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

10:00am – 10:10am  Welcome Session

10:10am – 10:50am  Session One: Sustainable Operations Versus Corporate Social Responsibility—Value Chain Transparency in Retail
Presentation by Ryan Buell of Harvard Business School

10:50am - 11:35am  Session Two: Research Opportunities for Retailers

11:35am – 12:15pm  Session Three: Attribute-based Price Elasticity and Demand Estimation for Markdown Price Optimization
Presentation by Gurhan Kok of Koç University

12:15pm – 1:05pm  Lunch:  Williams Room in Spangler Hall

1:05pm – 1:45pm  Session Four: The Impact of Inaccurate Disruption Durations
Presentation by William Schmidt of Cornell University

1:45pm – 2:25pm  Session Five: The Impact of Store Downsizing on Demand & Supply
Presentation by Vidya Mani and Douglas Thomas, both of Penn State Smeal College of Business

2:25pm – 2:55pm  Break

2:55pm – 3:35pm  Session Six: Retailing & the MBA—What Our MBAs Should Know
Presentation by Vishal Gaur of Cornell University

3:35pm – 4:15pm  Session Seven: A Quality Value Chain—Linking Supply Chain Quality to Customer Lifetime Value
Presentation by Qiuping Yu of Indiana University

4:15pm – 4:45pm  Break

4:45pm – 5:25pm  Session Eight: Product Expiration on Retail Shelves—A Case Study
Presentation by Arzum Akkas of Boston University and Vishal Gaur
5:25pm – 6:05pm  Session Nine: Finding a Needle in a Haystack—The Effects of Searching and Learning on Pick-Worker Performance
Presentation by Bob Batt of University of Wisconsin–Madison and Santiago Gallino of Tuck School of Business

6:05pm – 6:45pm  Session Ten: Effects of an Information Sharing System on Creativity, Engagement and Performance
Presentation by Tatiana Sandino of Harvard Business School

6:55pm – 8:00pm  Cocktails & Dinner: Williams Room in Spangler Hall

8:00pm – 9:00pm  Session Eleven: An Interactive Discussion—Why was Ron Johnson Unable to Fix J.C. Penney?
Discussion led by Ananth Raman
7:30am – 8:00am Buffet Breakfast

8:00am – 8:45am Session Twelve: Optimizing the Omni-Channel Offering—Consumer Tradeoffs and Managers’ Perceptions
Presentation by Santiago Gallino and Antonio Moreno-Garcia of Kellogg School of Management

8:45am – 9:30am Session Thirteen: Supply Chain Finance Programs—Framework of Supplier Assessment Process and Antecedents of Potential Adoption
Presentation by Constantine Moros of IE Business School

9:30am – 10:00am Break

10:00am – 10:45am Session Fourteen: Building Optimized and Hyperlocal Product Assortments: A Nonparametric Choice Approach
Presentation by Srikanth Jagabathula of Leonard N. Stern School of Business

10:45am – 11:30am Session Fifteen: Ship-pack Optimization with Large Retailers
Presentation by Z. Justin Ren of Boston University and Stephen Graves of Massachusetts Institute of Technology

11:30pm – 12:15pm Session Sixteen: Do Incentives Improve Labor Scheduling Decisions?
Presentation by Saravanan Kesavan of UNC Kenan-Flagler Business School

12:15pm – 1:00pm Box Lunch Break

1:00pm – 1:45pm Session Seventeen: A Study of Availability to Purchase
Presentation by Daniel Corsten of IE Business School and Thomas Gruen of Peter T. Paul College at UNH

1:45pm – 2:30pm Session Eighteen: What is the Ideal Frequency for a Sales Quota?
Presentation by Doug Chung of Harvard Business School

2:30pm – 3:00pm Session Nineteen: Takeaways & Future Steps
Discussion by Marshall Fisher and Ananth Raman