

## YAN DONG

3425 Van Munching Hall  
Robert H. Smith School of Business  
University of Maryland, College Park, MD 20742  
Tel: (301) 405-9713  
Email: yandong@rhsmith.umd.edu

**FIELD OF INTEREST:** Supply chain management, supply chain contracts and incentive mechanisms design, operations management and information technologies, distribution channels, marketing and operations interface.

## EDUCATION

Ph.D. Robert H. Smith School of Business, University of Maryland  
Logistics Management and Operations Management

## PUBLICATIONS

1. "Towards better coordination of the supply chain," with K. Xu and P. Evers, *Transportation Research (E)* 37, 2001.
2. "JIT purchasing and performance: An exploratory analysis of buyer and supplier perspectives," with C. Carter and M. Dresner, *Journal of Operations Management*, 2001.
3. "A supply chain model of vendor managed inventory," with K. Xu, *Transportation Research (E)*, 2002.
4. "Information gaming in demand collaboration and supply chain performance," with K. Xu, *Journal of Business Logistics*, 1, 2004. (An early version of the paper won the Plowman Best Paper at 2002 CLM Educator's Conference)
5. "Environmental determinants of vendor managed inventory: An exploratory analysis," with M. Dresner and K. Xu, *Transportation Research (E)*, 2007.
6. "Analyzing information-enabled stockout management under vendor-managed inventory," with M. Dresner and Y. Yao, *Information Technology and Management*, 8(2). 2007.
7. "The impact of efficient replenishment on supply chain outcomes," with M. Dresner and V. Shankar, *Journal of Retailing*, 2007. (Honorable Mention , The 2009 William R. Davidson Awards for best papers)
8. "Managing supply chain backorders under vendor managed inventory: An incentive approach and empirical analysis," with M. Dresner and Y. Yao, 2009. *EJOR*. (An early version of the paper won the Plowman Best Paper at 2007 CSCMP Educator's Conference)
9. "When Acquisition Spoils Retention: Direct Selling vs. Delegation under CRM," with Y. Yao and H. Cui, forthcoming, *Management Science*.
10. "Emerging Market Penetration, Inventory Supply and Financial Performance," with C. Han and M. Dresner, forthcoming, *Production and Operations Management*.

## WORKING PAPERS

1. "Designing exception based demand collaboration mechanisms," with X. Huang, K. Xu, and K. K. Sinha, under review.
2. "Recovering Stockouts in Distribution Channels," with K. Xu and Y. Yao, under review.
3. "The impact of VMI beyond information sharing: Learning and Spillover", with M. Dresner and Y. Yao, under review.
4. "Too little or too late: The timing of demand collaboration in supply chains," with K. Xu, under review.
5. "Transshipment contract with asymmetric cost information in a multilevel supply chain," with K. Xu and P. Evers, under review.
6. "Scheduled delays: The Strategic impact of service failures and consumer loss aversion," to be submitted.
7. "Contracting product quality in multiple-level supply chains: Supplier inspection and quality audit," to be submitted.
8. "The value of VMI beyond information sharing," to be submitted.
9. "Managing quality challenges in multi-level supply chains," to be submitted.