

THEODORE P. STANK

OFFICE ADDRESS:

Department of Marketing and Logistics
The University of Tennessee
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EDUCATION:

Ph.D., Marketing and Distribution	The University of Georgia, 1994
M.A., Business Administration	Webster University, 1987
B.S., General Engineering	U.S. Naval Academy, 1982

RESEARCH INTERESTS:

Dr. Stank's research interests focus on the strategic implications and performance benefits associated with integrated logistics and supply chain management concepts, specifically related to logistics customer service and satisfaction, logistics integration, communications and information exchange, outsourcing, and operational flexibility/responsiveness.

ACADEMIC APPOINTMENTS:

May 2006-present	Adjunct Faculty, University of Verona, Verona, IT
June 2005-present	Head, Department of Marketing and Logistics The University of Tennessee at Knoxville
August 2003-present	John H. Dove Professor of Logistics The University of Tennessee at Knoxville
2000-2003	Associate Professor of Logistics and SCM Michigan State University
1997-2000	Assistant Professor of Logistics and SCM Michigan State University
1995-1997	Assistant Professor of Transportation and Logistics Iowa State University of Science and Technology
1994-1995	Assistant Professor of Marketing and Logistics The University of Texas at El Paso
1990-1994	Research and Teaching Assistant The University of Georgia

RELATED EXPERIENCE:

•1990-Present: Executive Education and Consulting - Clients include Allied Signal, Alticor/Amway, Banta Corporation, Chep, Cooper Tire Company, Dell, Distribution Solutions International, EDS, Fisher Controls, Grundfos Pumps, Henkel Surface Technologies, IBM,

illbruck, K-Mart, Kellogg's, Kenco Logistics Group, Kerr-McGee, Louisiana Pacific, Masco Corporation, Nabisco, Norfolk Southern, Office Max, Pepsi, Radio Systems Corp., Ralston Purina, Rapistan, Security Capital Industrial Trust, Siemens, Smurfit-Stone Containers, Sony, Steelcase, Textron Corp., United Airlines, United Refrigerated Service, Ulitimate Electronics, U.S. Defense Logistics Agency, Wal*Mart, Werner Enterprises, Whirlpool and the World Bank.

- 1987-1990: Abbott Laboratories, Inc., Diagnostics Division - Diagnostic Sales and Marketing Specialist.
- 1982-1987: United States Navy - Surface Warfare Officer

REFEREED PUBLICATIONS:

1. C. Clifford Defee, Theodore P. Stank, Terry L. Esper and John T. Mentzer, forthcoming in 2008, "The Role of Followers in Supply Chains," *Journal of Business Logistics*.
2. J. Thomas Mentzer, Theodore P. Stank, and Terry Esper, forthcoming in 2008, "Supply Chain Management and its Relationship to Logistics, Marketing, Manufacturing, and Operations Management," *Journal of Business Logistics*.
3. Beth Davis-Sramek, Theodore P. Stank and J. Thomas Mentzer, forthcoming in 2008, "Creating Consumer Durable Retailer Customer Loyalty through Order Fulfillment Service Operations" *Journal of Operations Management*.
4. John Mello and Theodore P. Stank, 2005, "The Role of Culture in Supply Chain Orientation," *International Journal of Physical Distribution and Logistics Management*, Vol. 35, No. 8, pp. 542-548.
5. C. Clifford Defee and Theodore P. Stank, 2005, "Applying the Strategy - Structure - Performance Paradigm to the Supply Chain Environment," *International Journal of Logistics Management*, Vol. 16, No. 1, pp. 28-50
6. Theodore P. Stank, Elizabeth Davis, and Brian Fugate, 2005, "A Strategic Framework for Supply Chain Oriented Logistics," *Journal of Business Logistics*, Volume 26, No. 1, pp. 27-45.
7. Alexander Rodrigues, Theodore P. Stank, and Daniel Lynch, 2004, "Linking Strategy, Structure, Process and Performance in Integrated Logistics," *Journal of Business Logistics*, Volume 25, No. 2.
8. Shawnee K. Vickery, Theodore P. Stank, Thomas J. Goldsby, Cornelia Dröge, and Robert Markland, 2004, "Performance Implications of Media Richness in a Business-to-Business Service Environment; Direct vs. Indirect Effects," *Management Science*, Volume 50, No. 1, pp. 1106-1119.
9. Theodore P. Stank, Thomas J. Goldsby, Shawnee K. Vickery, and Katrina Savitskie, 2003, "Logistics Service Performance: Estimating its Influence on Market Share," *Journal of Business Logistics*, Vol. 24, No. 1, pp. 27-56.
10. Meng Zhao and Theodore P. Stank, 2003, "Operational vs. Relational Drivers of Customer Satisfaction in the Fast Food Industry," *Transportation Research Part E: Logistics and Transportation Review*, Vol. 39, No. 2, pp. 161-173.
11. Scott B. Keller, Katrina Savitskie, Theodore P. Stank, Daniel F. Lynch, and Alexander E. Ellinger, 2002, "A Summary and Analysis of Multi-Item Scales Used in Logistics Research," *Journal of Business Logistics*, Vol. 23, No. 2, pp. 81-281. **Winner of the Bernard J. La Londe Award for Best Paper in JBL for 2002.**

12. Theodore P. Stank, Scott B. Keller, and David J. Closs, 2002, "Performance Benefits of Supply Chain Logistical Integration," *Transportation Journal*, Vol. 41, No. 2.
13. Meng Zhao, Cornelia Dröge, and Theodore P. Stank, 2001, "The Effects of Logistics Capabilities on Firm Performance: Customer-Focused vs. Information-Focused Capabilities," *Journal of Business Logistics*, Vol. 22, No. 2, pp. 91-108.
14. Robert G. House and Theodore P. Stank, 2001, "Insights from a Logistics Partnership," *Supply Chain Management: An International Journal*, Vol. 6, No. 1, pp. 16-20.
15. Thomas J. Goldsby, Katrina Savitskie, Theodore P. Stank, and Shawnee K. Vickery, 2001, "Web-based Surveys: Reaching Potential Respondents On-line," *Decision Line*, Vol. 32, No. 2.
16. Theodore P. Stank, Scott B. Keller, and Patricia J. Daugherty, 2001, "Supply Chain Collaboration and Logistical Performance," *Journal of Business Logistics*, Vol. 22, No. 1, pp. 29-48.
17. Donald J. Bowersox, David J. Closs, and Theodore P. Stank, 2000, "Ten Mega Trends That Will Revolutionize Supply Chain Logistics," *Journal of Business Logistics*, Vol. 21, No. 2, pp. 1-16.
18. Steven Melnyk, David J. Closs, Theodore P. Stank, and Morgan Swink, 2000, "An Integrated Curriculum for Teaching Supply Chain Management at Michigan State University," *POMS Series in Technology and Operations Management*, Vol. 2, pp. 43-56.
19. Thomas Goldsby and Theodore P. Stank, 2000, "World Class Logistics Performance and Environmentally Responsible Logistics Practices," *Journal of Business Logistics*, Vol. 21, No. 2, pp. 187-208.
20. Theodore P. Stank and Thomas Goldsby, 2000, "A Framework for Transportation Decision Making in an Integrated Supply Chain," *Supply Chain Management: An International Journal*, Vol. 5, No. 2, pp. 71-78.
21. Steven Melnyk, Theodore P. Stank, and David J. Closs, 2000, "Supply Chain Management at Michigan State University: A Journey Described and Lessons Learned," *Production and Inventory Management Journal*, Vol. 41, pp. 13-18.
22. Theodore P. Stank, Patricia J. Daugherty, and Alexander E. Ellinger, 1999, "Marketing/Logistics Integration and Firm Performance," *International Journal of Logistics Management*, Vol. 10, No. 1, pp. 11-24.
23. Theodore P. Stank, Michael R. Crum, and Miren Arango, 1999, "Benefits of Interfirm Coordination in Food Industry Supply Chains," *Journal of Business Logistics*, Vol. 20, No. 2, pp. 21-42.
24. Donald J. Bowersox, Theodore P. Stank, and Patricia J. Daugherty, 1999, "Lean Launch: Managing Product Introduction Risk through Response-Based Logistics," *Journal of Product Innovation Management*, Vol. 16, pp. 557-568.
25. Theodore P. Stank, Patricia J. Daugherty, and Chad W. Autry, 1999, "Collaborative Planning: Supporting Automatic Replenishment Programs," *Supply Chain Management: An International Journal*, Vol. 4, No. 2, pp. 75-85. **Winner of Literati Club 2000 Editor's Highly Commended Award.**
26. Theodore P. Stank, Thomas Goldsby, and Shawnee Vickery, 1999, "The Effects of Service Provider Performance on Satisfaction and Loyalty of Store Managers in the Fast Food Industry," *Journal of Operations Management*, Vol. 17, No. 2 (June), pp. 429-447. **Selected for inclusion in the handbook of operations management scales by Aleda Roth of The**

University of North Carolina at Chapel Hill and Roger Schroeder of The University of Minnesota.

27. David J. Closs and Theodore P. Stank, 1999, "A Cross Functional Curriculum for Supply Chain Management at Michigan State University," *Journal of Business Logistics*, Vol. 20, No. 1, pp. 59-72.
28. Theodore Stank and Thomas Goldsby, 1998, "Bridging the Gap Between Academic Responsibilities and Practical Application in Logistics," *Journal of Transportation Management*, Vol. 10, No. 1, pp. 1-9.
29. Patricia J. Daugherty, Theodore P. Stank, and Alexander E. Ellinger, 1998, "Leveraging Logistics/Distribution Capabilities: The Effect of Logistics Service on Market Share," *Journal of Business Logistics*, Vol. 19, No. 2, pp. 35-51.
30. Theodore P. Stank, Patricia J. Daugherty, and Alexander E. Ellinger, 1998, "Pulling Customers Closer Through Logistics Service," *Business Horizons*, Vol. 41, No. 5 (September-October), pp. 74-80.
31. Theodore P. Stank, Richard Poist, and Paul Murphy, 1998, "Personal Skills Development: A Missing Ingredient in Logistics Education?" *Defense Transportation Journal*, Vol. 54, No. 4, pp. 10-15. **Winner of National Defense Transportation Association Memorial Medal for Literary Merit – 1999.**
32. Theodore P. Stank and Anthony S. Roath, 1998, "Some Propositions on Intermodal Transportation and Logistics Facility Development: Shippers' Perspectives," *Transportation Journal*, Vol. 37, No. 3, pp. 13-24.
33. Theodore P. Stank and Patrick Traichal, 1998, "Logistics Strategy, Organizational Design, and Performance in a Cross-Border Environment," *Transportation Research Part E: The Logistics and Transportation Review*, Vol. 34, No. 2, pp. 1-12.
34. Theodore P. Stank, Patricia J. Daugherty, and Alexander E. Ellinger, 1997, "Voice of the Customer: The Impact on Customer Satisfaction," *International Journal of Purchasing and Materials Management*, Vol. 33, No. 4, pp. 2-9.
35. Theodore P. Stank and Michael R. Crum, 1997, "Just-In-Time Management and Transportation Service Performance in a Cross-Border Setting," *Transportation Journal*, Vol. 36, No. 3, pp. 31-42.
36. Theodore P. Stank and Patricia J. Daugherty, 1997, "The Impact of Operating Environment on the Formation of Cooperative Logistics Relationships," *The Logistics and Transportation Review*, Vol. 33, No. 1, pp. 53-65.
37. Theodore P. Stank and Charles W. Lackey, Jr., 1997, "Enhancing Performance Through Logistical Capabilities in Mexican Maquiladora Firms," *Journal of Business Logistics*, Vol. 18, No. 1, pp. 91-124.
38. Theodore P. Stank, Patricia J. Daugherty, and Alex Ellinger, 1996, "Information Exchange, Responsiveness, and Logistics Provider Performance," *International Journal of Logistics Management*, Vol. 7, No. 2, pp. 1-14.
39. Theodore P. Stank, Margaret A. Emmelhainz, and Patricia J. Daugherty, 1996, "The Impact of Information on Supplier Performance," *Journal of Marketing Theory and Practice*, Vol. 4, No. 4, pp. 94-105.
40. Theodore P. Stank and Arnold B. Maltz, 1996, "Some Propositions on Third Party Choice: Domestic vs. International Logistics Providers," *Journal of Marketing Theory and Practice*, Vol. 4, No. 2, pp. 45-54.

41. Patricia J. Daugherty, Theodore P. Stank, and Dale S. Rogers, 1996, "Third Party Service Providers: Purchasers' Perceptions," *International Journal of Purchasing and Materials Management*, Vol. 32, No. 2, pp. 23-29.
42. Craig M. Gustin, Patricia J. Daugherty, and Theodore P. Stank, 1995, "The Effects of Information Availability on Logistics Integration," *Journal of Business Logistics*, Vol. 16, No. 1, pp. 1-22.
43. Dale S. Rogers, Patricia J. Daugherty, and Theodore P. Stank, 1995, "Benchmarking Programs: Opportunities for Enhancing Performance," *Journal of Business Logistics*, Vol. 16, No. 2, 43-64.
44. Frederick J. Stephenson and Theodore P. Stank, 1995, "Truckload Motor Carrier Profitability Strategies," *Transportation Journal*, Vol. 34, No. 2 (Winter), pp. 5-17.
45. Theodore P. Stank and Frederick J. Stephenson, 1995, "Senior Executives' Perspectives on Strategic Truckload Carrier Initiatives," *Logistics and Transportation Review*, Vol. 31, No. 4, pp. 325-340.
46. Craig M. Gustin, Theodore P. Stank, and Patricia J. Daugherty, 1994, "Computerization: Supporting Integration," *International Journal of Physical Distribution and Logistics Management*, Vol. 24, No. 1, pp. 11-16.
47. Theodore P. Stank, Patricia J. Daugherty, and Craig M. Gustin, 1994, "Organizational Structure: Influence on Logistics Integration, Costs and Information System Performance," *The International Journal of Logistics Management*, Vol. 5, No. 2, pp. 9-20.
48. Theodore P. Stank, Dale S. Rogers, and Patricia J. Daugherty, 1994, "Benchmarking: Applications by Third Party Warehousing Firms," *Logistics and Transportation Review*, Vol. 30, No. 1, pp. 55-72.
49. Patricia J. Daugherty, Theodore P. Stank, Craig M. Gustin, 1993, "Information Needs and Information Availability: The Strategic Gap," *The Journal of Transportation Management*, Vol. 5, No. 2, pp. 1-20.
50. Theodore P. Stank, 1993, "Measuring Logistics Service Quality," *Journal of Business Strategies*, Vol. 10, No. 1, 51- 62.
51. Dale S. Rogers, Patricia J. Daugherty, and Theodore P. Stank, 1992, "Enhancing Service Responsiveness: The Strategic Potential of EDI," *International Journal of Physical Distribution and Logistics Management*, Vol. 22, No. 8, pp. 15-20.
52. Patricia J. Daugherty, Theodore P. Stank, and Dale S. Rogers, 1992, "The Impact of Formalization on Warehousing Firms," *The International Journal of Logistics Management*, Vol. 3, No. 2, pp. 49-61.

BOOKS AND PROFESSIONAL PUBLICATIONS

1. Thomas Goldsby, Michael Crum, Joel Sutherland and Theodore Stank, 2007, "Global Transportation Management Trends," *Industry Week*.
2. Theodore P. Stank, 2007, "Integrating Demand and Supply to Improve Firm Performance," *Greater Knoxville Business Journal*, Vol 2, No. 14, March.
3. Theodore P. Stank, March 6, 2007, "Global SCM Strategy," *World Trade Journal*.
4. Mentzer, John T., Matthew Myers, and Theodore P. Stank, 2006, *Handbook of Global Supply Chain Management*, Thousand Oaks, California: Sage Publications.
5. Stank, Theodore P. and John T. Mentzer, "Transportation Management Trends: The Gathering Storm," *Logistics Quarterly*, 12 (March, 2006), 16-18.
6. Nancy Nix, Matthew Myers, Theodore Stank, and J. Thomas Mentzer, 2005, "Global Integration of Supply Chain Processes," *Logistics Quarterly*, Spring, Vol. 11, No. 1.
7. Theodore P. Stank, 2005, "Insights on Logistics Outsourcing," *Logistics Quarterly*, Spring, Vol. 11, No. 2.
8. Theodore P. Stank, 2004, "Forging Industry-Academia Partnerships," *Inbound Logistics*, February, Vol. 24, No. 8.
9. Theodore P. Stank, 2004, "An Academic's View of Executive Education Programs," *Logistics Quarterly*, Spring 2004, Vol. 10, No. 1.
10. Joel Sutherland, Thomas J. Goldsby, and Theodore P. Stank, 2004, "Leveraging Collaborative Transportation Principles," *Achieving Supply Chain Excellence Through Technology*, Vol. 6.
11. Thomas J. Goldsby and Theodore P. Stank, 2004, *Collaborative Transportation Management White Paper*, VICS.
12. Roger Calantone, Anthony DiBenedetto, and Theodore Stank, 2004, "Using Supply Chain Techniques for Lean Launch," *Handbook of Product Launch*, Kenneth Kahn, editor.
13. Donald J. Bowersox, David J. Closs, and Theodore P. Stank, 2003, "How to Master Cross-Enterprise Collaboration," *Supply Chain Management Review*, Vol. 7, September/October, pp. 18-27.
14. Theodore P. Stank, Robert Frankel, David J. Frayer, Thomas J. Goldsby, Scott B. Keller, and Judith M. Whipple, 2001, "Supply Chain Logistics Integration: Tales From The Trenches" *Supply Chain Management Review*, Vol. 5, May/June, 62-69.
15. Donald J. Bowersox, David J. Closs, Theodore P. Stank, and Scott B. Keller, 2000, "How Supply Chain Competency Leads to Business Success," *Supply Chain Management Review*, Vol. 4, No. 5.
16. Donald J. Bowersox, David J. Closs, and Theodore P. Stank, 1999, "21st Century Logistics: Making Supply Chain Integration a Reality," *Supply Chain Management Review*, Vol. 3, No., 3.
17. Donald J. Bowersox, David J. Closs, and Theodore P. Stank, 1999, *21st Century Logistics: Making Supply Chain Integration a Reality*, Oak Brook, IL: The Council of Logistics Management.
18. Donald J. Bowersox, David J. Closs, Theodore P. Stank, and Devin C. Shepard, 1999 "Supply Chain Management: Differentiating Through Effective Logistics," *Food Marketing Institute*, monograph.
19. Penny Brady and Theodore P. Stank, *Organizing Logistics for Competitive Advantage*, *Canadian Conference Board*, monograph, 1998.

20. Frederick J. Stephenson and Theodore P. Stank, 1994, "Trucking's Formula for Survival," *Journal of Commerce*, Vol. 402, No. 28,376 December 21, 1994.

CONFERENCE PROCEEDINGS:

1. Beth R. Davis, Brian S. Fugate, and Theodore P. Stank, "Maintaining Logistics Identity In The Supply Chain Era," Proceedings of the Annual Council of Logistics Management Transportation and Logistics Educators Conference, Philadelphia, PA, October 2004.
2. Meng Zhao, Cornelia Dröge, and Theodore P. Stank, 2000, "The Effects of Logistics Capabilities on Firm Performance: Customer-Focused vs. Information-Focused Capabilities," (Chicago, IL: AMA 2000 Summer Conference Proceedings).
3. Donald J. Bowersox, David J. Closs, Thomas J. Goldsby, and Theodore P. Stank, 1998, "World Class Logistics: 1998 North American Research," (Oak Brook, IL: Proceedings of the Annual Meeting of the Council of Logistics Management).
4. David J. Closs and Theodore P. Stank, 1998, "Designing a Cross-Functional Curriculum for Supply Chain Education at Michigan State University," (Oak Brook, IL: Proceedings of the Twenty-seventh Annual Transportation and Logistics Educators Conference, October).
Winner of Grosvenor Plowman Award for best paper.
5. Patricia J. Daugherty, Chad W. Autry, Matthew B. Myers, and Theodore P. Stank, 1998, "Automatic Replenishment Programs: An Empirical Examination," (AMA: Proceedings of the 1998 Marketing Exchange Colloquium, July).
6. Theodore P. Stank and Charles W. Lackey, Jr., 1995, "Logistics Capabilities of Mexican Manufacturers," (Robert Morris College: Proceedings of the Fourth Annual Miles International Conference), pp. 65-69.
7. Patricia J. Daugherty, Dale S. Rogers, and Theodore P. Stank, 1992, "Escalating Expectations: Service Trends in the '90's," (Oak Brook, IL: Proceedings of the Annual Meeting of the Council of Logistics Management), pp. 103-118.

REPRINTS

1. Donald J. Bowersox, David J. Closs, and Theodore P. Stank, "Ten Mega Trends That Will Revolutionize Supply Chain Logistics," reprinted in French in *Logistique Management*, Vol. 8, no. 2, 2000, pp. 5-16.
2. Donald J. Bowersox, David J. Closs, Theodore P. Stank, and Thomas J. Goldsby, 1999, "World Class Logistics: 1998 North American Research," reprinted in Japanese in *Logistics Planning*, Vol. 8, August.
3. David J. Closs and Theodore P. Stank, 1999, "A Cross-Functional Curriculum for Supply Chain Education at Michigan State University," reprinted in *Supply Chain and Logistics Journal*, Vol. No. 2, pp. 9-13.
4. Theodore P. Stank and Patrick Traichal, 1998, "Logistics Strategy and Performance in a Cross-Border Environment," *Texas Centers for Border Economic Development*, Technical Report TX98-3, pp. 3-18.
5. Theodore P. Stank, Patricia J. Daugherty, and Craig M. Gustin, 1996, "Organizational Structure: Influence on Logistics Integration, Costs and Information System Performance," *IT Management (Select)*, No. 3, 60-73.
6. Dale S. Rogers, Patricia J. Daugherty, and Theodore P. Stank, 1993, "Enhancing Service Responsiveness: The Strategic Potential of EDI," *Logistics Information Management*, Vol. 6, No. 3, pp. 27-32.

RESEARCH UNDER REVIEW:

1. Theodore P. Stank, Terry L. Esper, Alexander Ellinger, Daniel Flint, and Mark Moon, "Demand and Supply Integration: A Value and Knowledge-Based Conceptual Framework for Competitive Advantage," submitted to *Journal of the Academy of Marketing Science*.
2. Brian Fugate, J. Thomas Mentzer, and Theodore Stank, "Logistics Performance: Efficiency, Effectiveness, and Differentiation," submitted to *Journal of Business Logistics*.
3. Cheri Speier, Diane Mollenkopf, and Theodore Stank, "The Role of Information Integration in Facilitating 21st Century Supply Chains: A Theory-Based Perspective," submitted to *Transportation Journal*.
4. Terry L. Esper, Theodore P. Stank, J. Thomas Mentzer, Daniel Flint, and Matthew Myers, "A Strategic Framework for Supply Chain Orientation," submitted to *International Journal of Physical Distribution and Logistics Management*.
5. Brian Fugate, J. Thomas Mentzer, and Theodore Stank, "The Role of Logistics in the Market Orientation Process," submitted to *Journal of Operations Management*.

RESEARCH IN PROGRESS:

1. The Relationship Between Corporate Culture and Logistics Outsourcing Strategy – with John Mello, submitted to *Transportation Journal*.
2. Supply Chain Leadership Characteristics – with Cliff Defee, Terry Esper and Tom Mentzer targeted for *Journal of Operations Management*
3. Understanding the Supply Chain Risks Associated with Global Outsourcing – with Ila Manuj, Terry Esper and J. Thomas Mentzer, targeted for *Decision Science Journal*.
4. Using Dynamic Simulation Models for Research – with Ila Manuj and J. Thomas Mentzer – targeted for *Journal of Business Logistics*.

CONFERENCE PRESENTATIONS

1. "Demand and Supply Integration," AMS World Marketing Congress, Verona, Italy, July 2007.
2. "Demand and Supply Integration," 2006 Council of SCM Professionals Doctoral Symposium, San Antonio, TX, October 2006.
3. Value Chain Game, presented at 2005 Council of SCM Professionals Doctoral Symposium, San Diego, CA, October 2005.
4. "Logistics Expert Panel," presented at 2005 Council of SCM Professionals Educators Conference, San Diego, CA, October 2005.
5. "Research Skills for Doctoral Candidates," presented at 2004 Council of Logistics Management Doctoral Symposium, Philadelphia, PA, October 2004.
6. "Maintaining Logistics Identity in the Supply Chain Era," with Brian Fugate and Beth Davis, Annual Council of Logistics Management Transportation and Logistics Educators Conference, Philadelphia, PA, October 2004.
7. "Best Practices in Global Supply Chain Management," presented at the AMA Faculty Consortium, Fort Worth, TX, October 2003.

8. "Coordinating Production and Inventory Planning Strategies to Improve Supply Chain Performance," presented at 2003 Council of Logistics Management Annual Conference, Chicago, September 2003.
9. "Supply Chain Vulnerability in an Uncertain World," presented at the Health and Personal Care Conference, Longboat Key, FL, October 2003.
10. "Supply Chain Logistics Simulation: Cycle Time Acceleration Strategies," presented at 2002 Council of Logistics Management Annual Conference, San Francisco, September 2002.
11. "Modeling Postponement Strategies in the Supply Chain," presented at Canadian Association of Supply Chain and Logistics Management 2001 Logistics Research Forum, Toronto, ONT, April 29, 2001 "A Joint Industry/Academic Framework to Guide Best Practice E-Logistics," presented at the 2000 Council of Logistics Management Annual Conference, New Orleans, October 2000.
13. "Leveraging Alliances in the New Supply Chain Framework," presented at the ECR 2000 Conference, Atlanta, GA, March 15-17, 2000.
14. "Using the SC2000 Framework" and "World Class Logistics Makes a Difference," presented at the 1999 Council of Logistics Management Annual Conference, Toronto, ONT, October 1999.
15. "Designing a Cross-Functional Curriculum for Supply Chain Management," presented at the Canadian Association of Logistics Management 1999 Logistics Research Forum, Toronto, ONT, May 16, 1999.
16. "World Class Logistics: A Survey of Best Practices," presented at the Canadian Association of Logistics Management 1999 Logistics Research Forum, Toronto, ONT, May 16, 1999. "Customer Cocooning: The Strategic Impact of World Class Logistics," presented at the Canadian Association of Logistics Management 1999 Annual Conference, Toronto, ONT, May 17, 1999. "Supply Chain Management: Differentiating Through Effective Logistics," presented at the Food Marketing Institute Distribution Conference, San Antonio, Texas, March 8, 1999.
19. "World Class Logistics: 1998 North American Research," presented at the 1998 Annual Conference of the Council of Logistics Management, Anaheim, California October 13-14, 1998.
20. "Designing a Cross Functional Curriculum for Supply Chain Management at Michigan State University," presented at the 1998 Council of Logistics Management Transportation and Logistics Educators' Conference, Anaheim, California October 11, 1998.
21. "The Assistant Professor Perspective," presented at the Eighth Annual Doctoral Symposium of the Council of Logistics Management, Anaheim, California October 10, 1998.
22. "After the Ph.D.: Life in the Department," presented at the Seventh Annual Doctoral Symposium of the Council of Logistics Management, Chicago, Illinois, October 3, 1997.
23. "Integrating Academic Responsibilities in Logistics Research and Teaching," presented at the University of Arkansas guest lecturer series, Fayetteville, Arkansas, March 24, 1997.
24. "Career Preparation: Publishing in the Ph.D. Program," presented at the Sixth Annual Doctoral Symposium of the Council of Logistics Management, Orlando, Florida, October 18-19, 1996.
25. "Logistics Capabilities of Mexican Manufacturers," presented at the Fourth Annual Miles International Conference, El Paso, Texas, April 30-May 2, 1995.

26. "Customer Service: Integrating Point for Marketing and Logistics Academia," presented at the New Mexico State University guest lecturer series, Las Cruces, New Mexico, November 24, 1994.
27. "Profitability Strategies for Truckload Carriers," presented at the Trucking Profitability Strategies Conference, Athens, Georgia, April 17 - 19, 1994.
28. "Escalating Expectations: Service Trends in the '90's," presented at the 1992 Annual Conference of the Council of Logistics Management, San Antonio, Texas, October 11-14, 1992.

EXECUTIVE OUTREACH:

Program	Number of hours	Date
Logistics Executive Development Program	6	4/2007
Supply Chain Management Certification Program Module 1 (twice in 2007)	6	2007
Supply Chain Management Certification Program Module 3 (twice in 2007)	3	2007
Supply Chain Management Certification Program Module 5 (twice in 2007)	3	2007
Norfolk Southern Logistics Program (three times in 2007)	3	2007
SONY SCM course 1	3	5/2007
SONY SCM course 3	6	8/2007
RR Donnelley Global Turnkey Solutions Conference	1	6/2007
Logistics Executive Development Program	6	4/2006
Supply Chain Management Certification Program Module 1 (twice in 2006)	6	1 and 7/2006
Supply Chain Management Certification Program Module 3 (twice in 2006)	3	3 and 9/2006
Supply Chain Management Certification Program Module 5 (twice in 2006)	3	7 and 10/2006
Norfolk Southern Logistics Program (three times in 2006)	3	2, 3, and 8/2006
Chep, Inc. SCM program	3	5/2006
University of Verona undergraduate class	8	6/2006
University of Verona LogiMaster class	4	6/2006
Radio Systems Corporation	2	6/2006
Sony Corporation	6	4/2006
OfficeMax Corporation	16	7/2006
BWXT-Y12	1.5	12/2006
Logistics Executive Development Program	6	2005

Supply Chain Management Certification Program Module 1 (twice in 2005)	6	2005
Supply Chain Management Certification Program Module 3 (twice in 2005)	3	2005
Supply Chain Management Certification Program Module 5 (twice in 2005)	3	2005
Norfolk Southern Logistics Program (Four times in 2005)	3	2005
Banta Corp Technovation Seminar	1.5	2004
Masco Corp. SCM Exec Seminar	3	2004
Kellogg SCM Executive Seminar	4.5	2004
Kerr-McGee SCM Exec Seminar	4.5	2004
Textron SCM Exec Seminar	4.5	2004
Logistics Executive Development Program	3	2004
Health & Personal Care Log Sem	3	2004
Panalpina SCM Seminar	6	2004
Alabama Auto Mfg Assoc	1.5	2004
Norfolk Southern	3	2004
Supply Chain Cert Course 1	3	2004
Norfolk Southern	3	2004
SONY Corp. SC Cert Course 1	3	2004
Supply Chain Cert Course 3	4.5	2004
SONY/Ultimate SC Cert Course 1	3	2004
Norfolk Southern	3	2004
SONY Corp. SC Cert Course 3	6	2004
Supply Chain Cert Course 5	3	2004
Masco Corp. SCM Exec Seminar	3	2004
Kellogg SCM Executive Seminar	4.5	2004
Kerr-McGee SCM Exec Seminar	4.5	2004
Norfolk Southern	3	2004
Grundfos Pump SCM Exec Sem	9	2004
SONY Corp. SC Cert Course 1	3	2004

Educational Program	Topic	Approx # of Students	Date
Center for Executive Education	Supply Chain Cert, Course 1	16	10/03
Center for Executive Education	Supply Chain Cert, Course 1	12	08/03
Banta Corporation Technovation Seminar Budapest, Hungary	Intro to SCM	100	06/03
Panalpina SCM Seminar	Key Drivers of SCM	15	06/03
Kellogg SCM Executive Seminar	Value Chain Simulation	25	06/03
Banta Corporation Technovation Seminar	Intro to SCM	50	04/03
Banta Corporation SCM Seminar	Intro to SCM	30	04/03
	Customer Value		
	Value Chain Simulation		
	Inventory and Demand Mgt		
	Integrated Operations		
	SC Information Management		
	Relationship Management		
Operations Mgt Exec Seminar	Value Chain Simulation	12	03/03
Alticor Supply Chain Institute	SCM Simulation	30	03/03
	Lean Logistics		
Steelcase/Alticor SCM Cert Program	Value Chain Simulation	42	02/03

Masco Ops Mgt Leadership Program	Value Chain Simulation	25	12/02
Steelcase/Alticor SCM Cert Program	Outsourcing and Alliances	42	10/02
	Perspective 2000 and Beyond		
Kellogg SCM Executive Seminar	Value Chain Simulation	25	10/02
Broad Top Executive Seminar	SCM Introduction	15	09/02
	Relationship Management		
	CPFR workshop		
Kerr McGee SCM program	Relationship Management	50	08/02
	Value Chain Simulation		
Brazilian Logistics Executive Seminar	MSU LOGA Simulation	45	07/02
	SCM Introduction		
	Lean Logistics		
	Scoping SC Technology		
	Perspective 2000 and Beyond		
Alticor Supply Chain Institute	SCM Simulation	30	06/02
	Lean Logistics		
Alticor Supply Chain Institute	SCM Simulation	30	09/02
	Lean Logistics		
MSU Logistics Executive Seminar	MSU LOGA Simulation	50	05/02
	Inventory and Demand Mgt		
MSU-IFI SCM Study Tour	Lean Logistics	110	05/02
Kellogg SCM Executive Seminar	Value Chain Simulation	25	05/02
Northwestern University Advanced Transportation Program	The Future of Logistics	20	05/02
University of Minnesota Executive Program, Leverkusen, Germany	9 hour SCM Module	25	05/02
Siemens SCM Executive Seminar	MSU LOGA Simulation	25	04/02
	Inventory and Demand Mgt		
Masco Ops Mgt Leadership Program	Managing Independent Demand	25	02/02
Banta Corporation Technovation Seminar	Intro to SCM	50	02/02
Kerr McGee SCM program	Relationship Management	50	02/02
	Value Chain Simulation		
Steelcase/Alticor SCM Cert Program	Customer Order Management	42	01/02
	Transportation Management		
Steelcase/Alticor SCM Cert Program	Customer Svc and Channels	42	10/01
	SC Operations		
	Value Chain Simulation		
Kellogg SCM Executive Seminar	Value Chain Simulation	25	10/01
Banta Corporation Technovation Seminar	Intro to SCM	50	09/01
MSU Logistics Executive Seminar	MSU LOGA Simulation	50	09/01
	Inventory and Demand Mgt		
Brazilian Logistics Executive Seminar	MSU LOGA Simulation	45	07/01
	Flexible Manufacturing		
	Integrated Logistics Strategy		
	Scoping SC Technology		
	Perspective 2000 and Beyond		
MSU Logistics Executive Seminar	MSU LOGA Simulation	50	05/01
	Inventory and Demand Mgt		
Masco Ops Mgt Leadership Program	Managing Independent Demand	25	03/02
Steelcase/Alticor SCM Cert Program	Alliances	48	03/01
EDS SC Seminar	Value Chain Simulation	25	03/01
Dell Americas Operations SCM Seminar Series	21 st Century Logistics	45	03/01
Australian Logistics Executive Seminar	MSU LOGA Simulation	45	02/01
	Inv. & Svc Parts Mgt		

	Order Fulfillment		
	Integrated Log Mgt Case		
	21 st Century Logistics		
Banta Corporation Technovation Seminar	Intro to SCM	50	02/01
EDS SC Seminar	Value Chain Simulation	25	01/01
Canadian Assoc. of Log Mgmt Seminar	Inv. Mgt. & Order Fulfill Transportation Mgt Warehousing Mgt Contract Logistics	45	11/00
Smurfit-Stone SC Seminar	Value Chain Simulation	25	10/00
Siemens SCM Executive Seminar	Inv. & Demand Mgt MSU LOGA Simulation	25	10/00
Steelcase/Alticor SCM Cert Program	Inventory and Demand Mgt		
Purina SCM Seminar	Transportation Mgt	48	09/00
	Retail Logistics	35	07/00
	Integrated SC Logistics		
EDS SC Seminar	Value Chain Simulation	25	06/00
Masco Ops Mgt Leadership Program	Managing Independent Demand	25	06/00
MSU Logistics Executive Seminar	MSU LOGA Simulation	50	05/00
	Inventory and Demand Mgt		
IBM SCM Executive Seminar	Value Chain Simulation	25	04/00
	Transportation Mgt		
EDS SC Seminar	Value Chain Simulation	25	03/00
Canadian Assoc. of Log Mgmt Seminar	21 st Century Logistics	45	02/00
	Customer Service		
	Value Chain Simulation		
EDS SC Seminar	Value Chain Simulation	25	12/99
Steelcase/Alticor SCM Cert Program	Logistics Operations	48	11/99
EDS SC Seminar	Value Chain Simulation	25	09/99
Siemens SCM Executive Seminar	MSU LOGA Simulation	30	10/99
	Transportation Mgt		
Brazilian Logistics Executive Seminar	MSU LOGA Simulation	45	07/99
	Warehouse Operations		
	Integrated Logistics Strategy		
	Contract Logistics		
	Managing Change in Logistics		
EDS SC Seminar	Value Chain Simulation	25	06/99
MSU Logistics Executive Seminar	MSU LOGA Simulation	50	05/99
	Transportation Mgt		
DLA SCM Seminar	Value Chain Simulation	35	04/99
	SC Operations		
	Customer Svc Driven SCM		
Steelcase/Alticor SCM Cert Program	Customer Svc Driven SCM	48	04/99
United Airlines Air Cargo Division	Value Chain Simulation	25	05/99
Logistics SC Executive Program	Inventory and Demand Mgt		
EDS SC Seminar	Value Chain Simulation	25	03/99
Steelcase/Alticor SCM Cert Program	SC Operations	48	03/99
World Bank SC Seminar	21 st Century Logistics	25	02/99
Siemens SCM Executive Seminar	MSU LOGA Simulation	30	10/98
	Transportation Mgt		
Wal*Mart SC Seminar	Value Chain Simulation	30	10/98
Siemens Procurement Trainee Program	World Class Logistics	20	07/98
	Value Chain Simulation		
MSU Logistics Executive Seminar	MSU LOGA Simulation	50	05/98

	Transportation Mgt		
Siemens Executive SC Meeting	World Class Logistics Trends	50	02/98
Siemens SCM Executive Seminar	MSU LOGA Simulation	30	10/97
	Transportation Mgt		
Brazilian Logistics Executive Seminar	MSU LOGA Simulation	45	07/97
	Contract Logistics		
	World Class Logistics		
National Food Processors Assoc. Mtg	World Class Logistics	75	10/97
Security Capital Industrial Trust	World Class Logistics	40	07/97
Sales Mtg			
MSU Logistics Executive Seminar	MSU LOGA Simulation	50	05/97

FUNDED RESEARCH:

- 2004 – Integrated Supply Chain Management benchmarking research, grant from Ultimate Electronics, \$10,000.
- 2000-2003 Supply Chain Management Dynamic Simulation Modeling Collaboratory, research grant from A.T. Kearney Consulting, Dow Chemical, Hershey Foods, IBM, The Limited, and Whirlpool, \$450,000.
- 1999 “Implementing Collaboration in Retail Grocery Supply Chains,” research grant from Mercer Management Consultants as part of the MSU Logistics Supply Chain Collaboratory, \$25,000
- 1998 “21st Century Logistics: Making SCM a Reality,” publishing grant from Council of Logistics Management, \$25,000
- 1998 World Class Logistics Update research grant from Mercer Management Consultants as part of the MSU Logistics Supply Chain Collaboratory, \$25,000
- 1996 grant from Pepsi Food Systems for fast food distribution customer service, \$100,000
- 1996 ISU Faculty Research Grant for research on food distribution and logistics, \$12,000
- 1996 North Iowa Area Roundtable intermodal transportation/logistics hub study, \$4000
- 1995 UTEP University Research Institute Grant for research on logistics in the maquiladora industry, \$2,000

TEACHING EXPERIENCE:Undergraduate:

2006-2007 Introduction to Supply Management
 2004-2006 Strategic Logistics in a Global Supply Chain Environment
 1997-2003 Logistics and Transportation Management
 1997-2000 Introduction to Supply Chain Management
 1994-1997 Introduction to Business Logistics
 1996-1997 Advanced Logistics Management
 1992-1994 Personal Selling/Sales Management
 1993 Principles of Marketing

MBA:

2007 Strategy module in MBA Logistics Concentration
 2001-2003 Logistics and Transportation Management
 1996-1997 Business Logistics Strategies (Full Time MBA & Executive MBA Programs)

1994-1995 Integrated Logistics

Doctoral:

1997-Present, Chaired 4 doctoral committees, served on 10 others
2003-2007 Evolution of Logistics Thought
2003 Inter-organizational Relations in Marketing and Logistics Channels
2000 Theory of Transportation and Distribution Systems

Executive:

1996-Present Various courses related to Logistics and Supply Chain strategies

PROFESSIONAL SERVICE:

- 2006-Present, External Reviewer for seven promotion and tenure decisions
- 2007-Present, Editorial Review Board, *International Journal of Physical Distribution and Logistics Management*
- 2006-Present, Editorial Review Board, *Transportation Journal*
- 2005-Present, Member, CSCMP Educational Strategies Committee
- 2005, Chair, CSCMP Doctoral Symposium
- 2004-Present, Educational Advisor, Health and Personal Care Logistics Conference
- 2004-Present, Editorial Board, *Logistics Quarterly*
- 2004 Track Chair, CLM Annual Conference
- 2003-present, Director, UT Supply Chain Management and Strategy Forum
- 2001-present, Editorial Review Board, *Journal of Business Logistics*
- 2000, Track Chair, CLM Annual Conference
- 1998 Faculty Representative to the 28th Albert Haring Symposium, Indiana University
- 1998-2000 Member, Editorial Review Board, *Journal of Transportation Management*
- 1998 Member, CLM Doctoral Dissertation Award Selection Committee
- Reviewer:
 - 2003-Present, *Journal of International Marketing*
 - 2002-Present, *Decision Sciences Journal*
 - 1998-Present, *Journal of Operations Management*
 - 2004 *Journal of the Academy of Marketing Science*
 - 1998 *Proceedings of the 1999 AMA Winter Educator's Conference*
 - 2005 *Southern Marketing Association Proceedings*
 - 1998 *Psychology and Marketing Special Issue on Emerging Marketing Issues*
 - 1996, 1998 *Journal of Marketing Theory and Practice*
 - 1996 *Journal of Transportation Management*
 - 1996 *Proceedings of the 1996 AMA Summer Educators' Conference*
 - 1995-Present, *CLM/CSCMP Educators Conference Proceedings*
- 1996-1998, 2000, 2004, 2005 Faculty, CLM/CSCMP Doctoral Symposium
- 1994-1995 President, Paso del Norte Roundtable of the Council of Logistics Management

PROFESSIONAL ASSOCIATION MEMBERSHIPS:

- Council of Supply Chain Management Professionals (formerly Council of Logistics Management)

- Institute of Supply Management
- American Society of Transportation and Logistics

CURRENT COMMITTEE MEMBERSHIPS AND DEPARTMENT SERVICE:

- ML Strategy Committee
- Integrated Value Chain Forum Faculty Committee
- Faculty Teaching Evaluation Committee

AWARDS/HONORS:

- 2008 Order of Omega Outstanding Faculty Award, February
- 2006 DC Velocity Rainmaker Award
- 2006 Chancellor's Teaching Excellence Award nominee, UT
- 2005 CBA Outstanding Teaching, Research, and Service Award nominee, UT
- 2005 UT Alumni Teaching Excellence Award nominee
- 2005-2007 UT CBA Outstanding Scholar Award nominee, UT
- 2002-2003 Bernard J. La Londe Award for Best Paper in JBL
- 2000 MSU Supply Chain Management Association Outstanding Faculty Award
- 2000 Literati Club Editor's Highly Commended Award Winner
- 1999 National Defense Transportation Association Memorial Medal for Literary Merit.
- 1998-1999 Phi Chi Theta Professional Business Fraternity Professor of the Year Award.
- 1998 Marketing and Supply Chain Management Department nominee for Michigan State University Teacher/Scholar Award.
- 1998 Grosvenor Plowman Award for Best Paper at the 1998 CLM Transportation and Logistics Educators' Conference
- 1998 MSU Supply Chain Management Association Outstanding Faculty Award
- 1995-1996, 1996-1997 Iowa State University College of Business Research Award Nominee
- 1996-1997 Iowa State University College of Business Teaching Award Nominee
- 1996 Iowa State University Faculty Research Grant Recipient (\$12,000)
- 1996 The University of Georgia Robert C. Anderson Memorial Research Excellence Award (\$1000 honorarium)
- 1995 UTEP Faculty Research Grant Recipient (\$2,000)
- 1994 The University of Georgia Kathryn D. Honeycutt Graduate Teaching Excellence Award (\$500 honorarium)
- 1994 24th Albert Haring Symposium Fellow, Indiana University
- 1993 American Marketing Association Doctoral Consortium Fellow
- 1993 The University of Georgia Terry College of Business Research Grant
- 1991-1993 Council of Logistics Management Doctoral Consortium Fellow