

## HARIHARA P. NATARAJAN

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### ACADEMIC POSITIONS

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Associate Professor, University of Miami, Coral Gables, FL	2011-
Assistant Professor, University of Miami, Coral Gables, FL	2004-2011
Instructor, University of Miami, Coral Gables, FL	2003-2004
Visiting Researcher, University of Texas, Austin, TX	2002-2003
Instructor, Pennsylvania State University, State College, PA	1997-2002

### EDUCATION

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<b>Pennsylvania State University</b> <i>Ph.D. in Business Administration (Dual-title in Operations Research)</i> <b>Advisor:</b> Professor Anant Balakrishnan <b>Primary Field:</b> Management Science and Operations Management; <b>Supporting Field:</b> Industrial Engineering <b>Dissertation Title:</b> <i>Optimization models to support negotiation and coordination in supply chains</i>	University Park, PA 2004
<b>Pennsylvania State University</b> <i>Master of Science in Business Administration</i>	University Park, PA 2003
<b>Indian Institute of Technology, Madras</b> <i>Bachelor of Technology in Naval Architecture</i>	Chennai, India 1996

### RESEARCH INTERESTS

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- Design and configuration of infrastructure and service networks
- Supply chain and service delivery planning and coordination
- Pricing and revenue management
- Mathematical programming and discrete optimization

### RESEARCH

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#### A. PUBLICATIONS

- Optimizing Delivery Fees for a Network of Distributors, (with Balakrishnan, A., and M.S. Pangburn). *Manuf. and Service Operations Management* 2(3), 297-316, 2000.

- Connectivity Upgrade Models for Survivable Network Design (with A. Balakrishnan and P. Mirchandani). *Operations Research* **57**(1), 170-186, 2009.
- Joint Dynamic Pricing of Multiple Perishable Products under Consumer Choice (with Y. Akcay and S. H. Xu). *Management Science* **56**(8), 1345-1361, 2010.
- Optimal Configuration of a Service Delivery Network: An Application to a Financial Services Provider (with G. A. Meester, A. Mehrotra, and M. J. Seifert). *Production and Operations Management* **19**(6), 725-741, 2010.

#### **B. MANUSCRIPTS UNDER REVIEW**

- Leveraging Enterprise-wide Purchase Volumes: Optimal Supplier Assignment in Multi-division Firms, (with A. Balakrishnan). Under 3<sup>rd</sup> round of review at *Management Science*.

#### **C. RESEARCH PAPERS IN PROGRESS**

- Delivery Fee Design for Logistics Partnerships (with A. Balakrishnan), (<http://ssrn.com/abstract=1620624>).
- Production Planning for Responsive Delivery Date Commitment (<http://ssrn.com/abstract=1620622>).

#### **D. RECENT CONFERENCE PRESENTATIONS (2005 -)**

- Delivery fee design for logistics partnerships, (with A. Balakrishnan), IFORS Triennial Conference, Melbourne, Australia, July 2011.
- Compensation design for logistics partnerships, (with A. Balakrishnan), INFORMS Annual Conference, Austin, TX, October 2010
- Optimal Configuration of a Service Delivery Network: An Application to a Financial Services Provider, (with G. Meester, A. Mehrotra, and M. Seifert), POMS Annual Conference, Orlando, FL, May 2009.
- Joint Dynamic Pricing of Multiple Perishable Products under Consumer Choice, (with Y. Akcay and S. H. Xu), INFORMS Annual Conference, Washington, D.C., November 2008.
- Delivery fee design for logistics partnerships, (with A. Balakrishnan), INFORMS Annual Conference, Seattle, WA, November 2007. Organized a session on Logistics.
- Network selection problem: Constructing smaller approximate networks, (with A. Balakrishnan and G. Li), INFORMS Annual Conference, Seattle, WA, November 2007.
- Delivery fee design for logistics partnerships, (with A. Balakrishnan), INFORMS International Conference, San Juan, Puerto Rico, July 2007. Organized a session titled “Managing supply chain and service operations”.

- Optimal Dynamic Pricing for Online Travel Firms, (with Y. Akcay and S. H. Xu), MSOM Annual Conference, Shanghai, China, June 2007.
- Delivery fee design for logistics partnerships, (with A. Balakrishnan), POMS Annual Conference, Dallas, TX, May 2007. Organized a session titled “Solution methods for complex distribution and procurement planning problems”.
- Optimal Dynamic Pricing for Online Travel Firms, (with Y. Akcay), INFORMS International Conference, Hong Kong, China, June 2006.
- Pricing Models for an Internet Travel Site, (with Y. Akcay), INFORMS Annual Meeting, San Francisco, CA, November 2005.

## TEACHING

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### • Graduate

- ♦ *Principles of Supply Chain Management* at UM Fall 2010  
MBA level case-based course that examines supply chain design, coordination, and execution. Average student rating for one section: **4.9/5**
- ♦ *Principles of Operations Management* (MGT 643) at UM Spring 2008, 2010, 2011  
Core MBA level case-based course that introduces students to basic concepts, emphasizing managerial implications. Average student rating for three sections: **4.63/5**
- ♦ *Introduction to Mathematical Programming* (MS&IS 540) at PSU Spring '99 & Spring '01-'02  
M.S./Ph. D. level class; Conducted tutorial sessions, graded assignments, and covered special topics

### • Undergraduate

- ♦ *Supply Chain Modeling and Analysis* (MGT445) at UM Fall 2011  
**Developed this new class** as an elective course for senior UG students. Develops models and analytical tools to solve practical supply chain management problems. Average student rating for one section: **4.9/5**
- ♦ *Production and Operations Management* (MGT303) at UM Fall '03 –Fall '11  
Junior-level core class for business majors. Introduces concepts in operations and supply chain management. Developed engaging in-class games to clarify concepts and highlight linkages between various topics. Average student rating for 27 sections – **4.5 / 5.0**
- ♦ *Materials Management* (OISM 418) at PSU Summer '02  
Taught production and inventory management emphasizing mathematical models  
Student Rating – **6.1 / 7.0**
- ♦ *Methods and Models for Managerial Decision Making* (MS&IS 450) at PSU Fall '98-99 & Spring '00  
Taught modeling and problem solving using Linear Programming and Decision Analysis; Average student rating over 3 sections – **6.3 / 7.0**
- ♦ *Introduction to Business Statistics* (MS&IS 200) at PSU Fall '97  
Conducted tutorial sessions on problem solving exercises

### • Student advising

- ♦ **Undergraduate Honors Projects** 2011  
Advised three students (Stephanie Feit, Hannah Ringel, and Anand Patel) on Operations area-related honors work
- ♦ **Doctoral program** 2011  
Fang Fang (joined the program this year)

## HONORS AND AWARDS

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- Faculty Banner Marshal for the Graduate School, Fall Commencement 2011
- James W. McLamore Research Grant in Business and Social Sciences 2006, 2010
- University of Miami School of Business Summer Research Grant 2004-05, 2007-09, 2011
- University of Miami Excellence in Teaching Nominee 2006
- Penn State Alumni Association Doctoral Dissertation Award 2002
- Center for Supply Chain Research (CSCR) Graduate Research Award 2002
- Finalist, eBusiness Research Center 2<sup>nd</sup> Annual Doctoral Dissertation Award 2002
- Smeal College Nominee for the INFORMS and DSI Doctoral Colloquia 2001, 2002
- President, Penn State – INFORMS Student Chapter 2001
- Smeal College Nominee, Graduate Student Outstanding Teaching Award 1999, 2000

## INDUSTRY EMPLOYMENT

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- *Software Engineer*, **Tata Consultancy Services**, Madras, India 1996-'97
  - » Software design, conversion and maintenance.
  - » Part of the Integrated Standard Baking Systems (ISBS) design and development team.

## SERVICE

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### PROFESSIONAL ACTIVITIES

- INFORMS Optimization Society Conference, Coral Gables, FL, February 2012  
Member, Organizing Committee; Member, Program Committee
- Member: INFORMS (since 1999); DSI (2002); and POMS (since 2007).
- President, Penn State-INFORMS Student Chapter, 2001. Vice-President, 2000.
- Reviewed articles for the *European Journal of Operational Research*, *IIE Transactions*, *INFORMS Journal on Computing*, *Interfaces*, *International Journal of Production Research*, *Journal of Industrial Management and Optimization*, *Journal of the Operational Research Society*, *Management Science*, *Manufacturing and Service Operations Management*, *Networks*, *Operations Research*, *Optimization Letters*, and *Production and Operations Management*.

### UNIVERSITY ACTIVITIES

- Developed a spreadsheet-based optimization model to help the Office of Undergraduate Research and Community Outreach assign judges for student poster presentations at the UM Research, Creativity, Innovation Forum.

- Member of the University Athletics Committee (since 2010)
- Coordinating AACSB-related activities for the UG core Operations class (since Spring 2010)
- Department representative at SBA Ph. D. orientation (Fall 2011)
- Co-organized the **MSOM seminar** at the University of Miami (2003-2006) – a joint seminar series of the Management and Management Science departments.
- Actively engaged in department recruiting efforts for multiple faculty positions.
- Participated in UM Commencement ceremonies as part of the Stage Party on several occasions.