

## **Prof. Warren H. Hausman**

Department of Management Science & Engineering  
Stanford University  
Stanford, CA 94305  
Tel. (650) 723-9279  
FAX: (650) 843-1725  
email: hausman@stanford.edu

**AREAS OF SPECIALIZATION:** Supply Chain Management, Operations Management

**EDUCATION**      Ph.D. (Industrial Management), Sloan School of Management, M.I.T.  
B.A. (Economics), Yale University

### **PROFESSIONAL EXPERIENCE**

2000-present      Professor, Department of Management Science & Engineering, Stanford University

1992-2000      Professor, Department of Industrial Engineering and Engineering Management, Stanford University (merged into Department of Management Science & Engineering in 2000)

1982-1992      Department Chair, Department of Industrial Engineering and Engineering Management, Stanford University

1977-1982      Professor, Department of Industrial Engineering and Engineering Management, Stanford University

Spring 1981      Visiting Professor, Institut d'Administration et de Gestion, Universite Catholique de Louvain, Louvain-la-Neuve, Belgium; also Visiting Scholar, European Institute for Advanced Studies in Management, Brussels, Belgium

1973-1977      Associate Professor/Professor, Graduate School of Management, University of Rochester

1970-1973      Associate Professor, Sloan School of Management, M.I.T.

1965-1970      Assistant/Associate Professor, Graduate School of Business and Public Administration, Cornell University

### **PROFESSIONAL SOCIETY POSITIONS**

The Institute of Management Sciences (TIMS); TIMS Council Member 1987-1989

National Science Foundation, Advisory Panel Member for Decision, Risk, and Management Science Program, 1987-1990

Operations Research Society of America (ORSA); ORSA Council Member 1990-1993

National Science Foundation, Advisory Committee Member, Division of Design and Manufacturing Systems, 1992-1993

Member, ORSA Lanchester Prize Committee, 1983

President-Elect, ORSA, 1994

Board Member, Institute for Operations Research and the Management Sciences (INFORMS) 1994-1997

Fellow, Institute for Operations Research and the Management Sciences

Distinguished Fellow, Manufacturing and Service Operations Management Society

Fellow, Production & Operations Management Society

## **EDITORIAL BOARDS OF SCHOLARLY JOURNALS**

Associate Editor, *Management Science* (1970-1974)

Associate Editor, *Journal of Financial and Quantitative Analysis* (1972-1974)

Departmental Editor (Logistics), *Management Science* (1974-1982)

Chairman, TIMS Publications Committee (1979-1982)

Member, *Management Science* Editor-in-Chief Search Committee, 1982

Member, INTERFACES Editor Search Committee, 1993

Member, *Management Science* Editor-in-Chief Search Committee, 2002

Have served as referee for approximately eighty papers for *Management Science*, *Operations Research*, *Naval Research Logistics Quarterly*, *IIE Transactions*, *Decision Sciences*, and *Journal of Financial and Quantitative Analysis* (in addition to editorial work listed above).

## **HONORS**

Fellow, Production & Operations Management Society (POMS), 2007

Distinguished Fellow, Manufacturing and Service Operations Management Society (MSOM), 2005

Fellow, Institute for Operations Research and the Management Sciences (INFORMS), 2002

President-Elect of ORSA, 1994

Member, ORSA Lanchester Prize Committee, 1983

Sigma Xi

Beta Gamma Sigma

## **AWARDS**

Eugene Grant Teaching Award, Department of Industrial Engineering and Engineering Management, Stanford University (1998).

Faculty Teaching and Service Awards, Department of Industrial Engineering and Engineering Management and Department of Management Science & Engineering, Stanford University (1980, 1986, 1990, 1996, 2013).

Superior Teaching Award, Master of Business Administration Program, Graduate School of Management, University of Rochester (1976).

Certificate of Teaching Excellence, Executive Development Program, Graduate School of Management, University of Rochester (1974).

## **CONSULTING**

Harbridge House, Inc., Boston, Ma (1962)  
The RAND Corp., Santa Monica, CA (1963)  
General Foods Corp., White Plains, NY (1964, 1968)  
The Singer Company, New York, NY (1966-1967)  
Union Carbide, Linden, NJ (1969)  
Berol Corp., Danbury CT (1971)  
Faculty Associate, Management Analysis Center (1978-1988)  
Tektronix, Beaverton, OR (1979)  
United Airlines, San Francisco, CA (1979)  
International Paper Co., New York, NY (1980)  
Shaklee Corp., San Francisco, CA (1981-1982, 1984, 1990)  
Hewlett-Packard, Corvallis, OR (1981)  
Graham & James, Attorneys at Law, San Francisco, CA (1982)  
Barry Tarlow, Attorneys at Law, Los Angeles, CA (1982)  
The LEK Partnership, London, England (1983-1990)  
Data Electronics, Inc., San Diego, CA (1986)  
Bender Management Consultants, Arlington, VA (1987)  
Foxboro/ICT, San Jose, CA (1987-1988)  
Business Design Associates, Emeryville, CA (1992)  
Andersen Consulting, San Francisco, CA (1992)  
Sun Microsystems, Mountain View, CA (1992-93)  
CUNA Mutual Group, Madison, WI (1993)  
LPA Software (1993)  
KLA Instruments (1994-95)  
Applied Materials (1994-96)  
Shaklee Corp. (1997)  
Campbell Soups (Japan) (1997)  
Mercer Management Consulting (1997)  
Oracle (1999)  
APL (1999)  
Andersen Consulting, Munich, Germany (2000)  
Microsoft (2002)  
Gap Inc. (2004)  
Visa International (2004-05)  
World Bank (2005)  
Hitachi Global Storage Technologies (2006)  
Major Law Firm (2006)  
Major Law Firm (2007)

## **TEACHING IN EXECUTIVE DEVELOPMENT PROGRAMS**

Penton Learning Systems, New York, NY (1967-1981)  
Westinghouse, West Virginia (1971)

U.S. Naval War College, Kingston, RI (1972)  
Quaker Oats Company, Chicago, IL (1972)  
AEA/Stanford Executive Institute, Stanford, CA (1977-present)  
Steel Service Center Institute, Cleveland, OH (1979-1980)  
Amos Tuck School, Dartmouth College, Hanover, NH (1980-1992)  
Air Transport Association (1980, 1983)  
IMEDE, Lausanne, Switzerland (1981)  
National Association of Wholesaler-Distributors, Stanford, CA (1982)  
Baxter Healthcare Corp. (formerly American Hospital Supply Corporation), Chicago, IL (1983-1992)  
Caltech, Pasadena, CA (1984-1986)  
Studio Ambrosetti, Milan, Italy (1987)  
Varian Associates, Palo Alto, CA (1989-1992)  
Kyoto Research Park, Kyoto, Japan (1990-1991)  
Hewlett-Packard Corporation, Loveland, CO (1992-94)  
Hewlett-Packard Corporation, Europe (1993)

Founding Director of special one-week Stanford Program entitled *Effective Management of Production Operations* (1978-1998); this Program has also been presented at Dartmouth College's Tuck School (1980-1992) and Caltech (1984-1986).

Founding Director of special two-day Seminar on *Integrated Supply Chain Management* offered twice yearly in Palo Alto, CA (1994-2003 )

Andersen Consulting/Accenture (1995-2001 )  
Stanford Supply Chain Program (1998-present )  
Boeing/Rocketdyne, Woodland Hills, CA (1998-2001 )  
Raychem (1998)  
FedEx (1999)  
Applied Materials (2000)  
Sintec (Mexico City) Keynote Address, III Congress on Logistics, May 2001  
Unilever (2001)  
The Economist Seminars (2001)  
Information Week Boot Camp (2002)  
Ingram Micro Logistics (2002)  
Infosys (2002-present)  
U.S. Tea Association (2002)  
Gap Inc. (2004)  
Boeing (2004)  
Novo Nordisk Delivery Technologies (2006)  
Silicon Valley semiconductor company (2010)

**DIRECTORSHIPS** Member of the Academic Advisory Board of the new Transnational Business School in Sonapat, Haryana, India  
Member of the Board of Directors of SupplyChainge, Inc. (2001 - 2007)  
Member of the Board of Directors of the Exolon Company (1972-1977)  
Member of the Board of Directors of Permattach Diamond Tool Corporation (1972-1977)  
Member of Technical Advisory Board for several Silicon Valley startups

## PUBLICATIONS

- Hausman, Warren H., Hau L. Lee and Uma Subramanian, "The Impact of Logistics Performance on Trade", *Production & Operations Management (special issue on Emerging Markets)*, January 2012.
- Hausman, Warren H., and Thorbeck, John, "FAST FASHION: Quantifying the Benefits", chapter in *Innovative Quick Response Programs in Logistics & Supply Chain Management*, edited by Edwin Cheng and Jason Choi, Springer, April 2010, pp. 315-330.
- Hausman, Warren H., Hau L. Lee, Graham R. F. Napier, Alex Thompson and Yanchong (Karen) Zheng, "A Process Analysis Of Global Trade Management: An Inductive Approach", *Journal of Supply Chain Management*, Vol. 46, Issue 2, April 2010, pp. 5-29.
- Aydin, Goker, and Warren H. Hausman, "The Role of Slotting Fees in the Coordination of Assortment Decisions," *Production & Operations Management*, Vol. 18, No. 6, Nov-Dec. 2009, pp. 635-652.
- Gaukler, Gary M., Özer, Özalp, and Hausman, Warren H., "Order Progress Information: Improved Dynamic Emergency Ordering Policies", *Production & Operations Management*, Vol. 17, No. 6, Nov-Dec. 2008, pp. 599-613.
- Gaukler, Gary M., and Hausman, Warren H., "RFID in Mixed-Model Automotive Assembly Operations: Process and Quality Savings," *IIE Transactions*, Vol. 40, Issue 11, 2008, pp. 1083-1096.
- Miyaoka, Julia, and Hausman, Warren H., "How Improved Forecasts Can Degrade Decentralized Supply Chains," *Manufacturing & Service Operations Management*, Vol. 10, No. 3, Summer 2008, pp. 547-562.
- Khawam, John, Hausman, Warren H., and Cheng, Dinah, "Warranty Inventory Optimization for Hitachi Global Storage Technologies, Inc.", *INTERFACES*, September 2007. This paper was selected as one of five Finalists in the Daniel H. Wagner Prize Competition of INFORMS (Institute for Operations Research and the Management Sciences) in 2006.
- Gaukler, G. M., Seifert, R. W., and Hausman, W. H., "Item-level RFID in the Retail Supply Chain," *Production & Operations Management*, Spring 2007.
- Seifert, Ralf, Thonemann, Ulrich W., and Hausman, Warren H., "Optimal procurement strategies for online spot markets," *European Journal of Operational Research*, Vol. 152 (3) (2004), pp.781-799.
- Hausman, W.H., and Miyaoka, J., "How a Base Stock Policy Using 'Stale' Forecasts Provides Supply Chain Benefits," *Manufacturing and Service Operations Management*, Vol. 6, No. 2, Spring 2004, pp. 149-162

Hausman, Warren H., "Supply Chain Performance Measures", chapter in *The Practice of Supply Chain Management*, edited by Corey Billington, Terry Harrison, Hau Lee and John Neale. Kluwer, published August 2003.

Peleg, Barchi, Lee, Hau L., and Hausman, Warren H., "Short-term E-Procurement Strategies versus Long-Term Contracts," *Production and Operations Management*, Vol. 11, No. 2, Winter 2002, pp. 458-479.

Thonemann, U.W., Brown, A.O., and Hausman, W.H., "Easy Quantification Of Improved Spare Parts Inventory Policies," *Management Science*, September 2002.

Warren H. Hausman, David B. Montgomery, Aleda V. Roth, "Why should marketing and manufacturing work together?", *Journal Of Operations Management* V. 20, N.3, June 2002, pp. 241-257.

Cheung, Ki Ling, and Hausman, Warren H., "An Exact Performance Evaluation for the Supplier in a Two-Echelon Inventory System", *Operations Research*, V. 48. N. 4, July-August 2000, pp. 646-653.

Chen, Kyle, and Hausman, Warren H., "Mathematical Properties of the Optimal Product Line Selection Problem Using Choice-Based Conjoint Analysis", *Management Science*, V. 46, N. 2, February 2000, pp. 327-332.

Cattani, Kyle, and Hausman, Warren H., "Why are Forecast Updates Often Disappointing?", *Manufacturing and Service Operations Management*, V. 2, N. 2, Spring 2000, pp. 119-127.

*Analisis Cuantitativa Para Los Negocios* (Spanish Translation of *Quantitative Analysis for Management* - Ninth Edition) (by Bonini, C. P., Hausman, W.H., and Bierman, H. Jr.), 2000, translated by C.A. deBaron and R.R. Hinestroza; McGraw/Hill, Burr Ridge, IL (524pp.).

"Design for Variety" (with Kosuke Ishii and Mark Martin), Chapter in *Product Variety Management: Research Advances*, edited by Chris Tang and Teck Ho, Kluwer Academic Publishers, 1998.

"Order Response Time Reliability in Multi-Item Inventory Systems" (with Lee, H.L., and Zhang, Alex) , *European Journal of Operations Research*, Sept. 98, vol. 109, #3, pp. 646-659.

"Market Driven Manufacturing" (with David B. Montgomery), *Journal of Market Focused Management*, Vol. 2, pp. 27-47, 1997.

"Optimal Production Operations Sequencing" (with Erika Schraner), *IIE Transactions*, Vol. 29, pp. 651-660, 1997.

*Quantitative Analysis for Management* (Ninth Edition) (with Bonini, C. P., and Bierman, H. Jr.), 1997; Irwin/McGraw/Hill, Burr Ridge, IL (540pp.).

- "Joint Determination of Preventative Maintenance and Safety Stocks in an Unreliable Production Environment" (with Ki Ling Cheung), *Naval Research Logistics*, vol. 44, No. 3, pp. 257-272, 1997.
- "Dynamic Control of Imperfect Component Production for Assembly Operations" (with Hau L. Lee and Genaro Gutierrez), *IIE Transactions*, Vol. 27, pp. 669-678, 1995.
- "Multiple Failures in a Multi-Item Spares Inventory Model" (with Ki Ling Cheung), *IIE Transactions*, Vol. 27, No.2, April 1995, pp. 171-180.
- "Multi-Echelon vs. Single-Echelon Inventory Control for Low-Demand Items" (with Nesim Erkip), *Management Science*, Vol. 40, No. 5, May, 1994 (pp. 597-602).
- "A Multiechelon Inventory Model with Multiple Failures" (with Ki Ling Cheung), *Naval Research Logistics*, Vol. 40, pp. 593-602, 1993.
- "The Manufacturing/Marketing Interface: Critical Strategic and Tactical Linkages" (with David B. Montgomery), Chapter 7 in *Perspectives in Operations Management: Essays in Honor of Elwood S. Buffa*, Rakesh K. Sarin, editor, Kluwer, 1993.
- "Simultaneous Determination of Lot Sizes and Routing Mix in Job Shops" (with Joel Calabrese), *Management Science*, Vol. 37, No. 8, August 1991.
- Quantitative Analysis for Business Decisions* (Eighth Edition) (with H. Bierman, Jr. and C.P. Bonini), Irwin, Homewood, Illinois, 1991.
- "Optimal Machine Settings of Imperfect Component Production Processes for Assembly Operations" (with Hau L. Lee and Genaro Gutierrez), *IEEE Transactions on Robotics and Automation*, Vol. 6, No. 6, December 1990.
- "Optimal Centralized Ordering Policies in Multi-Echelon Inventory Systems with Correlated Demands" (with N. Erkip and S. Nahmias), *Management Science*, March 1990.
- Quantitative Analysis for Business Decisions* (Seventh Edition) (with H. Bierman, Jr. and C.P. Bonini), Irwin, Homewood, Illinois, 1986.
- "Marketing/Manufacturing Interfaces" (with David B. Montgomery), *Issues: The PA Journal for Management*, No. 4, 1985.
- "An Integrated Corporate Planning Model for Forest-Based Industries" (with Mehran Sepehri), *Omega, The International Journal of Management Science*, Vol. 13, No. 1, 1985.
- "Issues in Inventory Control System Implementation," *Proceedings, 1982 Fall Industrial Engineering Conference*, pp. 264-265.

"Priority Scheduling Rules for Repairable Inventory Systems" (with Gary D. Scudder), *Management Science*, Vol. 27, No. 1, November 1982.

"Spares Stocking Policies for Repairable Items with Dependent Repair Times" (with Gary D. Scudder), *Naval Research Logistics Quarterly*, June 1982.

*Quantitative Analysis for Business Decisions* (Sixth Edition) (with H. Bierman, Jr. and C.P. Bonini), Irwin, Homewood, Illinois, 1981.

"Warranty Scope and Reliability under Imperfect Information and Alternative Market Structures" (with L. Courville), *Journal of Business*, July 1979.

"Simulation Tests of Automatic Warehousing Systems" (with S.C. Graves and L.B. Schwarz), *AIIE Transactions*, September 1978.

"Storage-Retrieval Interleaving in Automatic Warehousing Systems" (with S.C. Graves and L.B. Schwarz), *Management Science*, Vol. 23, No. 9, May 1977.

*Quantitative Analysis for Business Decisions* (Fifth Edition) (with H. Bierman, Jr. and C.P. Bonini), Irwin, Homewood, Illinois, 1977.

"Optimal Storage Assignment in Automatic Warehousing Systems" (with L.B. Schwarz and S.C. Graves), *Management Science*, February 1976.

"The Stochastic Cash Balance Problem With Average Compensating Balance Requirements", (with A. Sanchez-Bell), *Management Science*, April 1975.

Contributor to "The Productivity of Servicing Consumer Durable Products," Report No. CPA-74-4, Center for Policy Alternatives, Massachusetts Institute of Technology, May 1974 (330 pages).

"Mail Order Demands for Style Goods; Theory and Data Analysis" (with R. St. G. Sides), *Management Science*, October 1973.

*Quantitative Analysis for Business Decisions* (Fourth Edition) (with H. Bierman, Jr. and C.P. Bonini), Irwin, Homewood, Illinois, 1973.

"Multistage Production for Stochastic Seasonal Demand" (with W.B. Crowston and W.R. Kampe II), *Management Science*, April 1973.

Resolution of Investment Uncertainty Through Time", (with H. Bierman, Jr.), *Management Science*, August 1972.

"Multiproduct Production Scheduling for Style Goods with Limited Capacity, Forecast Revisions and Terminal Delivery" (with R. Peterson), *Management Science*, March 1972.

"Inventory Control with Probabilistic Demand and Periodic Withdrawals" (with L.J. Thomas), *Management Science*, January 1972.

"A Note on the Bergstrom-Smith Multi-Item Production Planning Model" (with J.O. McClain), *Management Science*, July 1971.

"A Study of Timing and Withdrawals of Student Admissions Applications" (with R.E. Shearer), *Decision Sciences*, April 1971.

"Stock Splits, Price Changes, and Trading Profits: A Synthesis" (with R.R. West and J.M. Largay), *Journal of Business*, Vol. 44, No. 1, January 1971.

"The Valuation of Convertible Bonds" (with H. Bierman, Jr.), in *Financial Policy Decisions* by H. Bierman, Jr., Irwin, Homewood, Illinois, 1970.

"The Credit Granting Decision" (with H. Bierman, Jr.) *Management Science*, April 1970.

"Estimating Standard Deviations for Inventory Control" (with R.M. Kirby), *AIIE Transactions*, March 1970.

*Matrix Algebra for Business and Economics* (with Searle, S.R., with assistance from H. Bierman, Jr., J.E. Hass and L.J. Thomas), John Wiley and Sons, New York, 1970.

"Sequential Decision Problems: A Model to Exploit Existing Forecasters", *Management Science*, October 1969.

"Minimizing Customer Line Items Backordered in Inventory Control", *Management Science*, August 1969.

"A Note on the Value Line Contest: A Test of the Predictability of Stock Price Changes", *Journal of Business*, July 1969.

*Quantitative Analysis for Business Decisions* (Third Edition) (with H. Bierman, Jr. and C.P. Bonini), Irwin, Homewood, Illinois, 1969.

"Theory of Option Strategy Under Risk Aversion" (with W.L. White), *Journal of Financial and Quantitative Analysis*, September 1968.

"A Multi-Period Truck Delivery Problem" (with P. Gilmour), *Transportation Research*, December 1967.

"The Reliability of New Automobile Parts" (with M. Kamins), *Annals of Reliability and Maintainability: Volume Four*, Proceedings of the Fourth Annual Reliability and Maintainability Conference, Los Angeles, California, 1965.

"Early Failures in Automobile Parts: A Background Study in Reliability" (with M. Kamins), the RAND Corporation, Rand Memorandum RM-4002-PR, 1964.

## **CASES:**

1. “InnerMost: Strategies for Fast Fashion” (with Behnam Tabrizi and John Thorbeck), Stanford Global Supply Chain Forum, May 2012.

## **DISSERTATIONS SUPERVISED**

1. Peterson, Rein (1969). "An Optimal Control Model for Smoothing Distributor Orders: An Extension of the H.M.M. S. Aggregate Production-Workforce Scheduling Theory."
2. Naert, Phillippe A. (1970). "Mathematical Models of Vertical Market Structures."
3. Graves, Steven C. (1977). Co-advised with Leroy B. Schwarz. "The Multi-Product Production Cycling Problem."
4. Teixeira, Jose P. (1979). "The Economics of Service Contracts."
5. Scudder, Gary D. (1980). "Priority Scheduling and Spares Stocking Policies for Repairable Inventory Systems."
6. Sepehri, Mehran. (1981). "Long-Range Planning of Forest-Based Industries: A Model for Genotype Evaluation Based on Wood Quality."
7. Erkip, Nesim K. (1984). "Approximate Policies in Multi-Echelon Inventory Systems."
8. Masri, Safwan (1988). "Dynamic Scheduling in a Flexible Manufacturing System with Failure-Prone Machines."
9. Gutierrez, Genaro (1988). "Analysis of Stocking and Rationing Policies in Assemble to Order Systems."
10. Calabrese, Joel M. (1989). "Performance Improvement in Job Shop Manufacturing Systems."
11. Cheung, Ki Ling (1990). "Design and Analysis of Job-Based Inventory Models."
12. Zhang, Alex Xin (1992). Co-advised with Prof. Hau L. Lee. “Customer Order Response Times in Multi-item Inventory Systems."
13. Zhang, Victoria (1994). “Studies in Inventory Systems.”
14. Schraner, Erika (1995). “Multi-Echelon Inventory Models.”
15. Chen, Kyle (1997). “Analysis of Multiple Testing Points in Semiconductor Manufacturing.”
16. Cattani, Kyle (1997). “Analysis of End-of-Life Product Decisions.”
17. Kessinger, Colin (1999). "Multi-period Assembler-Supplier Quantity-Flexible

Agreements."

18. Peleg, Barchi (2001). Co-advised with Prof. Hau L. Lee. "Modeling Supply Chain Impacts of E-Procurement"
19. Zhu, Kaijie (2002). Co-advised with Prof. Ulrich W. Thonemann. "New Approaches to Inventory Management."
20. Aydin, Goker (2003). "Product Variety and Pricing Issues in Supply Chain Management."
21. Miyaoka, Julia (2003). "Essays on Forecast Updating in a Two-Stage Supply Chain."
22. Wilkinson, Mark (2004). Co-advised with Prof. Feryal Erhun. "Collaboration in Decentralized Supply Chains."
23. Gaukler, Gary (2005). "RFID in Supply Chain Management." This dissertation was ranked #1 as a global "best seller" in our field and #5 in popularity across all fields of study in 2006 by ProQuest: <http://il.proquest.com/pressroom/pressrelease/07/20070830.shtml>
24. Khawam, John (2009). "Warranty Inventory Management and Supplier Decision Models."

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