

DAY ONE

9:00am – 10:00am **Check-in & Buffet Breakfast: F85**

10:00am – 10:15am **Opening Welcome Session: F95**
Marshall Fisher of The Wharton School and Ananth Raman of Harvard Business School

10:15am- 11:15am **Session One: The Future of Retailing**
Presentation by Herb Kleinberger of NYU Stern School of Business

11:15am – 12:15pm **Session Two: China at the Inflection Point**
Presentation by Marshall Fisher and Edwin Keh of The Wharton School

12:15pm – 1:15pm **Lunch: F85**

1:15pm – 2:30pm **Session Five: Going Out of Business: Applying Management Science to Retailer Liquidation**
Presentation by Nathan Craig of Harvard Business School and Kevin Kulinowski of Gordon Brothers

2:30pm – 2:45pm **Break: F85**

2:45pm – 3:30pm **Session Three: Signaling Quality to Outside Investors**
Presentation by William Schmidt of Harvard Business School

3:30pm – 4:00pm **Session Four: Managing Growth in a Retail Firm**
Presentation by Marshall Fisher and Vishal Gaur of The Johnson School

4:00pm – 4:45pm **Session Six: Target's Evolution in Shortage**
Presentation by Matt Parrish of Target Corporation

4:45pm – 5:00pm **Break: F85**

5:00pm – 6:30pm **Session Seven: Rent The Runway**
Presentation by Ananth Raman and Vijay Subramanian of Rent The Runway

6:30pm – 9:00pm **Cocktails & Dinner: 8th Floor of Huntsman Hall**

DAY TWO

- 7:45am – 8:30am** **Breakfast: F85; sessions held in F95**
- 8:30am – 9:30am** **Session Eight: The Patient Experience—Follow up to The Cleveland Clinic**
Presentation and discussion by Ananth Raman
- 9:30am – 9:45am** **Break: F85**
- 9:45am – 10:15am** **Session Nine: Labor Mix and Flexible Response to Demand Spikes**
Presentation by Wendell Gilland, Saravanan Kesavan, and Bradley Staats, all of Kenan-Flagler Business School
- 10:15am — 10:45am** **Session Ten: Yihaodian**
Presentation by Andrés Catalán of The Wharton School and Marshall Fisher
- 10:45am – 11:15am** **Session Eleven: Online-Offline Retail Dilemmas**
Presentation by Santiago Gallino of The Wharton School
- 11:15am – 11:45am** **Break: F85**
- 11:45am – 12:30pm** **Session Twelve: Inventory Turnover and Future Stock Returns**
Presentation by Vishal Gaur and Yasin Alan of The Johnson School
- 12:30pm – 1:00pm** **Session Thirteen: Situational Determinants of Unplanned Purchasing in Emerging and Developed Markets**
Presentation by Daniel Corsten of IE Business School
- 1:00pm – 2:00pm** **Box Lunch: F85**
- 2:00pm – 2:45pm** **Session Fourteen: Operational Excellence to Support Multichannel Retailing**
Presentation by Santiago Kraiselburd of Universidad Torcuato Di Tella and McKinsey & Company and Brian Ruwadi & Ildefonso Silva of McKinsey & Company
- 2:45pm – 3:00pm** **Conference Wrap-Up**