

CONSORTIUM FOR OPERATIONAL EXCELLENCE IN RETAILING

May 20th-21st, 2008

*Room G60, Jon M. Huntsman Hall, 38th and Walnut Streets
The Wharton School, Philadelphia, PA*

2008 Preliminary Agenda

DAY ONE

9:00am - 10:00am **Check-in & Buffet Breakfast:** Room G65, Huntsman Hall

10:00am - 10:15am **Opening Welcome Session:** G60 Huntsman Hall
Marshall Fisher of The Wharton School & Ananth Raman of Harvard Business School

10:15am - 12:00pm **Session One: Case Study: The Rise and Fall of the J. Peterman Co.**
Case discussion led by Ananth Raman and Q&A with John Peterman, founder

12:00pm - 12:15pm **Break:** Room G65

12:15pm - 1:15pm **Session Two: Decomposing Same Store Sales for Investment Decisions**
Presentation by Saravanan Kesavan of Kenan-Flagler Business School

1:15pm - 2:45pm **Lunch:** Room G65

2:45pm - 3:45pm **Session Three: Sales Forecasting Using Financial Market Data**
Presentation by Vishal Gaur of The Johnson School

3:45pm - 4:45pm **Session Four: Incentives for Store Employees**
Presentation by Dennis Campbell of Harvard Business School

4:45pm - 5:00pm **Break:** Room G65

5:00pm - 5:30pm **Session Five: Session Eleven: Benefits of RFID Implementation in a Fully Integrated Fashion Supply Chain**
Presentation by Andreas Stockert, Head of Supply Chain Management, Charles Vogeles Switzerland

5:30pm - 6:00pm **Session Six: Customer Initiated Problem-Solving in Retail: Antecedents and Outcomes**
Presentation by Anita L. Tucker of Harvard Business School

6:00pm - 7:30pm **Cocktails & Dinner** East Hall, 8th Floor, Huntsman Hall

7:30pm - 9:00pm **Session Seven: Dinner Speaker: Glen Senk, Chief Executive Officer of Urban Outfitters**

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DAY TWO

7:30am - 8:00am **Breakfast and Small Group Case Discussions:** Room G60

8:00am - 9:30am **Session Eight: Commerce Bank, a case study**
Presentation by Vernon Hill, a founder of Commerce Bank

9:30am - 9:45am **Break:** Room G60

9:45am-10:45am **Session Nine: The Role of Operational Excellence in Managing
Product Availability**
Presentation by Zeynep Ton of Harvard Business School

10:45am-11:15am **Session Ten: Capturing and Analyzing Store Operational Data**
Presentation by Ariel Schilkrut of Universidad Adolfo Ibanez and Vice President of Customer
Solutions at Scopix

11:15am – 11:30am **Break:** Room G60

11:30am - 12:30pm **Session Eleven: Operations and Investors**
Discussion led by Vishal Gaur

12:30pm-2:30pm **Box Lunch with Discussion on Takeaways & Future Steps**