CONSORTIUM FOR OPERATIONAL EXCELLENCE IN RETAILING
May 15th-16th, 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

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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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