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Curriculum Vitae

A. Gürhan Kök

Koç University
College of Administrative Sciences and Economics
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PROFESSIONAL EXPERIENCE

Koç University, College of Administrative Sciences and Economics

Professor of Business Administration, 2014-present
Academic Director, Koç Univ-MIGROS Retail Research Forum, 2011-present

The Fuqua School of Business, Duke University

Adjunct Professor, 2014 – present
Associate Professor of Operations Management with Tenure, 2011 – 2014
Associate Professor of Operations Management, 2007 –2011
Assistant Professor of Operations Management, 2003 – 2007

Invent Analytics

Founder and Chief Scientist, 2013 – present

EDUCATION

The Wharton School, University of Pennsylvania

Ph.D. in Operations and Information Management, 2003.
Thesis: Management of Product Variety in Retail Operations.
Advisors: Marshall L. Fisher, Gérard P. Cachon
M.A. in Applied Economics, 2000.

Bilkent University, Turkey

M.S. in Industrial Engineering, 1998. B.S. in Industrial Engineering, 1996.

Ankara Science High School, Turkey, 1992

AWARDS & GRANTS

- European Commission 7th Framework Programme, International Incoming Fellowship, IIF, €183,000
- MBA Outstanding Core Teacher Award, The Fuqua School of Business, 2011.
- ICI-Unilever (ECR-Europe) Research Grant. Principal Investigator. €20,000.
- M&SOM Meritorious Service Award for 2007, 2010, 2012.

- BeeTech R&D Pioneer of the Year Award by İTÜ Teknokent, 2019
 - Honorable mention, INFORMS Junior Faculty Paper Competition, 2005.
 - Honorable mention, INFORMS M&SOM Society Student Paper Competition, 2003.
 - Fellowship by OPIM Department, The Wharton School, University of Pennsylvania, 1998-2002.
 - Grant by Scientific and Technical Research Council of Turkey within the scope of NATO Science Scholarship Programme in the field of Industrial Engineering, July 1996.
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PUBLICATIONS

Published/Forthcoming papers

- [1] Kök, A.G., K. Shang. S. Yücel, 2020. Investments in Renewable and Conventional Energy: Role of Operational Flexibility. *Manufacturing & Service Operations Management*. **22**(5wo) 47-58
- [2] Caro, F., Victor Martinez-de-Albeniz, A.G. Kök, 2020. The Future of Retail Operations. *Manufacturing & Service Operations Management*. **22**(1) 47-58
- [3] Rooderkerk, R.P., A.G. Kök. 2019. Omnichannel Assortment Planning. In *Operations in an Omnichannel World* (Springer Series in Supply Chain Management, 8) (pp. 51-86). Eds. S. Gallino, A. Moreno. Springer.
- [4] Kök, A.G., K. Shang. S. Yücel. 2018. Electricity Pricing Models and Renewable Energy Investment. *Management Science*. **64** (1) 131–148.
- [5] Bernstein, F., A.G. Kök., L. Xie. 2015. Dynamic assortment customization with limited inventories. *Manufacturing & Service Operations Management*. **17** (4) 538–553.
- [6] Kök, A.G., M. Fisher, R. Vaidyanathan. 2014. Retail assortment planning: Review of literature and industry practice. In *Retail Supply Chain Management*, Eds. N. Agrawal, S.A. Smith. Springer.
- [7] Bernstein, F., A.G. Kök. A. Meca. 2015. Cooperation in assembly systems: The role of knowledge sharing networks. *European Journal of Operational Research*. **240** (1) 160-171.
- [8] Kök, A.G., K. Shang. 2014. Evaluation of supply chains with inventory record inaccuracy and implications on RFID investments. *European Journal of Operational Research*. **237**(1) 91-105.
- [9] Chen, L., A.G. Kök., J. Tong. 2013. The effect of payment timing on inventory decisions in a newsvendor experiment. *Management Science*. **59**(2) 436-451.
- [10] Kök, A.G. Y. Xu. 2011. Optimal and competitive assortments with endogenous pricing under hierarchical choice models. *Management Science*. **57** (9) 1546–1563.
- [11] Bernstein, F., A.G. Kök., L. Xie. 2011. The role of commonality in product assortment decisions. *Manufacturing & Service Operations Management*. **13**(2) 261-270.

- [12] Cachon, G., A.G. Kök. 2010. Competing manufacturers in a retail supply chain: On contractual form and coordination. *Management Science*. **56** (3) 571–589.
- [13] Bernstein, F., A.G. Kök. 2009. Dynamic cost reduction through process improvement in assembly networks. *Management Science*. **55** (4) 552–567.
- [14] Kök, A.G., M. Fisher, R. Vaidyanathan. 2008. Retail assortment planning: Review of literature and industry practice. In *Retail Supply Chain Management*, Eds. N. Agrawal, S.A. Smith. Springer.
- [15] Kök, A.G., M. Fisher. 2007. Demand estimation and assortment optimization under substitution: methodology and application. *Operations Research*. **55** (6) 1001–1021.
This paper received Honorable Mention in the INFORMS 2003 MSOM Student Paper Competition.
- [16] Cachon, G., A.G. Kök. 2007. Category management and coordination in retail assortment planning in the presence of basket shopping consumers. *Management Science*. **53** (6) 934-951.
- [17] Kök, A.G., K. Shang. 2007. Inspection and replenishment policies for systems with inventory record inaccuracy. *Manufacturing & Service Operations Management*. **9**(2) 185-205.
This paper received Honorable Mention in the INFORMS 2005 Junior Faculty (JFIG) Paper Competition.
- [18] Cachon, G., A.G. Kök. 2007. Implementation of the newsvendor model with clearance pricing: how to (and how not to) estimate a salvage value. *Manufacturing & Service Operations Management*. **9** (3) 276-290.
- [19] Sabuncuoglu, I., E. Erel, A.G. Kök. 2002. Analysis of Assembly Systems for Interdeparture Time Variability and Throughput, *IIE Transactions*, **34** (1) 23-40.
- [20] Erel E., I. Sabuncuoglu, A.G. Kök. 2004. Analyses of serial production line systems for interdeparture time variability and WIP inventory. *Inter. Jour. of Oper. and Quant. Management* **10** (4): 275-296.

Manuscripts in preparation

- [21] Kök, A.G., A. Serdar Şimşek. Variety and Inventory Trade-off in Retailing: An Empirical Study
- [22] Kök, A.G., Alireza Kabir Mamdouh. An Attribute-based Personalization and Recommendation System.

Business Articles

- [23] Mercikoglu, C., Z. Akşin, A.G. Kök. 2020. Yönetim Kalitesi ve Operasyonel Mükemmellik: Türkiye'nin Çözüm Fabrikaları. Harvard Business Review Türkiye.

APPLIED RESEARCH PROJECTS

- 1999 – Present Harvard – Wharton Consortium for Operational Excellence in Retailing.
Academy-industry collaboration project with more than 30 participating retailers.
- 2007 System Design to Improve Childhood Immunization Rates in Zambia
Joint project with Duke Clinical Research Institute

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| 2006 – 2007 | Performance Evaluation & Strategy Development for the Organized Industrial Zones A project led by Dokuz Eylul University of Izmir, Turkey, prepared for and funded by National Planning Agency of Turkey. |
| 2000 – 2002 | Royal AHOLD N.V., The Netherlands. Merchandising and Replenishment Coherence |
| 1999 | Nine West Group, Inc., NY. Management of Size of Apparel and Shoe Products |

TEACHING EXPERIENCE

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| 2013 – Present | Koç University, Graduate School of Business and College of Administrative Sciences OPSM901, Executive MBA Core 2016-present OPSM301, Core Undergraduate Course 2014-present Ph.D. Seminar on Operations Management 2014, 2018, 2020 |
| 2003 – 2013 | Duke University, Fuqua School of Business OPS 370, MBA core in Operations Management (2004-2013) OPS 821G, Global Executive MBA core in Operations Management (2011-2013) GATE: CHINA. MBA elective (2007, 2008) EGRMGMT262, Operations Elective in Master of Engineering Management, Pratt School of Engineering (2004, 2006, and 2007) BA 591, Ph.D. Course, Supply Chain and Revenue Management (2006, 2008, 2009) |
| 1998 – 2003 | Teaching and Research Fellow, Operations and Information Management Department, The Wharton School, University of Pennsylvania. |
| 1996 – 1998 | Teaching Assistant, Dept. of Industrial Eng., Bilkent University, Turkey. |

CONSULTING EXPERIENCE

- Founder, INVENT Analytics (Data-driven optimization based business solutions for Retail, E-Commerce, FMCG companies)
 - Various Retailers and FMCG Companies in the U.S. and Turkey
 - On the Advisory Board of In4mation Insights, Boston, MA (A model based data analytics company)
 - B/E Aerospace, FL. - Global inventory optimization, Strategic procurement system design
 - Albert Heijn, Royal AHOLD N.V. The Netherlands. - Demand estimation and assortment optimization.
 - Best Buy, MN. - Managing allocation and flow of short life-cycle good inventories to stores
 - Nine West Group, Inc., NY. - Estimation of store-level size distribution and inventory planning
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PROFESSIONAL SERVICE

Editorial Positions

- Associate Editor, *Management Science*, 2014-present
- Associate Editor, *Manufacturing & Service Operations Management*, 2011-present

- Senior Editor, *Production and Operations Management*, 2010-2016.

Referee Work

- Referee for *Management Science, Operations Research, Manufacturing & Service Operations Management, Naval Research Logistics, Production and Operations Management, IIE Transactions, European Journal of Operational Research.*

Committees

- Director, Industrial Excellence Award, Turkey, 2014-present
- Cluster Co-Chair, INFORMS Annual Meeting, Charlotte, NC, November 2011.
- Co-Chair, 2010 Student Paper Competition of the Manufacturing & Service Operations Management Society.
- Judge for MSOM Student Paper Competition 2006, 2007, 2009.
- Judge for POMS Student Paper Competition 2008, 2011.
- Fuqua School of Business, Operations Area Ph.D. Program Committee (2006-2010)
- Fuqua School of Business, Operations Area Teaching Committee.

Memberships

- Member, Institute for Operations Research and Management Sciences.
 - Member, Manufacturing & Service Operations Management Society.
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DOCTORAL STUDENTS

- AliReza Kabir Mamdouh (advisor)
 - Alara Tascioglu (co-advisor)
 - Ayse Cetinel-Yagsi (advisor)
 - Şafak Yücel (2016) (co-advisor, currently assistant professor at Georgetown University Business School)
 - Jordan Tong (2012) (co-advisor of job market paper, currently associate professor at Wisconsin School of Business, University of Wisconsin-Madison)
 - Lei Xie (2010) (co-advisor, currently at Shanghai Jiao Tong University)
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PRESENTATIONS

Invited Talks at Industrial and Academic Conferences (2012 - present)

- Consortium for Operational Excellence in Retailing, Harvard Business School, 2019
- Consortium for Operational Excellence in Retailing, Harvard Business School, 2017
- SmartCon 2018, Istanbul Turkey
- Harvard Business Review, Retail Analytics Conference, 2018, Istanbul, Turkey
- Retail Workshop, TU Munchen, Heilbronn, Germany, Oct 2017

- EURO Working Group on Retail Conference, Keynote Speech; 2017; Porto, Portugal
- SmartCon 2016, Istanbul Turkey
- Harvard Business Review, Data Analytics Conference, Keynote Speech, Istanbul, Turkey
- Management Events, Retailing Conference, Keynote Speech, 2014, Sapanca Turkey
- INFORMS Conference; Nashville 2016, Philadelphia 2015, Boston 2014, San Antonio 2013, Phoenix 2012
- MSOM Conference, Toronto 2015, Seattle 2014, Fontainebleau France 2013, New York 2012
- Consortium for Operational Excellence in Retailing, The Wharton School, 2014
- Third Fashion Operations Conference, New York, IESE

Invited Talks at Academic Institutions

- London Business School, 2019
- McGill University, Desautels Faculty of Management, 2017
- EBS Business School, Germany 2015
- Bilkent University, Turkey 2015
- IESE Business School, Spain, 2013
- Bogazici University, Turkey, 2012
- INSEAD, 2012
- Georgetown University, McDonough School of Business, 2012
- London Business School, 2012
- University of Chile, Center for Retailing, Santiago, Chile, 2011
- Columbia University, Graduate School of Business, 2011
- Southern Methodist University, Cox School of Business, 2011
- Stanford University, Graduate School of Business, 2010
- Stanford University, Management Science and Engineering Department, 2010
- Northwestern University, Kellogg School of Business, 2010
- University of California, Los Angeles, Anderson School of Business, 2010
- New York University, Stern School of Business, 2010
- Bilkent University, Industrial Engineering Department, Turkey, 2010
- Koc University, School of Administrative Sciences, Turkey, 2009
- Washington University, St. Louis, Olin School of Business, 2009
- Cornell University, Johnson School of Business, 2009
- University of Texas at Austin, McCombs School of Business, 2009
- University of North Carolina, Chapel Hill, Kenan-Flagler School of Business, 2008
- University of California, Berkeley, Haas School of Business, 2007

- Koc University, School of Administrative Sciences, Turkey, 2005
- Keio School of Business, Japan, 2005
- University of North Carolina, Chapel Hill, Department of Operations Research, 2005
- Duke University, Fuqua School of Business, 2003
- Cornell University, Johnson School of Business, 2003
- University of British Columbia, Sauder School of Business, 2003