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Managerial Economics and Decision Sciences Kellogg School of Management Northwestern University 2001 Sheridan Road Evanston, IL 60208-2009

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, forthcoming.
- 2. 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.
- 3. The Effects of Product Line Breadth: Evidence from the U.S. Automotive Industry (with Christian Terwiesch). Invited for revision at Marketing Science.
- 4. Doing Business with Strangers: Reputation in Online Service Marketplaces (with Christian Terwiesch). Invited for revision at Information Systems Research.
- 5. Staffing Service Systems When Capacity Has a Mind of its Own (with Itai Gurvich and Martin Lariviere). Under review
- 6. Inventory Showrooms and Customer Migration in Omni-channel Retail: The Effect of Product Information (with David Bell and Santiago Gallino). Under review. Finalist in the 2014 POMS Applied Research Challenge.

WORK IN PROGRESS

- 7. Replenishment under Partial Information (with Achal Bassamboo and Yannis Stamatopoulos)
- 8. The Value of Social Media Data in Supply Chains (with Ruomeng Cui, Santiago Gallino and Dennis Zhang)
- 9. Channel Integration and Sales Concentration (with Santiago Gallino and Yannis Stamatopoulos)
- 10. Do-it-yourself Revenue Management: An Empirical Study of Peer-to-Peer Hospitality Services (with Jun Li)
- 11. Field Experiments in Service Marketplaces (with Santiago Gallino)
- 12. Are Stores Shrinking? Drivers and Evolution of Retail Assortment
- 13. Does Inventory Influence Demand? Exploring Billboard and Scarcity Effects (with Marshall Fisher and Santiago Gallino)

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

An Empirical Study of Showrooming in Online Retailing

DIIE/LBS Workshop on Operational Innovation 2013, INFORMS 2013

Empirical Analysis of Online-Offline Strategies in Retail

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

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), 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, to be offered in Spring 2014).

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

Referee for Management Science, Operations Research, Manufacturing and Service Operations Management, 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 at INFORMS (2012, 2013, 2014) and POMS (2012)

Discussant at the Workshop in Empirical Operations Management (2013)

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

Judge for the MSOM Student Paper Competition (2012, 2013)

Member of INFORMS, American Economic Association, American Statistical Association, IEEE

HONORS AND AWARDS

Finalist in 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)