

# Robert J. Trent, Ph.D.

*Supply Chain Management Program Director and  
Eugene Mercy Associate Professor of Management  
Lehigh University*

## PROFESSIONAL

**Office:** Lehigh University  
College of Business and Economics  
Bethlehem, Pennsylvania 18015  
(610) 758-4952  
rjt2@lehigh.edu

## EDUCATIONAL EXPERIENCE

B.S. in Materials Logistics Management, Michigan State University, East Lansing, Michigan, December 1980

M.B.A., Wayne State University, Detroit, Michigan, April 1982

Ph.D. in Business Administration from Michigan State University, East Lansing, Michigan, March 1993. Major—Purchasing/Operations Management, Minors—International Business and Advanced Psychometrics

## PROFESSIONAL EXPERIENCE

**Chrysler Corporation**, Service and Parts Division, 1982-1989

***Management Trainee.*** April 1982 - December 1983. Comprehensive development program involving operational experience and special assignments covering a wide range of responsibilities and tasks. Training program involved three-month assignments at five U.S. facilities.

***Packaging Scheduling Supervisor.*** January 1984 - December 1984. Responsible for production scheduling of packaging plant operations including capacity decisions. Also responsible for developing with MIS personnel a state-of-the-art production packaging scheduling system.

***Packaging Engineering Supervisor.*** January 1985 - December 1985. Responsible for three primary activities: (1) supervise packaging engineers responsible for establishing specifications for part packaging requirements and providing ongoing support to plant operations, (2) identify material and equipment requirements to support packaging plant operations, and (3) conduct data-based analyses to identify and implement cost and quality improvements in packaging operations.

***Distribution Planning Analyst.*** January 1986 - April 1987. Responsible for supporting five Service and Parts facilities in Michigan while acting as the U.S. contact for Chrysler

of Mexico Service and Parts and Chrysler of Canada Service and Parts. Position involved two broad responsibilities: (1) act as the operational representative during the development of new information systems and (2) continuously coordinate and support a variety of projects designed to improve operational performance. Also responsible for troubleshooting systems problems involving plant operations.

***Operations Manager.*** April 1987 - December 1988. Responsible for managing the Boston regional distribution facility. This facility supports the service and parts aftermarket requirements of all New England Chrysler dealers.

**Lehigh University**, January 1993 to present.

*Associate Professor of Management.* Responsible for preparing and teaching undergraduate and graduate courses. Also responsible for maintaining an active program of research as well as supporting the university through service.

*Supply Chain Management Program Director.* Develop supply chain program curriculum, act as the liaison between Lehigh University and employers interested in the SCM program, advise the SCM Club, and recruit SCM students.

**Michigan State University**, Summers 1994, 1995, 1996, 1997, 1998, 1999

*Visiting Assistant Research Professor of Management.* Worked directly with Michigan State University faculty on the *Global Procurement and Supply Chain Benchmarking Initiative* and the National Science Foundation Project *Integrating Suppliers in New Product and Process Development*.

## TEACHING EXPERIENCE

*Quantitative Methods*, an undergraduate course, Michigan State University, 1990-1992.

*Purchasing and Materials Management*, an undergraduate course, Michigan State University, Summer 1990.

*Operations Management*, an undergraduate course, Lehigh University, 1994-1998.

*Operations Management*, a graduate course, Lehigh University, 1993-1998.

*Purchasing and Materials Management*, a graduate course, shared instruction with Michael Kolchin, D.B.A., Lehigh University, Fall 1993.

*Current Organizational Issues and Topics*, a graduate level course, Lehigh University, Spring 1994.

*Managing People and Operations*, a team-taught integrative undergraduate course, Fall 1998-2000

*Managing Products and Services*, a team-taught integrative MBA core, Fall 1998-current

*International Supply Chain Management*, taught in the Manufacturing Systems Engineering department, 1998, 2000.

*Purchasing and Supply Management*, an undergraduate course, Fall 2000, 2006.

*Integrated Transportation and Logistics Systems*, an undergraduate course, Spring 2001-current

*Strategic Supply Management*, a graduate level course, Fall 2001–current

*Integrating Suppliers and Customers into Key Supply Chain Processes*, a one-credit MBA elective course, ongoing.

*Achieving Horizontal Integration through Cross-Functional Teaming*, a one-credit MBA elective course, ongoing.

*Effective Team Leadership*, a one-credit MBA elective course, taught annually

## **NOTABLE SERVICE CONTRIBUTIONS TO LEHIGH UNIVERSITY**

First Lehigh University College of Business and Economics faculty member to deliver voluntarily MBA courses via satellite distance learning, 1994

Member of the core MBA team that successfully redesigned the Lehigh University MBA program, 1995-1997

Member of the core MBA team that developed an online MBA degree, 2005

Developed, recruited participating faculty, and implemented an ongoing one-credit MBA course format, 1997

Co-developed the undergraduate supply chain management major, 1999

Continue to serve as the supply chain management program director

Advisor to several dozen MBA groups that have worked on industry projects, which is in addition to normal duties and responsibilities

Co-developed the graduate certificate in *Organizational Leadership*

Helped develop and teach in Lehigh's online MBA program (program started in 2006)

## **PUBLICATIONS—BOOKS AND SUPPORTING MATERIALS, BOOK CHAPTERS, AND RESEARCH MONOGRAPHS**

“Cross-Functional Sourcing Team Effectiveness,” a research monograph published through the *Center for Advanced Purchasing Studies*, Fall 1993, coauthored with Robert M. Monczka.

“Purchasing and Sourcing Strategy: Trends and Implications,” a research monograph published through the *Center for Advanced Purchasing Studies*, 1995, coauthored with Robert M. Monczka.

*Purchasing and Supply Chain Management*, a textbook coauthored with Robert M. Monczka and Robert Handfield, published by South-Western College Publishing, July 1997 (1998 copyright).

*Purchasing and Supply Chain Management*, instructor’s manual, coauthored with Robert M. Monczka and Robert Handfield, published by South-Western College Publishing, July 1997 (1998 copyright).

“Reducing the Transactions Costs of Purchasing Low Value Goods and Services,” a research monograph coauthored with Michael Kolchin. Sponsored by the *Center for Advanced Purchasing Studies*, Tempe, Arizona, published 1999.

“Strategic Alliances and Partnerships,” a book chapter published in McGraw-Hill’s 2000 edition of the *Purchasing Handbook*.

Second edition of *Purchasing and Supply Chain Management* textbook, South-Western College Publishing, July 2001.

Second edition of *Purchasing and Supply Chain Management*, instructor’s manual, coauthored with Robert M. Monczka and Robert Handfield, South-Western College Publishing, July 2001.

Third edition of *Purchasing and Supply Chain Management* textbook, coauthored with Robert M. Monczka and Robert Handfield, South-Western College Publishing, July 2004.

Third edition of *Purchasing and Supply Chain Management*, instructor’s manual, coauthored with Robert M. Monczka and Robert Handfield, South-Western College Publishing, July 2004.

“Global Sourcing Effectiveness,” a research monograph published in conjunction with the *Center for Advanced Purchasing Studies*, coauthored with Robert M. Monczka and Kenneth J. Petersen, 2006.

## **PUBLICATIONS—ARTICLES**

“Global Sourcing: A Development Approach,” *International Journal of Purchasing and Materials Management*, Spring 1991, coauthored with Robert M. Monczka.

“Evolving Sourcing Strategies for the 1990s,” *International Journal of Physical Distribution and Logistics Management*, Fall 1991, coauthored with Robert M. Monczka.

“Worldwide Sourcing: Assessment and Execution,” *International Journal of Purchasing and Materials Management*, Fall 1992, coauthored with Robert M. Monczka.

“An Action Plan for Creating Effective Teams,” *NAPM Insights*, March 1993, coauthored with Robert M. Monczka.

“Maintaining Team Effectiveness,” *NAPM Insights*, March 1993, coauthored with Robert M. Monczka.

“Supply Base Strategies to Maximize Supplier Performance,” *International Journal of Physical Distribution and Logistics Management*, Fall 1993, coauthored with Robert M. Monczka and Thomas Callahan.

“Cross-Functional Teams Reduce New Product Development Time,” *NAPM Insights*, February 1994, coauthored with Robert M. Monczka.

“Effective Cross-Functional Sourcing Teams: Critical Success Factors,” *International Journal of Purchasing and Materials Management*, Fall 1994, coauthored with Robert M. Monczka.

“Guidelines for Developing Team Performance Appraisal Systems,” *NAPM Insights*, July 1994, coauthored with Robert M. Monczka.

“Understanding and Evaluating Cross-Functional Sourcing Team Leadership,” authored by Robert J. Trent, published in the Fall 1996 issue of the *International Journal of Purchasing and Materials Management*.

“Individual and Collective Team Effort: A Vital Part of Sourcing Team Success,” authored by Robert J. Trent, published in the Fall 1998 issue of the *International Journal of Purchasing and Materials Management*.

“Purchasing and Supply Management: Key Trends and Changes throughout the 1990s,” coauthored with Robert M. Monczka, published in the Fall 1998 edition of the *International Journal of Purchasing and Materials Management*.

“Achieving World-Class Supplier Quality,” coauthored with Robert M. Monczka, published in a 1999 issue of *Total Quality Management*.

“Applying TQM to SCM,” published in the May-June 2001 edition of *Supply Chain Management Review*.

“Managing Inventory Investment Effectively,” published in the March-April 2002 edition of *Supply Chain Management Review*.

“Pursuing Competitive Advantage through Integrated Global Sourcing,” May 2002 edition, *The Academy of Management Executive*, coauthored with Robert M. Monczka.

“Understanding Integrated Global Sourcing—Framework and Case Study,” September 2002 edition, *Supply Chain Forum: An International Journal*, coauthored with Robert M. Monczka.

“Planning to Use Work Teams Effectively,” published in volume 9, number 3/4 2003 edition of *Team Performance Management*.

“Cost-Driven Pricing—an Innovative Approach for Managing Supply Chain Costs,” coauthored with Robert M. Monczka, published in 2003 (vol. 4, no. 1) edition of *Supply Chain Forum: An International Journal*.

“Understanding Integrated Global Sourcing—Framework and Case Study,” published in the annual *Revue Internationale De L’achat*, volume 23, no.1, Bordeaux Business School, 2003. Coauthored with Robert M. Monczka.

“Understanding Integrated Global Sourcing,” coauthored with Robert M. Monczka, published in 2003 (vol. 33, no. 7) edition of the *International Journal of Physical Distribution and Logistics Management*.

“International Purchasing and Global Sourcing—What are the Differences?” coauthored with Robert M. Monczka, published in Fall 2003 edition of *Journal of Supply Chain Management*.

“Becoming an Effective Teaming Organization,” published in the 2004 March-April edition of *Business Horizons*.

“What Everyone Needs to Know about SCM,” published in the 2004 March-April edition of *Supply Chain Management Review*.

“The Use of Organizational Design Features in Purchasing and Supply Management,” published in the Summer 2004 edition of *The Journal of Supply Chain Management*.

“Team Leadership at the 100-Foot Level,” published in a Volume 5/6 2004 edition of *Team Performance Management*.

“Making Sure the Team Works,” published in the April 2005 edition of *Supply Chain Management Review*.

“Harnessing the Potential of Global Sourcing,” coauthored with John Yuva, published in the April 2005 edition of *Inside Supply Management Executive Edition*.

“Achieving Excellence in Global Sourcing” coauthored with Robert M. Monczka, published in the Fall 2005 edition of *Sloan Management Review*.

“Why Relationships Matter,” November 2005 edition of *Supply Chain Management Review*.

“Beyond the Backyard,” coauthored with Robert M. Monczka, December 2005 edition of *Managing Information Strategies* (Australian Edition).

## **WORK IN-PROCESS**

A series of three articles from the global sourcing research project currently in process, coauthored with Robert M. Monczka and Kenneth Petersen.

*Strategic Supply Management—Creating the Next Source of Competitive Advantage*, a book to be published in 2007 by JRoss Publishing.

## **TEACHING AND RESEARCH CASES WRITTEN**

Most of the cases listed here are the result of research visits to major companies and are solo authored. The main topic of each case follows the case name.

Avion, Inc. (supply chain integration)  
Bethlehem Steel (supply strategy development)  
Consolidated Products: The Engineered Materials Group (cross-functional teams)  
Consolidated Products: The Industrial Systems Group (supplier selection)  
Consolidated Products: Santek Business Unit (strategic outsourcing)  
Cross-Functional Sourcing Team Workshop (cross-functional teams)  
Customer and Supplier Integration into Key Supply Chain Processes (integration)  
Driving Change at Paradyne (global sourcing strategy)  
Flexcon Piston (strategic outsourcing)  
Integrating Global Engineering and Procurement (cross-functional global integration)  
Low Dollar Lehigh (procurement systems and strategies for low value items)  
Mack Truck (indirect purchasing strategy)  
Managing Supplier Quality I (supplier management and total quality)  
Managing Supplier Quality II (quantitative supplier management and total quality)  
Medwell Pharmaceutical (supplier evaluation, risk assessment, total cost analysis)  
Pacific Systems Corporation (supplier evaluation and selection)  
PPL (sourcing strategy)  
Purchasing Ethics (ethics)  
VCI/Ellison Equipment (global sourcing strategy)

## **RESEARCH EXPERIENCE**

“Integrated Procurement Strategies,” June 1990 - December 1990. Principal investigator: Robert M. Monczka. Supported the analysis, writing, and interpretation of a study that identified critical sourcing strategies and trends for the 1990s.

“Cross-Functional Sourcing Team Effectiveness Research Project,” June 1991 - December 1992. Principal investigators: Robert J. Trent and Robert M. Monczka. A

comprehensive study of 107 cross-functional sourcing teams at 18 U.S. companies. Study addressed the effective use of cross-functional teams to support purchasing and materials-related assignments.

“Purchasing and Sourcing Strategy: Trends and Implications,” June 1993 - April 1994. Principal investigators: Robert M. Monczka and Robert J. Trent. An analysis and interpretation of topics and trends involving purchasing over a four-year data period. Topical research areas include (1) future competitive capability requirements, (2) corporate and functional strategy integration, (3) current and expected purchasing strategies, (4) supplier importance and capability improvement requirements, (5) worldwide sourcing, (6) purchasing measurement and evaluation, and (7) purchasing systems.

“The Global Procurement and Supply Chain Benchmarking Initiative,” January 1994 - ongoing. Robert M. Monczka principal investigator. Active participation on a five-year project that provided benchmarking information about the most advanced current and emerging procurement and supply chain management strategies, practices, and results from firms worldwide.

“Integrating Suppliers into New Product and Process Development,” January 1995 - 1997. A research project funded by the National Science Foundation. Robert M. Monczka principal investigator, Robert J. Trent, Robert Handfield, and Gary Ragatz, co-principal investigators. Active participation on a project that identified the best practices of world-class firms concerning how they involve suppliers during new product and process development.

“Reducing the Transactions Costs of Purchasing Low Value Goods and Services,” a research project with Michael Kolchin completed in December 1998. Sponsored by the *Center for Advanced Purchasing Studies*, Tempe Arizona.

“Global Sourcing Research Project—Phase I,” a research project conducted with Robert M. Monczka, Ph.D. This research involves (1) a worldwide mail survey of global sourcing practices and issues and (2) case analyses involving leading North American firms, 2000-2002.

Project 10X, a research project funded by the *Center for Advanced Purchasing Studies* and that focuses on identifying purchasing and supply chain management breakthrough opportunities, 2001, Robert M. Monczka—Project Director.

“Procurement and Supply Organizational Design Research,” a research project that focuses on various organizational design issues, changes, and trends with procurement and supply, 2002-2003.

“Global Sourcing Research Project—Phase II,” a research project conducted with Robert M. Monczka, Ph.D. and Kenneth J. Petersen, Ph.D. This research involves (1) a worldwide electronic survey of global sourcing practices and issues and (2) case analyses involving leading North American firms, 2004-ongoing.

## WHITE PAPER REPORTS TO INDUSTRY

“Purchasing and Sourcing Strategy: Trends and Implications,” coauthored by Robert M. Monczka, Robert J. Trent, and Gregory R. Gay, August 1992.

“Purchasing and Sourcing Strategy 1997: Trends and Implications,” coauthored by Robert M. Monczka and Robert J. Trent, 1993.

“Cross-Functional Sourcing Team Effectiveness Research Project Results,” coauthored by Robert M. Monczka and Robert J. Trent, April 1993.

“Cross-Functional Sourcing Team Effectiveness Benchmarking Analysis Report to Participating Companies,” coauthored by Robert M. Monczka, Robert J. Trent, and Gregory R. Gay, April 1993.

“Purchasing and Sourcing Strategy 1998: Trends and Implications,” coauthored by Robert M. Monczka and Robert J. Trent, 1994.

“The Global Procurement and Supply Chain Benchmarking Initiative Pilot Module Analysis Report,” Robert J. Trent, contributing author, April 1995.

“Implementing Integrated Strategic Sourcing,” an analysis and report to corporate participants worldwide based on eight years of primary survey data (1990-1997) with strategy and trend projections through the year 2000. Completed October 1997, authored by Robert J. Trent with Robert M. Monczka.

“Reducing the Transactions Costs of Purchasing Low Value Goods and Services,” an industry version of a *Center for Advanced Purchasing Studies* report forwarded to research participants, coauthored with Michael Kolchin, 1999.

“Achieving Competitive Advantage through Effective Global Sourcing Strategy Implementation,” coauthored with Robert M. Monczka, Ph.D., 2000.

“The Use of Organizational Design Features in Procurement and Supply,” distributed to research participants, Summer 2003.

## CONFERENCE PROCEEDINGS

“Developing Effective Cross-Functional Teams,” coauthored by Michael Kolchin and Robert J. Trent, presented by Michael Kolchin at the 79th annual conference of the *National Association of Purchasing Management*, May 1994, Atlanta, Georgia.

“Achieving World-Class Sourcing Team Effort,” a proceeding authored by Robert J. Trent, for the 1997 *National Association of Purchasing Management Conference*, Washington, D.C.

“Creating Value through Price/Cost Productivity,” a proceeding coauthored by Robert J. Trent and Frank Haluch for the 1997 *National Association of Purchasing Management Conference*, Washington, D.C.

“Supplier Integration Into New Product/Process/Service Development,” a proceeding coauthored by Robert M. Monczka, Gary Ragatz, Robert Handfield, and Robert J. Trent for the 1997 *National Association of Purchasing Management Conference*, May 1997, Washington, D.C.

“Supplier Integration Into New Product and Process Development,” a proceeding for the 1997 *NSF Design and Manufacturing Grantees Conference*, Seattle, Washington, coauthored by Robert M. Monczka, David Frayer, Gary Ragatz, Robert Handfield, and Robert J. Trent.

“Achieving World-Class Supplier Quality,” a proceeding for the 1998 *National Association of Purchasing Management Conference*, May 1998, Dallas, Texas.

“World-Class Supplier Quality,” presented to the Manufacturing Systems Engineering annual conference, Lehigh University, Bethlehem Pennsylvania, May 24, 1999.

## **ACADEMIC AND INDUSTRY SEMINARS AND PRESENTATIONS**

“Building Effective Teams,” National Association of Purchasing Management (NAPM) Seminar, Lehigh University, November 1992.

“Creating Effective Sourcing Teams,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, May 1992.

“Developing Effective Sourcing Teams to Achieve Horizontal Integration,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, May 1993.

“Cross-Functional Sourcing Team Effectiveness,” presented at the *AT&T Worldwide Sourcing Conference*, Greensboro, North Carolina, April 1993.

“Managing Supplier Quality,” NAPM Seminar conducted at Lehigh University, November 1993.

“Report on Cross-Functional Sourcing Team Effectiveness,” Robert M. Monczka and Robert J. Trent, presented by Robert M. Monczka at the *Center for Advanced Purchasing Studies Executive Roundtable*, Scottsdale, Arizona, February 1994.

“Purchasing and Sourcing Changes and Trends: 1990-1997,” presented at the Dun and Bradstreet purchasing conference, Atlantic City, New Jersey, June 1994.

“Effective Cross-Functional Teaming,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, June 1994.

“Report on Purchasing and Sourcing Strategy: Trends and Implications,” Robert M. Monczka and Robert J. Trent, presented by Robert M. Monczka at the *Center for Advanced Purchasing Studies European Executive Roundtable*, Amsterdam, Holland, September 1994.

“Purchasing and Materials Management Changes in the 1990s,” presented to the *Central Pennsylvania National Association of Purchasing Management*, York, Pennsylvania, September 1994.

“Purchasing and Materials Management Changes in the 1990s,” presented to the *Purchasing Management Association of the Lehigh Valley*, November 1994.

“Developing Effective Cross-Functional Teams,” presented to the *Purchasing Management Association of Canada*, Toronto, March 1995.

“Purchasing in the 1990s: Critical Practices and Trends,” NAPM seminar held at Lehigh University, March 1995.

“Cross-Functional, Cross-Locational, and Cross-Organizational Integration,” Michigan State University *Executive Purchasing and Supply Chain Management Roundtable*, East Lansing, Michigan, May 1995.

“Developing Leading-Edge Cross-Functional Teaming,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, June 1995.

“Developing Leading-Edge Cross-Functional Sourcing Teams,” presented to the *Purchasing Management Association of Reading*, Pennsylvania, September 1995.

“Trends in Operations and Materials Management,” presented to management at Fason Corporation - Quakertown, PA facility, October 1995.

“Promoting World-Class Team Effort,” presented to the Honeywell purchasing managers conference, Phoenix, Arizona, April 1996.

“Cross-Functional Sourcing Team Effectiveness Presentation and Workshop,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, June 1996.

“NAPM Workshop Series,” a series of eight pre-meeting educational workshops conducted for NAPM members of the Lehigh Valley, 1995-1996, 1996-1997, 1997-1998, 1998-1999.

“Achieving World-Class Sourcing Team Effort,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, June 1997.

“Total Cost as a Decision Driver,” a presentation and moderated panel discussion at the 1997 *John Deere Supply Management Conference*, Bettendorf, Iowa, September 1997.

“Get Out of the Acquisition Business!” a presentation to the Philadelphia chapter of the *National Association of Purchasing Management*, March 1999.

“Using Teams to Achieve Competitive Advantage,” presented to the *Purchasing Management Association of Canada*, Toronto, Ontario, March, 1999.

“Using Teams to Achieve Competitive Advantage,” presented to Canada Post, Ottawa Ontario, March, 1999.

“Supply Chain Management: The Next Business Revolution,” co-presenter and co-seminar director with the Manufacturing Resource Center, Lehigh University, Bethlehem Pennsylvania, May 1999.

“Effective Cross-Functional Sourcing Teams: Key Executive Questions,” *Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, Lansing Michigan, June 1999, 2000, 2001.

“Supplier Development,” *1999 Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, East Lansing Michigan, June 1999.

“Supply Chain Management,” presented to industry participants at the Manufacturing Resource Center, Lehigh University, February 2000.

“Achieving Competitive Advantage through Supply Chain Management,” presented to the *Purchasing Management Association of Canada*, April 2000, Toronto, Ontario.

“Global Sourcing: Critical Success Factors, Benefits, and Barriers,” presented at the *Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, June 2000.

“Effective Supply Chain Management,” presented to a group of cross-functional managers at Just Born, Inc., August 2000.

“Effective Supply Chain Management,” presented to a group of cross-functional managers at Roche Vitamins, November 2000.

“Effective Global Sourcing,” presented at the *Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, June 2001.

“Supply Chain Alliances and Partnerships,” presented to the *Confectioners Logistics Council*, Williamsburg, Virginia, July 2001

“Using Teams to Achieve Competitive Advantage,” presented to the *Purchasing Management Association of Canada*, Vancouver, September 2001.

“Advanced Team Leadership,” presented to the *Purchasing Management Association of Canada*, Toronto April 2001, Toronto October 2001, Calgary March 2002, Montreal May 2002.

“Pursuing Competitive Advantage through Integrated Global Sourcing,” presented at the *Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, June 2002, 2004, 2005.

“Strategic Supply Management,” presented to the *Purchasing Management Association of Canada*, Victoria British Columbia, Summer 2003.

“Creating the Perfect Teaming Process,” presented to the Purchasing Management Association of Canada, Victoria British Columbia, Summer 2003.

“10 Knowledge and Skill Areas for Supply Chain Organizations,” presented to the NAPM of the Lehigh Valley, April 2005.

“Global Sourcing Excellence,” presented at the *annual Institute for Supply Management* national conference, San Antonio, May 2005.

## **PERSONAL AND PROFESSIONAL ACTIVITIES**

YMCA youth soccer league coach 1992, 1993, 1996

Coordinator -- *Scouting for Food* 1994, 1995

Program Director, National Association of Purchasing Management (NAPM) of the Lehigh Valley, 1993-1995

Professional Development Director, National Association of Purchasing Management (NAPM) of the Lehigh Valley, 1995-2000

Cub Scout Pack 11 Committee Chairperson, 1996-1997

Boy Scout Troop 29 Camp Store Advisor, 1996-1998

Pocono Mountain High School Marching Band Volunteer, 2001

Head Sacristan - Moravian Church, 1998-1999, 2001- current  
Sacristan – Moravian Church 1997 -

Reviewer for *Journal of Supply Chain Management*, *Sloan Management Review*, and *Supply Chain Forum: An International Journal*.

*ISM Educational Advisory Committee member*, Institute for Supply Management

## **PERSONAL AND PROFESSIONAL AWARDS**

Recipient of 1992 *National Association of Purchasing Management* (NAPM) doctoral dissertation grant award

Lifetime member—*Beta Gamma Sigma* academic society

Recipient of the *Class of 1961 Professorship*, which recognizes faculty members from any Lehigh University college who have recently achieved the rank of associate professor and have shown distinction in teaching, research, and service, awarded for 1998-2000 academic years

Recognized for contributions in the professional development of association members, *NAPM of the Lehigh Valley*, June 1998.

Two time recipient of the *Eugene Mercy Professorship*, which recognizes and supports an outstanding faculty member who has received tenure

Recipient of the Francis C. Petro award for distinguished service to the *NAPM of the Lehigh Valley*, 2003.

Recipient of the *MBA Core Teacher of the Year Award*, 2005

Recipient of the *MBA Elective Teacher of the Year Award*, 2006