DAY ONE

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

10:00am – 10:15am  Welcome Session

10:15am – 10:45am  Session One: Deconstructing the Price Tag
Presentation by Bhavya Mohan, Ryan Buell, and Leslie John all of Harvard Business School

10:45am - 11:15am  Session Two: 50 Million Nanostores in 100 Megacities
Presentation by Jan Fransoo of Eindhoven University of Technology

11:15am – 11:45am  Session Three: Research Opportunities for Retailers
Short presentations by Nikolaos Trichakis of Harvard Business School, Dorothee Honhon of University of Texas at Dallas, and Vishal Gaur of Cornell University

11:45pm – 12:15pm  Session Four: Do Managers Chase Labor Targets When Scheduling Labor?
Presentation by Saravanan Kesavan of Kenan-Flagler Business School

12:15pm – 1:15pm  Lunch: Williams Room in Spangler Hall

1:30pm – 2:00pm  Session Five: Increasing Revenue with Optimized Labor Scheduling
Presentation by Santiago Gallino of Tuck School of Business and Marshall Fisher

2:00pm – 2:30pm  Session Six: Ecommerce Supply Chain Insights in Groceries
Presentation by Amitabh Sinha of Stephen M. Ross School of Business and Paul Weirzel of Willard Bishop

2:30pm – 3:00pm  Session Seven: A Model to Estimate Individual Preferences using Panel Data
Presentation by Gustavo Vulcano and Srikanth Jagabathula, both of Leonard N. Stern School of Business

3:00pm – 3:30pm  Break

3:30pm – 4:00pm  Session Eight: Using Social Media to Improve Forecasting
Presentation by Youran Fu of The Wharton School and Marshall Fisher

4:00pm – 4:30pm  Session Nine: Financial Performance Data of Retailers—An Update
Presentation by Vishal Gaur and Ananth Raman

4:30pm – 5:00pm  Session Ten: The Value of Fit Information in Online Retail: Evidence from a Randomized Field Experiment
Presentation by Santiago Gallino and Antonio Moreno-Garcia of Kellogg School of Management
5:00pm – 5:30pm  Session Eleven: Increasing Sales by Reducing Congestion Through Self-Service: New Observations from Field Research
Presentation by Saravanan Kesavan

5:30pm – 6:00pm  Session Twelve: How an e-retailer Can Profit from the Right Free Shipping Policy: A Model and Evidence
Presentation by Joseph Xu and Gerard Cachon, both of The Wharton School and Santiago Gallino

6:00pm – 8:00pm  Cocktails & Dinner: Williams Room in Spangler Hall

8:00pm – 8:30pm  Memories of Walter Salmon, COER Mentor
7:30am – 8:00am Buffet Breakfast

8:00am – 8:45am Session Thirteen: The Impact of Service Quality on Future Demand
Presentation by Marshall Fisher, Xuanming Su, and Chloe Kim all of The Wharton School

8:45am – 9:15am Session Fourteen: to be announced
Presentation by Tatiana Sandino and Carolyn Deller, both of Harvard Business School

9:15am – 9:45am Break

9:45am – 11:45am Session Fifteen: Let’s Talk Omni-Channel
Discussion led by Marshall Fisher, Edwin Keh, Herb Kleinberger, and others

11:45pm – 12:45pm Box Lunch Break

12:45pm – 1:15pm Session Sixteen: Execution Quality in Retail Supply Chains
Presentation by Nathan Craig of Ohio State University

1:15pm – 1:45pm Session Seventeen: Can Retailers’ Video Systems be the Google Analytics of Tomorrow?
Presentation by Rob Borsch

1:45pm – 2:30pm Session Eighteen: Operational Disruptions: Managerial Discretion and the Stock Market’s Response
Presentation by Ananth Raman and William Schmidt of Johnson Graduate School of Management

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