
Charles Ingene, Ph.D.

Distinguished Chair of Business Administration

Department of Marketing
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Professional Interests

Research Interests

Distribution Channels; Labor Productivity; Pricing; Retail Structure; International Trade Theory; Economics of Externalities

Teaching Interests

Retail Strategy, Global Distribution; Marketing Management (MBA); Mathematical Modeling (PhD), Pricing (MBA)

Academic Background

Ph.D. Brown University, Providence, RI, Economics, 1975

M.A. Brown University, Providence, RI, Economics, 1972

B.A. Washington University, St. Louis, MO, Economics, 1969

Dissertation

Dissertation

An Integration of Central Place and Location Theories, Given Industrial Interaction

Work Experience

Academic Experience

Chair Professor of Marketing, The Hong Kong Polytechnic University (September, 2009 - Now).

Earl V. Snyder Visiting Professor, Syracuse University (January, 2009 - May, 2009). Sabbatical Leave.

Distinguished Chair of Business Administration, University of Mississippi (2006 - Now). Tenured.

Visiting Professor, Keio University (June, 2006 - July, 2006).

Director, Global Commerce Program, University of Mississippi (2005 - 2007). Tenured.

Professor of Marketing, University of Mississippi (2001 - Now). Tenured.

Hearin Chair of Business Administration, University of Mississippi (2001 - 2006). Tenured.

Visiting Hearin Professor, University of Mississippi (2001 - 2001).

Visiting Scholar, University of Mississippi (November, 1999 - November, 1999).

GM Nameplate Faculty Fellow, University of Washington (1998 - 2001). Tenured.

Professor of Marketing, Chinese University of Hong Kong (1997 - 1998). Substantiated (Tenured).

Visiting Professor, Chinese University of Hong Kong (June, 1995 - June, 1995).

Wilson Wang Distinguished International Professor, Chinese University of Hong Kong (1992 - 1992).

Frank Talbot, Jr. Visiting Professor of Marketing, University of Virginia (1988 - 1989).

Professor of Marketing, University of Washington (1986 - 2001). Tenured.

Nordstrom Professor of Retail Marketing, University of Washington (1986 - 1993). Tenured.

Associate Professor-Marketing, University of Washington (1984 - 1986). Tenured.

Visiting Associate Professor-Marketing, University of Washington (1982 - 1984).

Assistant Professor-Marketing, University of Texas at Dallas (1979 - 1982).

Assistant Professor-Marketing and Economics, University of Oklahoma (1978 - 1979).

Assistant Professor-Economics, University of Oklahoma (1974 - 1978).

Instructor, Southeastern Massachusetts University (1973 - 1974).

Consulting

1993: Peerless Pie, Advise on marketing efforts and business value

1991: Tunturi, Advise on marketing efforts

1990: REI, Advise on market expansion plans

1988-1989: General Motors, Assess marketing effectiveness of GM Cares program

1988: Seafirst Bank, In-house Consultant to the Marketing Department

1988: Elrick & Lavidge, Assess marketing research efforts

1986: US West Cellular, Advise on cell phone marketing efforts

1986: Adams News, Assess magazine sales response in relation to shelf positioning

1982: Southwest Research, Advise on marketing research efforts

1982: Retail Sales Institute, Advise on store location decisions

1981-1982: Data Applications Corporation, Assess sales force productivity and efficiency of distribution channel

Paid Service

2000: Fair Trade Commission, Taiwan, Expert Witness Testimony on Definition of Wholesale versus Retail on behalf of Costco

1999: Advanced Engineering Products, Expert Witness testimony on Pricing, Distribution and Sales Force Issue

1997: United States Federal Trade Commission, Expert Witness for FTC vs. Toys-R-Us on Antitrust: Vertical Restrictions Facilitating Horizontal Conspiracy

1996: Kinney Shoes, Expert Witness testimony on Lease Valuation

1995: Smith Home Furnishings, Expert Witness testimony regarding the State of Washington Consumer Protection Act

1994: Scienta/Petrolan, Expert Witness testimony on Multi-level Marketing

1994: Goodyear Tire & Rubber, Expert Witness testimony on Franchising and Sales Determinants

1994: J&B Investments, Expert Witness testimony on Business Valuation; Sales Determinants

1993: Internal Revenue Service, Expert Witness testimony on Shrinkage Assessment

1992: Woolworth's, Expert Witness testimony on Antitrust: Restrictive Covenants

1987: Lamont's, Expert Witness testimony on Shopping Center Lease; Sales Determinants

1987: Ernst , Expert Witness testimony on Shopping Center; Sales Determinants

1984: Andy Johnson & co., Expert Witness testimony on Grocery Store's Sales Determinants

1983: GTE of the Northwest, Advise on Rate Hearings

1982: GTE of the Southwest, Expert Witness testimony on Rates

Teaching

Courses Taught

Channels of Distribution (UG & MBA), Consumer Behavior (UG & MBA), Consumer Goods Marketing (MBA), Industrial Organization (UG & M), Integrative Business Analysis, Integrative Business Analysis (MBA), Introduction to Retailing, Introduction to Retailing (UG), Macro Systems Analysis (PhD), Managerial Economics (M), Marketing Cases (UG), Marketing Management (UG & MBA & EMBA), Marketing Research (UG), Mathematical Models of Distribution Channels (PhD), Microeconomics (UG & M & PhD), Operations through the Life Cycle (MBA), Public Finance (M), Regional Economics (UG & M), Retail Strategy, Strategic Retailing (UG), Topics in Business Abroad (Global), Urban Economics (UG & M)

Teaching Honors and Awards

Award

2005: MBA Professor of the Year, 2004 - 2005 School of Business Administration, the University of Mississippi.

2002: MBA Professor of the Year, 2001 - 2002 School of Business Administration, the University of Mississippi.

1985: Nordstrom Teaching Award University of Washington.

1983: Nordstrom Teaching Award University of Washington.

Honor

2006: Who's Who Among America's Teachers, 2005 (nominated by students selected for the National Dean's List) Who's Who Among American Teachers.

Research/Intellectual Contributions:

Refereed Articles

- Coughlan, A., Choi, S. Chan, Chu, W., Ingene, C., Moorthy, S., V. Padmanabhan
Jagmohan S. Raju
David A. Soberman
Richard Staelin
Z. John Zhang, (in press, 2010). Modeling Marketing Reality and the Realities of Marketing Modeling. *Marketing Letters*, 21.
- Ingene, C. (2009). From Before the Beginning ... to After the Ending: Reflections on the Past, Present and Future of the Journal of Retailing. *Journal of Retailing*, 85 (4), 510 - 518.
- Ingene, C. A. & Parry, M. E. (2007). Bilateral Monopoly, Identical Distributors, and Game-Theoretic Analyses of Distribution Channels. *Journal of the Academy of Marketing Science*, 35 (4), 586 - 602.
- Ingene, C. & Keh, H. T. (2006). The Evolution of Giant Retailers: An American Perspective. *Peking University Business Review (PKUBR)*, 18 (1), 52-57.
- Brown, J., Dant, R., Ingene, C., & Kaufmann, P. (2005). Supply-Chain Management and the Evolution of the Big Middle. *Journal of Retailing*, 81 (2), 97-105.
- Basu, A., Ingene, C., & Mazumdar, T. (2004). Pricing of Delivery Services. *Journal of Regional Science*, 44 (November), 743-772.
- Ingene, C., Chao, C., & Yu, E. (2004). The Impact of Export Share Requirements under Production Uncertainty. *International Review of Economics and Finance*, 13 (2), 201-205.
- Ingene, C. (2001). The State of the Art in Modeling Migration in LDCs: A Comment. *Journal of Regional Science* (41), 529-543.
- Ingene, C. & Parry, M. (2000). Is Channel Coordination All It Is Cracked Up to Be? *Journal of Retailing*, 76 (Winter), 511-548.
- Ingene, C. & Parry, M. (1998). Manufacturer-Optimal Wholesale Pricing When Retailers Compete. *Marketing Letters*, 9 (February), 65-77.
- Ingene, C. (1996). Passing the Torch. *Journal of Retailing*, 72 (Winter), 331-332.
- Ingene, C. & Beladi, H. (1996). Urban Unemployment, Variable Returns to Scale and Terms of Trade. *Managerial and Decision Economics*, 17 (3), 241-251.
- Ingene, C. & Parry, M. (1995). A Note on Multi-Regional Marketing. *Management Science*, 41 (July), 1194-1201.
- Ingene, C. & Parry, M. (1995). Channel Coordination when Retailers Compete. *Marketing Science*, 14 (Fall), 360-377.
- Ingene, C. & Parry, M. (1995). Coordination and Manufacturer Profit Maximization: The Multiple Retailer Channel. *Journal of Retailing*, 71 (Summer), 129-151.
- Ingene, C. & Beckmann, M. J. (1995). The Profit Equivalence of Mill and Uniform Pricing Policies. *Regional Science and Urban Economics*.
- Ingene, C. & Beladi, H. (1994). A General Equilibrium Analysis of Rural-Urban Migration and Uncertainty. *Journal of Regional Science*, 34 (February), 91-103.
- Ingene, C. & Moinszadeh, K. (1993). An Inventory Model of Immediate and Delayed Delivery. *Management Science*, 39 (May), 536-548.
- Ingene, C. & Yu, E. (1993). Variable Labor Supply in a General Equilibrium Model of Production Under Uncertainty. *International Review of Economics and Finance*, 2 (3), 213-232.
- Ingene, C. (1992). Editorial Philosophy. *Journal of Retailing*, 69 (Winter), 346-350.
- Beladi, H. & Ingene, C. (1992). Variable Returns to Scale, Urban Unemployment and Welfare: A Reply. *Southern Economic Journal*, 59 (April), 1110-1113.
- Ingene, C. & Beladi, H. (1991). Urban Unemployment, Uncertainty and Economic Expansion for a Small Economy. *Southern Economic Journal*, 58 (October), 475-490.
- Ingene, C. (1991). Urban-Rural Migration: Effects of a Change in Agricultural Uncertainty Upon Resource Allocation. *Papers in Regional Science*, 70 (January), 81-95.
- Ingene, C. & Yu, E. (1991). Variable Returns to Scale and Regional Resource Allocation Under Uncertainty. *Journal of Regional Science*, 31 (November), 455-468.
- Ingene, C. & Ghosh, A. (1990). Consumer and Producer Behaviors in a Multipurpose Shopping Environment. *Geographical Analysis*, 22 (January), 70-93.

- Ingene, C. & Yu, E. (1989). Optimal Intervention Policies for a Region Facing Pollution Induced Uncertainty. *Annals of Regional Science*, 23, 3-18.
- Ingene, C. & Yu, E. (1989). Urban-Rural Migration: Uncertainty and the Effect of a Change in the Minimum Wage. *Papers in Regional Science*, 67, 135-145.
- Ingene, C. (1987). Macromarketing Conference Abstracts. *Journal of Macromarketing*, 7, 74-80.
- Ingene, C. & Brown, J. (1987). The Structure of Gasoline Retailing. *Journal of Retailing*, 63, 365-392.
- Ingene, C. & Stowe, J. (1986). Product Pricing Under Risk. *Quarterly Journal of Business and Economics*, 25, 51-70.
- Ingene, C. & Yu, E. (1986). Regional Resource Allocation Under Wage Uncertainty. *Papers in Regional Science*, 59, 121-133.
- Ingene, C. & Yu, E. (1986). Resource Allocation in a General Equilibrium Model of Production Under Uncertainty: the Case of a Variable Supply of Labor. *Journal of Economic Theory*, 40, 329-337.
- Ingene, C. (1986). The Effects of 'Blue Laws' on Consumer Expenditures at Retail. *Journal of Macromarketing*, 6, 53-71.
- Ingene, C. & Levy, M. (1985). Further Reflections on Cash Discounts. *Journal of Marketing*, 49, 147-188.
- Ingene, C. (1985). Labor Productivity in Retailing: What Do We Know and How Do We Know It? . *Journal of Marketing*, 49, 99-106.
- Ingene, C. & Levy, M. (1985). Residual Income Analysis: A Method of Inventory Investment Allocation and Evaluation . *Marketing Expansione*.
- Ingene, C. & Yu, E. (1985). Resource Allocation and Factor Price Differentials Under Price Uncertainty. *Southern Economic Journal*, 52, 460-470.
- Ingene, C. & Hughes, M. (1985). Risk Management by Consumers. *Research in Consumer Behavior*, 1, 103-158.
- Ingene, C. & Levy, M. (1985). Using Residual Income Analysis (RIA) to Make Merchandising Decisions. *Retail Control*, 53, 27-41.
- Ingene, C. & Stowe, J. (1984). Microeconomic Influences on Operating Leverage. *Journal of Economics and Business*, 36, 233-241.
- Ingene, C. (1984). Productivity and Functional Shifting in Spatial Retailing: Private and Social Perspectives. *Journal of Retailing*, 60, 15-36.
- Ingene, C. & Levy, M. (1984). Residual Income Analysis: A Method of Inventory Investment Allocation and Evaluation. *Journal of Marketing*, 48, 93-104.
- Ingene, C. (1984). Scale Economies in American Retailing: A Cross-Industry Comparison. *Journal of Macromarketing*, 4, 49-63.
- Ingene, C. (1984). Structural Determinants of Market Potential. *Journal of Retailing*, 60 (Spring), 37-64.
- Ingene, C. (1984). Temporal Influences Upon Spatial Shopping Behavior of Consumers. *Papers in Regional Science*, 54, 71-87.
- Ingene, C. (1983). Consumer Attitudes Towards the American Retail System. *Papers in Regional Science*, 53, 175-188.
- Ingene, C. (1983). Consumer Expenditures and Consumer Satisfaction with the Spatial Marketing System. *Journal of Macromarketing*, 3, 41-54.
- Ingene, C. & Levy, M. (1983). Credit Cards: Reply. *Harvard Business Review*, 61 (Sept-Oct), 206.
- Ingene, C. (1983). Intertype Competition: Restaurants versus Grocery Stores. *Journal of Retailing*, 59, 49-75.
- Ingene, C. & Levy, M. (1983). Retailers: Head Off Credit Cards with Cash Discounts? *Harvard Business Review*, 61 (May-June), 18-22.
- Ingene, C. & Yu, E. (1982). A Theory of Interregional Wage Differential with Inter-industry Flows Under Uncertainty. *Journal of Regional Science*, 22, 343-352.
- Ingene, C. & Levy, M. (1982). Cash Discounts to Retail Customers: An Alternative to Credit Card Sales. *Journal of Marketing*, 46, 92-103.
- Ingene, C. & Yu, E. (1982). Environmental Determinants of Total and Per Capita Retail Sales in SMSAs. *Regional Science Perspectives*, 12 (2), 52-61.
- Ingene, C. (1982). Labor Productivity in Retailing. *Journal of Marketing*, 46, 75-90.
- Ingene, C. & Yu, E. (1982). The Backward Incidence of Pollution Control in a Rigid Wage Economy. *Journal of Environmental Economics and Management*, 9, 304-310.
- Ingene, C. & Lusch, R. (1981). A Model of Retail Structure. *Research in Marketing*, 5, 101-164.
- Ingene, C. & Yu, E. (1981). Determinants of Retail Sales in SMSAs. *Regional Science and Urban Economics*, 11, 529-547.
- Ingene, C. & Lusch, R. (1981). The Declining Rate of Return in U.S. Retailing. *International Journal of Physical Distribution and Materials Management*, 11 (1), 25-39.
- Ingene, C. & Yu, E. (1981). Wage Distortion and Resource Allocation Under Uncertainty. *Southern Economic Journal*, 47, 283-295.
- Ingene, C. & Lusch, R. (1980). Market Selection Decisions for Department Stores. *Journal of Retailing*, 56, 21-40.
- Ingene, C. & Greenwood, P. (1980). Uncertain Externalities, Liability Rules, and Resource Allocation: Reply. *American Economic Review*, 70, 1060-1063.
- Ingene, C. & Lusch, R. (1979). Estimation of a Department Store Production Function. *International Journal of Physical Distribution and*

Materials Management, 9 (6), 272-284.

Ingene, C. & Kohlhepp, D. (1979). The Effect of Municipal Services and Local Taxes on Housing Values. *Real Estate Economics*, 7, 318-343.

Ingene, C. & Greenwood, P. (1978). Uncertain Externalities, Liability Rules, and Resource Allocation. *American Economic Review*, 68, 300-310.

Ingene, C. & Beckman, M. (1976). The Profit Equivalence of Mill and Uniform Pricing Policies. *Regional Science and Urban Economics*, 6, 327-329.

Ingene, C., Greenwood, P., & Horsfield, J. (1975). Externalities, Liability, Separability, and Resource Allocation: Comment. *American Economic Review*, 65, 728-729.

Papers Under Review

Basu, A., Ingene, C., & Mazumdar, T. (2009). "Why Do Some Retailers Deliver While Others Do Not?," Revised and resubmitted to *Journal of Retailing*

Parry, M., Ingene, C., & Xu, Z. (2009). "Resale Price Maintenance without Free-Riding: The Effects of Retail Heterogeneity," Revised and resubmitted to *Marketing Science*.

Ingene, C. & Coughlan, A. (2009). "The Effect of Product-Line Pricing on Horizontal and Vertical Externalities in a Distribution Channel," Revised and resubmitted to *Marketing Science*.

Book

Ingene, C. (2004). *Mathematical Models of Distribution Channels*, New York, NY: Kluwer Academic Publishers.

Ingene, C. (1993). *The Retail Industry - General Merchandisers and Discounters, Specialty Merchandisers, Apparel Specialty and Food/Drug Retailers Association for Investment Management and Research*.

Ingene, C. & Ghosh, A. (1991). *Spatial Analysis in Marketing: Theory, Methods, and Applications*, Greenwich, CT: JAI Press.

Frazier, G., Ingene, C., Aaker, D., Ghosh, A., Kinnear, T., S. Levy, R. Staelin, and J. Summers, (1988). *Efficiency and Effectiveness in Marketing: 1988 Summer Educator's Conference Proceedings*.

Ingene, C., Lusch, R., Ford, G., Frazier, G., Howell, R., M. Reilly, & Stampfl, (1985). *1985 AMA Educators' Proceedings*.

Book Chapters

Refereed

Ingene, C. A. (2008). "Commentary on 'WWRC Shanghai: The Threat to the Middleman'", In Press, In Juan Antonio Fernandez & Per Jenster (Eds.) *The Dragon on Fire: Lessons from Entrepreneurs in China*, (pp. in press). Shanghai: CEIBS Press.

Ingene, C. (1991). "Structural Determinants of Expenditures on Consumer Services", In C. Ingene and A. Ghosh (Eds.) *Spatial Analysis in Marketing: Theory, Methods, and Applications*, (Research in Marketing), (pp. 255-281). Greenwich, CT: JAI Press.

Ingene, C. A. & Ghosh, A. (1991). "Conclusions", In Charles A Ingene and Avijit Ghosh (Eds.) *Spatial Analysis in Marketing: Theory, Methods, and Applications*, (Research in Marketing), (pp. 283-289). Greenwich CT: JAI Press.

Ingene, C. (1986). "Determining the Distribution of Retail Store Types Within a Metropolitan Area: Macro-Retail Structure", In G. Fisk (Ed.) *Marketing: Management Technology as Social Process (Essays in Honor of Reavis Cox)*, (pp. 173-214). New York: Praeger Publishing.

Ingene, C. (1986). "The Invisible Hand and Distributive Structure: An Essay in Honor of Louis P. Bucklin", In D. Sudarshan and R. Winter (Eds.) *12th Paul D. Converse Symposium*, (pp. 161-185). Chicago: American Marketing Association.

Ingene, C. (1983). "A Conceptual Model and Empirical Evidence of Labor Productivity in Department Stores", In D. Gautschi (Ed.) *Productivity Productivity and Efficiency in Distribution Systems*, (pp. 77-92). Elsevier-North Holland.

Monograph

Ingene, C. A. & Parry, M. E. (2004). *Mathematical Models of Distribution Channels*, New York: Kluwer Academic Publishers.

Refereed Proceedings

Full Paper

Ingene, C., Jiang, J., & Govind, R. (2010). *Sales-Force Productivity in Retailing: A Modern Assessment*. AMA Educators' Conference (Winter).

Ingene, C. A. & Parry, M. A. (2007). *Without Loss of Generality: How Demand and Cost Different Can your Retailers Be?* *Game Theory in Marketing*, GERAD & HEC Montreal.

Ingene, C. & Coughlan, A. (2005). *Product-Line Pricing in a Distribution Channel: Optimum or Pessimism*. *Game Theory in Marketing*.

Ingene, C. & Coughlan, A. (2002). *Product-Line Pricing in a Distribution Channel: Optimum or Pessimism*. Cornell University, Conference on Pricing Research.

- Ingene, C. & Brown, J. (1987). Issues in the Study of Retail Structure. AMA Winter Educators' Conference.
- Ingene, C., Achabal, D., & Stampfl, R. (1986). University Centers/Institutes of Retailing. AMA Winter Educators' Conference.
- Ingene, C. & Stampfl, R. (1986). A Report from the Archipelago of Marketopia: with Special Reference to the Isle of Retailing. AMA Winter Educators' Conference.
- Ingene, C. (1984). The Effect of Scale, Localization, and Urbanization Economies on Productivity in Retailing. AMA Educator's Conference.
- Ingene, C. (1984). Competition and Scale Economies in Retail Food Provision. Marketing Theory Proceedings.
- Ingene, C. (1983). Structural Determinants of Competition in Food Retailing. AMA Educator's Conference.
- Ingene, C. & Liebermann, Y. (1983). Management of the Marketing Mix: A Portfolio Approach. AMA Educator's Conference.
- Ingene, C. & Levy, M. (1982). GMROI: A New View of Planning and Measuring Performance. AMA Summer Educators' Conference.
- Ingene, C. (1982). 'Analyzing Productivity in Marketing: A Model and Some Hypotheses'. Marketing Theory Proceedings.
- Ingene, C. (1982). Teaching Macromarketing. Southwestern Marketing Association.
- Ingene, C. (1981). Uncertainty, Buyer Actions, and Managerial Reactions: Patronage and Profit Implications. Retail Patronage Theory Workshop.
- Ingene, C. (1980). Profitable Merchandise Management: A Decision Theoretic View of Return on Investment. American Institute of Decision Sciences.
- Ingene, C. (1980). 'A Theory of Labor Productivity in Department Store Retailing' in Competitive Structure in Retail Markets: The Department Store Perspective. AMA.
- Ingene, C. & Humphreys, M. (1980). 'Perceptions of Risk: A Theory of Consumer and Producer Behavior' Theoretical Developments in Marketing. AMA Theory Conference.
- Ingene, C. (1980). 'Decision-Making in an Uncertain Environment: The Case of Retail Display Space' Theoretical Developments in Marketing. AMA Summer Educators' Proceedings.
- Ingene, C. & Lusch, R. (1979). The Predictive Validity of Alternative Measures of Inputs and Outputs in Retail Production Functions. AMA Educator's Conference.
- Ingene, C. (1979). A New Frame of Reference for Managing Retail Productivity. International Research Seminar in Marketing.
- Ingene, C. & Yu, E. (1979). Regional Variations in Total Retail Sales. American Statistical Association, Business and Economic Statistics Section.
- Ingene, C. (1978). Department Store Productivity, Sampling Bias, and the Existence of Heteroskedasticity. American Institute of Decision Sciences.

Abstract Only

- Ingene, C. & Takahashi, I. (2007). Strategic Store Location: Structural Determinants of Retail Market Potential in Japan. World Marketing Congress, Shanghai, China: .
- Ingene, C. & Takahashi, I. (2006). Strategic Store Location: Structural Determinants of Retail Market Potential in Japan. Academy of Marketing Science World Congress, Verona, Italy: .
- Ingene, C. & Brown, J. (1988). Examining the Structure and Performance of Retail Trade: The Impact of Missing Data. AMA Theory Conference.
- Ingene, C. (1988). Industry Competition, Retail Performance and Inter-firm Relationships in Marketing Channels. AMA Winter Educators' Conference.
- Ingene, C. (1987). Macromarketing Conference Abstracts. Journal of Macromarketing.
- Ingene, C. & Brown, J. (1986). An Investigation of the Structure of Gasoline Retailing. AMA Educator's Conference.
- Ingene, C. (1980). Towards a Substantive Model of Perceived Risk: A Consumer and Managerial Perspective. Southwest Marketing Association.
- Ingene, C. & Lusch, R. (1978). An Estimation of an Aggregate Production Function for U.S. Retailing, 1951-1974. Southwestern Marketing Association.

Non-Refereed Proceedings

Full Paper

- Ingene, C., Huettner, D., Taylor, B., & Horrell, J. (in press, 1978). An Economic Analysis of Solar Energy Alternatives. International Symposium on Solar Energy.
- Ingene, C., Huettner, D., Taylor, B., & Horrell, J. (in press, 1978). An Economic Analysis of Central Station Solar Energy Alternatives: Final Report. International Symposium on Solar Energy.

Working Papers

- Yang, J., Yang, Y., & Ingene, C. (2009). "Product-Line Extensions: A Model and Empirical Evidence for Pharmaceutical Drugs" targeted for Journal of the Academy of Marketing Science.
- Jiang, J., Ingene, C., & Govind, R. (2009). "Sales-Force Productivity in Retailing: A Modern Assessment" targeted for Journal of Retailing.
- Ingene, C. & Parry, M. (2009). "Without Loss of Generality: Simplifying Assumptions in Game-Theoretic Models of Distribution Channels" targeted for Marketing Science.
- Ingene, C. & Zhang, X. (2009). "Inter-Manufacturer Competition: Viability of a Store-in Store Format" targeted for Marketing Science.
- Garg, N., Govind, R., & Ingene, C. A. (2009). "Not by Drugs Alone: Determinants of Healthy Behaviors" targeted for Journal of Public Policy and Marketing.
- Ingene, C. & Govind, R. (2009). "Merchandise Lines and Intertype Competition in Retailing" targeted for Journal of Retailing.
- Ingene, C., Taboubi, S., & Zaccour, G. (2009). "A Survey of Game-Theoretic Models of Distribution Channels" targeted for Journal of Retailing.

Presentation of Refereed Papers

International

- Ingene, C. & Zhang, X. (2010). Channel Asymmetry: The Stability of a Mixed-Channel Structure When Demand is Linear. Marketing Science Conference, Cologne, Germany.
- Ingene, C., Jiang, J., & Govind, R. (2010). Sales-Force Productivity in Retailing: A Modern Assessment. AMA Educators' Conference (Winter), New Orleans, Louisiana.
- Parry, M., Ingene, C., & Xu, Z. (2010). Resale Price Maintenance without Free-Riding: The Effects of Retail Heterogeneity. Marketing Science Conference, Cologne, Germany.
- Ingene, C. (2009). The 'Journal of Retailing': from Before the Beginning to 1996. AMA Winter Educators' Conference, Tampa, Florida.
- Ingene, C. & Parry, M. (2009). Resale Price Maintenance, Channel Breadth and Heterogeneous Retailers. Marketing Science Conference, Ann Arbor, Michigan.
- Ingene, C., Taboubi, S., & Zaccour, G. (2009). On the Proper Measure of Competition in Linear Demand Models of Distribution Channels. Marketing Science Conference, Ann Arbor, Michigan.
- Ingene, C., Jiang, J., & Govind, R. (2009, July). Labor Productivity in Retailing: Competing and Complementary Lines of Trade. EIRASS, Niagara Falls, Canada.
- Ingene, C., Jiang, J., & Govind, R. (2009, February). Sales-Force Productivity in Retailing: A Modern Assessment. AMA Educators' Conference (Winter), New Orleans, Louisiana.
- Yang, J., Yang, Y., & Ingene, C. (2009). Product Line Extension in the Pharmaceutical Industry. Marketing Science Conference, Ann Arbor, Michigan.
- Ingene, C. (2008, October). Simplifying Assumptions in Game-Theoretic Models of Distribution Channels. International Erin Anderson B2B Research Conference, Philadelphia, Pennsylvania.
- Ingene, C., Garg, N., Govind, R., & Sun, W. (2008, June). Doctors' Orders: Illness, Compliance, and Spatially-Targeted Marketing. Marketing Science Conference, Vancouver, Canada.
- Ingene, C., Govind, R., & Sun, W. (2008, June). Competition between Food Retailing Formats. Marketing Science Conference, Vancouver, Canada.
- Ingene, C. & Zhang, X. (2008, June). Inter-Manufacturer Competition: Viability of a Store-in Store Format. Marketing Science Conference, Vancouver, Canada.
- Ingene, C. & Takahashi, I. (2008, March). Structural Determinants of Market Potential in Japan, 2002. Global Marketing Conference, Shanghai, China.
- Basu, A., Ingene, C. A., & Mazumdar, T. (2007, June). Pricing of Delivery Services with Generalized Demand. Marketing Science Conference, Singapore, Singapore.
- Ingene, C. & Takahashi, I. (2007, July). Strategic Store Location: Structural Determinants of Retail Market Potential in Japan. World Marketing Congress, Verona, Italy.
- Ingene, C. A. & Parry, M. E. (2007, June). Without Loss of Generality: Simplifying Assumptions in Game-Theoretic Models of Distribution. Marketing Science Conference, Singapore, Singapore.
- Ingene, C. A. (2007, June). Without Loss of Generality? A Commentary on Simplifying Assumptions in Game-Theoretic Models of Distribution Channels. Game Theory in Marketing, Montreal, Canada.
- Basu, A., Ingene, C., & Mazumdar, T. (2006, November). Pricing of Delivery Services with Generalized Demand. North American Regional Science Association, Toronto, Canada.
- Ingene, C. & Parry, M. (2006). Rethinking Resale Price Maintenance. Marketing Science Conference, Pittsburgh, Pennsylvania.

Ingene, C. (2006, June). Battles in the Big Middle: The Role of Consumer Shopping Behavior in Determining Winners and Losers in the Competitive Battle between Retail Stores. Japan Society of Consumer Studies Conference , Hakodate, Japan.

Ingene, C. & Parry, M. (2006, May). Integrating Streams of Literature: The Common Future of Distribution Channels Research and Supply Chain Research . The Future of Distribution Channels Research Conference, Philadelphia , Pennsylvania.

Ingene, C., Jiang, J., & Govind, R. (2006, April). Enhancing Sales-Force Productivity in Retailing: A Cross-Industry Analysis. Enhancing Sales Force Productivity Conference, Columbia, Missouri.

Ingene, C. & Coughlan, A. (2005, November). Pricing Policies in a Distribution Channel. INFORMS Conference, San Francisco, California.

Ingene, C. & Coughlan, A. (2005, June). Pricing Policies in a Distribution Channel: Effects on a Product-Line Breadth, Product Differentiation, and Consumers' Surplus. Marketing Science Conference, Atlanta, Georgia.

Basu, A., Ingene, C., & Mazumdar, T. (2004, November). Pricing of Delivery Services. North American Regional Science Association , Seattle, Washington.

Basu, A., Ingene, C., & Mazumdar, T. (2004, June). Using a Menu of Geographic Pricing Plans. Marketing Science Conference, Rotterdam, Netherlands.

Ingene, C. & Parry, M. (2004). Asymmetric Information and Manufacturer-Optimal Wholesale Pricing . Marketing Science Conference, Rotterdam, Netherlands.

Ingene, C. & Parry, M. (2004). Asymmetric Information and Manufacturer-Optimal Wholesale Pricing. INFORMS Conference, Denver, Colorado.

Ingene, C. & Coughlan, A. (2002). A Theory of Functional Shifting in Distribution Channels. AMA Summer Educators' Conference, San Diego, California.

Ingene, C. & Coughlan, A. (2002). Product Line Breadth and Optimal Channel Structure. Marketing Science Conference, Edmondton, Canada.

Ingene, C. & Coughlan, A. (2001). A Theory of Functional Shifting in Distribution Channels. Marketing Science Conference, Weisbeden, Germany.

Ingene, C. & Coughlan, A. (2000). Who Should Bear Channel Costs? Marketing Science Conference, Los Angeles, California.

Ingene, C. & Parry, M. (2000). Optimization versus Coordination: Decision-Making Under Asymmetric Information. Marketing Science Conference, Los Angeles, California.

Ingene, C. & Tang, E. (2000, September). Consumer Expenditure Patterns in China: Food Retailing in Shanghai. Academy of Marketing Science Multicultural Conference, Hong Kong, China.

Ingene, C. & Parry, M. (1999). Bilateral Monopoly, Manufacturer Profit-Maximization and Informational Asymmetry. University of Maine, Conference on Competition in Marketing, Weisbeden, Germany.

Ingene, C. & Parry, M. (1999). Reflections on Channel Coordination: Is It All It's Cracked Up To Be? Marketing Science Conference, Syracuse, New York.

Ingene, C. & Lee, E. (1997). Strategic Cost Allocation in Duopolistic Price Competition. World Marketing Congress, Eighth Biennial , Vienna, Austria.

Ingene, C. & Lee, E. (1997). Strategic Cost Allocation in Duopolistic Price Competition. Marketing Science Conference, Berkeley, California.

Ingene, C. & Lee, E. (1996). Profit Augmentation Via Allocating Marketing Expenditures. Marketing Science Conference, Gainesville, Florida.

Ingene, C. & Lee, E. (1995). Artificial Marginal Cost: The Real and Better Buffer' in Price Competition. Marketing Science Conference, Sydney, Australia.

Ingene, C. & Parry, M. (1994). Channel Coordination with Cooperative Advertising Allowances. Marketing Science Conference, Tucson, Arizona.

Ingene, C. & Parry, M. (1993). Channel Coordination: The Case of Multiple Retailers with Non-Exclusive Territories. Marketing Science Conference, St. Louis, Missouri.

Ingene, C., Lentnek, B., & Harwitz, M. (1992). An Equilibrium Model of Vertically Differentiated Stores. Regional Science Association Conference, Chicago, Illinois.

Ingene, C. & Parry, M. (1991). A Model of Channel Coordination. Marketing Science Conference, Dover, Delaware.

Ingene, C. & Ghosh, A. (1991). Spatial Shopping Patterns with Unequal Prices. Regional Science Association Conference, New Orleans, Louisiana.

Ingene, C. (1991). Spatial and Temporal Shopping Patterns: Consumer Behavior in a Multipurpose Environment with Disparate Prices. American Association of Geographers, Miami, Florida.

Ingene, C. & Yu, E. (1990). Export-Performance Requirements: The Impacts of Uncertainty. Regional Science Association Conference, Boston, Massachusetts.

Ingene, C. & Parry, M. (1990). A Model of Multi-Regional Advertising. Marketing Science Conference, Urbana, Illinois.

Ingene, C. & Moinzadeh, K. (1989). Customers, Complaints and Competition: The Interrelationship Between Offensive and Defensive Marketing Strategies. Marketing Science Conference, Durham, North Carolina.

Ingene, C. (1989). Urban-Rural Migration: Effects of a Change in Agricultural Uncertainty Upon Resource Allocation. Regional Science Association Conference, Santa Barbara, California.

Ingene, C. & Ghosh, A. (1988). A Model of Multipurpose Shopping. Marketing Science Conference, Seattle, Washington.

Ingene, C. & Yu, E. (1988). Urban-Rural Migration: Resource Allocation Under Uncertainty. Regional Science Association Conference, Toronto, Canada.

Ingene, C. & Yu, E. (1987). Intra-Industry Externalities: Regional Resource Allocation Under Uncertainty. Regional Science Association Conference, Baltimore, Maryland.

Ingene, C. & Ghosh, A. (1987). Agglomeration Versus Dispersal: Spatial Competition and Multipurpose Shopping . Regional Science Association Conference, Baltimore, Maryland.

Ingene, C. (1987). Intertype Competition and Societal Consequences: The Case of Alcoholic Beverages. UW-UBC Marketing Conference, Vancouver, BC, Canada.

Ingene, C. & Brown, J. (1986). An Investigation of the Structure of Gasoline Retailing: Full Versus Self-Service. Spring TIMS/ORSA Conference, Los Angeles, California.

Ingene, C. & Ghosh, A. (1986). Spatial Competition Amongst Uneven Firms . Fall TIMS/ORSA Conference, Miami Beach, Florida.

Ingene, C. & Yu, E. (1986). Variable Returns to Scale and Regional Resource Allocation Under Uncertainty. Regional Science Association Conference, Columbus, Ohio.

Ingene, C. (1986). Liquor Stores versus Taverns: Determinants of Sales per Household. Macromarketing Conference, Boulder, Colorado.

Ingene, C. (1985). Employment in the Retail Trades: Its Causes and Regional Patterns. Regional Science Association Conference, Philadelphia, Pennsylvania.

Ingene, C. & Yu, E. (1985). Regional Resource Allocation Under Wage Uncertainty. Regional Science Association Conference, Philadelphia, Pennsylvania.

Ingene, C. (1984). Whom Do 'Blue Laws' Make Blue? Macromarketing Conference, Vancouver, BC, Canada.

Ingene, C. & Yu, E. (1984). Variable Labor Supply and Regional Resource Allocation Under Uncertainty. Regional Science Association Conference, Denver, Colorado.

Ingene, C. (1983). Temporal Influences Upon Spatial Shopping Behavior of Consumers. Regional Science Association Conference, Chicago, Illinois.

Ingene, C. & Yu, E. (1983). A Theory of the Multi-Regional Firm Under Uncertainty . Regional Science Association Conference, Chicago, Illinois.

Ingene, C. (1983). Are There Increasing Returns to Scale in American Retailing? Macromarketing Conference, Kingston, Rhode Island.

Ingene, C. & Jagpal, H. (1983). A Regional Allocation Model for Promotional Effort Under Uncertainty. Spring TIMS/ORSA Conference, Chicago, Illinois.

Ingene, C. & Yu, E. (1982). A Theory of Interregional Wage Differentials Under Price Uncertainty. Regional Science Association Conference, Pittsburgh, Pennsylvania.

Ingene, C. (1982). Consumer Satisfaction with the American Retailing System. Regional Science Association Conference, Pittsburgh, Pennsylvania.

Ingene, C. (1982). Consumer Satisfaction with the Spatial Marketing System. Macromarketing Conference, Atlanta, Georgia.

Ingene, C. & Yu, E. (1981). A Theory of Interregional Wage Differential With Inter-industry Flows Under Uncertainty. Regional Science Association Conference, Montreal, Canada.

National

Ingene, C. & Ghosh, A. (1991). Retail Market Analysis: A Marketing Perspective . Housing, Offices, and Retail Markets, Homer Hoyt Advanced Studies Institute, Singer Island, Florida.

Ingene, C. (1988). Structural Determinants of Expenditures Per Household in the Spatial, Personal Service Trades. American Collegiate Retailing Association, Charleston, South Carolina.

Ingene, C. (1987). Intertype Competition and Societal Consequences: The Case of Alcoholic Beverages. AMA Winter Educators' Conference, San Antonio, Texas.

Ingene, C. & Levy, M. (1985). Using Residual Income Analysis to Make Marketing Decisions. National Retail Merchants Association, Unknown, Unknown.

Ingene, C. & Stowe, J. (1981). Microeconomic Influences on Operating Leverage and Risk . Financial Management Association, Unknown, Unknown.

Ingene, C. & Yu, E. (1981). The Backward Incidence of Pollution Control in a Rigid Wage Economy. Western Economics Association, San Francisco, California.

Ingene, C. (1981). Issues in Retail Education. American Collegiate Retailing Association, Arlington, Texas.

Ingene, C. & Greenwood, P. (1977). Myths About the Coase Theorem on Externalities. Southern Economics Association, New Orleans, Louisiana.

Ingene, C. (1977). Welfare Effects of Spatial Pricing Models with Non-linear Demand. Midwest Economics Association, St. Louis, Missouri.

Ingene, C. & Kohlhepp, D. (1976). The Effect of Public Financing Decisions on Suburban Property Values. Western Economics Association, San Francisco, California.

Regional

Ingene, C. & Stowe, J. (1981). Product Pricing Under Risk. Eastern Finance Association, Washington, District of Columbia.

Ingene, C. & Lusch, R. (1978). Estimation of a Department Store Production Function. Southwest Social Science Association, Houston, Texas.

Ingene, C. & Yu, E. (1978). Determinants of Retail Sales in SMSAs: A Cross-Sectional Study. Mid-Continent Regional Science Association, Lexington, Kentucky.

Ingene, C. (1977). Welfare Effects of Spatial Pricing Models with Non-linear Demand. Mid-Continent Regional Science Association, Manhattan, Kansas.

Presentation of Non-Refereed Papers

International

Ingene, C. A. (2009). Coordination Mechanisms in Marketing Channels: A Survey of Game-Theoretic Models. Game Theory in Marketing, Third Workshop, Montréal, Canada.

Ingene, C. (2008). Evolution of an Academic: Innovation over Brands and Products. Hong Kong Polytechnic University, Hong Kong, China.

Ingene, C. (1992). Evolution of the Retail Trades. Lignan College, Hong Kong, China.

National

Ingene, C. (2008, November). Simplifying Assumptions in Game-Theoretic Models of Distribution Channels. Syracuse University, Presentation in Seminar Series, Syracuse, New York.

Ingene, C. (2006, April). Of Models and Myths: A Prolegomenon on Game-Theoretic Models of Distribution Channels. Syracuse University Research Presentation, Syracuse, New York.

Ingene, C. (2006, April). Of Models and Myths: A Prolegomenon on Game-Theoretic Models of Distribution Channels. Syracuse University Research Presentation, Syracuse, New York.

Research Grants

Funded

1998: Tang, E., Ingene, C., & Lee, R., Retail Expenditure Patterns in China: A Theoretical and Empirical Analysis (\$99,000.00), Hong Kong Research Grants Council.

Research Honors and Awards

Award

2008: Best Paper in the Retailing Track at the Global Marketing Conference for 'Structural Determinants of Retail Market Potential in Japan, 2002' Korean Academy of Marketing Science & China Marketing Academy.

2008: Best Paper (Best of the Best) at the Global Marketing Conference for 'Structural Determinants of Retail Market Potential in Japan, 2002' Korean Academy of Marketing Science & China Marketing Academy.

1997: Best Paper Award (2nd Place) for Coordination and Manufacturer Profit Maximization: The Multiple Retailer Channel' Journal of Retailing .

1986: Seafirst Faculty Excellence Award University of Washington.

1985: Best Paper Award (2nd Place) for Structural Determinants of Market Potential' Journal of Retailing .

1985: Burlington Northern Distinguished Scholar University of Washington.

Honor

2009: March 19, 2009: Is Channel Coordination All it is Cracked Up to Be?, published in the Journal of Retailing (2000) listed on SSRN's Top Ten download list Social Science Research Network.

Other Research Activities

Contribution to Practice

1986: Newspaper Articles or Columns. 'Frederick & Nelson: Behind the Fall from Grace' The Seattle Times, April 6, 1986

Discipline-Based Scholarship

1994: Other Publications. 'Marketing Mysteries and Scary Stories to Tell Around the Doctoral Campfire, Part 2'

1994: Other Publications. 'Marketing Mysteries and Scary Stories to Tell Around the Doctoral Campfire, Part 1'

1988: Book Reviews. 'Lifestyle Economics, P. Earl,' in Journal of Retailing 64 (Fall) 1988, pp 354-356

1987: Book Reviews. 'Assessing Present and Future Store Preferences, review of 'Store Location and Store Assessment Research,' R. Davies and D. Rogers, in International Journal of Forecasting 3 (No. 3/4) 1987

1984: Book Reviews. 'Economics of Distributive Trade,' CESCO, in Journal of Retailing 60 (Summer) 1984, pp 103-104

1983: Book Reviews. 'Prior Information in Linear Models,' Helge Toutenberg, in Journal of Marketing Research 20 (August) 1983, p 334

1981: Book Reviews. 'Contemporary Issues in Marketing Channels,' Robert F. Lusch and Paul H. Zinzser (eds.), in Journal of Retailing 57 (Spring) 1981, pp 91-92

1981: Book Reviews. 'Applied Linear Regression,' Stanford Weisberg, in Journal of Marketing Research 18 (August) 1981, pp 389-390

1981: Newspaper Articles or Columns. 'What Do We Know About Marketing Productivity' The Courier Summer 1981

1980: Book Reviews. 'Specification Searches: Ad Hoc Inferences with Non-experimental Data,' Edward E. Leamer, in Journal of Marketing Research 17 (February) 1980, pp 136-137

1979: Book Reviews. 'Retailing and Its Environment,' Albert D. Bates, in Journal of Retailing 55 (Fall) 1979, pp 91-92

1990: Citation of Work in Other Publications. 'Optimal Intervention Policies for a Region Facing Pollution Induced Uncertainty' with E. Yu, Abstracted in Risk Abstracts

Service:

Service to the University

Department Assignments

Chair:

2004-2005: University of Mississippi: Marketing Department Recruiting Committee

1994-1995: University of Washington: Recruiting Committee

1990-1991: University of Washington: MIB PhD Committee

Coordinator:

1975-1976: University of Oklahoma : Principles of Economics Course

Faculty Advisor:

1980-1981 – 1981-1982: University of Texas at Dallas: Marketing Club

1976-1977 – 1977-1978: University of Oklahoma : Graduate Student Advisor (Economics)

Member:

2003-2004: University of Mississippi: Marketing Department Recruiting Committee

1997-1998: Chinese University of Hong Kong : Executive Committee

1995-1996: University of Washington : Doctoral Examination Committee

1993-1994: University of Washington: Retail Initiative Task Force

1990-1991: University of Washington: Recruiting Committee

1985-1986: University of Washington: MBA Curriculum Development Committee

1984-1985: University of Washington : Recruiting Committee

1979-1980: University of Texas at Dallas : Graduate Studies Committee

1976-1977 – 1977-1978: University of Oklahoma: Graduate Admission Committee (Economics)

College Assignments

Chair:

1997-1998: Chinese University of Hong Kong : Area of Excellence Committee (Convenor)
1997-1998: Chinese University of Hong Kong : Dean Selection Process Committee (Convenor)
1997-1998: Chinese University of Hong Kong : AACSB (IAME) Accreditation (Convenor)
1997-1998: Chinese University of Hong Kong : Business Administration Panel (Convenor)

Coordinator:

2006-2007: University of Mississippi : Robert M. Hearin Distinguished Editors and Visiting Scholars: Roland Rust, Journal of Marketing, October 2005
2004-2005: University of Mississippi: Robert M. Hearin Distinguished Editors and Visiting Scholars: George Zinkhan, Journal of the Academy of Marketing Science, January 2004 Ruth Bolton, Journal of Marketing, March 2004 Dhruv Grewal, Journal of Retailing, April 2004
2004-2005: University of Mississippi: Robert M. Hearin Distinguished Editors and Visiting Scholars: James Hess, Journal of Retailing & Marketing Science, September 2004 Rajan Varadarajan, Journal of Marketing & Journal of the Academy of Marketing Science, November 2004

Director:

2005-2006 – 2006-2007: University of Mississippi: Global Commerce Program
1997-1998: Chinese University of Hong Kong : Asia-Pacific Institute of Business, Business Development
1985-1986 – 1987-1988: University of Washington : Center for Retail, Transportation, and Distribution Management

Member:

2007-2008: University of Mississippi : PhD Committee
2007-2008: Marketing Clinical Search Committee
2007-2008: MBA Committee
2006-2007: University of Mississippi: MBA Committee
2005-2006: Tenure and Promotion
2005-2006 – 2006-2007: University of Mississippi: Executive Committee
2005-2006 – 2006-2007: University of Mississippi : Promotion and Tenure Committee
2004-2005: University of Mississippi: Promotion and Tenure Committee
2004-2005: MBA Committee
2004-2005 – 2007-2008: PhD Committee
2003-2004 – 2004-2005: University of Mississippi: PhD Committee
2002-2003 – 2004-2005: University of Mississippi: Academic Program Review Committee
2001-2002 – 2004-2005: University of Mississippi: MBA Committee
2000-2001: University of Washington: Master's Program Committee
1999-2000 – 2001-2002: University of Washington: Business Administration Faculty Council
1998-1999 – 1999-2000: University of Washington : Computer Policy Committee
1998-1999 – 1999-2000: Chinese University of Hong Kong: Asia-Pacific Institute of Business, Management Board
1997-1998: Chinese University of Hong Kong : Evaluation Committee: Journal of Chinese Business
1997-1998: Chinese University of Hong Kong: Faculty Board of Business Administration
1997-1998: Chinese University of Hong Kong: MBA Revision Committee
1991-1992: University of Washington: MBA Track Committee
1991-1992: University of Washington : PhD Evaluation Committee
1990-1991: University of Washington : MBA Track Committee
1989-1990: University of Washington : Search Committee for a Marketing Chairperson
1989-1990 – 1992-1993: University of Washington: Doctoral Program Committee
1989-1990 – 1990-1991: University of Washington : Business Administration Faculty Council
1986-1987 – 1987-1988: University of Washington: Business Administration Faculty Council
1984-1985: University of Washington : MBA Curriculum Development Committee
1984-1985 – 1985-1986: University of Washington : Research and Travel Committee
1976-1977 – 1977-1978: University of Oklahoma: Graduate Student Funding Committee

1974-1975 – 1975-1976: University of Oklahoma: Research Committee

University Assignments

Chair:

1999-2000 – 2002-2003: Washington University in St. Louis: Seattle Regional Cabinet
1981-1982: University of Texas at Dallas : Library Committee
1980-1981 – 1981-1982: University of Texas at Dallas: Library Committee
1979-1980: University of Texas at Dallas : Search Committee for a Reference Librarian

Coordinator:

1979-1980: University of Texas at Dallas : Survey of Faculty Library Attitudes

Member:

2008-2009: Washington University in St. Louis: Reunion Committee
2005-2006: University of Mississippi: Dean Search Committee
2004-2005: Washington University in St. Louis: Reunion Committee
2004-2005: University of Mississippi: Costa Rica Program Proposal Committee
2004-2005: University of Mississippi: Provost's Research Task Force
2003-2004: University of Mississippi: Faculty Senate: Faculty Elections Committee, Faculty Governance Committee
2003-2004: University of Mississippi : Faculty Senate: Faculty Elections Committee
2003-2004 – 2005-2006: University of Mississippi: Sabbatical Review Committee
1998-1999: Chinese University of Hong Kong : Internal Research Assessment Exercise: Panel I (Arts, Business Administration, Education, Social Sci
1998-1999: Chinese University of Hong Kong: Internal Research Assessment Exercise: Panel II (Engineering, Medicine, Sciences)
1997-1998: Chinese University of Hong Kong : Faculty Senate
1997-1998: Chinese University of Hong Kong : University Research Committee
1995-1996: University of Washington: Faculty Senate
1990-1991: University of Washington : MBA Curriculum Development Committee
1985-1986 – 1986-1987: University of Washington: Urban and Economic Development Research Group
1981-1982: University of Texas at Dallas : Copyright and Patent Committee
1981-1982: University of Texas at Dallas : Faculty Senate
1979-1980: University of Texas at Dallas : Library Committee
1976-1977: University of Oklahoma : Search Committee for a Library Director

Dissertation Assignments

Chair:

2005-2006 – 2007-2008: University of Mississippi: Jianwei Hou: Price Variations in Online Auctions: the Case of a Highly Competitive Marke
2004-2005 – 2006-2007: University of Mississippi: Jianfeng Jiang: Structural Determinants of Retail Competition: On-Premise and Off-Premise Food Sales
1992-1993: Chinese University of Hong Kong : Locational Analysis and Distribution Strategy for a Local Bank (Edward Lam & Alen Lo--MBA)
1992-1993: Chinese University of Hong Kong : Direct Lending or Indirect Lending (Aaron Chan--MBA)
1979-1980: University of Texas at Dallas: Peter Bythrow (Physics)--oral examination committee
1978-1979: University of Oklahoma : The Supply and Demand for Housing in Lawton Oklahoma (Ronald Wilde--MA)
1978-1979: University of Oklahoma : The Telecommunication Industry and Regulation (John Bany--MA)

Member:

2007-2008: Haute Ecole de Commerce--Montreal: External Evaluator for the Ph.D. Dissertation of Nawel Amrouche entitled Strategic Interactions in Marketing Channel: Shelf-Space Allocation, Pricing and Advertising Decisions
1998-1999: Chinese University of Hong Kong: Transformation of Retailing in China (Ruby Lee--M.Phil)

1987-1988: University of Washington : PhD Committee--S. Michael Giliberto
1986-1987: University of Washington: PhD Committee--Stanley Slater
1978-1979: University of Oklahoma: The Adapted Novel as a Key to Film Understanding: Anthony Burgess's and Stanley Kubrick's A Clockwork Orange

Service to the Profession

Academic Conference: Discussant

2004: AMA Summer Educators' Conference, (International).
2004: Regional Science Association, (International).
1998: AMA (Summer) (International).
1997 – 1998: AMA (Summer) (International).
1987: Regional Science Association (International).
1982: Marketing Theory Conference (International).
1976: Western Economics Association (International).
1976: Midwest Economics Association (National).

Academic Conference: Panelist

2000: Academy of Marketing Science Multicultural Conference, 'From Hear to E.ternity: E.merging Issues in E.channels', Hong Long, China (International).
1999: Academy of Marketing Science Conference, 'Retail Reactions to a Global Depression' (National).
1999: American Planning Association, National Planning Conference, 'Will Retailers Collide with Transit Oriented Development?' (National).
1998: AMA Marketing Exchange Colloquium, Retailing in the Global Marketplace' (International).
1996: Academy of Marketing Science Conference, Crafting Papers for Major Academic Journals' (National).
1996: AMA Summer Educators' Conference, Toward A Kinder, Gentler Publication Process' (International).
1992 – 1996: Academy of Marketing Science, Meet the Editors Session (International).
1995: AMA Winter Educators' Conference, 'Emerging Trends in Retail Research' (International).
1991: American Association of Geographers, Theory and Facts in Retail Geography' (International).
1990: AMA Winter Educators' Conference, Behavioral Channel Research: Follow-Up' (International).
1989: AMA Winter Educators' Conference, Marketing Professionals: Factors Affecting Career Choice' (International).
1989: AMA Winter Educators' Conference, Behavioral Channels Research' (International).
1981: Cornell University, Productivity in Distribution Conference, Productivity in Retailing' (International).

Advisor

2010: Vienna University of Economics and Business, Advisor to PhD research seminar for Institute for International Marketing and Management, Vienna, Austria (International).
2004: National Chiao Tung University (Taiwan) , I advised Dean Lee on his efforts to obtain AACSB recognition. (International).

Board Member: Advisory Board

1994 – 1998: AMA Special Interest Group, Retailing and Retail Management (International).

Board Member: PRJ Editorial Review Board

1991 – 2010: Journal of the Academy of Marketing Science (International).
2006 – 2009: International Journal of Business (International).
2006 – 2009: Marketing Science (International).
2005 – 2009: Journal of Retailing (International).
1999 – 2009: Journal of Real Estate Research (International).
1990 – 2008: International Review of Retail Distribution and Consumer Research (International).
1989 – 2008: Journal of Marketing Channels (International).
2005 – 2006: International Journal of Business (International).
1995 – 2005: International Journal of Business (International).

1983 – 2005: Journal of Retailing (International).
1995 – 1997: Hong Kong Journal of Business Management (International).
1985 – 1996: Journal of Marketing (International).
1984 – 1990: Journal of Macromarketing (International).

Board of Directors: Substantial Involvement

2003 – 2005: Revionics: Scientific Advisory Board (National).
2001 – 2002: RIMS (Japan), (International).

Chair: Conference / Track / Program

2007: Academy of Marketing Science: World Marketing Congress, Session Chair, Verona, Italy (International).
2006: North American Regional Science Conference, Chair Urban Economics II session, Toronto, Canada (International).
2005: Future of Distribution Channels Research, Conference Co-Chair, Philadelphia, Pennsylvania (International).
2005: INFORMS Conference, 'Modeling Channels of Distribution' (Session Chairperson) (International).
1998: AMA Marketing Exchange Colloquium, 'Retailing in the Global Marketplace' (Session Chairperson) (International).
1997: International Conference on Dynamics, Economic Growth and International Trade, Session B' (Session Chairperson) (International).
1997: International Conference on the Economic Development and Transformation of the East Asian Economies, Macroeconomics and Policies' (Session Chairperson) (International).
1997: AMA Summer Educators' Conference, Perspectives on the Exchange Relationship' (Session Chairperson) (International).
1997: Academy of Marketing Science Conference, S. C. Hollander Retailing Paper Competition (Chairperson) (National).
1996: Academy of Marketing Science Conference, Crafting Papers for Major Academic Journals' (Session Chairperson) (National).
1994: AMA Winter Educators' Conference, Meet the Editors of Specialized Journals' (Session Chairperson) (International).
1994: AMA Winter Educators' Conference, Relationships in Retailing' (Session Chairperson) (International).
1993 – 1994: AMA Winter Educators' Conference, 'Meet the Editors of Specialized Journals' (Session Chairperson) (International).
1992: Academy of Marketing Science, Just-in-Time Retailing' (Session Chairperson) (International).
1991: Marketing Science Conference, Channel Conflict' (Session Chairperson) (International).
1991: Academy of Marketing Science Conference, Track Chair: Channel Management (National).
1991: Academy of Marketing Science - ACRA Conference, Track Chair: Pricing/Logistics (International).
1990: AMA Summer Educators' Conference, International Aspects of Marketing Education' (Session Chairperson) (International).
1990: Marketing Science Conference, Effectiveness of Advertising and Promotions' (Session Chairperson) (International).
1989: AMA Winter Educators' Conference, Macromarketing and Public Policy Issues' (Session Chairperson) (International).
1988: American Collegiate Retailing Association National Conference, What Is Needed in Retail Research?' (Session Chairperson) (International).
1988: Marketing Science Conference, Issues in Distribution Channel Management' (Session Chairperson) (International).
1988: Regional Science Association Conference, Regional Science in the Developing World' (Session Chairperson) (International).
1988: Academy of Marketing Science - ACRA Conference, Changing Retail Structure' (Session Chairperson) (International).
1988: Academy of Marketing Science - ACRA Conference, Track Co-Chair: Retailing Macro-Theory and History (International).
1988: AMA Summer Educators' Conference, Conference Co-Chair: Efficiency and Effectiveness in Marketing (International).
1987: AMA Winter Educators' Conference, Channel Management' (Session Chairperson) (International).
1987: Regional Science Association, Regional Productivity and Competitiveness' (Session Chairperson) (International).
1987: Macromarketing Conference, Conference Chair (International).
1986: AMA Winter Educators' Conference, University Centers/Institutes of Retailing' (International).
1985: AMA Educators' Conference (Summer), Track Chair: Marketing Management and Institutions (International).
1984: Marketing Theory Conference, Marketing Channels and Strategy' (Session Chairperson) (International).
1984: Macromarketing Conference, Research in Progress' (Session Chairperson) (International).
1982: Southwestern Marketing Association, Cultural and Economic Determinants of Consumer Behavior' (Session Chairperson) (Regional).
1981: Southwest Marketing Association, Retail Image Developments' (Session Chairperson) (Regional).

- 1981: Southern Marketing Association, Macro-Retailing' (Session Chairperson) (Regional).
1980: American Institute of Decision Sciences, Marketing in a Dynamic Environment' (Session Chairperson) (International).
1978: Southwest Marketing Association, 'Advertising Perspectives' (Session Chairperson) (Regional).

Editor: Academic PRJ

- 2006: Journal of Retailing, Guest co-Editor for a special issue on The Future of Distribution Channels Research (International).
1992 – 1996: Journal of Retailing, Editor (International).
1986 – 1990: International Journal of Retailing, Regional Editor (International).

Editor: Associate Editor

- 2003 – 2007: Topics in Operations Research (National).
2006: Journal of Retailing, Guest Associate Editor (International).
2005 – 2006: Marketing Science, Guest Area Editor (International).
2001 – 2006: International Review of Economics and Finance (International).
1995 – 2004: International Journal of Business (International).
1990 – 1999: International Review of Economics and Finance (International).
1989 – 1995: Review of Business Studies (International).

External Reviewer for Tenure

- 2007: Syracuse University, Letter of Reference for Byong-Duk Rhee for Tenure (National).
2007: Clark University, Letter of Reference for Pilsuk Choi's reappointment (National).
2007: University of Florida, Letter of Reference for Scott Fay for promotion with tenure (National).

Member: Committee/Task Force

- 2006 – 2010: Ecole Superior de Commerce - Grenoble, Groupe Scientific Advisory Committee, Grenoble, France (International).
1985 – 1990: Journal of Macromarketing, Editorial Policy Committee (International).

Officer: Organization / Association

- 1998 – 2000: Academy of Marketing Science, Vice President for Academic Affairs (International).

Other Professional Service Activities

- 2009: University of New South Wales, External examiner for PhD dissertation for Yong Bao, Sydney, Australia (International).
2007 – 2008: Visiting Scholars Series, Visiting Fellow at Hong Kong Polytechnic University
December 2007 - January 2008, Hong Kong, China (International).
2006: North American Regional Science Conference, Discussant Urban Economics III session, Toronto, Canada (International).
2006: Simon Fraser University, Letter of Reference for Robert Krider for Promotion to Full Professor (International).
2006: Syracuse University, Letter of Reference for tenure for Eun Kyu Lee (Marketing) (National).
2005: Rutgers University, Letter of Reference for Promotion to Professor II for Sharan Jagpal (Marketing) (National).
2004: Syracuse University, Letter of Reference for Promotion to full professor for Amiya Basu (Marketing) (National).
2004: National Chiao Tung University (Taiwan), Visiting Examiner (International).
2003: University of California, Davis, Letter of reference for Tenure for Michael Hagerty (Marketing) (National).
2003: University of Rochester, Letter of Reference for Promotion to full professor for Greg Shaffer (Marketing) (National).
2002: University of Alabama, Letter of reference for Promotion to full professor for Buster Allaway (Marketing) (National).
2002: University of Kentucky, Letter of reference for Tenure for Scott Kelley (Marketing) (National).
2002: Simon Fraser University, Letter of Reference for tenure for Robert Krider (Marketing) (International).
2001: Simon Fraser University, Letter of Reference for Promotion to associate professor (without tenure) for Robert Krider (Marketing) (International).
2000: Oregon State University, Letter of reference for tenure for Key-Suk Kim (Marketing) (National).
2000: Pennsylvania State University, Erie, Letter of Reference for Promotion to full professor for Saad Andaleeb (Marketing) (National).
2000: University of Rochester, Letter of Reference for tenure for Greg Shaffer (Marketing) (National).
2000: University of Virginia, Letter of Reference for tenure for Ronald Wilcox (Marketing) (National).
2000: Thunderbird University, Letter of Reference for tenure for Richard Ettenson (Marketing) (National).

1999: National University of Singapore, Letter of reference for hiring for Edwin Tang (Marketing) (International).

1999: Boston University, Letter of reference for tenure for Rajiv Dant (Marketing) (National).

1999: City University of Hong Kong, Letter of reference for Tenure and Department Chairperson for Eden Yu (Economics) (International).

1999: Drexel University, Letter of reference for Tenure for Sriniv Srinivasan (Marketing) (National).

1999: Florida International University, Letter of reference for Tenure for Walfried Lassar (Marketing) (National).

1999: Northwestern University, Letter of reference for tenure for Frank Mulhern (Journalism) (National).

1999: University of Mississippi, Visiting Scholar, November, 1999 (National).

1998: University of California, Riverside, Letter of Reference for an endowed chair for David Gautschi (Marketing) (National).

1998: University of Alberta, Letter of reference for tenure for Paul Messinger (Marketing) (International).

1998: Simon Fraser University, Letter of Reference for hiring for Robert Krider (Marketing) (International).

1997: State University of New York, Buffalo, Letter of reference for tenure for Minakshi Trivedi (Marketing) (National).

1997: Dartmouth University, Letter of reference for Tenure for Kusum Ailawadi (Marketing) (National).

1996: University of Arkansas, Letter of Reference for tenure for Robert Stassen (Marketing) (National).

1996: University of Virginia, Letter of Reference for Promotion to full professor for David Smith (Marketing) (National).

1996: University of California, Riverside, Letter of Reference for an endowed chair for Brian Ratchford (Marketing) (National).

1996: Boston University, Letter of reference for promotion to associate professor for Rajiv Dant (Marketing) (National).

1996: Northern Arizona University, Letter of reference for James Brown for the Ralph M. Bilby Chair (National).

1996: Texas A&M University, Letter of Reference in support of Len Berry's nomination for a distinguished achievement award (National).

1996: Arizona State University, Letter of Reference for Promotion to full professor for Mary Jo Bitner (Marketing) (National).

1996: Wright State University, Letter of reference for a sabbatical for Robert Ping (Marketing) (National).

1996: University of Alabama, Letter of reference for tenure for Giles d'Souza (Marketing) (National).

1996: Michigan State University, Letter of reference for Tenure for X. Michael Song (Marketing) (National).

1996: University of Mississippi, Letter of reference for tenure for Kirk Wakefield (Marketing) (National).

1994 – 1996: Chinese University of Hong Kong, Visiting Examiner (International).

1995: Case Western Reserve University, Letter of Reference for Promotion to full professor for Jagdip Singh (Marketing) (National).

1995: University of South Carolina, Letter of Reference for an endowed chair for Subhash Sharma (Marketing) (National).

1995: University of Alberta, Letter of Reference for hiring for Paul Messinger (Marketing) (International).

1995: University of Oklahoma, Letter of Reference for the rank of Research Professor for Robert Lusch (Marketing) (National).

1995: Chinese University of Hong Kong, Letter of Reference for promotion to the rank of Reader for Lee Tien-sheng (Decision Sciences and Managerial Economics) (International).

1995: University of Kentucky, Letter of reference for tenure for Robert Dahlstrom (Marketing) (National).

1995: AMA Summer Educators', Meet the Editors Session (International).

1994: Simon Fraser University, Letter of reference for Tenure for Judy Zaichkowsky (Marketing) (International).

1994: Wright State University, Letter of Reference for tenure for Robert Ping (Marketing) (National).

1994: University of Colorado, Letter of Reference for tenure for Kenneth Hunt (Marketing) (National).

1994: Portland State University, Letter of reference for promotion to full professor for Scott Dawson (Marketing) (National).

1994: Syracuse University, Letter of Reference for tenure for Amiya Basu (Marketing) (National).

1994: Auburn University, Letter of Reference for tenure for Brent Goff (Marketing) (National).

1994: University of Alabama, Visiting Scholar, January, 1994 (National).

1994: AMA Doctoral Consortium, Meet the Editors Session (International).

1993 – 1994: AMA Winter Educators' Conference, Meet the Editors Session (International).

1993 – 1994: Marketing Science, Meet the Editors Session (International).

1993: University of Kentucky, Letter of Reference for tenure for Jule Gassenheimer (Marketing) (National).

1993: Society of Franchising, Meet the Editor Sessions (National).

1992: University of Georgia, Letter of reference for Tenure for Mary Zimmer (National).

1992: University of Colorado, Letter of Reference for reappointment for Nancy Ridgway (Marketing) (National).

1992: Louisiana State University, Letter of Reference for tenure for Janeen Olsen (Marketing) (National).

1992: Oregon State University, Letter of reference for tenure for Chi-Chur Chao (Economics) (National).

1991: Simon Fraser University, Letter of Reference for promotion to full professor for Lindsay Meredith (Marketing) (National).
1991: Arizona State University, Letter of Reference for tenure for Sudhir Kale (Marketing) (National).
1991: University of Dayton, Letter of Reference for Promotion to full professor for Hamid Beladi (Economics) (National).
1991: Wayne State University, Letter of Reference for tenure for Ishmael Akaah (Marketing) (National).
1990: Chinese University of Hong Kong, Letter of Reference for appointment as a full professor for Eden S. H. Yu (Decision Sciences and Managerial Economics) (International).
1990: Virginia Tech University, Letter of Reference for tenure for Janet Keith (Marketing) (National).
1990: University of Illinois, Letter of Reference for hiring for Donald Jones (Geography) (National).
1990: New York University, Letter of Reference for Promotion to Professor for Avijit Ghosh (Marketing) (National).
1990: INSEAD, Letter of Reference for Promotion to Professor for David Gautschi (Marketing) (International).
1988: University of Maryland, Letter of Reference for tenure for Robert Krapfel (Marketing) (National).
1987: Wayne State University, Letter of Reference for Promotion to full professor for Edward Riordan (Marketing) (National).
1987: University of Colorado, Letter of Reference for tenure for James Nelson (Marketing) (National).
1987: University of Miami, Letter of Reference for tenure for Michael Levy (Marketing) (National).
1987: University of South Florida, Letter of Reference for tenure for Douglas Lambert (Marketing) (National).
1987: University of Colorado, Letter of Reference for reappointment for Kenneth Hunt (Marketing) (National).
1987: University of Alberta, Letter of reference for tenure for Adam Finn (Marketing) (International).
1986: University of Colorado, Letter of reference for James Brown for a position as Associate Professor (National).
1985: New York University, Letter of Reference for tenure for Avijit Ghosh (Marketing) (National).
1984: Bar-Ilan University, Letter of Reference for promotion for Jehoshua Liebermann (Marketing) (International).
1979: University of New Hampshire, Letter of Reference for tenure for Peter Greenwood (Economics) (National).
1978: Temple University, Letter of reference for Tenure for Richard Bernstein (Economics) (National).

Reviewer - Article / Manuscript

2007: European Journal of Operations Research, Ad Hoc Reviewer (International).
2007: Omega, Ad Hoc Reviewer (International).
2007: Marketing Science (International).
2007: European Journal of Marketing Research, Ad Hoc Reviewer (International).
2007: Academy of Marketing Science (International).
2006: Journal of Marketing Research (International).
2006: International Journal of Marketing Research, Ad Hoc Reviewer (International).
2006: Management Science, Ad Hoc Reviewer (International).

Reviewer: Ad Hoc Reviewer for a Journal

2003 – 2007: International Journal of Research in Marketing, Ad Hoc Reviewer (International).
2005: Journal of Marketing Research (International).
2001 – 2005: Marketing Science (International).
2000 – 2005: Journal of Regional Science (International).
2004: Journal of Business Ethics (International).
2004: Southern Economic Journal, (International).
2004: Journal of Marketing, (International).
2002: Academy of Management Journal (International).
2000 – 2002: Journal of Economics and Management Strategy (International).
2001: Regional Science Association, (International).
2000: Applied Mathematical Letters (International).
1999 – 2000: Journal of Business Research, (International).
1999 – 2000: Manufacturing & Service Operation Management, (International).
1998 – 2000: Journal of Marketing Research (International).
1997 – 2000: Management Science (International).

1999: Journal of Operations Management (International).
1999: International Journal of Research in Marketing (International).
1999: Marketing Science (International).
1998: Marketing Letters (International).
1995 – 1998: Journal of Regional Science (International).
1995 – 1997: Marketing Science (International).
1996: Journal of Public Policy and Marketing, (International).
1996: International Economic Review, (International).
1991 – 1996: Journal of Marketing Research (International).
1994: Southern Economic Journal (International).
1991 – 1994: International Economic Review (International).
1993: Regional Science Association (International).
1992: Journal of Regional Science (International).
1991: Geographical Analysis (International).
1990: Journal of Public Policy and Marketing (International).
1990: Journal of Environmental Economics and Management (International).
1989: Journal of Academy of Marketing Science, (International).
1989: Bulletin of Economic Research (National).
1988 – 1989: Management Science (International).
1983 – 1988: Journal of Marketing Research (International).
1987: Quarterly Journal of Business and Economics, (National).
1983 – 1987: Marketing Science (International).
1986: Journal of Academy of Marketing Science (International).
1986: Regional Science Association (International).
1986: International Journal of Forecasting (International).
1985 – 1986: Southern Economic Journal (International).
1984 – 1985: Management Science (International).
1984: Journal of Academy of Marketing Science (International).
1983 – 1984: Quarterly Journal of Business and Economics (National).
1983 – 1984: Journal of Marketing (International).
1981: Quarterly Review of Economics and Business (National).

Reviewer: Book / Textbook

1997: Marketing Science Institute (International).
1990 – 1991: R. D. Irwin (National).
1990: South-Western Publishing, (National).
1988: South-Western Publishing (National).
1987: National Science Foundation, (National).
1984: Institute of Retail Management (National).
1983: National Science Foundation (National).
1982: Kent Publishing (National).
1981: Random House (National).

Reviewer: Conference Paper

2002 – 2006: AMA Educators' Conference (Summer) (International).
2005: Future of Distribution Channels Research (International).
2002: AMA Educators' Conference (Winter), (International).
2002: Academy of Marketing Science, (International).
2001 – 2002: MSI Dissertation Competition-Occasional Reviewer, (National).

2001: Hong Kong Research Grants Council - Occasional Reviewer, (International).
2000: AMA Educators' Conference (Summer) (International).
1997 – 2000: AMA Educators' Conference (Winter) (International).
1997 – 1998: Academy of Marketing Science (International).
1997 – 1998: AMA Educators' Conference (Summer) (International).
1997: Hong Kong Research Grants Council - Occasional Reviewer (International).
1997: MSI PhD Dissertation Competition-Occasional Reviewer, (National).
1995: Hong Kong Research Grants Council - Occasional Reviewer (International).
1994 – 1995: AMA PhD Dissertation Competition, (International).
1994: AMA Winter Educators' Conference (International).
1993: Academy of Marketing Science (International).
1992: AMA PhD Dissertation Competition (International).
1992: AMA Educators' Conference (Winter) (International).
1991: Academy of Marketing Science - ACRA Conference (International).
1991: Academy of Marketing Science PhD Dissertation Competition, (International).
1991: Macromarketing Conference, (International).
1989 – 1990: AMA Educators' Conference (Summer) (International).
1989: Macromarketing Conference (International).
1989: AMA Educators' Conference (Winter) (International).
1988: AMA PhD Dissertation Competition (International).
1987: AMA Educators' Conference (Summer) (International).
1986 – 1987: AMA Educators' Conference (Winter) (International).
1984: AMA Educators' Conference (Winter) (International).
1983 – 1984: AMA Educators' Conference (Summer) (International).
1983: Southern Marketing Association (National).
1982: Southwest Marketing Association (Regional).
1980: American Institute of Decision Sciences (International).

Service to the Community

Other Community Service Activities

2005: Interview on National Public Radio, Discussion of the effects of the Sears/K-Mart merger
1981: Dallas/Fort Worth Chapter AMA, College Relations Director

Service Honors and Awards

2009: Journal of Retailing Meritorious Service Award - presented at the 2009 AMA Winter Educators' Conference Journal of Retailing.
2009: Outstanding Reviewer Award, 2008 - 2009 Journal of Retailing.
2009: Outstanding Reviewer Award, 2008 - 2009 Journal of the Academy of Marketing Science.
2005: Outstanding Reviewer Award, 2004 - 2005 Journal of Retailing.
2000: Outstanding Reviewer Award, 1997 - 2000 Journal of the Academy of Marketing Science.
1999: Distinguished Alumnus (Arts and Sciences) Washington University in St. Louis.

Other

Faculty Development

Research-Related Conference/Seminar

2007: Society for Marketing Advances. Attend a Case-Teaching Seminar at the Society of Marketing Advances Conference. San Antonio, Texas.

Memberships

Academy of Marketing Science
American Collegiate Retailing Association

American Marketing Association

INFORMS

Regional Science Association

Other Activities

- 2005 - Professional Media Appearances : National Public Radio (via WMRA Public Radio) concerning the effects of the K-Mart/Sears Roebuck merger. Broadcast nationally on March 23, 2005.
- 2005 - Executive Education : CEIBS: Channel Management
- 2004 - Invited Presentation : Product-Line Pricing in a Distribution Channel: Optimum or Pessimum?' National Chiao Tung University (Hsin-Chu Campus), September; Nanyang Technical University, October
- 2004 - Invited Presentation : Publishing in Major, Referred Academic Journals: The 4 R's' National Chiao Tung University: National Chiao Tung University (Taipei Campus), September 2004, and National Chiao Tung University (Hsin-Chu Campus), September 2004,
- 2003 - Invited Presentation : Product-Line Pricing in a Distribution Channel: Optimum or Pessimum?' (Simon Fraser University; University of California, Davis; China Europe International Business School)
- 2002 - Invited Presentation : Product-Line Pricing in a Distribution Channel: Optimum or Pessimum?' (Syracuse University; Baylor University; City University at Hong Kong)
- 2002 - Executive Education : Cerveceria Cuauhtemoc Moctezuma, Pricing Strategy and Tactics'
- 2001 - Invited Presentation : To Coordinate or Not to Coordinate the Channel: That is the Manufacturer's Question' (Rutgers University; Hong Kong Polytechnic)
- 2001 - Executive Education : Milliken, Launching New Products'
- 2000 - Executive Education : 3M China, Pricing and Distribution'
- 2000 - Invited Presentation : To Coordinate or Not to Coordinate the Channel: That is the Manufacturer's Question' (University of Rochester; Syracuse University; Wayne State University)
- 1999 - Invited Presentation : To Coordinate or Not to Coordinate the Channel: That is the Manufacturer's Question' (The University of Mississippi)
- 1997 - Invited Presentation : Manufacturer-Optimal Wholesale Pricing When Retailers Compete' (Hong Kong University of Science and Technology)
- 1996 - Executive Education : Management Program (UW) 19861988, 19911996
- 1995 - Executive Education : Bank of China, (Coordinator, UW) 19911995
- 1994 - Invited Presentation : Publishing in Major Marketing Journals' (University of Alabama)
- 1994 - Invited Presentation : Channel Coordination When Retailers Compete' (University of Alabama; Washington University--St. Louis)
- 1992 - Executive Education : Banking and Society in America, (UW) 19911992
- 1992 - Executive Education : American Chamber of Commerce in Hong Kong, Retail Management and Marketing' 1992
- 1992 - Invited Presentation : Evolution of the Retail Trades' (Lignan College at Hong Kong)
- 1990 - Executive Education : Korean Bankers' Institute (UW)
- 1990 - Invited Presentation : A Model of Multi-Regional Marketing' (University of Virginia, Darden; UW-UBC Joint Conference)
- 1989 - Invited Presentation : Customer Shopping Patterns in Asymmetrical Retail Space' (New York University; University of Virginia, Darden School)
- 1989 - Invited Presentation : A Model of Multi-Regional Advertising' (University of Connecticut)
- 1988 - Executive Education : Seafirst College
- 1988 - Invited Presentation : Intertype Competition in the Distribution of Alcoholic Beverages' (AMA Faculty Consortium)
- 1986 - Executive Education : John Fluke
- 1985 - Invited Presentation : Functional Shifting and Spatial Shopping Behavior of Consumers' (University of Nebraska)
- 1985 - Invited Presentation : Macro-Retail Structure: Its Determinants and Regional Patterns' (University of Nebraska, University Research Council Visiting Scholar)
- 1984 - Invited Presentation : Structural Determinants of Market Potential' (Urban Land Economics Group, University of British Columbia)
- 1982 - Invited Presentation : Labor Productivity in Retailing' (Texas Wesleyan College, Faculty Development Program)
- 1982 - Invited Presentation : Productivity and the Marketing Function' (Texas Wesleyan College, Faculty Development Program)
- 1979 - Executive Education : Advanced Programs (OU) 19751979: Germany, Spain, Panama, Japan, and USA
- 1978 - Executive Education : Economic Forecasting, Institute for Financial Education, OCCE 19761978

Last updated by member on 25-Feb-10 (03:18 AM)