

# VISHAL GAUR

Samuel Curtis Johnson Graduate School of Management, Cornell SC Johnson College of Business  
Cornell University

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## Education

- Ph.D. Operations and Information Management, The Wharton School, University of Pennsylvania, Philadelphia, PA. 2001.
- M.A. Managerial Science and Applied Economics, The Wharton School, University of Pennsylvania, Philadelphia, PA. 2000.
- M.B.A. Indian Institute of Management, Ahmedabad, India. 1995.
- B.Tech. Indian Institute of Technology, Delhi, India. 1993.  
Computer Science and Engineering.

## Academic Positions

Samuel Curtis Johnson Graduate School of Management, Cornell University

Program Director, MS in Business Analytics (January 2020- )

Associate Dean for MBA Programs (July 2014- June 2019)

Emerson Professor of Manufacturing Management (Chair, Feb 2016- )

Professor of Operations, Technology and Information Management (Feb 2011- )

Emerson Professor of Manufacturing Management (Term Chair, Feb 2011-June 2012)

Associate Professor of Operations Management (July 2007-June 2012)

Harvard Business School

Visiting Associate Professor (2007-2008)

Leonard N. Stern School of Business, NYU

Assistant Professor (2001 – June 2007), Instructor (2000 – 2001)

## Work Experience

Teaching Assistant, Sep. 1997 - May 2000

Department of Operations and Information Management, The Wharton School.

Research Assistant, various periods during Sep. 1997 - May 2000

Harvard/Wharton Center for Excellence in Retailing, and Fishman-Davidson Center for Manufacturing and Services Operations Management, The Wharton School.

Assistant Manager, May 1995 – July 1996

Treasury Operations, Citibank, N. A., Bombay, India.

## Awards and Honors

- Stephen Russell '60, MBA '61 Distinguished Teaching Award at the five-year reunion by the MBA Class of 2015
- Core Faculty Award by the Johnson MBA Classes of 2015, 2013, and 2009 and by the Johnson Cornell Tech MBA Class of 2017 for the best core course professor.

- 2014 M&SOM iFORM SIG Best Paper Award Runner Up for the paper “Sales Forecasting with Financial Indicators and Experts’ Input” published in *POM* 2013: 22(5).
- 2013 Johnson Faculty Research Award, Cornell University.
- Nominated for Apple Teaching Award by the graduating MBA classes in 2009-2015 at Johnson.
- 2010-11 Clifford H. Whitcomb Faculty Fellowship, Johnson.
- 2008 Best Paper Award by the journal *Manufacturing & Service Operations Management*.
- M&SOM Meritorious Service Award, 2004, 2008, 2010, 2012, 2013, 2014.
- Wickham Skinner Early Career Research Accomplishments Award by POMS in 2006.
- George B. Dantzig Dissertation Award, Honorable Mention, awarded by INFORMS in 2001.
- Outstanding Teaching Assistant, Department of Operations and Information Management, Wharton School, University of Pennsylvania, 1998-99.
- Industry Scholarships for Superior Academic Performance, Indian Institute of Management, Ahmedabad, 1993-95.
- Merit Scholarships, Indian Institute of Technology, Delhi, 1989-93.

## Courses Taught

- Digital Business Operations (MBA elective course, Johnson)  
2020-present
- Introduction to SQL and Tableau (MBA elective course, Johnson)  
2019-present
- Managing Operations (MBA core course, Johnson Tsinghua Program)  
2017-present
- Retail Operations (MBA elective course, Johnson)  
2009-present
- Managing Operations (MBA core course, Johnson Cornell-Tech)  
2014-16
- Managing Operations (MBA core course, Johnson)  
2007-14
- Technology and Operations Management (MBA required curriculum, HBS)  
2007-08
- Field Study Seminar: Understanding and Influencing Operations as an Investor (MBA elective, HBS)  
2007-08
- Competitive Advantage from Operations (Two-year MBA Core, NYU)  
2002-07
- Retail Operations Management (MBA elective course, NYU)  
2006-07
- Supply Chain Management (Ph.D. Course, NYU)  
2001-02, 2004-05, 2005-06
- Inventory Management (Ph.D. Course, NYU)  
2002-03
- Competitive Advantage from Operations (Undergraduate Core, NYU)  
2000-01, 2001-02

## Research Areas

Retail Operations, Supply Chain Management, Empirical Research in Operations.

## Publications and Forthcoming Papers in Journals

Davis, A., V. Gaur, D. Kim. 2020. Consumer Learning from Own Experience and Social Information: An Experimental Study. *Management Science*, forthcoming. <https://doi.org/10.1287/mnsc.2020.3691>

Gaur, V., Gaiha, A. 2020. Building a Transparent Supply Chain: Blockchain can enhance trust, efficiency, and speed. *Harvard Business Review*, 98(3), 94-103. <https://hbr.org/2020/05/building-a-transparent-supply-chain>

- Terwiesch, C., M. Olivares, B. Staats, V. Gaur. 2020. A Review of Empirical Operations Management. *M&SOM*, 22(4) 656-668. <https://doi.org/10.1287/msom.2018.0755>.
- Akkas, A., V. Gaur, D. Simchi-Levi. 2019. Drivers of Product Expiration in Consumer Packaged Goods Retailing. *Management Science*. 65(5) May, 2179-2195. <https://doi.org/10.1287/mnsc.2018.3051>
- Alan, Y., V. Gaur. 2018. Operational Investment and Capital Structure Under Asset Based Lending. *M&SOM*. 20(4) Fall, 601-800. <https://pubsonline.informs.org/doi/abs/10.1287/msom.2017.0670>  
- Yasin Alan selected as a finalist for M&SOM Student Paper Competition, 2011.
- Fisher, M. L., V. Gaur, H. Kleinberger. 2017. Curing the Addiction to Growth: Lessons from the Retail Industry. *Harvard Business Review*. Jan-Feb, Reprint R1701C.
- Kesavan, S., T. Kushwaha, V. Gaur. 2016. Do high- and low-inventory turnover retailers respond differently to demand shocks? *M&SOM*. 18(2) Spring, 198-215.
- Lee, Joon-Kyum, V. Gaur, S. Muthulingam. 2016. Stockout-Based Substitution and Inventory Planning in Textbook Retailing. *M&SOM*. 18(1) Winter, 104-121.
- Osadchiy, N., V. Gaur, S. Seshadri. 2016. Systematic Risk in Supply Chain Sales. *Management Science*. 62(6) June, 1755-1777.
- Alan, Y., G. Gao, V. Gaur. 2014. Does Inventory Turnover Predict Future Stock Return? A Retailing Industry Perspective. *Management Science*. 60(10) 2416-2434.
- Gaur, V., R. Lai, A. Raman, W. Schmidt. 2015. Signaling to Partially Informed Investors in the Newsvendor Model. *Production and Operations Management*. 24(3) 383-401
- Gaur, V., S. Kesavan, A. Raman. 2014. Retail Inventory: Managing the Canary in the Coal Mine! *California Management Review*, 56(2) Winter. p.55-76
- Gaur, V., N. Osadchiy, S. Seshadri. 2013. Sales Forecasting with Financial Indicators and Experts' Input. *Production and Operations Management*. 22(5) p.1056-1076.  
Runner-up for the 2014 M&SOM iFORM SIG Best Paper Award.
- Honhon, D., V. Gaur, S. Seshadri. 2012. A Multi-Supplier Sourcing Problem with a Preference Ordering of Suppliers. *Production and Operations Management*. 21(6) p.1028-1041.
- Gaur, V., S. Seshadri, M. Subrahmanyam. 2011. Securitization and Real Investment in Incomplete Markets. *Management Science*, December, 57(12).
- Honhon, D., V. Gaur, S. Seshadri. 2010. Assortment Planning and Inventory Decisions Under Stockout-Based Substitution. *Operations Research*. 58(5) 1364-1379.
- Kesavan, S., V. Gaur, A. Raman. 2010. Do Inventory and Gross Margin Data Improve Sales Forecasts for U.S. Public Retailers? *Management Science*, September, 56(9) 1519-1533.  
(Previous title: "Incorporating Price and Inventory Endogeneity in Firm-level Sales Forecasting")
- van Donselaar, K., V. Gaur, T. van Woensel, R.A.C.M. Broekmeulen, J.C. Fransoo. 2010. Ordering Behavior in Retail Stores and Implications for Automated Replenishment. *Management Science*, May, 56(5) 766-784.

Gaur, V., S. Kesavan, A. Raman, M. L. Fisher. 2007. Estimating Uncertainty Using Judgmental Forecasts. *M&SOM*, 9(4) 480-491.

Gaur, V., Y-H Park. 2007. Asymmetric Consumer Learning and Inventory Competition. *Management Science*, February, 53(2) 227-240.

Gaur, V., D. Honhon. 2006. Assortment Planning and Inventory Decisions under a Locational Choice Model. *Management Science*, October, 52(10) 1528-1543.

Gaur, V., M. L. Fisher. 2005. In-Store Experiments to Determine the Impact of Price on Sales. *Production and Operations Management*, 14(4) 377-387.

Gaur, V., A. Giloni, S. Seshadri. 2005. Information Sharing in a Supply Chain under ARMA Demand. *Management Science*, June, 51(6) 961-969.

Gaur, V., S. Seshadri. 2005. Hedging Inventory Risk through Market Instruments. *M&SOM*, Spring, 7(2) 103-120.

This paper received the *M&SOM* 2008 Best Paper Award.

Gaur, V., M. L. Fisher, A. Raman. 2005. An Econometric Analysis of Inventory Turnover Performance in Retail Services. *Management Science*. February, 51(2) 181-194.

Gaur, V., M. L. Fisher. 2004. A Periodic Inventory Routing Problem at a Supermarket Chain. *Operations Research*. Nov-Dec, 52(6) 813-822.

## Book Chapters

Gaur, V. 2017. POM and Retailing. Chapter 31 in *Routledge Companion for Production and Operations Management*, editors Martin K. Starr and Sushil K. Gupta.

Gaur, V. 2013. Supply Chain Management. Chapter in *Core Curriculum in Operations*, edited by Roy Shapiro, HBS Publishers.

Alan, Yasin, V. Gaur. 2010. Category and Inventory Management. Chapter in *Wiley Encyclopedia of Operations Research and Management Science*, forthcoming.

Gaur, V., S. Kesavan. 2008. The Effects of Firm Size and Sales Growth Rate on Inventory Turnover Performance in the U.S. Retail Sector. Chapter 3 in *Retail Supply Chain Management*, edited by N. Agrawal and S. Smith, Kluwer Publishers.

## Other Publications

Gaur, V. 2010. Book Review of “Swaminathan, J. M., ed. 2009. *Indian Economic Superpower: Fiction or Future?* World Scientific Publishing Company Pte. Ltd., Hackensack, NJ” published in *Interfaces* 40(2), p.163-168.

Gaur, V., V. Singhal, B. B. Flynn, P. T. Ward, A. V. Roth. 2008. Editorial: Empirical elephants - Why multiple methods are essential to quality research in operations and supply chain management. *Journal of Operations Management*, 26(3) p.345-348.

Gaur, V. 2005. Inventory Turnover Performance in the U.S. Retail Sector. *POMS Chronicle*, 12(3), p.18-19.

Gaur, V., S. Seshadri, M. Subrahmanyam. Market Incompleteness and Super Value Additivity: Implications for Securitization. *European Finance Association* 2004.

Gaur, V., S. Seshadri, M. Subrahmanyam. Intermediation and Value Creation in an Incomplete Market: Implications for Securitization. *FMA European Conference* 2005.

## Manuscripts Under Submission/Revision

Gaur, V., X. Liu. 2020. Personalized Recommendation System Design for an Online B2B Platform. (*Under submission*)

Cui, Y., V. Gaur, J. Liu. 2020. Is Blockchain-Enabled Network Visibility Beneficial to Supply Chains? (*Under revision*)

Akkas, A., V. Gaur. 2020. Reducing Food Waste: An Operations Management Research Agenda. (*Under submission*)

Gaur, V., N. Osadchiy, S. Seshadri, M. Subrahmanyam. 2020. Sourcing Strategies for Online Marketplaces. (*Under revision*)

## Working Papers and Manuscripts In Preparation

Alan, Yasin, Vishal Gaur. 2015. Managing Growth and Bankruptcy Risk for a Cash Constrained Firm.

Udenio, M., V. Gaur, J. C. Fransoo. 2015. Inventories and the bullwhip: A chicken-and-egg situation.

Gaur, V., M. L. Fisher, A. Raman. 2010. What Explains Superior Retail Performance? Working Paper <http://ssrn.com/abstract=1290208> .

Park, Y.-H., C. H. Park, V. Gaur. 2010. Consumer Learning, Word of Mouth and Quality Competition.

## Cases and Teaching Material

Akkas, A., V. Gaur. 2017. Product Expiration at HealthCola, Inc. Case Study.

Gaur, V. 2012. AuthBridge Research Data Services. Case Study.

Raman, A., W. Schmidt, V. Gaur. 2008. Airbus 380 – Turbulence Ahead. Harvard Business School Case 9-609-041.

Raman, A., V. Gaur, S. Kesavan. 2005. David Berman. Harvard Business School Case 605-081.

Raman, A., V. Gaur, S. Kesavan. 2009. Teaching Note: David Berman. Harvard Business School Teaching Note 5-609-006.

Raman, A., V. Gaur. 2004. Bradman and Tendulkar, LLC. Harvard Business School Case 604-085.

Gaur, V., M. L. Fisher, and A. Raman. 2002. Linking Finance and Operations in Retailing. <http://ssrn.com/abstract=1290209>

## Research Grants

NSF grant CMMI-0800580 for “Collaborative Research: Risk Management in Supply Chains Using Market Information” – 6/2008 to 5/2011.

## Doctoral Dissertation Committees

Advisor or Co-Advisor:

Xiaoyan Liu (Johnson, Cornell University, current student)  
Dayoung Kim (Johnson, Cornell University, 2017; placed at California State Univ. Fullerton)  
Joonkyum Lee (Johnson, Cornell University, 2014; placed at KAIST, South Korea)  
William Schmidt (Harvard Business School, 2014; placed at Cornell)  
Yasin Alan (Johnson, Cornell University, 2012; placed at Vanderbilt)  
Nikolay Osadchiy (NYU Stern School of Business, 2010; placed at Emory)  
Saravanan Kesavan (Harvard Business School, 2007; placed at UNC)  
Dorothee Honhon (NYU Stern School of Business, 2006; placed at UT Austin)

**Committee member:**

Maximiliano Udenio (Technical University of Eindhoven, 2014)  
Chang Hee Park (Johnson, Cornell University, 2011; placed at SUNY Binghamton)  
Michael Dixon (School of Hotel Administration, Cornell University, 2011; placed at Naval Postgraduate School).  
Richard Lai (Harvard Business School, 2008; placed at Wharton)  
Jayanth Krishnan (The Wharton School, U. of Penn., 2007; industry placement)  
Cagri Haksoz (NYU Stern School of Business, 2004)

## Invited Research Seminars

2020: University of Michigan Ross School (Jan 2020), INSEAD (Oct 2020).  
2019: University of Wisconsin at Madison, Emory University, Baruch College.  
2018: UT Austin McCombs School of Business, Boston University Questrom School.  
2017: SMU Cox School of Business.  
2016: University of Michigan Ross School, Georgetown University, Columbia University GSB, Harvard Business School, University of Florida Gainesville.  
2015: UC Berkeley Haas School; University of Washington; NYU Stern School; London Business School, USC Marshall School.  
2014: Owen School, Vanderbilt University; Weatherhead School of Management, Case Western Reserve University; Eindhoven University of Technology.  
2013: Kellogg School of Management; Smith School of Business, University of Maryland; Olin School of Business, Washington University.  
2012: Wharton, Tuck, Indian School of Business, Chicago Booth School, UT Austin McCombs School, Texas A&M.  
2011: Stanford GSB, National University of Singapore, INSEAD European Campus, UNC Kenan-Flagler Business School, SMU Cox School of Business, London Business School  
2010: Georgia Tech College of Management, University of South Carolina Moore School of Business, Cornell University School of ORIE  
2009: Duke Univ. Fuqua School of Management, McGill Univ. Desautels Faculty of Management, Harvard Business School, Indian School of Business.  
2008: Ohio State Univ Fisher College of Business, CMU Tepper School of Business, The Wharton School.  
2007: Harvard Business School.  
2006: UCLA Anderson School of Management, Kellogg School of Management, Purdue Univ Krannert School of Management.



2005: Univ of Minnesota Carlson School of Business, Univ of Utah David Eccles School of Business, McCombs School of Business at University of Texas Austin, UNC Kenan-Flagler Business School, Johnson School at Cornell Univ, Univ of Michigan Ross School of Business, Boston Univ School of Management.

2004: Eindhoven University of Technology, Harvard Business School.

2003: IBM T. J. Watson Research Center.

2002: Rutgers University.

### **Mini-Conferences and Workshops**

Consortium for Operational Effectiveness in Retailing (COER), Harvard Business School and the Wharton School, 2002, 2004-2020.

Singapore Management University Operations Workshop, August 2016.

Supply Chain Thought Leaders Roundtable, Lindner College of Business, Univ. of Cincinnati, July 2016.

Supply Chain Thought Leaders Roundtable, Aalto University, Finland, July 2014.

Supply Chain Thought Leaders Roundtable, UCLA Anderson School, July 2013.

Supply Chain Thought Leaders Roundtable, CKGSB, Beijing, China, July 2011.

London Business School Summer Conference on Innovation in Operations, June 2010.

Supply Chain Thought Leaders Roundtable, IE Business School, Madrid, Spain, June 2008.

Supply Chain Thought Leaders Roundtable, Kobe University, Japan, June 2007.

Workshop on “Integrated Finance and Operations Management,” Carnegie Mellon Tepper School of Business, August 2006.

Conference on “Integrated Risk Management in Operations and Global Supply Chain Management: Risk, Contracts and Insurance,” College of Engineering, University of Michigan, June 2006.

Supply Chain and Logistics Engineering (SCALE) Conference, University of Florida, Gainesville, February 2006.

2nd Mini-Conference on IRM in Operations and Global SCM, Washington University, St. Louis, June 2005.

1st Mini-Conference on IRM in Operations and Global SCM, Washington University, St. Louis, June 2004.

Supply Chain and Logistics Engineering (SCALE) Conference, University of Florida, Gainesville, February 2002.

Harvard-Wharton Merchandising Effectiveness Conference, The Wharton School, May 1999.

Harvard-Wharton Merchandising Effectiveness Conference, Harvard Business School, May 1998.

### **Conference Presentations** *(list of presented papers is available upon request)*

INFORMS Annual Conferences, 1999-2016.

POMS Annual Conferences, 2006-2016.

M&SOM Annual Conferences, 2002, 2004, 2005, 2011-13, 2015.

## Service

- Internal
  - Faculty Policy Committee (2020-22); Johnson Cornell Tech Program Committee (2018-19); Johnson MBA Program Committee (ex officio, 2014-19); First Year Student Experience and Grade Non-Disclosure Committee (Chair, 2017-18); NYC Curriculum Taskforce (Chair, 2016-17); College of Business Student Services Taskforce (Fall 2016); Centers and Institutes Review Committee (Chair, Fall 2013); Faculty Policy Committee (July 2013 – June 2014); Johnson Dean Search Committee (2011-12); Grading Review Committee (2011); Curriculum Review Committee (2011-12); Peer Evaluation of Teaching Committee (2009-12); Faculty Policy Committee (July 2009 – June 2011); Operations Management Faculty Recruitment Committee (2008-09, 2010-11); Ad hoc promotion review committees.
- Journals
  - Co-editor, Special Issue on Blockchain and Crypto Economics, 2020-.
  - Department Editor, *Management Science*, July 2014-.
  - Department Editor, *POM* Department of Retail Operations, 2010-2014.
  - Guest Editor, *POM* Special Issue on Retail Operations (2009-2011).
  - Associate Editor, *Management Sc.* January 2009-; *M&SOM*, January 2006-; *POM*, January 2006-2017; *Operations Research* 2012-2018; *Operations Research Letters*, 2004-08.
  - Member, Editorial Review Board of *M&SOM* Special Issue on “Applications of Empirical Science in Operations Management.”
  - Member, Editorial Review Board of *M&SOM*, 2003-2005, *POMS*, 2003-2005.
- Other External
  - MSOM Young Scholar Award Committee (Member 2018, Chair 2019)
  - Wickham Skinner Best Paper Award Committee, POMS (Member 2019, Chair 2014, Member 2011)
  - iFORM SIG Chair, M&SOM Society, INFORMS, July 2016-June 2018.
  - POMS College of Supply Chain Management, President-elect 2011-12, President 2012-13.
  - Chair, 2013 iFORM SIG Conference Organizing Committee.
  - Member, 2012 iFORM SIG Conference Organizing Committee.
  - Judge, INFORMS JFIG Paper Competition, 2011, 2013, 2014.
  - Judge, M&SOM Student Paper Award Competition, 2002, 2005-2013.
  - Judge, POMS Supply Chain College Student Paper Award Competition, 2007.
  - Program Co-Chair, POMS Annual Conference 2010, Vancouver, Canada.
  - Track Co-Chair, Track on Supply Chain Management, POMS Annual Conference, 2009, San Diego.
  - Track Co-Chair, Track on Empirical and Econometric Research in Operations Management, POMS Annual Conference, 2007, Dallas.
- Co-organizer, Workshops on Empirical Research in Operations Management, Wharton School, Univ. of Penn., 2006-present.
- Member, INFORMS, M&SOM, POMS, POMS College of Supply Chain Management.



## Consulting / Industry Outreach

IndiaMART (2018-); NetElixir (academic advisor 2013-); ThreadLab (academic advisor 2014-2017); Hayward Industries (2012-2019); Ahold Corporation; AmorePacific Corp.; CompUSA, Inc.; ITC Corporation, India; Osram AG; TI Cycles, India, Ltd.; Zany Brainy, Inc.; 4R Systems, Inc.