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

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 Vogele 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
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