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## HARIHARA P. NATARAJAN

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### ACADEMIC POSITIONS

<b>Vice Dean, Undergraduate Business Education</b>	2021 – current
<b>Professor, University of Miami, Coral Gables, FL</b>	2021 – current
<b>Associate Professor, University of Miami, Coral Gables, FL</b> <i>Sabbatical at Koc University, Istanbul, Turkey</i>	2011-2021 Spring 2012
<b>Academic Director, Miami Global EMBA</b>	2018 – 2021
<b>Assistant Professor, University of Miami, Coral Gables, FL</b>	2004-2011
<b>Instructor, University of Miami, Coral Gables, FL</b>	2003-2004
<b>Visiting Researcher, University of Texas, Austin, TX</b>	2002-2003
<b>Instructor, Pennsylvania State University, State College, PA</b>	1997-2002

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### EDUCATION

<b>Pennsylvania State University</b> <i>Ph.D. in Business Administration (Dual-title in Operations Research)</i> <b>Primary Field:</b> Management Science and Operations Management; <b>Supporting Field:</b> Industrial Engineering <b>Dissertation Title:</b> <i>Optimization models to support negotiation and coordination in supply chains</i>	University Park, PA 2004
<b>Pennsylvania State University</b> <i>Master of Science in Business Administration</i>	University Park, PA 2003
<b>Indian Institute of Technology, Madras</b> <i>Bachelor of Technology in Naval Architecture</i>	Chennai, India 1996

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### RESEARCH INTERESTS

- Sourcing and procurement coordination
- Planning, coordination, pricing, and execution in IT-enabled supply chains
- Assortment planning, inventory management, and pricing
- Design and configuration of infrastructure and service networks
- Mathematical programming and discrete optimization

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## RESEARCH

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### A. PUBLICATIONS

- Optimizing Delivery Fees for a Network of Distributors, (with Balakrishnan, A., and M.S. Pangburn). *Manuf. and Service Operations Management* **2**(3), 297-316, 2000.
- Connectivity Upgrade Models for Survivable Network Design (with A. Balakrishnan and P. Mirchandani). *Operations Research* **57**(1), 170-186, 2009.
- Joint Dynamic Pricing of Multiple Perishable Products under Consumer Choice (with Y. Akcay and S. H. Xu). *Management Science* **56**(8), 1345-1361, 2010.
- Optimal Configuration of a Service Delivery Network: An Application to a Financial Services Provider (with G. A. Meester, A. Mehrotra, and M. J. Seifert). *Production and Operations Management* **19**(6), 725-741, 2010.
  - ♦ Featured in the School of Business' *BusinessMiami* magazine
- Integrated Procurement Planning in Multi-division firms, (with A. Balakrishnan). *Production and Operations Management* **23**(10), 1795-1810, 2014.
- Designing Fee Tables for Retail Delivery Services by Third-party Logistics Providers (with A. Balakrishnan). *IIE Transactions* **46**(12), 1261-1278, 2014.
  - ♦ Findings featured in the *Industrial Engineer* magazine
  - ♦ **Best Paper in IIE Transactions** in Scheduling and Logistics for 2014-15
  - ♦ Featured in the School of Business' *BusinessMiami* magazine
- Less is More: Harnessing Product Substitution Information to Rationalize SKUs at Intcomex (with P. Bernales, Y. Guan, P. Souza-Gimenez, and M. X. A. Tajés), *INFORMS Journal of Applied Analytics* (previously *Interfaces*), **47**(3), 230-243, 2017.
- Leadership, Dominance, and Pre-eminence, in a Channel Structure with a Common Retailer (with F. Fang and H. Gurnani), *Decision Sciences*, **49**(1), 65-119. 2018.
  - ♦ Top cited paper in *Decision Sciences*, 2018-2019.
- Sourcing and Procurement Cost Allocation in Multi-division firms, (with F. Fang), *Production and Operations Management* **29**(3), 767-787. 2020.
- Category Inventory Planning with Service Level Requirements and Dynamic Substitutions (with Y. Akcay, Y. Li), *Production and Operations Management* **29**(11), 2553-2578.

### B. MANUSCRIPTS UNDER REVIEW AND IN PROGRESS

- Coordinating Patients' Choices for Cost-effective Healthcare Delivery (with F. Fang, M. Mehrotra), Research in progress, Target journal: **M&SOM/POM**.
- Pricing a vertically-differentiated product assortment: An application to season ticket pricing at the Florida Panthers (with Y. Li, B. Macdonald), Research in progress. Target journal: **OR**.
- Dynamics of distribution to liquidity-constrained nanostores (with Z. Jiang, N. Yang), Research in progress, Target journal: **MS/M&SOM**

### C. OTHER PUBLICATIONS

- Invited Review of "Operations Planning — Mixed Integer Optimization Models". *Interfaces*, **46**(1), 109-110, 2016.

**D. RECENT CONFERENCES (2015-)**

- Nudging Patients towards Cost-effective Providers (with F. Fang, M. Mehrotra), M&SOM Annual Meeting, Indiana University, 2021.
- Dynamics of Distribution to Liquidity-constrained Nanostores (with Z. Jiang, N. Yang), POM Annual Meeting, 2021.
- Planning Availability for a Product Category (with Y. Akcay), INFORMS International Meeting, Cancun, MX, 2019.
- Coordinating Patients' Choices for Cost-effective Healthcare Service Delivery (with F. Fang), INFORMS Annual Meeting, Houston, TX, 2017.
- Sourcing and procurement coordination in multi-division firms (with F. Fang), Decision Sciences Annual Meeting, Seattle, WA, 2015.
- Sourcing and procurement coordination in multi-division firms (with F. Fang), INFORMS Annual Meeting, Philadelphia, PA, 2015.
- Leadership, dominance, and preeminence in a channel structure with a common retailer (with F. Fang, H. Gurnani), POMS Annual Meeting, Washington, DC, 2015.

**HONORS AND AWARDS**

- Excellence in Teaching Award, Univ. of Miami Global EMBA program 2020
- Track Chair, Scheduling and Logistics, POMS Annual Conference, Washington, DC 2019
- Provost's Research Award, University of Miami 2018-19
- Excellence in Teaching Award, Univ. of Miami EMBA for Artists and Athletes program 2017
- Chair, Organizing Committee, First Miami Conference on Operations 2017
- Best Paper in *IIE Transactions* Scheduling and Logistics for 2014-15 2016
- UM CIBER Intl. Bus. Research Grant 2012
- Faculty Banner Marshal for the Graduate School, Fall Commencement 2011
- James W. McLamore Research Grant in Business and Social Sciences 2006, 2010
- University of Miami School of Business Summer Research Grant 2004-05, 2007-09, 2011-12
- Delta Phi Epsilon Outstanding Professor Nomination 2006, 2007
- University of Miami Excellence in Teaching Nominee 2006
- Penn State Alumni Association Doctoral Dissertation Award 2002
- Center for Supply Chain Research (CSCR) Graduate Research Award 2002
- Finalist, eBusiness Research Center 2<sup>nd</sup> Annual Doctoral Dissertation Award 2002
- Smeal College Nominee for the INFORMS and DSI Doctoral Colloquia 2001, 2002
- Smeal College Nominee, Graduate Student Outstanding Teaching Award 1999, 2000

**TEACHING****A. EXECUTIVE MBA AND CUSTOM EXECUTIVE EDUCATION PROGRAMS**

- *Deriving Competitive Advantage through Operations* (MGT 653) Spring 2016 - 2021  
Process design, improvement, and execution in healthcare services.  
Average student rating over 5 sections: **4.9/5**.
- *Enhancing Global Operations* (BUS 661) Fall 2015-19  
Academic Director and instructor for a residency module on contemporary operations and supply chain issues and methods. Average student rating over five sections: **4.9/5**.

- *Principles of Operations Management* (MGT 653) at UM Spr. 2015 - 18, Sum. 2015  
Course that explores models for supply chain design, coordination, and execution.  
Average student rating for five sections: **4.9/5**
- *Custom executive education module for Miami Herbert Business School clients*

#### B. FULL-TIME MBA AND SPECIALIZED MASTERS PROGRAMS

- *Supply Chain Analytics* Spr. 2019-20  
**Co-developed a new elective for MBA and MSBA students.** Course covers frameworks and tools to support decision-making in practical supply chains. Course covers theory and implementation through coding in Excel and R. Avg. student rating for two sections: **4.6/5**.
- *Principles of Supply Chain Management* (MGT 645) at UM Fall 2010, 2013  
MBA level case-based course that explores models for supply chain design, coordination, and execution. Average student rating for two sections: **4.5/5**
- *Principles of Operations Management* (MGT 643) at UM 2008, 2010-11, 2014, 2018, 2021  
Core MBA level case-based course that introduces students to basic concepts, emphasizing managerial implications. Average student rating for 9 sections: **4.6/5**
- *Management Science Consulting* (MAS638) at UM Fall/Spring 2010, Spring 2012  
Co-taught modules on call center operations and integrated sales and operations planning.
- *Graduate Business Consulting* at UM Spring 2015, 2016, 2017  
Faculty advisor for student teams on industry projects.

#### C. DOCTORAL PROGRAMS

- *Optimization Models for Oper. and Supply Chain Management* (MGT 686) Spr. '14, '18, '20  
**Developed this new** class as a core doctoral course for OM area Ph. D. students. It is a seminar class that introduces, analyzes, and discusses deterministic optimization applications in the operations and supply chain area. Average student rating for two sections: **5.0/5**
- *Optimization Models for Ops and Supply Chain Mgt* (OM 392) at UT Austin Spring 2012  
Taught a module on call center planning models in this Ph. D. level class.
- *Introduction to Mathematical Programming* (MS&IS 540) at PSU Spring '99 & Spring '01-'02  
M.S./Ph. D. level class; Conducted tutorial sessions, graded assignments, and covered special topics.

#### D. UNDERGRADUATE PROGRAMS

- *Supply Chain Modeling and Analysis* (MGT445) at UM Fall 2011 – 2017  
**Developed a new** elective course for senior UG students. Develops models and analytical tools for supply chain design, planning, and operation.  
Average student rating for seven sections: **4.5 / 5**
- *Production and Operations Management* (MGT303) at UM Fall 2003 – Fall 2012  
Junior-level core class for business majors. Introduces concepts in operations and supply chain management. Developed engaging in-class games to clarify concepts and highlight linkages between various topics. Average student rating for 27 sections – **4.5 / 5.0**
- *Materials Management* (OISM 418) at PSU Summer '02  
Taught production and inventory management emphasizing mathematical models  
Student Rating – **6.1 / 7.0**

- *Methods and Models for Managerial Decision Making* (MS&IS 450) at PSU      Fall '98-99 & Spring '00  
Taught modeling and problem solving using Linear Programming and Decision Analysis; Average student rating over 3 sections – **6.3 / 7.0**
- *Introduction to Business Statistics* (MS&IS 200) at PSU      Fall '97  
Conducted tutorial sessions on problem solving exercises

#### E. STUDENT ADVISING

- Doctoral Committee Member, Yusuf Secerdin (Expected August 2020)
- Doctoral Committee Member, Busra Keles (Graduated August 2019)  
Initial Placement: **Frostburg State University**
- Doctoral Committee Member, Yutian Li (Graduated August 2017)  
Initial Placement: **University of Science and Technology of China**
- **Doctoral Advisor**, Fang Fang (graduated 2016)  
Initial placement: **California State University, Los Angeles**
- *Doctoral Committee Member*, Fernando Jaramillo, A. (Graduated 2017)  
Initial placement: *AAR Landing Gear*
- *Doctoral Committee Member*, Guangrui Guo (graduated 2015)  
Initial placement: **University of Windsor, Ontario, Canada**
- *Doctoral Committee Member*, Lihua Bai (graduated 2013)  
Initial placement: **Spirit Airlines**
- Supervised a special topics class (MGT 699, Fall 2012) focusing on mathematical formulation and computer implementation of facility location models.
- **Undergraduate Honors Projects**  
Advised four students (Stephanie Feit, Hannah Ringel, Anand Patel, and Jason Pymeto) on Operations area-related honors work

#### INDUSTRY EMPLOYMENT

- *Software Engineer*, **Tata Consultancy Services**, Madras, India      1996-'97
  - » Software design, conversion and maintenance.
  - » Part of the Integrated Standard Baking Systems (ISBS) design and development team.

#### INDUSTRY EXPERIENCE

- *Non-executive Director*, Board of **MetaCorp**      2019 -
- **LatentView Analytics**, Chennai, India      2018
- **Intcomex**, Miami, FL      2010-2012
  - » Estimation of product substitution patterns and development of tools for product portfolio rationalization.
- **Watsco**, Miami, FL      2011
  - » Provided guidance on supply chain network design.
- **Dsquare Solutions**, Bangalore, India      2011
  - » Directed the algorithmic development of a hotel revenue management solution.
- **Marketics**, Bangalore, India      2008
  - » Provided guidance on airline fleet planning problems.

- **Corning**, Corning, NY 2001
  - » Developed a model to leverage enterprise-wide sourcing volumes through optimal supplier selection and assignment.
- **Uponor Aldyl Company**, Shawnee, OK 2000
  - » Developed and implemented spreadsheet-based decision support solutions (*SPRINT* and *CAPS*) to support integration of production planning and sales operations.
- **Armstrong World Industries**, Lancaster, PA 1998
  - » Developed *CODES*, an Excel-based LP model that determines compensation for distribution operations.

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## SERVICE

### A. PROFESSIONAL SERVICE

- **Senior Editor**, *Production and Operations Management* (2020 – present)
- **Associate Editor**, *Decision Sciences*, (2012 - present)
- Judge, POMS Operational Excellence, Best Paper Competition, 2020.
- COVID-19 and Supply Chains, MHBS Webinar, Summer 2020 (2)
- Less is more? Rationalizing your Product Portfolio, Webinar for *America Economica*, October 2019.
- Chapter Representative, INFORMS Subdivision Council (2018 - 19)
- Scheduling and Logistics Track Chair, POM Annual Conference, Spring 2019
- Participant, McKinsey Supply Chain Executive Academy, September 2018
- Reviewer, INFORMS JFIG Best Paper Competition, 2017
- Moderator, US-Mexico Chamber of Commerce panel on NAFTA 2.0 and automotive supply chains, September 2018
- Chair, Organizing Committee, First Miami Conference on Operations (February 2017)
- Moderator, *Tackling Security-related Supply Chain Interruptions*, Conference of the Secretariat of the Inter-American Committee on Ports (S/CIP) of the Organization of American States (OAS), Coral Gables, FL., February 2017.
- Organizing Committee Member for the MIP Annual Workshop at UM (May 2016)
- Doctoral Exam External Reviewer, Summer 2015
- External Tenure Review Letter Writer, 2014 (2)
- Judge, Nielsen Case Competition, Spring 2013
- President, INFORMS South Florida Chapter (2014 - present)
- INFORMS Optimization Society Conference, Coral Gables, FL, February 2012  
Member, Organizing Committee; Member, Program Committee
- Treasurer, INFORMS South Florida Chapter, till 2014
- Member: INFORMS (since 1999); DSI (2002); and POMS (since 2007).
- President, Penn State-INFORMS Student Chapter, 2001. Vice-President, 2000.
- Reviewed articles for the *European Journal of Operational Research*, *IEEE Transactions on Reliability*, *IIE Transactions*, *INFORMS Journal on Computing, Interfaces*, *International Journal of Production Research*, *Journal of Industrial Management and Optimization*, *Journal of the*



*Operational Research Society, Management Science, Manufacturing and Service Operations Management, Networks, Operations Research, Optimization Letters, and Production and Operations Management.*

## **B. UNIVERSITY-RELATED ACTIVITIES**

- Worked with the OM area faculty to create a new major in Supply Chain Analytics for Miami Herbert Undergraduate students
- Member, UM Industrial Engineering Faculty Search Committee (2021 – present)
- **Academic Director**, Miami Global EMBA Program (2018 - 2021)
  - Previously unranked, Miami GEMBA ranks #31 in the US in the Economist whichMBA rankings
- Member, University PPE Supply Chain and Distribution Committee (2020 - )
- Member, MBA Redesign Task Force (2019 - 2020)
- Member, Committee to design Using Data to Make Decisions MBA Theme (2019 - 2020)
- Member, University Curriculum Committee (2016 - 2020)
- Member, Undergraduate Business Education Committee (2015 - 2018)
- Faculty Lead, Supply Chain Initiatives at UM SBA via the Tracy and Jeffrey Brown Gift (2015 - )
- Board Member, Anthony Burns Center for Advanced Supply Chain Management (2015 - )
- Member, Internal Committee, Department of Civil, Architectural, and Environmental Engineering Graduate Program Review, 2018-2019.
- Provost Research Award Review Panel (2016)
- Speaker at Graduate Business Recruitment events/webinars (multiple occasions, 2018, 2019)
- Faculty coordinator, Lunch-and-learn at Ziff, a series of talks by industry experts intended to introduce graduate students to contemporary business topics
- OM Area recruitment coordinator, 2014, 2015, 2017, 2018
- Member, Grading Policy Task Force, (2015 - 2016)
- Jointly coordinating AACSB-related activities and instructor recruitment for the UG core Operations class (since Spring 2010)
- OM Area Coordinator, Ph. D. program (2012 - 2015)
- Facilitated creation and execution of programs for CIBER. Participated actively in the proposal to renew the CIBER at the University of Miami (2014)
- Chair, Faculty Senate Committee on University Athletics (2012 - 2013)
- Member of the University Athletics Committee (2010 - 2012)
- Co-prepared a proposal for a Masters program in Supply Chain Management (2013)
- Faculty Advisor, UImprove project on Inventory Management of Surgical Supplies at the Miller School of Medicine; project estimated to save \$0.67M annually (2013).
- Represented UM SBA at community events and met with industry visitors on campus, Fall 2013
- Management Department School Council Representative (stand-in), 2013

- Developed a spreadsheet-based optimization model to help the Office of Undergraduate Research and Community Outreach assign judges for student poster presentations at the UM Research, Creativity, Innovation Forum.
- School of Business Administration Faculty Banner Marshal, Graduate School, Fall 2011 Commencement
- Department representative at SBA Ph. D. orientation (Fall 2011)
- Co-organized the **MSOM seminar** at the University of Miami (2003-2006) – a joint seminar series of the Management and Management Science departments.
- Member of the School of Business’s Web 2.0 committee
- Actively engaged in department recruiting efforts for multiple faculty positions.
- Participated in UM Commencement and inauguration ceremonies as part of the Stage Party on several occasions.