

Damian R. Beil

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CURRICULUM VITAE
September 2009

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

- 2003 – present **Stephen M. Ross School of Business**
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

- *Introduction to Operations Management (MBA)*. W08-present. 2008-9 student evaluations (3 sections/yr): 4.93/5.0.
- *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. 4.9/5.0.
- *Faculty Advisor: Multidisciplinary Action Projects (MBA)*. 10 student teams. W04-6.
- *Faculty Advisor: Tauber Institute for Global Operations Student Projects (MBA, MS)*. 6 projects. Companies: Dell, Intel, Boeing, Borgwarner. 2004-9.

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. To appear in *Management Science*.
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. To appear in *Transportation Science*.
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.

Work under revision

9. "Bargaining Power and Supply Base Diversification," (with Zhixi Wan), 2008. (MSOM 2008 Student Paper Competition Finalist.) Under revision for 2nd round review at *Operations Research*.
10. "Auctions to Learn Consumer Demand for a Product with a Short Selling Horizon," (with Mathew Potoff), 2007. Under revision for 2nd round review at *Manufacturing and Service Operations Management*.

Invited articles and chapters

11. "Supplier Selection," 2009. Invited article, accepted for the Wiley *Encyclopedia of Operations Research and Management Science*.
12. "Decentralized Supply Risk Management," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich). Invited chapter for the *Handbook of Integrated Risk Management in Global Supply Chains*, co-edited by Panos Kouvelis, Onur Boyabatli, Lingxiu Dong, and Rong Li, to be published by Wiley. Under review.
13. "Research Opportunities in Auctions and Procurement." Invited chapter for *Tutorials in Operations Research* (in conjunction with the INFORMS 2010 Tutorial Sessions). In preparation.

Work in preparation

14. "Procurement Auctions with an Incumbent and Partially Qualified Entrant: Theory and Experiments," (with Zhixi Wan and Elena Katok). 2009, in preparation for submission.
15. "Supply Disruptions, Asymmetric Information, and Dual Sourcing," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich). 2009, in preparation for submission.
16. "Delegating Procurement Decisions under Supply Risk and Asymmetric Information," (with Zhibin (Ben) Yang, Goker Aydin and Volodymyr Babich). In preparation.
17. "Informing Auction Design by Gathering Intelligence on Suppliers," (with Yan Yin and Hyunsoo Ahn). In preparation.
18. "Deploying Test Auctions to Help Determine How Many New Suppliers to Qualify," (with Brendan See and Izak Duenyas). In preparation.
19. "Solving Stochastic Combinatorial Truckload Procurement Auctions in Parallel," (with Shervin AhmadBeygi, Richard Chen, Amy Cohn, and Amitabh Sinha). In preparation.
20. "Auctions in Supply Networks: Bidding Strategies for a Tier-Two Supplier," (with Bin Hu and Izak Duenyas). In preparation.

21. "When Should Firms Pool Purchases from a Sole-source Supplier?," (with Bin Hu and Izak Duenyas). In preparation.

Invited Seminars

- Topic TBD, Anderson School of Management, UCLA, January 2010
- Topic TBD, 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

- 2009 M&SOM Student Paper Competition co-chair
- Auctions Cluster co-chair, INFORMS 2009
- MSOM Cluster co-chair, INFORMS 2005
- Panel speaker, INFORMS 2005 Doctoral Colloquia
- Panel judge, 2004 & 2006-8 M&SOM Student Paper Competition
- Reviewer for *Management Science*, *Operations Research*, *Naval Research Logistics*, *POMS*, *IIE Transactions*, *IEEE Transactions on Automation Science and Engineering*
- Member of INFORMS and M&SOM