

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
Marshall Fisher of The Wharton School & Ananth Raman of Harvard Business School

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 Ramnath Vaidyanathan of The Wharton School

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