

VERÓNICA H. VILLENA

Department of Supply Chain & Information System
Smeal College of Business – The Pennsylvania State University
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EDUCATION

Doctorate of Philosophy, Business Management – September 2011
IE Business School, Madrid, Spain. Major: Supply Chain Management; Minor: Strategy

Master of Business Administration. Graduated with High Honors – August 2005
IE Business School, Madrid, Spain
Electives concentrated in Operations Management and Strategy

Bachelor of Industrial Engineering. First position in the graduating class – December 2001
Universidad de Ingeniería, Lima, Peru

EXPERIENCE

Academic Appointments

Assistant Professor – January 2012 to present
Department of Supply Chain and Information Systems, Smeal College of Business
Pennsylvania State University

Faculty Affiliate – January 2012 to present
Center for Supply Chain Research, Smeal College of Business
Pennsylvania State University

Industry Employment

ISO 9000 Leader Auditor – November 2002 to August 2006
Iberian SGS ICS S.A., Madrid, Spain

Engineering Analyst – January 2000 to October 2002
Pierre Cardin-Juan Leng S.A.C., Lima, Peru

RESEARCH AND TEACHING INTERESTS

Buyer-Supplier Relationships
Sustainable Supply Networks
Sustainable Procurement

HONORS AND AWARDS

2018 Best Reviewer Honorable Mention Award, Journal of Operations Management
2016 Chan Hahn Best Paper Award Winner, AOM Conference, Operations Management Division
2014 Best Reviewer Award, AOM Conference, Operations Management Division
2011 Chan Hahn Best Paper Award Finalist, AOM Conference, Operations Management Division
2010 Student Best Paper Competition Finalist, AOM Conference, Operations Management Division
2010 Student Best Paper Competition Finalist, POMS Conference, College of SCM
2009 Best Paper Award Finalist, Decision Sciences Journal
2002 Academic Excellence Award, Union Life
2001 Ranked first in graduating class, Universidad de Ingeniería

REFEREED PUBLICATIONS

Villena, V.H. Forthcoming. The missing link? The strategic role of procurement in building sustainable supply networks. Production and Operations Management.

Villena, V.H., Choi, T.Y., & Revilla, E. 2019. Revisiting inter-organizational trust: Is more always better or could more be worse? Journal of Management, 45(2): 752–785.

Villena, V.H. & Gioia, D. 2018. On the riskiness of lower-tier suppliers: Managing sustainability in supply networks. Journal of Operations Management, 64: 65–87.

Villena, V.H., Lu, G., Gomez-Mejia, L., & Revilla, E. 2018. Is top management team-supply chain manager interaction the missing link? An analysis of risk-bearing antecedents for supply chain managers. International Journal of Production and Operations Management, 38(8): 1640–1663.

Villena, V. H., & Craighead, C. 2017. On the same page? How asymmetric buyer-supplier relationships affect opportunism and performance. Production and Operations Management, 26(3): 491–508.

Villena, V.H., Choi, T.Y., & Revilla, E. 2015. Managing the dark side of collaborative buyer-supplier relationships. Supply Chain Management Review, November-December: 50–55.

Salvador, F., & **Villena, V. H.** 2013. Supplier integration and new product development outcomes: Conditional moderation effects of modular design competence. Journal of Supply Chain Management, 49 (1): 87–113.

This paper was a finalist for the 2012 Chan Hahn Best Paper Award at the Academy of Management Conference, Operations and Supply Chain Management Division.

Revilla, E., & **Villena, V.H.** 2012. Knowledge integration taxonomy in buyer-supplier relationships: Trade-offs between efficiency and innovation. International Journal of Production Economics, 140 (2): 854–864.

Villena, V.H., Revilla, E., & Choi, T.Y. 2011. The dark side of collaborative buyer-supplier relationships: A social capital perspective. Journal of Operations Management, 29(6): 561–576.

This paper was a finalist for the 2010 Student Best Paper Competition at the POMS Conference (College of Supply Chain Management) and Academy of Management Conference (Operations and Supply Chain Management Division).

Villena, V.H., Gomez-Mejia, L., & Revilla, E. 2009. The decision of the supply chain executive to support or impede supply chain integration: A behavioral agency perspective. Decision Sciences, 40(4):635–665.

This paper was chosen as a finalist for the 2009 Best Paper Award in Decision Sciences.

INVITED SEMINAR PRESENTATIONS

“A call to action: Prioritizing sustainable purchasing research topics”

Sustainable Purchasing Leadership Council (SPLC), Minnesota, May 2018

“A ticking time bomb? Managing sustainability in lower-tier suppliers”

Saïd Business School, University of Oxford. Oxford (UK), January 2018

Mendoza College of Business, Notre Dame University, Indianapolis, September 2017

“On the same page? How asymmetric buyer-supplier relationships affect opportunism and performance”

Robert H. Smith School of Business, University of Maryland. Maryland, March 2016

W.P. Carey Business School, Arizona State University, Phoenix, January 2016

“How to create a supply network that is more sustainable?”

Johnson Graduate School, Cornell University, Ithaca, April 2015

Smeal College of Business, PSU Sustainability Research Seminar, University Park, May 2015

“Managing the dark side of collaborative buyer-supplier relationships.”

Ivey Business School, Western University, London-Canada, September 2013

W.P. Carey Business School, Arizona State University, Phoenix, June 2013

“The dark side of collaborative buyer-supplier relationships: A social capital perspective.”

Robert H. Smith School of Business, University of Maryland, Maryland, November 2010

Smeal College of Business, Pennsylvania State University, December 2010

ACADEMIC CONFERENCE PRESENTATIONS

“Drivers for social and environmental responsibility in Philips’ Chinese supply chain: A multimethod study.”

POMS Annual Meeting, Washington DC, May 2019

INFORMS Annual Meeting, Phoenix, November 2018

“When does buyer pressure elicit supplier environmental transparency? The joint effect of internal and external drivers.”

IPSESA Annual Meeting, Rome, April 2019

AOM Annual Meeting, Chicago, August 2018

POMS Annual Meeting, Houston, May 2018

“The missing link? The strategic role of procurement in building sustainable supply networks.”

INFORMS Annual Meeting, Phoenix, November 2018

POMS Annual Meeting, Houston, May 2018

AOM Annual Meeting, Chicago, August 2018

“A ticking time bomb? Managing sustainability in lower-tier suppliers.”

DSI Annual Meeting, Washington D.C., November 2017

AOM Annual Meeting, Atlanta, August 2017

“Revisiting inter-organizational trust: Is more always better or could more be worse?”

DSI Annual Meeting, Austin, November 2016

DSI Annual Meeting, Baltimore, November 2013

INFORMS Annual Meeting, Phoenix, November 2012

“Common supply chain partners: When do they help or harm? The buyer versus supplier perspectives?”

AOM Annual Meeting, Anaheim, August 2016

POMS Conference, Washington DC, May 2015

“On the same page? How asymmetric buyer-supplier relationships affect opportunism and performance.”

AOM Annual Meeting, Vancouver, August 2015

DSI Annual Meeting, Tampa, November 2014

“Is top management team-supply chain manager interaction the missing link? An analysis of risk-bearing antecedents for supply chain managers.”

POMS Conference, Atlanta, May 2014

DSI Annual Meeting, San Francisco, November 2012

“Mitigating mechanisms to the dark side of collaborative buyer-supplier relationships.”

AOM Annual Meeting, Orlando, August 2013

POMS Conference, Denver, May 2013

“The dark side of collaborative buyer-supplier relationships: A social capital perspective.”

POMS Annual Meeting, Vancouver, May 2010

AOM Annual Meeting, Montreal, August 2010

“The decision of the supply chain executive to support or impede supply chain integration: A multidisciplinary behavioral agency perspective.”

AOM Annual Meeting, Chicago, August 2009

POMS Annual Meeting, La Jolla, May 2008

“Inter-organizational relationship and learning: A reconceptualization of tie strength.”

AOM Annual Meeting, Philadelphia, August 2014

DSI Annual Meeting, Baltimore, November 2008

“Knowledge integration taxonomy in buyer-supplier relationships: Trade-offs between efficiency and innovation.”

POMS International Meeting, Tokyo-Japan, July 2008

PROFESSIONAL PRESENTATIONS

“Professionalism in Academia”

Doctoral Student and Junior Faculty Consortium, AOM conference, OSCM Division, August 2017

“Developing a Research Portfolio: What to Do and What not to Do”

New Faculty Development Consortium, Decision Sciences Conference, November 2015

“Getting the Dream Job”

Doctoral Student Consortium, Decision Sciences Conference, November 2014

“Managing the Dark Side of Collaborative Buyer-Supplier Relationships”

Center for Supply Chain Research-Pennsylvania State University, September 2013

RESEARCH GRANTS

2017 Global Programs, Pennsylvania State University, \$3,000

2016 Research Grant, Smeal College of Business, \$2,000

2014 Research Grant, Smeal Sustainability Initiative, \$7,000

2012 Research Grant, Spanish Ministry of Science and Innovation, €25,000 (\$ 34,000)

2010 Research Grant, Center for Advance Procurement Studies (CAPS Research), \$ 27,000

2008 Research Grant, Research & Development Program of Spanish Government, €45,000 (\$ 57,000)

TEACHING EXPERIENCE

I have experience teaching both a resident (Undergraduate program in Supply Chain Management) and an asynchronous online course on strategic procurement (Master program in Supply Chain Management) at Smeal College of Business, Pennsylvania State University.

Strategic Procurement at the undergraduate level (SCM 406)

2018: 6.40/7.00 course rating; 6.43/7.00 instructor rating

2017: 6.08/7.00 course rating; 6.08/7.00 instructor rating

2016: 5.96/7.00 course rating; 5.95/7.00 instructor rating

2014: 6.27/7.00 course rating; 6.08/7.00 instructor rating

2013: 5.89/7.00 course rating; 6.26/7.00 instructor rating

Strategic Procurement at the graduate level (SCM 820)

2015: 6.10/7.00 course rating; 6.09/7.00 instructor rating

2014: 6.11/7.00 course rating; 6.44/7.00 instructor rating

2013: 5.90/7.00 course rating; 6.26/7.00 instructor rating

SERVICE TO PROFESSIONAL SOCIETIES

Associate Editor

- Journal of Operations Management (2018-present)

Editorial Review Board

- Productions and Operations Management (2013-present)
- Journal of Supply Chain Management (2013-present)

Review Panels

- Best Student Paper Award Review Committee Member, 2017 AOM conference-OSCM Division
- Johnson and Johnson Supplier Sustainability Award Judge, 2016
- Chan Hahn Best Paper Award Review Committee Member, 2014 AOM Conference-OSCM Division
- Best Student Paper Award Review Committee Member, 2013 Decision Sciences Conference

Track Chair

- Co-chair for Purchasing and Sourcing Management Track, 2017 POM Conference
- Co-chair for the Doctoral and Junior Faculty Consortium, 2015 AOM Conference
- Co-chair for Purchasing and Supplier Relationship Track, 2014 Decision Sciences Conference

Session Organizer

- Sustainability Research at the Strategy-Supply Chain Interface: Current Work and Future Agenda, AOM Conference, 2019
- Responsible Supply Chains, POM Conference, 2019
- Sustainable Supply Chains, POM Conference, 2018
- Sustainable Supply Networks, Decision Sciences Conference 2017
- The Next Frontier in Buyer-Supplier Relationships, Decision Sciences Conference 2016
- Trends and Challenges in Buyer-Supplier Relationships, POMS Conference 2015

Session Chair

- Decision Sciences Conference, 2013, 2014, 2016, 2017
- AOM Conference, 2013, 2014, 2015, 2017, 2018
- POMS Conference, 2014, 2015, 2018

SERVICE TO PENNSYLVANIA STATE UNIVERSITY

- Global Program Initiative in South America: PSU-PUCP-UNI Research Project (2017, 2018, 2019)
- Smeal Honor Code Signing Volunteer (2012, 2013, 2014, 2015, 2016, 2017, 2018)
- Co-organizer of Supply Chain and Information Systems' research seminar series (2016-2017)
- Member of the Supply Chain and Information Systems PhD Student/Faculty Recruiting Committee (2013, 2014, 2015, 2016, 2017, 2018)