

**Sara
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**Assistant
Professor,
Department
Operation
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Contact

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Education

PhD Candidate in Operation Management

HEC Paris, Operation Management Department, Paris, France, 2017

Visiting Scholar

University of Michigan, Stephen M. Ross School of Business, May 2016 - August 2017

PhD Summer Academy

MIT-Zaragoza PhD Program, International Logistics Program, Summer 2013

Master of Business Administration (MBA)

Blekinge Institute of Technology, Ronneby, Sweden, 2010

MSc in Information Technology Engineering

Tarbiat Modares University, Tehran, Iran, 2006

BSc in Industrial Engineering

Iran University of Science and Technology, Tehran, Iran, 2004

Biography

I am an assistant professor of Operations Management Department at ESSEC Business School. My research focuses on collaboration within and between firms in the context of new product development, social responsible supply chain and production decisions. My research mainly includes analytical modeling using game theory, dynamic programming, and optimization methods. Recently, I added some empirical studies to expand my methodological approach toward research in operations and supply chain management area.

Prior to joining ESSEC Business School, I was PhD student at HEC Paris. I also visited University of Michigan, Stephen Ross School of Business for one year and half, during my PhD studies.

Publications

✉ Academic Publications

Articles

"TRIZ and CRM, hand in hand!" (S. Rezaee Vessal, R. Movarej, A. Albadvi), *The TRIZ Journal*, Jan 2005, Vol. x, Issue x

✉ Other Publications

Articles published in Conference Proceedings

"Mysteries of new product promotion; effects of layout on buyer behaviour". In : *Management of Innovation and Technology (ICMIT)*, 2010 IEEE International Conference. : IEEE, 2010, p. 468-473

"New product promotion and E-commerce; effects of retailer webpage layout on buyer behaviour", With S. Rezaee Vessal, R. Movarei. In : *Management of Innovation and Technology (ICMIT)*, 2010 IEEE International Conference. : IEEE, 2010, p. 1224-1229

"Application of theory of inventive problem solving in customer relationship management", With R. Movarei. In : *Management of Innovation and Technology*, 2006 IEEE International Conference. : IEEE, 2006

Other Activities

Conference Presentations

"Optimal Allocation Rules with Waste Considerations. Invited Session", (with S. Aflaki). 2017 INFORMS Annual Meeting , Houston-TX, USA, 22 Oct 2017

"Effect of Incentive Design on Location Decision of Collaborative Product Development Teams", (with S. Sommer). 2017 INFORMS Annual Meeting, Houston, Texas, United States, 22 Oct 2017

"Optimal Allocation Rules with Waste Considerations. Invited Session", (with S. Aflaki). POMS 28th Annual Conference, Seattle, WA, United States, 05 May 2017

"Optimal Allocation Rules with Waste Considerations. Invited Session", (with S. Aflaki). 2016 INFORMS Annual Meeting , Nashville, USA, 13 Nov 2016

"Effect of Incentive Design on Location Decision of Collaborative Product Development Teams", (with S. Sommer). 2016 INFORMS Annual Meeting, Nashville, 13 Nov 2016

"Optimal Allocation Rules with Waste Considerations. Invited Session", (with S. Aflaki). POMS 27th Annual Conference, Orlando,FL, USA, 09 May 2016

"Optimal Allocation Rules with Waste Considerations. Invited Session", (with S. Aflaki). 2015 INFORMS Annual Meeting , Philadelphia, USA, 14 Nov 2015

"Collaboration in Global Product Development. Invited Session", (with S. Sommer). POMS 26th Annual Conference, Washington DC, USA, 08 May 2015

"Incentivizing Collaboration in Global Product Development Teams", (with S. Sommer). 2014 INFORMS Annual Meeting , San Francisco, CA, USA, 09 Nov 2014

"Incentive Scheme for Globally Dispersed Product Development Teams", (with S. Sommer). 2013 INFORMS Annual Meeting , Minneapolis, MN, USA, 06 Oct 2013