

TERRY L. ESPER, Ph.D.
Department of Marketing and Logistics
Fisher College of Business
The Ohio State University

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ACADEMIC EXPERIENCE

Associate Professor of Logistics The Ohio State University Fisher College of Business Columbus, OH	June 2017 – present
Adjunct Professor of Supply Chain Management (SCM) University of Iowa CIMBA Italy MBA Program Iowa City, IA	Oct 2016 – present
Oren Harris Endowed Chair / Associate Professor of SCM Executive Director, Supply Chain Management Research Center University of Arkansas Sam M. Walton College of Business Fayetteville, AR	Jan 2013 – June 2017
Adjunct Professor of SCM University of San Francisco Graduate School of Management San Francisco, CA	Sum 2010 – Sum 2016
William J. Taylor Professorship / Associate Professor of SCM University of Tennessee Haslam College of Business Knoxville, TN	Aug 2009 – Dec 2012
Assistant Professor of Logistics University of Tennessee Haslam College of Business Knoxville, TN	August 2003 – July 2009

EDUCATION

Doctor of Philosophy in Business Administration Sam M. Walton College of Business University of Arkansas, Fayetteville, AR Emphasis Areas: Marketing, Logistics, Supply Chain Management	August 2003
Master of Business Administration Sam M. Walton College of Business University of Arkansas, Fayetteville, AR Emphasis: Transportation and Logistics Management	May 1998
Bachelor of Science (Cum Laude) Philander Smith College, Little Rock, AR Major: Mathematics	May 1996

RESEARCH ACTIVITIES

RESEARCH INTERESTS

Supply chain management and logistics strategy, consumer and online retail issues in supply chains, supply chain/logistics personnel and leadership issues, collaborative relationship development.

RESEARCH PUBLICATIONS

Stank, Ted, Terry L. Esper, Thomas Goldsby, Walter Zinn and Chad Autry, (2019) "Toward a Digitally-Dominant Paradigm for 21st Century Supply Chain Scholarship," forthcoming in *International Journal of Physical Distribution and Logistics Management*

Peinkofer, Simone and Terry L. Esper (2018) "Assessing the Impact of Drop-Shipping Fulfillment Operations on the Upstream Supply Chain," *International Journal of Production Research*, 1-24.

Ta, Ha, Terry L. Esper, and Sebastian Garcia-Dastugue, (2018) "The Effect of Trustworthiness Velocity on Continuity in Supply Chain Relationships" *Journal of Supply Chain Management*, 54 (4), 42-61.

Bradley, Randy V., Terry L. Esper, Bogdan Bichescu, Joonwhan In, and Terry Byrd (2018), "The Joint Use of RFID and EDI: Implication for Hospital Performance" *Production and Operations Management Journal*, 27 (11), 2071-2090.

Ta, Ha, Terry L. Esper and Adriana Rossiter Hofer (2018), "Designing Crowdsourced Delivery Systems: The Effect of Driver Disclosure and Ethnic Similarity," *Journal of Operations Management*, 30 (1), 19-33.

Esper, Terry L. and Simone Peinkofer, (2017) "Consumer-Based Supply Chain Management Performance: A Structured Literature Review and Call for Research," *Transportation Journal*, 56 (4), 395-428

Thornton, LaDonna, Terry L. Esper and Chad Autry, (2016) "Leader or Lobbyist: Exploring Politics in Supply Chain Management," *Journal of Supply Chain Management*, 52 (4), 42-62

Peinkofer, Simone, Terry L. Esper and Elizabeth Howlett, (2016) "Hurry! Sale Ends Soon: The Impact of Limited Inventory Availability Disclosure on Consumer Responses to Online Stockouts," *Journal of Business Logistics*, 37 (3), 231-246

Murfield, Monique and Terry L. Esper, (2016). "Exploring Role Conflict Associated with Supplier Adaptation: The Customer's Perspective," *Industrial Marketing Management*, 59, 96-106

Murfield, Monique, Terry L. Esper, Wendy Tate, and Kenneth Petersen, (2016) "Supplier Role Conflict: An Investigation of its Relationship Implications and Impact on Supplier Accommodation," *Journal of Business Logistics*, 37 (2), 168-184 (**Winner of the Bernard LaLonde Best Paper Award**)

Peinkofer, Simone, Terry L. Esper, Ronn Smith and Brent Williams (2015). "Assessing the Impact of Price Promotions on Consumer Response to Online Stockouts," *Journal of Business Logistics* 36 (3), 260-272

Ta, Ha, Terry Esper, Adriana Hofer, (2015). Business to Consumer (B2C) Collaboration: Rethinking The Role of Consumers in Supply Chain Management, *Journal of Business Logistics*, 36 (1), 133-134

Esper, Terry, Randy Bradley, LaDonna Thornton, Rodney Thomas, (2015). Supply Chain Citizenship: Investigating the Antecedents to Customer Interorganizational Citizenship Behaviors, *Journal of Business Logistics*, 36 (4), 306-320

Stolze, Hannah, Monique Murfield, Terry Esper, (2014). The Role of Social Mechanisms in Demand and Supply Integration: An Individual Network Perspective, *Journal of Business Logistics* 36 (1), 49-68

Manuj, Ila, Terry Esper, Ted Stank, (2014). Supply Chain Risk Management Approaches Under Different Conditions of Risk, *Journal of Business Logistics*, 35 (3), 241-258. **(Finalist for the Bernard LaLonde Best Paper Award)**

Thomas, Rodney, Beth Davis-Sramek, Terry Esper, Monique Murfield, (2014). Attribution Effects of Time Pressure in Retail Supply Chain Relationships: Moving from "what" to "what", *Journal of Business Logistics*, 35 (3), 225-240. **(Finalist for the Bernard LaLonde Best Paper Award)**

Crook, Russell, Terry Esper, (2014). Do Resources Aid in Supply Chain Functioning and Management? Yes, But More (And More Precise) Research is Needed, *Journal of Supply Chain Management*, 50 (3)

Esper, Terry, Russell Crook, (2014). Supply Chain Resources: Advancing Theoretical Foundations and Constructs, *Journal of Supply Chain Management*, 50 (3)

Thornton, LaDonna, Terry L. Esper and Lane Morris, (2013), "Exploring Counterproductive Behavior in Supply Chain Relationships," forthcoming in *International Journal of Physical Distribution and Logistics Management*.

Stank, Theodore P., Terry L. Esper, T. Russell Crook and Chad Autry (2012), "Creating Relevant Value through Demand and Supply Integration," *Journal of Business Logistics*, 33 (2), 167-172.

Mentzer, J. Thomas and Terry L. Esper (2011), "Supply Chain Management Strategy," *The Encyclopedia Of Marketing*, Wiley Publishing.

Thomas, Rodney, Terry L. Esper, and Ted Stank (2011), "Coping with Time Pressure in Interfirm Supply Chain Relationships," *Industrial Marketing Management*, 40, 414-423.

Defee, C. Cliff, Theodore P. Stank, J. and Terry L. Esper (2011), "Performance Implications of Transformational Supply Chain Leadership and Followership," *International Journal of Physical Distribution and Logistics Management*, 40 (10), 763-791.

Thomas, Rodney, Terry L. Esper and Theodore P. Stank (2010), "Testing the Effects of Time Pressure in Retail Supply Chain Relationships," *Journal of Retailing*, 86 (4), 386-400.

- Thomas, Rodney and Terry L. Esper (2010), "Exploring Relational Asymmetry in Retail Supply Chains," *International Journal of Physical Distribution and Logistics Management*, 40 (6), 475-494.
- Esper, Terry L., C. Cliff Defee and J. Thomas Mentzer (2010), "A Strategic Framework of Supply Chain Orientation," *International Journal of Logistics Management*, 21 (2), 161-179.
- Esper, Terry L., Alexander Ellinger, Theodore P. Stank, Daniel Flint, and Mark Moon (2010), "Demand and Supply Integration: A Conceptual Framework of Value Creation Through Knowledge Management," *Journal of the Academy of Marketing Science*, 38(1), 5-18.
- Defee, C. Cliff, Theodore P. Stank, Terry L. Esper and J. Thomas Mentzer (2009), "The Role of Followers in Supply Chains," *Journal of Business Logistics*, 30(2), 65-84. **(Winner of the Bernard LaLonde Best Paper Award)**
- Defee, C. Cliff, Terry L. Esper and Diane Mollenkopf (2009), "Leveraging Closed-Loop Orientation and Leadership for Environmental Sustainability," *Supply Chain Management: An International Journal*, 14 (2), 87-98.
- Mello, John, Theodore P. Stank, and Terry L. Esper (2008), "A Model of Logistics Outsourcing Strategy," *Transportation Journal*, 47 (4), 5-25.
- Esper, Terry L., Brian Fugate, and Molly Rapert (2008), "Enhancing Relationships Within Groups: the Impact of Role Perceptions within Logistics Teams," *Journal of Relationship Marketing*, 7 (2) 121-150.
- Mentzer, J. Thomas, Ted Stank and Terry L. Esper (2008), "Supply Chain Management and its Relationship to Logistics, Marketing, Production, and Operations Management," *Journal of Business Logistics*. 29 (1). 31-46.
- Esper, Terry L., Brian Fugate and Beth Davis-Sramek (2007), "Logistics Learning Capability: Sustaining the Competitive Advantage Gained from Logistics Leverage," *Journal of Business Logistics*. 28 (2), 57-82.
- Mello, John and Terry L. Esper (2007), "S&OP and the Knowledge Creating Company," *Foresight: The International Journal of Applied Forecasting*, Summer, No. 7, 23-27.
- Esper, Terry L. (2006), "Interfirm Coordination," in Mentzer, John T., Theodore Stank and Matthew Myers (eds.) *Handbook of Global Supply Chain Management*. CA: Sage Publications.
- Esper, Terry L., Thomas Jensen, Scot Burton, and Fernanda Turnipseed (2003), "The Last Mile: An Examination of Effects Of Online Retail Delivery Strategies On Consumers," *Journal of Business Logistics*. 24 (2). 177-203.
- Esper, Terry L. and Lisa R. Williams (2003), "The Value of Collaborative Transportation Management (CTM): Its Relationship to Collaborative Planning, Forecasting and Replenishment (CPFR) and The Role of Information Technology (IT)," *Transportation Journal*. 42 (4), 55-65.
- Williams, Lisa R., Terry L. Esper, and John Ozment (2002), "The Electronic Supply Chain: Its Impact on the Current and Future Structure of Strategic Alliances, Partnerships and Logistics Leadership," *International Journal of Physical Distribution & Logistics Management*. 32 (8). 703-719.

RESEARCH MANUSCRIPTS UNDER REVIEW

Bradley, Randy V., Bogdan Bichescu, Terry L. Esper, John Bell, and Benjamin T. Hazen, "Supply Chain (In)Sensitive IT Decision-Making: Linking IT Governance with Supply Chain Performance in U.S. Hospitals " under third round review at *Supply Chain Management: An International Journal*

Peinkofer, Simone, Terry L. Esper, Ronn Smith and Brent Williams, "Assessing the Impact of Omni-Channel Retail Service Design for Stockout Recovery" under first round review after reject and resubmit at *Production and Operations Management Journal*

Ta, Ha, Terry L. Esper, Adriana Hofer and Annibal Sodero, "The Impact of Crowdsourced Delivery on Customers' Satisfaction in Online Retailing: A Mixed Method Study" under second round review at *Journal of Operations Management*

Ta, Ha, Terry L. Esper, Travis Tokar and Adriana Hofer, "The Impact of Motivation Message Framing on Crowdsourcing Performance in Supply Chain Operations Tasks" preparing for resubmission to *Production and Operations Management Journal*

Thornton, LaDonna, Terry L. Esper and Diane Mollenkopf, "Navigating Political Waters: How Interpersonal Dynamics Contribute to Supply Chain Relational Capital" under second round review at *Journal of Business Logistics*

Peinkofer, Simone, Terry L. Esper, and Ronn Smith "Investigating Consumer Response to Multiple Stockouts in an Omni-Channel Retail Environment" preparing for resubmission at *Production and Operations Management Journal*

Peinkofer, Simone, Terry L. Esper, Brent Williams, and Ronn Smith, " Revisiting Exploitation, Exploration, and Financial Performance: A Replication and Extension Study" preparing for resubmission at *Strategic Management Journal*

PUBLISHED BOOKS

Waller, Matthew and Terry L. Esper (2014), *The Definitive Guide to Inventory Management: Principles and Strategies for the Efficient Flow of Inventory Across Supply Chains*. Pearson FT Press. 1st Edition.

INVITED MANUSCRIPTS

Mentzer, J. Thomas, Theodore P. Stank and Terry L. Esper (2010), "Are Supply Chain Management and Logistics the Same Thing?" *Inbound Logistics*.

Esper, Terry L. (2007), "Supply Chain Collaboration: Debunking the Myths," *Industry Week*.

Esper, Terry L. (2004), "Defining and Highlighting the Steps to Collaborative Transportation Management," *Logistics Quarterly Magazine*, 10 (1), 16-18.

SELECTED MEDIA CONTRIBUTIONS

“The Power of Logistics,” TedX Talk, (2019)

“A better way to manage last mile logistics,” “A Better Way Podcast,” The Ohio State University Fisher Center for Operational Excellence, (November 2019)

“Business trends impacting Central Ohio,” PBS News Hour (October 2019)

“The regionalization of manufacturing, Why is Panama in the eyes of the hi-tech industry,” Let’s Talk Supply Chain Blog, (September 2019)

“The rise of women in supply chain and logistics,” Refrigerated Frozen Food Magazine, (July 2019)

“How companies like Amazon are shifting logistics to a consumer centric approach,” www.packworld.com, (May 2019)

Road Dog Trucking Show, Sirius XM Radio. Radio. Trends in Transportation and Logistics (April 2019)

Road Dog Trucking Show, Sirius XM Radio. Radio. Trends in Transportation and Logistics (January 2019)

Road Dog Trucking Show, Sirius XM Radio. Radio. Trends in Transportation and Logistics. (December 2018).

Road Dog Trucking Show, Sirius XM Radio. Radio. Trends in Transportation and Logistics. (May 2018).

Road Dog Trucking Show, Sirius XM Radio. Radio. Trends in Transportation and Logistics. (April 2018).

Road Dog Trucking Show, Sirius XM Radio. Radio. Trends in Transportation and Logistics. (February 2018).

Road Dog Trucking Show, Sirius XM Radio. Radio. Trends in Transportation and Logistics. (January 2018).

INVITED ACADEMIC RESEARCH PRESENTATIONS

University of Maryland. 2019-2020

The Ohio State University Fisher College of Business. November 2016

MIT Zaragoza Logistics Center (Zaragoza, Spain). June 2015

Technological University of Panama (Panama City, Panama). December 2014

University of Hull, College of Business (Hull, United Kingdom). April 2013

ESSEC Business School (Paris, France). April 2013

Rutgers University, Rutgers Business School, Supply Chain Speaker Series, October 2013

University of Arkansas, Sam M. Walton College of Business, Department of Supply Chain Management. February 2012.

University of Illinois, College of Business Administration, Department of Business Administration (Marketing), PROSEM series. February 2011.

SELECTED PROFESSIONAL CONFERENCE PRESENTATIONS AND KEYNOTES

“E-Commerce: Revolutionizing Corporate Decision-Making,” *Presented during the 12th Annual North American Research Symposium on Purchasing and Supply Management, Memphis, TN, March, 2001.*

“Logistics Graduate Education: Evolution of Organizational Structures, Leadership Philosophies, and Teaching Styles in Educating Future Leaders of Electronic Supply Chains,” *Presented during the Council of Logistics Management Logistics Educators’ Conference, Kansas City, MO, October, 2001.*

“The Role of Strategic Environments in Enhancing Strategic Commitment, Organizational Commitment, and Job Satisfaction,” *Presented during the 2002 AMA Winter Marketing Educators’ Conference, Austin, TX, February, 2002..*

“Andragogy: The Next Step in Aligning Supply Chain Graduate Education with Organizational Structures and Leadership Styles of the Supply Chain,” *Presented during the 13th Annual North American Research Symposium on Purchasing and Supply Management, Dallas, TX, March, 2002.*

“Collaborative Transportation Management,” *Presented during the University of Arkansas Supply Chain Management Research Center Supply Chain Collaboration and Optimization Conference, April, 2002.*

“The Last Mile: An Examination of Effects Of Online Retail Delivery Strategies On Consumers,” *Presented during the University of Arkansas Supply Chain Management Research Center Board Meeting, September, 2002.*

“Effective Logistics Leadership for Hypercompetitive and Demanding Environments,” *Presented during the General Session of the Council of Logistics Management National Conference, San Francisco, CA, October, 2002.*

“The Role of Learning in Sales Forecasting Organizations,” *Presented during the University of Tennessee Sales Forecasting Forum, Knoxville, TN, May 2005.*

“Leading the Dynamic and Effective Supply Chain Organization,” *Presented during the General Session of the Council of Supply Chain Management Professionals National Conference, San Diego, CA, October, 2005.*

“Developing an Academic Identity,” *Presented during the Ph.D. Project MDSA Annual Conference, Chicago, IL, August, 2006.*

“Over-Collaboration – Understanding Asymmetry in Supply Chains,” *Presented during the University of Tennessee Supply Chain Strategy and Management Forum, Knoxville, TN, October, 2006.*

“Demand and Supply Integration,” *Panel Discussion participant during the Council of Supply Chain Management Professionals Supply Chain Educators’ Conference, San Antonio, TX, October, 2006.*

“The Vita: A Glimpse into the Past; A Glance into the Future,” *Presented during the Ph.D. Project MDSA Annual Conference, Washington, DC, August, 2007.*

“Managing Global Supply Chains in China,” *Panel Discussion Facilitator during the University of Tennessee Supply Chain Strategy and Management Forum, Knoxville, TN, October, 2007.*

“Collaborative Transportation Management,” *Presented during the Cultural Perspectives in Marketing Conference of the Academy of Marketing Science, New Orleans, LA, January, 2008.*

“Global Supply Chain Risk Management,” *Presented during the Interphex Supply Chain Management Conference, San Juan, Puerto Rico, February, 2008.*

“Global Sales and Operations Planning,” *Presented during the Interphex Supply Chain Management Conference, San Juan, Puerto Rico, February, 2008.*

“Developing the Supply Chain Professional,” *Presented during the Supply-Chain World North American Conference and Exposition, Minneapolis, MN, March 2008.*

“Developing a Research Stream,” *Panel Discussion Participant during the Fourth Annual Logistics Doctoral Symposium, Tuscaloosa, AL, April 2008.*

“Supplier Collaboration,” *Panel Discussion Facilitator during the University of Tennessee Supply Chain Strategy and Management Forum, Knoxville, TN, May 2008.*

“Critical Skills for Supply Chain Leaders,” *Presented during the Purchasing Managers Association of Canada (PMAC) Annual Conference, St. Johns, Newfoundland, Canada, May, 2008.*

“Power to the People: Transforming Supply Chains from the Bottom Up!,” *Keynote Address presented during the Purchasing Managers Association of Canada (PMAC) Annual Research Symposium, Calgary, Alberta, Canada, October 2008*

“Collaborative Transportation Management,” *Presented during the Interphex Supply Chain Management Conference, San Juan, Puerto Rico, January 2009.*

“Power to the People: Transforming Supply Chains from the Bottom Up!,” *Keynote Address presented during the National Association of Purchasing Managers- East Tennessee Meeting, Knoxville, TN, February 2009.*

“Global Sales and Operations Planning,” *Presented during the Interphex Global Conference, New York, NY, March, 2009.*

“Supply Chain Risks and Issues,” Presented during the Northrup Grumman Product Support Conference, Lake Charles, LA, May 2010

“Demand and Supply Integration,” Presented during the Global Supply Chain Forum, ESSEC Business School, Paris, France, July 2011

“Global Supply Chain Risk Management,” Presented during the Aerospace Industry Association Supplier Roundtable Conference, Ft. Lauderdale, FL, August, 2011

“Demand and Supply Integration,” Presented during the Health and Personal Care Logistics Conference, Longboat Key, FL, October 2011

“Supply Chain Collaboration,” Presented during the Strategic Accounts Management Association Annual Conference, San Diego, CA, May 2012

“Supply Chain Risk,” Presented during the Global Supply Chain Forum, ESSEC Business School, Paris, France, June 2012

“Curriculum Redesign,” Presented during the Annual Faculty Retreat, Philander Smith College, Little Rock, AR, August 2012

“Developing a Research Pipeline,” Presented during the Marketing Doctoral Students Association, PhD Project, Chicago, IL August 2012

“Global Supply Chain Trends,” Presented during the JB Hunt Technology Forum, Lowell, AR February 2013

“Global Supply Chain Trends,” Presented during the Hallmark Cards, Inc. Supply Chain Division Retreat, Kansas City, MO February 2013

“Strategic Supply Chain Management,” Presented during the JB Hunt Supply Chain Forum, Fayetteville, AR July 2013

“Tips for Academic Success,” Presented during the Marketing Doctoral Students Association, PhD Project, Boston, MA August 2013

“Omni Channel Supply Chain,” Presented during the Health and Personal Care Logistics Conference, Longboat Key, FL October 2013

“Retail Supply Chain Trends: Why Panama Should Care,” Presented during the Annual Panama/Central America Logistics Forum, Panama City, Panama March 2014

“Retail Supply Chain Trends: Why Panama Should Care,” Re-presented for the Panama Canal Authority, Panama City, Panama June 2014

“Strategic Supply Chain Management,” Presented during the ArcBest Supply Chain Forum, Fayetteville, AR June 2014

“The Future of Panama, and Why American Companies are Paying Attention,” Presented during the Panama Canal Authority Logistics Forum, Panama City, Panama July 2014

“Tips for Academic Success,” Presented during the Marketing Doctoral Students Association, PhD Project, San Francisco, CA August 2014

“Transportation, Technology, and Logistics,” Presented at Philander Smith College, Little Rock, AR September 2014

“Retail On Shelf Availability: Omni-Channel Implications,” Presented during the Council of Supply Chain Management Professionals Annual Global Conference, San Antonio, TX September 2014

“Trends and Issues in Retail,” Presented during the Council of Supply Chain Management Professionals Annual Global Conference, San Antonio, TX September 2014

“Teaching Effectiveness: Strategies and Tips,” Presented during the Council of Supply Chain Management Professionals Doctoral Student Symposium, San Antonio, TX September 2014

“PSC to PhD: Charting the Course to the Terminal Degree,” Presented at Philander Smith College, Little Rock, AR November 2014

“Consumer Trends Impacting Global Supply Chain Management,” Presented for the Lima, Peru CSCMP Roundtable May 2015

“Supply Chain Management: A Career in Transition,” Presented during the CSCMP Young Professional Symposium, Panama City, Panama, June 2015

“Teaching Effectiveness” Presented during the Council of Supply Chain Management Professionals Doctoral Student Symposium, San Diego, CA September 2015

“Global SCM Trends And the Panama Canal Expansion Implications,” Presented during the Panama Canal Authority Strategic Planning Forum, Panama City, Panama November 2015

“The New Consumer, and why Supply Chain Managers Should Care,” Presented during the SCMRC Annual Conference, April 2016

“Transition Academic Research Insights into Executive Education and Consulting Opportunities,” Presented during the MEFA Annual Conference, PhD Project, August 2016

“Supply Chain Issues and Trends,” Presented during the ArcBest Corporation Strategic Customer Advisory Meeting, August 2016

“Trends Impacting Supply Chains: A 3-5 Year Outlook,” Presented during the J.B. Hunt Customer Advisory Forum Series, September 2016

“The New Consumer, and why Supply Chain Managers Should Care,” Presented during the Transplace Leadership Development Summit, September 2016

“The New Panama Canal,” Presented during the HPCLC Fall Conference, September 2016

“Women In Logistics: Findings of the 20th Annual Study,” Presented during the CSCMP Annual Global Conference, September 2016

“Air to Ocean Conversion: Trends and Issues,” Presented during the HPCLC Spring Conference, March 2017

“Breakthrough Trends in Last-Mile Logistics,” Presented during the J.B. Hunt Sales Summit, April 2017

“Trends and Issues in Retail Logistics,” Presented during the Columbus Retail Summit, August 2017

“Deans Talk: Are Business Schools Addressing the Supply Chain Talent Gap,” Presented during the CSCMP EDGE Conference, September 2017

“Automation in Logistics,” Presented during the HPCLC Fall Conference, October 2017

“Women and Diversity in Logistics: Results of the Annual Study,” Presented during the University of Arkansas SCMRC Annual Symposium, November 2017

“Pursuing a Ph.D. in Supply Chain Management,” Presented during the Ph.D. Project Annual Conference, November 2017

“The New Transportation Landscape: Digitization and Technology Trends,” Presented during the National Industrial Transportation League Annual Conference, January 2018

“Technology Trends in SCM,” Presented during the Ohio State University COE Supply Chain Symposium, March 2018

“Last Mile Logistics Trends,” Presented during the HPCLC Spring Conference, March 2018

“Consumer Trends that Supply Chain Executives Should Pay Attention To,” Presented during the Ohio State University COE Summit, April 2018

“Trends and Issues in US Retail Logistics,” Presented during the CIMBA Italy Academic Insights Symposium, Paderno Del Grappa, Italy, May 2018

“The New Consumer and Their Supply Chain Implications,” Presented during the ArcBest Corporation Strategic Customer Advisory Meeting, July 2018

“Trends and Issues in Retail Logistics,” Presented during the Columbus Retail Summit, August 2018

“Digitalization and Transportation,” Presented during the J.B. Hunt Customer Advisory Forum, September 2018

“Last-Mile Logistics Trends,” Presented during the J.B. Hunt Last Mile Customer Advisory Forum, September 2018

“Digitalization: Evolution or Revolution,” Presented during the CSCMP EDGE Conference, September 2018

“Women and Diversity in Logistics: Results of the Annual Study,” Presented during the CSCMP EDGE Conference, September 2018

“Solutions to the Transportation Capacity Crunch,” Presented during the HPCLC Fall Conference, October 2018

“Pursuing a Ph.D. in Supply Chain Management,” Presented during the Ph.D. Project Annual Conference, November 2018

“Developing a Research Program,” Presented during the Ohio State University Office of Diversity and Inclusion Graduate Student Retreat, November 2018

“Trends and Issues in Consumer-Centric SCM,” Presented during the Ohio State University Department of Marketing and Logistics SCM Product Workshop, December 2018

“Women and Diversity in Logistics: Results of the Annual Study,” Presented to the Columbus Region Logistics Council Women in Logistics Breakfast, December 2018

“Finding Your Competitive Advantage” Presented during the Ohio State University Office of Diversity and Inclusion Graduate Student Convocation, January 2019

"Technology Trends in Logistics" Presented at the HPCLC Spring Conference, March 2019

"Consumer Centric Supply Chain Management", Presented at the WERC Annual Conference, April 2019

“The Power of Logistics”. Presented during the Ohio State University “The Logistics Association” Annual Banquet, April 2019

“The Power of Logistics” Presented at the CIMBA Italy Professional Development Workshop, May 2019

"Home Delivery Logistics: Consumer Trends" Presented during the Furniture Logisticians Annual Conference, May 2019

"Last Mile Logistics Trends", Presented during the CBUS Retail Annual Conference, June 2019

"Innovation in Transportation: JB Hunt", Presented at the Eye for Transport Annual Global Logistics Forum, June 2019

"Retail Logistics Issues and Solutions" (Panelist), Presented at the CBUS Retail Annual Conference, June 2019

“Women in Logistics” Presented for the City of Columbus Chamber of Commerce, July 2019

"The New Consumer Centric Logistics Agenda" (Keynote Presenter), Presented during the Panama Logistics Summit, August 2019

“Trends in Pharmaceutical Logistics” (Moderator), Presented at the United Airlines Cargo Customer Forum, September 2019

“Business in Latin America: Logistics Implications” Presented for The Ohio State University Fisher COB Global Student Organization, September 2019

"Home Delivery Logistics Trends" Presented during the JB Hunt Transport Home Delivery Advisory Forum, September 2019

"The Power of Logistics and OSU" Presented at the Columbus Logistics Breakfast Club Meeting, September 2019

"Home Delivery in Pharma" (Moderator), Presented during the HPCLC Fall Conference, October 2019

"Consumer Issues in Logistics, Presented for Duquesne University College of Business, " October 2019

"Pursuing a Ph.D. in Supply Chain Management", Presented during the Ph.D. Project Annual Conference, November 2019

"Developing a Research Network", Presented during the Ohio State University Office of Diversity and Inclusion Graduate Student Retreat, November 2019

SUPERVISION OF DOCTORAL STUDENT WORK

Abhinav "Sunny" Hasija (The Ohio State University), "AI in Logistics" – Dissertation Advisor 2019 - Present

Ha Ta (University of Arkansas), "Crowdsourced Logistics and Business-to-Consumer Collaboration" – Dissertation Chair 2015-2018.

Vince Castillo (University of Tennessee), "Crowdsourced Logistics" – Dissertation Committee Member 2016-2018. Current faculty appointment: Assistant Professor, The Ohio State University

Simone Peinkofer (University of Arkansas), "Omni Channel Supply Chain Management" – Dissertation Chair 2013-2016. Current faculty appointment: Assistant Professor, Michigan State University

LaDonna Thornton (University of Tennessee), "Supply Chain Politics" – Dissertation Chair 2012-2013. Current faculty appointment: Assistant Professor, Florida State University

Monique Murfield (University of Tennessee), "Investigating Supplier Accommodation of Customers: A Mixed-Method Approach" – Dissertation Chair 2011-2012. Current faculty appointment: Assistant Professor, Miami University

Serhiy Ponomarov (University of Tennessee) – "Supply Chain Resilience" – Dissertation Committee Member 2010-2011. Current faculty appointment: Assistant Professor, The Citadel

Rodney Thomas (University of Tennessee), "The Impact of Time Pressure on Supply Chain Relationships," – Dissertation Co-Chair 2007-2008. Current faculty appointment: Associate Professor, University of Arkansas

C. Cliff Defee (University of Tennessee), "Supply Chain Leadership" – Dissertation Committee Member 2006-2007. Current faculty appointment: Associate Professor, Auburn University

Ila Manuj (University of Tennessee), "A Computer-Based Simulation Investigation of Environment-Strategy Fit For Risk Management In Global Supply Chains" – Dissertation Committee Member 2006-2007. Current faculty appointment: Associate Professor, University of North Texas

RESEARCH GRANTS, COMMISSIONS AND CONTRACTS

Recipient, Scholarly Research Grant Program (2005), College of Business Administration, University of Tennessee, for research associated with Supply Chain Collaboration.

Recipient, Scholarly Research Grant Program (2004), College of Business Administration, University of Tennessee, for research associated with Supply Chain Relationship Management.

Research Associate (Spring 2003), "Supply Chain Collaboration: Investigating the Effects of Citizenship Behavior on Boundary Spanners' Perceptions of Supply Chain Relationships", Research funded by the Federal Highway Administration Dwight D. Eisenhower Graduate Fellowship Program and University of Arkansas Supply Chain Management Research Center.

Research Associate (Spring 1998), "Driver Retention: The Impact of Dispatcher Characteristics", Research funded by the Federal Highway Administration Dwight D. Eisenhower Graduate Fellowship Program.

Research Associate (Fall 1995 – Spring 1996), "NAFTA Implications of a Commodity Flow Study of Arkansas Interstate Highways," Research funded and supported by the Federal Highway Administration Dwight D. Eisenhower Fellowship Program and the Arkansas State Highway and Transportation Department.

TEACHING ACTIVITIES

UNDERGRADUATE

BUSML 3380 (The Ohio State University) – Introduction to Logistics Management

WCOB 300V (University of Arkansas) – International Business in Panama Study Abroad

SCMT 2103 (University of Arkansas) – Introduction to Supply Chain Management

WCOB 3003H (University of Arkansas) – Honors Colloquium in Supply Chain Management

LOG 421 (University of Tennessee) – Strategic Procurement.

LOG 460 (University of Tennessee) – Strategic Logistics in a Global Environment.

IB 439 (University of Tennessee) – Global Supply Chain Management

TLOG 3623 (University of Arkansas) – Purchasing and Inventory Systems.

TLOG 3443 (University of Arkansas) – Principles of Transportation.

MKTT 4943 (University of Arkansas) - Retail Buying / Merchandising. (Guest lecture)

GRADUATE

BUSML 7381 (The Ohio State University) – Logistics Decision Making (Masters)

BUSMHR 7010 (The Ohio State University) – Global Business in Panama (Masters)

BUSML 8386 (The Ohio State University) – Doctoral Seminar in Theory / Qualitative Methods

SCMT 6103 (University of Arkansas) – Doctoral Seminar in SCM Thought

SCMT 5623 (University of Arkansas) – Strategic Supply Chain Management (MBA)

SCMT 5683 (University of Arkansas) – Global Supply Chain Management Strategy (eMBA)

LOG 613 (University of Tennessee) – Doctoral Seminar in Supply Chain Thought

LOG 505 (University of Tennessee) – Supply Chain Management Strategy (MBA Core)

Professional MBA (University of Tennessee) – Strategic Procurement

Aerospace and Defense MBA (University of Tennessee) – Supply Chain Management Strategy

Masters of Global Entrepreneurship Management (University of San Francisco) – Global Distribution and Supply Chain Management

CIMBA Italy MBA Program (University of Iowa) – Supply Chain Management Foundations

EXECUTIVE / CONTINUING EDUCATION

JB Hunt Supply Chain University (University of Arkansas) – 2014-Present

- Supply Chain Strategy

Global Supply Chain Executive Development Program (University of Tennessee) – 2011-2013 (biannually)

- Supply Chain Operations
- Supply Chain Strategy

Supply Chain Relationships and Leadership (University of Tennessee) – 2011-2013 (biannually)

- Intrafirm Integration
- Interfirm Integration
- Supply Chain Leadership
- Supply Chain Culture

Supply Chain Certification Program (University of Tennessee) – 2004-2011 (biannually)

- Procurement/Logistics Interfaces
- Transportation Strategies
- Supply Chain Strategy

Logistics Executive Development Program (University of Tennessee) – 2006-2011(annually)

- Strategic Procurement
- Transportation Strategies

SERVICE ACTIVITIES

UNIVERSITY, COLLEGE AND DEPARTMENT ACTIVITIES

Faculty Senate, The Ohio State University (2018 – Current)

OSU Faculty Council, Member (2018 – Current)

The OSU University Rules Committee, Member (2018 – Current)

Departmental Logistics Curriculum Committee, Member. (2019 - Current)

Logistics Faculty Search Committee, Co-Chair. (2019)

Fisher Core Academy, Member. (2017 - 2019).

Fisher Diversity and Inclusion, Member. (2017 – Current).

Fisher Executive Education Committee, Member. (2017 – Current).

Fisher Ph.D. Project Committee, Member. (2017 – Current)

Fisher Undergraduate Programs Office Recruitment Events Participant (2018 – Current)

Faculty Senate, University of Arkansas (2016 – 2017)

Member, Provost Search Committee, University of Arkansas (2016 – 2017)

Member, Conflict of Interest Committee, University of Arkansas (2016 – 2017)

Walton College of Business Undergraduate Programs Committee (2014 – 2017)

Chair, African American Resource Group, University of Arkansas (2014 – 2017)

Department of Supply Chain Management Research Strategy Committee Chair (2015 – 2017)

Walton College of Business Strategic Planning Committee (2014 – 2015)

Department of Marketing and SCM Strategic Planning Committee (Fall 2009 - 2013)

At-Large Member, Dean's Faculty Advisory Committee, The University of Tennessee College of Business Administration (2008-present)

Faculty Content Expert, Supply Chain Strategy and Management Forum, (Spring 2004 – present)

University of Tennessee Athletics Board, (Summer 2009 – Spring 2012)

Department Head Search Committee, Department of Marketing and Logistics, The University of Tennessee (Fall 2004)

Logistics Career Student Advising Workshop (2005, 2006, 2007)

MBA Restructuring Focus Group (Fall 2008)

Coach – University of Tennessee National Black MBA Association Case Competition Team (2008-present)

University of Tennessee Commission for Blacks (Chancellor's Appointment 2007-present)

University of Tennessee Ph.D. Project Recruitment Team (Fall 2004 - present)

Assistant Director of Minority Affairs Search Committee, Office of Multicultural Student Affairs, The University of Tennessee (Summer 2006)

Assistant Director of Center for Executive Education Search Committee, The University of Tennessee (Summer 2006)

College of Business Administration Diversity Task Force, The University of Tennessee (Spring 2006)

University of Tennessee ME4UT Panelist (Spring 2004)

PROFESSIONAL SERVICE AND LEADERSHIP

Chair, CSCMP Academic Strategies Committee (2019 – Current)

CSCMP Board of Directors, Member (2019 – Current)

American Marketing Association WQS Diversity Award Committee, Member (2019)

CBUS Retail Board of Directors, Member (2019 – Current)

Co-Chair, CSCMP Bowersox Doctoral Symposium (2016 – 2018)

Member, CSCMP Academic Strategies Committee (2013 – 2019)

Chair, CSCMP Academic Case Library (2014 – 2016)

Chair, CSCMP Doctoral Dissertation Award Committee (2014)

Faculty Advisor, PhD Project Marketing Doctoral Student Association (2011 – 2014)

Co-Chair, Logistics Doctoral Symposium, Knoxville, TN (2012)

Co-Chair (with Molly Rapert), Marketing Strategy Track of 2010 American Marketing Association Winter Educators' Conference.

Co-Chair (with Funda Sahin), Current Research and Theoretical Developments Track at the 2005 Supply Chain Educators' Conference of the Annual CSCMP Meeting

Member, CSCMP State of Logistics Report Committee (2006)

KPMG Ph.D Project MDSA Faculty Mentor/Mock Interviewer (2006-2008)

Associate Editor for *Journal of Business Logistics*

Associate Editor for *Journal of Supply Chain Management*

Reviewer for *Journal of Operations Management*

Reviewer for *Decision Sciences Journal*

Reviewer for *Journal of the Academy of Marketing Science*

Reviewer for *International Journal of Logistics Management*

Reviewer for *International Journal of Physical Distribution and Logistics Management*

Reviewer for *Transportation Journal*

Reviewer for *CSCMP Supply Chain Educators Conference*

Reviewer for *CSCMP Student Paper Award*

Member, Council of Supply Chain Management Professionals (CSCMP)

Member, American Marketing Association (AMA)

Member, Academy of Marketing Science (AMS)

Member, Decision Sciences Institute (DSI)

ACADEMIC AWARDS AND HONORS

F. Perry and Elaine Ozburn Award for Innovative Research – 2010

This award recognizes innovative and impactful research in support of the University of Tennessee Department of Marketing and SCM's strategic initiatives and multidisciplinary philosophy.

Bernard J. LaLonde Best Paper Award – 2010, 2017

This award recognizes the top manuscript published in the field's top academic journal – the *Journal of Business Logistics*.

Bernard J. LaLonde Best Paper Award Finalist – 2015

University of Tennessee College of Business Administration MBA Award for Excellence in Teaching – 2009, 2012

University of Tennessee Chancellor's Award for Excellence in Teaching - 2009

University of Tennessee Hardy Liston Chancellor's Award - 2007

This award is presented to a member of the University of Tennessee faculty, staff or administration that has exemplified a commitment to diversity and inclusion at the University.

University of Tennessee College of Business Administration Outstanding Teaching Award Finalist – 2005/2006

US Department of Transportation Dwight D. Eisenhower Graduate Transportation Fellowship

The Eisenhower Graduate Transportation Fellowship is a nationally competitive fellowship awarded annually to students pursuing Masters and Ph.D. degrees in transportation-related fields. The fellowship award consists of full tuition, fees, living stipend, and research support. The purpose of the fellowship program is to attract, develop, and retain top talent in transportation-related fields by encouraging them to pursue advanced degrees.

Eno Transportation Foundation Fellowship

The Eno Fellowship program brings 20 top students from colleges and universities from around the country to Washington, D.C., for a firsthand look at how national transportation policy is decided and implemented. The students meet with policy makers from government, industry and Congress. They also go behind the scenes to see how the nation's transportation policies are actually formed, debated, shaped and ultimately adopted and applied.

University of Arkansas Mack-Blackwell Transportation Center Outstanding Student of the Year

Annually awarded by the U.S. DOT to the most outstanding student from each participating University Transportation Center for her/his achievements and promise for future contributions to the transportation field. Students of the Year are selected based on their accomplishments in such areas as technical merit and research, academic performance, professionalism, and leadership.

University of Arkansas Doctoral Fellowship

Competitively awarded to outstanding doctoral candidates based on academic and professional records, as well as national test scores (full tuition plus stipend, per year).

Sam M. Walton College of Business Bell Fellowship

The Bell Fellowship is competitively awarded to outstanding doctoral students who have family obligations (i.e. spouse, children, etc.). The fellowship award is based on academic merit and departmental recommendation.

University of Arkansas Graduate School Dean Student Advisory Board

Recommended by Associate Dean of the Sam M. Walton College of Business to serve as a member of the Student Advisory Board of the Dean of the U of A Graduate School. Focus on general issues associated with Graduate Studies at the U of A. Also, serve as a student liaison to the U of A Graduate Council – the Faculty-comprised governing body of the U of A Graduate School.

Sam M. Walton College of Business Dean's Student Advisory Board

Represented Ph.D. Student Body on the Board designed to provide the Dean of the College with visibility to student concerns/issues.

National Association of Purchasing Managers CAPS Research Symposium Fellow (2001, 2002)

Council of Logistics Management Doctoral Symposium (2001, 2002)

OTHER ACTIVITIES

PROFESSIONAL DEVELOPMENT

Ivey Business School Case Teaching, Knoxville, TN (December 2011)

Participant, Faculty Study Abroad Program in European Integration, May 13-24, 2007 – Strasbourg, France, Wang Center for International Business Education and Research Center (CIBER) of University of Memphis and IECS Strasbourg Graduate School of Management

Participant, Ph.D. Project MDSA Doctoral Symposium, San Diego, CA (2002)

Participant, CLM Doctoral Symposium, San Francisco, CA (2002)

Participant, CLM Doctoral Symposium, Kansas City, MO (2001)

EXECUTIVE ENGAGEMENT

Educational Consultant, Health and Personal Care Industry (i.e. Johnson & Johnson, Merck, etc.) (Spring 2010-current)

J.B. Hunt Customer Advisory Forum Workshop Series (a variety of firms across several industries, including Tesla, Home Depot, Target Stores, ConAgra, Bed Bath & Beyond, Pabst Brewing Company, Mondelez, Clorox, PPG, and Kimberly-Clark) (Fall 2016)

GS1 Peru Supply Chain Strategy Education Series, Lima, Peru (Summer 2015)

United States Air Force (Summer 2005)

CHEP, USA (Summer 2006)

Radio Systems Corporation (Summer 2006, Summer 2008)

TYCO (Fall 2008)

Lowe's Corporation (Spring 2010-Fall 2011)

INDUSTRY EXPERIENCE

Hallmark Cards, Inc. Kansas City, MO (6/98 – 8/00)

Sr. Traffic Administrator – Provided strategic-level transportation and logistics support and consultation to various business units and departments within the company. Purchased transportation services for the entire corporation and its subsidiaries. Co-managed a \$56MM transportation spend. Developed and hosted corporate-wide Transportation Management Conferences. Participated in development of Hallmark.com logistics and transportation network. Developed and launched corporate-wide transportation management and procurement realignment strategy.

Arkansas Highway and Transportation Department Little Rock, AR (8/95 – 7/96)

Research and Intermodal Planning Assistant – Assisted in writing and conducting transportation research and statewide planning projects. Presented a research project at the National Transportation Research Board. Participated in Federal Highway Administration road tours and launch of FHWA Mississippi Delta Research Study. Represented Transportation Department at local community meetings and Chambers of Commerce.

REFERENCES

Available upon request