

Andrew M. Davis

CONTACT INFORMATION	431 Sage Hall Cornell SC Johnson College of Business Cornell University Ithaca, NY 14853 USA adavis@cornell.edu	<i>Updated January 1, 2026</i>
ACADEMIC APPOINTMENTS	Samuel Curtis Johnson Graduate School of Management Professor of Operations, Technology, and Information Management Breazzano Family Term Professor of Management Associate Professor of Operations, Technology, and Information Mgmt Assistant Professor of Operations, Technology, and Information Mgmt Suk Y. Cha '84 MBA Sesquicentennial Faculty Fellow	2025-present 2024-present 2019-2025 2011-2019 2011-2016
EDUCATION	PhD Business Administration: Supply Chain and Information Systems Smeal College of Business The Pennsylvania State University, University Park, PA USA MBA Supply Chain Management Smeal College of Business The Pennsylvania State University, University Park, PA USA BA Economics Colgate University, Hamilton, NY USA	2011 2006 2003
OPERATIONS JOURNAL PUBLICATIONS	Davis, Andrew M., Rihuan Huang, and Kyle Hyndman, "Trade Credit and Bankruptcy Risk in Supply Chains: An Experimental Study." <i>Manufacturing & Service Operations Management</i> , 2025, 27(4) 1205-1223. Davis, Andrew M. and Kyle Hyndman, "Bargaining with Voluntary Disclosure and Endogenous Matching." <i>Management Science</i> , 2025, 71(2) 1102-1119. Davis, Andrew M., Shawn Mankad, Charles Corbett, and Elena Katok, "The Best of Both Worlds: Machine Learning and Behavioral Science in Operations Management." <i>Manufacturing & Service Operations Management</i> , 2024, 26(5) 1605-1621. Chen, Li, Andrew M. Davis, and Dayoung Kim, "Predicting Mean and Variance in Inventory Order Decisions." <i>Decision Sciences</i> , 2024, 55(4) 346-362. 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." <i>Management Science</i> , 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." <i>Management Science</i> , 2022, 68(12), 8773-8790. Cui, Yao and Andrew M. Davis, "Tax-Induced Inequalities in the Sharing Economy." <i>Management Science</i> , 2022, 68(10), 7202-7220. Davis, Andrew M., Bin Hu, Kyle Hyndman, and Anyan Qi, "Procurement for Assembly Under Asymmetric Information: Theory and Evidence." <i>Management Science</i> , 2022, 68(4), 2694-2713.	2011 2006 2003 2025 2025 2024 2024 2024 2023 2022 2022 2022 2022 2022

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/PROJECTS

Evgeny Kagan, Kyle Hyndman, and Andrew M. Davis. "Chasing Tails: How Do People Respond to Wait Time Distributions?" Major Revision at *Management Science*.

Davis, Andrew M., Stephen Leider, and Anugna Reddy Gondi, "Correlation Neglect in Supply Chains."

Davis, Andrew M., Kyle Hyndman, and Matthew Walker, "Mitigating Disruptions in Multi-Tier Supply Chains: The Effects of Disclosure."

NOTABLE PROFESSIONAL ACCOLADES	Honorable Mention: Best Associate Editor, <i>Management Science</i> Johnson Two-Year MBA Core Teaching Award Best Operations Management Paper in <i>Management Science</i> Christiaan Huygens Reproduction and Replication Prize Meritorious Service Award – Associate Editor, <i>Management Science</i> Meritorious Service Award – Associate Editor, <i>Management Science</i> Finalist: Best Paper in Service Science Cluster, INFORMS Finalist: Best Public Sector Paper in Operations Research, INFORMS Half Century Faculty Research Fellowship, Cornell University Third Place: Wickham Skinner Early Career Research Award, POMS Best Behavioral Operations Working Paper, INFORMS Distinguished Service Award – Reviewer, <i>Management Science</i> Meritorious Service Award – Reviewer, <i>Management Science</i> Meritorious Service Award – Reviewer, <i>Management Science</i> Best Reviewer Award, POMS The World's Best 40 Under 40 Business School Professors, Poets and Quants Meritorious Service Award – Reviewer, <i>Management Science</i> Second Place: Best Behavioral Operations Working Paper, INFORMS Clifford H. Whitcomb Faculty Fellowship, Cornell University Best Reviewer Award, POM Behavioral Operations Section	2025 2025 2024 2023 2023 2022 2021 2019 2019 2018 2018 2018 2017 2016 2016 2015 2015 2014 2013 2012
NOTABLE INTERNAL SERVICE	Johnson School Faculty Policy Committee (JFPC) 2021-2023, 2025-present Residential MSBA Program Committee 2024-present University Faculty Committee on Program Review (FCPR) 2021-present Interim Area Chair, OTIM 2025 College Faculty Policy Committee (CFPC) 2023-2025 College Course Assignments Committee 2023-2024 PhD Coordinator, OTIM 2014-2019, 2022-2024 NYC Tech MBA Program Committee 2021-2023 Director, Business Simulation Lab (BSL) 2019-2023 Residential MBA Program Committee 2018-2023	
NOTABLE EXTERNAL SERVICE	<p>Editorial Positions:</p> <p>Associate Editor, <i>Manufacturing & Service Operations Management</i> 2024-present Associate Editor, <i>Operations Research</i> 2024-present Associate Editor, <i>Management Science</i> 2019-present Associate Editor, <i>Decision Sciences</i> 2020-2025 Senior Editor, <i>Production and Operations Management</i> 2018-2025 Editorial Board, <i>Production and Operations Management</i> 2012-2025</p> <p>Officer Positions:</p> <p>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</p> <p>Conferences:</p> <p>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</p>	

Competitions:

Honorary Judge, BOM Best Working Paper Award	2021
Reviewer, POM BOM Junior Scholar Paper Competition	2018-2019, 2025
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	Cecilia Lam Yu Nu, University of South Carolina Anugna Reddy Gondi, Lewis University Rihuan Huang, CUHK-Shenzhen Dayoung Kim, California State University - Fullerton Matthew Walsman, Rutgers University	Grad 2025 Grad 2024 Grad 2022 Grac 2017 Grad 2016
INVITED RESEARCH SEMINARS	UC Berkeley (Haas), Berkeley, CA UCLA (Anderson), Los Angeles, CA University of Buffalo, Buffalo, NY University of Pennsylvania (Wharton), Philadelphia, PA Dartmouth College (Tuck), Hanover, NH Cornell University, Ithaca, NY Georgetown University, Washington D.C. Syracuse University, Syracuse, NY. University of Wisconsin, Madison, WI Boston University, Boston, MA Pennsylvania State University, State College, PA Arizona State University, Phoenix, AZ University of Texas at Dallas, Richardson, TX Indiana University, Bloomington, IN Baruch College, New York City, NY Stanford University, Stanford, CA University of Virginia, Charlottesville, VA Duke University, Durham, NC Georgia Institute of Technology, Atlanta, GA Harvard Business School, Cambridge, MA University of Michigan, Ann Arbor, MI MIT, Cambridge, MA University of North Carolina, Chapel Hill, NC Syracuse University, Syracuse, NY Northwestern University, Evanston, IL Cornell University, Ithaca, NY Boston College, Chestnut Hill, MA Pennsylvania State University, State College, PA Union College, Schenectady, NY State University of NY Buffalo, Buffalo, NY	Fall 2025 Spring 2024 Spring 2024 Fall 2023 Fall 2023 Spring 2023 Fall 2022 Fall 2022 Fall 2021 Fall 2021 Fall 2021 Fall 2020 Fall 2019 Spring 2019 Fall 2018 Fall 2018 Fall 2018 Spring 2018 Fall 2017 Fall 2017 Fall 2017 Fall 2017 Fall 2017 Fall 2017 Fall 2017 Fall 2017 Spring 2017 Fall 2016 Fall 2015 Spring 2015 Spring 2015 Spring 2013
GUEST LECTURES	University of Michigan, Ann Arbor, MI	Fall 2017
CONFERENCE PRESENTATIONS	INFORMS Annual Conference Behavioral Operations Annual Conference	2008, 2010, 2012-2013, 2015-2016, 2022 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		
	Teaching Recognition:	
	Johnson Residential MBA Core Teaching Award	2025
	Johnson Teaching Honor Roll	Multiple Years
	Teaching Experience:	
	Managing Operations: NCC 5080 Two-Year MBA	Spring 2015-2025
	Operations Management: MGMT 5080 MPS in Management	Spring 2024-2025
	Managing Operations: NCCF 5080 Cornell-Tsinghua FMBA	Fall 2023
	PhD Seminar in Behavioral Operations: NRE 5580 PhD Program	Spring 2021/2023
	Managing Operations: NCCE 5080 Metro EMBA	Spring 2022
	Managing Operations: NCCB 5080 Americas EMBA	Spring 2013-2014
	Managing Operations: NCC 5080 Accelerated MBA	Summer 2012-2014
	Managing Operations: NCC 5080 SSO Two-Year MBA	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.	