

# 2006 Conference Agenda

## CONSORTIUM FOR OPERATIONAL EXCELLENCE IN RETAILING

June 13<sup>th</sup>-14<sup>th</sup>, 2006

*Room 245, Jon M. Huntsman Hall, 38<sup>th</sup> and Walnut Streets  
The Wharton School, University of Pennsylvania  
Philadelphia, PA*

### DAY ONE

- 9:00am – 10:00am**    **Check-in:** Room 240, Huntsman Hall  
**Breakfast:** MBA Lounge, 2<sup>nd</sup> Floor, Huntsman Hall
- 10:00am-10:15am**    **Opening Welcome Session:** 245 Huntsman Hall  
Marshall Fisher of The Wharton School & Ananth Raman of Harvard Business School
- 10:15am- 11:45am**    **Session One: Customer Satisfaction, Sales & Store Execution**  
Presentation by Marshall Fisher, Nicole DeHoratius of University of Chicago, Serguei Netessine of The Wharton School, Jayanth Krishnan of The Wharton School
- 11:45am – 12:15pm**    **Session Two: Ecommerce, Location and Retail Competition**  
Presentation by Anindya Ghose of Stern School of Business
- 12:15pm - 1:15pm**    **Lunch:** MBA Lounge
- 1:15pm - 2:45pm**    **Session Three: Finance and Retail Operations**  
Presentations by Vishal Gaur of Leonard Stern School of Business, Richard Lai of Harvard Business School, and Saravanan Kesavan of Harvard Business School
- 2:45pm - 3:00pm**    **Break:** MBA Lounge
- 3:00pm - 4:00pm**    **Session Four: Assortment Planning**  
Presentation by Marshall Fisher and Ramnath Vaidyanathan of The Wharton School
- 4:00pm - 4:30pm**    **Session Five: Improving Time to Market through Technology**  
Presentation by Bruce Buff of Jones Apparel Group
- 4:30pm - 4:45pm**    **Break:** MBA Lounge
- 4:45pm –5:45pm**    **Session Six: New Ideas for Forecasting and Retail Operations**  
Presentations by Giulio Zotteri of Politecnico di Torino and Gurhan Kok of Fuqua School of Business
- 5:45pm - 6:45pm**    **Session Seven: Panel Discussion on Finance and Retail Operations**  
Moderators Ananth Raman and Vishal Gaur with retail executives as panelists
- 7:00pm - 9:30pm**    **Cocktails & Dinner** Inn at Penn

# **Preliminary Conference Agenda**

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### **DAY TWO**

**7:30am-8:00am**      **Breakfast & Small Group Case Discussions:** MBA Lounge

**8:00am-10:30am**      **Session Eight: Big Bazaar Case Study**  
Case study by Ananth Raman and discussion about retailing in India with company executives

**10:30am-10:45am**      **Break:** MBA Lounge

**10:45am - 11:45am**      **Session Nine: Inventory Accuracy Panel**  
Presentation of survey results by John Bloomfield of Ulta, Salon, Cosmetics & Fragrances with panel participants Nicole DeHoratius and retail executives

**11:45am - noon**      **Break:** MBA Lounge

**noon – 1:00pm**      **Session Ten: Retail's Journey from Art to Science**  
Presentation by Kevin Freeland

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