

# CONSORTIUM FOR OPERATIONAL EXCELLENCE IN RETAILING

May 15<sup>th</sup>-16<sup>th</sup>, 2013

Aldrich 207, Harvard Business School, Boston, MA

## 2013 Agenda DAY ONE

- 9:00am – 10:00am**    **Check-in and Breakfast:** Aldrich 208
- 10:00am – 10:15am**    **Welcome Session:** Aldrich 207  
Marshall Fisher, The Wharton School and Ananth Raman, Harvard Business School
- 10:15am – 10:45am**    **Session One: When Flexibility Hurts Retailers**  
Presentation by Saravanan Kesavan, Kenan-Flagler Business School
- 10:45am – 11:45am**    **Session Two: Liquidating Retail Stores Efficiently: How and Why We Need to Blend Art with Science**  
Presentation by Ananth Raman and Nathan Craig
- 11:45am – 12:45pm**    **Lunch:** Williams Room in Spangler Hall
- 12:45pm – 1:45pm**    **Session Three: Emerging Research—Speed Dating Academic Style**  
Short presentations by Marshall Fisher, Jose Guajardo of Haas School of Business, Adam Mersereau of Kenan-Flagler Business School, Justin Ren of Boston University and MIT, and other faculty
- 1:45pm – 2:15pm**    **Break:** Aldrich 208
- 2:15pm – 2:45pm**    **Session Four: An Empirical Analysis of “Showrooming”**  
Presentation by Santiago Gallino, The Wharton School
- 2:45pm – 3:15pm**    **Session Five: Analyzing Growth and Bankruptcy through Data**  
Presentation by Vishal Gaur, The Johnson School and Yasin Alan, The Owen School Vanderbilt University
- 3:15pm – 3:30pm**    **Session Six: COER Greater China**  
Presentation by Marshall Fisher, Edwin Keh of The Wharton School, and David Robb of Tsinghua University
- 3:30pm – 4:00pm**    **Break:** Aldrich 208
- 4:00pm – 4:30pm**    **Session Seven: Yihaodian—A Further Study**  
Presentation by Marshall Fisher, Santiago Gallino, and Jun Li, University of Michigan
- 4:30pm – 5:45pm**    **Session Eight: Recent Developments in China from a Retail Perspective**  
Discussion led by Rick Helfenbein of Luen Thai with panelists Marshall Fisher, Mark Holifield of The Home Depot, Edwin Keh, David Robb, and Janice Wang of Alvanon
- 6:15pm – 8:00pm**    **Cocktails & Dinner: Harvard Faculty Club**
- 8:00pm – 9:00pm**    **Session Nine: Q&A with Michael Frieze**  
Ananth Raman in conversation with Michael Frieze, Chairman of Gordon Brothers

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## 2013 Agenda DAY TWO

- 7:30am – 8:00am**      **Buffet Breakfast:** Aldrich 208
- 8:00am – 8:30am**      **Session Ten: Are Better Paid Employees Less Likely to Steal?**  
Presentation by Tatiana Sandino, Harvard Business School
- 8:30am – 9:00am**      **Session Eleven: Does Supplier Reliability Influence Retailer Orders?**  
Presentation by Nathan Craig, Harvard Business School, Nicole DeHoratius, and Ananth Raman
- 9:00am – 9:30am**      **Session Twelve: Retail in High Definition: Using Video Analytics in Staffing and Salesforce Planning**  
Presentation by Marcelo Olivares, Columbia Business School
- 9:30am – 10:00am**      **Break:** Aldrich 208
- 10:00am – 11:30am**      **Session Thirteen: IKEA Global Sourcing**  
Case study by Nicole DeHoratius, University of Chicago Booth School of Business
- 11:30am – 12:30pm**      **Box Lunch Break:** Aldrich 208
- 12:30pm – 1:00pm**      **Session Fourteen: Retail Operations in Brazil**  
Presentation by Santiago Kraiselburd, McKinsey & Company
- 1:00pm – 1:30pm**      **Session Fifteen: Demand Forecasting with Stockouts and Substitution at The Cornell Store, an Update**  
Presentation by Vishal Gaur, Joonkyum Lee, and Suresh Muthulingam, all of The Johnson School
- 1:30pm – 2:30pm**      **Session Sixteen: Decisions Under Uncertainty--I Know You Know That I Don't Know**  
Presentation by William Schmidt and Ryan Buell, both of Harvard Business School
- 2:30pm – 3:00pm**      **Session Seventeen: Takeaways & Future Steps**