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

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