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ACADEMIC POSITIONS

2006 – Present University of Tennessee
Department of Marketing & Supply Chain Management
Knoxville, TN, USA

2017 Professor
2012-2017 Associate Professor
2006 –2012 Assistant Professor
Teaching Specialization: Strategic Sourcing

2002 – 2006 Arizona State University
Supply Chain Management Department
Tempe, AZ, USA

2002-2006 – Graduate Research and Teaching Assistant
Teaching Specialization: Supply Management

EDUCATION

Ph.D. ARIZONA STATE UNIVERSITY, Tempe, AZ U.S.A.
degree conferred August 2006
Major Area of Study: Supply Chain Management

Thesis
Purchasing Outsourced Services from Offshore Suppliers. Ph.D.
Dissertation, submitted to Arizona State University, May 2006.

M.B.A. ARIZONA STATE UNIVERSITY, Tempe, AZ U.S.A.
International Business
degree conferred May 1993

B.S. ARIZONA STATE UNIVERSITY, Tempe, AZ U.S.A.
Operations Management
degree conferred December 1989

PUBLICATIONS

Google Citations: 3447; h-index=21; i10-index=32

Refereed Journals

Schmelzle, U., **Tate, W.L.**, (2017). *Integrating External Knowledge: Building a Conceptual Framework of Innovation Sourcing*, Transportation Journal, 56.4.

Bals, L. and **W.L. Tate**. (2017) *Sustainable Supply Chain Design: Configuration Archetypes of Physical and Support Chains*, Journal of Business Logistics.

Murfield, M. and **W.L. Tate** (2017). *An Environmental Perspective of Dynamic Buyer-Supplier Relationships*, International Journal of Logistics Management.

Saunders, L.W., **Tate, W.L.**, Miemczyk, J., and G. Zsidisin (2017). *The Influence of Network Exchange Brokers on the Implementation of Sustainable Supply Chain Practices*, Re-Submitted to Journal of Business Ethics.

Tate, W.L. and L. Knight (2017). *A Year at the Helm: Reflecting on Roles, Responsibilities and Progress*. Journal of Purchasing and Supply Management, 1.23: 1-4.

Tate, W.L. and L. Bals (2017). *Outsourcing/Offshoring Insights: Going Beyond Reshoring to Rightshoring*. International Journal of Physical Distribution and Logistics Management, 47.2/3: 106-113.

Tate, W.L., Ellram, L.M., and U. Schmelzle (2017). *A Little Help from My Friends: How Purchasing Gains Influence in Complex B2B Services: The Case of Legal*, Journal of Business and Industrial Marketing, 32.2: 206-217.

Tate, W.L. and L. Bals. (2016). *Achieving Shared Triple Bottom Line Value Creation: Toward a Social Resource-Based View of the Firm*. Journal of Business Ethics.

Pedroso, C., Lago da Silva, A., and **W.L. Tate** (2016). *Sales and Operations Planning (S&OP): Insights from a Multi-Case Study of Brazilian Organizations*, International Journal of Production Economics, 182: 213-229.

Knight, L., **Tate, W.L.**, Matopoulous, A., Meehan, J., and A. Salmi (2016). *Breaking the Mold: Process Innovation in Purchasing and Supply Management Research*, Editorial for Novel Methods Special Issue: Journal of Purchasing and Supply Management, 22.4: 239-243.

Tate, W.L. and L.M. Ellram (2016). Research Note: *The Use of Secondary Data in Purchasing/Supply Management Literature*, Journal of Purchasing and Supply Management, 22.4: 250-254.

Ueltschy Murfield, M.L., Esper, T.L., **Tate, W.L.**, and K.J. Petersen (2016). *Supplier Role Conflict: An Investigation of Its Relational Implications and Impact on Supplier Accommodation*, Journal of Business Logistics, 37.2: 168-184. Best Paper Award 2017.

Lopes Pimenta M., Lago da Silva, A., and **W.L. Tate** (2016). *Characteristics of Cross-Functional Integration Processes: Evidence from Brazilian Organizations*, International Journal of Logistics Management, 27.2: 570-594.

Ellram, L.M., Tate, W.L., Billington, C. (2016). *Services Supply Management: The Next Frontier for Improved Organizational Performance*. California Management Review Virtual Issue at Academy of Management. The articles in this virtual issues explore the practices, strategies, and management theories that positions organizations for success. Reprint of 2007 article.

Knight, L. and **Tate, W.L.** (2016). *Editorial from the Incoming Editors: Setting Out*, Journal of Purchasing and Supply Management, 22.2: 69-71.

Kirchoff, J., **Tate, W.L.**, and D.A. Mollenkopf (2016). *The Impact of Strategic Organizational Orientations on Green Supply Chain Management and Firm Performance*, International Journal of Physical Distribution and Logistics Management, 46.3: 269-292.

Bals, L., Daum, A., and **W.L. Tate** (2015). *From Offshoring to Rightshoring: Focus on the Backshoring Phenomenon*, AIB Insights, 15.4: 3-8.

Schoenherr, T., **Tate, W.L.**, and L.M. Ellram (2015). *A Note on the Use of Survey Research Firms to Enable Empirical Data Collection*, Journal of Business Logistics, 36.3: 288-300.

Tate, W.L., Mollenkopf, D., Stank, T.P., and A. Lago da Silva (2015). *Integrating Supply and Demand*, Sloan Management Review, 56.4: 16-18.

Ellram, L.M. and **W.L. Tate** (2015). *Redefining Supply Management's Contribution in Services Sourcing?* Journal of Purchasing and Supply Management, 21.1: 64-78.

Lopes Pimenta, M., Lago da Silva, A., and **Tate, W.L.** (2014). *Developing and Managing Cross-Functional Teams: A Multi-Case Study of Brazilian Manufacturing Companies*, Journal of Technology Management & Innovation, 9.2: 1-16.

Gattiker, T. F., Carter, C.R., Huang, X., and **Tate, W. L.** (2014). *Managerial Commitment to Sustainable Supply Chain Management Projects*, Journal of Business Logistics, 35.4: 318-337.

Tate, W.L. (2014). *Offshoring and Reshoring: U.S. Insights and Challenges*, Journal of Purchasing and Supply Management, 20.1: 64-66.

Tate, W.L., Ellram, L.M., and K.J. Dooley (2014). *The Impact of Transaction Costs and Institutional Pressure on Supplier Environmental Practices*, International Journal of Physical Distribution, and Logistics Management, 44.5: 353-372.

Ellram, L.M. and **W.L. Tate** (2014). *Factor Market Rivalry: A New Perspective for the Location Decision*, Journal of Supply Excellence, 3: 12-19.

Tate, W.L., Ellram, L.M., Schoenherr, T., and K.J. Petersen (2014). *Global Competitive Conditions Driving the Manufacturing Location Decision*, Business Horizons, 57: 381-390.

Tate, W.L., Ellram, L.M., and I. Gölgeci (2013). *Diffusion of Environmental Business Practices: A Network Approach*, Journal of Purchasing and Supply Management, 19.4: 264-275.

Ellram, L.M., **Tate, W.L.**, and K.J. Petersen (2013). *Offshoring and Reshoring: An Update on the Manufacturing Location Decision*, Journal of Supply Chain Management, 49.2: 14-22.

Ellram, L.M., **W.L. Tate**, and E. Feitzinger (2013). *Factor-Market Rivalry and Competition for Supply Chain Resources*, Journal of Supply Chain Management, 49.1: 29-46.

Tate, W.L., Ellram, L.M., and K.J. Dooley (2012). *Environmental Purchasing and Supplier Management (EPSM): Theory and Practice*, Journal of Purchasing and Supply Management, 18.3: 173-188.

Tate, W.L. and L.M. Ellram (2012). *Service Supply Management Structure in Offshore Outsourcing*, Journal of Supply Chain Management: Special Topic Forum Services Supply Chains, 48.4: 8-29.

Tate, W.L., Dooley, K.J., and L.M. Ellram (2011). *Transaction Cost and Institutional Drivers of Supplier Adoption of Environmental Practices*, Journal of Business Logistic, 32.1: 6-16.

Mollenkopf, D.A., Stolze, H., **Tate, W.L.**, and M. Ueltschy (*all authors contributed equally, names are in alphabetical order*) (2010). *Green, Lean, and Global Supply Chains*, International Journal of Physical Distribution and Logistics Management, 40.1/2: 14-39.

Tate, W.L., Ellram, L.M., and J. Kirchoff (2010). *Corporate Social Responsibility Reports: A Thematic Analysis Related to Supply Chain Management*, Journal of Supply Chain Management, 46.1: 19-44.

Tate, W.L., Ellram, L.M., Hartmann, E., Bals, L., and W. van der Valk (2010). *An Agency Theory Perspective on the Purchase of Marketing Services*, Industrial Marketing Management, 39.5: 806-819.

Tate, W.L., Ellram, L.M., Bals, L., and E. Hartmann (2009). *Offshore Outsourcing of Services: An Evolutionary Perspective*, International Journal of Production Economics, 120.2: 512-524. One of the “hottest” articles in 2009 at the International Journal of Production Economics.

Tate, W.L., Ellram, L.M., and S.W. Brown (2009). *Offshore Outsourcing of Services: A Stakeholder Perspective*, Journal of Service Research, 12.1: 56-72.

Tate, W.L. and L.M. Ellram (2009). *Offshore Outsourcing: A Managerial Framework*, Journal of Business and Industrial Marketing, Special Issue on Purchasing Orientation, 24.3/4: 256-268.

Tate, W.L. and W. Van der Valk (2008). *Managing the Performance of Outsourced Customer Contact Centers*, Journal of Purchasing and Supply Management, 14.3: 160-169.

Ellram, L.M., **Tate, W.L.**, and C.R. Carter (2008). *Applying 3DCE to Environmentally Responsible Manufacturing Processes*, Journal of Cleaner Production, Special Issue on Sustainable Supply Chain Management, 16.15: 1620-1631.

Ellram, L.M., **Tate, W.L.**, and C. Billington (2008). *Offshore Outsourcing of Professional Services: A Transaction Cost Economic Perspective*, Journal of Operations Management, 26.2: 148-163.

Ellram, L.M., **Tate, W.L.**, and C. Billington (2007). *Services Supply Management: The Next Frontier for Improved Organizational Performance*, California Management Review, 49.4: 44-66. Mentioned as noteworthy article at the Economist.com September 20, 2007 link http://www.economist.com/business/globalexecutive/displaystory.cfm?story_id=9824283.

Carter, C.R., Ellram, L.M., and **W.L. Tate** (2007). *The Use of Social Network Analysis in Logistics Research*, Journal of Business Logistics, 28.1: 137-168.

Ellram, L.M., **Tate, W.L.**, and Carter, C.R. (2007). *Product-Process-Supply Chain: An Integrative Approach to Three-Dimensional Concurrent Engineering*, International Journal of Production, Distribution and Logistics Management, 37.3-4: 305-330.

Ellram, L.M., **Tate, W.L.**, and C. Billington (2004). *Understanding and Managing the Services Supply Chain*, Journal of Supply Chain Management, 40.4: 17-33.

Refereed Cases

Ellram, L.M. and **Tate, W.L.** (2010). *Breaking Ground in Services Purchasing*, CSCMP Academic Case, awarded \$3,000 for acceptance.

Books

Tate, W.L., et al. (2016) *Purchasing and Supply Management: Enhancing Competitiveness and Customer Value*. MyEducator: Utah.

Bals, L. and **W.L. Tate**, eds. (2016) Implementing Triple Bottom Line Sustainability into Global Supply Chains, Greenleaf Publishing: Sheffield, UK.

Tate, W.L. (2014). Global Strategic Sourcing, Training Text for Purchasing Module of SCPro at CSCMP.

Ellram, L.M. and **W.L. Tate** (2013). Sourcing to Support the Green Initiative, Business Expert Press Book: New York, NY.

Refereed Manuscripts Currently Under Review

Ellram, L. and **W.L. Tate** (in progress). *Cost Savings: Not Everything that Counts is Counted*. Submitted to: Journal of Operations Management, June 2017. Revision Requested August 2017.

Kreis, Y., **Tate, W.L.**, Bals, L., and C. Bals (author order TBD) (In Progress). *Advancing Theory on Support Chains: Balancing Financial, Information and Material Flows*, Submitted to the Journal of Purchasing and Supply Management, Special Issue on Supply Chain Finance, April 2017.

Moradlou, H., Backhouse, D., and **W.L. Tate** (In Progress). *Reshoring and Industry 4.0: Focusing on Additive Manufacturing Technologies*, IJPDLM, December 2016.

Eriksson, D., Hilletotfh, P., and **W.L. Tate**. *Toward an Understanding of Value Gaps in Demand and Supply Chains*, Submitted to Journal of Business & Industrial Marketing, May 2017.

Pereira, C.R., Lago da Silva, A., and **W.L. Tate**. *Purchasing/Supply Management (PSM) Contribution to Supply Chain Resilience: A Dynamic Capability Approach in Brazilian Manufacturing Companies*, Submitted to Journal of Purchasing and Supply Management, June 2016. Revision submitted December 2016. Second revision requested August 2017.

Kalaitzi, D., Matopoulos, A., Bourlakis, M., and **W.L. Tate**. *Buffering and Bridging Supply Chain Strategies as a Response to Natural Resource Scarcity*, Submitted to International Journal of Production Management, May 2017, Revision requested August 2017.

Contributions to Edited Volumes

Tate, Wendy L./Ellram, Lisa/Bals, Lydia (in progress; 2019): *Sustainable Supply Chain Finance: Advancing the Triple Bottom Line with Supply Chain Finance*, Kogan Page.

Tate, W.L. and L. Bals (eds.) (2017/2018). *Global Supply Chain Management Issues in Bottom of the Pyramid Markets*, International Journal of Physical Distribution & Logistics Management, Special Issue.

Tate, Wendy L. and Lisa M. Ellram (2017). *Sustainable Supply Chains and Social Networks: An Overview*,” forthcoming in Sustainable Supply Chain Handbook, edited by Joseph Sarkis, Edward Elgar Publishers.

Bals L. and **Tate W.L.** (2017). What Hybrid Business Models can Teach Sustainable Supply Chain Management: The Role of Entrepreneurs’ Social Identity and Social Capabilities. In: Brandenburg M, Hahn G, Rebs T (eds) Social and Environmental Dimensions of Organizations and Supply Chains – Tradeoffs and Synergies, Greening of Industry Networks Studies, Springer.

Tate, W.L. and L. Bals (eds.) (2016/2017). *Outsourcing/Offshoring Insights: Going Beyond Reshoring to Rightshoring*, International Journal of Physical Distribution & Logistics Management, Special Issue.

Mollenkopf, D.A., **Tate, W.L.**, and T.P. Stank (2016). *Demand and Supply Integration: Bridging the Great Divide to Maximize Organizational Value Creation*, in Supply Chain Integration, C. Autry and M. Moon, eds., Pearson: New York.

Schumann, D., **Tate, W.L.**, and W.A. Powell (2016). *Bridging the Integration Gap: How to Effectively Communicate to Meet Demand and Supply Integration*, in Supply Chain Integration, C. Autry and M. Moon, eds., Pearson: New York.

Ellram, L.M. and **W.L. Tate** (2016). *Mapping Networks and the Influence on the Natural Environment*, in Implementing Triple Bottom Line Sustainability into Global Supply Chains, L. Bals and **W.L. Tate**, eds., 83-105, Greenleaf Publishing: Sheffield, UK.

Bals, L. and **W.L. Tate** (2016). *The Journey from Triple Bottom Line (TBL) Sustainable Supply Chains to TBL Shared Value Chain Design*, in Implementing Triple Bottom Line Sustainability into Global Supply Chains, L. Bals and **W.L. Tate**, eds., 1-12, Greenleaf Publishing: Sheffield, UK.

Saunders, L.W., **Tate, W.L.**, Miemczyk, J., and G. Zsidisin (2016). *A Network Perspective on the TBL in Global Supply Chains*, in Implementing Triple Bottom Line Sustainability into Global Supply Chains, L. Bals and **W.L. Tate**, eds., 373-385, Greenleaf Publishing: Sheffield, UK.

Tate, W.L., Ellram, L.M., J.F. Kirchoff (2016-reprinted; 2013). *Supply Chain Themes in Corporate Sustainability Reports*, Invited Chapter for Sustainable Value Chain Management: A Research Anthology, A. Lindgreen et al., eds., 93-111, Gower Publishing (2013), Reprinted by Routledge (2016): New York, NY.

Ellram, L.M. and **W.L. Tate** (2004). *IBM's Supply-Base Efforts Toward Sustainability*, in Corporate Social Responsibility: The Environmental Aspects, Reddy, S., ed., ICFAI Books: India; reprinted based on CAPS Research Practix study, 2003.

Conference Proceedings – Refereed

De Boer, Ronald/Bals, Lydia/Tate, Wendy/ Gelsomino, Luca/Steeman, Michiel/Bals, Cristof (2017): Exploring the Financial Flows in Sustainable Supply Chains: The Hidden Potential of Supply Chain Finance, accepted at the 24th *International Conference on Production Research (ICPR)*, Poznan, Poland.

De Boer, Ronald/Bals, Lydia/Tate, Wendy/ Gelsomino, Luca/Steeman, Michiel/Bals, Cristof (2017): Exploring the financial flows in sustainable supply chains: Toward a conceptualization of sustainable supply chain finance (SSCF), accepted at the 8th *European Decision Sciences Institute (EDSI) Conference*, Granada, Spain.

Bals, Lydia/Tate, Wendy/ Foerstl, Kai/Bals, Cristof (2017): Transmission in supply chain networks: On the brink to another evolutionary stage? accepted at the 8th *European Decision Sciences Institute (EDSI) Conference*, Granada, Spain.

Kreis, Yvonne/Tate, Wendy/Bals, Lydia/Bals, Cristof (2017): Toward a Theory of the Financial Supply Chain: Exploring Contagion and the Financial Bullwhip During the Greek Debt Crisis, presented at the 26th IPSERA conference, Budapest/Balatonfüred, Hungary.

Matopoulos, A. **Tate, W.L.** and Price, B. and Y. Li (2016). *Product-Process-Supply Chain (3DCE) Involvement in Improving Resource Efficiency*, Proceedings of The 11th European Research Seminar On Logistics and SCM, 12-13 May, Vienna, Austria.

Li, Y., Matopoulos, A., **Tate, W.L.**, and B. Price (2016). *3DCE Implications of Increasing Resource Efficiency in The Automotive Industry*, Proceedings (USB) of The 23rd Conference of European Operations Management Association, 19-22 June, Trodheim, Norway.

Kreis, Y., **Tate, W.L.**, and L. Bals (2016). *Advancing Theory on Support Chains: Balancing Financial, Information and Material Flows*, 7th European Decision Sciences Institute (EDSI) Conference, Helsinki, Finland.

Kreis, Y., **Tate, W.L.**, and L. Bals (2016). *Advancing Theory on Support Chains: Balancing Financial, Information and Material Flows*, 2016 POMS Annual Conference, Orlando, United States.

Tate, W.L. and L. Bals (2016). *What Hybrid Business Models Can Teach Sustainable Supply Chain Management: The Role of Social Identity and Capabilities*, 7th European Decision Sciences Institute (EDSI) Conference, Helsinki, Finland.

Bals, L. and **W.L. Tate** (2016). *Sustainable Supply Chain Design: Configuration Archetypes of Physical and Support Chains*, 11th CSCMP European Research Seminar (ERS), Vienna, Austria.

Tate, W.L. and L. Bals (2016). *Conceiving and Executing Sustainable Supply Chains: Towards a Social Resource-Based View of the Firm*, Competitive Paper, 25th IPSERA Conference, Dortmund, Germany.

Tate, W.L. and L. Bals (2016). *What Hybrid Business Models Can Teach Sustainable Supply Chain Management: The Role of Entrepreneurs' Social Identity and Social Capabilities*, Working Paper, 25th IPSERA Conference, Dortmund, Germany.

Schmelzle, U. and **W.L. Tate** (2015). *Macroeconomic Influence on Procurement Strategy's SC Cost Performance: A Systems Dynamics Simulation Study*, Decision Sciences Annual Meeting, November 2015, Seattle, WA.

Schmelzle, U. and **W.L. Tate** (2016). Exploring A New Role of Purchasing Within the Open Innovation Framework, Western Decision Sciences Annual Meeting, April 2016, Las Vegas, NV.

Tate, W.L., Ellram, L.M., and M.C. Holcomb (2015). *Commoditization of Logistics Services, Part of the VW Funded Initiative. Conceptual Paper in Progress, Data Being Collected*, CSCMP Educators Conference, September 28, 2015, San Diego, CA.

Matopoulos, A., **Tate, W.L.** and B. Price (2015). *Improving Resource Efficiency Through the Adoption of 3DCE Throughout the Product Life Cycle*, Proceedings (USB) of the 19th Cambridge International Manufacturing Symposium, 24-25 September, Cambridge, UK.

Freitas de Paula, V.A., **Tate, W.L.**, and V.M. Freitas de Paula (2015). *Supply Chain Driven Innovation in Emerging Countries*, POMS 26th Annual Conference, Washington, D.C.

Freitas de Paula, V.A., **Tate, W.L.**, and V.M. Freitas de Paula (2015). *Innovation in The Supply Chain: A Comparative Case Study with US Companies Operating in Emerging Markets*, CSCMP, September 2015, San Diego, CA.

Freitas de Paula, V.A., **Tate, W.L.**, Freitas de Paula, V.M., and U. Schmelzle (2015). *Supply Chain Driven Innovation in the US*, DSI, November 2015, Seattle, WA.

Schmelzle, U., **Tate, W.L.**, and Freitas de Paula, V.A. (2015). *The Role of Innovation Sourcing Strategy for Supply Chains: A Systematic Literature Review*, DSI, November 2015, Seattle, WA.

Bals, L. and **W.L. Tate** (2015). *Sustainable Supply Chain Design: Configuration Archetypes of Physical and Support Chains for Triple Bottom Line Objectives*, accepted at the International Forum of Sustainable Value Chains (ISVC) Conference, Eschborn/Oestrich-Winkel, Germany.

Tate, W.L. and L. Bals (2015). *Incubating and Implementing Successful and Sustainable Programs for Social Benefit: Towards a Social Resource-based View of the Firm*, 26th POMS Production and Operations Management Society Conference, Washington, United States.

Bals, L. and **W.L. Tate** (2015). *Shared Value Chain Design: Sustainable Outputs versus Sustainable Outcomes*, accepted at 10th European Research Seminar (ERS) on Logistics and SCM, Copenhagen, Denmark.

Tate, W.L. and L. Bals (2015). *Sustainable Supply Chain Management: Changing the World One Social Business at a Time*, EDSI European Decision Sciences Institute 6th Conference, Taormina, Italy.

Bals, L. and **W.L. Tate** (2015). *Shared Value Chain Design: Sustainable Outputs Versus Sustainable Outcomes*, accepted at the 24th Annual IPSERA Conference, Amsterdam, Netherlands.

Bals, L. and **W.L. Tate** (2014). *Sustainable Supply Chain Management: Changing the World One Social Business at a Time*, 6th International Conference on Corporate Sustainability and Responsibility, Berlin, Germany.

Miemczyk, J., Saunders, L., **Tate, W.L.**, and G. Zsidisin (2015). *Advancing Social Network Theory in Sustainable Supply Chains in Emerging Regions*, IPSERA, March 2015.

Lago da Silva, A. Neto Sacromano, M., Saidel Ribeiro, E.M., and **W.L. Tate** (2015). *Intra-*

Organizational Networks: Cross-Functional Integration in Multinational Organizations in Brazil, Academy of Management, August 2015.

Pereira, C.R., Lago da Silva, A., and **W.L. Tate** (2015). *The Role of Purchasing and Supply Management (PSM) in Supply Chain Resilience*, Encontro da ANPAD, Belo Horizonte - MG. Anais, Rio de Janeiro, Brazil. Received Honorable Mention.

Pedrozo, C.B., Lago da Silva, A., **Tate, W.L.**, and S.R.I. Pires (2014). *Strategic Factors and Barriers for Sales & Operations Planning (S&OP): A Multi-Case Study in Brazilian Companies*, Proceedings of the 21st International Annual EurOMA Conference, Palermo, Italy.

Tate, W.L. and M. Holcomb (2014). *Commoditization of Logistics Services*, CSCMP Annual Educators Conference, San Antonio, TX.

Lago da Silva, A., **Tate, W.L.**, Sacomano Neto, M., and M. Lopes Pimenta (2014). *O Que Torna a Integração Interfuncional Possível? Um Estudo Exploratório de Fatores Facilitadores e Barreiras*, XXXVIII Encontro da ANPAD, Rio de Janeiro, Brazil. Received Best Paper Award.

Pedrozo, C.B., Lago da Silva, A., **Tate, W.L.**, and S.R.I. Pires (2014). *Strategic Factors and Barriers for Sales and Operations Planning (S&OP): A Multi-Case Study in Brazilian Companies*, Proceedings of 21st International Annual EurOMA Conference, Palermo, Italy.

Ellram, L.M. and **W.L. Tate** (2014). *Sustainable Supply Chain Management: Measuring Performance*. Submitted and accepted to Western Decision Sciences, April 2014, Napa, CA, and Euroma Sustainability Conference, March 2014, Groningan, Netherlands.

Lago da Silva, A., Lopes Pimenta, M., and **W.L. Tate** (2013). *Cross-Functional Teams: A Multi-Case Study of Brazilian Companies*, EUROMA (European Operations Management Association), June 2013, Dublin, Ireland.

Tate, W.L., Ellram, L.M., and K.J. Petersen (2013). *Current Trends in Offshore Outsourcing* 23rd Annual North American Research/Teaching Symposium on Purchasing and Supply Management (NARS), March 13-15, 2013, Chandler, AZ.

Ellram, L.M. and **W.L. Tate** (2012). *Supply Management's Meaningful Involvement in Service Purchases: A Research Update*, Institute for Supply Management Services Conference, December 3-4, 2012, Scottsdale, AZ.

Grohe, M., Hutchinson, B., Stank, T.P., Mollenkopf, D.A., and **W.L. Tate** (2012). *Successful Demand and Supply Integration*, Council of Supply Chain Management Professionals, September 30-October 3, 2012, Atlanta, GA.

Tate, W.L., Ellram, L.M., Petersen, K.J., and T. Schoenherr (2012). *Offshoring Trends*, Invited Session, Council of Supply Chain Management Professionals, September 30-October 3, 2012, Atlanta, GA.

Tate, W.L. and L.M. Ellram (2012). *Supply Management's Meaningful Involvement in Service Purchases*, EUROMA (European Operations Management Association), July 1-4, 2012, Amsterdam, Netherlands.

Ellram, L.M. and **W.L. Tate** (2012). *Supply Management's Meaningful Involvement in Service Purchases*, 22nd Annual North American Research/Teaching Symposium on Purchasing and Supply Management (NARS), March 15-16, 2012, Chandler, AZ.

Tate, W.L., Ellram, L.M., and K.J. Dooley (2012). *Drivers of Supplier Adoption of Environmental Practices: A Transaction Cost and Institutional Theory Perspective*, Invited Session, Production and Operations Management Society (POMS), April 20-22, 2012, Chicago, IL.

Ellram, L.M. and **W.L. Tate** (2011). *Supply Management's Meaningful Involvement in Service Purchases*, Institute for Supply Management Services Conference, December 1-2, 2011, Scottsdale, AZ.

Gölgeci, I. and **W.L. Tate** (2011). *Directive and Egalitarian Relationship Management Approaches in Offshore Outsourcing of Services*, Decision Sciences Annual Conference, November 19-22, 2011, Boston, MA.

Gölgeci, I., **Tate, W.L.**, and L.M. Ellram (2011). *Impact of Social Networks on Supplier Adoption of Environmentally Sustainable Business Practices*, Council of Supply Chain Management Professional Educators Conference, October 3, 2011, Philadelphia, PA.

Muirfield, M.L. and **W.L. Tate** (2011). *Environmental Purchasing—Current Themes & Directions for Theoretical Development*, Accepted for the Academy of Management Annual Conference, August 12-16, 2011, San Antonio, TX.

Pimenta, M.L., Brigante, C.S., Lago Da Silva, A. and **W.L. Tate** (2011). *Inter-Functional Integration Between Marketing and Logistics: Case Study Insights*, Accepted for the 18th International Annual EurOMA Conference, July 3-6, 2011, Cambridge, UK

Tate, W.L., Ellram, L.M., and K.J. Dooley (2011). *Drivers of Supplier Adoption of Environmental Practices: A Transaction Cost and Institutional Theory Perspective*, 21st Annual North American Research/Teaching Symposium on Purchasing and Supply Management (NARTS), March 13-14, 2011, San Diego, CA.

Gattiker, T.F., Carter, C.R., **Tate, W.L.**, and X. Huang (2010). *Gaining Intra-Organizational Commitment for an Environmental Management Project: The Moderating Roles of Individual Values and Image Risk*, Annual North American Research/Teaching Symposium on Purchasing and Supply Management (NARTS), March 13-14, 2010, San Diego, CA.

Gattiker, T.F., Carter, C.R., **Tate, W.L.**, and X. Huang (2010). *Gaining Intra-Organizational Commitment for an Environmental Management Project: The Moderating Roles of Individual*

Values and Image Risk, Decision Sciences Institute 2010 - 41st Annual Meeting, featured session "Organizational Values and Sustainability," November 20-23, 2010, San Diego, CA.

Tate, W.L., Ellram, L.M., and K.J. Dooley (2010). *Transaction Cost and Institutional Drivers of Supplier Adoption of Environmental Practices*, 4th International Conference on Business and Sustainability - "Profitable Sufficiency," November 3-4, 2010, Portland, OR.

Tate, W.L., Ellram, L.M., and E. Feitzinger (2010). *Understanding Logistics Services Through a Factor-Market Rivalry Lens*, Academy of Management, August 7-10, 2010, Montreal, Canada.

Tate, W.L., Ellram, L.M., and E. Feitzinger (2010). *Understanding Logistics Services Through a Factor-Market Rivalry Lens*, 20th Annual North American Research/Teaching Symposium on Purchasing and Supply Management (NARTS), March 11-12, 2010, Tempe, AZ.

Bals, L., **Tate, W.L.**, Ellram, L.M., and E. Hartmann (2009). *The Evolution of Offshore Outsourcing of Services: A Theoretical Perspective*, Academy of International Business, San Diego, CA.

Bals, L., **Tate, W.L.**, Ellram, L.M., and E. Hartmann (2009). *The Evolution of Offshore Outsourcing of Services: A Theoretical Perspective*, Academy of Management, Chicago, IL.

Tate, W.L., Ellram, L.M., and K.J. Dooley (2008). *Institution, Cost, and Brand: A Theoretical Framework for Understanding Sustainable Supply Management Practices*, 2nd International Conference on Business and Sustainability - "Designing Sustainability," October 15-17, 2008, Portland, OR.

Tate, W.L., Gattiker, T., and C.R. Carter (2008). *Supply Management's Role in Environmental Projects*, 2nd International Conference on Business and Sustainability - "Designing Sustainability," October 15-17, 2008, Portland, OR.

Tate, W.L., Ellram, L.M., and J. Kirchoff (2008). *Corporate Environmental Reports: A Supply Chain Perspective*, 19th Annual North American Research/Teaching Symposium on Purchasing and Supply Management (NARTS), March 27-31, 2008, Tempe, AZ.

Bals, L., Hartmann, E., **Tate, W.L.**, and L.M. Ellram (2008). *Offshore Outsourcing of Services: Decision Making Insights Beyond the Pursuit of Low Costs*, 19th Annual National Association for Teaching and Research (NARTS), March 27-31, 2008, Tempe, AZ.

Tate, W.L., Ellram, L.M., and J. Kirchoff (2007). *Analyzing Corporate Environmental Reports Using Center Resonance Theory*, International Conference on Sustainability in the Supply Chain, November 1-2, 2007, Portland, OR.

Tate, W.L., Ellram, L.M., and S. Brown (2007). *B2B Offshore Outsourcing of Services: Buyer-Seller Relationships*, 16th Annual Frontiers in Services Conference, October 4-7, 2007, San Francisco, CA.

Morgan, F., Deeter, D., and **W.L. Tate** (2007). *Business to Business Services: Developing a Research Agenda*, 2007 Academy of Marketing Sciences Conference, Services Marketing Track, May 23-26, 2007, Coral Gables, FL.

Tate, W.L., Feitzinger, E., and J. Kirchoff (2007). *Supply Chain Design in the Furniture Industry*, Indiana University Conference on Supply Chain Design, May 18-19, 2007, Bloomington, IN.

Tate, W.L., Ellram, L.M., Mollenkopf, D.A., and K.J. Petersen (2007). *The Impact of Supply Management on Environmental Performance Outcomes*, 18th Annual National Association for Teaching and Research (NARTS), March 27-31, 2007, Tempe, AZ.

Tate, W.L., Feitzinger, E., and J. Kirchoff (2007). *Misalignment of Product, Process, and Supply Chain Design in the Furniture Industry*, 18th Annual National Association for Teaching and Research (NARTS), March 27-31, 2007, Tempe, AZ.

Ellram, L.M. and **W.L. Tate** (2006). *Current Trends and Future Directions in Services Outsourcing and Offshoring*, 91st Annual Institute for Supply Management Services Group Conference, May, Minneapolis, MN.

Ellram, L.M., Billington, C., and **W.L. Tate** (2006). *Understanding Professional Services Outsourcing and Offshoring*, 91st Annual Institute for Supply Management Services Group Conference, May, Minneapolis, MN.

Tate, W.L. and W. van der Valk (2006). *Managing Call Center Performance: Shifting the Focus from Operational Efficiency to Strategic Asset Management*, International Purchasing and Supply Education Research Association, April, San Diego, CA.

Ellram, L.M. and **W.L. Tate** (2005). *Current Trends and Future Directions in Services Outsourcing and Offshoring*, Institute for Supply Management Services Group, December, Tempe, AZ.

Ellram, L.M., Billington, C., and **W.L. Tate** (2005). *Understanding Professional Services Outsourcing and Offshoring*, Frontiers in Services Conference, October, Tempe, AZ.

Tate, W.L. (2005). *Buying the Services of Offshore Customer Contact Centers*, 11th Annual ISPERA Summer School, July, Salzburg, Austria.

Billington, C., Ellram, L.M., and **W.L. Tate** (2005). *Stop Misallocating Your Purchasing Resources*, 16th Annual North American Research/Teaching Symposium on Purchasing and Supply Management, March, Tempe, AZ.

Tate, W.L., Ellram, L.M., and C.R. Carter (2004). *The Impact of Supply Management on Environmental Performance Outcomes*, SPIE Environmentally Conscious Manufacturing – IV, October 23-25, 2004, Philadelphia, PA.

Ellram, L.M., **Tate, W.L.**, and C. Billington (2004). *Services in the Supply Chain*, 15th Annual North American Research/Teaching Symposium on Purchasing and Supply Management, March 18-20, 2004, Tempe, AZ.

Tate, W.L. and L.M. Ellram (2003). *Innovative Practices in Environmental Management*, SPIE Environmentally Conscious Manufacturing – III, October 27-30, 2003, Providence, R.I.

Tate, W.L. and L.M. Ellram, (2003). *Practical Environmentalism: A Study in Supply Chain Management and Environmental Sustainability*, 14th Annual North American Research/Teaching Symposium on Purchasing and Supply Management, March 20-22, 2003, Tempe, AZ.

Sponsored Reports

Ellram, L.M., **Tate, W.L.**, Choi, T. (2017). *Supply Chain Cost Savings Strategies – Establishing and Achieving Cost Goals*. CAPS Research, Tempe, AZ.

Tate, W.L., Ellram, L.M., Petersen, K.J., and T. Schoenherr (2013). *Offshoring Strategy Trends of American Corporations*, Council of Supply Chain Management Professionals: Monograph, March.

Tate, W.L., Ellram, L.M., Petersen, K.J., and T. Schoenherr (2012). *Offshoring Strategy Trends of American Corporations*, Council of Supply Chain Management Professionals: Hot Topics, April.

Gattiker, T.F., Carter, C.R., **Tate, W.L.**, and X. Huang (2010). *Gaining Intra-Organizational Commitment for an Environmental Management Project: The Moderating Roles of Individual Values and Image Risk*, Focus Study. Available at <http://www.capsresearch.org>. Sponsored by CAPS Research, Tempe, AZ.

Mollenkopf, D.A. and **W.L. Tate** (Co-Primary Investigators) (2010). *Green, Lean, and Global Supply Chain Strategies-Final Report*, U.S. Air Force Contract FA7014-06-D-0019 Task Order #0009.

Mollenkopf, D.A. and **W.L. Tate** (Co-Primary Investigators) (2010). *A Literature Review on the Integrated Life Cycle Management*, U.S. Air Force Contract FA7014-06-D-0019 Task Order #0009.

Mollenkopf, D.A. and **W.L. Tate** (Co-Primary Investigators) (2009). *Green, Lean, and Global Supply Chains: A Literature Review*, Submitted in partial fulfillment of US Air Force U.S. Air Force Contract FA7014-06-D-0019 Task Order #0009-Subtask #1f, July 30.

Gattiker, T.F., **Tate, W.L.**, and C.R. Carter (2008). *Supply Management's Strategic Role in Environmental Practices*. Available at <http://www.capsresearch.org/>. Sponsored by CAPS Research.

Tate, W.L. and L.M. Ellram (2006). *Services Spend Management: Outsourcing/Offshoring Your Services Spend*, (<http://www.capsresearch.org/publications/pdfs-protected/OutsourcingOffshoring2005Narrative.pdf>), August 31. Prepared with the participation of CAPS Research and Arizona State University.

Ellram, L.M. and **W.L. Tate** (2006). *Outsourcing and Offshoring Best Practices at Bank of America*, *Practix*, May, Vol. 9. Available at <http://www.capsresearch.org/publications/pdfs-protected/practix052006.pdf>. Prepared for CAPS Research.

Ellram, L.M. and **W.L. Tate** (2004). *Managing and Controlling the Services Supply Chain at Intuit*, *Practix*, August 2004. Prepared for CAPS Research.

Ellram, L.M. and **W.L. Tate** (2003). *IBM's Supply Base Efforts Towards Sustainability*, *Practix*, August 2004. Prepared for CAPS Research

Managerial Publications

Tate, W.L. (2014). *A U.S. Perspective on the Offshoring/Reshoring Decision*, Interview for the Civic Institute, Poland.

Tate, W.L. (2013). *Offshoring and Outsourcing: Current Trends*, *Game Changing Trends*.

Tate, W.L. and L.M. Ellram (2012). *Meaningful Involvement in Services Purchases Pays Off*, *Institute for Supply Management, e-Side Supply Management*, February. Available at <http://www.ism.ws/pubs/eSide/eSideArticle.cfm?PreviewContentItem=162458>.

Tate, W.L. and L.M. Ellram (2011). *Financial Sustainability of the Green Supply Chain*, *Institute for Supply Management, Inside Supply Management*, August.

Tate, W.L. (2011). *Beyond the Basics: The Essentials of Supply Chain Management - Strategic Sourcing and Cost Management*, *Supply Chain Management Review* Editorial Project, May.

Mollenkopf, D.A. and **W.L. Tate** (2011) (Authors Contributed Equally). *Green and Lean Supply Chains*, *CSCMP Explores*.

Ellram, L.M., **Tate, W.L.**, and S. Golicic (2010). *Keep Your Supply Chain Healthy in Bad Times and in Good*, *CSCMP Supply Chain Quarterly*, Cover Story, 3rd Quarter: 38-44.

Tate, W.L. (2010). *Back to Basics: The Essentials of Supply Chain Management: A Primer on Sourcing and Procurement in an Integrated Supply Chain*, *Supply Chain Management Review* Editorial Project.

Mollenkopf, D.A., **Tate, W.L.**, and D. Ecklund (2009). *Can You Have a Lean, Green, Global Supply Chain?* *IndustryWeek Online*, available June 28 at http://www.industryweek.com/articles/can_you_have_a_lean-green-global_supply_chain_19335.aspx?Page=2&SectionID=14.

Ellram, L.M., **Tate, W.L.**, and C. Billington (2008). *Services Supply Management: An Untapped Opportunity*, IndustryWeek Online, available at <http://www.industryweek.com/ReadArticle.aspx?ArticleID=15999>, annotated from California Management Review 49 (4), 44-66.

Non-Refereed Journal Articles

Bals, L. and **W.L. Tate** (2015). *Nachhaltigkeit als Teil des Geschäftsmodells: Eine neue Sicht auf Wertschöpfungsketten*, Update, 21.WS 2015/2016: 28-36.

Ellram, L.M. and **W.L. Tate** (2005). *Managing and Controlling the Services Supply Chain at Intuit*, The ICFAI Journal of Supply Chain Management, II.2: 52-60. Adapted from CAPS Research Practix published in August, 2004.

MANUSCRIPTS and Projects IN PROGRESS

Schmelzle, U. and **W.L. Tate**. *Why Purchasing Needs More Analytical Modeling Support*, Submitted to Journal of Business Research, September 2016.

De Boer, Ronald/Bals, Lydia/ **Wendy L. Tate**/ Gelsomino, Luca/Steeman, Michiel/Bals, Cristof (working paper): Exploring the Financial Flows in Sustainable Supply Chains.

Ellram, L., **W.L. Tate, T. Choi** (in progress). Purchasing's contribution to the top and bottom line. Target: Journal of Purchasing and Supply Management.

W.L. Tate, Forestl, K., Bals, L., Bals, C. (in progress). The use of biomimicry in sustainable supply chain design. Target: Academy of Management Journal, Special Issue on "New Ways of Seeing Things". Accepted at the Academy of Management Writing Session June 2017.

Saunders, L. and W.L. Tate (In Progress). *Sustainable Organizational Climate*, Target: Journal of Cleaner Production, November 2016.

Matopoulos, A., **Tate, W.L.**, Price, B., and Y. Li. (In Progress). *Product-Process-Supply Chain (3DCE) Involvement in Improving Resource Efficiency*, Target: SCMIJ.

Batista, J.S.M., Flynn, B., Tatikonda, M., Brito, L., and **W.L. Tate** (In Progress). *Turbulence in a Complex, Multi-Tier, Multi-Dimension Supply Network: Theoretical Foundations, Based on Metaphorical Transfer*, Target: JOM, October 2016.

Tate, W.L., Ellram, L.M., and U. Schmelzle (In Progress). *An SDL Perspective on Complex Service Purchasing*, Target: Journal of Supply Chain Management.

Tate, W.L., Ellram, L.M., and M. Holcomb (Conceptual Paper, In Progress, Data Being Collected). *Commoditization of Logistics Services (Part of the VW Funded Initiative)*, Abstract accepted at POMS, paper accepted at CSCMP Educators Conference, data gathered.

Tate, W.L., Ellram, L.M., and M. Holcomb (In Progress). *Theory of Financial and Information Support Chains: Further Development*, Target: Journal of Supply Chain Management, July 2016.

Lago da Silva, A., Sacomano Neto, M., Saidel Ribeiro, E.M., and **W.L. Tate** (In Progress). *Intra-Organizational Networks: Cross-Functional integration in Multinational Organizations in Brazil*, Target: Journal of Operations Management. Data Collected, manuscript in process. Expected Submission August 2017.

Matopoulos, A., **Tate, W.L.**, and B. Price (In Progress). *Improving Resource Efficiency Through the Adoption of 3DCE Throughout the Product Life Cycle*, Target: Journal of Cleaner Production.

Matopoulos, A., **Tate, W.L.**, Price, B., Evans, S., and J. Godsell (In Progress). *Improving Resource Efficiency Through the Adoption of 3DCE Throughout the Product Life Cycle*, Together with Aston, Warwick, Cambridge, targeted funding body: EPSRC, UK.

Kreis, Y., **Tate, W.L.**, Bals, L., and C. Bals (Planned; Author Order tbd). *Exploring The Financial Bullwhip: The Case of Greece*, Target: Journal of Banking and Finance.

Kreis, Y., **Tate, W.L.**, Bals, L., and C. Bals (Planned; Author Order tbd). *Balancing Financial, Information and Material Flows: An International Comparison*, Target: Journal of International Business Studies.

GRANTS/SCHOLARSHIP

Projects In-Process

Ellram, L.M. and **W.L. Tate** *Designing, Managing and Implementing and Effective Cost Management System*. CAPS Project, \$60,000.

Post-Doctoral Applications (completed)

Freitas de Paulas, V.A. *Innovation in Emerging Markets: A Model for Brazilian Organizations Based on U.S. Experience*.

Shen, Yan (Maggie) Shanghai. Visited University of Tennessee, 2013-2014.

Andrea de Silva Lago (Sau Carlos, Brazil). Visited University of Tennessee, 2009-2010.

Completed

Tate, W.L., Ellram, L.M., Holcomb, M. (2015). *Commoditization of Logistics Services*, Volkswagen Grant Received \$40,000.

Purchasing Textbook, MyEducator Publisher. **W.L. Tate**, Stan Fawcett, Craig R. Carter, Bryan Ashenbaum, Tobias Schoenherr

Hartley, J., **Tate, W.L.**, Klassen, R., Carter, C. (2013). *Environmental Sustainability*, Focus study funded by CAPS: Center for Strategic Supply Research, August 2012-August 2013: \$15,000.

W.L. Tate. Purchasing Module Text, CSCMP SC Pro, completion date 9/30/13: \$10,000.

Tate, W.L., Petersen, K.J., Ellram, L.M., and T. Schoenherr (2014) *Trends in Offshore Outsourcing*, Invited proposal from Council of Supply Chain Management Professionals: \$35,000.

Ellram, L.M. and **W.L. Tate** (2012). *Services Purchasing*, Institute for Supply Management: \$25,000.

Mollenkopf, D.A. and **W.L. Tate** (Co-Primary Investigators) (2010). *Lean, Green, and Global: Balancing Lean and Environmentally Sustainable Supply Chain Strategies in a Global Context*, U.S. Air Force Contract FA7014-06-D-0019 Task Order #0009, Subtask 1f. Budgeted Amount: \$403,683, completed March 2010.

Carter, C.R., Gattiker, T., and **W.L. Tate** (2008-2010). *Supply Management's Strategic Role in Environmental Practices*, Focus study funded by CAPS: Center for Strategic Supply Research (March 2008-December 2009). Budgeted Amount: \$141,095. Phase 1 completed December 2008 and phase II completed January 2010.

Tate, W.L. (2011). Scholarship for participation in the 22nd Annual North American Research/Teaching Symposium March 11-12, 2011 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Tate, W.L. (2010). Scholarship for participation in the 21st Annual North American Research/Teaching Symposium March 29-31, 2010 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Tate, W.L. (2009). Scholarship for participation in the 20th Annual North American Research/Teaching Symposium March 11-12, 2009 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Tate, W.L. (2008). Scholarship for participation in the 19th Annual North American Research/Teaching Symposium March 29-31, 2008 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Tate, W.L. (2007). Scholarship for participation in the 18th Annual North American Research/Teaching Symposium March 29-31, 2007 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Tate, W.L. (2006). Scholarship for participation in the 17th Annual North American Research/Teaching Symposium April 6-8, 2006 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Tate, W.L. (2005). *Procuring the Services of Offshore Customer Contact Centers*. Received doctoral dissertation grant from Institute for Supply Management (ISM). Grant Amount: \$10,000, June 2005.

Tate, W.L. (2005). *Buying the Services of Offshore Customer Contact Centers*. Received Institute for Supply Management (ISM) scholarship to attend the 11th annual ISPERA Summer School. Scholarship Amount: \$2,000, June 2005.

Tate, W.L. (2005). Scholarship for participation in the 16th Annual North American Research/Teaching Symposium March 17-19, 2005 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Ellram, L.M. (PI), **Tate, W.L.**(Co-PI), and C.R. Carter (Co-PI) (2003). *Supply Chain Sustainability in Manufacturing*. Received from the Institute for Manufacturing Enterprise Systems, Arizona State University. Grant Amount: \$56,250, September 2003.

Tate, W.L. (2004). Scholarship for participation in the 15th Annual North American Research/Teaching Symposium March 18-20, 2004 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Tate, W.L. (2003). Scholarship for participation in the 14th Annual North American Research/Teaching Symposium March 19-21, 2003 from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750.

Competitive Grant Proposals

Ellram, L.M., **Tate, W.L.**, Birou, L., Golicic, S., and C. Mena (2010). *Public Sector Sustainability Strategies Addressing Supply Chain Air Emissions*, NCFRP Proposal, Project 33. Proposal Submitted – May 21, contract not awarded.

Ellram, L.M., **Tate, W.L.**, Birou, L., Golicic, S., and C. Mena (2009). *Environmental Emissions Performance Benchmarking*, NCFRP Proposal, Project 27. Proposal Submitted – July 31, 2009, contract not awarded.

PRESENTATIONS, CONFERENCES, & WORKSHOPS

2015 December – 2016 October Presentations Not Listed Above

- Video Conference, Lima, Peru (CSCMP Membership). Supply Chain Management in Times of Crisis (October 2016)

- Federal University of Sao Carlos, Brazil. Presentation on Sustainability and Supply Chain Networks.
- ILOS (Rio de Janeiro, Brazil). Supply Chain Management in Times of Crisis (October 2016).
- IFPSM Summer School (Twente, Netherlands). Weeklong PhD summer school. Critique student presentations and work on research. Also, present on financial supply chain and publishing in SCM.
- Shanghai Jiao Tong University (Shanghai, China). Presented on Sustainability and challenges of publishing research in SCM. May 2016.
- Fudan University (Shanghai, China). Presented on Sustainability and challenges of publishing research in SCM. May 2016.
- Lifetime Achievement Award (Dortmund, Germany). Presented to Mikael Leenders. March 2016.
- Professional Development Workshop (Dortmund, Germany). Created and Executed PDW on purchasing in supply chain management journals. March 2016.
- Journal of Purchasing and Supply Chain Management, Editor Update and Introduction, IPSERA conference, Dortmund, Germany – March 2016. Dortmund, Mainz
- Jönköping University (Sweden). Sustainability in SCM – Presented to MBA, UG and Faculty. March 2016.
- Jönköping University (Sweden). Publishing in Supply Chain Management Journals. Presented in faculty workshop. March 2016.
- Company Workshop (Jönköping University, Sweden). Presented on reshoring/offshoring/nearshoring at corporate workshop, March 2016.
- Women in Business Summit (Knoxville, TN). Planned and implemented workshop on “women in male dominated industries”.
- Integration of Logistics and Purchasing (Birmingham, UK). IPSERA Node meeting – panel discussion.
- Purchasing and SCM (Birmingham, UK). Taught Masters Course on SCM and Finance.
- GSCI Advisory Board Meeting (Jacksonville, FL). Sustainability Trends and Women in SCM. January 2016.

2014 December – 2015 August Presentations Not Listed Above

Bals, L. and **W.L. Tate** (2015): *Sustainable Supply Chain Design: Configuration Archetypes of Physical and Support Chains for Triple Bottom Line Objectives*, presented at the International Forum of Sustainable Value Chains (ISVC) Conference, Eschborn/Frankfurt, Germany.

WDSI, Sustainability Panel, March 2015
 Cardiff Sustainability Conference, April 2015
 Aston University, April 2015
 Copenhagen ERS, April 2015
 Tillberg University, Netherlands, July 2015

Sabbatical Presentations, Training and Workshops

Helsinki, Finland (August 2014)
 AALTO University, International Purchasing 2014 Kataja PhD Training Seminar.

Topic: How to Publish and Sustainable Procurement (8-hour session)

Lima, Peru (July 2014)

Executive Education (CSCMP)

Topic: Advanced Purchasing Concepts (two days, 8-hour sessions)

Sau Carlos, Brazil (June 2014)

Piracicaba, Brazil (June 2014)

Topic: Journal Reviewing and Publishing (2-2 hour courses at Universities)

Theoretical Foundations in Supply Chain Management (2-4 hour courses)

Enschede, Netherlands (June 2014)

University of Twente

IFPSM (International Federation of Purchasing and Supply Management)

Topic: Week long course for PhD in Purchasing and Supply Management

Presentation on Journal Reviewing and Publishing

Presentation on Sustainable Procurement

Uberlandia, Brazil (May 2014)

Sao Gortado, Brazil

Topic: MBA 4-Hour Course: Services Purchasing

MBA 4-Hour Course: Life Cycle Management

Offshoring/Reshoring (2 presentations each 2 hours)

Cardiff, U.K. (March 2014)

Topic: Reviewing and Publishing in Supply Chain Management

New York, NY (January 2014)

Merchant Marine Academy

Topic: Life Cycle Costing (UGs: 2 one hour classes)

Sau Carlos, Brazil (December 2013)

Piracicaba, Brazil

Topic: Environmental Business Practices (2 4-hour courses)

Purchasing Fundamentals (2 4-hour courses)

Other Presentations

Tate, W.L. (2015; 2013). *What Is Supply Chain Management?* Presented to the BETS Program. University of Tennessee, Knoxville.

Tate, W.L. (2015; 2014; 2013). PDW Panelist and Participant at Academy of Management Conference for Sustainable Supply Chain Management Research.

Tate, W.L. (2013). Panelist at the CSCMP Student and Practitioner Conference in Lima, Peru. Discussed environmental sustainability and the role of purchasing.

Tate, W.L. (2013). *Offshoring and Reshoring*, SMMA, Orlando, FL, May.

Tate, W.L. and L.M. Ellram (2013). *Supplier Adoption of Environmental Projects: A Network Approach*. Invited to the organization session of the Research in Sustainable Supply Chain Group, Toronto, Canada. This is a group of international scholars working to promote sustainability in supply chains in research. The outcome to date is two accepted submissions to the Academy of Management Meeting, August 2013.

Tate, W.L. and L.M. Ellram (2012). *Meaningful Involvement in Services Purchasing: Insights from Cases*, Accepted for presentation at the 13th Annual Institute for Supply Management (ISM) Services Conference. Scottsdale, AZ: December 5-8.

Ellram, L.M. and **W.L. Tate** (2012) *Meaningful Involvement in Services Purchasing*, Presented to MBA students at WHU-Otto Beisheim School of Management, Vallender, Germany: July 5-6.

Tate, W.L. (2012). *The Role of Purchasing in Environmental Projects*. Sao Paulo State University, Sao Paulo, Brazil, June 2012.

Tate, W.L. (2012). *Integrating Demand and Supply: Challenges in a New World*, Certification seminar on Supply Chain Management at the Federal University of Sao Carlos, Department of Industrial Engineering. Sao Carlos, Brazil: June 2012.

Tate, W.L. and T. Gattiker (2011). *Purchasing's Involvement in Environmental Initiatives*, Accepted for presentation at the 1st Annual CSCMP Sustainability Forum. Philadelphia, PA: October 2, 2011.

(2011). Attended the 23rd annual *Faculty Development Program in International Business* at the University of South Carolina. Columbia, SC: June 12-17, 2011.

Tate, W.L. and A. Lago da Silva (2010). *Creating Value by Integrating Supply and Demand*, Decision Sciences Institute, November 2010.

Tate, W.L. (2010). *The Role of Purchasing in Environmental Projects*, *ILOS: Il Forum Internacionial de Suprimentos*, Sao Paulo, Brazil, June 2010.

Tate, W.L. (2010). *Integrating Demand and Supply: Challenges in a New World*, Certification seminar on Supply Chain Management at the Federal University of Sao Carlos, Department of Industrial Engineering. Sao Carlos, Brazil: June 2010.

Tate, W.L. (2010). *Understanding Logistics Services through a Factor-Market Rivalry Lens*. Presented at NAPM-ET meeting. Knoxville, TN: May 2010.

Tate, W.L. and L.M. Ellram (2009). *Understand Logistics Services Through a Factor-Market Rivalry Lens*, Decision Sciences Institute, November 2009.

Tate, W.L., Gattiker, T., and C.R. Carter (2009). *Supply Management's Involvement in Sustainability Issues*, presented at SAIC purchasing meeting. April 2009, Knoxville, TN.

Tate, W.L., Gattiker, T., and C.R. Carter (2009). *Supply Management's Involvement in Sustainability Issues*, Presented at a NAPM-ET meeting, April 2009, Knoxville, TN.

Tate, W.L., Gattiker, T., and C.R. Carter (2009). *Supply Management's Role in Environmental Projects*, Institute for Supply Management (ISM) Annual Meeting. May 3-7, 2009, Charlotte, NC.

Mollenkopf, D.A., Stolze, H., **Tate, W.L.**, and M. Ueltschy (in alphabetical order) (2009). *A Literature Review on the Integration of Lean, Green, Global Supply Chain Strategies*, Mid-West Decision Sciences Conference (MWDSI), April 2009, Oxford, OH.

Tate, W.L., Ellram, L.M., and K.J. Dooley (2009). *Institution, Cost, and Brand: A Theoretical Framework for Understanding Sustainable Supply Management Practices*, MidWest Decision Sciences Conference (MWDSI), April 2009, Oxford, OH.

Tate, W.L., Ellram, L.M., and J. Kirchoff (2008). *Corporate Environmental Reports: A Supply Chain Perspective*, Decision Sciences Institute, November 2008.

Dooley, K.J., **Tate, W.L.**, and L.M. Ellram (2008). *Sustainability Versus Green*, Green Innovation Venture Capital Summit, September 7-8, 2008, Scottsdale, AZ.

Dooley, K.J., **Tate, W.L.**, and L.M. Ellram (2008). *Sustainable Supply Chain Management*, Green Summit Conference, September 5-6, 2008, Phoenix, AZ.

(2008) Attended the *Faculty Study Abroad* sponsored by the University of Memphis. May 10-21, 2008Strasbourg, France.

Tate, W.L. (2008). *Supply Management's Involvement in Sustainability Issues*. Presented at a NAPM-ET meeting. February 2008, Knoxville, TN.

Tate, W.L. and L.M. Ellram (2007). *The Evolution of Offshore Outsourcing of Services: A Theoretical Perspective*, Decision Sciences Institute, November 2007.

(2007) Attended the Duke CIBER 1st Annual Conference on *Offshoring Faculty Development in International Business*, April 14-16, 2007, Cary, NC.

Tate, W.L. and L.M. Ellram (2006). *The Influence of Strategy and Structure on the Offshore Outsourcing Relationship*, Decision Sciences Institute, November 2006.

(2006) Attended the American Marketing Association, *New Faculty Development Workshop*. September 2006, Nashville, TN.

Tate, W.L. (2006). *Services Supply Management: The Next Frontier for Improved Organizational Performance*, Presented at the University of Tennessee Planning and Forecasting Forum, September 2006, Knoxville, TN.

Tate, W.L. and L.M. Ellram (2005). *Managing Offshore Service Purchases*, Decision Sciences Institute, November 2005.

Ellram, L.M. and **W.L. Tate** (2005). *Managing Your Services Spend in Today's Services Economy*, Institute for Supply Management, Best Practices Workshop, October 2005.

Tate, W.L. and L.M. Ellram (2004). *Supplier Selection in Offshore Services Procurement*, Decision Sciences Institute, November 2004.

Tate, W.L. (2004). *Supplier Selection Practices in Services Procurement*, Procurement Sciences Institute, October 2004.

PROFESSIONAL SERVICE

Service to the Institution/College/Department

- Peer Teaching Review Committee, Department of Supply Chain Management, 2015-2017.
- Management Department Review, 2017, Internal Committee Member
- IRB Departmental Representative, August 2015-August 2016.
- Women in Business, Spring Symposium, Organizer 2015-2017.
- Women in SCM Task Force, Spring 2015-Present.
- Nexxus, Women in Supply Chain Founding Member
- State of Tennessee, High School Supply Chain Education task force, 2015-2017.
- Chair, Supply Chain Faculty Search, Fall 2017
- Committee Member, Marketing/Supply Chain Department Head Search, Fall 2015.
- Committee Member, Supply Chain Management Faculty Search, Fall 2014.
- Co-Chair, Supply Chain Management Faculty Search, Fall 2013.
- Undergraduate Council, August 2011-August 2014.
 - Undergraduate Council, Academic Policy and Appeals Committee.
- CBA, Undergraduate Curriculum Committee, August 2011-2016.
- SCM Accreditation Committee, 2013-2014.
 - SACS Accreditation.
- Faculty Advisor, CSCMP Student Organization, August 2007-2012.
- Delta Sigma Pi, Faculty Advisor, May 2015-Present.
- Dean's Faculty Advisory Council Member, August 2010 – 2012.
- Committee Member, SCM UG Curriculum Revision, 2012, 2015.
- Committee Member, SCM MBA Concentration Curriculum Revision, 2012 and 2013.
- Committee Member, M&L Department Head Search, May 2011.
- Committee Member, Global Leadership Scholar Admissions Committee, 2007, 2008.

- Dissertation Committee Member, Carla Roberta Pereira, Sao Carlos, Brazil (December 2013).
- Master Dissertation Committee Member, F.P. Rodriques, University of Sao Paulo (USP), May 2014; October 2015.
- Master Dissertation Committee Member, Joao Paulo Seno, Uberlandia, Brazil (UFU), August 2014.
- Dissertation Chair, Ulrich Schmelzle, Ph.D. Candidate, expected graduation May 2017.
- Dissertation Committee Member, Jon Kirchoff, Ph.D. Candidate, graduation May 2011.
- Dissertation Committee Member, Monique Murfield, Ph.D. Candidate, graduation May 2012.
- Committee Member, Peer Teaching Evaluation, Sujan Dan, Fall 2010.
- Committee Chair, Peer Teaching Evaluation, Chad Autry, Spring 2013.

Service to the Profession

Reviewer/Editor Responsibilities

- Co-Editor in Chief, Journal of Purchasing and Supply Management, January 2016-January 2019.
 - Associate Editor, Journal of Purchasing and Supply Management, 2011-2015.
 - Reviewer, Journal of Purchasing and Supply Management Journal, July 2006-2011.
 - Awarded Reviewer of the Year for 2008.
- Editorial Review Board, Journal of Operations Management, September 2012-Present.
 - OSM, Forum Editor, January 2014 (Launched August 2014).
 - Ad Hoc Reviewer, Journal of Operations Management, 2008-2012.
 - Awarded 5-year journal reviewing award 2015.
- Associate Editor, Journal of Business Logistics beginning July 2013.
 - Member Editorial Review Board, Journal of Business Logistics beginning January 2011.
 - Awarded Associate Editor of the Year for 2016.
 - Awarded Reviewer of the Year for 2011.
 - Ad Hoc Reviewer, Journal of Business Logistics, 2008-2011.
- Editorial Review Board, Journal of Supply Chain Management, 2008-Present.
 - Ad Hoc Reviewer, Journal of Supply Chain Management, 2006-2008.
- Editorial Advisory Board, International Journal of Production and Operations Management, 2016-Present.
 - Ad Hoc Reviewer, 2006-2016
- Editorial Review Board, Journal of Supply Chain Relocation, 2017-Present
- Dissertation Award Committee, CSCMP, 2017
- Member, Educational Resource Committee, Institute for Supply Management, Grant Award Program, 2011-Present.
 - Analysis of grant applications.
 - Analysis of best paper presented at Academy of Management.
- Member of the Organizing Committee, IPSERA, 2010-Present.
 - Executive Committee Member

- Ad Hoc Reviewer (2006-Present):
 - International Journal of Production, Distribution, and Logistics Management
 - International Journal of Logistics Management
 - California Management Review
 - Transportation Journal
 - Journal of Business Ethics
 - International Journal of Production Economics
 - Production Planning and Control
 - IEEE
 - Journal of Business Research Management Research Review
 - Journal of Cleaner Production
 - Decision Sciences Journal

Conference Reviews/Track Chair

- IPSERA Reviews, conference 2013-2016; member of scientific planning committee.
- EDSI, member of scientific planning committee
- POMS, Invited Session Chair, May 2016.
- NARS Reviews, conference March 2013.
- Track Chair, CSCMP, inaugural purchasing and SM track at CSCMP Annual conference, 2015.
 - Reviewer CSCMP Purchasing Track, 2016.
- Co-Track Chair, Decision Sciences, Global Supply Chain Management, November 2015.
- Co-Track Chair, Decisions Sciences, Supplier Relationships and Purchasing, November 2014.
- Co-Track Chair, Decision Sciences, Sustainable Operations Track, November 2012.
- Institute for Supply Management, International Conference, Services Session Reviewer, 2012.
- International Programming Committee and Reviewer, Kent State International Symposium on Sustainable Value Chains, May 2011.
- Reviewer, Academy of International Business, January 2011.
- Research Track Co-Chair, CSCMP Educators Conference, October 2010.
- Reviewer, Decision Sciences Case Competition, 2009-Present.
- Reviewer, CSCMP Case Competition, 2009-2010.
- Reviewer, Decision Sciences Annual Meeting, 2007-Present.
- Reviewer, National Association for Teaching and Research Conference, 2007-Present.

Conference/Panel Participation

- Scientific Committee, Euroma, 2017, Edinburgh, Scotland.
- PhD Consortium, Panel Participant, CSCMP (2014; 2015); DSI (2014); AOM 2015.
- PhD Workshop/Panel Participant, IPSERA, Doctoral Student Consortium, Nante, France.

- Panel Participant, Decision Sciences, New Faculty Consortium, *Developing an Exciting Stream of Publishable Research*, November 2012.
- Panel Participant, Decision Sciences, Doctoral Consortium, *Working Toward Tenure*, November 2011.
- Panel Participant, CSCMP Educators Conference, *Strategies for Building a Viable Supply Chain Program*, October 2010.
- Panel Participant, TMSDC Marketplace Conference, *From Melons to Manufacturing: Supply Chain Matters*, August 2011.
- Decision Sciences Case Competition Panel Judge, 2009 – Present.
- Morgan, F., Deeter, D., **Tate, W.L.** (2007) Panel on *Developing a Research Agenda for Business to Business Services*, Academy of Marketing Sciences Conference, Services Marketing Track, May 23-26, 2007, Coral Gables, FL.

Session Moderator

- ISVF session moderator, AOM 2015.
- Invited World Café Participant, Academy of Management 2014, Discussion of International Research Collaboration.
- Invited Discussant, Academy of Management PDW 2014, *International Sustainable Value Chains* (Organization of newly founded IVSF research organization).
- Discussant: Academy of Management Session on Sustainability (August 2014).
- Decision Sciences, Inter-functional Integration, November 2010.
- Decision Sciences, Supply Chain and Technology Issues, November 2009.
- Decision Sciences, Supply Chain Management Track, November 2008.
- Decision Sciences, Sustainability Track, November 2007.
- Academy of Management, Session Moderator, August 2010.
- Mid-West Decision Sciences, April 2009: Sustainability Track co-chair, Session Moderator, Guest Speaker Doctoral Consortium.
- Academy of Marketing Science, Services Marketing Track, May 2007.
- National Association for Teaching and Research (NARTS), March 2007 – Present.

Memberships in Professional Organizations

- Member, Decision Sciences Institute, 2003-Present.
- Member, Council of Supply Chain Management Professionals, 2005-Present.
- Member, Institute for Supply Management, 2004-Present.
- Member and Executive Committee, IPSERA, 2010-Present
- Member, Production and Operations Management Society (POMS)
- Member, Academy of Management, 2010-Present.
- Member, Academy of Marketing Science, 2007-2009.
- Member, INFORMS, 2005-2006.

AWARDS/RECOGNITION

- Global Supply Chain Faculty Fellow, May 2013, 2014, 2015, 2016: \$10,000.
- 2017, Haslam Scholars Program, Cheryl Massingale Faculty Research Fellow: \$20,000

- 2016, Haslam Scholars Program, Cheryl Massingale Faculty Research Fellow: \$20,000.
- Diversity and Inclusion Award, May 2016.
- 2015, Haslam Scholars Program, Charlie and Caroline Newcome Faculty Fellow: \$20,000.
- 2014 Kinney Family Research Fellow, May 2014: \$15,000.
- Vallett Family Research Award, May 2014: \$5000.
- Perry Ozburn; Departmental Service Award, December 2012 and December 2016..
- Selected for APICS Summer Studies to support survey development and implementation of *Transaction Cost and Institutional Pressures for Supplier Adoption of Environmental Projects*, Summer 2010.
- Finalist in the “Outstanding Commitment to Students” Award, College of Business Administration, April 2012.
- Finalist in the “Outstanding Commitment to Students” Award, College of Business Administration, April 2009.
- Research Assistantship, Arizona State University, Supply Chain Management Department, 2002-2006.

EXECUTIVE TRAINING PROGRAMS

- 2010-2016 GSGEMBA Core Faculty Member beginning Jan. 2016.
 Lima, Peru (July 2014)
 Executive Supply Chain Certification Course
 2-day Module on Global and Strategic Sourcing
- **University of Tennessee**
 - Teach in the Executive Education Programs (Purchasing, Sustainability, “x-shoring”)
 - Supply Chain Certification Programs
 - Executive MBA
 - PROMBA
 - GSGEMBA (Distance Learning)
- 2004-2005 **Arizona State University**
 Executive Education
 Supported management from LG Electronics in a month-long supply management development program.

BUSINESS EXPERINCE

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|-------------|--|-------------|
| 2001 – 2002 | EDWARD JONES FINANCIAL COMPANY <i>Investment Representative</i> | Tempe, AZ |
| 2000 – 2001 | SUN VALLEY FURNITURE COMPANY <i>Director of Administration/Operational Support</i> <i>Business Systems Analyst</i> | Phoenix, AZ |
| 2000 – 2001 | ASSOCIATIONFINANCIAL.COM, INC. <i>Director of Operations</i> | Tempe, AZ |

1985 – 2000

SAMUEL LAWRENCE FURNITURE CO. Phoenix, AZ
Manager Corporate Planning & Supply Chain Management
Corporate Planning Manager