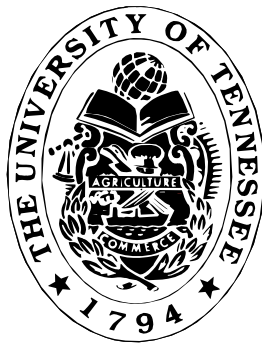


**JON KIRCHOFF
DOCTORAL CANDIDATE**



**DEPARTMENT OF MARKETING AND LOGISTICS
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VITA

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EDUCATION

Knoxville, TN **College of Business Administration – University of Tennessee**
Doctor of Philosophy: Business Administration
Emphasis: Logistics and Supply Chain Management
Secondary Area: International Business
Expected Date of Completion: June 2011

Columbus, OH **Fisher School of Business – The Ohio State University**
Master of Business Administration
May 1992

Salt Lake City, UT **University of Utah**
Masters of Science
Major: Economics
October 1990

 Bachelor of Arts
 Major: Economics
 June 1988

DISSERTATION

Title: A Resource-Based Perspective on Green Supply Chain Management and Firm Performance

Description: In the increasingly crowded and dynamic global business environment, an emerging, possible source of competitive advantage is the identification, development and allocation of strategic resources aimed at improving performance through green supply chain management. Interest in green supply chain management practices has been growing with academics and practitioners in recent years, due to the perceived performance benefits believed to be associated with the outcomes. However, the literature is both limited and inconclusive in finding an accepted explanation for how green practices are manifested in supply chain management and, whether a positive relationship exists between green supply chain management practices and firm performance.

This dissertation seeks to fill the gaps in understanding and evidence in the literature concerning the relationship between green supply chain management and firm performance. It builds on the theoretical base of the resource-based view of the firm (RBV) to explain how combinations of strategic resources are utilized to link green supply chain management practices to improved firm performance. Specifically, this dissertation identifies supply chain orientation, internal and external environmental orientations, and green supply chain management as strategic resources. A theoretical model is developed that investigates hypothesized relationships among these four resources and the resulting impact on firm performance outcomes, as measured by cost efficiency, customer effectiveness, and environmental differentiation

Committee: Dr. Diane Mollenkopf (chair), Dr. Wendy Tate, Dr. Ted Stank
Dr. Russell Crook

Status: Proposal defended on September 10, 2010. Final defense expected June 2011.

ACADEMIC EXPERIENCE

Graduate Assistant/Research Assistant August, 2006 – present
The University of Tennessee, Knoxville, TN.

RESEARCH INTERESTS

- Global Strategic Supply Chain Management
- Green Supply Chain Strategy and Management
- Demand and Supply Integration
- Global Supply Chain Risk Management

PUBLICATIONS

Refereed Journals

Tate, Wendy L., Ellram, Lisa E., **Kirchoff, Jon F.**, (2010) *Corporate Social Responsibility Reports: A Thematic Analysis Related to Supply Chain Management*, Journal of Supply Chain Management 46 (1), 19-44.

Refereed Conference Proceedings

Kirchoff, Jon F., Koch, Chris, Satinover, Bridget. (2010) *Stakeholder Perceptions of Green Marketing: The Effect of Demand and Supply Integration*, Proceedings of Society of Marketing Advances (SMA), November 2010: Atlanta, GA. Target: Journal of Marketing Management. Expected completion: March 2011

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

Kirchoff, Jon, Tate, W.L. (2008) *What Motivates Organizations to Adopt Energy-Saving Changes?*, Energy and Responsibility Conference, April 2008: Knoxville, TN.

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

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

Tate, W.L., Feitzinger, Ed., **Kirchoff, Jon** (2007) *Misalignment Between Sourcing and Logistics Strategies in the Furniture Industry*, 18th Annual North American Research and Teaching Symposium on Purchasing and Supply Chain Management (NARTS), March 27-31, 2007: Tempe, AZ.

Conference Presentations

Ponomarov, S., **Kirchoff, J.** (2009) *The Process of Supply Chain Risk Management from a Managerial Perspective: Seeking Continuity and Control*, Decision Sciences Institute, November 2009.

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

Kirchoff, Jon (2008) *The Influence of Environmental Regulation on Supplier Sourcing Decisions*, Decision Sciences Institute, November 2008.

Kirchoff, Jon (2007) *Adopting Energy-Saving Technologies in Operations: A Case Study of International Hotel Chains*, Decision Sciences Institute, November 2007.

Invited Manuscripts

Kirchoff, Jon (2009) *Pursuing Green Supply Chain Initiatives in Tough Economic Times*, Industry Weekly, May 2009.

Research in Progress

Ponomarov, S., **Kirchoff, J.F.** *Supply Chain Risk Management: Managerial Perspectives*. Target: Journal of Business Logistics. Plan to submit completed manuscript by March, 2011.

Kirchoff, J.F. *The Influence of Environmental Regulation on International Supplier Sourcing Decisions*. Target: IJPDLM. Plan to submit finished manuscript by September 2011.

Kirchoff, Jon. F. *The Political Economy of Global Supply Chains: Exploring the Impact of Managerial Perceptions on Strategy Formulation in the Context of the Environmental Risk*. Target: Journal of Business Logistics. Plan to submit finished manuscript by December 2011.

TEACHING EXPERIENCE

The University of Tennessee, Knoxville, TN

- Logistics 421 – Procurement and Strategic Sourcing (Summer 2010) – Full Class
- Marketing 300 – Marketing and Supply Chain Management (Spring 2009; Fall 2009; Spring 2010) – Guest Lecturer for sessions on Logistics and Supply Chain Management
- Business Administration 353 – Integrated Process Management: Marketplace Simulation Class (Spring 2010; Fall 2010, Spring 2011) – Business Coach
- Logistics 310 – Intermediate Logistics (Fall 2009) – Graduate Assistant
- Logistics 460 – Strategic Logistics in a Global Supply Chain Environment (Summer 2009; Spring 2010; Summer 2010; Fall 2010; Spring 2011) – Full Class
- Logistics 411 - Logistics Analytical Methods I (Spring 2009) – Full Class
- Logistics 413 – Logistics Operations (Fall 2007; Spring 2008) – Full Class
- Business Administration 331 – Supply Chain Management (Summer 2007) – Full Class
- Business Administration 331 – Supply Chain Management (Spring 2007) – Graduate Assistant

The Community College of Denver, Denver, CO.

- Economics 202 – Introduction to Microeconomics (2002-2004) – Full Class

The University of Alabama at Birmingham, Birmingham, AL.

- Management 415 – International Business (1998-1999) – Full Class

SCHOLARSHIPS AND AWARDS

Kirchoff, J., Koch, Chris J., Satinover, Bridget. Robicheaux Award for Best Student Paper in Supply Chain Management Track, Society of Marketing Advances Annual Conference, November 2010.

Kirchoff, J. Awarded a doctoral scholarship to attend the 14th Annual IFPSM Summer School on Advanced Purchasing Research in Salzburg, Austria, from Institute for Supply Management (ISM). July, 2008. Scholarship Amount: \$2500

Kirchoff, J. Awarded a doctoral scholarship to attend the 18th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management in Tempe, AZ., March, 2007, from CAPS: Center for Strategic Supply Research. Scholarship Amount: \$750

PROFESSIONAL SERVICE

Session Moderator, Decisions Sciences Institute, November 2007.

PROFESSIONAL AFFILIATIONS

- Member, Council of Supply Chain Management Professionals (CSCMP)
- Member, Decision Sciences Institute (DSI)
- Member, Academy of International Business (AIB)
- Member, Institute for Supply Management (ISM)

SKILLS

German – Speaking, writing, reading

BUSINESS EXPERIENCE

Senior Commodity Manager Echostar Technologies Corporation, Denver, CO.	2000-2006
Direct Buyer Specialist/Service Center Project Co-Leader Mercedes-Benz U.S. International, Inc, Tuscaloosa, AL./Stuttgart, Germany	1995-2000
Senior Buyer OEA, Incorporated, Denver, CO.	1992-1994

REFERENCES

Dr. Diane Mollenkopf, Ph.D. (Dissertation Chair)

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