

Jason Acimovic

Curriculum Vitae, November 14, 2022

The Pennsylvania State University
Smeal College of Business
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ACADEMIC APPOINTMENTS

- The Pennsylvania State University, Smeal College of Business
Department of Supply Chain and Information Systems
- Associate Professor of Supply Chain Management, 2020-present
 - Assistant Professor of Supply Chain Management, 2012-2020

INSEAD

- Visiting Scholar (during my sabbatical), 2022-2023

Massachusetts Institute of Technology

- Graduate Teaching Assistant, 2008-2010

EDUCATION

Massachusetts Institute of Technology

- Ph.D., Operations Research, 2012
- Thesis: *Lowering Outbound Shipping Costs in an Online Retail Environment by Making Better Fulfillment and Replenishment Decisions.*
(Dantzig Dissertation Prize, 2013, CSCMP Doctoral Dissertation Award, 2013)

Yale University

- B.S., Physics, 1999

REFEREED JOURNAL ARTICLES

- Balasubramanian, K., Drake, D., Acimovic, J., and Fearing, D. (2022). Mobile money: Policies for managing cash and digital currency inventories in the developing world. Accepted at *Manufacturing & Service Operations Management*.
- Acimovic, J., Balasubramanian, K., Drake, D., and Parker, C. (2020). Show or tell? Improving inventory support for agent-based businesses at the base of the pyramid. *Manufacturing & Service Operations Management*.
(Previous version of paper funded in part by grant #OPP1154320 2016, *The Bill & Melinda Gates Foundation*. \$28,931).
(INFORMS Public Sector Operations Research Best Paper Award, runner up, 2019).
- Hu, K., Acimovic, J., Erize, F., Thomas, D., and Van Mieghem, J. (2019). Forecasting product life cycle curves: Practical approach and empirical analysis. *Manufacturing & Service Operations Management*, 21(1):66–85.
(*M&SOM* Practice-Based Research Competition, finalist, 2017).
- Acimovic, J. and Graves, S. C. (2017). Mitigating spillover in online retailing via replenishment. *Manufacturing & Service Operations Management*, 19(3):419–436.
- Acimovic, J. and Goentzel, J. (2016). Models and metrics to assess humanitarian response capacity. *Journal of Operations Management*, 45:11–29.

- Acimovic, J. and Graves, S. (2015). Making better fulfillment decisions on the fly in an online retail environment. *Manufacturing & Service Operations Management*, 17(1):34–51. (M&SOM Best Paper Award, winner, 2017).
- Fearing, D., Acimovic, J., and Graves, S. C. (2011). How to catch a Tiger: Understanding putting performance on the PGA TOUR. *Journal of Quantitative Analysis in Sports*, 7(1).
- Grober, R. D., Acimovic, J., Schuck, J., Hessman, D., Kindlemann, P. J., Hespanha, J., Morse, A. S., Karrai, K., Tiemann, I., and Manus, S. (2000). Fundamental limits to force detection using quartz tuning forks. *Review of Scientific Instruments*, 71(7):2776–2780.

PROFESSIONAL ARTICLE

- Acimovic, J., Lim, M. K., and Mak, H.-Y. (2018). Beyond the speed-price trade-off. *MIT Sloan Management Review*, pages 13–15. May 8.

BOOK CHAPTER

- Acimovic, J. and Farias, V. (2019). The fulfillment-optimization problem. In *Operations Research and Management Science in the Age of Analytics*, INFORMS TutORials in Operations Research. INFORMS (pub.), Catonsville, MD, USA. Netessine, S. (ed.), Shier, D. (series ed.). Forthcoming.

DATA SET

- Acimovic, J., Erize, F., Hu, K., Thomas, D., and Van Mieghem, J. (2019). Product life cycle data-set: Raw and cleaned data of weekly orders for personal computers. *Manufacturing & Service Operations Management*, 21(1):171–176.

WORKING PAPERS UNDER REVIEW

- Rothkopf, A., Acimovic, J., and Goentzel, J. (2022). The impact of transportation capacity in repositioning humanitarian supplies at FEMA. Major revision at *Decision Sciences Journal*.

WORKS IN PROGRESS

- Balasubramanian, K., Acimovic, J., and Drake, D. (In progress). Two-way inventory pools for mobile money agents in the developing world.

GRANTS

- Principal Investigator. Show or Tell? Improving agent decision making in a Tanzanian mobile money field experiment. Co-PIs: Karthik Balasubramanian, David Drake, and Christopher Parker.
- Grant #OPP1154320 2016, *The Bill & Melinda Gates Foundation*. \$28,931, June 2016 to April 2017.
 - *Smeal Small Research Grant*. \$1669, Spring 2016.
- Principal Investigator. Models and metrics to assess humanitarian response capacity. Co-PI: Jarrod Goentzel.
- *Smeal Small Research Grant*. \$1975, Spring 2017.
- Principal Investigator. Supplier capacity and disaster response: The impact of virtual stock on ability and efficiency to serve beneficiaries.
- *Smeal Small Research Grant*. \$1000, Fall 2017.
 - *Smeal Sustainability Research Grant*. \$3500, Spring 2017.

AWARDS AND HONORS

Research

- INFORMS Public Sector Operations Research Best Paper Award (Finalist), 2019, *Show or tell? Improving inventory support for agent-based businesses at the base of the pyramid*
- M&SOM Best Paper Award, winner, 2017, *Making better fulfillment decisions on the fly in an online retail environment*, (2015) M&SOM. 17 (1):34-51.
- M&SOM Practice-Based Research Competition (biennial), finalist, 2017, *Forecasting product life cycle curves: Practical approach and empirical analysis*, (2019), M&SOM. 21 (1):66-85.
- Dantzig Dissertation Prize, First Place, 2013
- Council of Supply Chain Management Professionals (CSCMP) Doctoral Dissertation Award, 2013

Service

- M&SOM Meritorious Service Award, 2018, 2019, 2020
- Decision Sciences Journal, Outstanding Reviewer Award, 2014

Teaching

- Smeal '2022 Undergraduate Student Teaching Excellence Award'
- Smeal Supply Chain and Information Systems Faculty Marshall, 2021

INVITED/REFEREED PRESENTATIONS AND SEMINARS

Interesting Operations Problems in Mobile Money

- Frankfurt School of Finance and Management, 2022

The impact of transportation capacity in prepositioning humanitarian supplies at FEMA

- Gurobi Days Digital, online, 2022
- Fisher College of Business, Ohio State University, 2021

Show or Tell? Improving agent decision making in a Tanzanian mobile money field experiment

- SC Johnson School of Business, Cornell University, 2019
- Leeds School of Business, University of Colorado at Boulder, 2019
- Olin Business School, Washington University, 2019
- The Fuqua School of Business, Duke University, 2019
- Darden School of Business, University of Virginia, 2018
- Massachusetts Institute of Technology, Humanitarian and Disaster Relief Working Group, 2018
- INSEAD, 2018
- The Pennsylvania State University Industrial Engineering colloquium, 2018
- The George Washington University School of Business, 2017

Forecasting product life cycle curves: Practical approach and empirical analysis

- The Pennsylvania State University Industrial Engineering colloquium, 2017

Mitigating spillover in online retailing via replenishment

- IBM Watson seminar, 2015
- The Pennsylvania State University Industrial Engineering colloquium, 2015
- Wharton Workshop on Empirical Research in Operations Management, 2014
- The Pennsylvania State University Center For Supply Chain Research leadership conference, 2013
- Amazon.com, Seattle, WA, 2012

Models and metrics to assess humanitarian response capacity

- Humanitarian Networks and Partnership Week conference, Geneva, 2016, 2017, 2018, 2019
- Logistics Cluster (coordination mechanism for practitioners responding to humanitarian emergencies) meeting, Washington, DC, 2018
- Webinar to UN Office for the Coordination of Humanitarian Affairs and other humanitarian logisticians, 2016

Making better fulfillment decisions on the fly in an online retail environment (Some of these are job talks.)

- The Pennsylvania State University Industrial Engineering colloquium, 2015
- MSOM Supply Chain Special Interest Group mini-conference, 2012
- Northwestern University, Kellogg School of Management, 2012
- UMASS Amherst, Isenberg School of Management, 2012
- Indiana University, Kelley School of Business, 2012
- University of Wisconsin - Madison, Wisconsin School of Business, 2012
- The Pennsylvania State University, Smeal College of Business, 2012
- Kiva Systems, North Reading, MA, 2011
- Massachusetts Institute of Technology, Sloan School of Management, 2010
- Amazon.com, Seattle, WA, 2011

Lowering outbound shipping costs in an online retail environment by making better fulfillment and replenishment decisions

- Council of Supply Chain Management Professionals conference, dissertation award session, 2013
- INFORMS conference, dissertation award session, 2013

How to catch a Tiger: Understanding putting performance on the PGA TOUR

- Massachusetts Institute of Technology Leaders for Global Operations alum webinar, 2010
- Massachusetts Institute of Technology, Sloan School of Management, 2009

EDITORIAL BOARDS

Journal of Operations Management, 2016-present

Production and Operations Management, 2015-present

AD-HOC JOURNAL REFEREE

Decision Sciences Journal, Journal of Operations Management, Management Science, Manufacturing & Service Operations Management, Operations Research, Production and Operations Management

REVIEW PANELS

POMS College of Sustainable Operations Student Paper Competition, 2021

INFORMS Section on Public Sector and Operations Research Paper Competition, 2019

POMS College of Humanitarian Operations and Crisis Management Paper Competition, 2018, 2019

MSOM Student Paper Competition, 2018, 2021

DSI Elwood S. Buffa Doctoral Dissertation Award, 2018

Israel Science Foundation Research Grants and Projects Office, 2016

MSOM conference, 2014, 2015, 2016

MIT Sports Analytics Conference Paper Competition, 2014, 2016

Society for Public Programs, Service, and Needs Paper Competition, 2014

CONFERENCE INVOLVEMENT

DSI conference

Panel: “On The Ground: What comes after your research idea?”, 2021

POMS conference

Session chair, “Practice-driven online & omnichannel retail operations,” 2017

Session chair, “Supply chain analytics in dual-sourcing,” 2017

INFORMS conference

Session chair, “Hole in one: Using operations research to analyze golf I,” 2009

MEDIA MENTIONS

Jackson, K. (2019). Mobilizing money. *Science Node*. March 11.

Barrett, D. (2014). Crunch time: The state of stats in golf. *Golf Digest*. January 13.

Newport, J. P. (2010). A stat is born: Golf’s new way to measure putting. *Wall Street Journal*. March 12.

Agger, M. (2010). The dark art of putting. *Slate*. August 11.

COURSES TAUGHT

The Pennsylvania State University

- *Supply Chain Analytics (SCM 421)*, 2012-2021
 - Senior level undergraduate course focusing on finding insight in data, building models, and making data-driven decisions using Excel, R, Tableau, and more.
 - Instructor ratings (out of 7): 6.88 (2020), 6.42 (2019), 6.86 (2018), 6.74 (2017), 6.25 (2016), 6.55 (2015), 6.60 (2014), 6.74 (2013), 6.33 (2012)
- *Demand Fulfillment Analytics (SCM 566)*, 2020-2022
 - MBA elective focusing on better fulfilling customer demand via inventory models, forecasting, pooling risk, and aligning incentives.
 - Instructor ratings (out of 7): 6.90 (2022), 6.13 (2021), 5.58 (2020)

Massachusetts Institute of Technology

- Instructor
 - *Math Bootcamp (MBA)*, 2010, 2011
 - *Introduction to Excel (MBA)*, 2010, 2011
- Teaching assistant
 - *Data, Models, and Decisions (MBA)*, 2010 (instructor: Schulz, A.)
 - *Manufacturing Systems and Supply Chain Design (MBA)*, 2009 (instructors: Graves, S., and Simchi-Levi, D.)
 - *Supply Chain Planning (MBA)*, 2009 (instructors: Graves, S., and Simchi-Levi, D.)
 - *Probability and Statistics for Engineers (MBA)*, 2008 (instructors: Barnett, A. and Welsch, R.)

Guest lectures

- Darden School of Business, *Supply Chain Management Elective (MBA)* (instructor: Douglas Thomas), 2022
- The Pennsylvania State University, *Demand Fulfillment (MBA)* (instructor: Vidya Mani), 2019
- The Pennsylvania State University, *Demand Fulfillment (undergraduate)* (instructor: Steve Tracey), 2018
- The Pennsylvania State University, Math Club, 2014

- Massachusetts Institute of Technology, *Operations Management (MBA)*, (instructor: Vivek Farias), 2013

DOCTORAL ADVISING

Ph.D. dissertation committees

- Li, Dongsheng, The Pennsylvania State University, (current)
- Kosilova, Natalia, The Pennsylvania State University, *Analytics of Discrete Choice in Sequential Search and Price Promotions*, defended November 2022
- Chatterjee, Punya, The Pennsylvania State University, *Non-Monetary Leniency of Return Policies*, defended June 2022
- Vural, Tugce, The Pennsylvania State University, *Essays on Retail Operations*, defended May 2021
- Savonen, Benjamin, The Pennsylvania State University, *Benefits and Barriers to Establishing Distributed Manufacturing with 3D Printing in International Development and Humanitarian Contexts*, defended April 2019
- Balasubramanian, Karthik, Harvard University, *Essays in a Supply Chain Approach to Understanding and Improving Mobile Money in East Africa*, defended April 2018
- Mutha, Akshay, The Pennsylvania State University, *Essays in Product Acquisition in Closed-Loop Supply Chains*, defended February 2018

UNIVERSITY SERVICE

The Pennsylvania State University

- Penn State Data Analytics Challenge award committee, 2018

COLLEGE SERVICE

Smeal College of Business, The Pennsylvania State University

- College PATCOM (Promotion and Tenure Committee), 2021-2022
- Smeal Diversity Task Force, Engagement Subcommittee co-chair, 2020-2022
- Smeal Diversity Audit Discovery Ad Hoc Committee, chair, 2020-2021
- Received Dell MARC (Many Acting for Real Change) training, 2021
- Received IDI (Intercultural Development Inventory) assessment, 2021
- Faculty engagement, Accepted Students Program, 2013, 2014, 2015, 2016, 2017, 2018, 2022
- Excel mini-course instructor, Smeal MBA Supply Chain Club, 2016
- Excel mini-course instructor, Smeal Management Information Systems Association, 2013, 2015
- Judge, Deloitte Supply Chain MBA case competition, 2015
- Judge, Russian Standard Vodka case competition, 2013

DEPARTMENT SERVICE

Department of Supply Chain and Information Systems, Smeal College of Business, The Pennsylvania State University

- Department PATCOM (Promotion and Tenure Committee), 2020-2021
- Faculty hiring departmental search committee, 2021-2022
- SCIS Curriculum Review Committee, SCM421, 2021
- Faculty recruiting conference screening committee, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2021

- Seminar series co-organizer, 2017-2018 academic year
- Ph.D. first-year exam evaluation committee, 2016
- Ph.D. professional development panel, 2016
- Ph.D. job market advisory panel, 2016
- Center for Supply Chain Research leadership conference breakout session moderator, 2013
- Center for Supply Chain Research leadership conference presenter, 2013, 2017
- Center for Supply Chain Research Retail Focus Group co-organizer, 2017

OUTREACH/PUBLIC SERVICE

Emergency Supply and Prepositioning Strategies Working Group member and special advisor, 2015-present

Facilitated by United Nations' Office for the Coordination of Humanitarian Affairs, group of disaster response aid organizations with goal of improving system-wide emergency stockpiling strategies

INDUSTRY EXPERIENCE

Operations Research Intern, Amazon.com, Seattle, WA, 2009

Logistician/Administrator, Médecins Sans Frontières, Zwedru, Liberia, 2005-2006

Location Scout/Location Manager, Film Industry, Richmond, VA, 2002-2005

Senior Operations Analyst, Capital One Financial, Richmond, VA, 2000-2002