Preliminary Agenda

CONSORTIUM FOR OPERATIONAL EXCELLENCE IN RETAILING
June 29th–30th, 2005

Hawes Hall, Room 101
Harvard Business School
Boston, MA

DAY ONE

9:00am – 10:00am  Check-in and Breakfast:  Hawes 1st Floor

10:00am-10:30am  Opening Welcome Session:  Hawes 101

10:30am-11:30am  Session One:  Keynote Address—Do Logistics Matter?
Tom Stemberg, Founder and former CEO of Staples, Inc.

11:30am-12:30pm  Session Two:  Global Sourcing in a Post Quota World
Presentation by Rick Helfenbein, President of Luen Thai USA

12:30 -1:30pm  Lunch:  Kresge Hall

1:30pm-3:00pm  Session Three: Case Study—Store Level Execution at Wawa, Inc.
Case discussion led by Marshall Fisher

3:00pm-3:15pm  Break:  Hawes 1st Floor

3:15pm-4:45pm  Session Four: Store Execution
Presentations by Daniel Corsten of University of St. Gallen, Switzerland, Marshall Fisher, Jayanth Krishnan of The Wharton School, and Nicole DeHoratius of University of Chicago

4:45pm-5:00pm  Break:  Hawes 1st Floor

5:00pm-6:00pm  Session Five:  Employee Turnover
Presentation by Zeynep Ton of Harvard Business School

6:00pm-9:00pm  Session Six:  Cocktails & Dinner  Williams Room in Spangler Hall
Dinner Speaker:  Jay Baker—the Baker Retailing Initiative at the Wharton School
The Baker Retailing Initiative is the result of a $10 million pledge by Jay and Patty Baker to the Wharton School that endows a faculty chair, expands curriculum and research in retailing, and promotes faculty and student interaction with industry experts.
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DAY TWO

7:30am-8:00am  Breakfast & Small Group Case Discussions:  Hawes 1st Floor

8:00am-10:00am  Session Seven: Analysis of Financial Data and David Berman Case
Presentations and case discussion by Ananth Raman, Vishal Gaur of New York University’s Stern School and Saravanan Kesavan of Harvard Business School

10:00am-10:15am  Break:  Hawes 1st Floor

10:15am-11:30am  Session Eight: Educating the Next Generation of Retailers
This is a follow up on Jay Baker’s presentation in which a panel of senior retail executives and retail executives with degrees from business schools will discuss what academia should be doing to educate the next generation of retailers.

11:30am-11:45am  Break:  Hawes 1st Floor

11:45am -1:15pm  Session Nine: Approaches to Assortment Planning
Presentations by Marshall Fisher, Kevin Freeland, Vishal Gaur and Rmnath Vaidyanathan of The Wharton School

1:15pm-3:00pm  Session Ten: Box Lunch & Discussion on Takeaways & Future Steps