

CONSORTIUM FOR OPERATIONAL EXCELLENCE IN RETAILING

May 15th-16th, 2007
Aldrich Hall, Room 207
Harvard Business School
Boston, MA

2007 Preliminary Agenda

DAY ONE

9:00am – 10:00am **Check-in and Breakfast:** Aldrich 208

10:00am-10:15am **Opening Welcome Session:** Aldrich 207
Marshall Fisher of The Wharton School & Ananth Raman of Harvard Business School

10:15am- 1:00pm **Session One: Operational Improvements with RFID, RFID in Action, and Case Study: Metro**
Presentations by Bill Hardgrave of University of Arkansas and Eric Bradlow of The Wharton School, and case discussion led by Zeynep Ton of Harvard Business School

1:00pm - 2:00pm **Lunch:** Williams Room in Spangler Hall

2:00pm - 3:30pm **Session Two: Finance and Retail Operations**
Presentations by Ananth Raman, Vishal Gaur of Leonard Stern School of Business, Richard Lai of Harvard Business School, and Saravanan Kesavan of Harvard Business School

3:30pm - 3:45pm **Break:** outside Aldrich 207

3:45pm - 4:30pm **Session Three: Assortment Planning**
Presentation by Marshall Fisher and Ramnath Vaidyanathan of The Wharton School

4:30pm - 5:15pm **Session Four: Speed to Market**
Presentation by William T. Dillard III of Dillard's Inc. and Rick Helfenbein of Luen Thai USA

5:15pm - 5:30pm **Break:** outside Aldrich 207

5:30pm - 6:15pm **Session Five: Implementing Zara's Distribution Optimization Model**
Presentation by Jérémie Gallien of MIT Sloan School of Management and Felipe Caro of UCLA Anderson School of Management

6:15pm - 7:00pm **Session Six: Store Execution**
Presentation by Marshall Fisher, Serguei Netessine of The Wharton School, and Jayanth Krishnan of The Wharton School

7:00pm - 9:30pm **Session Seven: Cocktails & Dinner** Williams Room in Spangler Hall
Dinner Discussion: The "Malaria Supply Chain"

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DAY TWO

- 7:30am-8:00am** **Breakfast and Small Group Case Discussions:** Aldrich 210 and 211
- 8:00am-9:00am** **Session Eight: Case Study: ALDI**
Case discussion led by Daniel Corsten of London Business School
- 9:00am-9:45am** **Session Nine: The Auto ID Center**
Presentation by Sanjay E. Sarma of Massachusetts Institute of Technology
- 9:45am-10:00am** **Break:** outside Aldrich 210
- 10:00am-10:30am** **Session Ten: Stockouts and Organizational Culture**
Presentation by Ernesto Avendaño of Supermercados Peruanos
- 10:30am - 11:15am** **Session Eleven: Panel Discussion on Store Back Rooms and their Effect
on the Supply Chain**
Discussion led by Gordon Eiland of Borders Group, Inc.
- 11:15am- 11:30am** **Break:** outside Aldrich 210
- 11:30am - 1:00pm** **Session Twelve: The Challenges of Online Retailing**
Presentations by Stephen Graves of Massachusetts Institute of Technology and Anindya Ghose of
Leonard Stern School of Business
- 1:00pm-3:00pm** **Box Lunch and Discussion on Takeaways & Future Steps**