

SANDY D. JAP

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Employment

<i>Position</i>	<i>Employer</i>	<i>Start</i>	<i>End</i>
Goizueta Term Chair	Goizueta Business School, Emory University	2011	2012
Dean's Term Chair	Goizueta Business School, Emory University	2009	2011
Professor of Marketing	Goizueta Business School, Emory University	2009	Present
Visiting Associate Professor of Marketing	Wharton, University of Pennsylvania	2008	2009
Caldwell Research Fellow Associate Professor of Marketing	Goizueta Business School, Emory University	2004	2006
Associate Professor	Goizueta Business School, Emory University	2001	present
Assistant Professor	MIT Sloan School of Management	1995	2001
Research Assistant/ Retailing Review Editor	University of Florida	1990	1995
Marketing Assistant/ Newcomer Services Director	SunBank of Gainesville	1989	1990

Education

<i>Degree</i>	<i>School</i>	<i>Date</i>
Doctor of Philosophy in Marketing	University of Florida	August 1995
Bachelor of Science (with honors) in Marketing	University of Florida	May 1989

Awards

Goizueta Term Chair, 2011, an internal term chair award that includes a reduced teaching load and expanded research budget.

Dean's Term Chair, 2009, an internal term chair award that includes a reduced teaching load and expanded research budget.

Lou Stern Award, 2007, for the article on marketing channels and distribution with greatest impact on the field between three and eight years after publication. Received for the 2000 *Journal of Marketing Research* publication: "Control Mechanisms and the Relationship Lifecycle: Implications for Safeguarding Specific Investments and Developing Commitment," with Shankar Ganesan.

Caldwell Research Fellow Award, 2004, an internal award for research excellence that includes the title of Caldwell Research Fellow and a \$5,000 annual cash prize, both awarded for a period of two consecutive years.

O'Dell Award Finalist, 2004, for the 1999 *Journal of Marketing Research* publication: "Pie-Expansion Efforts: Collaboration Processes in Buyer-Supplier Relationships." This annual award is given by the

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Editorial Board to the paper that has the greatest impact on the field.

Marketing Science Institute's Young Scholar Award, 2003, given to top twenty "potential leaders of the next generation of marketing academics." The criteria include receiving a Ph.D. within the last eight years, the number of articles published in leading marketing journals, and potential managerial interest in the scholar's research.

Best Article published in JPSSM in 2001, "The Strategic Role of the Salesforce in Developing Customer Satisfaction Across the Relationship Lifecycle" published in the Special Issue on Strategic Issues in Salesforce Management.

Frank Batten Young Scholar Award, 2000, given to the top junior faculty in Operations and Information Technology for exemplary research in EBusiness and Supply Chain Management.

Dissertation Award, sponsored by the Academy of Marketing Science and Mary Kay Cosmetics, 1996.

Doctoral Consortium Representative, sponsored by the American Marketing Association, hosted by the University of Santa Clara, 1994.

Alden G. Clayton Doctoral Dissertation Proposal Competition Award, sponsored by the Marketing Science Institute, 1993, \$5,000.

Doctoral Dissertation Competition Finalist, sponsored by the Institute for the Study of Business Markets, the Pennsylvania State University, 1993.

Graduate Minority Fellowship Award, sponsored by the University of Florida, 1991-1994.

Research Grants

Research grant, Marketing Science Institute-Wharton Interactive Media Initiative Modeling Multichannel Research Competition Award, 2010, \$3,000, with Ernan Haruvy and Robert Zeithammer.

Research grant, Mack Center for Technological Innovation, the Wharton School at the University of Pennsylvania, 2009, \$3,500.

Research grant, Goizueta Business School Ad-Hoc Research Awards, 2007-2010

Research grant, "Creating Win-Win Solutions in Electronic Spaces: Enabling Collaborative Processes in the Supply Chain," The Integrated Supply Chain Management Program, MIT, 1999-2000, \$15,000.

Research grant, "E-Procurement Strategies and Their Impact on Supply Relationships," Center for eBusiness@MIT, MIT, 1999-2000, \$150,000.

- *Seed grant*, Leaders for Manufacturing, MIT, \$10,000

- *Seed grant*, MIT-Ford Alliance, \$10,000

Research grant, "Sharing the Payoffs of Collaborative R&D Relationships."

- International Center for Research on the Management of Technology, MIT, 1996-97 \$25,000.

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- Lean Aerospace Initiative, MIT, 1997-98 \$75,000.
- Center for Innovation in Product Development, MIT, 1997-98, \$16,000.

Research grant, “Measuring Relationship Value in the Supply Chain,” Integrated Supply Chain Management Program, Center for Transportation Studies, MIT, 1996-97, \$24,000.

Research grant, “Achieving Strategic Advantages in Long-Term, Buyer-Supplier Relationships,” Marketing Science Institute, 1993, \$5,000.

Refereed Journal Publications

Alberto Sa Vinhas, Jan B. Heide and Sandy D. Jap (2012), “Consistency Judgments, Embeddedness, and Outcomes in Organizational Networks,” forthcoming at *Management Science*.

Jap, Sandy D., Diana C. Robertson and Ryan Hamilton, (2011) “The Dark Side of Rapport: Agent Misbehavior Face-to-Face and Online,” Special Issue on Marketing Within the Enterprise and Beyond, Pradeep Chintagunta and Preyas Desai eds., *Management Science*, 57(9), 1610-22.

Wang, Qiong, Ujwal Kayande, and Sandy D. Jap, (2010) “The Seeds of Dissolution: Discrepancy and Incoherence in Buyer-Supplier Exchange,” *Marketing Science*, 29(6), 1109-24.

Van Bruggen, Gerrit H., Kersi Antia, Sandy D. Jap, Werner Reinartz, and Florian Pallas (2010) “Managing Marketing Channel Multiplicity,” *Journal of Service Research*, Special Issue of the Third Thought Leadership Conference, 13(3), 331-40.

Eric Overby and Sandy Jap (2009), “Electronic and Physical Market Channels: A Multi-Year Investigation in a Market for Products of Uncertain Quality,” *Management Science*, 55(6), 940-57.

Shankar Ganesan, Morris George, Sandy Jap, Robert Palmatier, and Barton Weitz (2009), “Supply Chain Management and Retailer Performance: Emergent Trends, Issues and Implications for Research and Practice,” Special Issue on Retailing Thought Leadership, *Journal of Retailing*, 85(1) 84-94.

Sandy D. Jap and Prasad Naik (2008), “*BidAnalyzer*: A Method for Estimation and Selection of Dynamic Bidding Models,” *Marketing Science*, 27(6), 949-60.

- Lead article

Sandy D. Jap and Ernan Haruvy (2008), “Interorganizational Relationships and Bidding Behavior in Industrial Online Reverse Auctions,” *Journal of Marketing Research*, 45(5), 550-61.

Ernan Haruvy, Peter T. L. PopkowskiLeszczyc, Octavian Carare, James C. Cox, Eric A. Greenleaf, Sandy D. Jap, Wolfgang Jank, Young-Hoon Park, and Michael H. Rothkopf (2008), “Competition Between Auctions,” Special Issue: 7th Triennial Invitational Choice Symposium, *Marketing Letters*, 19(5), 431-448.

Lages, Luis Filipe, Sandy D. Jap, and David A. Griffiths (2008), “The Role of Past Performance in Export Ventures: A Short-Term Reactive Approach,” forthcoming at the *Journal of International Business Studies*.

Sandy D. Jap and Erin Anderson (2007), "Testing a Life-Cycle Theory of Cooperative Interorganizational Relationships: Movement Across Stages and Performance," *Management Science*, 53(2), 260-75.

Sandy D. Jap (2007), "The Impact of Online Reverse Auction Design on Buyer-Supplier Relationships," *Journal of Marketing*, 71(1), 146-59.

Janet Bercovitz, Sandy D. Jap, and Jackson Nickerson (2006), "The Antecedents and Performance Implications of Cooperative Exchange Norms," *Organization Science*, 17(6), 724-40.

Steckel, Joel, Russ Winer, Randy Bucklin, Benedict Dellaert, Xavier Drèze, Gerald Häubl, Sandy Jap, John Little, Tom Meyvis, Alan Montgomery, and ArvindRangaswamy (2005), "Choice in Interactive Environments," Special Issue: Sixth Invitational Choice Symposium, *Marketing Letters*, 16(3-4), 309-20.

Jap, Sandy D. and Erin Anderson (2003), "Safeguarding Interorganizational Performance and Continuity Under *Ex Post* Opportunism," *Management Science*, 49(12), 1684-1701.

- SSRN's Top Ten Download List for ORG: Other Interorganizational Networks and Organizational Behavior as of 12/11/2011.

Jap, Sandy D. (2003), "An Exploratory Study of the Introduction of Online Reverse Auctions," *Journal of Marketing*, 67(3), 96-107.

Jap, Sandy D. (2002), "Online, Reverse Auctions: Issues, Themes, and Prospects for the Future," invited article for The Marketing Science Institute-*Journal of the Academy of Marketing Science* Special Issue on Marketing to and Serving Customers Through the Internet: Conceptual Frameworks, Practical Insights and Research Directions, ParsuParasuraman and George Zinkhan, eds., 30(4), 506-25.

Jap, Sandy D. (2001), "Pie-Sharing in Complex Collaboration Contexts," *Journal of Marketing Research*, 38(1), 86-99.

Jap, Sandy D. (2001) "Perspectives on Joint Competitive Advantages in Buyer-Supplier Relationships," *International Journal of Research in Marketing*, Special Issue on Competition and Marketing, 18(2001), 19-35.

Jap, Sandy D. (2001), "The Strategic Role of the Salesforce in Developing Customer Satisfaction Across the Relationship Lifecycle," *Journal of Personal Selling and Sales Management*, Special Issue on Strategic Issues in Salesforce Management, 21(2), 95-108.

- Selected by the editorial board as the Best Article published in *JPSSM* for 2001.

Jap, Sandy D. and Shankar Ganesan (2000), "Control Mechanisms and the Relationship Lifecycle: Implications for Safeguarding Specific Investments and Developing Commitment," *Journal of Marketing Research*, 37(2), 227-45.

- Winner of the Lou Stern Award, 2007.

- #3 in top 10 most cited articles in *JMR* from 2000-2006 and 2000-2001.

Jap, Sandy D. (1999), "'Pie-Expansion' Efforts: Collaboration Processes in Buyer-Supplier Relationships," *Journal of Marketing Research*, 36(4), 461-475.

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- Finalist for the 2004 O'Dell Award, given by the *Journal of Marketing Research*.
- #10 of 10 most cited ISBM sponsored papers
- Winner of the 1996 Academy of Marketing Science and Mary Kay Cosmetics Dissertation Award.
- Winner of the 1993 *Alden G. Clayton Doctoral Dissertation Proposal Competition Award*, sponsored by the Marketing Science Institute.
- Finalist in the 1993 Doctoral Dissertation Competition, sponsored by the Institute for the Study of Business Markets, the Pennsylvania State University.

Jap, Sandy D., Chris Manolis, and Barton A. Weitz (1999), "Relationship Quality and Buyer-Seller Interactions in Channels of Distribution," *The Journal of Business Research*, Special Issue on Relationship Marketing, **46**(3), 303-314.

Weitz, Barton A. and Sandy D. Jap (1995), "Relationship Marketing and Distribution Channels," *Journal of the Academy of Marketing Science*, Invited Commentary, Special Issue on Relationship Marketing, **23**(4), 305-320.

- #9 of 50 most cited articles in *Journal of the Academy of Marketing Science* as of June 2008.
- #21 of 50 most frequently read articles in the *Journal of the Academy of Marketing Science* as of Nov 2007
- Also reprinted in the *Handbook of Relationship Marketing*, editors Jagdish Sheth and AtulParvatiyar, Sage Publications, Thousand Oaks, CA (1999).

Jap, Sandy D. (1993), "An Examination of the Effects of Multiple Brand Extensions on the Brand Concept," in *Advances in Consumer Research*, Leigh McAlister and Michael L. Rothschild, eds., **20**, 607-11.

Publications in the Review Process

"Differentiated Bidders and Bidding Behavior in Buyer-Determined Online Reverse Auctions," with Ernan Haruvy, in revision for fifth review at the *Journal of Marketing Research*.

"Low Stakes Opportunism," with Aric Rindfleisch and Diana Robertson, in revision for third review at the *Journal of Marketing Research*.

"Relational Assets, Transaction Value, and Supplier Choice in Strategic Negotiations," with Frédéric Dalsace, Erin Anderson, and Dimitri Kapelianis, under second review at the *Journal of Marketing Research*.

"Media Multiplexing Behavior: Implications for Targeting and Media Planning," with Chen Lin and Sriram Venkatraman, in revision for second review at *Marketing Science*.

"Passive and Active Opportunism in Interorganizational Exchange," with Steven Seggie and David Griffith, in revision for second review at the *Journal of Marketing*.

Manuscripts in Progress

“When to Make and When to Take: A Model of Sequential Forward Looking Channel Choice,” with Ernan Haruvy and Robert Zeithammer, targeted for *Marketing Science*.

Managerial Publications * refereed publications

* Erin Anderson and Sandy D. Jap (2005), “The Dark-Side of Close Relationships,” *Sloan Management Review*, 46(3), 75-82.

Beall, Stewart, Craig Carter, Phillip L. Carter, Thomas Germer, Thomas Hendrick, Sandy Jap, Lutz Kaufmann, Debbie Maciejewski, Robert Monczka, Ken Petersen (2003), “The Role of Reverse Auctions in Strategic Sourcing,” *Center for Advanced Purchasing Studies (CAPS)*, research paper.

* Jap, Sandy D. and Jakki Mohr (2002), “Leveraging Internet Technologies in B2B Relationships,” *California Management Review*, 44(4), 24-38.

Jap, Sandy D. (2000), “Going, Going, Gone” *Harvard Business Review*, November- December 2000, p. 30.

* Fein, Adam J. & Sandy D. Jap (1999), “Managing Consolidation in Your Channel,” *Sloan Management Review*, 41(1), 61-72.

Book Chapters and Edited Publications

Haruvy, Ernan and Sandy D. Jap (2011), “Designing B2B Markets, in *Handbook on Business to Business Marketing*, invited chapter, eds. Gary Lilien and Rajdeep Grewal, Edward Elgar Publishing, 639-56.

Jap, Sandy D. and David Reibstein (2010), “Introduction to the Special Issue on B2B Research,” co-edited issue of *Marketing Letters*.

Anne Stringfellow & Sandy D. Jap (2005), “Leveraging Marketing’s Influence in Team and Group Settings,” invited book chapter for *Does Marketing Need Reform*, eds. Jagdish Sheth and Raj Sisodia, M.E. Sharpe: Armonk, NY, 229-36.

Jap, Sandy D. and Erin Anderson (2004), “Challenges and Advances in Marketing Strategy Field Research,” invited chapter in *Cool Tools for Assessing Marketing Strategy Performance*, eds. Christine Moorman and Don Lehmann, Marketing Science Institute, 269-92.

Jap, Sandy D. and Prasad Naik (2004), “Special Issue: Online Pricing,” co-edited issue of the *Journal of Interactive Marketing*, 18(4).

Jap, Sandy D. (2001), “The Relationship-Technology Interface: A Path to Competitive Advantage,” lead chapter invited in *New Directions in Supply Chain Management: Technology, Strategy, and Implementation*, eds. Tonya Boone and Ram Ganeshan, American Management Association, p. 3-23.

Invited Talks (past decade only)

“Seller Strategies in B2B Multi-Channels,” Wharton Interactive Media Initiative WIMI & MSI Crossplatform and Multichannel Customer Behavior Invitational Conference, Philadelphia, PA, December 10, 2010.

“Better Market Making in B2B” ISMS & MSI Practice and Impact of Marketing Science Invitational Conference, MIT, Boston, MA, January 15, 2010.

“Bidding with Multiple Winner Award Rules in Online Reverse Auctions,” Frankfurt University, Frankfurt, Germany, September 15, 2009.

“B2B and Technology,” the Wharton School, November 14, 2008.

“The Consequences and Boundaries of Incoherence in Buyer-Supplier Relationships,” Kellogg Marketing Camp, Evanston, IL, September 12, 2008.

“Online B2B Reverse Auctions,” the 7th Triennial Invitational Choice Conference, sponsored by the Wharton School, Philadelphia, PA, June 15, 2007.

“Do Buyers and Sellers Misbehave More Online or Face-to-Face? Emotions as Facilitators”

- Case Western University, March 30, 2007
- University of Alabama, April 20, 2007
- Xi’an Jiaotong University, P.R. China, May 14, 2007
- HEC Paris, Paris, France, July 7, 2007
- University of Texas at Austin, Austin, TX, May 2, 2008
- Tilburg University Marketing Camp, Tilburg, Netherlands, December 16, 2010
- Wachovia Distinguished Scholar, Florida State University, Tallahassee, FL October 7, 2011

“Electronic Markets, Physical Markets, and Hybrid Markets: An Empirical Comparison in a Business-to-Business Context”

- Ray Keyes Distinguished Lecturer in Marketing, Boston College, February 27, 2006.
- Stellner Distinguished Scholar, University of Illinois at Urbana-Champaign, March 10, 2006.
- Erasmus University, Rotterdam School of Management, March 27, 2006.
- Boston University, School of Management, April 13, 2006.
- ISBM Visiting Scholar Program, The Pennsylvania State University, April 13, 2007.
- University of Iowa Research Camp, May 4, 2007.
- University of Pittsburgh Sheth Marketing Camp, Pittsburgh, PA, February 20-22, 2008.
- University of Alberta, Edmonton, CANADA, June 27, 2008.
- The Wharton School, Philadelphia, PA November 6, 2008.
- The University of Houston, Houston, TX, March 13, 2009.

“Testing a Life-Cycle Theory of Interorganizational Relations: How Movement Across Stages Impacts Performance,” Tulane University, February 18, 2005.

“Ethical Choices in Interactive Environments,” The 6th Triennial Invitational Choice Symposium sponsored by the University of Colorado at Boulder, Estes Park, CO, June 5, 2004.

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“Career Management Issues,” University of Georgia, Athens, GA, April 30, 2004.

“Field Studies,” Marketing Science Institute-AMA Marketing Strategy Interest Group Conference on Cool Tools for Assessing Marketing Strategy Performance, Chicago, IL, August 15, 2003.

“Online Reverse Auctions: Lessons from 32 Online Events,” Institute for the Study of Business Markets Members Meeting, Orlando, FL, February 12, 2003.

“The Impact of Online Reverse Auctions on Buyer-Supplier Relationships”

- Arizona State University, Phoenix, AZ, April 11, 2002
- University of Alabama, Tuscaloosa, AL, January 18, 2002.

Consortium Faculty

The AMA-Sheth Doctoral Consortium

- University of Washington, Seattle, WA, June 13-17, 2012
- Oklahoma State University, Stillwater, OK, June 15-18, 2011
- Texas Christian University, Ft. Worth, TX, June 2-5, 2010
- University of Missouri, Columbia, MO, June 4-8, 2008
- Emory University, GA, June 9, 2002
- University of Miami, FL, June 14, 2001
- University of Western Ontario, London, Ontario, August 5, 2000

AMS Doctoral Consortium, Reims, France, July 19-21, 2011.

INFORMS Society of Marketing Science Doctoral Consortium, University of Maryland, MD, June 12, 2003.

AMA Faculty Consortium on Supply and Value Chain Management, Texas-Christian University, Ft. Worth, TX, November 1, 2003.

AMA Faculty Consortium on E-Commerce, Texas A&M University, College Station, TX, July 14-17, 2001.

Conference Leadership

Co-Chair, Erin Anderson Invitational B2B Research Conference, the Wharton School, Philadelphia, PA, October 16-19, 2008.

Special Faculty Development Track Co-Chair, American Marketing Association’s Summer Educator Conference, 2007.

Conference Co-Chair, Marketing Science Conference, Emory University, 2005.

Interorganizational Relationships Track Chair, American Marketing Association’s Winter Educator Conference, 2005.

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Planning Committee, AMA Sheth Doctoral Consortium, Emory University, 2002.

Subjects Taught

Number Title

The Wharton School

MAR 777, 277 Marketing Strategy (MBA, Undergraduate)

Emory University

BUS 741 Marketing Strategy I (PhD)

BUS 742 Advanced Topics in Marketing (PhD)

BUS 743 Customer Relationship Management (PhD)

BUS 749 Pro-Seminar in Marketing (PhD)

BUS 648, Marketing Channel Strategy (MBA)

BUS 644, 444 Marketing Analytics Consultancy (BBA, MBA)

BUS 643, 443 Customer Relationship Management (BBA, MBA)

BUS 340 Marketing Management core (BBA)

BUS 445 Marketing and the Internet (BBA)

BUS 540, 540P Marketing Management core (MBA, evMBA)

MIT

15.826 Marketing Channels (MBA)

15.812 Marketing Management core (BS & non-Sloan graduate students)

15.810 Marketing Management core (MBA)

University of Florida

MAR 3231 Retailing Systems & Management (BS)

Service to the Field

AMA Academic Council Immediate Past President 2014-2015

AMA Academic Council President 2013-2014

AMA Academic Council President-Elect 2012-2013

AMA Academic Council President-Elect Designate 2011-2014

AMA Executive Council, 2011-2015

Elected Member, AMA Academic Council, 2008-2010

Area Editor, *International Journal of Research in Marketing*, 2006-present

Editorial Board, *Journal of Marketing Research*, 2001-present

Editorial Board, *Marketing Letters*, 2005-present

Editorial Board, *Journal of Marketing* 2001-08

Co-editor, *Marketing Letters, Special Issue on B2B Research* 2010

Co-editor, *Journal of Interactive Marketing, Special Issue on Online Pricing* 2004

Chairperson, *Howard Dissertation Award* 2011

Chairperson, *Lou Stern Award Selection Committee*, 2006

Member, *Lou Stern Award Selection Committee*, 2004

Member, *Steenkamp Award Selection Committee* 2009

Member, *Erin Anderson Award Committee* 2010, 2011

Ad-Hoc Reviewer

Journal of Consumer Research

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Management Science
Marketing Science
Organization Science
Academy of Management Review
National Science Foundation
International Journal of Production Economics
International Journal of Research in Marketing
Journal of the Academy of Marketing Science
Journal of International Business Studies
John Howard Dissertation Competition
Journal of Operations Management
Journal of Retailing
California Management Review
American Marketing Association Educators' Conference
Advances in Consumer Research
International Journal of Research in Marketing Special Issue on Competition and Marketing
Institute for the Study of Business Markets Doctoral Dissertation Award Competition
Marketing Science Institute's Alden G. Clayton Dissertation Proposal Competition
Marketing Management by Russ Winer

Institutional Service (past decade only)

Emory

Co-Founder and Research Director, Emory Marketing Analytics Initiative (MAC) 2010-present
Promotion & Tenure Committee, 2004-2006, 2009-present
Marketing PhD Coordinator and PhD Committee 2008-2011
GBS Research Committee 2007-2008
BBA Program Liason 2007-2008
BBA Program Committee 2007-2008, 2011-present
BBA Curriculum Design Committee 2005
EvMBA Committee 2002-2004
Honor Code Committee 2002-2004
Institutional Review Board Committee, 2002-2003
Hightower Seminar Coordinator, Spring 2002

Consulting and Executive Education Activities

BP Amoco MIT Logistics Seminar
British Telecom NMinds.Com
KPMG Peat Marwick LIMAK Program for Austrian Executives
U.S. Naval Research Labs MEPI Program for Middle Eastern Women

Board Activities

ISBM Institute for the Study of Business Markets at the Pennsylvania State University

- B2B Leadership Board 2011-present
- IPSS Advisory Board, 2007-present

B2E Markets, Solutions Advisory Board, 2001-2003

Nordia Technologies, Advisory Board, 2000-2003

E-Cumulate.Com, Advisory Board, 1999-2001

Daybreak Pregnancy Resource Center, Board of Trustees, Boston, MA, 1996-1999.

Doctoral Thesis Committees and Supervisory Work at Emory

Chair, Rodrigo Gueselaga, placed at Pontificia Universidad Católica, Chile

Co-Chair, Chen Lin, placed at Michigan State University

Committee Member, Chloé Renault

Committee Member, Vijay Viswanathan, placed at Northwestern University Medill School of Journalism

Committee Member, Eric Overby, placed at Georgia Tech University in Information Technology.

Committee Member, Jade Sturdy, placed at University of Texas at Austin

Committee Member, Steven Seggie, Michigan State University, placed at Bilkent University, Ankara, Turkey

Committee Member, Yongfu He, University of Alberta, placed at Monash University, Australia

Masters Thesis Supervision at MIT

Leaders for Manufacturing MBA: Gregory Mont Thornton (2001); Scott Ball, John Creighton (2000); Will Graylin, Rafael Omar de Jeszs (2000); Bing Wang (1999), Jay Burkholder (1998); Jennifer Hsu and David Greenstein (1997), Michael Lynch (1996)

Masters of Logistics Thesis: Michel Galland and Tyler Rameson (2000)

Masters of Management of Technology Thesis: Hirotaka Yamanami (2000); Thomas J. Fiske and Paul J. Landwehrle, Boik Sohn (1998); Nosa M. Eweka (1996).

MIT Engineering and Computer Science Thesis: Joyce Lo (1999)

Sloan Fellows Thesis: Pierre Corriveau and Wolfgang Hanrieder (1997)