Agenda: DAY ONE - June 17, 2014

9:00am – 10:00am    Check-in and Breakfast

10:00am – 10:15am   Welcome Session: 350 Steinberg-Dietrich Hall

10:15am – 10:45am   Session One: How Can I Help You? Improving Retail Store Execution through Online Learning
Presentation by Marshall Fisher, Santiago Gallino of Tuck School of Business, and Tom Stockham of Experticity

10:45am – 11:15am   Session Two: Detecting Shelf Stock-outs using Real Time Point-of-Sales Data
Presentation by Marcelo Olivares of Columbia Business School and Andrés Musalem of Duke University

11:15am – 11:45am   Session Three: Improving Service Interactions with Operational Transparency
Presentation by Ryan Buell of Harvard Business School

11:45am – 12:30pm   Lunch: 351 Steinberg-Dietrich Hall

12:30pm – 1:15pm    Session Four: Emerging Research—Speed Dating Academic Style
Short presentations by Li Chen of Fuqua School of Business, Carolyn Deller of Harvard Business School, Hise Gibson of Harvard Business School, and Vidya Mani of Penn State University

1:15pm – 1:45pm     Session Five: Drivers of Product Expiration in Retail Supply Chains
Presentation by Arzum Akkas of Massachusetts Institute of Technology

1:45pm – 2:15pm     Break: 351 Steinberg-Dietrich Hall

2:15pm – 2:45pm     Session Six: The Impact of Delivery Speed on Revenue in Online Retailing
Presentation by Marshall Fisher, Santiago Gallino, and Joseph Xu of The Wharton School

2:45pm – 3:45pm     Session Seven: Go Mobile
Presentation by Tatiana Sandino of Harvard Business School

3:45pm – 4:15pm     Session Eight: Increasing Sales through Enhanced In-store Shopping Experience: Evidence from a Field Experiment
Presentation by Saravanan Kesavan of Kenan-Flagler Business School

4:15pm – 4:45pm     Break: 351 Steinberg-Dietrich Hall

4:45pm – 5:15pm     Session Nine: Retail Inventory: Managing the Canary in the Coalmine
Presentation by Vishal Gaur of Cornell University

5:15pm – 5:45pm     Session Ten: Power of Retail Analytics: Two Apparel Retail Applications
Presentation by Gurhan Kok of Fuqua School of Business

6:00pm – 8:00pm     Cocktails & Dinner: Bodek Lounge in Houston Hall

8:00pm – 9:00pm     Session Eleven: Walter Salmon in Conversation
CONSORTIUM FOR OPERATIONAL EXCELLENCE IN RETAILING
350 Steinberg-Dietrich Hall, The Wharton School
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7:30am – 8:00am  Buffet Breakfast: 351 Steinberg-Dietrich Hall

8:00am – 9:00am  Session Twelve: Global Sourcing at Walmart: a case study
Presentation by Nicole DeHoratius of University of Chicago Booth School of Business and Ananth Raman

9:00am – 9:30am  Session Thirteen: Scheduling Store Labor to Increase Revenue: A Report on Implemented Results
Presentation by Marshall Fisher, Santiago Gallino, and Serguei Netessine of INSEAD

9:30am – 10:00am  Break: 351 Steinberg-Dietrich Hall

10:00am – 10:30am  Session Fourteen: Operationalizing Financial Covenants
Presentation by Nikos Trichakis of Harvard Business School and Gerry Tsoukalas of The Wharton School

10:30am – 11:00am  Session Fifteen: Execution in Retail Supply Chains: a case study
Presentation by Santiago Kraiselburd of McKinsey & Co.

11:00am – 11:30am  Session Sixteen: Implementing Dynamic Pricing in Online Retailing: Evidence from Field Experiments at Yihaodian
Presentation by Marshall Fisher, Santiago Gallino, and Jun Li of Stephen M. Ross School of Business

11:30am – 12:00pm  Session Seventeen: Leveraging big data to manage brick-and-mortar stores: new age of data analytics in retail
Presentation by Serguei Netessine

Noon – 1:00pm  Box Lunch Break: 351 Steinberg-Dietrich Hall

1:00pm – 1:30pm  Session Eighteen: Intelligent Assortment Expansion at Yihaodian
Presentation by Marshall Fisher and Youran Fu of The Wharton School

1:30pm – 2:00pm  Session Nineteen: Hunger Heroes campaign
Presentation by Annibal Sodero of University of Arkansas

2:00pm – 2:30pm  Session Twenty: How can we identify the investment-return relationship for analytic projects?
Presentation by Ananth Raman

2:30pm – 3:00pm  Session Twenty One: Takeaways & Future Steps