

# Sara REZAAE VESSAL

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Professeur associé

Département: Systèmes d'Information, Data

Analytics et Opérations

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## DIPLÔMES

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2017	Doctorat en Management des opérations (HEC Paris France)
2010	MBA (Blekinge Institute of Technology Suède)
2006	MSc en Ingénierie des Technologies de l'Information (Tarbiat Modares University Iran)
2004	BSc en Ingénierie Industrielle (Iran University of Science and Technology Iran)

### CERTIFICATS

2013	MIT-Zaragoza PhD Program, International Logistics Program (Massachusetts Institute of Technology États-Unis)
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## CARRIÈRE

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### POSITIONS ACADÉMIQUES PRINCIPALES

2017 - 2024-08-31	Professeur assistant (ESSEC Business School France)
2024 - Présent	Professeur associé (ESSEC Business School France)

### AUTRES POSITIONS

2016 - 2017-08-31 Professeur visitant (Stephen M. Ross School of Business États-Unis)

2011 - Présent Membre, GREGHEC (CNRS) (HEC Paris France)

## POSITIONS PROFESSIONNELLES

2009 - 2011-12-31 Chef de Projet (Designing Financial Tools to Finance Tehran Municipality Projects) (Sharif University Technological Financial Research Center Iran)

2007 - 2009-05-31 Analyste système et Conseiller en Contrôle de Projet (Heatland Engineering Co. Iran)

2004 - 2007-05-31 Consultant en Gestion de Projet (The National Petrochemical Company (NPC) Iran)

## PUBLICATIONS

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### ARTICLES

[REZAE VESSAL, S., MOVAREI, R. et ALBADVI, A. \(2005\). TRIZ and CRM, hand in hand! \*The TRIZ Journal\*.](#)

[REZAE VESSAL, S., DE GIOVANNI, P. et HASSANZADEH, A. \(2022\). Technology and Service Investments in the Presence of Feature Fatigue and Word-of-Mouth. \*European Journal of Operational Research\*, 301\(3\), pp. 923-941.](#)

[MOVAREI, R., REZAE VESSAL, S., REZAE VESSAL, S. et ASPARA, J. \(2022\). The effect of type of company doing home delivery during a pandemic on consumers' quality perceptions and behavior. \*International Journal of Physical Distribution and Logistics Management\*, 52\(11\), pp. 1-24.](#)

[BISWAS, D. et REZAE VESSAL, S. \(2024\). Smart home insurance: Collaboration and pricing. \*European Journal of Operational Research\*, 314\(1\), pp. 176-205.](#)

[REZAE VESSAL, S. et SOMMER, S. \(2024\). Team Composition and Incentive Design in Collaborative New Product Development. \*Production and Operations Management\*, In press.](#)

[NEZAMI, M., REZAE VESSAL, S. et SHANTIA, A. \(2025\). Effects of operations executives' power on shareholder wealth. \*International Journal of Production Economics\*, 284, pp. 109602.](#)

## **ACTES D'UNE CONFÉRENCE**

[REZAAE VESSAL, S. \(2010\). Mysteries of new product promotion; effects of layout on buyer behaviour. Dans: 2010 IEEE International Conference. IEEE Computer Society, pp. 468-473.](#)

[REZAAE VESSAL, S. et MOVAREI, R. \(2006\). Application of theory of inventive problem solving in customer relationship management. Dans: 2006 IEEE International Conference. IEEE Computer Society.](#)

[REZAAE VESSAL, S., REZAAE VESSAL, S. et MOVAREI, R. \(2010\). New product promotion and E-commerce; effects of retailer webpage layout on buyer behaviour. Dans: 2010 IEEE International Conference. IEEE Computer Society, pp. 1224-1229.](#)

## **COMMUNICATIONS DANS UNE CONFÉRENCE**

[REZAAE VESSAL, S. et SOMMER, S. \(2013\). Incentive Scheme for Globally Dispersed Product Development Teams. Dans: 2013 INFORMS Annual Meeting. Minneapolis.](#)

[REZAAE VESSAL, S. et SOMMER, S. \(2014\). Incentivizing Collaboration in Global Product Development Teams. Dans: 2014 INFORMS Annual Meeting. San Francisco.](#)

[REZAAE VESSAL, S. et SOMMER, S. \(2015\). Collaboration in Global Product Development. Invited Session. Dans: POMS 26th Annual Conference. Washington DC.](#)

[REZAAE VESSAL, S. et AFLAKI, S. \(2015\). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: 2015 INFORMS Annual Meeting. Philadelphia.](#)

[REZAAE VESSAL, S. et SOMMER, S. \(2016\). Effect of Incentive Design on Location Decision of Collaborative Product Development Teams. Dans: 2016 INFORMS Annual Meeting. Nashville.](#)

[REZAAE VESSAL, S. et AFLAKI, S. \(2016\). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: POMS 27th Annual Conference. Orlando.](#)

[REZAAE VESSAL, S. et AFLAKI, S. \(2016\). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: 2016 INFORMS Annual Meeting. Nashville.](#)

[REZAAE VESSAL, S. et AFLAKI, S. \(2017\). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: POMS 28th Annual Conference. Seattle.](#)

[REZAAE VESSAL, S. et AFLAKI, S. \(2017\). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: 2017 INFORMS Annual Meeting. Houston.](#)

[REZAAE VESSAL, S. et NEZAMI, M. \(2019\). Risk–Return Implications of Offering Services in the Software Industry: Dans: 2019 INFORMS Annual Meeting.](#)

[REZAAE VESSAL, S. \(2021\). Effect of Operations Department Power on Firm Performance. Dans:](#)

[2021 POMS Annual Conference. Online.](#)

[REZAE VESSAL, S. et SOMMER, S. \(2017\). Effect of Incentive Design on of Location Decision of Product Development of Teams. Dans: 2017 Institute for Operations Research and the Management Sciences \(INFORMS\) Annual Meeting.](#)

[REZAE VESSAL, S. \(2018\). Optimal Allocation Rules with Waste Considerations. Dans: 29th European Conference on Operational Research \(EURO 2018\).](#)

[REZAE VESSAL, S. et AFLAKI, S. \(2019\). Waste considerations in Food Supply Chain. Dans: 30th European Conference on Operational Research 2019 \(EURO 30\).](#)

[REZAE VESSAL, S. \(2019\). Waste-minimization Approach in Supply Chains. Dans: 2019 Manufacturing and Service Operations Management.](#)

[REZAE VESSAL, S. et MEZANI, M. \(2021\). Risk-Return Implications of offering Product-Service Portfolio. Dans: 31st POMS Annual Conference 2021 Online.](#)

[REZAE VESSAL, S. et SOMMER, S. \(2018\). Going Collocated or Dispersed in Product Development Projects. Dans: 2018 Production and Operations Management Society \(POMS\) Sri Lanka International Conference.](#)

[REZAE VESSAL, S. et SOMMER, S. \(2018\). Going CO-located or Dispersed in Product Development Projects. Dans: 11th Triennial Conference of Association of Asia Pacific Operational Research Societies.](#)

[REZAE, S. \(2022\). Renegotiation in Collaborative Product Development. Dans: 2022 The Institute for Operations Research and the Management Sciences \(INFORMS\) Annual Meeting. Indianapolis.](#)

[BISWAS, D. et REZAE VESSAL, S. \(2022\). Smart Home Insurance: Collaboration and Pricing. Dans: 2022 CORS/INFORMS International Conference. Vancouver.](#)

[REZAE VESSAL, S. et SHALPEGIN, T. \(2021\). Accepting Defective Products and Renegotiating in Collaborative Product Development. Dans: 31st European Conference on Operational Research \(EURO 2021\). Athens.](#)

[REZAE VESSAL, S. et NEZAMI, M. \(2021\). Risk–Return Implications of Offering Services in the Software Industry: Accounting and Financial Market Perspectives. Dans: 31st Annual POMS Conference. Sustainable Innovation and Responsible Analytics as a Force for Good.](#)

[REZAE VESSAL, S. et SHALPEGIN, T. \(2021\). Accepting Defective Products and Renegotiating in Collaborative Product Development. Dans: Institute for Operations Research and the Management Sciences \(INFORMS\) 2021 Annual Meeting. Anaheim.](#)

[REZAE VESSAL, S. et SHALPEIGN, T. \(2022\). Take it or leave it: Renegotiating in Collaborative Product Development. Dans: 2022 Production and Operations Management Society \(POMS\) International Conference: Resilient Networks. Budapest.](#)

[REZAE VESSAL, S., NEZAMI, M. et SHANTIA, A. \(2023\). Empirical investigation of the valuation premium effect of target Firms' operations capability in M&As. Dans: 2023 Manufacturing and Service Operations Management \(MSOM\) Conference. Montreal.](#)

[REZAE VESSAL, S., NEZAMI, M. et SHANTIA, A. \(2023\). Empirical Investigation of the Valuation Premium Effect of Target Firms' Operations Capability in M&As. Dans: 2023 Production and Operations Management Society \(POMS\) Annual Conference. Orlando.](#)

[REZAE VESSAL, S. et SHANTIA, A. \(2023\). Accepting Defective Products: Implications for Supplier Incentives. Dans: 2023 The International Federation of Operational Research Societies. Santiago.](#)

## **ACTIVITÉS DE RECHERCHE**

### **Membre d'une association académique**

- 1982 - Présent: Membre de l'Institute for Operations Research and the Management Sciences (INFORMS)
- 1982 - Présent: Membre du Manufacturing and Service Operations Management Society (MSOM)
- 1982 - Présent: Membre de la Production and Operations Management Society (POMS)