

6/28/23

## **Gilvan “Gil” C. Souza**

### **Curriculum Vitae**

Haslam Chair in Business

Distinguished Professor of Business Analytics

Department of Business Analytics & Statistics

Haslam College of Business

University of Tennessee

Knoxville, TN 37996

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## **EDUCATION**

### **University of North Carolina at Chapel Hill**

Ph.D., Business Administration, 2000.

### **Clemson University / CIMBA, Italy**

MBA, Emphasis in International Business, 1995.

### **ITA – Instituto Tecnológico de Aeronáutica, São Paulo, Brazil**

BS, Aeronautical Engineering, 1990.

## **PROFESSIONAL EXPERIENCE**

### **2022-present: Haslam College of Business, University of Tennessee**

*Haslam Chair in Business and Distinguished Professor of Business Analytics (with tenure)*

### **2015-present: University of Graz, Austria**

*(Part-Time) Professor of Closed-Loop Supply Chain Management (2-3 weeks per year)*

### **2015-2022: Kelley School of Business, Indiana University**

*Professor of Operations Management (with tenure)*

### **2009-2015: Kelley School of Business, Indiana University**

*Associate Professor of Operations Management (with tenure)*

### **2006-2009: Smith School of Business, University of Maryland**

*Associate Professor of Operations Management (with tenure)*

### **2000-2006: Smith School of Business, University of Maryland**

*Assistant Professor of Management Science*

### **1991-1994, 1995-1996: Volkswagen do Brasil SA – São Paulo, Brazil**

*08/95 – 07/96 – Product planning analyst*

*02/91 – 07/94 – Product development engineer, exhaust systems*

**1990: EMBRAER – São José dos Campos, Brazil***Internship - Department of Structures (Product Development)***RESEARCH**

- Sustainable operations: circular economy, closed-loop supply chains, energy, carbon footprint
- Supply-chain management

**Publications in peer-reviewed journals (in chronological order)**

1. Roemer, Nils, Gilvan C. Souza, Christian Tröster, and Guido Voigt. 2023. Offset or reduce: How should firms implement carbon footprint reduction initiatives? *Production and Operations Management*, forthcoming.
2. Gao, Fei, and Gilvan C. Souza. 2022. Carbon Offsetting with Eco-Conscious Consumers. *Management Science*, 68(11), 7879-7897.
3. Ghuloum, Mohammad, Boqian Song, Goker Aydin, and Gilvan C. Souza. 2022. Joint Dynamic Pricing with Acquisition and Selling Opportunities. *European Journal of Operational Research*, 297(1), 252-267.
4. Kleber, Rainer, Marc Reimann, Gilvan C. Souza, and Weihua Zhang. 2020. Two-sided Competition with Vertical Differentiation in Both Acquisition and Sales in Remanufacturing. *European Journal of Operational Research*, 284(2), 572-587.
5. Borenich, Andrea, Yanick Dickbauer, Marc Reimann, and Gilvan C. Souza. 2020. Should a manufacturer sell refurbished returns on the secondary market to incentivize retailers to reduce consumer returns? *European Journal of Operational Research*, 282(2), 569-579.
6. Abbey, James, Rainer Kleber, Gilvan C. Souza, and Guido Voigt. 2019. Remanufacturing and Consumers' Risky Choices: Behavioral Modeling and the Role of Ambiguity Aversion. *Journal of Operations Management*, 65(1), 4-21.
7. Abbey, James, Neil Geismar, and Gilvan C. Souza. 2019. Improving Remanufacturing Core Recovery and Profitability Through Seeding. *Production and Operations Management*, 28(3), 610-627.
8. Raz, Gal, and Gilvan C. Souza. 2018. Recycling as a Strategic Supply Source. *Production and Operations Management*, 27(5), 902-916.
9. Kleber, Rainer, Marc Reimann, Gilvan C. Souza, and Weihua Zhang. 2018. On the Robustness of the Consumer Homogeneity Assumption with Respect to the Discount Factor for Remanufactured Products. *European Journal of Operational Research*, 269(3), 1027-1040.
10. Abbey, James, Rainer Kleber, Gilvan C. Souza, and Guido Voigt. 2017. The Role of Perceived Quality Risk in Pricing Remanufactured Products. *Production and Operations Management*, 26(1), 100-115. [Top 20 most downloaded papers 2016-2017]
11. Agrawal, Vishal, Mark Ferguson, and Gilvan C. Souza. 2016. Trade-in Rebates for Price Discrimination and Value Recovery. *IEEE Transactions on Engineering Management*, 63(3), 326-339.

12. Hu, Shanshan, Gilvan C. Souza, Mark Ferguson, and Wenbin Wang. 2015. Capacity Investment in Renewable Energy Technology with Supply Intermittency: Data Granularity Matters! *Manufacturing & Service Operations Management*, 17(4), 480-494.
13. Cattani, Kyle, Gilvan C. Souza, and Shengqi Ye. 2014. Shelf Loathing: Cross Docking at an Online Retailer. *Production and Operations Management*, 23(5), 893-906.
14. Guo, Shanshan, Goker Aydin, and Gilvan C. Souza. 2014. Dismantle or Remanufacture? *European Journal of Operational Research*, 233(3), 580-583.
15. Souza, Gilvan C. 2014. Supply Chain Analytics. *Business Horizons* 57(5), 595-605.
16. Wang, Wenbin, Mark Ferguson, Shanshan Hu, and Gilvan C. Souza. 2013. Dynamic Capacity Investment with Two Competing Technologies. *Manufacturing & Service Operations Management*, 15(4), 616-629.
17. Atasu, Atalay, and Gilvan C. Souza. 2013. How Does Product Recovery Affect Quality Choice? *Production and Operations Management*, 22(4), 991-1010.
18. Abbey, James, V. Daniel Guide, Jr., and Gilvan C. Souza. 2013. Delayed Differentiation for Multiple Lifecycle Products. *Production and Operations Management*, 22(3), 588-602.
19. Souza, Gilvan C. 2013. Closed-Loop Supply Chains: A Critical Review, and Future Research. *Decision Sciences* 44(1), 7-38. [#10 most downloaded paper in the 50-year history of Decision Sciences][Emerald Citations of Excellence award, 2016]
20. Ferguson, Mark, Moritz Fleischmann, and Gilvan C. Souza. 2011. A Profit-Maximizing Approach to Disposition Decisions for Product Returns. *Decision Sciences* 42(3), 773-798.
21. Denizel, Meltem, Mark Ferguson, and Gilvan C. Souza. 2010. Multi-Period Remanufacturing Planning with Uncertain Quality of Inputs. *IEEE Transactions on Engineering Management* 57(3), 394-404. [Wickham Skinner Best Paper Award, POM 2008]
22. Koca, Eylem, Gilvan C. Souza, and Cheryl Druehl. 2010. Managing Product Rollovers. *Decision Sciences* 41(2), 403-423.
23. Ferguson, Mark, V. Daniel Guide, Jr., Eylem Koca, and Gilvan C. Souza. 2009. The Value of Quality Grading in Remanufacturing. *Production and Operations Management* 18(3), 300-314.
24. Druehl, Cheryl, Glen M. Schmidt, and Gilvan C. Souza. 2009. The Optimal Pace of Product Updates. *European Journal of Operational Research* 192(2), 621-633.
25. Guide, V. Daniel, Jr., Evrim D. Gunes, Gilvan C. Souza, and Luk van Wassenhove. 2008. The Optimal Disposition Decision for Product Returns. *Operations Management Research* 1(1), 6-14.
26. Ferguson, M., Vaidy Jayaraman, and Gilvan C. Souza. 2007. Note: An Application of the EOQ Model with Non-Linear Holding Cost to Inventory Management of Perishables. *European Journal of Operational Research* 180(1), 485-490.
27. Ferguson, Mark, V. Daniel Guide, Jr., and Gilvan C. Souza. 2006. Supply Chain Coordination for False Failure Returns. *Manufacturing & Service Operations Management* 8(4), 376-393.

28. Guide, V. Daniel, Jr., Gilvan C. Souza, Luk Van Wassenhove, and Joseph D. Blackburn. 2006. Time Value of Commercial Product Returns. *Management Science* 52(8), 1200–1214.
29. Guide, V. Daniel, Jr., Gilvan C. Souza, and Erwin van der Laan. 2005. Performance of Static Priority Rules for Shared Facilities in a Remanufacturing Shop with Disassembly and Reassembly. *European Journal of Operational Research* 164(2), 341–353.
30. Souza, Gilvan C., Barry L. Bayus, and Harvey M. Wagner. 2004. New Product Strategy and Industry Clockspeed. *Management Science* 50(4), 537-549.
31. Souza, Gilvan C., Zhenying Zhao, Maomao Chen, and Michael O. Ball. 2004. Coordinating Sales and Raw Material Discounts in a Global Supply Chain. *Production and Operations Management* 13(1), 34–45.
32. Blackburn, Joseph, V. Daniel Guide, Jr., Gilvan C. Souza, and Luk Van Wassenhove. 2004. Reverse Supply Chains for Commercial Returns. *California Management Review* 46(2), 6-22.
33. Souza, Gilvan C. 2004. Product Introduction Decisions in a Duopoly. *European Journal of Operational Research*, 152(3), 745-757.
34. Ketzenberg, Michael, Gilvan C. Souza, and V. Daniel Guide, Jr. 2003. Mixed Assembly and Disassembly Operations for Remanufacturing. *Production and Operations Management* 12(3), 320-335.
35. Cattani, Kyle and Gilvan C. Souza. 2003. Good Buy? Delaying End-of-Life Purchases. *European Journal of Operational Research* 146(1), 216-228.
36. Cattani, Kyle, and Gilvan C. Souza. 2002. Inventory Rationing and Shipment Flexibility Alternatives for Direct Market Firms. *Production and Operations Management* 11(4), 441-457.
37. Souza, Gilvan C., Michael Ketzenberg, and V. D. Guide, Jr. 2002. Capacitated Remanufacturing with Service Level Constraints. *Production and Operations Management* 11(2), 231–248.
38. Souza, Gilvan C., and Michael Ketzenberg. 2002. Two Stage Make-to-Order Remanufacturing with Service Level Constraints. *International Journal of Production Research* 40(2), 477-493.
39. Warsing, Donald, Gilvan C. Souza, and Noel Greis. 2001. Determining the Value of Dedicated Multimodal Cargo Facilities in a Multi-Region Distribution Network. *European Journal of Operational Research*, 133(1), 87-89.
40. Souza, Gilvan C., Harvey M. Wagner, and D. Clay Whybark. 2001. Evaluating Focused Factory Benefits with Queuing Theory. *European Journal of Operational Research* 128(3), 597-610.

### **Other publications (invited book chapters or articles)**

41. Souza, Gilvan C. 2019. Remanufacturing Business Models. In *Remanufacturing: Fundamentals, Operations, and Engineering*, Nabil Nasr (ed.), Wiley.

42. Ferguson, Mark, Shanshan Hu, Gilvan C. Souza and Wenbin Wang. 2016. Capacity Investment Decisions in Renewable Energy Technologies. In *Environmentally Responsible Supply Chains*, Atalay Atasu (ed.), Springer, New York, NY.
43. Souza, Gilvan C. 2012. Product Disposition Decisions on Closed-Loop Supply Chains. In *Sustainable Supply Chains: Models, Methods, and Public Policy Implications*, T. Boone, V. Jayaraman, and R. Ganeshan (eds.), Springer, New York, NY, 149-164.
44. Souza, Gilvan C. 2012. Closed-Loop Supply Chains. In *Encyclopedia of Operations Research and Management Science*, 3<sup>rd</sup> edition, M. Fu, and S. Gass (eds.), Springer, New York, NY.
45. Souza, Gilvan C. 2010. Remanufacturing. *Wiley Encyclopedia of Operations Research and Management Science*, J. Cochran, L. A. Cox, Jr., P. Keskinocak, J. Kharoufeh (eds.), John Wiley & Sons, Inc., Hoboken, NJ.
46. Souza, Gilvan C. 2009. Remanufacturing in Closed-Loop Supply Chains. *Production and Inventory Management Journal*, 45(1), 56-65.
47. Souza, Gilvan C. 2008. Closed-Loop Supply Chains with Remanufacturing. In *Tutorials in Operations Research 2008*, Z. L. Chen and R. Raghavan (eds.), INFORMS 2008, 130-153.

## Book

48. Souza, Gilvan C. 2017. *Sustainable Operations and Closed-Loop Supply Chains, Second Edition*. Business Expert Press, New York, NY.

## Edited book

49. Ferguson, Mark E., and Gilvan C. Souza (eds.) 2010. *Closed-Loop Supply Chains: New Developments to Improve the Sustainability of Business Practices*. CRC Press, Boca Raton, FL.

## Working papers

50. Peng, Xiaoshan, Owen Q. Wu, and Gilvan C. Souza. 2022. Renewable, Flexible, and Storage Capacities: Friends or Foes? [Decision: Minor Revision at *Manufacturing & Service Operations Management*]. Available at <https://ssrn.com/abstract=3983678>
51. Jeon, Donggyu, George P. Ball, and Gilvan C. Souza. 2023. Quality Costs of Fuel Efficiency Improvements in the Automobile Industry. [Under Revision]
52. Wang, Wenbin, Owen Wu, and Gilvan C. Souza. 2023. Does Energy Efficiency Imply Cost Efficiency? Revisiting Design and Operations of Combined Heat and Power Generators. [Decision: Major revision at *Production and Operations Management*]. Available at <https://ssrn.com/abstract=3472349>.
53. Abdulla, Huseyn, Paolo Letizia, and Gilvan C. Souza. 2023. Order Cancellation Behavior in Online Retailing: An Empirical Investigation. [Under first round of review at *Manufacturing & Service Operations Management*.] Available at: <https://ssrn.com/abstract=4466523>

54. Güsser-Fachbach, Ines, Marc Reimann, Gilvan C. Souza, and Guido Voigt. 2023. Do consumers make optimal repair vs. replace decisions? [Existing draft being polished for submission.]
55. Webb, Eric, Gilvan C. Souza, and Owen Wu. 2019. Utility-Owned Combined Heat and Power: Improving Reliability and Lessening Environmental Impact. [Under Revision.] Available at <https://ssrn.com/abstract=3477401>.
56. Guo, Shanshan, Shanshan Hu, Gilvan C. Souza. 2015. "Batteries as Energy Storage for Energy Shifting." Permanent Working Paper.
57. Ghuloum, Mohammad, and Gilvan C. Souza. 2015. "The Adverse Impact of Retailer-Established Trade-In Programs on Consumer Welfare." Permanent Working Paper. Available at <http://dx.doi.org/10.2139/ssrn.2660874>
58. Wagner, Harvey M., and Gilvan C. Souza. 2009. "Service Gains from Queues with Surge Capacity." Indiana University Permanent Working Paper; available from the authors.
59. Ball, Michael, Maomao Chen, and Gilvan C. Souza. 2006. Pseudo Order Consideration in Available-to-Promise (ATP). Permanent Working Paper; available at SSRN: <http://dx.doi.org/10.2139/ssrn.928958>.
60. Souza, Gilvan C. 2005. The Value of a State Variable in a Markov Decision Process. Permanent Working Paper; available at SSRN: <http://dx.doi.org/10.2139/ssrn.902902>.

## Invited talks at universities

### *Quality Costs of Fuel Efficiency Improvements in the Automobile Industry*

- Kühne Logistics University (KLU), Hamburg, Germany, June 2023

### *Offset or reduce: How should firms implement carbon footprint reduction initiatives?*

- N.C. State University, September 2022

### *Carbon Offsetting with Eco-Conscious Consumers*

- University of Tennessee, November 2021
- Ohio State University, September 2021
- Boston University, October 2020 (virtual)
- University of Hamburg, November 2019

### *Recycling as a Strategic Supply Source*

- University of Florida, Warrington College of Business, October 2017

### *The Role of Perceived Quality Risk in Pricing Remanufactured Products*

- Vienna University of Economics and Business, June 2016

### *Batteries as Energy Storage for Energy Shifting*

- Zicklin School of Business, Baruch College, City University of New York, March 2018
- Singapore Management University, Singapore, January 2016
- University of Illinois, College of Business, September 2015

### *Closed-Loop Supply Chains: A Review*

- Plenary talk at the Young Academics' Management Science, University of Graz, Austria, November 2015

### *Capacity Investment in Renewable Technology with Supply Intermittency*

- European Business School, Wiesbaden, Germany, October 2014

### *Dynamic Capacity Investment Decisions with Two Competing Technologies*

- University of Cambridge, Judge Business School, UK, June 2013

- University of Utah, David Eccles School of Business, September 2012

*Capacity Investment Decisions with Multiple Competing Technologies: A Portfolio Approach*

- Otto von Guericke University of Magdeburg, Germany, June 2012
- University of North Carolina, Kenan-Flagler Business School, October 2011

*How Does Product Recovery Affect Quality Choice?*

- Wilfrid Laurier University, School of Business and Economics, November 2010
- Purdue University, Krannert School of Management, September 2010
- University of Notre Dame, Mendoza College of Business, September 2010
- Otto von Guericke University of Magdeburg, Germany, June 2010

*Service Systems with Surge Capacity*

- University of Cincinnati, College of Business, November 2009

*Trade-in Rebates for Price Discrimination or Value Recovery*

- Cornell University, Johnson School of Business, November 2008

*Multi-Period Remanufacturing Planning with Uncertain Quality of Inputs*

- Texas A&M University, Mays School of Business, September 2008
- Georgia Tech, ISyE, November 2007.
- University of South Carolina, Moore School of Business, November 2007

*Remanufacturing Planning with Different Quality Levels for Product Returns*

- Clemson University, College of Business, September 2007

*The Optimal Disposition Decision for Product Returns*

- University of Cincinnati, College of Business, September 2006
- Georgia Tech, College of Management, September 2006

*Supply Chain Coordination for False Failure Returns,*

- Indiana University, Kelley School of Business, October 2005

*Time Value of Commercial Product Returns:*

- UNC-Chapel Hill, Kenan-Flagler Business School, September 2004
- University of Florida, Warrington College of Business, February 2004

*New Product Strategy and Industry Clockspeed,*

- Penn State University, Smeal College of Business, January 2003

*Product Introduction and Inventory Decisions under Competition,*

- Georgetown University, McDonough School of Business, November 2001

## Conference presentations (as a speaker)

- *Consumer Behavior Towards Different Carbon Footprint Reductions*, INFORMS 2021.
- *Two-sided Competition with Vertical Differentiation in Both Acquisition and Sales in Remanufacturing*, POMS 2021 (online)
- *The Value of Energy Storage in Energy Shifting*, POMS 2018
- *Recycling as a Strategic Supply Source*, INFORMS 2017
- *Teaching Sustainable Operations to Undergraduate Students*, POMS 2017
- *Why Do Consumers Discount Remanufactured Products?* POMS 2016
- *Batteries as Energy Storage for Energy Shifting*, INFORMS 2015
- *Capacity Investment in Renewable Technology with Supply Intermittency*, POMS 2015
- *Trade-in Rebates for Price Discrimination and Product Recovery*, POMS 2015
- *Teaching Sustainable Operations*, Mini-Conference of the College of Sustainable Operations, POMS 2015
- *Operations Management Research in Closed-Loop Supply Chains with Remanufacturing*. Invited plenary talk at the 3<sup>rd</sup> Annual World Remanufacturing Summit, Rochester, NY.
- *Closed Loop Supply Chains Research Overview*. 1.5 h Invited Tutorial at the 2014 POMS.

- *Closed Loop Supply Chains: A Review*. Invited talk at the 2013 Closed–Loop Supply Chains Conference, University of South Carolina, 2013.
- *Dynamic Capacity Investment with Two Technologies*, INFORMS 2013, POMS 2013, DSI 2013
- *Capacity Investment Decisions with Multiple Competing Technologies*, INFORMS 2012
- *A Profit-maximizing Approach to Disposition Decisions for Product Returns*, INFORMS 2011
- *How Does Product Recovery Affect Quality Choice?* INFORMS 2010
- *Quality Choice and Product Recovery*, POMS 2010
- *Return Policies and Informational Tools in Experience Goods Markets*, POMS 2010
- *Closed-Loop Supply Chains with Remanufacturing* (Tutorial), POMS, 2009
- *Closed-Loop Supply Chains with Remanufacturing* (Tutorial series), INFORMS, 2008
- *Multi-Period Remanufacturing Planning with Uncertain Quality of Inputs*, POMS, 2008
- *Trade-in Rebates for Price Discrimination or Value Recovery*, INFORMS, 2007
- *Product Rollovers and the Optimal Pace of Product Introductions*, INFORMS, 2007
- *Remanufacturing Planning with Different Quality Levels for Product Returns*
  - POMS, 2007
  - Invited talk at Supply Chain Design Conference, Indiana University, 2007
- *Pseudo Order Consideration in Available-to-Promise (ATP)*, INFORMS, 2006
- *The Optimal Disposition Decision for Product Returns*
  - INFORMS, 2006
  - POMS, 2006.
- *Supply Chain Coordination for False Failure Returns*,
  - INFORMS, 2005
  - M&SOM, Northwestern University, 2005
  - POMS, 2005
  - Invited Talk at the 4<sup>th</sup> SCALE Supply Chain Conference, Cocoa Beach, FL, 2005.
- *Finding the Value of Information about a State Variable in a Markov Decision Process*, 9<sup>th</sup> INFORMS Conference on Computing, 2005.
- *Time Value of Commercial Product Returns*, INFORMS, 2004.
- *New Product Strategy and Industry Clockspeed*, INFORMS, 2003.
- *Coordinating Sales and Raw Materials Discount in a Global Supply Chain*, INFORMS, 2003.
- *Closed-Loop Supply Chains*, Invited Talk at the Third Netcentricity Conference, Smith School of Business, University of Maryland, 2003.
- *Production Management under Frequent Product Introductions*, INFORMS, 2002.
- *The Use of Queuing Theory in Closed-Loop Supply Chains Research*, Invited talk at the II Workshop – Business Perspectives on Closed–Loop Supply Chains, INSEAD, 2002.
- *Mixed Assembly and Disassembly Operations for Remanufacturing*, POMS, 2002.
- *Inventory Nuances for an e-Commerce Company*, INFORMS, 2001.
- *Finding a firm’s equilibrium clockspeed as a function of introduction costs and industry characteristics*, INFORMS, 2000.
- *Managing Discontinuance in Dynamic Markets*, DSI Annual Meeting, 1999.
- *A Theory of Product Introduction under Competition*, INFORMS, 1999.
- *Remanufacturing in a Make-to-Order Environment: Effect of Service Level on Production Mix & Profit*, INFORMS, 1999.
- *Global Supply Chain Orientation: A Taxonomy of Capabilities*, DSI Annual Meeting, 1998.
- *Evaluating Focused Factory Benefits with Queuing Theory*, 10<sup>th</sup> International Society for Inventory Research (ISIR) Symposium, Budapest, Hungary, 1998.

## HONORS



- 2023 – Honorable Mention for paper “Quality Costs of Fuel Efficiency Improvements in the Automotive Industry”, co-authored with George Ball and doctoral student Donggyu Jeon, in the POMS College of Sustainable Operations student paper competition.
- 2021 – Included in ranking of Top 50 authors of research in Operations Management in Koufteros, X., S. Babbar, R. S. Behara, and M. Baghersad. 2021. OM Research: Leading Authors and Institutions. *Decision Sciences* 52(1): 8-75.
- 2021 – Winner, Trustees Teaching Award, Indiana University
- 2020 – #10 Most Downloaded Paper in the 50-year History of *Decision Sciences*, for the paper: “Closed-Loop Supply Chains: A Critical Review, and Future Research”
- 2020 – Kelley School of Business Full Professor Research Award, Indiana University
- 2019 – Outstanding Paper Award, 13<sup>th</sup> International Conference on Operations and Supply Chain Management (ICOSCM 2019) for the paper “Design and Operations of On-Site Combined Heat and Power Generators Under Fuel Price Uncertainty.”
- 2019 – Finalist, Trustees Teaching Award, Indiana University
- 2019 – Editor’s Award for Excellence in Reviewing, *European Journal of Operational Research*
- 2016 – Emerald Citations of Excellent award, for the paper “Closed-Loop Supply Chains: A Critical Review, and Future Research”.
- 2015 – Recognition for Outstanding Work as Senior Editor of *Production and Operations Management*.
- 2014 – Kelley School of Business Associate Professor Research Award, Indiana University.
- 2013 – Best Paper Award, 7<sup>th</sup> International Conference on Operations and Supply Chain Management (ICOSCM 2013) for the paper “Dynamic Capacity Investment with Two Competing Technologies.”
- 2013 – Finalist, Trustees Teaching Award, Indiana University.
- 2010 – Honorable Mention, Page Prize for Sustainability Issues in Business Curricula, Moore School of Business, University of South Carolina.
- 2010 – Nominated for Student Choice Awards, Indiana University Alumni Association
- 2008 – Wickham Skinner Best Unpublished Paper Award, from the Production and Operations Management Society for “Multi-Period Remanufacturing Planning with Uncertain Quality of Inputs”
- 2004 – Wickham Skinner Early Career Research Accomplishments Award, from the Production and Operations Management Society
- 2004 – Krowe Teaching Award for teaching excellence in the MBA program, Smith School of Business, University of Maryland
- 2004 – Top 15% Teacher Award AY03–04, Smith School of Business, University of Maryland
- 1998 – Kenan Institute (UNC – Chapel Hill) Graduate Student Research Award, for research on issues regarding global logistics.
- 1998 – APICS : 1<sup>st</sup> place on the Triangle Chapter of Fogarty Student Paper Competition with the paper “Remanufacturing in a Make-to-Order Environment: The Effect of Service Level on Production Mix and Profit”.
- 1990 – EMBRAER Prize – for graduating in the top of his aeronautic engineering class of 1990; awarded a 15–day trip to the U.S.
- 1990 – Honorable Mention in the Department of structures and the Department of flight mechanics, ITA, Brazil.
- 1986-1990 – Full scholarship: tuition, room and board, Technological Institute of Aeronautics (ITA), Brazil.

**TEACHING EXPERIENCE**

Ph.D., MBA and undergraduate levels:

Year	Semester	Level	Course Number	Course Title	Nr. of students	Student Evaluations
<b>University of Tennessee, Haslam College of Business</b>						<b>Stud. Eval.<sup>1</sup> (max = 5)</b>
2023	Spring	MS	BZAN-556	Systems Optimization	11	4.98
2022	Fall	UG	BUAD-341	Lean Operations	91	4.25
2022	Fall	UG	BUAD-341	Lean Operations	92	
<b>Indiana University, Kelley School of Business</b>						<b>Stud. Eval.<sup>2</sup> (max = 7)</b>
2022	Spring	PhD	BUS-P-602	Inventory Theory	4	NA
2022	Spring	PhD	BUS-P-601	Supply Chain Management	4	NA
2021	Fall	UG	BUS-P-316	Sustainable Operations	30	6.61
2021	Fall	MBA	BUKD-E-734	Sustainable Operations (online)	43	6.40
2021	Spring	MBA	BUKD-E-734	Sustainable Operations (online MBA program)	42	6.31
2020	Fall	UG	BUS-P-316	Sustainable Operations	36	6.21
2020	Fall	MBA	BUKD-E-734	Sustainable Operations (online)	41	6.30
2020	Spring	MBA	BUKD-E-734	Sustainable Operations (online; Cummins)	32	6.51
2020	Spring	PhD	BUS-P-602	Inventory Theory	3	NA
2020	Spring	PhD	BUS-P-601	Supply Chain Management	3	NA
2019	Fall	UG	BUS-P-316	Sustainable Operations	24	6.56
2019	Spring	MBA	BUKD-E-734	Sustainable Operations (online; Cummins)	28	6.36
2018	Fall	MBA	BUKD-E-734	Sustainable Operations (online)	44	6.58
2018	Fall	UG	BUS-P-316	Sustainable Operations	24	6.09
2018	Spring	UG	BUS-P-316	Sustainable Operations	17	6.75
2018	Spring	MBA	BUKD-E-734	Sustainable Operations (online; Cummins)	31	6.47
2018	Spring	PhD	BUS-P-602	Inventory Theory	2	NA
2018	Spring	PhD	BUS-P-601	Supply Chain Management	2	7.00
2016	Fall	MBA	BUKD-E-734	Sustainable Operations (online; Cummins)	33	6.61
2016	Fall	MBA	BUKD-E-734	Sustainable Operations (online)	12	NA
2016	Spring	PhD	BUS-P-602	Inventory Theory	4	6.59
2016	Spring	PhD	BUS-P-601	Supply Chain Management	3	6.58
2016	Spring	MBA	BUKD-E-734	Sustainable Operations (online; Cummins)	29	6.28
2016	Spring	UG	BUS-P-316	Sustainable Operations	34	5.81
2015	Fall	MBA	BUKD-E-730	Supply Chain Overview	11	NA
2015	Spring	UG	BUS-P-316	Sustainable Operations	18	5.79
2015	Spring	MBA	BUKD-E-734	Sustainable Operations (online; Cummins)	43	5.78
2014	Fall	MBA	BUKD-E-730	Supply Chain Overview (co-taught)	12	6.58
2014	Spring	PhD	BUS-P-602	Inventory Theory	5	6.65

<sup>1</sup> The reported student evaluation here is the average of the eight questions that comprise the evaluation instrument<sup>2</sup> The reported student evaluation here is the average of the Dean's 8 questions (standard measure at Kelley)

Year	Semester	Level	Course Number	Course Title	Nr. of students	Student Evaluations
2014	Spring	PhD	BUS-P-601	Supply Chain Management	5	6.55
2014	Spring	MBA	BUKD-E-734	Sustainable Operations (online; Cummins)	36	5.80
2014	Spring	MBA	BUKD-E-734	Sustainable Operations (online)	13	5.99
2013	Fall	MBA	BUKD-E-730	Supply Chain Overview (co-taught)	13	6.67
2013	Spring	MBA	BUKD-E-734	Sustainable Operations (online; Cummins)	32	6.28
2013	Spring	MBA	BUKD-E-734	Sustainable Operations (online)	15	6.39
2013	Spring	MBA	BUS-P-550	Business Process Design	25	6.20
2013	Spring	MBA	BUS-P-550	Business Process Design	12	6.35
2012	Fall	MBA	BUKD-E-730	Supply Chain Overview (co-taught)	15	6.26
2012	Spring	MBA	BUKD-X-575	Sustainable Operations (online)	44	6.16
2012	Spring	PhD	BUS-P-601	Supply Chain Management	3	7.00
2012	Spring	MBA	BUS-P-550	Business Process Design	38	6.30
2012	Spring	MBA	BUS-P-550	Business Process Design	19	6.20
2011	Fall	PhD	BUS-P-635	Closed-Loop Supply Chains	3	6.83
2011	Fall	MBA	BUKD-E-730	Supply Chain Overview (co-taught)	19	6.35
2011	Spring	MBA	BUKD-X-575	Sustainable Operations (online version)	18	6.03
2011	Spring	MBA	BUS-P-579	Sustainable Operations	23	6.03
2011	Spring	MBA	BUS-P-550	Business Process Design	35	6.33
2011	Spring	MBA	BUS-P-550	Business Process Design	13	5.61
2010	Fall	MBA	BUKD-E-730	Supply Chain Overview (co-taught)	17	6.33
2010	Spring	MBA	BUS-X-573	Sustainable Operations	13	6.23
2010	Spring	MBA	BUKD-X-575	Sustainable Operations (online version)	11	6.38
2010	Spring	MBA	BUS-P-550	Business Process Design	26	6.29
2010	Spring	MBA	BUS-P-550	Business Process Design	18	6.23
<b>University of Maryland, Smith School of Business</b>						<b>Stud. Eval. (max = 5)</b>
2009	Spring	MBA	BUDT 758R	Operations and Supply Chain Strategy	18	4.68
2009	Spring	EMBA	EMBA 758O	Management of Technology (in Shanghai)	36	4.12
2008	Fall	MBA	BUSI 634	Operations Management	65	4.16
2008	Fall	MBA	BUSI 634	Operations Management	64	4.04
2008	Spring	MBA	BUSI 634	Operations Management	63	4.03
2008	Spring	MBA	BUSI 634	Operations Management	62	3.97
2008	Winter	EMBA	EMBA 758O	Management of Technology (in Shanghai)	18	4.37
2007	Summer	MBA	BUSI 798B	Doing Business in Brazil <sup>3</sup>	35	4.30
2007	Spring	MBA	BUDT 724	Operations Management	34	4.48
2007	Spring	MBA	BUDT 724	Operations Management	10	4.74
2006	Fall	EMBA	EMBA 694	Operations Management	22	4.24
2006	Fall	MBA	BUSI 671	Supply Chain Logistics & Operations Mgmt	55	4.31
2006	Spring	MBA	BUDT 724	Operations Management	35	4.57
2006	Spring	MBA	BUSI 671	Supply Chain Logistics & Operations Mgmt	55	4.18
2005	Fall	MBA	BUSI 671	Supply Chain Logistics & Operations Mgmt	56	3.92

<sup>3</sup> This was a study abroad course (20 hours of classes and 16 hours of field visits in Brazil plus 9 hours of classes in the US).

Year	Semester	Level	Course Number	Course Title	Nr. of students	Student Evaluations
2005	Summer	MBA	BUDT 758S	Supply Chain and Ops. Mgmt in Brazil <sup>2</sup>	26	4.44
2005	Spring	MBA	BUDT 724	Operations Management	9	4.57
2005	Spring	MBA	BUSI 790	Management of Technology	18	4.22
2004	Spring	MBA	BUSI 790	Management of Technology	19	4.62
2004	Spring	MBA	BUSI 671	Supply Chain Logistics & Operations Mgmt	56	4.49
2004	Spring	MBA	BUSI 671	Supply Chain Logistics & Operations Mgmt	51	4.27
2003	Spring	MBA	BMGT 730	Management of Technology	25	4.52
2003	Spring	MBA	BMGT 671	Supply Chain Logistics & Operations Mgmt	48	4.23
2003	Spring	MBA	BMGT 671	Supply Chain Logistics & Operations Mgmt	51	4.17
2002	Fall	MBA	BMGT 734	Models for Operations Management	30	4.68
2002	Spring	MBA	BMGT 671	Supply Chain Logistics & Operations Mgmt	54	4.46
2002	Spring	MBA	BMGT 798M	Mgmt of Technology Fundamentals	27	4.34
2001	Fall	MBA	BMGT 734	Models for Operations Management	33	4.39
2001	Fall	MBA	BMGT 671	Supply Chain Logistics & Operations Mgmt	49	3.85
2001	Spring	MBA	BMGT 734	Models for Operations Management	25	4.54
2001	Spring	MBA	BMGT 798M	Mgmt of Technology Fundamentals	19	4.43
2000	Fall	UG	BMGT 385	Operations Management	33	4.23
<b>University of North Carolina, Kenan-Flagler Business School</b>						
1999	Spring	UG	BUSI 130	Operations Management	46	4.22

### Executive education (custom programs)

- Carlisle, Global supply chain management (several hours), 2010, Bloomington IN.
- Anne Arundel Medical Center, Lean in health care (6 hours), 2007; Annapolis, MD
- Black & Decker, Manufacturing strategy (6 hours): 2003-2006, 2008; Towson, MD.
- US Census Bureau, Supply chain management (4 hours): 2005, 2004; Suitland, MD
- Nextel, Service operations (3 hours): 2005, 2004; College Park, MD
- Hughes Network Systems, New product development (3 hours): 2004; College Park, MD.

### International teaching

- Sustainable Operations (2-credit MS course), Univ. of Graz, Austria: 2023, 2022, 2021 (remotely), 2020 (remotely), 2019, 2018, 2017, 2016.
- Intro. to Supply Chain Analysis (2-credit MS course), Univ. of Graz, Austria: 2019, 2018, 2017, 2016, 2015.
- Operations mgmt. (3-credit MBA course, co-taught with Rhonda Lummus), IgBS, Zagreb Croatia, 2011.
- Management of technology (3-credit MBA course), Shanghai, China, 2009, 2008.
- Operations mgmt. (3-credit MBA course, co-taught with Kirk Karwan), CIMBA, Italy, 2006.
- Introduction to supply chain management, one-day seminar for MBA students, CIMBA, Italy, 2007, 2006, 2004, 2003

## SERVICE

### Conferences organized (chair or co-chair)

Conference	Year	Dates	Location	Participants
Workshop on closed-loop supply chains	2017	10/19-10/21	Bloomington, IN	47

Workshop on closed-loop supply chains	2016	9/21-9/22	Graz, Austria	47
Forum on Supply Chain Analytics (Sustainability)	2015	11/20	Bloomington, IN	76
POMS Mini-Conference: College of Supply Chain Mgmt.	2011	05/02-05/03	Reno, NV	58
Workshop on NPD, Innovation and Sustainability	2010	10/13-10/15	Bloomington, IN	62
MSOM 2008 Conference (Refereed)	2008	06/05-06/07	College Park, MD	260

## External service to the profession

### Editorial positions

Position	Journal	Time Frame
Senior Editor	<i>Production and Operations Management</i>	2009-present
Departmental Editor	<i>Decision Sciences</i>	2017-present
Editorial Board	<i>IEEE Transactions on Engineering Management</i>	2013-present
Associate Editor (AE)	<i>Decision Sciences</i>	2010-2015
Guest AE	<i>Manufacturing &amp; Service Operations Management</i>	2011-2012
Co-Editor	<i>Production and Operations Management</i> special issue Published volume 22(4), 2013	2010-2013

### Officer in professional societies

Position	Society	Time Frame
Chair	Sustainable Operations SIG, M&SOM Society of INFORMS	2014-2016
President	College of Sustainable Operations, POMS	2010-2012
VP of Special Events	College of Supply Chain Management, POMS	2010-2012
Board Member	College of Sustainable Operations, POMS	2010-2014
Committee Member	INFORMS Prize (OR/MS and the organization)	2005-2006

### Paper competitions / Panel Membership / Review Panel Membership

Position	Competition / Panel	Time Frame
Co-Chair	Emerging Scholars Program, POMS Conference 2021	2021
Chair	Paul Kleindorfer Award in Sustainability	2016
Committee Member	Paul Kleindorfer Award in Sustainability	2019, 2015
Co-Chair	M&SOM Student Paper Competition	2014
Committee Member	POMS College of Supply Chain Mgmt. Paper Competition	2017, 2016, 2013, 2012, 2011, 2010, 2008
Committee Member	INFORMS JFIG Paper Competition	2013, 2009, 2008
Committee Member	POMS College of Sustainable Operations Paper Competition	2017, 2007
Committee Member	DSI Dissertation Award	2011, 2006
Panel Member	The Academic Job Market, INFORMS Annual Meeting	2008
Panel Member	Balancing Teaching and Research, INFORMS Annual Meeting	2006
Review Panel Member	NSF SBIR/STTR, Supply Chain Mgmt. and IT	03/2005
Review Panel Member	NSF EBDM, Environmentally Benign Design and Mfg.	04/2004
Review Panel Member	NSF PREMISE	06/2002
Review Panel Member	APICS National Program Non-Collegiate Sponsored Instruction	2004
Panel Member	Doctoral Consortium, DSI Meeting	11/2000

**Internal service (main committees)****At University of Tennessee, Haslam College of Business****Committees and other activities**

<b>Role</b>	<b>Committee / Activity</b>	<b>Time Frame</b>
Co-chair	MS in Business Analytics for Working Professionals	2022-present
Chair	Peer Teaching Review Committee	2022-present
Member	Dean's Faculty Advisory Council (DFAC)	2022-present

**At Indiana University, Kelley School of Business****Committees and other activities**

<b>Role</b>	<b>Committee / Activity</b>	<b>Time Frame</b>
Coordinator	PhD Program, OM/DS Program, ODT Department	2013-2020
Chair	Tenure-Track Faculty Search Committee	2017-2018
Chair	Tenure-Track Faculty Search Committee	2014-2015
Chair	Clinical Professor Faculty Search Committee	2012-2013
Instructor	Mini-University (Indiana University)	June 2013
Member	Faculty Review Committee (FRC)	Since 2020
Member	Doctoral Program Policy Committee	2013-2020
Member	Kelley Direct (KD) Program Policy Committee	2012-2016
Member	Task Force, Executive DBA	2013
Member	Executive Programs (EDP) Policy Committee	2011-2013
Member	CIBER Advisory Board	2010-2011
Member	Joint degree MBA/MS with SPEA Committee	2010
Member	Tenure-Track Faculty Search Committee	2018-2019, 2015-2016, 2013-2014
Member	MS in Supply Chain Curriculum Committee (ODT)	2010
Member	MBA Supply Chain Curriculum Committee (ODT)	2009

**Doctoral dissertations chaired or co-chaired**

<b>Student</b>	<b>Graduation Date</b>	<b>Placement</b>
Shanshan Guo	08/2015	Shanghai University of Finance and Economics
Mohammad Ghuloum	05/2015	University of Kuwait

**Doctoral dissertations: Committee member**

<b>Student</b>	<b>Graduation Date</b>
Yu Wang	12/2019
Eric Webb	05/2018
Shengqi Ye	08/2014
Wenbin Wang	08/2012

**At the University of Maryland, Smith School of Business****Doctoral dissertations chaired or co-chaired**

Student	Graduation Date	Placement
Eylem Koca	05/2011	Farleigh-Dickinson University (NJ)

**Doctoral Dissertations: Committee Member**

- Maomao Chen, Sean Gahagan, Huina Gao, Deepak Iyengar, Steve Kramer, Kok-Hua Loh, Anduin Touw, Yufeng Tu

**Committees and other activities**

Role	Committee / Activity	Time Frame
Co-Chair	PhD Program, DOIT Department	2006-2009
Co-Chair	Tenured/Tenure-Track Faculty Search Committee	2007-2008
Member	Tenured/Tenure-Track Faculty Search Committee	2001-2007
Member	Smith School Branding Committee	2006-2007
Member	Operations and Supply Chain Curriculum	2008
Member	OM Undergrad Curriculum Committee (Department)	2005-2006
Member	PhD Program Review Committee (Department)	2005-2006
Member	Publications Committee (Department)	2002-2003
Member	OM Undergrad Curriculum Committee (Department)	2000-2001

**MEMBERSHIPS IN PROFESSIONAL SOCIETIES**

INFORMS: Institute for Operations Research and Management Sciences  
POMS: Production and Operations Management Society