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Managerial Economics and Decision Sciences
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ACADEMIC POSITIONS

Kellogg School of Management, Northwestern University

Evanston, IL

Assistant Professor of Managerial Economics and Decision Sciences, 2011-

Donald P. Jacobs Scholar in Managerial Economics and Decision Sciences, 2011-2012

EDUCATION

The Wharton School, University of Pennsylvania

Philadelphia, PA

PhD in Operations and Information Management, May 2012

M.A. in Statistics, May 2010

Technical University of Catalonia

Barcelona, Spain

M.Sc. in Electrical Engineering, 2003

M.Sc. in Industrial Engineering, 2003

B.Sc. in Electrical Engineering, 1999

PUBLICATIONS AND SUBMITTED PAPERS

1. Integration of Online and Offline Channels in Retail: The Impact of Sharing Reliable Inventory Availability Information (with Santiago Gallino). *Management Science*, 2014.
2. Doing Business with Strangers: Reputation in Online Service Marketplaces (with Christian Terwiesch). *Information Systems Research*. Forthcoming.
3. How to Win in an Omnichannel World (with David Bell, Santiago Gallino). *MIT Sloan Management Review*, 2014. Vol. 56, No. 1, 45-53.
4. Showrooms and Information Provision in Omni-channel Retail (with David Bell, Santiago Gallino). *Production and Operations Management*. Forthcoming. [extended abstract under the 1st POMS Applied Research Challenge Awards]

5. The Effects of Product Line Breadth: Evidence from the U.S. Automotive Industry (with Christian Terwiesch). Invited for minor revision at Marketing Science.
6. Pricing and Production Flexibility: An Empirical Study of the U.S. Automotive Industry (with Christian Terwiesch). Invited for revision at Manufacturing and Service Operations Management.
7. Staffing Service Systems When Capacity Has a Mind of its Own (with Itai Gurvich and Martin Lariviere). Under review.
8. Inventory Showrooms and Customer Migration in Omni-channel Retail: The Effect of Product Information (with David Bell and Santiago Gallino). Under review. Winner of the 2014 POMS Applied Research Challenge.
9. Channel Integration, Sales Concentration, and Inventory Management (with Santiago Gallino and Yannis Stamatopoulos). Invited for revision at Management Science.
10. Optimal Replenishment in Vendor Managed Inventory Systems Using Point-of-Sales Data (with Achal Bassamboo and Yannis Stamatopoulos). Under review.
11. The Operational Value of Social Media Information (with Ruomeng Cui, Santiago Gallino and Dennis Zhang). Under review.

WORK IN PROGRESS

12. The Value of Fit Information in Online Retail: Evidence from a Randomized Field Experiment (with Santiago Gallino)
13. Do-it-yourself Revenue Management: An Empirical Study of Peer-to-Peer Hospitality Services (with Jun Li and Dennis Zhang)
14. Field Experiments in Service Marketplaces (with Santiago Gallino)
15. Are Stores Shrinking? Drivers and Evolution of Retail Assortment

CASE STUDIES

Homeshored Independent Agents. An Operational Case Study (with Itai Gurvich and Martin Lariviere)

Evaluating a Multi-Channel Intervention (with Santiago Gallino) [in preparation]

RECENT CONFERENCE AND WORKSHOP PRESENTATIONS

The Value of Fit Information in Online Retail: Evidence from a Randomized Field Experiment
Conference on Digital Experimentation @ MIT 2014, INFORMS 2014.

An Empirical Study of Showrooming in Online Retailing

DIIE/LBS Workshop on Operational Innovation 2013, INFORMS 2013, Marketing Science 2014, MSOM 2014, INFORMS 2014.

Empirical Analysis of Online-Offline Strategies in Retail

POMS 2012, Kellogg Operations Management Workshop 2012, INFORMS 2012, MSOM 2013, INFORMS 2013, MSOM 2014.

An Empirical Analysis of Reputation in Online Service Marketplaces

INFORMS 2010, Revenue Management and Pricing Conference 2011, INFORMS 2011, University of North Carolina – Kenan-Flagler Business School Junior Faculty Workshop 2012, Workshop on Behavioral Operations 2012, NYU Workshop on the Changing Nature of Work 2013.

Pricing and Production Flexibility: An Empirical Study of the U.S. Automotive Industry

Workshop in Empirical Operations Management 2010, INFORMS 2010, MSOM 2011, INFORMS 2011

Recent talks at The Wharton School (University of Pennsylvania), Kellogg School of Management (Northwestern University), Johnson School (Cornell University), Harvard Business School, Judge School (University of Cambridge), Tilburg University, London Business School, IESE.

TEACHING EXPERIENCE

Kellogg School of Management, Northwestern University

OPNS-430: Operations Management (summer 2012, spring 2013, spring 2014)

OPNS-525: Emerging Areas in Operations Management (PhD course on Empirical Operations Management, spring 2014).

OPNS-438: Operations Management – Accelerated (summer 2012)

The Wharton School, University of Pennsylvania

Teaching Assistant, 2007-2011

OPIM 101: Introduction to the Computer as an Analysis Tool (2010)

OPIM 469: Information Strategy and Economics (2008, 2010, 2011)

OPIM 631: Quality and Productivity (MBA 2008, 2009; Exec MBA 2008, 2009, 2010; JD-MBA 2010)

OPIM 632: Supply Chain Management (MBA 2009)

OPIM 650: Operations Performance Analysis (Exec MBA 2009)

Executive Program in Strategic R&D Management (2008, 2009)

School of Industrial Engineering, Technical University of Catalonia

Lecturer, 2004-2007

Operations Management, Decision Models, Design of Production and Logistics Systems, Quantitative Methods for Business, Graphs and Decisions, Industrial Organization.

INDUSTRY EXPERIENCE

Barcelona Supercomputing Center	Barcelona, Spain
Business Development Manager	2006-2007
Project Manager	2005-2006
Barcelona City Council IT Division	Barcelona, Spain
Project Manager – International Projects and Innovation	2001-2005
Amena (now Orange)	Barcelona, Spain
IT Engineer	1998-2000

SERVICE AND PROFESSIONAL ACTIVITIES

PhD student supervision: Ruomeng Cui (committee member; graduated 2014, now at Indiana University); Eric Park (committee member; graduated 2014, now at University of British Columbia); Yannis Stamatopoulos (advisor; expected graduation 2016); Lu Wang (committee member; expected graduation 2016).

Referee: Management Science, Operations Research, Manufacturing and Service Operations Management, Information Systems Research, Production and Operations Management, Journal of Retailing, MIT Sloan Management Review, California Management Review, Communications of the ACM, International Journal of eCommerce, MSOM Conference, MSOM Conference Supply Chain SIG, MSOM Conference Service Operations SIG, CIST 2012

Session Chair: INFORMS (2012, 2013, 2014) and POMS (2012, 2015)

Judge: POMS College of Supply Chain Management Student Paper Competition (2012, 2013, 2014), MSOM Student Paper Competition (2012, 2013, 2014)

Other: Co-organizer of the Kellogg Operations Management Seminar Series (2012-); Discussant at the Workshop in Empirical Operations Management (2013); Member of INFORMS, American Economic Association, American Statistical Association, IEEE

HONORS AND AWARDS

Winner of the 2014 POMS Applied Research Challenge

Semi-finalist in the 2013 JFIG Paper Competition

Fellowship from La Caixa Foundation (2007-2009)

Fellowship from the Operations and Information Management Department, The Wharton School
(2007-2011)

OPIM Scholar Award (2010)

Russell Ackoff Fellowship (2010)

Penn Lauder CIBER Grant (2009)

Jay H. Baker Retailing Grant (2009)

Accenture Master Thesis Award in Industrial Engineering (2004)