

CONSORTIUM FOR OPERATIONAL EXCELLENCE IN RETAILING

May 6th-7th, 2009

Aldrich Hall, Room 208

Harvard Business School, Boston, MA

2009 Preliminary Agenda

DAY ONE

9:00am – 10:00am **Check-in and Breakfast:** Aldrich 207

10:00am-10:15am **Welcome Session:** Aldrich 208
Marshall Fisher of The Wharton School & Ananth Raman of Harvard Business School

10:15am- 12:45pm **Session One: COER—A Perspective from 1997 to Now**
Presentation by Marshall Fisher and Ananth Raman

12:45pm - 1:45pm **Lunch:** Williams Room in Spangler Hall

1:45pm-2:00pm **Return to Aldrich 2008**

2:00pm-3:30pm **Session Two: Case Study—Hugo Boss**
Case discussion led by Nicole deHoratius of The University of Portland

3:30pm – 3:45pm **Break:** Aldrich 207

3:45pm - 4:30pm **Session Three: Forecasting Earnings**
Presentation by Saravanan Kesavan of Kenan-Flagler Business School

4:30pm - 6:00pm **Session Four: Panel—Lessons from the Past and Strategies for Today's Economic Climate**

Panelists include Bob DiRomualdo (former Chairman & CEO of Borders), Jim Halpin (Board Member Marvel Entertainment and former CEO of CompUSA), and Walter Salmon (Professor Emeritus at Harvard Business School)

6:00pm - 9:00pm **Cocktails & Dinner**

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DAY TWO

7:30am-8:00am **Breakfast and Small Group Case Discussions:** Aldrich 207

8:00am-9:15am **Session Five: Home Depot Case Study**
Case discussion led by Zeynep Ton of Harvard Business School

9:15am-9:30am **Break:** Aldrich 207

9:30am - 10:00am **Session Six: Ordering Behavior by Stores**
Presentation by Vishal Gaur of The Johnson School, Cornell University

10:00am-10:30am **Session Seven: Diagnostic Analysis of Retail Out of Stocks**
Presentation by Steve Graves of Massachusetts Institute of Technology

10:30am-10:45am **Break:** Aldrich 207

10:45am-11:15am **Session Eight: Clearance Pricing Optimization at Zara**
Presentation by Felipe Caro of UCLA Anderson School of Management & Jeremie Gallien of MIT Sloan School of Management

11:15am - 11:45am **Session Nine: Contractual Forms and Coordination**
Presentation by Gurhan Kok of The Fuqua School of Business

12:00pm-3:00pm **Box Lunch with Discussion on Takeaways & Future Steps**