

# Andrew M. Davis

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CONTACT INFORMATION 431 Sage Hall *Updated January 1, 2024*  
Samuel Curtis Johnson Graduate School of Management  
SC Johnson College of Business  
Cornell University  
Ithaca, NY 14853 USA  
adavis@cornell.edu

ACADEMIC APPOINTMENTS Samuel Curtis Johnson Graduate School of Management, Cornell University  
Associate Professor of Operations Management 2019-present  
Assistant Professor of Operations Management 2011-2019

EDUCATION PhD Business Administration: Supply Chain and Information Systems 2011  
Smeal College of Business  
The Pennsylvania State University, University Park, PA USA  
MBA Supply Chain Management 2006  
Smeal College of Business  
The Pennsylvania State University, University Park, PA USA  
BA Economics 2003  
Colgate University, Hamilton, NY USA

OPERATIONS JOURNAL PUBLICATIONS Davis, Andrew M. and Kyle Hyndman, “Bargaining with Voluntary Disclosure and Endogenous Matching.” Forthcoming at *Management Science*.  
Davis, Andrew M., Blair Flicker, Kyle Hyndman, Elena Katok, Samantha Keppler, Stephen Leider, Xiaoyang Long, and Jordan D. Tong, “A Replication Study of Operations Management Experiments in Management Science.” *Management Science*, 2023, 69(9) 4977-4991.  
Davis, Andrew M., Rihuan Huang, and Douglas J. Thomas, “Retailer Inventory Sharing in Two-Tier Supply Chains: An Experimental Investigation.” *Management Science*, 2022, 68(12), 8773-8790.  
Cui, Yao and Andrew M. Davis, “Tax-Induced Inequalities in the Sharing Economy.” *Management Science*, 2022, 68(10), 7202-7220.  
Davis, Andrew M., Bin Hu, Kyle Hyndman, and Anyan Qi, “Procurement for Assembly Under Asymmetric Information: Theory and Evidence.” *Management Science*, 2022, 68(4), 2694–2713.  
Davis, Andrew M. and Kyle Hyndman, “Private Information and Dynamic Bargaining in Supply Chains: An Experimental Investigation.” *Manufacturing & Service Operations Management*, 2021, 23(6), 1449-1467.  
Davis, Andrew M., Vishal Gaur, and Dayoung Kim, “Consumer Learning from Own Experience and Social Information: An Experimental Study.” *Management Science*, 2021, 67(5), 2924-2943.  
Davis, Andrew M. and Kyle Hyndman, “Multidimensional Bargaining and Inventory Risk in Supply Chains: An Experimental Study.” *Management Science*, 2019, 65(3), 955-1453.

- Davis, Andrew M. and Stephen Leider, "Contracts and Capacity Investment in Supply Chains." *Manufacturing & Service Operations Management*, 2018, 20(3), 403-421.
- Davis, Andrew M. and Kyle Hyndman, "An Experimental Investigation of Managing Quality Through Monetary and Relational Incentives." *Management Science*, 2018, 64(5), 2345-2365.
- Davis, Andrew M., "An Experimental Investigation of Pull Contracts in Supply Chains," *Production and Operations Management*, 2015, 24(2), 325-340.
- Davis, Andrew M., Elena Katok, and Natalia Santamaría, "Push, Pull, or Both? A Behavioral Study of How the Allocation of Inventory Risk Affects Channel Efficiency." *Management Science*, 2014, 60(11), 2666-2683.
- Davis, Andrew M., Elena Katok, and Anthony M. Kwasnica, "Should Sellers Use Auctions? A Laboratory Comparison of Auctions and Sequential Mechanisms." *Management Science*, 2014, 60(4), 990-1008.
- Davis, Andrew M., Elena Katok, and Anthony M. Kwasnica, "Do Auctioneers Pick Optimal Reserve Prices?" *Management Science*, 2011, 57(1), 177-192.
- Katok, Elena, Douglas Thomas, and Andrew Davis, "Inventory Service Level Agreements as Coordination Mechanisms: The Effect of Review Periods." *Manufacturing & Service Operations Management*, 2008, 10(4), 609-624.
- OTHER JOURNAL PUBLICATIONS Davis, Matthew A., Andrew M. Davis, Jackie Luan, and William B. Weeks. "The Supply and Demand of Chiropractors in the United States from 1996 to 2005" *Alternative Therapies in Health and Medicine*, 2009, 15(3), 36-40.
- HANDBOOK CHAPTERS Davis, Andrew M. and Jordan D. Tong "Behavioral Inventory Management," *Research Handbook on Inventory Management*, 2023, edited by Jing-Sheng Jeannette Song, Edward Elgar Publishing Ltd.
- Davis, Andrew M. "Bargaining in Operations Management Research." *Bargaining: Current Research and Future Directions*, 2022, edited by Kyle Hyndman and Emin Karagozoglu, Palgrave Macmillan.
- Davis, Andrew M. "Biases in Individual Decision Making." *The Handbook of Behavioral Operations Management*, 2019, edited by Karen Donohue, Elena Katok, and Stephen Leider, John Wiley and Sons Inc, New York, NY.
- WORKING PAPERS Davis, Andrew M., Shawn Mankad, Charles Corbett, and Elena Katok, "The Best of Both Worlds: Machine Learning and Behavioral Science in Operations Management." Major Revision at *Manufacturing & Service Operations Management*.
- Davis, Andrew M., Rihuan Huang, and Kyle Hyndman, "Trade Credit and Bankruptcy Risk in Supply Chains: An Experimental Study." Major Revision at *Manufacturing & Service Operations Management*.
- Davis, Andrew M., Stephen Leider, and Anugna Reddy Gondi, "Correlation Neglect in Supply Chains." Under revision.
- Chen, Li, Andrew M. Davis, and Dayoung Kim, "Predicting Mean and Variance in Inventory Order Decisions." Under revision.

PROFESSIONAL ACCOLADES	Christiaan Huygens Reproduction and Replication Prize, Institute for Replication	2023	
	Meritorious Service Award – Associate Editor, <i>Management Science</i>	2023	
	Meritorious Service Award – Associate Editor, <i>Management Science</i>	2022	
	Finalist: Best Paper in Service Science Cluster, INFORMS	2021	
	Finalist: Best Public Sector Paper in Operations Research, INFORMS	2019	
	Half Century Faculty Research Fellowship, Cornell University	2019	
	Third Place: Wickham Skinner Early Career Research Award, POMS	2018	
	First Place: Best Behavioral Operations Working Paper, INFORMS	2018	
	Distinguished Service Award – Reviewer, <i>Management Science</i>	2018	
	Meritorious Service Award, <i>Management Science</i>	2017	
	Best Reviewer Award, Production and Operations Management Society	2016	
	Meritorious Service Award – Reviewer, <i>Management Science</i>	2016	
	The World’s Best 40 Under 40 Business School Professors, Poets and Quants	2015	
	Meritorious Service Award, <i>Management Science</i>	2015	
	Second Place: Best Behavioral Operations Working Paper, INFORMS	2014	
	Clifford H. Whitcomb Faculty Fellowship, Cornell University	2013	
	Best Reviewer Award, POM Behavioral Operations Section	2012	
	Suk Y. Cha ’84 MBA Sesquicentennial Faculty Fellowship, Cornell University	2011	
	NOTABLE INTERNAL SERVICE	Chair, Johnson College Faculty Policy Committee (CFPC)	2023-present
		Johnson College Course Assignments Committee	2023-present
University Faculty Committee on Program Review		2021-present	
PhD Coordinator, OTIM Area		2014-2019, 2022-present	
NYC Tech MBA Programs Committee		2021-2023	
Johnson School Faculty Policy Committee (FPC)		2021-2023	
Director, Business Simulation Lab		2019-2023	
Residential MBA Programs Committee	2018-2023		
EXTERNAL SERVICE	Editorial Positions:		
	Associate Editor, <i>Operations Research</i>	2024-present	
	Associate Editor, <i>Management Science</i>	2019-present	
	Senior Editor, <i>Production and Operations Management</i>	2018-present	
	Associate Editor, <i>Decision Sciences</i>	2020-present	
	Editorial Board, <i>Production and Operations Management</i>	2012-2018	
	Officer Positions:		
	President, INFORMS Behavioral Operations Management Section	2016-2018	
	President-Elect, INFORMS Behavioral Operations Management Section	2014-2016	
	Officer, INFORMS Behavioral Operations Management Section	2012-2014	
	Officer, POM College of Behavior in Operations Management	2011-2013	
	Conferences:		
	Cluster Chair, MSOM Track, INFORMS Conference	2020	
	Committee Member, Behavioral Operations Conference	2016-2017	
	Chair, Behavioral Operations Conference	2015	
	Co-Chair, Supply Chain Management MSOM SIG Conference	2014	
	Cluster Chair, Behavioral Operations Track, INFORMS Conference	2013	
	Session Chair, INFORMS CORS Conference	2022	
	Session Chair, INFORMS Annual Conference	2012-2022	
	Session Chair, Production and Operations Management Conference	2011, 2013	
Competitions:			
Honorary Judge, BOM Best Working Paper Award	2021		
Reviewer, POM BOM Junior Scholar Paper Competition	2018-2019		
Reviewer, POM Supply Chain Student Paper Competition	2012-2018, 2021, 2023		

Reviewer, MSOM Student Paper Competition 2017  
 Reviewer, BOM Best Working Paper Award 2013, 2015-2016, 2018-2020

Referee:

*Management Science, Manufacturing & Service Operations Management, Operations Research, Production and Operations Management, Naval Research Logistics, Journal of Operations Management, Decision Sciences, Journal of Economic Behavior & Organization, Economic Inquiry.*

DOCTORAL STUDENTS Yu Nu Expected Graduation 2025  
 Anugna Reddy Gondi Expected Graduation 2024  
 Rihuan Huang, CUHK-Shenzen, Graduation 2022  
 Dayoung Kim, California State University, Fullerton Graduation 2017  
 Matthew Walsman, Rutgers Business School Graduation 2016

INVITED RESEARCH SEMINARS UCLA Anderson School of Management, Los Angeles, CA (invited) Spring 2024  
 The Wharton School, University of Pennsylvania, Philadelphia, PA Fall 2023  
 The Tuck School of Business, Dartmouth College, Hanover, NH Fall 2023  
 Cornell University, Ithaca, NY Spring 2023  
 Georgetown University, Washington D.C. Fall 2022  
 Syracuse University, Syracuse, NY. Fall 2022  
 University of Wisconsin, Madison, WI Fall 2021  
 Boston University, Boston, MA Fall 2021  
 Pennsylvania State University, State College, PA Fall 2021  
 Arizona State University, Phoenix, AZ Fall 2020  
 University of Texas at Dallas, Richardson, TX Fall 2019  
 Indiana University, Bloomington, IN Spring 2019  
 Baruch College, New York City, NY Fall 2018  
 Stanford University, Stanford, CA Fall 2018  
 University of Virginia, Charlottesville, VA Fall 2018  
 Duke University, Durham, NC Spring 2018  
 Georgia Institute of Technology, Atlanta, GA Fall 2017  
 Harvard Business School, Cambridge, MA Fall 2017  
 University of Michigan, Ann Arbor, MI Fall 2017  
 MIT, Cambridge, MA Fall 2017  
 University of North Carolina, Chapel Hill, NC Fall 2017  
 Syracuse University, Syracuse, NY Fall 2017  
 Northwestern University, Evanston, IL Spring 2017  
 Cornell University, Ithaca, NY Fall 2016  
 Boston College, Chestnut Hill, MA Fall 2015  
 Pennsylvania State University, State College, PA Spring 2015  
 Union College, Schenectady, NY Spring 2015  
 State University of NY Buffalo, Buffalo, NY Spring 2013

GUEST LECTURES University of Michigan, Ann Arbor, MI Fall 2017

CONFERENCE PRESENTATIONS INFORMS Annual Conference 2008, 2010, 2012-2013, 2015-2016, 2022  
 Behavioral Operations Annual Conference 2010, 2012-2013, 2016, 2018  
 MSOM Annual Conference 2018  
 Workshop for Empirical Research in Operations 2018  
 MSOM Supply Chain SIG Conference 2014  
 POM Annual Conference 2011, 2013

TEACHING

Samuel Curtis Johnson Graduate School of Management, Cornell University  
 Managing Operations: NCC 5080 Two-Year MBA Program Spring 2015-2024  
 Managing Operations: MGMT 5080 MPS in Management Program Spring 2024  
 Managing Operations: NCCF 5080 Cornell-Tsinghua FMBA Program Fall 2023  
 PhD Seminar in Behavioral Operations: NRE 5580 PhD Program Spring 2021/2023  
 Managing Operations: NCCE 5080 Metro EMBA Program Spring 2022  
 Managing Operations: NCCB 5080 Americas EMBA Program Spring 2013-2014  
 Managing Operations: NCC 5080 Accelerated MBA Program Summer 2012-2014  
 Managing Operations: NCC 5080 SSO Two-Year MBA Program Spring 2012

PROFESSIONAL  
EXPERIENCE

Senior Operations Analyst 2006-2007

C&S Wholesale Grocers, Keene, NH

- Completed various operational analyses while reporting directly to the Senior Vice President of Transportation of a \$30 billion-revenue distributor.
- Developed an extensive process for accurately tracking transportation costs by customer at any one of 27 distribution center locations.

Economic Development Program Specialist 2003-2004

Camoin Associates, Saratoga Springs, NY

- Created the first Empire Zone Development Policy in the State of New York.
- Developed economic and fiscal impact studies to determine viability of business ventures in various markets.