdari, *European Journal of Operational Research*, 207(1), 330-338, 2010.
- “The Value of Flexibility in Make-to-Order Systems: The Effect of Demand Correlation,” with Jiri Chod and Nils Rudi, *Operations Research*, 58(no. 4, part 1 of 2), 834-848, 2010.
- “Static and Dynamic Pricing of Excess Capacity in a Make-To-Order Environment,” with Joseph M. Hall and Praveen K. Kopalle, *Production and Operations Management*, 18(4), 411-425, July-August, 2009.
- “Sales & Operations Planning: An Exploratory Study and Framework,” with J. Andrew Grimson, *The International Journal of Logistics Management*, 18 (3), 322-346, 2007. Chosen as the Outstanding Paper Award Winner at the Literati Network Awards for Excellence 2008.
- “Shanghai or Charlotte? The Decision to Outsource to China and Other Low Cost Countries,” Chapter 3 in “Supply Chain Excellence in Emerging Economies,” Springer-Verlag, eds. Chung-Yee Lee and Hau L. Lee, 2007.

- “Smart Pricing: A review of recent and seminal work linking pricing decisions with operational insights” with M. Fleischmann and J. Hall, *Sloan Management Review*, 45 (2), 9-13, Winter, 2004.
- “Periodic Review Inventory Policies for Remanufacturing,” with B. Mahadevan and M. Fleischmann, *European Journal of Operational Research*, 151, 3, 536-551, 2003.
- “Sourcing Strategy and Supplier Relationships: Alliances vs. eProcurement” with Eric Johnson, in *The Practice of Supply Chain Management*, Kluwer Publishers, C. Billington, H. Lee, J. Neale, T. Harrison editors, 77 - 89, 2003.
- “Degeneracy in Inventory Models,” (with Amy Hing-Ling Lau and Hon-Shiang Lau), *Naval Research Logistics*, 49 (7), 686-705, 2002.
- “Humane Work and the Challenges of Job Design” (with James B. Murphy), Chapter 13, pp. 289-309, in *Rethinking the Purpose of Business*, eds. Steven Cortright and Michael Naughton, University of Notre Dame Press, 2002.
- “Manufacturing Technology and Operations in China: A Survey of State-Owned Enterprises, Private Firms, Joint Ventures and Wholly Owned Foreign Subsidiaries” with John Farley and David Robb, *European Management Journal*, 20, 4, 356-375, August, 2002.
- “A Two-Location Inventory Model with Transshipment and Local Decision Making” (with Nils Rudi and S. Kapur), *Management Science*, 47, 12, 1668-1680, 2001.
- “Manufacturing and Supply Chain Management in China: A Survey of State-, Collective-, and Privately-Owned Enterprises” (with David Robb and John Farley), *European Management Journal*, 18, 6, 577-589, 2000.
- “Teaching Supply Chain Management” (with M. Eric Johnson), in *Production and Operations Management*, 9, 1, 2 – 18, 2000; and in *Supply Chain Management: Innovations for Education*. (Edited by David F. Pyke and M. Eric Johnson). *POMS Series in Technology and Operations Management*, Volume 2, Production and Operations Management Society, 4-20, 2000.
- “Teaching Supply Chain Concepts with the Newsboy Model” (with Nils Rudi), in *Supply Chain Management: Innovations for Education*. (Edited by David F. Pyke and M. Eric Johnson). *POMS Series in Technology and Operations Management*, Volume 2, Production and Operations Management Society, 170-180, 2000.
- “Product Recovery at the Norwegian Health Insurance Administration” (with Nils Rudi), *Interfaces*, 30, 3, 166-179, 2000
- “The Residual Life of the Renewal Process: A Simple Algorithm” (with Manuel P. Baganha and Geraldo Ferrer). *Naval Research Logistics*, 46, 435-443, 1999.

- “Buffering Unbalanced Assembly Systems” (with S.G. Powell). *IIE Transactions*, 30,1, 55-65, 1998.
- “Guangzhou Machine Tool.” in *Global Supply Chain and Technology Management*, edited by H. Lee, Production and Operations Management Society, POMS Series in Technology and Operations Management, Volume 1, 1998, 205-215; also in *Global Operations Management and Logistics: Text and Cases*, by P. Dornier, R. Ernst, M. Fender, P. Kouvelis, 1998.
- “An Inventory Model Embedded in Designing a Supply Contract” (with Ricardo Ernst, Yigal Gerchak, and Mordechai Henig). *Management Science*, 43(2), 184-189, 1997.
- “Periodic Production Scheduling at a Fastener Manufacturer” (with Victor McGee). *International Journal of Production Economics*, Volume 46-47, 65-88, 1996.
- “The Undershoot of the Reorder Point: Tests of an Approximation” (with Manuel P. Baganha and Geraldo Ferrer). *International Journal of Production Economics*, Volume 45, 311-320, 1996.
- “Exploiting Timely Demand Information to Reduce Inventories” (with K.E. Bourland and S.G. Powell). *European Journal of Operational Research*, Volume 92, No. 2, 239-253, 1996.
- “Allocation of Buffers to Serial Production Lines with Bottlenecks” (with S.G. Powell). *IIE Transactions*, Volume 28, 18-29, 1996.
- “An Empirical Investigation of the Two-moment Approximation for Production Lines” (with Stephen G. Powell) *International Journal of Production Research*, Volume 32, No. 5, 1137-1157, 1994.
- “Multiproduct Integrated Production-Distribution Systems” (with M.A. Cohen) *European Journal of Operations Research*, Volume 74, 18-49, 1994.
- “A Predictive Model for the Throughput of Unbuffered Three-station Serial Lines” (with K.R. Baker and S.G. Powell) *IIE Transactions*, Volume 26, 4, 62-71, 1994.
- “Optimal Base Stock Policies and Truck Capacity in a Two-Echelon System” (with R. Ernst) *Naval Research Logistics*, Volume 40, 879-903, 1993.
- “Performance Characteristics of Stochastic Integrated Production-Distribution Systems” (with M.A. Cohen) *European Journal of Operational Research*, Volume 68, No. 1, 23-48, July 1993.
- “Optimal Allocation of Work in Assembly Systems” (with K.R. Baker and S.G. Powell), *Management Science*, Volume 39, No. 1, 101-106, 1993.

- “Multi-item Service Constrained (s,S) Policies for Spare Parts Logistics Systems” (with M.A. Cohen, P.R. Kleindorfer and H.L. Lee) *Naval Research Logistics*, Volume 39, No. 4, 561-578, 1992.
- “Component Part Stocking Policies” (with R. Ernst) *Naval Research Logistics*, Volume 39, No. 4, 509-530, 1992.
- “Priority Repair and Dispatch Policies for Repairable Item Logistics Systems,” *Naval Research Logistics*, Volume 37, 1-30, 1990.
- “Solution Procedures for the Lot Streaming Problem” (with K.R. Baker) *Decision Sciences*, Volume 21, No. 3, 457-492, 1990.
- “Push and Pull in Manufacturing and Distribution Systems” (with M.A. Cohen) *Journal of Operations Management*, Volume 9, No. 1, 24-43, 1990.
- “Effects of Flexibility through Set-up Time Reduction and Expediting on Production and Distribution System Stock Levels” (with M.A. Cohen), *IEEE Transactions on Robotics and Automation*, Volume 6, No. 6, 609-621, 1990.
- “The Performance of Push and Pull Systems: A Corrected Analysis” (with K.R. Baker and S.G. Powell) *International Journal of Production Research*, Volume 28, No. 9, 1731-1736, 1990.
- “Buffered and Unbuffered Assembly Systems with Variable Processing Times” (with K.R. Baker and S.G. Powell) *Journal of Manufacturing and Operations Management*, 3, 3, 200-223, 1990.

### ***Works in Progress***

- “Service Outsourcing through Flight Partnership in the U.S. Domestic Market,” with Farbod Farhadi and Soheil Y. Sibdari.
- “A Dynamic Pricing Model for Coordinated Sales and Operations,” with Moritz Fleischmann and Joseph Hall.

### ***Other Publications***

- “Competitive Strategy,” with Quintus R. Jett and M. Eric Johnson, *MBE: Minority Business Entrepreneur*, 25(1), January/February, 37 – 40, 2008; Reprinted in the Winter, 2016 issue as “Factoring in the Fear Factor.”
- “Mastering the Supply Chain,” with Quintus R. Jett and M. Eric Johnson, *MBE: Minority Business Entrepreneur*, 24(5), September/October, 55 – 63, 2007.

- “Step One to Successful Outsourcing: Strategy Alignment,” *Supply Chain Strategy*, 3(9), 1 – 5, November, 2007.
- “Step Two to Successful Outsourcing: Operations, Cost and Risk Review,” *Supply Chain Strategy*, 3(10), 6 – 9, 2008.
- “Minority Business Enterprises Mastering the Supply Chain: A Perspective,” with Quintus Jett and Eric Johnson, U.S. Department of Commerce, Minority Business Development Agency, August, 2006.
- “Real-Time Profit Optimization: Coordinating Demand and Supply Chain Management,” with M. Eric Johnson, *ASCET*, 2-6, 2004 reprinted in CIO.com, <http://www2.cio.com/higher/report3489.html>, March 29, 2005.
- “Supply Chain Management: Integration and Globalization in the Age of eBusiness” (with M. Eric Johnson), *21<sup>st</sup> Century Management*, Sage Publications, C. Wankel editor.
- “Supply Chain Management” (with M. Eric Johnson), *Encyclopedia of MS/OR*, edited by C. Harris and S. Gass, 2001.
- “eFulfillment: It’s Harder than it Looks,” (with Eric Johnson and Phil Desmond), *Supply Chain Management Review*, 2001. Also in *Journal of Convergence*.
- “The way forward for operations strategy.” *The Financial Times*, Part Four of Mastering Management, October 23, 2000. Also in *Mastering Management 2.0*, edited by James Pickford, London, Financial Times, Prentice Hall, 2001, 441-445.
- “eFulfillment and eFurniture”, *MBA Bullet Point*, February 15-28, page 3, 2000.
- “An Assemble-to-order system with component substitution” (with William Hale and Nils Rudi), MSOM Conference, June, 2000.
- “B2B eCommerce and Supplier Relationships,” *Supply Chain Management Review, Global Supplement*, Summer, 2000.
- “Strategies for Global Sourcing” *The Financial Times*, Part Four of Mastering Global Business, pages 2-4, February 20, 1998. Also published as, “Strategien für weltweite Ressourcen-Nutzung,” *Handelsblatt*, February 25, 1999; and as “Strategies for Global Sourcing,” pages 107-113, in *Mastering Global Business: The Complete MBA Companion in Global Business*, Financial Times and Pitman Publishing, London, 1999.
- “China Syndrome,” *OR/MS Today*, June 1996.
- “Global Sourcing at Second Glance”, *Global Competitor*, Vol.1, No. 3, 70-74, 1994.

### ***Case Studies and Notes***

- “Why Study Inventory Management,” with Eric Johnson. Tuck School of Business note, 2005.
- “Technology and Quality at Steinway & Sons,” Center for Digital Strategies Case, with Eric Johnson and Joe Hall, 2005.
- “Service Parts Management,” Tuck School of Business Note, 2005.
- “Opportunity Assessment: Understanding the Potential for Inventory Improvement Projects,” Tuck School of Business note 1-0054, 2004.
- “Food Fight: The Day McDonald’s Blinked,” with Eric Johnson and Anita Warren, 2004.
- “eFurniture,” (with Mary McManus, Eric Johnson and Phil Desmond), Internet case study at [http://mba.tuck.dartmouth.edu/pages/faculty/dave.pyke/case\\_studies/efurniture\\_case/efurniture\\_main.html](http://mba.tuck.dartmouth.edu/pages/faculty/dave.pyke/case_studies/efurniture_case/efurniture_main.html), 2001.
- “Teaching Note for Hewlett-Packard: Deskjet Printer Supply Chain (A)” with M. T. Flaherty, M. A. Cohen, L. Kopezak, and H. L. Lee.
- “MacLean-Fogg” with Peter Stahl and Victor McGee.
- “A Note on Operations Strategy”
- “B’s Wax Candle Company: The Master Scheduling Game” with Susan Pyke.
- “Glu-Lam” with James Kean.
- “Datrose Industries, Inc.” with U. Schack and S. Krishna.
- “AVPRESS, Inc.” with Susan Pyke.
- “Spiral Cutting Tool” with Susan Pyke.
- “Burgmaster, Inc.” with Susan Pyke.
- “New England Wood Stove” with Tim Greene.

### ***Advisor for Ph.D. Dissertations***

- *Component Substitution in the Assemble-to-Order Environment.* William Hale, University of Minnesota, Department of Mechanical Engineering, 2003.



- *Models of Risk Pooling*. Nils Rudi, The Wharton School, Operations and Information Management Department, 2001.

### ***Advisor for Master's Thesis***

- *Enterprise Applications for Operations Management of Small to Mid Size Enterprises in Manufacturing (Analyse von Softwaresystemen für das Operative Management Kleiner und Mittelständischer Unternehmen)*. Sebastian Knoll, Technische Universität Berlin.

### ***Editorial Review Boards***

*Management Science*, past Associate Editor

*Naval Research Logistics*, past Associate Editor

*Production and Operations Management*, Guest Editor of a Special Issue on Teaching Supply Chain Management (with M. Eric Johnson), Volume 9, No. 1, 2000

### ***Occasional Reviewer***

*Operations Management Education Review*

*Journal of Manufacturing Systems*

*Production and Operations Management*

*Interfaces*

*Operations Research*

*Management Science*

*International Journal of Production Research*

*European Journal of Operational Research*

*International Journal of Production Economics*

*Rand Report*

*IIE Transactions*

*Decision Sciences*

*Sloan Management Review*

*IBM Journal of Research and Development*

Natural Science and Engineering Research Council of Canada

Research Grants Council (RGC) of Hong Kong

Tenure reviews for other universities

### ***College and Graduate Courses Taught***

#### **School of Business, USD**

- GSBA 506 – Operations and the Global Supply Chain - An MBA core course covering the basic themes, strategies, and analytical techniques involved in the operations and supply chain functions.

- GSBA 594 – Strategies and Tactics for Improving Operations and the Supply Chain – An MBA elective covering production, inventory, global sourcing, supply chain and related topics.
- DSCI 303 – Operations Management – A required undergraduate introductory course covering the basic themes, strategies, and analytical techniques involved in the operations function. Some supply chain content is included.

### **Tuck School of Business**

- Operations Management - An M.B.A. core course covering the basic themes, strategies, and analytical techniques involved in the operations function.
- Tools for Improving Manufacturing - A second-year elective course in the M.B.A. program covering operations strategy and simple, powerful approaches for improving operations, particularly at smaller companies.
- Analysis and Operation of Inventory Systems - A second-year elective course in the M.B.A. program covering basic and advanced inventory policies and logistics for manufacturing and distribution.
- Strategic Management of Manufacturing - A second-year elective course in the M.B.A. program covering supply chain management, long-range decisions in manufacturing, linkages with other functions, and process technology.
- Technological Innovation in Manufacturing - A second-year M.B.A. elective course dealing with the impact on manufacturing of product and process innovations. Topics include automation, group technology, flexible manufacturing systems, intelligent systems, and the engineering/manufacturing interface.

### **The Wharton School, University of Pennsylvania**

- DS 940 Operations Management - A Ph.D. seminar introducing topics and research in operations management, including inventory, supply chain management, multiechelon inventory, queueing networks and production control.
- OPIM 623 (632) Supply Chain Management - An M.B.A. core course covering inventory, supply chain structure, supplier management and new product development.
- BA 807 Quantitative Methods - An M.B.A. core course which introduces the basic concepts and methods of Operation Research/Management Science.

### **University of Delaware**

- Stat 201, 202 Statistics I and II - Undergraduate introductory statistics courses covering elementary descriptive and inferential statistics.

### **Goldey-Beacom College**

- Stat II Statistics II - Undergraduate statistics course in inferential statistics and regression.

***Executive Education and Seminars***

**Vistage, San Diego, CA**

- Enterprise Risk Management, 2017.

**Council for Supplier Diversity, San Diego, CA**

- Executive program for minority business executives.
- Operations strategy, 2016 – present.
- Resource Allocation, 2017 – present.

**California Water Resources Board**

- Executive program for minority business executives.
- Operations strategy, 2016 – present.

**World Presidents' Organization**

- Low cost country sourcing strategies, 2015.

**CONNECT**

- Low cost country sourcing strategies, 2012 – 2013.

**Michigan Minority Development**

- Executive program for minority business executives, Detroit, 2009.

**Bureau of Indian Affairs**

- Executive program for Native American business executives, Phoenix, 2009.

**Tuck School of Business**

Fujitsu, Global Knowledge Institute

- Executive program in Japan for Fujitsu. Sessions on Supply Chain Management, Manufacturing Strategy, Pricing & Operations 2005 - 2007.

Mastering the Supply Chain

- Program in partnership with the MBDA. Sessions on supply chain dysfunctions and solutions, low cost country sourcing, supply chain relationships, 2006.

Minority Business Development Agency, U.S. Department of Commerce (MBDA), Strategic Retreat for Top Management Teams: Choctaw, Mississippi.

- Program for senior management teams of Native American owned companies. Sessions on Operations Strategy, Lean Operations, Project Management, 2004.

Tuck Executive Program (TEP)

- General management executive program. Sessions on Supply Chain Management, e-business, Manufacturing Strategy, Quality, Global Sourcing and Time Based Competition, 1991-2007.

#### Gateway to Business Management

- General management executive program. Sessions on Supply Chain Management, Manufacturing Strategy, 1999-2007.

#### Women's Business Enterprise National Council (MBENC)

- Sessions on Operations Strategy and Service Operations, 2003-2006.

#### Small Business Administration (U.S. SBA)

- Sessions on Operations Strategy and Service Operations, May 2004.

#### Minority Business Development Agency, U.S. Department of Commerce (MBDA)

- Sessions on Lean Operations, May 2004.

#### Minority Business Executive Program (MBEP)

- Sessions on Supply Chain Management, Operations Strategy, Lean Operations, Just-in-time, and Quality 1989-2007.

#### Global 2020

- Sessions on Supply Chain Management and e-business, 1998 – 2003, 2007.

#### Global Leaders

- Sessions on Supply Chain Management and e-business, 2000-2001.

#### Strategies for Minority Business Growth

- Sessions on e-Business and Supply Chain Management, 2001.

#### How the Internet is Changing Global Supply Chains

- Singapore, 2001.

#### Managing Success (A Program for Minority Businesses)

- Sessions on Supplier Relationships and eBusiness, April, 2000.

#### Globalization Program (Videoconference with managers in Tokyo)

- Session on Strategies for Global Sourcing, April, 1998.

#### International Executive Development Program for Vietnamese Managers

- Session on Supply Chain Management, 1998.

#### MBA Update 2000

- General management executive program. Sessions on Manufacturing Strategy, Just-in-Time, Quality, Technology, Time Based Competition, and Global Sourcing, 1992-1994.

#### Effective Management of Production Operations (EMPO)

- Sessions on Master Scheduling, Just-in-time, Safety Stock, Manufacturing/Research and Development Interface, Quality, Manufacturing Strategy, 1987-1992.

**Dartmouth-Hitchcock Medical Center, Leadership Preventive Medicine Residency Program**

- Sessions on Operations Strategy, Queueing, Process Improvement, 2005.

**Andersen Consulting**

- Supply Chain Line of Business, Partners Meeting, August, 1999.

**The Wharton School, University of Pennsylvania**

- Mallinckrodt Group: Session on Supply Chain Management, October, 1996.

**The American Graduate School of International Management (Thunderbird)**

- Phelps Dodge Mining Co.: Sessions on Quality, Manufacturing, Graceful Disintegration, June, 1995.

**NYPRO, Inc.**

- President's Meeting: Session on "New Dimensions of Quality," 1994.

**Pompanette, Inc.**

- President's Meeting: "Manufacturing Strategy and Time Based Competition," June, 1994.

**Distributor Information Systems Corporation**

- "Inventory Management" April 1989.

**HARSCO Corporation**

- President's Meeting: "Technology Management." Sessions on Facilities Planning and Production Planning

**E.I. DuPont de Nemours & Co.**

- *Focus on Data.* Seminars on Statistics and Quality Control, 1983-1987.

***Consulting Activities***

**Book Distributor (disguised name), 2014 - present**

- Inventory Management; sales and operations planning

**Accenture, 2015 - 2017**

- Write multiple e-courses on Plan for Every Part, and Vendor Managed Inventory
- Review course updates on a variety of topics

**American Sugar Refining, Inc., 2014**

- Operations Strategy and Global Supply Chain Management - training

**Volcano Corp., 2014**

- Global Supply Chain Management - training

**Nixon, 2011**

- Global Supply Chain Management - training

**Sempra Energy, 2010**

- Risk Management

**SkinMedica, 2010**

- Inventory Management

**Mutual Distribution, 2009 - 2010**

- Inventory Management

**Accenture (Andersen Consulting), 1996-2012, 2015**

- Training in production planning, manufacturing strategy, supply chain management

- Integrated Supply Chain Management eCourse – an Internet based course on supply chain management that is part synchronous and part asynchronous
  - Development of online course materials for Accenture’s Supply Chain Academy
- Wilmer Cutler Pickering Hale and Doff, LLP, 2009**
- Expert witness on a patent infringement case
- Garden Fresh Restaurants, 2008**
- Supply Chain and Operations Strategy retreat
- Tuckerman Capital, LLP., 2001 - 2017**
- Operating partner for a private equity firm that specializes in small to medium sized manufacturing companies
- Dartmouth-Hitchcock Medical Center, 2007**
- Supply chain and materials management, operations strategy
- Hypertherm, Inc., 2006**
- Low cost country sourcing strategies
- Tandus, 2006**
- Moderated a panel on supply chain relationships with Tandus, General Electric and Bank of America
- The Home Depot, 2005, 2007**
- Training in supply chain management, low cost country sourcing, supplier relationship management
- GW Plastics, February 2005**
- Strategy review and update, a two-day retreat for senior managers from all functional areas
- The Federal Reserve Bank of New Orleans, June 2005**
- Supply chain management
- SignalDemand, Inc., 2004 – 2014**
- Scientific advisor
- SeeControl, Inc., 2005 – 2008**
- Scientific advisor
- DHL, June 2004**
- Supply chain management with country managers and functional managers from Latin America
- Apparel Manufacturer (disguised name), 2004**
- Inventory management and production planning and scheduling
- Markem, 2004**
- Manufacturing strategy review and formulation
- Harcourt, 2003**
- Supply chain management and mass customization in the publishing industry
- Eaton Corporation, 2003 – 2004**
- Training in integrated supply chain management
- Corning, Inc., 2000, 2002, 2007**
- Global manufacturing strategy and supply chain management
- Black & Decker, 2000**
- Supply chain management and e-commerce
- Vanguard Sailboats, 2000**
- Supply chain management and e-commerce

**Green Mountain Partners, 1999**

- Inventory and production control

**Nashua Corporation, 1997-1998**

- Formulation and implementation of manufacturing strategy

**Baker & McKenzie, 1998-1999**

- Expert witness for the defense on supply sourcing in a securities case against a high technology firm

**Keller Rohrback L.L.P., 1998**

- Expert witness for the plaintiff on trade loading and supply chains in a securities case against Philip Morris

**The Lemmon Company, 1996**

- Bottleneck analysis, inventory control, production planning and control

**MacLean-Fogg, 1992-1994**

- Production scheduling and inventory control

**The Rand Corporation, 1986-1987**

- Military logistics

**Booz-Allen and Hamilton, 1985**

- Manufacturing strategy support system development. (Project team)

***Board Memberships***

Board of Directors of GW Plastics, Inc.

Board of Directors of Concepts, NREC

Board of Advisors, Analytics Ventures

Board of Advisors, Moore Venture Partners

Board of Advisors, Guardhat Technologies

Board of Advisors, iBBQ, Inc.

Former Board Member, Lwala Community Alliance

Former Board of Directors, CONNECT Foundation, San Diego

***Contributed and Invited Lectures***

- “Integrated Risk Management in the Airline Industry,” INFORMS Annual Conference, Houston, TX, October, 2017.
- “Integrated Risk Management,” UCSD Rady School of Management, May 2017.
- “Pricing and Supply Chain Management,” MSOM Conference, Beijing, China, June 2007.
- “Smart Pricing: Linking Sales and Operations,” Boston University, October, 2006.
- “Smart Pricing: Why aren’t more companies using smart pricing to coordinate demand and supply?”, Supply Chain Thought Leaders Roundtable, Woodstock, VT, July 2004.
- Moderated a panel on Successful Supply Chain Structures at the First Annual Supply Network Conference, San Jose, CA, 2002.

- “Teaching Supply Chain Management,” Stanford University Supply Chain Center, Santa Cruz, January 1998.
- “Electronic Commerce or Strategic Alliances: Vendor Relationships in the Supply Chain,” Hong Kong Polytechnic University Mini-conference on Supply Chain and Logistics Management, February 1998.
- “Design for Assembly,” University of Maryland, Aerospace Engineering Class, December, 1996.
- “Buffering Unbalanced Assembly Systems,” INSEAD and Eindhoven University of Technology, October, 1995; The Wharton School, September, 1996.
- “Blitz Corporation,” Guest lecture and case discussion leader, Tsinghua University, June, 1995.
- “Issues in Assembly Line Design,” Mechanical Engineering Department, University of Minnesota, November, 1994; Business School, University of Notre Dame, December, 1994; INFORMS Conference, Singapore, June, 1995.
- “Guangzhou Machine Tool,” Global Supply Chain Conference, Hong Kong University of Science and Technology, June 1995.
- “Period Production Scheduling at a Fastener Manufacturer,” ORSA/TIMS, Detroit, October, 1994.
- “Tutorial: Graceful Disintegration of a Large Chinese State Enterprise,” ORSA/TIMS, Detroit, October, 1994.
- “The Undershoot of the Reorder Point,” International Society for Inventory Research, Budapest, August, 1994.
- “Should You Fill the Truck? Optimal and Suboptimal Inventory/Shipping Policies,” ORSA/TIMS, Phoenix, October/November, 1993.
- “Buffer Allocations in Unbalanced Lines,” (with S. Powell), ORSA/TIMS, Phoenix, October/November, 1993.
- “Simple Computation of the Undershoot in Periodic Review Inventory Systems and an Empirical Investigation of an Approximation,” (with M. P. Baganha and G. Ferrer) ORSA/TIMS, Phoenix, October/November, 1993.
- “Graceful Disintegration,” McGill University, Production Planning and Control Conference, Montreal, June, 1993.
- “Optimal Base Stock Levels and Truck Capacity in a Two-Echelon System,” (with R. Ernst), ORSA/TIMS, Anaheim, November, 1991.



- “Effects of Electronic Data Interchange on Inventory Policies,” (with K. Bourland and S. Powell), ORSA/TIMS, Nashville, May, 1991.
- “Push and Pull in Manufacturing and Distribution Systems” (with M.A. Cohen), ORSA/TIMS, Philadelphia, October, 1990.
- “Effects of Flexibility through Set-up Time Reduction and Expediting on Production and Distribution System Stock Levels” (with M.A. Cohen), ORSA/TIMS, Philadelphia, October, 1990.
- “Effects of Electronic Data Interchange on Inventory Policies” (with S.G. Powell), Multiechelon Inventory Conference, Waterloo, Canada, June, 1990.
- “Safety Stock for Component Parts in Assembly Systems” (with R. Ernst), Operations Management Summer Camp, Massachusetts Institute of Technology, June, 1989.
- “Multi-product Integrated Production-Distribution Systems” (with M.A. Cohen), Operations Management Seminar Series, University of Rochester, November, 1988.
- “Multi-product Integrated Production-Distribution Systems” (with M.A. Cohen), Operations Management Seminar Series, McGill University, March, 1988.
- “Multi-Item Service Constrained (s,S) Policies for Spare Parts Logistics Systems” (with M.A. Cohen, P.R. Kleindorfer and H.L. Lee), Multi-Echelon Inventory Conference, University of Michigan, 1988.
- “A Framework for Push and Pull” (with M.A. Cohen), Joint Operations Conference, Massachusetts Institute of Technology and Stanford University, 1988.
- “Multi-product Integrated Production-Distribution Systems” (with M.A. Cohen), ORSA/TIMS, Denver, 1988.
- “Solution Procedures for the Lot Streaming Problem” (with K.R. Baker), ORSA/TIMS, Denver, 1988.
- “Push and Pull in Integrated Production-Distribution Systems” (with M.A. Cohen), ORSA/TIMS, St. Louis, 1987.
- “A Solution Concept for the Problem of Different Owners in a Multi-Echelon (s,S) Inventory System” (with R. Ernst), ORSA/TIMS, Miami, 1986.
- “Strategies for Production-Distribution Networks with Stochastic Demand” (with M.A. Cohen), ORSA/TIMS, Miami, 1986.

***Professional Societies***

The Institute for Operations Research and Management Science (INFORMS)  
 Production and Operations Management Society (POMS)

Institute of Supply Management (ISM)