

Glen M. Schmidt

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1. EMPLOYMENT

July, 2017– David Eccles Professor of Business and Chair, Operations and Information Systems, David Eccles School of Business, U. of Utah.

Teaching at the DESB has included core op's classes in Executive MBA, Professional MBA, Online MBA, full-time MBA, undergraduate and Honors Undergraduate programs; electives in Supply Chain Mgt and Op's Strategy; lead DESB faculty member for Physician/Health Sciences Lean initiative at U of Utah.

July, 2013–17 David Eccles Professor of Business, David Eccles School of Business, U. of Utah.

Spring 2015 Visiting Professor, Tuck School of Business at Dartmouth.

Spring 2015– Visiting Professor, Indian School of Business (Hyderabad).

Spring 2014 Visiting Professor, McDonough School of Business, Georgetown University.

Summer 2010– Visiting Professor, Nyenrode University (Netherlands).

July 2008–2013 David Eccles Faculty Fellow and Associate Professor, David Eccles School of Business.

July 2005–2008 Associate Professor, David Eccles School of Business, DESB, U of Utah.

Aug–Dec 2003 Visiting Scholar, Kenan-Flagler Business School, UNC Chapel Hill.

Jan 1998 – 2005 Assistant Professor, The McDonough School of Business, Georgetown U.

Oct. 1993 – Dec. 1997: Research Asst., Stanford University, Graduate School of Business.

Co-developed MBA course on “Integrated Product Design and Manufacturing” at Santa Clara U.

Assisted in Stanford MBA courses including Manufacturing Strategy and Supply Chain Mgt.

Developed 5 case studies related to global management, and technology management.

Jan 78 to Oct 93: Deere & Company

Held varied managerial and technical positions, managing projects involving numerous firms in multiple industries worldwide, spanning disparate levels in the supply chain.

- a) Generated significant sales growth in mining, forestry, railway, and construction industries via cross-functional participation.
- b) Spearheaded concurrent engineering with suppliers in N.A., Japan, and Europe.
- c) Applied structured reliability engineering methodologies in innovative ways.
- d) Championed leveraging of suppliers' engineering & test; reduction of supplier base.
- e) Conducted audits of numerous factories supplying metals, plastics, and assemblies.
- f) Generated cost savings & sales growth in fuels & lubricants while improving quality.
- g) Managed engine-related activities of petroleum laboratory.
- h) Cracked perplexing lubricant-jelling problem to stem multi-million dollar drain on earnings.

2. EDUCATION

PhD, Stanford University; Graduate School of Business, Operations, Information, & Technology, 1998.
Prof. Evan Porteus, advisor.

Named a Jaedicke Fellow for highest level of scholarly performance.

MBA, University of Northern Iowa, 1990. Graduated #1 in class.

MS, Engineering, Kansas State University, 1977 (BS 1976). Graduated #1 in class of 1,647.

BA, Mathematics & Natural Sciences, Bethel College, N. Newton, KS, 1976. Honors.

3. ACADEMIC AND PROFESSIONAL HONORS

- 2015: Decision Sciences Journal of Innovative Education Outstanding Teaching Brief.
- 2014: Leadership in Ethics Education Award. David Eccles School of Business.
- 2013: Excellence in Teaching Award, National Society of Leadership and Success.
- 2012: Skinner Best Paper Award First Runner Up, *Production and Operations Management* journal.
- 2011-12 AY: Faculty President, David Eccles School of Business, U. of Utah.
- 2010: Best Paper Finalist, *Manufacturing and Service Operations Management* journal.
- 2010: Best Paper Finalist, *Journal of Product Innovation Management*.
- 2010: Brady Superior Teaching Award, David Eccles School of Business.
- 2011-12: President, College of Product Innovation and Technology Management, POMS.
- 2009: Doctoral Faculty Teaching Excellence Award, David Eccles School of Business.
- 2009: DESB named in Princeton Review's Top 15 Business Schools for Operations Management.
- 2008: David Eccles Faculty Fellow award, David Eccles School of Business.
- 2007: First Runner-up, MBA Teaching Award, David Eccles School of Business.
- 2007: Presentation at INFORMS Conference on OR Practice was judged to be in the Select Category.
- 2007: Service award from Production and Operations Management Society (Editor of *POMS Chronicle*).
- 2004: Finalist for INFORM-ED case competition, Seagate/Quantum case study.
- 2004: Finalist for INFORM-ED case competition, Benihana case study.
- 2004: Nominee for MBA Distinguished Teaching Award, McDonough School of Business.
- 1999: Finalist for INFORMS Nicholson award (best student paper in the 8,000 member society).
- 1995: Stanford GSB, Jaedicke Fellowship (highest level of scholarly performance at the GSB).
- 1995: U.S. Dept. of Energy, Integrated Manufacturing Fellowship (one of twelve nationwide).
- 1993: Stanford, Future Professor of Manufacturing Fellowship (one of five university-wide).
- 1993: Elected chair of 1,000 member MVS Section of Society of Automotive Engineers (SAE).
- 1990: Graduated #1 in class upon completion of MBA at U. of N. Iowa.
- 1987: Outstanding Younger Member of MVS Section of Society of Automotive Engineers (SAE).
- 1985: Multiple winner of best technical paper award of MVS Section of SAE.
- 1983: Excellence in Oral Presentation Award from SAE (top 5% of speakers at National meetings).
- 1982: Technical paper selected for publication in SAE Transactions book.
- 1977: Graduated #1 in class of 1,647 upon completion of degree at Kansas State University.
- 1976: Elected to Tau Beta Pi & Phi Kappa Phi Honor Societies.
- 1976: Graduation with honors, Bethel College.
- 1972: Multiple scholarships for undergraduate study.

4. PEER-REVIEWED PUBLICATIONS

- “Stage-gate Contracts to Screen Agents with Inside Information.” 2018. Wang, Chunlin, Glen Schmidt and Bo van der Rhee. *Decision Sciences* 49(2).
- “Hold safety inventory before, at, or after the fan-out point?” 2017. van der Rhee, Bo, Glen Schmidt, and Weiyu Tsai. *Production and Operations Management* 26(5) 817–835.
- “Using Value Chains to Enhance Innovation.” 2017. Lee, Hau, and Glen Schmidt. *Production and Operations Management* 26(4) 617-32.
- “Want to Reduce the Bullwhip? Measure It. Here’s How.” 2017. Jin, Ming, Nicole DeHoratius and Glen Schmidt. *Supply Chain Management: An International Journal* 22(4) 297-304.
- “In Search of Intra-Industry Bullwhips.” 2017. Jin, Ming, Nicole DeHoratius and Glen Schmidt. *International Journal of Production Economics* Volume 191(C) 51-65.
- In Pursuit of Product Modularity: Impediments and Stimulants. 2017. Kamrad, Bardia, Glen Schmidt and Sezer Ulku. *California Management Review*. 59(4).
- “Process Coordination within a Healthcare Service Supply Network.” 2015. Sampson, Scott, Glen Schmidt, John Gardner, and Joseph Van Orden. *Journal of Business Logistics*. Dec 2015, 36(4).
- “Revenue Sharing Contracts Across an Extended Supply Chain.” 2014. van der Rhee, Bo, Glen Schmidt, Jack A.A. van der Veen, and V. Venugopal. *Business Horizons*. 57 (4) 473-82.
- “How to Position Your Innovation in the Marketplace.” 2013. Schmidt, Glen and Bo Van der Rhee. *Sloan Management Review*. 55 (2).
- “Analyzing Product Architecture under Technological Change: Modular Upgradeability Tradeoffs.” 2013. Kamrad, Bardia, Glen Schmidt and Sezer Ülkü. *IEEE Transactions on Engrg Mgt*. 60 (2) 289-300.
- “Consumer Valuation of Modularly Upgradeable Products.” 2012. Ülkü, Sezer, Claudiu V. Dimofte and Glen Schmidt. *Management Science*. 58 (9) 1761-76.
- “High-end Encroachment Patterns of New Products.” 2012. van der Rhee, Bo, Joseph Van Orden, and Glen Schmidt. *Journal of Product Innovation Management*. 29 (5) 715-733.
- “Matching Product Architecture and Supply Chain Configuration.” 2011. Ülkü, Sezer and Glen Schmidt. *Production and Operations Management*. 20(1), 16-31.
- “Encroachment Patterns of the ‘Best Products’ from the Last Decade.” 2011. Van Orden, Joseph, Bo Van der Rhee, and Glen Schmidt. *Journal of Product Innovation Management* 28(5) 726-43.
- “Lower Cost May not Lower Total Cost: Using Spackling to Smooth Mass-Customized Production.” 2010. Cattani, Kyle, Ely Dahan, and Glen Schmidt. *Production and Operations Management*. 19 (5) 531–545.
- “The Optimal Pace of Product Updates.” 2009. Druehl, Cheryl, Glen Schmidt, and Gilvan Souza. *European Journal of Operational Research*. 192 (2) 621-33.
- “A Strategy for Opening a New Market and Encroaching on the Low End of an Existing Market.” 2008. *Production and Operations Management*. 17 (1). Druehl, Cheryl and Glen Schmidt.

“When is a Disruptive Innovation Disruptive?” 2008. *Journal of Product Innovation Management*. 25 (4). Schmidt, Glen and Cheryl Druehl.

“Tailored Capacity: Speculative and Reactive Fabrication of Fashion Goods.” 2008. *International Journal of Production Economics*. 114 (2) 416-30. Cattani, Kyle, Ely Dahan, and Glen Schmidt.

“In Search of the Bullwhip Effect.” 2007. *Manufacturing and Service Operations Management*. 9 (4). Cachon, Gerard, Taylor Randall, and Glen Schmidt.

“Changes in Product Attributes and Costs as Drivers of New Product Diffusion and Substitution.” 2005. *Production and Operations Management*. 14 (3). Schmidt, Glen and Cheryl Druehl.

“Low-end and High-end Encroachment Strategies for New Products.” 2004. *International Journal of Innovation Management*. Vol. 8, No. 2. Glen Schmidt.

“Sustaining Technology Leadership can Require Both Cost Competence and Innovative Competence.” 2000. *Manufacturing and Service Operations Management*. Vol. 2, No. 1, Winter 2000, pp. 1-18, lead article. Schmidt, Glen and Evan Porteus.

“The Impact of an Integrated Marketing and Manufacturing Innovation.” 2000. *Manufacturing and Service Operations Management*, Vol. 2, No. 4, Fall 2000, pp. 1-21. Schmidt, Glen and Evan Porteus.

Peer-Reviewed Articles with an Education Focus

“Learning in the Fast Lane: The Freeway Game.” 2015. Francois Girard-Carrier and Glen Schmidt. *Decision Sciences Journal of Innovative Education*. July 2015, 13(3) 273-287.

“The Pooling Principle.” 2005. *INFORMS Transactions on Education*. Vol. 5, No. 2. Cattani, Kyle and Glen Schmidt.

“Seagate Quantum: Encroachment Strategies.” 2005. *INFORMS Transactions on Education*. Vol. 5, No. 2. Schmidt, Glen and Jan Van Mieghem, Northwestern University.

“The OM Triangle.” 2005. *Operations Management Education Review*, Vol. 1, No. 1. Glen Schmidt.

“Benihana: A New Look at an Old Classic.” 2005. *Operations Management Education Review*. Vol. 1, No. 1. Ernst, Ricardo and Glen Schmidt.

Under Review and Working Papers

“Firm Clockspeed: Toward a Theory of Relativity.” With Sina Moghadas Khorasani.

“Principal’s Signaling of Private Information When Outsourcing its Product Development.” With Chunlin Wang and Bo van der Rhee.

“Inter and Intra-Firm Bullwhips in a Multi-Echelon Pharmaceutical Supply Chain.” With Ming Jin and Nicole DeHoratius.

“Trade Promotions and their Consequences.” With Ming Jin and Nicole DeHoratius.

“Integrating Mental Health Care: (When) is it Desirable?” With Joseph Van Orden.

“The Incumbent’s Fate in the Face of Innovation.” With Evan Porteus.

5. BOOK ENTRIES, ARTICLES, RESEARCH PAPERS, ENGINEERING PUBLICATIONS

Do Mix-and-Match Products Work? Faculty Spotlight, *Georgetown Business*. Spring 2014. (Article highlighting the work of Bardia Kamrad, Glen Schmidt, and Sezer Ulku.)

“The Google Education System?” *POMS Chronicle*, Vol. 21, No. 1, 2014. Glen Schmidt.

“A Little Bit of Easter Island in the Center of the U.S.” *POMS Chronicle*, Vol. 20, No. 1, 2013. Glen Schmidt.

“The Future of POM Education and Research: 2020 Vision.” *POMS Chronicle*, Vol. 19, No. 1, 2012. Glen Schmidt.

“Playing Ball the Toyota Way.” *POMS Chronicle*, Vol. 18, No. 1, 2011. Glen Schmidt.

“(How) Are You Applying Operations Principles in Your Personal Life?” *POMS Chronicle*, Vol. 17, No. 1, 2010. Glen Schmidt.

“People, Proficiency, Profits, and Protecting the Environment: Can We Help Industry Balance These 4 Ps?” *POMS Chronicle*, Vol. 16, No. 2, 2009. Glen Schmidt.

“(Why) is Operations Management a Shrinking Field?” *POMS Chronicle*, Vol. 16, No. 1, 2009. Glen Schmidt.

“TIRP: Four Supply Chain Management Principles that Might have Averted the Need for TARP.” *POMS Chronicle*, Vol. 15, No. 2, 2008. Glen Schmidt.

“Does Anybody (Everybody) Know What We Do?” *POMS Chronicle*, Vol. 15, No. 1, 2008. Glen Schmidt.

“We Save Lives, What do YOU Do?” *POMS Chronicle*, Vol. 14, No. 2, 2007. Glen Schmidt.

“Don’t Practice What You Preach.” *POMS Chronicle*, Vol. 14, No. 1, 2007. Glen Schmidt.

“New Service Development,” Chapter 19 in *Handbook of New Product Development*, Stylianos Kavadias and Christoph Loch, editors. Elsevier, 2007. Tsai, Weiyu, Rohit Verma and Glen Schmidt.

“Applicability of the OM Triangle to Health Care.” *Nosokinetics News*. 3(5) Oct 2006. Glen Schmidt.

“China: A Country of Contrasts and Contradictions.” *POMS Chronicle*, Vol. 12, No. 3, 2005. Glen Schmidt.

“Offshoring Versus ‘Spackling.’” 2005. *MIT Sloan Management Review*. Spring 2005. 46 (3), pp. 6-7. Cattani, Kyle, Ely Dahan and Glen Schmidt.

Contributor to The Blackwell Encyclopedia of Management, Vol. X, Operations Management, 2nd Ed., Slack and Lewis, editors, Blackwell Publishing, 2005. Glen Schmidt.

“Does Technology Leadership Require the Ability to Produce at Lower Cost?” Schmidt, Glen and Evan Porteus, Stanford University Graduate School of Business, Research paper No. 1431, 1997.

“Reliability and Durability Elements of World-Class Quality.” Summer paper submitted to the Stanford University Graduate School of Business, chapter in a proposed book on *Design Process for World-Class Quality*, by Dr. Phil Barkan & Dr. Kos Ishii, 1996. Glen Schmidt.

“Conjoint analysis and market simulation applied to an off-highway vehicle market.” Research paper presented to the Graduate School, University of N. Iowa, April 1990. Glen Schmidt.

“Low Temperature Fluidity of Lubricating Oils Under Slow Cool Conditions.” 1989. Society of Automotive Engineers, technical paper 831718, Michael, M., M. Olsen, and G. Schmidt. Peer reviewed.

“Trends in Lubrication of Heavy-Duty Off-Highway Equipment.” 1985. Society of Automotive Engineers, technical paper 852214. Cave, W., M. Michael and G. Schmidt. Peer reviewed.

“Synthetics as Future Diesel Engine Lubricants.” 1984. Society of Automotive Engineers, technical paper 841366. Hollman, V., M. Michael and G. Schmidt. Peer reviewed.

“Performance of Multigrade Oils in Off-Highway Diesel Engines.” 1980. Society of Automotive Engineers, technical paper 801358. M. Michael and G. Schmidt. Peer reviewed.

6. TEACHING MATERIALS

Published Case Studies

Schmidt, Glen, and Samuel Wood (1999), “The Growth of Intel and the Learning Curve,” Case OIT-27, Stanford GSB, and Case Teaching Note OIT-27T, Stanford GSB. Available through Harvard Business School Press.

Schmidt, Glen, Hau Lee, and Jin Whang (1998), “Tong Yang Cement (A): Logistics and Incentives.” Available through Stanford Global Supply Chain Management Forum.

Schmidt, Glen, Hau Lee, and Jin Whang (1998), “Tong Yang Cement (B): Demand Forecasting and Globalization.” Available through Stanford Global Supply Chain Management Forum.

Schmidt, Glen, Hau Lee, and Jin Whang (1997), “HP’s DaVinci Project: New Order Fulfillment Process for HP’s North American Distribution Organization.” Available through Stanford Global Supply Chain Management Forum.

Farlow, David, Glen Schmidt, and Andy Tsay (1996), “Supplier Management at Sun Microsystems (A): Managing the Supplier Relationship,” Stanford University Grad. School of Business, Case OIT-16. (Case supervisor: Dr. Charles Holloway). Available through Harvard Business School Press.

Farlow, David, Glen Schmidt, and Andy Tsay (1996), “Supplier Management at Sun Microsystems (B): Managing Risk in the Supplier Relationship,” Stanford University Graduate School of Business, Case OIT-17. (Case supervisor: Dr. Charles Holloway). Available through Harvard Business School Press.

Unpublished Case Studies

Homa, Ken and Glen Schmidt (2004), “River dot-com,” Georgetown University case.

Unpublished Teaching Notes

“Mass Customization”

“The Newsvendor Model”

“Quality”

“Supply Chain Management”

7. FELLOWSHIPS OR GRANTS

Grant for collaborative research with Intermountain Healthcare, from the Center for Business and Healthcare, David Eccles School of Business, University of Utah. 2007.

One of a select number of University-wide winners of a Summer Academic Grant, 2004, from the Graduate School of Arts & Sciences, Georgetown University.

One of a select number of University-wide winners of a Summer Academic Grant, 2002, from the Graduate School of Arts & Sciences, Georgetown University.

Junior Faculty Research Fellowship, Spring, 2001, McDonough School of Business, Georgetown University.

8. CONFERENCE PRESENTATIONS AND PANEL DISCUSSIONS

Seminar presentation, Santa Clara University, Jan. 2018.

Seminar presentation, George Mason University, Nov. 2017.

Decision Sciences, Washington DC, Nov. 2017 (co-author).

INFORMS, Houston, Oct 2017 (co-author).

POMS, Seattle, May 2017 (co-author, 2 submissions).

POMS, Washington DC, May 2015 (co-author).

POMS, Orlando, May 2015 (co-author).

POMS, Atlanta, May 2014 (co-author).

“The Freeway Game,” POMS, Atlanta, May 2014 (co-author).

“Pricing, Orders, and Inventory Dynamics,” POMS, Denver, May 2013 (co-author).

“Stage Gate Contracts for New Product Development,” INFORMS, Phoenix, Oct 2012 (co-author).

“Stage Gate Contracts for NPD Projects,” POMS, Chicago, May 2012 (co-author).

“Customer Valuation of Modularly Upgradeable Products.” 2012. ISMS, Boston, MA, June 2012 (co-author).

“Modular versus Integral Architectures: Empirical Analysis of a Healthcare Setting,” MSOM Special Interest Group on Healthcare, Ann Arbor, MI, June, 2011.

Seminar Presentation, India School of Business, Hyderabad, Sep, 2011.

“Place the Push-pull Point Prior To or Past the Fan-out Point,” POMS, Reno, NV, May, 2011 (co-author).

“The Role of Product Architecture in Green Product Design,” POMS, Reno, NV, May, 2011 (co-author).

Seminar Presentation, UCSB, March, 2011.

“Managing E-waste and the Pace of Innovation through Product Modularity,” Indiana workshop, Oct, 2010.

Seminar Presentation, MIT Zaragoza, Sep, 2010.

Seminar Presentation, Molde University, Norway, Sep, 2010.

Seminar Presentation, Université Jean Moulin Lyon 3, France, Sep, 2010.

Three Presentations at POM, Apr, 2010 (co-authors).

Seminar Presentation, University of Michigan, October, 2009.

“Customer Valuation of Modularly Upgradeable Products,” INFORMS, San Diego, Oct 2009. (co-author.)

“Customer Valuation of Modularly Upgradeable Products,” POMS, Orlando, May 2009. (co-author.)

Seminar Presentation, Texas Christian University, April 2009.

Seminar Presentation, “Toward an Understanding of When to Steepen or Flatten the Core Product Performance,” University of Florida, Feb 2009.

Invited Panelist, Service Operations Track, POMS, San Diego, 2008.

“Encroachment Patterns of the ‘Best Products’ From the Past Decade,” POMS, San Diego, May 2008. (co-author.)

“Encroachment Patterns of the ‘Best Products’ From the Past Decade,” Production and Operations Management Society (POMS), San Diego, May 2008. (co-author.)

Invited Presentation, “The Incumbent’s Fate in the Face of Innovation,” POMS College of Product Innovation and Technology Management, UCSD, May 2008.

Invited Panelist, “Service Operations Management,” Decision Sciences Institute, Phoenix, Nov, 2007.

“Willingness to Pay for Modular Products,” INFORMS, Seattle, Nov, 2007.

“Explaining the Dearth of Modularly Upgradeable Products,” INFORMS, Seattle, Nov, 2007.

Panelist, “Workshop on Supply Chain Management and Education,” Production and Operations Management Society, Dallas, May, 2007.

“Gaining Ground by Stepping Off the Technology Treadmill.” Production and Operations Management Society, Dallas, May, 2007.

“Five Possible Diffusion Strategies.” Production and Operations Management Society, Dallas, May, 2007.

“A Strategy for Opening a New Market and Encroaching on the Low End of an Existing Market.” Production and Operations Management Society, Dallas, May, 2007.

“Five Strategies for Opening New Markets and Encroaching on Existing Markets,” INFORMS Conference on OR Practice, Vancouver, May, 2007. (INFORMS chose this paper in a competitive selection process; and further judged it to be in the “select” category.)

“New Product Diffusion: Five Encroachment Strategies.” Marketing Science Institute (MSI), Los Angeles, Apr, 2007. (MSI chose this paper in a competitive selection process.)

“Strategies for Encroaching on the Low End of Existing Markets.” MSOM.” Atlanta, June 2006.

“Low-End Encroachment: A Framework to Help Recognize Disruptive Technologies,” Production and Operations Management Society, Chicago, Apr, 2005.

“Changes in Product Attributes and Costs as Drivers of New Product Diffusion and Substitution,” Production and Operations Management Society, Chicago, Apr, 2005.

“Low-End Encroachment: A Framework to Help Recognize Disruptive Technologies,” Product and Service Innovation Conference, University of Utah, Park City, UT, Feb, 2005.

“Diffusion of Innovations Under High-End and Low-End Encroachment,” INFORMS, Denver, Oct., 2004.

“Matching Product Architecture with Supply Chain Configuration,” INFORMS, Denver, Oct., 2004.

“Benihana: A New Look at an Old Classic,” INFORM-ED competition, INFORMS, Denver, Oct., 2004.

“Seagate-Quantum,” INFORM-ED competition, INFORMS, Denver, Oct., 2004.

“Diffusion of Technological Innovations Under High-end and Low-end Encroachment,” INFORMS M&SOM meeting, Eindhoven, Netherlands, July, 2004.

“River.com,” Production and Operations Management Society, Cancun, Mexico, May, 2004.

“Production Spackling at Timbuk2,” POMS, Cancun, Mexico, May, 2004.

“Where do Your Operational Competences Position You for a Competitive Challenge in Product Development?” Product-Process Innovation Conference, University of Utah, Park City, UT, Feb 26-28, 2004.

“Diffusion of Technological Innovations Under High-end and Low-end Encroachment,” 15th Annual Decision and Information Sciences Workshop on Technology Management, Gainesville, FL, Feb, 2004.

“Spackling, Texturing and Jointing: Building and Integrated Operations/Marketing Framework for Managing Capacity,” Production and Operations Management Society world conference, Savannah, GA, Apr, 2003.

Panelist in a session on “Perspectives on New Product Development Research: State of the Art and Future Directions” at INFORMS meeting, San Jose, CA, Nov. 18, 2002.

“Clockspeeds in Disparate Industries,” INFORMS meeting, San Jose, CA, Nov. 19, 2002.

“Spackling: Smoothing Make-to-order Production of Custom Products with Make-to-stock Production of Standard Items.” (Presentation by co-author.) INFORMS M&SOM meeting in Ithaca, NY, June 2002.

“Seagate-Quantum: Encroachment Strategies,” Production and Operations Management Society national meeting, San Francisco, CA, Apr, 2002.

“What Impacts Industry Clockspeed?,” INFORMS national meeting in Maui, HI, June 2001.

“Is Make-to-order Made for You?,” Production and Operations Management Society, Orlando, FL, Apr, 2001.

“The Impact of an Integrated Marketing and Manufacturing Innovation,” INFORMS M&SOM meeting, Ann Arbor, MI, June, 2000.

“How Paranoid Should You Be: Competence Levels Required to Insure Technology Leadership,” INFORMS meeting in Salt Lake City, Utah, May, 2000.

“The Impact of an Integrated Marketing and Manufacturing Innovation,” INFORMS, Philadelphia Nov., 1999.

“Development of new course materials: Simulation-based case teaching,” Stanford University Workshop on Interactive Learning, Stanford, CA, June, 1999.

“Sustaining Technology Leadership Requires Both Innovative Competence and Cost Competence,” INFORMS meeting in Cincinnati, OH, May, 1999.

“Using a Dual Strategy of Make-to-Stock and Make-Order to Manage Demand Uncertainty,” INFORMS meeting in Cincinnati, OH, May, 1999.

“The Roles of Innovative Competence and Cost Competence in Sustaining Technology Leadership,” at the INFORMS meeting in Seattle, WA, October, 1998.

“Competing in High-Tech: The Roles of Innovative Competence and Cost Competence,” at the U.S. Department of Energy, Symposium of Integrated Manufacturing Predoctoral Fellows, Washington, DC, October, 1998.

“A New MBA Curriculum at Georgetown, and Experiences Teaching in the Undergraduate Core,” at the Stanford Workshop on Manufacturing Education, Stanford, CA, June, 1998.

Seminar presentations at numerous Business Schools, 1998-present.

9. PROFESSIONAL ACTIVITIES

Department Co-Editor, *Decision Sciences*, New Product/Process Development, 2017 – present.

Senior Editor, *POM* New Product Development, R&D, and Project Management, 2009 – present.

Program Co-chair, POMS 2015 Annual Meeting, Washington DC.

Member, INFORMS Sections and Societies Committee, 2013-14.

Co-organizer of a track at the 2013 annual meeting of *POM* on “Interface Between Marketing and Operations.”

Co-editor of special issue of *POM* on “New Product Development, Innovation and Sustainability,” 2013.

Senior Editor, *POM* Management of Technology Department, 2008-2010.

Associate Editor, *Decision Sciences*, 2010 – 2017.

Co-chair, Marketing/OM Interface track of the POMS (May) 2013 conference, Denver, CO.

Co-organizer of 2 sessions and panel on the interface between operations and marketing, ISMS meeting, Boston, MA, June 2012.

Co-organizer of 2 sessions and panel on the interface between operations and marketing, MSOM meeting in NY, NY, June 2012.

President, College of Product Innovation and Technology Management, Production and Operations Management Society, 2010-12.

Reviewer of numerous papers every year for journals such as *Manufacturing and Service Operations Management*, *Production and Operations Management*, *Management Science*, *Journal of Product Innovation Management*, *Operations Research*, *Naval Research Logistics*, *International Journal of Operations and Production Management*, *IEEE Transactions on Engineering Management*, and others. 1998-present.

Member, Editorial Review Board for *Production and Operations Management*, 2003-present.

Editor of *POMS Chronicle*, newsletter of the Production and Operations Management Society. 2006-2015.

Organized a session on “Markets and Bargains: The Structure of Innovation,” POMS, Reno, NV, May, 2011.

Treasurer, College of Product Innovation and Technology Management, Production and Operations Management Society, 2007-9.

Chair, Wickham Skinner Award Committee on Teaching Innovation, Production and Operations Management Society, 2007-8.

Served as reviewer for Junior Faculty Interest Group Paper Competition, INFORMS, 2007.

Organized a session on “Product Modularity” for the INFORMS meeting, Seattle, WA, Nov. 2007.

Area Editor for special issue on “Management of Product Innovation” in *POM*, 14 (3) 2003-5.

Served on Student Paper Competition Committee, INFORMS, 2006, 2007.

Organized a track (several sessions) on “Generating the Winds of Creative Destruction,” at POMS national meeting, Chicago, IL, Apr; 2005.

Organized session on “Supply Chains for Product Design” at INFORMS national meeting, Denver, Oct, 2004.

Served as Chair of the INFORMS Prize Committee, to select the firm most effective in integrating Operations Research/Management Science (OR/MS) into organizational decision making, 2003-04.

Organized a session on “Supply Chains for Product Design” at POMS international meeting, Cancun, Mexico, May, 2004.

Served on INFORMS Prize Committee, to select the firm most effective in integrating Operations Research/Management Science (OR/MS) into organizational decision making, 2002-03.

Organized a session on “Determinants of Product Development Rate and Impact” at INFORMS national meeting, San Jose, CA, Nov 19, 2002.

Organized a track (involving 5 session leaders who solicited about 20 papers) on “Operations and Technology Strategy” at the INFORMS national meeting in Salt Lake City, Utah, May, 2000.

Organized a session on “Competencies That Promote Technology Leadership” at the INFORMS national meeting, Salt Lake City, Utah, May, 2000.

10. UNIVERSITY INVOLVEMENT

Department Chair, Operations and Information Systems, David Eccles School of Business, University of Utah, 2017 - present.

Member, RPT Committee (periodically from 2010-17).

Chair, Physician / Health Sciences Advisory Board for Lean Initiative, University of Utah, 2013-2016.

Department Chair, Operations and Information Systems, David Eccles School of Business, University of Utah, 2013 Calendar year.

Served as advisor of Ming Jin, PhD Spring 2017. Placement: University of Oregon (non-tenure).

Served as advisor of Chunlin Wang, PhD Fall 2015. Placement: Vanderbilt University (post doc).

President of Faculty, David Eccles School of Business, University of Utah, 2011-2012 Academic year.

Chair of organization committee of the annual 2012, 2013, 2014, 2015, 2016, and 2017 Utah Operations Conferences, sponsored by the OIS Department at the DESB and attended by roughly 40 of the pre-eminent and emerging scholars in Operations Management.

Chair of organization committee of the annual 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, and 2017 Utah Product and Service Innovation Conferences, jointly sponsored by the OIS and Marketing Departments at the David Eccles School of Business and attended by roughly 40 of the pre-eminent and emerging scholars in product and service innovation.

Chair, Masters Committee, David Eccles School of Business, University of Utah, 2008-2011.

Faculty representative, Emma Eccles Jones Advisory Board, David Eccles School of Business (DESB). 2007-8.

Directed multiple MBA independent studies and taught a Supply Chain Management module of a PhD elective at the DESB (outside of teaching load). 2006-2007.

Served as advisor of Joseph Van Orden, PhD Spring 2009. Placement: West Point, NY.

Served as co-advisor of Bo Van Der Rhee, PhD Summer 2007. Placement: Nyenrode University, Netherlands.

Field Study Project Leader, David Eccles School of Business, University of Utah, 2005, 2006, 2007, 2008.

Member, Business and Medicine Committee, National Advisory Board, David Eccles School of Business. 2006-present.

Organized seminars for the Decision Sciences and OPIM area at the McDonough School, 2001-2003.

Faculty advisor for Georgetown's inaugural and highly successful "ideaChallenge Student Business Plan Competition," 2001, and subsequently for 2002.

Mentor, John Carroll Scholar Program, Georgetown University, 2000-2002.

Member of Executive Council and various faculty committees at the McDonough School of Business.