

## Damian R. Beil

Stephen M. Ross School of Business  
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CURRICULUM VITAE  
February 2012

### Education **Massachusetts Institute of Technology, Cambridge, MA**

Ph.D. in Operations Research, June 2003.  
Thesis Title: Two Topics in Online Auctions.  
Advisor: Lawrence M. Wein.

### **New College, Sarasota, FL**

BA in Mathematics, May 1999.

### Professional History

#### **Stephen M. Ross School of Business**

2010 – present

*Associate Professor of Operations and Management Science*

2003 – 2010

*Assistant Professor of Operations and Management Science*

Research interests include applied and methodological research in procurement management, online commerce, and health care.

1999 - 2003

#### **MIT Sloan School of Management, Cambridge, MA**

*Research Assistant*

- Multi-attribute internet procurement auctions.
- Bidder pooling in online auctions.
- Multi-modal cancer treatments.

2001

#### **Analytics Operations Engineering, Inc., Boston, MA**

*Analyst Intern*

- Conduct customer profitability analyses for large cable and wire manufacturer.
- Carry out on-site interviews, data collection.
- Develop custom software tool to aid manufacturer's order accept/reject decisions.

1998

#### **The Boeing Company, Seattle, WA**

*Actuarial Analyst Intern*

- Conduct analysis for company-wide Employee Pension Fund policy decisions.
- Synthesize findings from cohort studies and prepare report for senior management.

### Research Awards

- 2009 Arnold M. & Linda T. Jacob Faculty Development Award, Ross School of Business (school-wide, junior-faculty research award).
- 2002 Nicholson Student Paper Competition Finalist.

## NSF Grants

- NSF Research Grant (DMI-0620153 with Amy Cohn and Amitabh Sinha), "Simplified Bidding and Solution Structures for Combinatorial Procurement Auctions," \$149,114, 2006-09.
- NSF Research Grant (CMMI-0800158 with Volodymyr Babich and Goker Aydin), "Supply Risk Management and Asymmetric Information," \$220,000, 2008-10.

## Teaching Award

- 2007 BBA Teaching Excellence Award, voted by 2007 Graduating BBA Class.

## Teaching

2003-present

### **Ross School of Business, Ann Arbor, MI**

- *Strategic Sourcing (MBA)*. F10-11. 2010-11 evaluations (1 section/yr): 4.85/5.0
- *Introduction to Operations Management (MBA)*. W08-present. 2008-12 student evaluations (3 sections/yr): 4.85/5.0.
- *Action Learning Projects in Operations, Procurement, and Supply Chain Management (MBA/BBA)*. F11. 4.5/5.0
- *Introduction to Operations Management (BBA)*. W04-7. Core coordinator 2005-7. 2006-7 student evaluations (3 sections/yr): 4.85/5.0.
- *Ph.D course on Procurement and Sourcing*. F05, W10. 4.95/5.0.
- *Faculty Advisor: Multidisciplinary Action Projects (MBA)*. 18 student teams. W04-6,10.
- *Faculty Advisor: Tauber Institute for Global Operations Student Projects (MBA, MS)*. 9 projects. Companies: Dell, Intel, Boeing, BorgWarner, FederalMogul, General Motors. 2004-11.
- *Executive Education*. April 2011, *Efficient and Responsive Operations* 1-day custom course for Schaeffler Group, Shanghai. April 2011, *Operations and Supply Chain Management* 2-day course for William Davidson Institute, Riga.

2001

### **MIT Sloan School of Management, Cambridge, MA**

- *Teaching Assistant: Introduction to Operations Management (MBA)*.

## Published or accepted papers

1. "An Inverse-Optimization-Based Auction Mechanism to Support a Multi-Attribute RFQ Process," (with Lawrence M. Wein), 2003. *Management Science*, 49: 1529-1545.
2. "Total-Cost Procurement Auctions: Impact of Suppliers' Cost Adjustments on Auction Format Choice" (with Dimitris Kostamis and Izak Duenyas), 2009. *Management Science*, 55: 1985-1999.
3. "RFQ Auctions with Supplier Qualification Screening," (with Zhixi Wan), 2009. *Operations Research*, 57: 934-949.
4. "Supply Disruptions, Asymmetric Information and a Backup Production Option," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich), 2009. *Management Science*, 55: 192-209.

5. "Solving Truckload Procurement Auctions over an Exponential Number of Bundles," (with Richard Chen, Shervin AhmadBeygi, Amy Cohn, and Amitabh Sinha), 2009. *Transportation Science*, 43: 493-510.
6. "A Pooling Analysis of Two Simultaneous Online Auctions," (with Lawrence M. Wein), 2009. *Manufacturing and Service Operations Management*, 11: 33-51.
7. "Analysis and Comparison of Multimodal Cancer Treatments," (with Lawrence M. Wein), 2002a. *IMA Journal of Mathematics Applied to Medicine and Biology*, 18: 343-376.
8. "Sequencing Surgery, Radiotherapy and Chemotherapy: Insights from a Mathematical Analysis," (with Lawrence M. Wein), 2002b. *Breast Cancer Research and Treatment*, 74: 279-286.
9. "Using a Dual-Sourcing Option in the Presence of Asymmetric Information about Supplier Reliability: Competition vs. Diversification," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich), 2011. To appear in *Manufacturing and Service Operations Management*.
10. "When Does it Pay to Delay Supplier Qualification? Theory and Experiments," (with Zhixi Wan and Elena Katok). 2012. To appear in *Management Science*.

#### **Work under review**

11. "Auctions to Learn Consumer Demand for a Product with a Short Selling Horizon," (with Mathew Potoff), 2007. Under revision for 2<sup>nd</sup> round review at *Manufacturing and Service Operations Management*.
12. "Does Pooling Component Demands when Sourcing Lead to Higher Profits?," (with Bin Hu and Izak Duenyas). 2010. Under revision for 3<sup>rd</sup> round review at *Management Science*.
13. "Simple Auctions for Supply Contracts," (with Bin Hu and Izak Duenyas). 2010. Under revision for 3<sup>rd</sup> round review at *Management Science*.
14. "Price-Quoting Strategies of a Tier-Two Supplier," (with Bin Hu and Izak Duenyas). 2010. Under revision for 3<sup>rd</sup> round review at *Management Science*.
15. "Split Award Auctions for Supplier Retention," (with Aadhaar Chaturvedi and Victor Martinez de Albeniz). 2010. Under revision for 2<sup>nd</sup> round review at *Management Science*.

#### **Invited articles and chapters**

16. "Supplier Selection," 2010. Wiley *Encyclopedia of Operations Research and Management Science*.
17. "Decentralized Supply Risk Management," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich). 2010. *Handbook of Integrated Risk Management in Global Supply Chains*, co-edited by Panos Kouvelis, Onur Boyabatli, Lingxiu Dong, and Rong Li. Wiley.
18. "Research Opportunities in Auctions and Procurement." Invited chapter for *Tutorials in Operations Research* (in conjunction with the INFORMS 2010 Tutorial Sessions).

#### **Work in preparation**

19. "Bargaining Power and Supply Base Diversification," (with Zhixi Wan). (MSOM 2008 Student Paper Competition Finalist.)

20. "Informing Auction Design by Gathering Intelligence on Suppliers," (with Yan Yin and Hyun-soo Ahn).
21. "Deploying Test Auctions to Help Determine How Many New Suppliers to Qualify," (with Brendan See and Izak Duenyas).
22. "Solving Stochastic Combinatorial Truckload Procurement Auctions in Parallel," (with Shervin AhmadBeygi , Richard Chen, Amy Cohn, and Amitabh Sinha).

### **Invited Seminars**

- "When Does it Pay to Delay Supplier Qualification? Theory and Experiments", Sauder School of Business, University of British Columbia, March 2012
- "When Does it Pay to Delay Supplier Qualification? Theory and Experiments," Fisher College of Business, The Ohio State University, October 2011
- "Bargaining Power and Supply Base Diversification," Graduate School of Business, Columbia University, February 2010
- "Bargaining Power and Supply Base Diversification," Anderson School of Management, UCLA, January 2010
- "Bargaining Power and Supply Base Diversification," Foster School of Business, University of Washington, December 2009
- "Bargaining Power and Supply Base Diversification," Fuqua School of Business, Duke University, September 2009
- "Bargaining Power and Supply Base Diversification," Sloan School of Management, Massachusetts Institute of Technology, April 2009
- "Total-Cost Procurement Auctions: Impact of Suppliers' Cost Adjustments on Auction Format Choice," Smeal College of Business, Pennsylvania State University, March 2008
- "RFQ Auctions with Supplier Qualification Screening," Amazon.com, Seattle, May 2006
- "RFQ Auctions with Supplier Qualification Screening," Rotman School of Management, University of Toronto, April 2006

### **Professional Activities and Service**

- Associate Editor for *Operations Research*
- Associate Editor for *Naval Research Logistics*
- Special Issue Associate Editor for *Production and Operations Management*
- 2011 MSOM Conference organizing committee member
- 2011 and 2005 INFORMS Doctoral Colloquia Panel Speaker
- 2011 POMS Sourcing and Procurement track co-chair
- 2009 M&SOM Student Paper Competition co-chair
- 2009 INFORMS Auctions Cluster co-chair
- 2005 INFORMS MSOM Cluster co-chair
- Panel judge, 2004 & 2006-8 M&SOM Student Paper Competition
- Reviewer for *Management Science*, *Operations Research*, *MSOM*, *Naval Research Logistics*, *POMS*, *IIE Transactions*, *IEEE Transactions on Automation Science and Engineering*

- Meritorious Service Award, *Management Science* 2010, *Manufacturing and Service Operations Management* 2009
- Member of INFORMS, M&SOM, and POMS