

## Damian R. Beil

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CURRICULUM VITAE  
June 2022

### Professional Experience

**Stephen M. Ross School of Business, Ann Arbor, MI**

2020 - present     *Area Chair, Technology & Operations*  
                         *Donald C. Cook Professor of Business Administration*

2016 - present     *Professor of Technology & Operations*

2017 - 2020         *Ford Motor Company Co-Director of the Joel D. Tauber Institute for Global Operations*

2015 - 2018         *Michael R. and Mary Kay Hallman Fellow*

2016                 *Interim Associate Dean for Graduate Programs*

2015 – 2016         *Faculty Director, Full-Time MBA Program*

2013 – 2015         *Faculty Director, Master of Management Program*

2010 – 2016         *Associate Professor of Operations and Management Science*

2003 – 2010         *Assistant Professor of Operations and Management Science*

  

2013                 **INSEAD, Fontainebleau, France**  
                         *Visiting Scholar (sabbatical), Technology & Operations Management Department*

### Education

1999-2003         **Massachusetts Institute of Technology, Cambridge, MA**  
                         *Ph.D. in Operations Research*

1995-1999         **New College, Sarasota, FL**  
                         *BA in Mathematics*

### Awards

- 2022 CORE Award (Contribution to the Research Environment), Ross School of Business
- 2022 MSCM Teaching Excellence Award, voted by graduating class
- 2018 Global MBA Teaching Excellence Award, voted by graduating class
- 2015 Poets & Quants Best 40 Under 40 Professors
- 2014 Global MBA Teaching Excellence Award, voted by graduating class
- 2009 Arnold M. & Linda T. Jacob Faculty Development Award, Ross School of Business
- 2002 Nicholson Student Paper Competition Finalist

### Sponsored Research

- NSF Research Grant (DMI-0620153 with Amy Cohn and Amitabh Sinha), "Simplified Bidding and Solution Structures for Combinatorial Procurement Auctions," \$149,114, 2006-09.

- NSF Research Grant (CMMI-0800158 with Volodymyr Babich and Goker Aydin), "Supply Risk Management and Asymmetric Information," \$220,000, 2008-10.
- Ford Motor Company (with Izak Duenyas), "Incentive mechanism design for enhanced supplier selection and operational performance", \$150,000, 2018-20.

## Teaching

### Ross School of Business, Ann Arbor, MI

- *Strategic Sourcing (MBA)*. 2010-18, 21: 4.8/5.0
- *Introduction to Operations Management (MBA)*. 2008-12, 2014-18, 20, 22. 4.8/5.0.
- *Introduction to Operations Management (WMBA)*. 2021. 4.9/5.0.
- *Introduction to Operations Management (GMBA)*. 2010-15,17, 21. 4.8/5.0.
- *Introduction to Operations Management (MM)*. 2015. 4.9/5.0.
- *Topics in Global Operations (MBA, ENG)*. 2017-19, 4.8/5.0.
- *Business Transformation Residency (Online MBA)*. 2020-21. 4.5/5.0.
- *Action Learning Projects in Operations, Procurement, and Supply Chain Management (MBA/BBA)*. 2011. 4.5/5.0.
- *Introduction to Operations Management (BBA)*. 2004-7. 4.9/5.0.
- *Ph.D course on Procurement and Sourcing*. 2005, 10, 13. 4.9/5.0.
- *Faculty Advisor: Multidisciplinary Action Projects (MBA)*. 24 student teams. 2004-6,10,14,17.
- *Faculty Advisor: Tauber Institute for Global Operations Student Projects (MBA, MS)*. 18 projects. Companies: Dell, Intel, Boeing, BorgWarner, FederalMogul, General Motors, Guardian Industries, Volkswagen, Microsoft, AIP. 2004-17, 21.
- *Faculty Advisor: Supply Chain Consulting Studio Projects (MSCM)*. 5 student teams. 2022.
- *Executive Education*. 2011, *Efficient and Responsive Operations* 1-day custom course for Schaeffler Group, Shanghai. *Operations and Supply Chain Management* course for William Davidson Institute, Riga (2-day, 2011-17) and Zagreb (1-day 2014). 2014, *Strategic Sourcing* 2-day course for William Davidson Institute, Bogota. 2014-15 *Supply Chain Summit* 2-day course for Dell Inc., various countries.

## Published Papers

1. "An Inverse-Optimization-Based Auction Mechanism to Support a Multi-Attribute RFQ Process," (with Lawrence M. Wein), 2003. *Management Science*, 49: 1529-1545.
2. "Total-Cost Procurement Auctions: Impact of Suppliers' Cost Adjustments on Auction Format Choice" (with Dimitris Kostamis and Izak Duenyas), 2009. *Management Science*, 55: 1985-1999.
3. "RFQ Auctions with Supplier Qualification Screening," (with Zhixi Wan), 2009. *Operations Research*, 57: 934-949.
4. "Supply Disruptions, Asymmetric Information and a Backup Production Option," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich), 2009. *Management Science*, 55: 192-209.
5. "Solving Truckload Procurement Auctions over an Exponential Number of Bundles," (with Richard Chen, Shervin AhmadBeygi, Amy Cohn, and Amitabh Sinha), 2009. *Transportation Science*, 43: 493-510.

6. "A Pooling Analysis of Two Simultaneous Online Auctions," (with Lawrence M. Wein), 2009. *Manufacturing and Service Operations Management*, 11: 33-51.
7. "Using a Dual-Sourcing Option in the Presence of Asymmetric Information about Supplier Reliability: Competition vs. Diversification," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich), 2012. *Manufacturing and Service Operations Management*, 14: 202-217.
8. "When Does it Pay to Delay Supplier Qualification? Theory and Experiments," (with Zhixi Wan and Elena Katok). 2012. *Management Science*, 58: 2057-2075.
9. "Simple Auctions for Supply Contracts," (with Bin Hu and Izak Duenyas). 2013. *Management Science*, 59: 2332-2342.
10. "Does Pooling Purchases Lead to Higher Profits?," (with Bin Hu and Izak Duenyas). 2013. *Management Science*, 59: 1576-1593.
11. "Price-Quoting Strategies of an Upstream Supplier," (with Bin Hu and Izak Duenyas). 2013. *Management Science*, 59: 2093-2110.
12. "Bid-Taker Power and Supply Base Diversification," (with Zhixi Wan). 2014. *Manufacturing and Service Operations Management*, 16: 300-314. (MSOM 2008 Student Paper Competition Finalist.)
13. "Split Award Auctions for Supplier Retention," (with Aadhaar Chaturvedi and Victor Martinez de Albeniz). 2014. *Management Science*, 60: 1719-1737.
14. "When to Deploy Test Auctions in Sourcing," (with Qi (George) Chen, Izak Duenyas and Brendan See). 2018. *Manufacturing and Service Operations Management*, 20: 232-248. (Selected as "Editor's Pick" for Spring 2018.)
15. "Split-Award Auctions: Insights from Theory and Experiments," (with Aadhaar Chaturvedi and Elena Katok), 2018. *Management Science*, 65: 71-89.
16. "The Role of Problem Specification in Crowdsourcing Contest for Design Problems: A Theoretical and Empirical Analysis," (with Zhaohui (Zoey) Jiang and Yan Huang), 2019. *Manufacturing and Service Operations Management*, Special issue on Sharing Economy and Innovative Marketplaces, 23: 637-656.
17. "Supplier Sustainability Assessments in Total-Cost Auctions," (with Karca D. Aral and Luk Van Wassenhove), 2021. *Production and Operations Management*, 30: 902-920.
18. "The Role of Feedback in Dynamic Crowdsourcing Contests: A Structural Empirical Analysis," (with Zhaohui (Zoey) Jiang and Yan Huang), 2021. *Management Science*, to appear. (IBM Service Science 2019 Student Paper Competition Finalist.)
19. "Procurement Auctions with Post-Bid Cost Reductions," (with George Chen and Izak Duenyas), 2022. To appear in *Operations Research*.
20. "Running Online Experiments Using Web Conferencing Software," (with Jiawei Li, Izak Duenyas, and Stephen Leider), 2021. *Journal of the Economic Science Association*, to appear.
21. "Analysis and Comparison of Multimodal Cancer Treatments," (with Lawrence M. Wein), 2002. *IMA Journal of Mathematics Applied to Medicine and Biology*, 18: 343-376.
22. "Sequencing Surgery, Radiotherapy and Chemotherapy: Insights from a Mathematical Analysis," (with Lawrence M. Wein), 2002. *Breast Cancer Research and Treatment*, 74: 279-286.

## Working Papers

23. "Auctions to Learn Consumer Demand for a Product with a Short Selling Horizon," (with Mathew Potoff), 2007.
24. "Using Cost Modeling to Set a More Informed Procurement Auction Reserve Price," (with Yan Yin and Hyun-soo Ahn), 2015. In preparation for submission. (POMS 2013 Student Paper Competition Finalist.)
25. "Team Decision Making in Operations Management," (with Jiawei Li and Stephen Leider), 2021. Under revision.
26. "Human Decision-Making in Dynamic Resource Allocation," (with Jiawei Li, Izak Duenyas, and Stephen Leider). 2021. Under revision.

## Invited Articles and Chapters

27. "Supplier Selection," 2010. Wiley *Encyclopedia of Operations Research and Management Science*.
28. "Decentralized Supply Risk Management," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich). 2010. *Handbook of Integrated Risk Management in Global Supply Chains*, co-edited by Panos Kouvelis, Onur Boyabatli, Lingxiu Dong, and Rong Li. Wiley.
29. "Research Opportunities in Auctions and Procurement." Invited chapter for *Tutorials in Operations Research* (in conjunction with the INFORMS 2010 Tutorial Sessions).

## Work in Preparation

30. "Procurement Auctions with Error-Prone RFQs," (with Yan Yin and Hyun-soo Ahn).
31. "Bidding Decisions under Costly Information Acquisition," (with Brendan See, Izak Duenyas, and Stephen Leider).
32. "The Value of Greater Transparency in Legal Services Outsourcing," (with Jacob Chestnut).
33. "Managing Design Changes in Procurement", (with Jiawei Li, Izak Duenyas, and Stephen Leider).

## Teaching Material

"Supplier Selection at Casturn Systems, (A), (B)," (with Izak Duenyas, Richeek Maitra, and Anthony Tricozzi). 2012. William Davidson Institute, cases 1-429-248 and 1-429-249.

"REI Rentals" (with Wallace Hopp, Mary Fritz, and Rich Groussett). 2013. William Davidson Institute, case 1-429-292.  
Awarded first place, 2013 Erb Institute Sustainability Case Awards competition.

"Cross-Selling Stumbles at UMM Bank Indonesia". 2019. William Davidson Institute, case 4-354-573.

"Reissco: Contending with Supplier Price Increases" (with Paul Nary). 2019. William Davidson Institute, case 1-029-951.

“Topco Pharmservices, Inc.: Quality Improvement in the Clinical Supply Outsourcing Process” (with Wallace Hopp). 2020. William Davidson Institute, case 1-528-696.

## Invited Talks

2019 Syracuse University, Whitman School of Management Supply Chain Seminar  
2019 NYU Stern School of Business, Operations Management Seminar  
2018 Marketplace Innovation Workshop, Plenary Speaker  
2018 Centre for European Economic Research (ZEW) Workshop on Market Design, Keynote Speaker  
2018 University of Nebraska, Supply Chain Management and Analytics Seminar  
2017 Ford Motor Company, Workshop on Supplier Selection and Risk Management  
2017 University College London, School of Management Research Seminar  
2016 Ivey Business School Management Science Seminar  
2016 Koç University, Business School and Industrial Engineering joint seminar  
2016 University of Calgary Haskayne School of Business, The Canadian Centre for Advanced Supply Chain Management and Logistics seminar series  
2015 Cologne Workshop on Auctions and Procurement Design, Keynote Speaker  
2015 Washington University in St. Louis Olin Business School, Boeing Center for Technology, Information & Manufacturing Seminar  
2015 Stanford GSB, Operations, Information, and Technology Seminar  
2015 UNC Kenan-Flagler Business School, Operations Seminar  
2014 University of Umea, Economics Seminar  
2013 INSEAD, Technology and Operations Management Seminar  
2013 London Business School, Management Science and Operations Seminar  
2013 University College London, Management Science and Innovation Seminar  
2013 IESE, Production, Technology and Operations Management Seminar  
2013 HEC Paris, Operations Management & Information Technology Seminar  
2013 University of Cologne, DFG Research Unit "Design and Behavior" Seminar  
2012 University of Texas at Dallas Naveen Jindal School of Management, Operations/Supply Chain Management Seminar  
2012 University of Minnesota, Industrial Systems and Engineering Seminar  
2012 University of British Columbia Sauder School of Business, Operations and Logistics Seminar  
2011 Ohio State University Fisher College of Business, Management Science Seminar  
2010 Columbia University GSB, Decision, Risk and Operations Seminar  
2010 UCLA Anderson School of Management, Decisions, Operations, and Technology Management Seminar  
2009 University of Washington Foster School of Business, Information Systems and Operations Management Seminar  
2009 Duke Fuqua School of Business, Decision Sciences Seminar  
2009 MIT Sloan School of Management, Operations Management Seminar  
2008 Penn State University Smeal College of Business  
2006 Amazon.com Research Seminar  
2006 University of Toronto Rotman School of Management, Operations Management Seminar

## Professional Activities and Service

### Editorial

- Associate Editor for *Management Science* 2014-present
- Associate Editor for *Operations Research* 2010-present
- Associate Editor for *Naval Research Logistics* 2011-2017, 2020-present
- Editorial Board, INFORMS Analytics Collections, 2021-present
- Senior Editor for *Production and Operations Management* 2013-2017

## Refereeing

- Meritorious Service Award, *Management Science* 2010, 2013
- Meritorious Service Award, *Manufacturing and Service Operations Management* 2009, 2013
- Reviewer for *Management Science*, *Operations Research*, *MSOM*, *Naval Research Logistics*, *POMS*, *EJOR*, *IIE Transactions*, *IEEE Transactions on Automation Science and Engineering*

## Professional society activities

- 2019 POMS Emerging Scholars Program Panel Speaker
- 2017 MSOM Editor-in-Chief Review Committee
- 2016, 2012 NRL Kuhn Paper Award Committee
- 2017, 2016 INFORMS New Faculty Colloquium Panel Speaker
- 2014 INFORMS Conference Organizing Committee, co-chair of Invited Clusters
- 2011 MSOM Conference Organizing Committee
- 2011 POMS Sourcing and Procurement track co-chair
- 2011, 2005 INFORMS Doctoral Colloquia Panel Speaker
- 2009 MSOM Student Paper Competition co-chair
- 2009 INFORMS Auctions Cluster co-chair
- 2005 INFORMS MSOM Cluster co-chair
- Panel judge, 2013, 2019-20 INFORMS JFIG Paper Competition, 2017-8 POMS Supply Chain Management Student Paper Competition, 2004 & 2006-8, 2012-3 M&SOM Student Paper Competition
- Member of INFORMS, MSOM, and POMS

## Stephen M. Ross School of Business

- School Executive Committee Member. Elected position, two-year term, 2017-19

## University of Michigan

- Provost's Faculty Advisory Committee, two-year term, 2021-23

## Industrial boards

- Bid Ops LLC (now Arkestro), advisory board member