



## PUBLICATIONS AND WORKING PAPERS

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- Raz G. and Porteus E. (2006), "A Fractiles Perspective to the Joint Price/Quantity Newsvendor Model". – *Management Science* 52 (11), 1764 – 1777.
- Laseter T., A. Ovchinnikov, and Raz. G. (2010), "Reduce, Reuse, Recycle...or Rethink," – *Strategy + Business* 61, 28 – 32.
- Özer O. and Raz G. (2011), "Supply Chain Sourcing Under Asymmetric Information". – *Production and Operations Management* 20 (1), 92 – 115.
- Raz G. and M. Schlosser (2011) – "Case in Point: How a business can make recycling profitable, as well as noble" – *Washington Post*, December 25, 2011
- Doctori-Blass V., Druehl C., and Raz G., "Design for the Environment – Life Cycle Approach Using a Newsvendor Model" – 3<sup>rd</sup> round in *Production and Operations Management*
- Raz G. and Ovchinnikov A., "The Newsvendor Model with Pricing for Public Interest Goods". – Under review in *Production and Operations Management*
- Doctori-Blass V., Ovchinnikov A., and Raz G., "Environmental and Economic Assessment of Remanufacturing Strategies for Product-Service Bundles" – Under review in *Production and Operations Management*
- Druehl C. and Raz G., "The 3 Cs of Outsourcing Innovation: Cost, Capability, and Control". – in preparation for submission to *Management Science*
- Koenigsberg O. and Raz G., "Product Line Pricing and Inventory Setting in a Retail Environment". – in preparation for submission to *Production and Operations Management*
- Raz G. and Porteus E., "Properties of Decentralized Supply Chains for the Price-Setting Newsvendor Problem". – Working paper – Darden School of Business, 2010
- Kraft T. and Raz G., "Collaborate or Compete – When should Firms Work Together to Eliminate the Use of a Potentially Hazardous Substance?" – Working paper – Darden School of Business, 2011
- Raz G. and R. Stonecash, "Managing Supplier Contracts: A Case Study of Cochlear" – Proceedings of the 2nd Australia New Zealand Academy of Management (ANZAM) Operations Management Symposium, Melbourne, Australia, Sep. 2004

## DARDEN CASES AND NOTES

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- Raz G., "Passover in Costa Rica" – Darden case study, 2009
- Raz G., "Introduction to Supply Chain Management" – Darden Note, 2009
- Raz G., "The Supply Chain Simulation Game" – Darden Simulation Case, 2009
- Yemen G., Raz G., and Davidson M., "*Kulicke and Soffa Industries – Designing a Supply Chain Network*" – Darden Case, 2010
- Yemen G., Raz G., and Davidson M., "*Kulicke and Soffa Industries Inc. in China – Knowledge Transfer (A) and (B)*" - Darden Case, 2010
- Raz G., and Schlosser M., "*Sandvik Coromant Recycling Concept*" - Darden Case, 2010
- Raz G., "Managing Inventories: The Newsvendor Model" – Darden Note, 2011
- Raz G., "Supply Chain Coordination and Contracts" – Darden Note, 2011
- Raz G., "Uncle Coco's Magic Shop" – Darden Case, 2011

## AWARDS AND ACADEMIC DISTINCTIONS

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INFORMS “Moving Sprit” Service Award, 2009  
INFORMS Young Practitioner Connection, 2009  
Nominated for 2001 INFORMS Doctoral Student Colloquium  
Stanford Graduate School of Business Doctoral Fellowship (1998 – 2002)  
Israel Institute of Technology Presidential Scholarship on acceptance (1994)  
Israel Institute of Technology President’s List (1995, 1996, 1997)  
Participant in the Program for Excellent Students in the Industrial Engineering and Management Department, Israel Institute of Technology.

## CONFERENCE PRESENTATIONS

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“A Discrete Service Level Perspective to the Newsvendor Model with Simultaneous Pricing”– INFORMS national meeting in Miami, FL, November 2001  
“Selling to the Newsvendor Under Endogenous Retail Pricing”– INFORMS national meeting in San Jose, CA, November 2002  
“Selling to the Newsvendor Under Endogenous Retail Pricing” – 1st Australia New Zealand Academy of Management (ANZAM) Operations Management Symposium, Sydney, Australia, June 2003  
“How to Manage and Evaluate your Suppliers? An Application to Biotech Companies” – INFORMS national meeting in Atlanta, GA, October 2003  
“A Fractiles Perspective to the Joint Price/Quantity Newsvendor Model” – CORS/INFORMS international meeting in Banff, Canada, May 2004  
“Managing Supplier Contracts: A Case Study of Cochlear” – 2nd ANZAM Operations Management Symposium, , Melbourne, Australia, September, 2004  
“Supply Chain Competition Under Asymmetric Information” - INFORMS national meeting in Denver, CO, November 2004  
“Endogenously Determined Supply Contracts for the Price-Setting Newsvendor Problem” – INFORMS national meeting in San Francisco, CA, November 2005  
Invited to be a discussant in the Multi Echelon conference (part of M&SOM Annual conference) on Public Policy Applications of Supply chain Management, Atlanta, GA, June 2006  
“Public Policy Considerations of the Joint Price/Quantity Newsvendor Model: The Influenza Vaccine”– INFORMS national meeting in Pittsburgh, PA, November 2006  
“Product Line Pricing and Inventory Setting in a Retail Environment” – INFORMS national meeting in Seattle, WA, November 2007  
“A Retailer’s Product Line Decision under Stochastic Demand” – POMS Annual meeting in San Diego, CA, May 2008  
“Manufacturer Incentives for Supplier Investments in Process and Product Innovations” – POMS Annual meeting in Orlando, FL, May 2009  
“Supply Chain Sourcing Under Asymmetric Information” – POMS Annual meeting in Orlando, FL, May 2009  
“Manufacturer Incentives for Supplier Investments in Process and Product Innovations” – INFORMS national meeting in San Diego, CA, October 2009

“Public Policy Considerations of the Joint Price/Quantity Newsvendor Model” – INFORMS national meeting in San Diego, CA, October 2009

“Teaching with Games and Simulation” – Invited Tutorial, INFORMS Southern Conference, Huntsville, AL, April 2010

“Refurbishing Strategies for Cell Phone Service Providers in the US: Economic and Environmental Assessment” – POMS Annual meeting in Vancouver, BC, May 2010

“The 3 C's of Outsourcing Innovation: Cost, Capability and Control” – *Production and Operations Management* Annual meeting in Vancouver, BC, May 2010

“Teaching Operations using Games and Simulation” – Invited Presentation, INFORMS Behavioral Conference, Charlottesville, VA, June 2010

“The Newsvendor Model with Pricing for Public Interest Goods” – Invited presentation for Stanford Conference on “OR for the Public Interest” a special issue for *Operations Research* Journal, Stanford, CA, June, 2010

“Design for the Environment – Life Cycle Approach Using a Newsvendor Model” – Invited presentation for Indiana Conference on “New Product Development, Innovation and Sustainability” a special issue for *Production and Operations Management* Journal, Bloomington, IN, October, 2010

“The Newsvendor Model with Pricing for Public Interest Goods” – *INFORMS* national meeting in Austin, TX, November 2010

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#### RESEARCH PRESENTATIONS AT OTHER UNIVERSITIES

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Stanford Management Science and Engineering, Stanford University, 2001

The Wharton School, University of Pennsylvania, 2002

Harvard Business School, 2002

Indiana University, 2002

University of Maryland, 2002

University of British Columbia, 2002

Emory University, 2002

University of California, Berkeley, 2002

University of California, Irvine, 2002

Georgetown University, 2003

Bar Ilan University, Israel, 2004

Interdisciplinary Centre, Herzliya, Israel, 2004

Interdisciplinary Centre, Herzliya, Israel, 2005

New York University, 2006

University of North Carolina, 2007

University of Maryland, 2009

Cornell University, 2010

## INDUSTRY PRESENTATIONS

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Invited to participate on an expert panel on the future of RFID in the Asia Pacific Region – *RFID World Australasia* Conference, Sydney, Australia, August 2005

“The impact of poor information and coordination on supply chain performance” – *Health Industry Business Communications Council of Australia* Annual conference, Sydney, Australia, September 2005

“Supply Chain Management: The Power to Build and Destroy Companies” – 2005 Executive Research Briefings Series, The Centre for Corporate Change (AGSM) and Melbourne Business School together with Industry partners Booz Allen Hamilton, Blake Dawson Waldron and NM Rothschild & Sons, for leading executives in Sydney and Melbourne, Australia, August and October 2005

“Outsourcing and Managing Suppliers in a Supply Chain” – Life Long Learning Evening for AGSM Alumni in Hong Kong, China, September 2005

“Optimal Pricing Throughout the Supply Chain” – Strategic Pricing 2006 Conference, Sydney, Australia, May 2006

“Innovation and Entrepreneurship in Israel” – Georgetown Israeli Business Conference Keynote Speech, Washington DC, January 2010

Darden Conference on Innovation and Entrepreneurship in Israel (Conference Chair and Organizer), Charlottesville, VA, October 2010

## MEDIA MENTIONS

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The Business of Supply Chains, AGSM Magazine, April 2004

Cochlear gets cosy, BRW Magazine, 29 July 2004

Act now, or pay the price, CFO Magazine, 1 August 2004

Supply Chain Management – the chicken or the egg? , Made in Australia Magazine, June 2005

Human Element – Contract Management in Australia, Logistics Magazine, August 2006

Dealing Direct – CEO Agenda, March 2007

Not Coordinating Price and Quantity Can Mean Lost Competitive Advantage – Stanford GSB News, June 2007

A New Model for Optimizing Price and Quantity – *The Pricing Advisor*, October 2007

Darden Launches New Global Business Experiences – UVA Today, March 2010

Get your MBA, See the World – Jumbo Test GMAT, March 2010

New Case Examines the Logistics of Recycling – Darden News, April 2010

Operations Research for the Public Interest Conference – Stanford GSB News, June 2010

## TEACHING INTERESTS

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Supply Chain Management

Operations Management and Continuous Improvement (Lean and Six Sigma)

Public Policy (Health Care and Sustainability)

## TEACHING EXPERIENCE

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### **Darden Teaching**

Faculty Member, First Year Operations, 2007 – 2011 – *Taught this core course whose objective is to teach first year Darden students the fundamentals of Operations management using the case method. Taught multiple sections with 65 students per section.*

Faculty Member, Supply Chain Management (New MBA for Executives Elective), 2009 – 2011 – *Designed and taught this new elective course whose objective is to introduce students to key concepts, best practices, innovative ideas, practical thinking and critical thinking of integrative demand and supply chain management*

Faculty Member, Darden GBE to Israel (New MBA for Executives Elective), 2010 – 2011 – *Designed and taught this new elective course whose focus is on entrepreneurship and innovation in Israel. The first part of the course takes place in the US and the second part includes 10 days study trip in Israel where the students meet companies, industry leaders and government officials. During the course the students work on a consulting project with an Israeli startup.*

Faculty Member, Business Resource Management Executive Education Program, 2009 – 2011 – *Taught operational excellence, lean and six sigma in a program for leading mid-grade U.S. Navy officers focusing on the concepts and practice of business administration*

Faculty Member, National Institute of the Blind Executive Education Program, 2009 – *Taught supply chain management and service operations in a program for leaders in the US National Institute of the Blind.*

### **AGSM Teaching (2003 – 2007)**

Course Leader, Operations Management (New Executive MBA Elective), AGSM, 2005 – 2006 – *Designed and taught this new elective course whose objective is to teach students the fundamentals of Operations management including both services and manufacturing industries. The course is taught throughout Australia with 10 instructors and more than a 200 students. The course leader's role includes coordinating the course and the course material as well as leading the instructor's team in the preparation and teaching of the course*

Lecturer, Business Modeling (New MBA Elective taught in FT program and Hong Kong Program), AGSM, 2003 - 2005 – *Designed and taught this new elective course whose objective is to enhance and develop students' quantitative skills and elucidate the role of quantitative modelling as an aid to managerial decision-making*

Lecturer, Supply Chain Modeling (New MBA Elective taught in FT program and Hong Kong Program), AGSM, 2003 – 2006 – *Designed and taught this new elective course whose objective is to introduce students to key concepts, best practices, innovative ideas, practical thinking and critical thinking of integrative demand and supply chain management*

### **Teaching at Other Institutions (2002 – Present)**

Lecturer, Supply Chain Modeling, Interdisciplinary Centre, Herzliya, 2005 – *Designed and taught this course to teach MBA students in the Centre's Business School*

Lecturer, Israeli Politics and Society and the Arab Israeli Conflict, The Shalom Institute, Mosaic program, University of New South Wales, Sydney, 2005 – 2006 – *Designed and taught this course covering the last decade and a half of Israeli Politics and the Arab Israeli Conflict from the first gulf war to the disengagement and the 2006 elections*

### **Stanford and Technion Teaching (1996 – 2002)**

Teaching Assistant, E-Business Process Foundry Project Course (New MBA Elective), Stanford University, Winter 2000/01. (a joint course of the Computer Science Department and the Graduate School of Business focusing on crisis management) – *helped in the development of the course material and advised student groups in*

*their projects that involved interaction with the Stanford police, Stanford hospital and local schools.*

Teaching Assistant, Modeling (MBA Core), Stanford University, Fall 2000/01. – *Helped in the development of the course material and evaluated course assignments. Guided students on the course problems and the computer software involved.*

Teaching Assistant, Deterministic Models and Optimization, Technion—Israel Institute of Technology, Fall and Winter Semesters 1996/97 – *taught classes of up to thirty students. Instructed computer based optimization tools for undergraduates.*

Teaching Assistant, Foundations for Quantitative methods (MBA students Pre Enrolment Course), Technion—Israel Institute of Technology, Winter 1996/97. (A course on Deterministic and Stochastic Modeling) – *designed the TA sessions' course material. taught classes of up to twenty students.*

#### PHD COMMITTEES AND SUPERVISION

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John Bao (AGSM) – “Capacity Constrained Supply Chain Competition” – Co-supervisor, 2004 - 2008

Cau Thai (AGSM) – “Analyzing the tacit collusion in oligopolistic electricity markets by a co-evolutionary approach” – Committee member, March 2003

Sunny Yang (AGSM) – “Strategic Investment: The interplay of existing capacity and fixed cost” – Committee member, October 2005

#### WORK EXPERIENCE

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2003 - 2007      AGSM Ltd.      Sydney, Australia  
*Project Academic Supervisor*

Supervised numerous consulting projects of AGSM MBA students focusing on Quantitative Analysis and Supply Chain Management for a large variety of companies from various industries such as financial, healthcare, non profit organizations, logistics, manufacturing and transportation. The companies were both in Australia and other parts of the Asia Pacific region (India and China) and included Zurich Financial Services, BT Financials, Dupont Chemical Solutions, The Pharmacy Guild, The Australian Cancer Council and more.

2004      Commonwealth Bank Ltd.      Sydney, Australia  
*Project Academic Supervisor*

Supervised a group of AGSM MBA students in a project on supply chain strategy in the Commonwealth Bank, the 2<sup>nd</sup> largest bank in Australia. The project analyzed the supply chain for cash in Australia and identifies different ways to make this supply chain more efficient.

2003      Cochlear Ltd.      Sydney, Australia  
*Project Academic Supervisor*

Supervised a group of AGSM MBA students in a project on supply chain strategy in Cochlear Ltd., the global industry leader in hearing implant technology. The project analyzed the existing supply relationships and identifies effective ways in managing these relationships for this biotech company with its unique product needs and constraints.

Summer 2000      Stanford Supply Chain Management Executive Program Stanford, CA  
*Program Assistant*

Assisted in the facilitation of the Supply Chain Management Executive program and interacted with the faculty and world leading executives.

2000 Data Digest LTD. San Carlos, CA  
*Consultant*

Developed a consulting project for a new software company, which advised on a partnership strategy for the company that will enable it to reach potential customers.

1997 - 1998 ERGO Management Consulting Hod Hasharon, Israel  
*Industrial Engineer and Consultant*

- VISA – C.A.L Credit Card Company – Led the engineering aspect of the costing system project in the largest credit card company in Israel with more than 900 employees and 1.5 million customers. The job included analysis and management of the costing systems and meetings with top-level management in the company.

- ISRAEL LEUMI BANK – Reengineered the customer service processes, developed a business plan and analyzed competitors' business strategies, in the development division of the second largest Israeli bank.

- JERUSALEM BANK – Reengineered the customer service processes in the bank's investment division.

- CELLCOM – Administered a quality assurance project at the service division of Israel's largest cellular phone company with more than 3000 employees and 1.9 million customers.

- Award by the CEO of the company for excellent achievements

Summer 1994 The Jewish Agency Jerusalem, Israel  
*Coordinator*

Facilitated logistic work for over 200 Jewish groups that were visiting Israel from all over the world.

1991 – 1994 Israeli Defense Forces Israel  
*First Sergeant, Intelligence Division Unit*

Performed highly classified work that required initiative, technical skills and teamwork under stressful conditions. Promoted to an active Deputy Commander for the last 8 months of service due to my achievements

#### ACADEMIC SERVICE AND ACTIVITIES

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##### **University Related Service**

2010 – 2011 TOM Search Committee Charlottesville, VA  
*Committee Member*

Co-lead the Technology and Operations Management area faculty search for new faculty members.

2007 – 2011 Darden Dana Clyman Seminar Series Charlottesville, VA  
*Committee Member*

Organize the Darden Dana Clyman Seminar Series in Operations, Quantitative Analysis and Marketing.

2005 – 2006 AGSM Post Graduate Coursework Committee Sydney, Australia  
*Faculty Member*

Develop AGSM's course work strategy with the Dean and other faculty and University officials.

2003 – 2004 AGSM Standing Committee Sydney, Australia  
*Faculty Member*

Develop AGSM's strategy and manage different ongoing issues with the Dean and other faculty and University officials.

2005 AGSM Operations Management Seminar Sydney, Australia  
*Co-organizer*

Organize the Operations Management seminars at the AGSM that includes faculty from AGSM, the faculty of commerce and Economics and the faculty of Mathematics.

2000 – 2001 Stanford University Committee of Research Stanford, CA  
*Member, Graduate Student Representative*

Develop Stanford's research strategy with the Dean of Research and other faculty and University officials.

### **Professional Service**

2010 – Present *Production and Operations Management Journal*  
*Editorial Board Member*

2011 *Production and Operations Management Annual Conference in Reno, NV*  
*Member of the Organizing Committee for the Supply Chain College Conference*

Oversee the academic program for the conference and organizing the panel on teaching supply chain management for the conference to be held in Reno, Nevada in May 2011.

2010 Manufacturing & Service Operations Management Annual Conference in Haifa, Israel  
*Chair of the Supply Chain Special Interest Group (SIG) Conference*

Oversee the academic program for the SIG conference and the reviewing process for the papers for the conference held in Haifa, Israel in June 2010.

2010 INFORMS Southern Conference Annual Meeting, Huntsville, AL  
*Member of the Organizing Committee*

Oversee the academic program and organize sessions and event for the INFORMS Southern Conference held in Huntsville, AL. in April 2010.

2008 Manufacturing & Service Operations Management Annual Conference in DC  
*Member of the editorial board for the conference*

Reviewed papers for the M&SOM Conference held in Washington DC in June 2008.

2007 – 2009 INFORMS Junior Faculty Interest Group (JFIG)  
*President*

Organize events, lead the organization's board, and raise funding from the industry and leading business schools across the US and the world. The goal of the JFIG group in INFORMS that includes 150 leading junior faculty from around the world, is to create a forum to increase junior faculty interaction, with each other, with senior faculty and with industry, and to provide opportunities for networking and collaborative research.

2006 - 2007 INFORMS Annual Conference in Pittsburgh and Seattle  
*Cluster Chair for the JFIG sponsored sessions*

Develop a strategy and organize the sessions for JFIG in INFORMS. The sessions include panels about junior faculty challenges such as publications, NSF grants and teaching as well as sessions on new and growing areas that our members would be interested in learning about such as supply chain security and public policy

applications of supply chain management

2006 Multi Echelon Annual Conference in Atlanta

*Member of the editorial board for the conference*

Reviewed papers for the Multi Echelon Conference focusing on Public Policy Applications of Supply Chain Management in Atlanta in June 2006 and also was invited to serve as a discussant for the papers in the conference.

2005 – 2006 INFORMS Junior Faculty Interest Group (JFIG)

*Secretary*

Organize events, participate in the organization's board, and raise funding from the industry and leading business schools across the US and the world.

2003 – 2011 Reviewing Activity

*Referee*

Referee for *Management Science*, *Operations Research*, *Production and Operations Management (POM)*, *Manufacturing & Service Operations Management (M&SOM)*, and *Decision Sciences*

#### LEADERSHIP ACTIVITIES

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2006 - 2007 The New South Wales (NSW) Jewish Board of Deputies Sydney, Australia  
*Elected Executive Board Member*

The NSW Jewish Board of Deputies is the official representative body of the Jewish Community in New South Wales in its dealings with the media, the government as well as other communities. The role of the executive board is to develop the long term strategy of the Board of Deputies and manage different ongoing issues relating to the Jewish community in Australia.

2006 - 2007 The Stanford Australia Alumni Association Sydney, Australia  
*Board Member*

The role of the board is to develop the long term strategy of the Stanford Alumni Association in Australia and manage different ongoing issues. Some of the activities included organizing networking events, and raise funding for scholarships to Stanford.

Winter 2001 Stanford Hillel - Jewish Student Organization Stanford, CA  
*Group leader of Birthright trip*

Led a special program for Jewish students who went to visit Israel for the first time

2000 – 2001 Stanford Graduate School of Business PhD Association Stanford, CA  
*President*

Organize events, lead the organization's board, and manage budget and interaction with the Dean of the GSB and the GSB Staff.

2000 – 2001 Stanford Graduate Student Council Stanford, CA  
*Representative of the Business School and International coordinator in the council*

Represent the interests of Stanford 7,000 Graduate Students and deal with the University's decision-makers including the Provost and the President. Organize events; work with student groups' leaders.

2000 – 2001 Stanford Graduate School of Business PhD Association Stanford, CA  
*Social chair*

Organize social events for the PhD community in the Graduate School of Business

1998 – 2000 Stanford Israeli Student Organization Stanford, CA  
*President*

Organized events and facilitated communications for the 400 members from the Israeli community in Stanford and the Bay area. Led the organization's board, managed budget and interacted with the university officials and Israeli and Jewish organizations in the area. Participated in the Jewish – Arab – Muslim Dialogue group with leaders from the Muslim and Arab community.

#### OTHERS

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*Societies:* INFORMS, POMS

*Languages:* English, Hebrew, Arabic and basic Spanish

*Citizenship:* Israeli and Australian