2007 Preliminary Agenda

DAY ONE

9:00am – 10:00am Check-in and Breakfast: Aldrich 208

10:00am-10:15am Opening Welcome Session: Aldrich 207

10:15am- 1:00pm Session One: Operational Improvements with RFID, RFID in Action, and Case Study: Metro
Presentations by Bill Hardgrave of University of Arkansas and Eric Bradlow of The Wharton School, and case discussion led by Zeynep Ton of Harvard Business School

1:00pm - 2:00pm Lunch: Williams Room in Spangler Hall

2:00pm - 3:30pm Session Two: Finance and Retail Operations

3:30pm - 3:45pm Break: outside Aldrich 207

3:45pm - 4:30pm Session Three: Assortment Planning
Presentation by Marshall Fisher and Ramnath Vaidyanathan of The Wharton School

4:30pm - 5:15pm Session Four: Speed to Market
Presentation by William T. Dillard III of Dillard’s Inc. and Rick Helfenbein of Luen Thai USA

5:15pm - 5:30pm Break: outside Aldrich 207

5:30pm - 6:15pm Session Five: Implementing Zara’s Distribution Optimization Model
Presentation by Jérémie Gallien of MIT Sloan School of Management and Felipe Caro of UCLA Anderson School of Management

6:15pm - 7:00pm Session Six: Store Execution
Presentation by Marshall Fisher, Serguei Netessine of The Wharton School, and Jayanth Krishnan of The Wharton School

7:00pm - 9:30pm Session Seven: Cocktails & Dinner Williams Room in Spangler Hall
Dinner Discussion: The “Malaria Supply Chain”
Day Two

7:30am-8:00am  Breakfast and Small Group Case Discussions: Aldrich 210 and 211

8:00am-9:00am  Session Eight: Case Study: ALDI
Case discussion led by Daniel Corsten of London Business School

9:00am-9:45am  Session Nine: The Auto ID Center
Presentation by Sanjay E. Sarma of Massachusetts Institute of Technology

9:45am-10:00am  Break: outside Aldrich 210

10:00am-10:30am  Session Ten: Stockouts and Organizational Culture
Presentation by Ernesto Avendaño of Supermercados Peruanos

10:30am - 11:15am  Session Eleven: Panel Discussion on Store Back Rooms and their Effect on the Supply Chain
Discussion led by Gordon Eiland of Borders Group, Inc.

11:15am- 11:30am  Break: outside Aldrich 210

11:30am - 1:00pm  Session Twelve: The Challenges of Online Retailing
Presentations by Stephen Graves of Massachusetts Institute of Technology and Anindya Ghose of Leonard Stern School of Business

1:00pm-3:00pm  Box Lunch and Discussion on Takeaways & Future Steps