

## **ABBREVIATED CV**

September 22<sup>nd</sup>, 2023

# Prof. Dr. Arnd Huchzermeier



## **RESEARCH INTERESTS**

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Management-Quality for Industrial Excellence, Sustainability, Global Supply Chain and Risk Management, OM-Marketing Interface: Efficient Consumer Response (ECR) and Retail Analytics, OM-Finance Interface: Blockchain, Real Options Analysis and Supply Chain Finance

“Operational hedging, a term promulgated by Huchzermeier and Cohen (1996)”, *Management Science*, 2007

“Ranked among Top 250 academics based on lifetime achievement” *WirtschaftsWoche*, 2020

“WHU’s Supply Chain Management group ranks 9<sup>th</sup> place by empirically-focused journals, #1 in Europe”, *SCM Journal List™*, 2022

## **INDUSTRY AND RETAIL COMPETENCE**

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Frequent (keynote) speaker on Industrial Excellence and Global Manufacturing Competitiveness, Top-down and Bottom-up Operations Strategy Formation and Engagement in Business Units, Global Supply Chain and Risk Management, Real Options Analysis, Promotion and Judgmental Demand Forecasting as well as Retail Analytics

“One of the leading academics that Germany listens to”, *Frankfurter Allgemeine Zeitung*, 2013

## **PERSONAL INFORMATION**

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Business Address: WHU—Otto Beisheim School of Management, Production Management, Burgplatz 2, 56179 Vallendar, Germany, +49-261-6509-380 / +49-170-731-8945

Email: [ah@whu.edu](mailto:ah@whu.edu)

Skype: arndhuchzermeier

WHU: [www.whu.edu/prod](http://www.whu.edu/prod)

Industrial Excellence Award (formerly Die Beste Fabrik) [www.industrial-excellence-award.eu](http://www.industrial-excellence-award.eu)

Working Papers: [papers.ssrn.com](http://papers.ssrn.com)

Social Networks: [www.linkedin.com](http://www.linkedin.com)

Marital Status: Married, two children (born 2001 and 2004)

Place & Date of Birth: Heidelberg, Germany; March 27<sup>th</sup>, 1961

Nationality: German

## EDUCATION

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- 1986 – 1990
- Ph.D. in Operations Management, University of Pennsylvania, The Wharton School, Decision Sciences Department, Philadelphia, Pennsylvania, USA
- Ph.D. Thesis: Global Manufacturing Strategy Planning under Exchange Rate Uncertainty
  - Ph.D. Committee: Professor Morris Cohen, Professor Marshall Fisher, Professor Paul Kleindorfer (all Wharton DESCI), Professor Bruce Kogut (Wharton MGMT) and Professor Bernard Dumas (Wharton INTL FIN)
  - Research Fellow, Stanford University, Graduate School of Business, Palo Alto, California, USA, 1989
  - Research Fellow, INSEAD, Fontainebleau, France, Summer 1988
  - Scholarship from Siemens Corporate Research Laboratories, Princeton, New Jersey, USA, for 1<sup>st</sup> year; Wharton dean's scholarship for 2<sup>nd</sup> year; Wharton Lauder Institute scholarship for 3<sup>rd</sup> and 4<sup>th</sup> year
- 1981 – 1986
- Dipl.-Wirtsch.-Ing. (Dual MSc degree) in Business Administration and Computer Science/Operations Research, Karlsruhe Institute of Technology/KIT, Karlsruhe, Germany
- DAAD Scholarship for one year of post-graduate study in Canada
  - Master thesis: Scheduling Algorithm for Flexible Flow Lines, Computer Simulation of a Wafer Fabrication Line and Fault Analysis in a Manufacturing Environment. Siemens Corporate Research Laboratories, Princeton, New Jersey, USA, 1985-1986
  - Tutor for exercises of courses: Pascal Programming, 1982-1984; Statistics I 1983-1984; Introduction to Computer Science A, B & C, 1984-1985
  - Siemens Studentenkreis (Fellowship Program), 1984-1986
- 1980
- Abitur (High-School diploma), Goethe Gymnasium Gernersheim, Gernersheim, Germany
- Stiftung des Deutschen Volkes: Assessment as top 5% of German high school students, 1979

## EMPLOYMENT

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- Since 1993
- Chaired Professor in Production Management (tenured), WHU – Otto Beisheim School of Management, Vallendar and Dusseldorf, Germany
- Main courses offered: Production and Service Operations Management, Industrial Excellence, Ecommerce Operations Management, Operations Strategy & Sustainability, Lean Six Sigma Green Belt Seminar, Doctoral Seminar in Operations Management Research
  - Undergraduate/BSc, Graduate/MSc and Ph.D. Program, since 1993
  - Tepper-WHU MBA Program, 2002-2006
  - Kellogg-WHU Executive MBA Program, 2002-2003
  - Full-Time MBA Program, 2005-2015
  - Part-Time MBA Program, 2011-2015
  - Executive Education: among others, 3M (2008-2009, 2012), Arcelor (2005), CEIBS EMBA (2013), De Beers (1999), Deutsche Bahn (2002), Henkel (2007), Kühne & Nagel (2007), Metro (2000-2010)
- Co-Founder and Academic Director INSEAD-WHU Industrial Excellence Award (“Die Beste Fabrik”) competition, since 1996
- Media partner: WirtschaftsWoche, 1996-2016
  - Conference partner: Euroforum, 2004-2015
  - Patron: Bundesverband der Deutschen Industrie (BDI), since 2010
- Director Center for Collaborative Commerce, since 2007
- Funded by ECR Europe, Belgium, 2007-2012

Speaker of the Supply Chain Management Group, 2007-2009

Car sharing service 'Campus Car' for WHU students, 2009-2013

- One of two co-founders of 'MobilityNow Haftungsbeschränkt' to finance startup
- Secured extra funding through advertisement posted on vehicles
- Invested in 3 Smart cars and one BMW 1-series car
- In cooperation with WHU initiative WHUSH to support day-to-day operations
- Online booking platform for capacity management with advance reservations capability

Online training for Green Belt Certification for MBA students with Moresteam, USA, since 2013

Online training and project work for Black Belt Certification for MBA Students with Moresteam, USA, since 2014

- 1998 Offer Chair in Production Management (tenured): Leipzig Graduate School of Management / HHL, Leipzig, Germany
- 1991 – 1993 Assistant Professor in Production Management and International Business (tenure track), University of Chicago, Booth Graduate School of Business, Chicago, Illinois, USA
- Newly developed 'International Operations Management' course, covering for the first time supply chain management and real option topics in an Operations Management course, publicly recognized by MIT as "most innovative course taught at a US business school" and thereafter adopted by most major U.S. business schools
- 1992 Resident Faculty, Hewlett-Packard Company, Strategic Planning and Modeling Group, Menlo Park, California, USA
- Operational and financial risk management in a global supply chain network
- 1990 Lecturer in Production Management and International Business (tenure track), University of Chicago, Booth Graduate School of Business, Chicago, Illinois, USA
- Additional offers of a position as Assistant Professor in Production Management (tenure track):
- Carnegie Mellon University, Tepper School of Business, USA
  - Columbia University, Columbia Business School, USA
  - Duke University, Fuqua School of Business, USA
  - New York University, Stern School of Business, USA
  - University of California at Los Angeles, Anderson School of Management, USA
  - University of California at San Diego, Rady School of Management, USA
  - University of Illinois at Chicago, Liautaud Graduate School, USA
  - University of Michigan, Stephen M. Ross School of Business, USA
  - University of Texas at Austin, McCombs School of Business, USA
  - Vanderbilt University, Owen Graduate School of Business, USA
  - WHU – Otto Beisheim School of Management, Germany

## **VISITING POSITIONS**

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- 2016 – 2018 University of Pennsylvania, The Wharton School, Operations, Information and Decisions Department, MBA Program (Operations Strategy Practicum in Germany), Philadelphia, Pennsylvania, USA
- 2013, 2016, 2018 Kobe University, Graduate School of Business Administration, Master Program (SESAMI), Kobe, Japan
- 2004 – 2005 ZfU International Business School, Executive Education, Thalwil, Switzerland
- 2005 TIAS Business School, Executive MBA Program, Budapest, Hungary

2004	Central European University, CEU Business School, Executive MBA Program, Budapest, Hungary TIAS Business School, Executive MBA Program, Tilburg, The Netherlands University of Navarra, IESE Business School, MBA and Ph.D. Program, Barcelona, Spain University of St. Gallen, MBA Program, Stuttgart, Germany
1999 – 2002	Leipzig School of Management / HHL, Graduate and MBA Program, Leipzig, Germany
1995, 2000	University of Pennsylvania, The Wharton School, Operations and Information Management Department, MBA and Ph.D. Program, Philadelphia, Pennsylvania, USA
1998 – 1999	Vienna University of Economics and Business Administration, Graduate Program, Vienna, Austria
1994 (2), 1997	University of Chicago, Booth Graduate School of Business, MBA Program, Chicago, Illinois, USA
1997	INSEAD, Executive Education, Fontainebleau, France
1995	University of Western Ontario, Ivey Business School, Executive Education, Ontario, Canada
1992	WHU – Otto Beisheim School of Management, Production Management, Graduate Program, Vallendar, Germany

#### **PROFESSIONAL POSITIONS**

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Since 2020	Member of Project Zebra
Since 2018	Member of Circle of Innovation Experts (“Expertenkreis Innovation”), GS1 Germany, Germany - Member of the Jury of the Annual Science Award (85,000€ prize money)
Since 2017	Department Editor of <i>Management &amp; Business Review</i>
Since 2015	Jury Member of Gartner’s Power of the Profession Awards, USA
Since 2013	Senior Editor ‘OM-Marketing Interface’, <i>Production and Operations Management</i> , Production and Operations Management / POM Society, USA
2012 – 2017	Academic Chairman of the Academic Partnership of GS1 Germany, Germany - Annual selection of projects to be supported by the research pool with a budget of 30.000€ - Annual award for the best supply chain collaboration with a prize money of 20.000€ - Annual management conference for academic and industry members
2007 – 2012	Chairman of the Academic Partnership and Member of the Operating Board of ECR Europe, Belgium - Managed the secretariat of the International Commerce Institute / ICI to support all ECR Europe activities, e.g., conferences, etc. - <i>International Commerce Review: ECR Journal / ICR</i> - Successful relaunch of the ICR published by Springer and co-edited by Prof. Daniel T. Jones, CEO Lean Enterprise Academy, and Alan Mitchell, Independent Business Writer, both United Kingdom - Exceptional editorial board of demand and supply side academics from the best business schools around the world - Direct mail to approx. 1,500 (up to 4,000) senior executives of the Fast

- Moving Consumer Goods industry as well as board members of global and European industry associations
  - Invitation by Harvard Publishing to disseminate articles of the ICR through their online case library starting in 2012
  - Listing of all articles—including articles from the predecessor journal—in the Case Center (Formerly )European Case Clearing House with royalty payments
  - Developed and managed the ‘Progressive Management Program/ PMP’ to strengthen collaborative and leadership skills in the fast moving consumer goods industry; in partnership with:
    - Cambridge University, Judge Business School, Cambridge, and London Business School, London, both United Kingdom: Module 1—Understanding Consumers
    - INSEAD, Fontainebleau, France: Module 4—Leading Change
    - University of Pennsylvania, The Wharton School, Philadelphia, Pennsylvania, USA: Module 2—Generating Demand
    - WHU—Otto Beisheim School of Management, Vallendar, Germany: Module 3—Executing Supply
  - ICI-Unilever Research Grant: from international Call-for-Papers, selection of research projects, reviewing intermediate reports and final acceptance of submissions; papers were published, among others, in *Management Science*, *Marketing Science*, *Sloan Management Review*, etc.
- 2007 – 2012 Executive Editor, *International Commerce Review: ECR Journal*, Springer, Germany
- 2006 – 2008 Associate Editor ‘Supply Chain Management’, *Management Science*, Institute for Operations Research and Management Science / INFORMS, USA
- Special Issue on ‘Operations-Finance Interface’
- 2004 – 2019 Senior Editor ‘Supply Chain Management’, *Production and Operations Management*, *Production and Operations Management / POM Society*, USA
- 2002 – 2017 Founding Member of the Academic Partnership of ECR Germany, Germany
- 1999 – 2012 Founding Member of the Academic Partnership of ECR Europe, Belgium
- Launch of the inaugural issue of the *ECR Journal: International Commerce Review* published by Elsevier
- Since 1996 Academic Director, ‘Die Beste Fabrik / Industrial Excellence Award’ (joint with INSEAD, Fontainebleau, France and WirtschaftsWoche, Düsseldorf, Germany, 1996-2016; patron: Bundesverband der Deutschen Industrie / BDI, Berlin, Germany, since 2010)
- Launch of international web site [www.industrial-excellence-award.eu](http://www.industrial-excellence-award.eu) in 2013
  - Annual revision of the online questionnaire available in English and in German, since 1996: Lean Management, 1996-2001; Supply Chain Integration, 2002-2007; Strategy Formulation, Cascading, Execution and Alignment, since 2008; Top-down and Bottom-up Digital Strategy Formation and Innovation, since 2017; Integrated Resilience and Sustainability Management, since 2022
  - German top plants: Procter & Gamble, 1997; Johnson Controls, 1998; Faurecia, 1999; SEW Eurodrive, 2000; Siemens, 2001; Deckel-Maho, 2002; Fujitsu-Siemens, 2003; Siemens, 2004; Cherry, 2005; Rational, 2006; Siemens, 2007; BMW, 2008; Siemens, 2009; ABB Switzerland und Roto Frank, 2010; Siemens, 2011; BMW, 2012; BMW, 2013; MDC Power, 2014; Recaro Aircraft Seating, 2015; Zalando Operations and Audibene, 2016; Daimler and Infineon

- Operations, 2017; HelloFresh 2018; Henkel and Nobilia Kitchen 2020; plus numerous Laureates as 2<sup>nd</sup> place winners called Laureates
- Host of the annual WirtschaftsWoche Conference 'Die Beste Fabrik / Industrial Excellence Award' organized by EUROFORUM, Düsseldorf, Germany, 2004-2015; one of the most highly rated and regarded conferences of EUROFORUM each year
  - Expansion of the industry competition to:
    - Spain with IESE Business School of the University of Navarra in 2009
    - The Netherlands with TU/e Eindhoven and Rotterdam Business School of Erasmus University in 2011
    - The United Kingdom with Judge Business School of the University of Cambridge in 2015
    - Turkey with Koç University in 2015
    - Switzerland with ETH Zurich and IMD in 2016
    - Italy with SDA Bocconi in 2016
    - Portugal with AESE Business School in 2018
    - Austria with WU Vienna, Belgium with Vlerick Business School and Luxemburg with LCL in 2019

#### **PUBLISHED BOOKS & PROCEEDINGS**

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1. Bebersdorf, Peter; Huchzermeier, Arnd (2022): *Variable Tact Principle: Mastering Variance with Limitless Product Individualization*. Springer, 256 p., and <https://link.springer.com/book/10.1007/978-3-030-87170-3>
2. Bebersdorf, Peter; Huchzermeier, Arnd (2022): *Variable Takt: Mit dem VarioTakt Varianz beherrschen bei grenzenloser Produktindividualisierung*. Springer, 275 p. (in German), and <https://link.springer.com/book/10.1007/978-3-662-63931-3>
3. Lee, Hau; Ernst, Ricardo; Huchzermeier, Arnd; Cui, Shiliang (2022): *Creating Values with Operations and Analytics: A Tribute to the Contributions of Professor Morris Cohen*. Springer Series in Supply Chain Management, and <https://link.springer.com/book/9783031088704>
4. Hellwig, Daniel; Karlic, Goran; Huchzermeier, Arnd (2021): *Entwickeln Sie Ihre eigene Blockchain – Ein praktischer Leitfaden zur Distributed-Ledger-Technologie*. Springer, 205 p. (in German), and <https://link.springer.com/book/10.1007/978-3-662-62966-6>
5. Scholz, Thilo R.; Huchzermeier, Arnd; Kühlmann, Torsten A. (2021): *Designing a Bottom-up Operations Strategy: Transforming Organizations and Individuals*. Springer, 117 p., and <https://link.springer.com/book/10.1007/978-3-030-82771-7>
6. Hellwig, Daniel; Karlic, Goran; Huchzermeier, Arnd (2020): *Build Your Own Blockchain – A Practical Guide to Distributed Ledger Technology*. Springer, 187 p., and <https://link.springer.com/book/10.1007/978-3-030-40142-9>
7. Zhao, Lima; Huchzermeier, Arnd (2018): *Supply Chain Finance: Integrating Operations and Finance in Global Supply Chains*. Springer, 183 p. (soon available in Chinese), and <https://link.springer.com/book/10.1007/978-3-319-76663-8>
8. Loch, Christoph H.; Chick, Stephen; Huchzermeier, Arnd (2008): *Management Quality and Competitiveness: Lessons from the Industrial Excellence Award*. Springer, 156 p. and <https://link.springer.com/book/10.1007/978-3-540-79184-3>
9. Loch, Christoph H.; Chick, Stephen; Huchzermeier, Arnd (2008): *Managementqualität und Wettbewerbsfähigkeit: Was Manager vom Industrial Excellence Award lernen können*. Springer, 172 p. (in German), and <https://link.springer.com/book/10.1007/978-3-540-85186-8>

10. Huchzermeier, Arnd (2003): *Proceedings of the 2<sup>nd</sup> International ECR Research Symposium*. WHU – Otto Beisheim School of Management
11. Loch, Christoph H.; Van der Heyden, Ludo; Van Wassenhove, Luk; Huchzermeier, Arnd; Escalle, Cedric (2003): *Industrial Excellence – Management Quality in Manufacturing*. Springer, 248 p., and <https://link.springer.com/book/10.1007/978-3-540-24758-6>
12. Huchzermeier, Arnd (1991): *Global Manufacturing Strategy Planning under Exchange Rate Uncertainty*. Unpublished Ph.D. Thesis, UMI, 153 p., and <https://repository.upenn.edu/dissertations/AAI9125667/>

#### **INTERNATIONAL COMMERCE REVIEW: ECR JOURNAL**

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Springer Link: <http://link.springer.com/journal/12146>

#### Issues:

1. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2011): *International Commerce Review: ECR Journal*, Springer, Volume 10, Issue 1, p. 1-87
2. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2010): *International Commerce Review: ECR Journal*, Springer, Volume 9, Issue 1, p. 1-75
3. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2009): *International Commerce Review: ECR Journal*, Springer, Volume 8, Issue 2-4, p. 88-153
4. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2008): *International Commerce Review: ECR Journal*, Springer, Volume 8, Issue 1, pp. 1-87
5. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2007): *International Commerce Review: ECR Journal*, Springer, Volume 7, Issue 2, p. 76-161
6. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2007): *International Commerce Review: ECR Journal*, Springer, Volume 7, Issue 1, p. 1-75

#### Editorials:

1. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2011): Creating Shared Value with Consumers. *International Commerce Review: ECR Journal*, Vol. 10(1), Spring, pp. 2-3
2. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2010): Rebuilding Trust and Taking Global Responsibility. *International Commerce Review: ECR Journal*, Vol. 9(1), Summer, pp. 2-3
3. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2009): Information Enhanced Customer Relationship. *International Commerce Review: ECR Journal*, Vol. 8(2-4), Winter, pp. 88-89
4. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2008): An Opportunity of Fresh Thinking. *International Commerce Review: ECR Journal*, Vol. 8(1), Autumn, pp. 2-3
5. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2007): Preparing for a new leap forward. *International Commerce Review: ECR Journal*, Vol. 7(1), Spring, pp. 2-3
6. Jones, Daniel T.; Huchzermeier, Arnd; Mitchell, Alan (2007): Taking collaboration to a higher level. *International Commerce Review: ECR Journal*, Vol. 7(2), Autumn, pp. 76-77
7. Corsten, Daniel; Hofstetter, Joerg S.; Huchzermeier, Arnd; Jones, Daniel T.; Mitchell, Alan (2005): Thinking differently about value. *ECR journal*, Vol. 5(1), pp. 5-6
8. Corsten, Daniel; Hofstetter, Joerg S.; Huchzermeier, Arnd; Jones, Daniel T.; Mitchell, Alan (2004): Inside the Consumer. *ECR journal*, Vol. 4(1), pp. 5-6
9. Corsten, Daniel; Hofstetter, Joerg S.; Huchzermeier, Arnd; Jones, Daniel T.; Mitchell, Alan (2004): Experience and Execution. *ECR journal*, Vol. 4(2), pp. 5-6

## **PUBLICATIONS IN PEER-REVIEWED JOURNALS**

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Up-to-date citation Index: <http://scholar.google.de/citations?user=i6Wre2gAAAAJ>

Five most cited articles in Google Scholar are marked in **yellow**.

Article from the 24 top-rated journals of UTD Top 100 Business School Research Ranking are marked in **green**;  
Total: **9** articles.

Erasmus Research Institute of Management's Journal list: **Star** publications, i.e., top-ranked academic journals;  
Total: **10** articles; ERIM **M-Star** publications, i.e., top-ranked managerial journals; Total: **3** articles; ERIM **P**  
publications, i.e., highly-ranked academic journals; Total: **14** articles; ERIM **S** publications, i.e., secondary set;  
Total: **8** articles.

Award winning articles marked with ; Total: **5** articles.

1. Cohen, Morris A.; Cui, Shiliang; Doetsch, Sebastian; Ernst, Ricardo; Huchzermeier, Arnd; Kouvelis, Panos; Lee, Hau L.; Matsuo, Hirofumi; Tsay, Andy (2023): Putting Supply Chain Resilience Theory into Practise. *Management and Business Review*, forthcoming, and <http://dx.doi.org/10.2139/ssrn.3742616>
2. Wendt, Kai; Hellwig, Daniel; Babich, Volodymyr; Huchzermeier, Arnd (2023): DISASTER: Blockchain-Enabled Token Trading Game for Supply Chain Management. Game Article, *INFORMS Transaction on Education*, forthcoming

Supplementary materials (available only upon request):

- a. Wendt, Kai; Hellwig, Daniel; Babich, Volodymyr; Huchzermeier, Arnd (2023): DISASTER: Blockchain-Enabled Token Trading Game for Supply Chain Management. Teaching Note, *INFORMS Transaction on Education*, 25 p.
  - b. Wendt, Kai; Hellwig, Daniel; Babich, Volodymyr; Huchzermeier, Arnd (2023): DISASTER: Blockchain-Enabled Token Trading Game for Supply Chain Management. Kick-off and debrief material ppt presentation, *INFORMS Transaction on Education*, 29 p.
3. Cohen, Morris A.; Cui, Shiliang; Doetsch, Sebastian; Ernst, Ricardo; Huchzermeier, Arnd; Kouvelis, Panos; Lee, Hau L.; Matsuo, Hirofumi; Tsay, Andy (2022): Bespoke Supply Chain Resilience: The Gap between Theory and Practice. *Journal of Operations Management*, 68(5), 515-531, and <https://doi.org/10.1002/joom.1184>
  4. Cohen, Morris A.; Cui, Shiliang; Doetsch, Sebastian; Ernst, Ricardo; Huchzermeier, Arnd; Kouvelis, Panos (2022): Why Operational Context Matters: Realizing the Full Potential of Supply Chain Resilience Surveys, *Supply Chain Management Review*, November, 36-43, and [https://www.scmr.com/article/realizing\\_the\\_full\\_potential\\_of\\_supply\\_chain\\_resilience\\_surveys](https://www.scmr.com/article/realizing_the_full_potential_of_supply_chain_resilience_surveys)
  5. Huchzermeier, Arnd; Nordemann, Jan (2022): How Smaller Companies Can Bring Manufacturing Closer to Home. *Harvard Business Review*, December 7, and <https://hbr.org/2022/12/how-smaller-companies-can-bring-manufacturing-closer-to-home>
    - a. Huchzermeier, Arnd; Nordemann, Jan (2023): Eine Fabrik im Abo: Production as a Service. *Harvard Business Manager*, April, 68-71 (in German)
  6. Huchzermeier, Arnd; Wolters, Jannik; Uphues, Marcel (2022a): The RealPro Customer Benefits Program: Rekindling Shopper Loyalty through a Subscription Service. Case article, *INFORMS Transaction on Education*, forthcoming, and <https://doi.org/10.1287/ited.2021.0257ca>
  7. Huchzermeier, Arnd; Wolters, Jannik; Uphues, Marcel (2022b): The RealPro Customer Benefits Program: Rekindling Shopper Loyalty through a Subscription Service. Case study, *INFORMS Transaction on Education*, and <https://doi.org/10.1287/ited.2021.0257csa>
  8. Huchzermeier, Arnd; Wolters, Jannik; Uphues, Marcel (2022c): The RealPro Customer Benefits Program (B): Implementing Covariate Balancing and Difference-in-Differences Analysis. Case study, *INFORMS Transaction on Education*, and <https://doi.org/10.1287/ited.2021.0257csb>

Supplementary materials (available only upon request):



- a. Huchzermeier, Arnd; Wolters, Jannik; Uphues, Marcel (2022d): The RealPro Customer Benefits Program: Rekindling Shopper Loyalty through a Subscription Service. Teaching Note, *INFORMS Transaction on Education*, 35 p.
  - b. Huchzermeier, Arnd; Wolters, Jannik; Uphues, Marcel (2022e): The RealPro Customer Benefits Program: Rekindling Shopper Loyalty through a Subscription Service. 4 Excel files, *INFORMS Transaction on Education*
  - c. Huchzermeier, Arnd; Wolters, Jannik; Uphues, Marcel (2022f): The RealPro Customer Benefits Program (B): Implementing Covariate Balancing and Difference-in-Differences Analysis. Teaching Note, *INFORMS Transaction on Education*, 26 p.
  - d. Huchzermeier, Arnd; Wolters, Jannik; Uphues, Marcel (2022g): The RealPro Customer Benefits Program (B): Implementing Covariate Balancing and Difference-in-Differences Analysis. 3 R code and 4 Excel files, *INFORMS Transaction on Education*
9. Mercikoglu, Cem; Huchzermeier, Arnd (2022): Strateji Formülasyonu ve Rekabetçilik (Strategy Formulation and Competitiveness), *Harvard Business Review Türkiye*, June, 126-131
  10. Mönch, Tobias; Huchzermeier, Arnd; Bebersdorf, Peter (2022): Variable takt time groups and workload equilibrium. *International Journal of Production Research*, 60(5), 1535-1552, and <https://doi.org/10.1080/00207543.2020.1864836>
  11. Huchzermeier, Arnd; Bebersdorf, Peter (2021): Wie man uneingeschränkte Kundenorientierung ohne Zielkonflikte zwischen Produktion und Marketing erreicht (oder wie die Produktion von morgen aussehen sollte). *Wirtschaftsinformatik & Management*, 13(5), 360-369, and <https://link.springer.com/article/10.1365/s35764-021-00360-9>
  12. Mönch, Tobias; Huchzermeier, Arnd; Bebersdorf, Peter (2021): Variable Takt Times in Mixed-Model Assembly Line Balancing with Random Customization. *International Journal of Production Research*, 59(15), 4670-4689, and <https://doi.org/10.1080/00207543.2020.1769874>
  13. Von Mutius, Bernhard; Huchzermeier, Arnd (2021): Customer-Centric Category Selection for Mobile and Print Promotions in Loyalty Reward Programs. *Naval Research Logistics (Special Issue on Analytics and Operations of Online Retailing)*, 68(6), 683-700, and <https://doi.org/10.1002/nav.21934>
  14. Von Mutius, Bernhard; Huchzermeier, Arnd (2021): Customized Targeting Strategies for Category Coupons to Maximize CLV and Minimize Cost. *Journal of Retailing (Special Issue on Metrics and Analytics in Retailing)*, 97(4), 764-779, and <https://doi.org/10.1016/j.jretai.2021.01.004>
  15. Wang, Jiao; Zhao, Lima; Huchzermeier, Arnd (2021): Operations–Finance Interface: Research evolution and opportunities. *Production & Operations Management*, 30(2), 355-389, and <https://doi.org/10.1111/poms.13269>
  16. Wolters, Jannik; Huchzermeier, Arnd (2021): Joint In-Season and Out-of-Season Promotion Demand Forecasting in a Retail Environment. *Journal of Retailing (Special Issue on Metrics and Analytics in Retailing)*, 97(4), 726-745, and <https://doi.org/10.1016/j.jretai.2021.01.003>
  17. Difrancesco, Rita; Huchzermeier, Arnd (2020): Multi sales channel competition with product returns: the impact of restocking fee legislation. *Electronic Commerce Research and Applications*, 43, September-October, and <https://doi.org/10.1016/j.elerap.2020.100993>
  18. Huchzermeier, Arnd; Mönch, Tobias; Bebersdorf, Peter (2020a): The Fendt VarioTakt: Revolutionizing Mixed-Model Assembly Line Production. Case Article. *INFORMS Transaction on Education*, 20(3), 134-140, and <https://pubsonline.informs.org/doi/10.1287/ited.2019.0224ca>
  19. Huchzermeier, Arnd; Mönch, Tobias; Bebersdorf, Peter (2020b): The Fendt VarioTakt: Revolutionizing Mixed-Model Assembly Line Production. Case Study. *INFORMS Transaction on Education*, 20(3), 141-153, and <https://pubsonline.informs.org/doi/10.1287/ited.2019.0224cs>

Supplementary materials (available only upon request):




- a. Huchzermeier, Arnd; Mönch, Tobias; Bebersdorf, Peter (2020c): The Fendt VarioTakt: Revolutionizing Mixed-Model Assembly Line Production. Teaching Note. *INFORMS Transaction on Education*, 20(3), 17 p.

- b. Huchzermeier, Arnd; Mönch, Tobias; Bebersdorf, Peter (2020d): The Fendt VarioTakt: Revolutionizing Mixed-Model Assembly Line Production. Instructions for the Fendt Line Balancing Tool. *INFORMS Transaction on Education*, 20(3), 5 p.
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☉ a: Horst Wildemann Prize 2016, 1<sup>st</sup> Prize (Young scholar award granted to first author)

☉ b: EURO Management Science Strategic Innovation Award 2003, 1<sup>st</sup> Prize

☉ c: INFORMS Society for Marketing Science Practice Prize 2003, 1<sup>st</sup> Prize

☉ d: INFORMS Franz Edelman Award 2002, Finalist

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## **BOOK CHAPTERS**

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5. Huchzermeier, Arnd; Kohl, Eva; Spinler, Stefan (2015): Chapter 7: Teaching Ethics in Operations Management. In: Ogunyemi, K. (Ed.): *Teaching Ethics Across the Management Curriculum: A Handbook for International Faculty*. Business Expert Press, pp. 141-158
6. Huchzermeier, Arnd (2014): Sustainability in Operations. In: Jan Van Mieghem (Ed.): *Operations Strategy*. Henry Stewart Talks
7. Häntsch, Marius; Huchzermeier, Arnd (2013): Duty Drawbacks and Anticipated Effect of Duty Rate Changes. In: International Federation of Automatic Control (Ed.): *Management and Control of Production and Logistics*. Vol. 6, Part I, pp. 517-522
8. Chevalier-Roignant, Benoît; Huchzermeier, Arnd (2012): Capacity-Adjustment Decisions and Hysteresis. In: Hommel, U.; Fabich, M.; Schellenberg, E.; Firnkorn, L. (Eds.): *The Strategic CFO: Creating Value in a Dynamic Market Environment*. Springer, pp. 211-226
9. Chick, Stephen E.; Huchzermeier, Arnd; Loch, Christoph (2010): Management quality and operational excellence. In: Jones, R.; Jenkins, F. (Eds.): *Managing Money, Measurement and Marketing in the Allied Health Professions*. CRC Press, pp. 153-166
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12. Sting, Fabian; Braun, Marc; Huchzermeier, Arnd (2010): Simulationsstudie: Exogene Risiken in der Beschaffung – Diversifikation und Flexibilität. In: Bogaschewsky, R.; Eßig, M.; Lasch, R.; Stölzle, W. (Eds.): *Supply Management Research: Aktuelle Forschungsergebnisse 2009*. Springer, pp. 147-171
13. Spinler, Stefan; Huchzermeier, Arnd (2007): Die Supply Chain der Zukunft in der Konsumgüterindustrie. In: Corsten, H.; Missbauer, H. (Eds.): *Produktions- und Logistikmanagement*. Springer, pp. 507-515
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15. Huchzermeier, Arnd; Lenz, Gerd (2006): Wachstum durch Industrielle Exzellenz – Managementqualität in der Produktion. In: Krüger, W.; Klippstein, G; Merk, R; Wittberg, V. (Eds.): *Praxishandbuch des Mittelstands: Leitfaden für das Management mittelständischer Unternehmen*. Springer, pp. 137-152
16. Huchzermeier, Arnd (2005): The Real Option Value of Operational and Managerial Flexibility in Global Supply Chain Networks. In: Frenkel, M.; Hommel, U.; Rudolf, M. (Eds.): *Risk Management: Challenge and Opportunity (2nd Edition)*. Springer, pp. 609-629
17. Spinler, Stefan; Huchzermeier, Arnd (2005): Capacity Options: Convergence of Supply Chain Management and Financial Asset Management. In: Frenkel, M.; Hommel, U.; Rudolf, M. (Eds.): *Risk Management: Challenge and Opportunity (2nd Edition)*. Springer, pp. 699-717
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22. Loch, Christoph H.; Huchzermeier, Arnd (2001): Hiding Behind Risk in Fear of Innovation. In: Pickford, J. (Ed.): *Mastering Risk*. Prentice Hall, pp. 147-151
23. Spinler, Stefan; Huchzermeier, Arnd; Kleindorfer, Paul R. (2001): Optionen auf Kapazität: Anwendungen für E-Transportplattformen. In: Sebastian, H.J.; Grünert, T. (Eds.): *Logistik Management: Supply Chain Management und e-Business*. Vieweg+Teubner Verlag, pp. 305-314
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25. Huchzermeier, Arnd; Iyer, Ananth. V.; Stolle, Julia (2000a): S.M.A.R.T.S.: Smart Shoppers and Retail Promotions. In: Corsten, D.; Jones, D.T. (Eds.): *ECR in the Third Millenium: Academic Perspectives on the Future of the Consumer Goods Industry*. Academic Partnership of ECR Europe, pp. 42-45
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32. Huchzermeier, Arnd (1999a): When to Mass-Customize and When to Mass-Produce: Using the Real Options Approach to Evaluate Product Variety and Pricing Decisions. In: Nagel, K.; Erben, R.F.; Piller, F.T. (Eds.): *Produktionswirtschaft 2000 – Perspektiven für die Fabrik der Zukunft*. Springer, pp. 104-114
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34. Huchzermeier, Arnd; Kummer, Sebastian (1999): Integrated Supply Chain and Innovation Management in the German Mittelstand. In: WHU Koblenz – Otto Beisheim Graduate School of Management (Ed.): *Structure and Dynamics of the German Mittelstand*. Springer, pp. 159-181

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39. Huchzermeier, Arnd (1994): Global Supply Chain Competition. In: Chakravarty, A. (Ed.): *Proceedings of Symposium on Globalization of Technology, Manufacturing and Service Operations*. Tulane University, 37 p.
40. Huchzermeier, Arnd (1993): International Operations Management. In: Center for International Business Education and Research (CIBER) of Georgetown University (Ed.): *Proceedings of the Symposium on Globalization of Operations Management*. 10 p.

#### **ONLINE MEDIA AND VIDEOS**

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1. Huchzermeier, Arnd (2014): Sustainability in Operations. In: Jan Van Mieghem (Ed.): *Operations Strategy*. Henry Stewart Talks, [http://hstalks.com/main/browse\\_talks.php?r=696&c=250](http://hstalks.com/main/browse_talks.php?r=696&c=250)
2. Institute for Operations Research and Management Science / INFORMS (2002): Rhenania 2002.

#### **MAGAZINE PUBLICATIONS etc.**

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1. Zhao, Lima; Huchzermeier, Arnd (2018): A Recession Lesson for Working Capital Management. *CFO Magazine*, September 13, <http://ww2.cfo.com/supply-chain/2018/09/recession-lesson-working-capital-management/>
2. Chick, Stephen; Netessine, Serguei; Huchzermeier, Arnd; (2014): When Big Data Meets Manufacturing. *INSEAD Knowledge*, April 16
3. Sting, Fabian; Huchzermeier, Arnd (2012): Hedge Risks Appropriately with Backup Suppliers. *Inside Supply Management*, Vol. 23(8), S1-S4
4. Huchzermeier, Arnd (2012): Ohne Strategie bleibt Zusammenarbeit ein Zufallsprodukt. *MARS Deutschland magazine*, 11 p.
5. Huchzermeier, Arnd (2011): Spreu trennt sich vom Weizen. *GS1 Austria magazine*
6. Huchzermeier, Arnd (2011): Die Beste Fabrik / Industrial Excellence Award 2012. *EUROFORUM Newsletter Industrie*
7. Huchzermeier, Arnd (2011): Offenheit und Transparenz. *Profits*, Issue 1, pp. 14-16

#### **CASE STUDIES AND TEACHING NOTES**

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1. Huchzermeier, Arnd; Höllriegl, Verena; Höllriegl, Oliver (2022): MEDICON Pharmacy Consortium: Driving Value by Keeping Customers Active. Case Article, *WHU – Otto Beisheim School of Management*, 15 p.
2. Huchzermeier, Arnd; Höllriegl, Verena; Höllriegl, Oliver (2022): MEDICON Pharmacy Consortium: Driving Value by Keeping Customers Active. Case Study, *WHU – Otto Beisheim School of Management*, 22 p.

3. Huchzermeier, Arnd; Höllriegel, Verena; Höllriegel, Oliver (2022): MEDICON Pharmacy Consortium: Driving Value by Keeping Customers Active. Teaching Note, *WHU – Otto Beisheim School of Management*, 43 p.
4. Huchzermeier, Arnd; Höllriegel, Verena; Höllriegel, Oliver (2022): MEDICON Pharmacy Consortium: Driving Value by Keeping Customers Active. Excel Simulation Tool, *WHU – Otto Beisheim School of Management*
5. Huchzermeier, Arnd; Flath, Christoph; Schröder, David (2011): Making Six Packs Green. Case Study, *European Case Clearing House*, United Kingdom, 13 p.
6. Huchzermeier, Arnd; Flath, Christoph; Schröder, David (2011): Making Six Packs Green. Teaching Note, *European Case Clearing House*, United Kingdom, 7 p.
7. Huchzermeier, Arnd; Berent, Alexander; Koch, Arne; Höhn, Michaela I. (2009): Kuehne + Nagel in China: Valuing Capacity Expansion Options of a 3PL. Case Study, *European Case Clearing House*, United Kingdom, 10 p.
8. Huchzermeier, Arnd; Berent, Alexander; Koch, Arne; Höhn, Michaela I. (2009): Kuehne + Nagel in China: Valuing Capacity Expansion Options of a 3PL. Teaching Note, *European Case Clearing House*, United Kingdom, 14 p.
9. Huchzermeier, Arnd; Hochweiss, Sultan; Strenger, Lis; Höhn, Michaela I. (2009): Small Label, Big Impact – Labelling within Sustainability Strategy. Case Study, *European Case Clearing House*, United Kingdom, 14 p.
10. Huchzermeier, Arnd; Hochweiss, Sultan; Strenger, Lis; Höhn, Michaela I. (2009): Small Label, Big Impact – Labelling within Sustainability Strategy. Teaching Note, *European Case Clearing House*, United Kingdom, 15 p.
11. Huchzermeier, Arnd; Hellermann, Rolf (2002): Lufthansa Cargo AG: Capacity Reservation and Dynamic Pricing. Case Study, *European Case Clearing House*, United Kingdom, 13 p. ☉
12. Huchzermeier, Arnd; Hellermann, Rolf (2002): Lufthansa Cargo AG: Capacity Reservation and Dynamic Pricing. Teaching Note, *European Case Clearing House*, United Kingdom, 9 p. ☉
13. Loch, Christoph H.; Huchzermeier, Arnd (1999): CargoLifter AG. *CCMP Publishing*, France, 18 p.
14. Huchzermeier, Arnd; Scheller, Randolph (1999): Landskron Brewery. Case Study, *European Case Clearing House*, United Kingdom, 22 p.

☉ Recipient of the Best Case Award 2009 in the category of ‘Production and Operations Management’ of the Case Center, formerly European Case Clearing House (ECCH)

## **AWARDS**


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|------|---|
| 2017 | Winner of the Practice Prize of Industry (“Hochschulpreis der Wirtschaft”) of the Koblenz Chamber of Commerce (IHK Koblenz) for the dissertation ‘Judgmental Demand Forecasting in Direct Sales’ (Dr. Christoph Diermann, Prof. Dr. Arnd Huchzermeier), prize money: 2.400 €  |
| 2013 | Winner of the Science Award 2013 of the European Retail Institute and GS1 Germany for research on collaborative promotion management; prize money: 20.000 €   |
| 2009 | Winner of the Best Case Award 2009 of the European Case Clearing House (ECCH) in the category Production and Operations Management for the case study and teaching note ‘Lufthansa Cargo: Capacity Reservation and Dynamic Pricing’ (Dr. Rolf Hellermann, Prof. Dr. Arnd Huchzermeier)  |
| 2003 | Winner of the Management Science Strategic Innovation Prize 2003 of EURO, the European Operations Research societies, for the research on capacity options for capital-intensive industries (Prof. Dr. Arnd Huchzermeier, Prof. Dr. Stefan Spinler); prize money: 12,000 €<br><br>Winner of the Inaugural INFORMS Society for Marketing Science (ISMS) Practice Prize 2003 of the Marketing Science Institute for the direct marketing optimization of Rhenania Buchversand’s multiple retail brands (Prof. Dr. Ralf Elsner, Prof. Dr. Arnd Huchzermeier, Prof. Dr. Manfred Krafft); prize money: 1,000 USD |

- 2002 Finalist and 2<sup>nd</sup> place of the Franz Edelman Award 2002 of the Institute for Operations Research and Management Science / INFORMS for the direct marketing optimization of Rhenania Buchversand (Prof. Dr. Ralph Elsner, Prof. Dr. Arnd Huchzermeier, Prof. Dr. Manfred Krafft); prize money: 1,000 USD
- 2000 Winner of the Mercurius Award 2000 of the Belgian Federation of Distribution Enterprises / FEDIS for the study on the introduction of Euro coins and notes (Prof. Dr. Arnd Huchzermeier, Prof. Ludo Van der Heyden)
- 1992 Recognition as “most innovative course developed at a US Business School” by the Sloan School of Management of Massachusetts Institute of Technology for the newly developed MBA course ‘International Operations Management’ at the Booth School of Business of the University of Chicago

### **PUBLISHED/UNPUBLISHED DISSERTATIONS**

Dissertations containing (soon to be) submitted papers are unpublished to avoid criticism of self-plagiarism.

1. Nair, Devadrita (2023): *Human-Machine Forecasting in E-Commerce*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 90 p.
2. Bebersdorf, Peter (2022): *Variable Montage – Varianz beherrschen mit variabler Taktung und dem VarioTakt*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 315 p.
3. Frauen, Ole (2022): *Managing Distributed and Complex Product Development Projects: The Effect of Work Design and Product Architecture on Process Quality*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 139 p.
4. Hellwig, Daniel Philipp Alexander (2022): *DLT and FHE for Supply Chain Efficiency: Information Sharing Among Competing Retailers*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 132 p.
5. Mercikoglu, Cem (2022): *Bottom-up Operations Strategy Formation and Competitiveness*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 178 p.
6. Wolters, Jannik (2022): *Retail Pricing Analytics – Seasonal Promotion Demand Forecasting and Subscription Program Design*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 188 p.
7. Ringbeck, Daniel (2020): *Retail Data Analytics – Personalized Online Shopping, Churn Prevention and Dynamic Pricing*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 127 p.
8. Von Mutius, Bernhard (2020): *Segment-of-One Marketing - Data-Driven Models for CLV and ROI Optimization*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 125 p.
9. Mönch, Tobias (2019): *Variable Takt Times in Mixed-Model Assembly Lines*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 147 p.
10. Scholz, Thilo R. (2019): *Bottom-up Operations Strategy Formation*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 136 p.
11. Höllriegl, Verena (2018): *Customer Reactivation Management in the Pharmacy Market—Resource-efficient Implementation of Direct Marketing Campaigns for Long-term Profit Maximization*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 221 p.
12. Smirnov, Dmitry (2018): *Prescriptive Analytics in Retailing: Applications in Shelf-Space Optimization, Labor Planning and Retention Management*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 136 p.
13. Seeberger, Dominic (2017): *Profiting from Product Returns: Perspectives on Return Policies, Consumer Reviews, and Salvaging Portfolios*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 130 p.
14. Diermann, Christoph (2016): *Judgmental Demand Forecasting in Direct Sales*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 156 p. 

15. Röllecke, Felix (2016): *Return Chain Management: Salvaging Returns Optimally and Influencing Customers to Shop Effectively*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 168 p.
16. Steuber, Marc (2016): *Global Production Sourcing: A Benchmark Study on Managers' Strategic Decisions*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 148 p.
17. Difrancesco, Rita (2014): *Returns Management in Online Business: Effects of Late Returns, Restocking Fee Legislation and Multichannel Competition*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 111 p.
18. Häntsch, Marius (2014): *Strategic Capacity Planning in the Automotive Industry*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 149 p.
19. Schmälzle, Michael (2014): *Improving Promotional Demand Forecasts in Retailing*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 147 p.
20. Zhao, Lima (2014): *The Interface of Operations and Finance in Global Supply Chains*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 134 p.
21. Schlickel, Maik (2013): *Strategy Deployment in Business Units: Patterns of Operations Strategy Cascading Across Global Sites in a Manufacturing Firm*. Springer, 187 p.
22. Chevalier-Roignant, Benoît (2011): *Investment under Market and Strategic Uncertainty*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 127 p.
23. Breiter, Andreas (2010): *Hedging Retail Promotions: Zero Out-of-Stock and Zero End-of-Period Coverage with Supply Options*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 201 p.
24. Pflieger, Michaela I. (2010): *Relational Supply Contracts: Optimal Concessions in Return Policies for Continuous Quality Improvements*. Springer, 121 p.
25. Sting, Fabian (2010): *Flexible Sourcing: Operational Hedging, Diversification and Contracting under Supply and Demand Uncertainty*. Unpublished dissertation, WHU – Otto Beisheim School of Management, 136 p.
26. Wiehenbrauk, Daniela (2010): *Collaborative Promotions: Optimizing Retail Supply Chains with Upstream Information Sharing*. Springer, 153 p.
27. Artmann, Christian (2009): *The Value of Information Updating in New Product Development*. Springer, 208 p.
28. Brosch, Rainer (2008): *Portfolios of Real Options*. Springer, 156 p. 
29. Hellermann, Rolf (2006): *Capacity Options for Revenue Management: Theory and Applications in the Air Cargo Industry*. Springer, 199 p.
30. Enders, Andreas (2004): *Management Competence: Resource-Based Management and Plant Performance*. Springer, 204 p.
31. Mihm, Jürgen (2003): *Complexity in New Product Development: Mastering the Dynamics of Engineering Projects*. Springer, 249 p.
32. Spinler, Stefan (2003): *Capacity Reservation for Capital-Intensive Technologies: An Options Approach*. Springer, 139 p. 
33. Cornet, Andreas (2002): *Plattformkonzepte in der Automobilentwicklung*. Springer, 194 p.
34. Mohr, Stefan (2002): *Store Performance Optimization: Demand and Supply Side Implications*. Springer, 277 p.
35. Smith, Rob (2002): *Global Supply Chain Performance and Risk Optimization: The Value of Real Options Flexibility Demonstrated in the Global Automotive Industry*. Springer, 267 p.
36. Freiheit, Julia (2001): *Smart Customers and Retail Promotions: Empirical Evidence and Supply Chain Implications*. Springer, 215 p.
37. Scheller, Randolph K. (1999): *Performance of Corporate Acquisitions over the Medium Term in Germany*. Springer, 316 p.

38. Tönshoff, Nils (1997): *Modular Machine Tools: Bundling and Pricing Strategies under Demand Uncertainty*. Springer, 157 p.
39. Fürderer, Ralph (1996): *Option and Component Bundling und Demand Risk*. Springer, 145 p.

☞ **a** Recipient of the Science Prize of Industry 2017 (Hochschulpreis der Wirtschaft) of the Koblenz Chamber of Commerce)

☞ **b/c** Recipient of the Best Dissertation Award 2008 and 2003 of the German Society for Operations Research / GOR

#### **HABILITATIONS (POST-DOCTORAL THESES)**

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1. Elsner, Ralf (2008): *Interactive Marketing Optimization*. Cumulative Habilitation (3 published papers), WHU – Otto Beisheim School of Management
2. Spinler, Stefan (2008): *Supply Chain Operations in the Presence of Long-term and Spot Markets*. Unpublished Quasi-Cumulative Habilitation, WHU – Otto Beisheim School of Management, 109 p.

#### **INITIAL FACULTY APPOINTMENTS OF FORMER DOCTORAL STUDENTS**

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1. Professor Benoît Chevalier-Roignant, Teaching Fellow in Accounting and Finance. *King's College London*, London, United Kingdom, 2016-2018 (Cardiff University, Cardiff, United Kingdom, 2018-2020; EM Lyon Business School, Lyon, France, since 2020)
2. Professor Rita Maria Difrancesco, Assistant Professor in Marketing, Operations and Supply. *EADA Business School*, Barcelona, Spain, since 2016
3. Prof. Dr. Ralf Elsner, Professor in Marketing and Sales (Marketing und Vertrieb). *Steinbeis University*, Berlin, Germany, since 2016
4. Professor Jürgen Mihm, Assistant Professor of Technology and Operations Management. *INSEAD*, Fontainebleau, France, since 2005
5. Prof. Dr. Stefan Spinler, Kühne Foundation Chair in Logistics Management. *WHU – Otto Beisheim School of Management*, Vallendar Germany, since 2009
6. Prof. Dr. Fabian Sting, Assistant Professor of Operations Management. *Erasmus University*, Rotterdam School of Management, Rotterdam, The Netherlands, since 2010 (and University of Cologne, since 2016)
7. Prof. Dr. Daniela Wiehenbrauk, Professor of Retail Management, Marketing and Sales (Handelsmanagement, Marketing und Vertrieb), *DHBW Heilbronn*, Heilbronn, Germany, since 2015
8. Professor Lima Zhao, Associate Professor, *Ningbo Supply Chain Innovation Center China & MIT Global Scale Network*, Ningbo University, Ningbo, China, since 2018 (Stockholm Business School, Stockholm, Sweden, since 2022)

#### **INITIAL FACULTY APPOINTMENTS OF FORMER POST-DOCTORAL STUDENTS**

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1. Dr. John Khawam (Ph.D., *Stanford University*, Stanford, CA, USA): Assistant Professor of Operations Management. *Naval Postgraduate School*, Graduate School of Business & Public Policy, Monterey, CA, USA, 2010-2013
2. Dr. Purushottam L. Meena (Ph.D., *Indian Institute of Technology Kharagpur*, Kharagpur, West Bengal, India): Assistant Professor in Management Science. *New York Institute of Technology*, School of Management, Old Westbury, NY, USA, 2013-2021 (College of Charleston, School of Business, since 2021)

#### **PROFESSIONAL AFFILIATIONS**

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1. Bundesverband für Logistik / BVL
2. European Operations Management Association / EUROMA

3. Gesellschaft für Operations Research / GOR
4. Institute for Operations Research and Management Science / INFORMS
5. Production and Operations Management Society / POMS
6. Wissenschaftliche Kommission Produktionswirtschaft / PROD (im Verband der Hochschullehrer für Betriebswirtschaft / VHB)
7. Verein Deutscher Ingenieure / VDI