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Of Supply Chain Management
Consulting Editor, *Journal of Operations Management*
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Employment

Bank of America University Distinguished Professor **North Carolina State University**
Of Supply Chain Management (1999-present) **Raleigh, North Carolina**
Affiliated Professor with Department of Operations Research
NC State College of Management “Research Leadership Award” (2009)

Director – Supply Chain Resource Cooperative (2000 – present)

Editor-in-Chief, (Sept. 2001-2006), Consulting Editor (2006-present) – *Journal of Operations Management*

Visiting Adjunct Professor **University of Manchester, UK**
Decision Sciences and Operations Management **Manchester Business School**

Associate Professor of Purchasing and Operations **Michigan State University**
Management (1995 - 1999) **East Lansing, Michigan**

Assistant Professor of Purchasing and Operations **Michigan State University**
Management (1992 - 1995) **East Lansing, Michigan**

Assistant Professor of Operations Management **Old Dominion University**
(1990 - 1992) **Norfolk, Virginia**

Education

University of North Carolina **Chapel Hill, North Carolina**
Ph.D. in Operations Management, 1990. Dissertation: "A Study of Factors Affecting Delivery Speed in Make-to-Order Manufacturing".

University of British Columbia **Vancouver, British Columbia**
Bachelor of Science, Applied Mathematics & Statistics, 1985.

Refereed Publications Total Citations = 6735 (Google Scholar)

1. Rosetti, C., Handfield, R., and Dooley, K., **Forces, Trends, and Decisions in Pharmaceutical Supply Chain Management**, accepted for publication in *International Journal of Physician Distribution and Inventory Management*, July, 2010.
2. Paul Cousins, Benn Lawson, Robert Handfield, and Ken Peterson, “Breakthrough Scanning, Supplier Knowledge Exchange and New Product Development Performance”, accepted for publication September, 2009, *Journal of Product Innovation Management*.
3. Handfield, Robert, “The Reviewers Hated It!: What to do When Your Results Don’t Add Up”, editorial, *Journal of Supply Chain Management*, in press, 2011.
4. Paul Cousins, Benn Lawson, Robert Handfield, and Ken Peterson, “Strategic purchasing, supply management practices and buyer performance improvement: an empirical study of UK manufacturing organisations”, *International Journal of Production Research*, Vol. 47, No. 10, 15 May 2009, 2649–2667.
5. Paul Cousins, Benn Lawson, Robert Handfield, and Ken Peterson, Knowledge Sharing in Collaborative Product Development: The Impact of Formal and Informal Socialization Processes, *Journal of Product Innovation Management*, 26: 156-172, 2009.
6. Nicole Darnell, Robert Handfield, and Jason Jolley "Environmental Management Systems and Green Supply Chain Management: Complements for Sustainability?", *Business Strategy and the Environment*, vol. 18, 30-45, 2008.
7. Sriram Narayanan, Ann Marucheck, and Robert Handfield, “Electronic Data Interchange: Meta-Analysis, Research Review and Future Directions”, *Decision Science Journal*, 2009, 40(1): 121-163.
8. Handfield, R., Petersen, K., Cousins, P. and Lawson, B. (2009). An Organizational Entrepreneurship Model of Supply Management Integration and Performance Outcomes. *International Journal of Operations and Production Management*, 29(2):100-126. *Authors contributed equally*.
9. Handfield, R., Warsing, D., and Wu, X., (2009) “Inventory policies in a fuzzy uncertain supply chain environment,” *European Journal of Operational Research*, 197(2), 609-619.
10. Petersen, K., Handfield, R., Lawson, B. and Cousins, P. (2008). Buyer Dependency and Relational Capital Formation: The Mediating Effects of Socialization Processes

- and Supplier Integration. *Journal of Supply Chain Management*, 44(4), 53-65. Authors contributed equally.
11. Crook, R., Giunipero, L., Handfield, R., Reus, and Williams L., “Antecedents and Outcomes of Supply Chain Effectiveness: An Exploratory Study”, *Journal of Managerial Issues*, vol. 20, no. 2, Summer 2008, pp. 161-177.
 12. Terpind, Regis, Krause, Daniel, Handfield, Robert, Tyler, Beverly, “Buyer-Supplier Relationships: Derived Value Over Two Decades”, *Journal of Supply Chain Management*, vol 44, issue 2, April 2008, pp. 22-55.
 13. Handfield, Robert, and Lawson, Benn, “Integrating Suppliers into New Product Development”, *Research Technology Management*, September – October 2007, vol. 50, no. 5, pp. 44-51.
 14. Bozarth, Cecil, and Blackhurst, Jennifer, and Handfield, Robert, “The Textile Supply Chain: A Historical Perspective”, Special issue on Evolution of the Field, *Production and Operations Management*, vol. 16, no. 2, Summer 2007.
 15. Christopher W. Craighead, Jennifer Blackhurst, M. Johnny Rungtusanatham, Robert B. Handfield (2007). “The Severity of Supply Chain Disruptions: Design Characteristics and Mitigation Capabilities.” *Decision Sciences* 38(1), 131–156.
 16. Krause, Daniel, Handfield, Robert, and Tyler, Beverly, “The Relationship Between Supplier Development, Commitment, Social Capital Accumulation and Performance Improvement” *Journal of Operations Management* special issue on Organization Theory and Supply Chain Management, 25(2007) 525-548.
 17. Handfield, Robert, “The State of JOM: An Outgoing Editor’s (retro)spective”, *Journal of Operations Management*, vol. 24 Issue 5, September 2006, pp. 417-420.
 18. Handfield, Robert, and Steininger, Wolfgang, “An Assessment of Manufacturing Customer Pain Points: Implications for Researchers”, *Supply Chain Forum: An International Journal*, vol. 2 no. 6, pp. 3 – 12, March, 2006.
 19. Cousins, Paul, Handfield, Robert, Lawson, Benn, Peterson, Kenneth, “Creating Supply Chain Relational Capital: The Impact of Formal and Informal Socialization Processes”, special issue of *Journal of Operations Management* on Behavioral Research in OM, Vol. 24 Issue 6, December 2006, pp. 851-864. (Citations: *SSCI* - 2, *SCOPUS* - 6).
 20. Handfield, Robert, and Baumer, David, “Conflict of Interest in Purchasing Management”, *Journal of Supply Chain Management*, (42:3), 2006, pp 41-50.
 21. Blackhurst, Jennifer, Craighead, Chris, and Handfield, Robert, “Towards supply chain collaboration: an operations audit of VMI initiatives in the electronics

- industry”, *International Journal of Integrated Supply Management*, Vol. 2, no 2, (January 2006), 91-105.
22. Blackhurst, Jennifer, Craighead, Christopher, Elkins, Deborah, and Handfield, Robert, “An empirically-derived agenda of critical research issues for managing supply chain disruptions”, *International Journal of Production Research* ,accepted September 2005, in press.
 23. Giunipero, Larry, Handfield, Robert, and Eltantawy, Rehan, “Supply Management’s Evolution: Key Skill Sets For The Supply Manager Of The Future”, *International Journal of Operations and Production Management*, vol. 26. No. 7, pp. 822-844, August 2006.
 24. Peterson, Kenneth, Handfield, Robert, and Ragatz, Gary, “Supplier Integration into New Product Development: Coordinating Product, Process and Supply Chain Design”, special issue of *Journal of Operations Management on Product, Process Design Impacts on Supply Chain Design*, (April 2005) vol. 23, no. 4, 371-388. (Citations: *SSCI - 15, SCOPUS - 34*)
 25. Handfield, Robert, Barnhardt, Robert, and Powell, Nancy, “Mapping the Automotive Supply Chain: The Importance of Information Visibility”, *Journal of Textiles and Apparel Technology Management*, Vol. 3, No. 4, Winter 2004, pp. 1-19.
 26. Handfield, Robert, and Bechtel, Chris, “Trust, Power, Dependence, and Economics: Can SCM Research Borrow Paradigms?”, *International Journal of Integrated Supply Chain Management*, vol. 1, no. 1, pp. 3-32, 2004.
 27. Zahay, Debra, and Handfield, Robert, “The Role of Learning and Technical Capabilities in Predicting the Adoption of B2B Technologies” *Industrial Marketing Management*, Volume 33, October 2004, pp. 627-641.
 28. Handfield, Robert, Walton, Steven, and Sroufe, Robert, “Integrating Environmental Management and Supply Chain Strategies”, *Business Strategy and the Environment*, vol. 13, pp. 1-14, November 2004
 29. Payton, Fay, and Handfield, Robert, “Data Warehousing Implementation and Outsourcing Challenges: An Action Research Project with Solectron,” *Communications of the Association for Information Systems*, vol. 12, article 43, December 2003, 633-648.
 30. Tan, Keah Choon, Vijay Kannan, Soumen Ghosh and Robert Handfield, "A Structural Model Analysis of The Malcolm Baldrige National Quality Award Framework", *International Journal of Management and Decision Making*, vol. 4, no. 4, 2003, pp. 289-311.

31. Handfield, Robert, "The Impact of Deregulation on Energy Sourcing Strategy", *Journal of Supply Chain Management*, vol. 40, no. 2, Fall, 2003, pp. 38-48.
32. Rinehart, Lloyd, Eckert, Jim, Handfield, Robert, Page, Tom, and Atkin, Tom, "An Assessment of Supplier-Customer Relationships", *Journal of Business Logistics*, vol. 25, no. 1, 2003, pp. 25-62.
33. Handfield, Robert, and Nichols, Ernie, "Key Issues in Global Supply Base Management", *Industrial Marketing Management*, Volume 32, Number 8, November 2003.
34. Handfield, Robert, Ragatz, Gary, and Peterson, Kenneth, "A Model of Supplier Integration into New Product Development", *Journal of Product Innovation Management*, vol. 20, no. 4, July 2003, pp. 284-299. (Citations: *SSCI* - 22, *SCOPUS* - 35).
35. Zahay, Debra and Handfield, Robert, "Using the Value Chain Concept to Improve Interactive Marketing", *Interactive Marketing*, Volume 4, Number 4, April 2003, p. 343-354.
36. Stuart, Ian, Meredith, Jack, Handfield, Robert, McLaghlin, Ron, McCutcheon, David, and Samson, Danny, "Effective Case Research in Operations Management: A Process Perspective", *Journal of Operations Management*, vol. 20, no. 6, June, 2002, pp. 1-14.
37. Handfield, Robert, and Bechtel, Christian, "The Role of Trust and Relationship Structure in Improving Supply Chain Responsiveness", *Industrial Marketing Management*, vol. 31, 2001, pp. 1-16.
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39. Ragatz, Gary, Handfield, Robert, and Peterson, Kenneth, "Benefits Associated with Supplier Integration into New Product Development Under Conditions of Technology Uncertainty", *Journal of Business Research*, vol. 59, 2002, pp. 389-400. (Citations: *SSCI* - 27, *SCOPUS* - 40).
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43. Curcovic, Sime, Melnyk, Steven, Calantone, Roger, and Handfield, Robert, "Investigating the Linkage Between Total Quality Management and Environmentally Responsible Manufacturing", *IEEE Transactions in Engineering Management*, vol. 47, no. 4, November 2000, pp. 444-464.
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47. Handfield, Robert, Krause, Daniel, Scannell, Tom, and Monczka, R., "Avoid the Pitfalls in Supplier Development", *Sloan Management Review*, vol. 41, no. 2, Winter 2000, pp. 37-49.
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50. Curkovic, Sime, Melnyk, S., Calantone, R., and Handfield, R., "Validating the Malcolm Baldrige National Quality Award Framework Through Structural Equation Modeling", *International Journal of Production Research*, 2000, vol. 38, no. 4, pp. 765-791.
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65. Das, Ajay, and Handfield, Robert, "JIT and Logistics in Global Sourcing: An Empirical Study", *International Journal of Physical Distribution and Logistics Management*, vol. 27, no. 3-4, pp. 244-260, 1997.
66. Pagell, Mark, and Handfield, Robert, "Reducing Cycle times in a Union Environment: Is the News All Bad?", *Cycle Time Research*, vol. 3, no. 1, 1997, pp. 55-67.
67. Handfield, Robert, Walton, Steven, Seegers, Lisa, and Melnyk, Steven, "The Green Value Chain: Practices From the Furniture Industry", *Journal of Operations Management*, vol. 15, no. 4, pp. 293-316, 1997.
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69. Das, Ajay, and Handfield, Robert, "A Meta-analysis of Doctoral Dissertations in Purchasing", *Journal of Operations Management*, vol. 15, pp. 101-121, 1997.
70. Curkovic, Sime and Handfield, Robert, "Use of ISO 9000 and Baldrige Award Criteria in Supplier Quality Evaluation," *International Journal of Purchasing and Materials Management*, Spring, 1996, pp. 2-11.
71. Handfield, Robert, and Onitsuka, Mitsumasa, "Process and Supply Chain Management Evolution in the American Cotton Textile Industry", *St. Andrew's University Economic and Business Review*, Kobe, Japan, December, 1995, pp. 1-35.
72. Handfield, Robert, and Pagell, Mark, "An Analysis of the Diffusion of Flexible Manufacturing Systems", *International Journal of Production Economics*, vol. 39, 1995, pp. 243-253.
73. Carter, Phillip, Melnyk, Steven, and Handfield, Robert, "Identifying the Basic Process Strategies for Time-based Competition", *Production and Inventory Management*, vol. 36 no. 1, First Quarter, 1995, pp. 65-70.

74. Handfield, Robert, and Pannesi, Ronald, "Antecedents of Leadtime Competitiveness in Make-to-Order Manufacturing Firms", *International Journal of Production Research*, vol. 33 no. 2, 1995, 511-537.
75. Handfield, Robert, "Effects of Concurrent Engineering on Make-to-Order Products", *IEEE Transactions on Engineering Management*, vol. 41, no. 4, Nov. 1994, 1-11.
76. Handfield, Robert, and Ghosh, Soumen, "Creating a Total Quality Culture Through Organizational Change: A Case Study", *Journal of International Marketing*, vol. 2 no. 3, 1994, 7-36.
77. Handfield, Robert, and Pannesi, Ronald, "Managing Component Life Cycles in Dynamic Technological Environments", *International Journal of Purchasing and Materials Management*, Spring 1994, 20-27.
78. Handfield, Robert, "Global Sourcing: Patterns of Development", *International Journal of Operations and Production Management*, Vol. 14, No. 6, 1994, 40-51.
79. Handfield, Robert, and Withers, Barbara, "A Comparison of Logistics Management in Hungary, China, Korea and Japan", *Journal of Business Logistics*, Vol. 14, No. 1, 1993, 81-109.
80. Handfield, Robert, "The Role of Materials Management in Developing Time-based Competition", *International Journal of Purchasing and Materials Management*, Winter 1993, 2 - 10.
81. Handfield, Robert, "A Resource Dependence Perspective of Just-in-Time Purchasing", *Journal of Operations Management*, Vol. 11, 1993, 289-311.
82. Handfield, Robert, "Distinguishing Attributes of JIT Systems in the Make-to-Order/Assemble-to-Order Environment", *Decision Science Journal*, Vol. 24, No. 3, 1993, 581-602.
83. Handfield, Robert, and Pannesi, Ronald, "An Empirical Study of Delivery Speed and Reliability", *International Journal of Operations and Production Management*, Vol. 12, No. 2, 1992, 58-72.
84. Handfield, Robert, "Quality Management in Japan versus the United States: An Overview", *Production and Inventory Management*, Second Quarter, 1989, 79-85.

Trade Publications

1. Handfield, Robert, and Shankar Ram Thyagarajan "US and Worldwide Trends and Legislative Forecasts in Dredging", *Dredging Today*,

<http://www.dredgingtoday.com/2011/01/20/us-worldwide-trends-and-legislative-forecasts-in-dredging/>, January 2011.

2. Handfield, Robert, *Planning for the Inevitable: The Role of the Federal Supply Chain in Preparing for National Emergencies*, IBM Center for Government, Published Report, July, 2010.
3. Handfield, Robert, "Supply Market Intelligence: Think Differently, Gain an Edge", *Supply Chain Management Review*, November 2010, pp. 42-49.
4. Handfield, Robert, "The Challenge of Contract Management in a Supply-Constrained Environment", *Corporate United Quarterly*", vol. 10, no. 1, March, 2010
5. Handfield, Robert, "Managing the Clinical Trials Material Supply Chain", *Pharmaceutical Technology*, September, 2009.
6. Valadares, Paulo, Handfield, Robert, and de Resende, Paulo, "Impactos da Crise Financeira Global Nos Cadeias De Suprimentos: Uma Comparacao Entre Brazil X EUA", *Mundo Logistica*, 76-81, July, 2009.
7. Henschel, R., Lowe, D., & Handfield, R., The role of universities and business schools in developing leadership, *Contracting Excellence: Global Strategies for Superior Results*, April 2009, International Association of Commercial and Contract Management (IACCM).
8. Handfield, Robert, "United They Stand", p. D8, Wall Street Journal invited article, March 23, 2009.
9. Quoted in Financial Times article, "Cash Crisis in the Supply Chain, January 20, 2008.
10. Highlighted in Supply Chain Management Review, "Real World Guide: Robert B. Handfield", Nov. 1, 2008 (<http://www.scmr.com/article/CA6611888.html>).
11. Handfield, Robert, and McKenzie, Lehr, "Are You Really a Customer of Choice?" CPO Agenda, p. 56-59, Winter 2008-2009.
12. Handfield, Robert, 'Collaborate to Reduce Risks', *Inside Supply Management*, September 2008, pp. 30-32.
13. Handfield, Robert, "Tapping into....Supply Market Intelligence: The Key to Strategic Sourcing", *Inside Supply Management*, August 2008, pp. 12-14.
14. Handfield, Robert, "Tactics: Getting Ahead on Succession Planning", CPO Agenda, Spring, 2008, pp. 22-24.
15. Giunipero, Larry, Handfield, Robert, and Johansen, Douglas, "Beyond Buying: Supply-chain managers used to have one main job: purchasing stuff cheaply. They need a whole new skill set now", Wall Street Journal, *March 10, 2008; p. R8*.

16. Ward, Nick, Handfield, Robert, and Cousins, Paul, "Stepping up on SRM", *CPO Agenda*, Summer 2007, pp. 42-47.
17. Handfield, Robert, "Reducing the impact of disruptions to the supply chain", *SAScom* magazine, April, 2007, pp. 33-41.
18. Handfield, Robert, and Edwards, Steve, "Minority Supplier Development: We're Not There Yet", in *Inside Supply Management*", July 2006, pp. 20-21.
19. Handfield, Robert, and McCormack, Kevin "What You Need to Know About Sourcing in China", *Supply Chain Management Review*, September, 2005, vol. 9, no. 5, pp. 56-62.
20. Handfield, Robert, Elkins, Debra, Blackhurst, Jennifer, and Craighead, Chris, "18 Ways to Guard against Disruption", *Supply Chain Management Review*, Jan/Feb 2005, vol. 9, no. 1, pp. 46-53.
21. "What Sourcing Channel is Right For You?", with Samuel Straight, *Supply Chain Management Review*, July/August 2003, pp. 62-68.
22. "Strategic Objectives for Good Pharmaceutical Procurement", *American Pharmaceutical Outsourcing*" June 2003.
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24. "Reverse Auctions: How do Suppliers Really Feel About Them?", *Inside Supply Management*, November 2002, with Samuel Straight.
25. "Before you Build a B2B Network, Redesign Your Supply Chain!", *Supply Chain Management Review*, June-July, 2001.
26. Handfield, Robert, and Krause, Daniel, "Think Globally, Source Locally", *Supply Chain Management Review*, Winter, 1999, pp. 36-49.

Robert Handfield has been quoted in the Wall Street Journal, San Francisco Chronicle, INC., Pharmaceutical Distribution magazine, Triad Business Review, Raleigh News and Observer, Microsoft Executive Circle, SAS, Journal of Health Care Contracting, and other leading journals.

Manuscripts Under Review

Stonebraker, Jeffrey, Handfield, R., Kirkwood, C., "**Impact Factors as a Method of Assessing OM Journals**," Under fourth revision, *Journal of Operations Management*.

Rosetti, C., Handfield, R., and Jetly, Guarav, "A Model of Independent Agents for Studying the Pharmaceutical Industry", *Journal of Statistics*, submitted February 2009, revision December 2009.

Stonebraker, Jeffrey, Handfield, R., Edwards, S., “**NC State’s Supply Chain Resource Cooperative Educates the REAL World**,” under review, *Interfaces*.

Manuscripts under Preparation

“Evolutionary Economics and Supply Chain Management”, with Tim Wakeley and Paul Cousins, to be submitted to *Academy of Management Review*.

“The Supply Chain As the Unit of Analysis”, with Paul Cousins and Benn Lawson, to be submitted to *Production and Operations Management* Special Issue on Theory Development in the Field.

Krause, Daniel and Handfield, Robert, “An Empirical Study of Trust in Buyer-Seller Relationships”, to be submitted to *Decision Sciences*.

“The Effect of Differing Governance Mechanisms on Supplier Development Outcomes”, with Dan Krause to be submitted to *Strategic Management Journal*.

Books and Book Chapters

Monczka, Robert, Handfield, Robert, Giunipero, Larry, and Patterson, James, *Purchasing and Supply Chain Management*, Cincinnati, OH: Southwestern Publishing, College Division, 5th edition, 2011.

Handfield, Robert, “Preparing for the Worst: Sustaining Suppliers Through the Economic Crisis.” Book chapter in *Managing Global Supply Chain Relationships: Operations, Strategies and Practices*, Editors: *Drs. Barbara Flynn, Michiya Morita and Jose Machuca*. New York: Business Reference, IGI Global, 2011, pp. 1-15.

Handfield, Robert, *Planning for the Inevitable: The Role of the Federal Supply Chain in Preparing for National Emergencies*, IBM Center for Government, Published Report, July, 2010.

Handfield, Robert, and McCormack, Kevin, *Supply Chain Risk Management: Minimizing Disruption in Global Supply Chains*. Auerbach Publications, 2008.

R. Handfield, *Supply Market Intelligence*, Auerbach Publications, 2006.

Bozarth, C., and Handfield, R. *Operations and Supply Chain Management*, 2nd edition (undergraduate textbook), Upper Saddle River, NJ: Prentice Hall, 2005. Initial sales estimated in year 1 at 8000+ units.

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Cecil Bozarth, Robert Handfield and Ajay Das, 'Stages of Global Sourcing Strategy Evolution: An Exploratory Study', *Journal of Operations Management*, 16 (2/3), 241-55, reprinted in "Global Supply Chain Management" edited by Masaaki Kotabe and Michael J. Mol, 2004..

Handfield, Robert B. and Ernest L. Nichols, Jr., *Introduction to Supply Chain Management*, Prentice Hall, Inc., Upper Saddle River, New Jersey (1999) (ISBN: 0-13-621616-1). Japanese, Chinese, and Korean language editions are also available from Prentice Hall-Japan (ISBN: 4-89471-608-9), Prentice Hall-Taiwan, (ISBN: 957-584-890-X), and Prentice Hall-Korea (ISBN: 89-88806-16-6).

Purchasing Education and Training Part II, Center for Advanced Purchasing Studies, with Larry Giunipero, Tempe, AZ:, 2004.

Purchasing Electricity in a Deregulated Market, Center for Advanced Purchasing Studies, with Bart Moore, Tempe, AZ:, National Association of Purchasing Management, 2000.

ISO 14000: Assessing Its Impact on Corporate Effectiveness and Efficiencies, Center for Advanced Purchasing Studies, with Steven Melnyk, Roger Calantone, Lal Tummala, Gyula Vastag, Sime Curcovic, Frank Montabon, and Robert Sroufe, National Association of Purchasing Management, Tempe, AZ, 1999.

New Product Development: Supplier Integration Strategies for Success. R. Monczka, R. Handfield, D. Frayer, G. Ragatz, and T. Scannell, Milwaukee, WI: ASQ Press, January, 2000

Developing a World Class Supply Base, Center for Advanced Purchasing Studies, with Daniel Krause, Tempe, AZ:, National Association of Purchasing Management, 1999.

Handfield, Robert, Calantone, Roger, and Ghosh, Soumen, "The Role of Information and Analysis in Organizational Quality Improvement", *Management of Organizational Quality*, vol. 4, JAI Press, 1999.

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New Product Development: Strategies for Supplier Integration. R. Monczka, R. Handfield, D. Frayer, G. Ragatz, and T. Scannell, ASQ Press, Milwaukee, WI, 1999.

Re-engineering for Time-based Competition, R. Handfield, Westwood, CN: Greenwood Publishing Group, 1995.

“Insourcing/Outsourcing”, R. Handfield, Chapter 17.5 in *The Technology Management Handbook*, 1998, CRC Press: Boca Raton, FL, pp. 17-28-34.

“Concurrent Engineering”, R. Handfield, Chapter 14.10 in *Handbook of Technology Management*, 1998, CRC Press: Boca Raton, FL, pp. 14-54-59.

“Cost Management”, R. Handfield, chapter in *Encyclopedia of Operations Management*, in press, 1998.

“Managing New Product Development Through Supplier Integration”, R. Handfield, chapter in *Encyclopedia of Operations Management*, in press, 1998.

“Supplier Performance Evaluation”, R. Handfield, chapter in *Encyclopedia of Operations Management*, in press, 1998.

"International Purchasing Transactions through EDI Systems", R. Handfield, S. Walton, A. Maruchek, and A. McKinney, Chapter 15 in *Global Information Systems and Technology: Focus on the Organization and Its Functional Areas*, London: Idea Publications, 1994.

"Wake County Mental Health Clinic", in *Cases in Production and Operations Management*, New York: Allyn and Bacon, 1994.

"Measuring Efficiency in a University Physical Plant", in *Cases in Production and Operations Management*, New York: Allyn and Bacon, 1994.

"A Comparison of Logistics Management in Hungary, China, Korea and Japan", with Barbara Withers, reprinted in *Studies of the Global Manufacturing Research Group, Vol. II*, Amsterdam: Elsevier, 1993.

Technical Reports

Global Procurement and Supply Chain Benchmarking Initiative: Pilot Module Report, co-author, 1994, Technical Report, Michigan State University, East Lansing, MI.

Global Procurement and Supply Chain Benchmarking Initiative: Strategic Supplier Alliances, Best Practice Report, co-author, 1995, Technical Report, Michigan State University, East Lansing, MI.

Global Procurement and Supply Chain Benchmarking Initiative: Best Commodity Family Strategy, Best Practice Report, co-author, 1995, Technical Report, Michigan State University, East Lansing, MI.

Global Procurement and Supply Chain Benchmarking Initiative: Supplier Integration into New Product Development, Best Practice Report, co-author, 1996, Technical Report, Michigan State University, East Lansing, MI.

Global Procurement and Supply Chain Benchmarking Initiative: Integrated Supply Chain Management, Best Practice Report, co-author, 1996, Technical Report, Michigan State University, East Lansing, MI.

Global Procurement and Supply Chain Benchmarking Initiative: Procurement and Supply Chain Performance, Best Practice Report, co-author, 1996, Technical Report, Michigan State University, East Lansing, MI.

Global Procurement and Supply Chain Benchmarking Initiative: Supplier Development, Best Practice Report, co-author and project leader, 1996, Technical Report, Michigan State University, East Lansing, MI.

Non-refereed Articles, Proceedings and Presentations

Darnell, Nicole, Handfield, Robert, and Jolley, Jason. "Environmental Management Systems & Green Supply Chain Management: Complements or Contradictions?" Academy of Management conference, August, 2005, Hawaii.

Ajay Das, Robert Handfield and Cecil Bozarth, "Dimensionalizations of fit in supply chain management?", Proceedings of the Thirty-Third Annual Meeting of the Northeast Decision Sciences Institute, Atlantic City, March 24-26th, 2004, 270-272.

"Supply Chain Disruptions: A Program of Discovery, Recovery and Minimization", 2003 Annual Meeting of the Production and Operations Management Society (POMS), April 4-7, 2003, Savannah, Georgia, USA.

"The notion of customized supply chain management" Ajay Das, Robert Handfield and Cecil Bozarth, Proceedings of the 13th Annual North American Research and Teaching Symposium on Purchasing and Supply Chain Management, Dallas, TX, March 21-23rd, 2002.

Ajay Das, Robert Handfield and Cecil Bozarth, "Profiles in Supply Chain Management: An Empirical Examination", DSI Annual Meeting November 2002.

"Publishing in the Journal of Operations Management", presentation to Doctoral Consortium, Decision Sciences Institute Meeting, November 2001.

Krause, Daniel and Handfield, Robert, "An Empirical Study of Trust in Buyer-Seller Relationships", *Proceedings of the Annual National Meeting of DSI*, San Francisco, CA, November, 2001.

Handfield, Robert, Beverly Tyler, and Krause, Daniel, "Creating Value Through Supplier Development Initiatives: A Dyadic Study", *Academy of Management Meeting*, Toronto, Canada, August, 2000.

"Investigating the Linkage Between Total Quality Management and Environmentally Responsible Manufacturing", with Sime Curkovic, Steven Melnyk, Frank Montabon, and Robert Sroufe, *Proceedings of the Annual National Meeting of DSI*, New Orleans, LA, November, 1999.

"Environmental Research Needs In the Decision Sciences: Perspectives from the US EPA Environmental Accounting Project and the World Resources Institute", with Susan McLaughlin (US EPA) and Jennifer Finlay, (World Resources Institute), *Proceedings of the Annual National Meeting of DSI*, New Orleans, LA, November, 1999.

"Environmentally Responsible Manufacturing: Summarizing Research Efforts From the MSU NSF Project", with Sime Curkovic, Steven Melnyk, Frank Montabon, Roger Calantone, and Robert Sroufe, *Proceedings of the Annual National Meeting of DSI*, New Orleans, LA, November, 1999.

"Creating Value Through Supplier Development Initiatives: A Dyadic Study", with Daniel Krause, *Proceedings of the Annual National Meeting of DSI*, New Orleans, LA, November, 1999.

Review of "Managing the Global Supply Chain", by Phillip Schary and Tage Skjott-Larsen, *Journal of International Marketing*, vol. 5, no. 3, 1997, pp. 91-95.

"The Green Supply Chain", with Steven Walton and Steven Melnyk, *Proceedings of the Annual National Meeting of DSI*, San Diego, CA, November, 1997 (Honorable mention Award - Environmental Management Division).

"Supplier Integration into New Product Development", with Gary Ragatz and Kenneth Peterson, *Proceedings of the Annual National Meeting of DSI*, San Diego, CA, November, 1997.

"Environmentally Responsible Manufacturing: A Literature Review", with Sime Curkovic, Steven Melnyk, and Roger Calantone, *Proceedings of the Annual National Meeting of DSI*, San Diego, CA, November, 1997.

"Achieving a Competitive Advantage through Total Quality Management", with Ajay Das and Roger Calantone, *Proceedings of the Annual National Meeting of DSI*, San Diego, CA, November, 1997.

"Career Advancement Strategies", Invited Presentation, 14th Annual Doctoral Student Consortium, Decision Science Meeting, Orlando, FL, November, 1996.

"Recent Trends in Operations Management Research", with Steven Walton, *Proceedings of the Annual National Meeting of DSI*, Orlando, FL, November, 1996.

“Supplier Integration into New Product Development”, with Gary Ragatz and Tom Scannell, *Proceedings of the Annual National Meeting of DSI*, Orlando, FL, November, 1996.

“The Green Supply Chain: Best Practices from the Furniture Industry”, with Steven Walton, Steven Melnyk, and Lisa Seegers, *Proceedings of the Annual National Meeting of DSI*, Orlando, FL, November, 1996.

“Integrating Environmental Concerns into the Design Process: Explaining the Gap between Design and Practice”, with Steven Melnyk, *Proceedings of the Annual National Meeting of DSI*, Orlando, FL, November, 1996.

“An Empirical Study of the Impact of Quality Tools and Techniques on Quality Attributes and Quality Strategies”, with Jayanth Jayaram and Soumen Ghosh, *Proceedings of the Annual National Meeting of DSI*, Orlando, FL, November, 1996.

“The Importance of Unions to Operations Strategy”, with Mark Pagell, *Proceedings of the Annual National Meeting of DSI*, Orlando, FL, November, 1996.

“Does the Parallel Approach Make Sense in the Development of Discontinuous Innovations?”, with Chris McDermott, *IEEE Engineering Management Society*, 1996 International Conference on Engineering and Technology management, August 18 -20, 1996, Vancouver, Canada.

“Greenspeak”, with Steven Melnyk, *Purchasing Today*, July, 1996, pp. 32-36.

“Managing Buyer-Supplier Conflicts: A Conceptual Model”, with James Patterson, NAPM Annual Academic Conference, Portland, OR, March, 1996.

“The Cost of Environmental Management”, with Sime Curcovic and Steven Melnyk, 7th Annual Meeting of the Production and Operations Management Society, Indianapolis, Indiana, March, 1996.

“Supplier Integration into New Product Development, *Proceedings of the 1996 NSF Design and Manufacturing Grantees Conference*, with R. Monczka, D. Frayer, G. Ragatz, and R. Trent, pp. 816-817.

"Environmentally-Friendly Manufacturing in the Office Furniture Industry", with Lisa Seegers and Steven Melnyk, *Proceedings of the Annual National Meeting of DSI*, Boston, Massachusetts, November, 1995.

"An Empirical Test of Relationships Between Baldrige Award Criteria", with Soumen Ghosh, *Proceedings of the Annual National Meeting of DSI*, Boston, Massachusetts, November, 1995.

"The Global Procurement and Supply Chain Benchmarking Initiative: An Overview of Recent Results", Workshop, *Proceedings of the Annual National Meeting of DSI*, Boston, Massachusetts, November, 1995.

"The Antecedents and Performance Outcomes of Interorganizational Relationships", with Chris Bechtel and Larry Stimpert, *Proceedings of the Annual National Meeting of DSI*, Boston, Massachusetts, November, 1995.

"Environmentally Responsible Manufacturing: New Challenges, Hidden Opportunities", with Steven Melnyk, *Proceedings of the Annual National Meeting of DSI*, Boston, Massachusetts, November, 1995.

"Constrained vs. Unconstrained Global Sourcing Decisions: An Exploratory Study", with Cecil Bozarth, Academy of Management Conference, Vancouver, Canada, August 1995.

"A Triangulated Approach to Empirical Research", *Decision Line*, with Robert M. Monczka, and Gary Ragatz, April, 1995.

"Total Quality Management and Issues in Theory Development", invited colloquium, The Kenan-Flagler Business School, University of North Carolina at Chapel Hill, December 15, 1994.

"Empirically-Based Theory Development - Using Qualitative Methods to Build Theory", organizer and presenter, professional development workshop, *Annual National Meeting of DSI*, Honolulu Hawaii, November 1994.

"Creating a Total Quality Culture Through Organizational Change: A Case Study", with Soumen Ghosh, *Proceedings of the Annual National Meeting of DSI*, Honolulu Hawaii, November 1994 (Winner of Conference Best Interdisciplinary Research Paper Award).

"A Framework for Research in Time-based Competition", with Phillip Carter and Steven M. Melnyk, *Proceedings of the Annual National Meeting of DSI*, Honolulu Hawaii, November 1994.

Invited Presentation on Emerging Themes in Manufacturing Strategy, "Re-thinking Manufacturing Strategies in Complex Environments", with Phillip Carter and Steven Melnyk, ORSA/TIMS Conference, Detroit, October, 1994.

Invited Presentation on "TQM Implementation Strategies for Global Competitive", with Soumen Ghosh, ORSA/TIMS Conference, Detroit, October, 1994.

Invited Panel Discussion, "Initiating an Academic Career--Strategies for Success", ORSA/TIMS Conference, Detroit, October, 1994.

"Total Life Cycle Cost Management," with Ronald T. Pannesi, Annual NAPM Academic Conference, Washington D.C., March, 1994.

"Global Research in Operations Management - Panel Discussion", organizer and presenter, *Proceedings of the Annual National Meeting of DSI*, Washington DC, November 1993.

"Managing Component Life Cycles in Dynamic Technological Environments", *Proceedings of the Annual National Meeting of DSI*, Washington DC, November 1993.

"Global Sourcing - Patterns of Development", *Proceedings of the Annual National Meeting of DSI*, Washington DC, November 1993.

"Empirically-Based Theory Development - Using Qualitative Methods to Build Theory", organizer and presenter, professional development workshop, *Annual National Meeting of DSI*, Washington DC, November 1993.

"Workshop on Empirical Quality Management Research", with Soumen Ghosh and Stanley Fawcett, presentation at the *Midwest Decision Sciences Institute Meeting*, Lansing, MI, April 21, 1993.

"Empirical Research Using Structural Equation Modelling and Latent Variables", professional development workshop presentation, *Proceedings of the Annual National Meeting of DSI*, San Francisco, California, November 1992.

"Amadas Industries", case presented at the 1992 Decision Sciences Case Writers Workshop, San Francisco, CA, November 1992.

"Conducting Empirical Research in Purchasing", presentation to Management 802 doctoral purchasing seminar, November 4, 1992, Michigan State University.

"Distinguishing Attributes of Design Complexity and Manufacturability", *Proceedings of the Production and Operations Management Society* meeting, November 1992.

"New Product Development Leadtime vs. Delivery Leadtime", *Proceedings of the Annual National Meeting of DSI*, Miami, Florida, November 1991.

"Measurement Development of Factors Affecting Leadtime in Make-to-Order Manufacturing Firms", presentation at *Production and Operations Management Society* meeting, November 1991.

"Defining the Entrepreneurial Gap in Eastern Europe", with Barbara Withers, presentation at *Production and Operations Management Society* meeting, November 1991.

"Delivery Speed and Reliability as an Element of Manufacturing Strategy", *Proceedings of the Annual National Meeting of DSI*, San Diego, California, 1990.

"An Effective Implementation of a Parts Coding System: A Case Study of PACCAR, Inc.", with Nancy M. Hyer and Janet M. Barager, *Proceedings of the Annual National Meeting of DSI*, New Orleans, Louisiana, 1989.

"Measuring Estimating Efficiency in a University Physical Plant", *Proceedings of the Annual National Meeting of DSI*, New Orleans, Louisiana, 1989.

"Implementation Issues in Computer-Aided Medical Decision Making", *Proceedings of the Annual National Meeting of DSI*, New Orleans, Louisiana, 1989.

"Analysis of Capacity Utilization in a Multistage Manufacturing/Distribution System: A Simulation Study", with Ronald T. Pannesi and Ann S. Maruchek, *Proceedings of the Annual National Meeting of DSI*, Las Vegas, Nevada, November, 1988.

Speaking Engagements

“Fundamentals of the Food Supply Chain”, Presentation to the **Economic Development & Infrastructure Subcommittee of the North Carolina Local Sustainable Food Advisory Council**, January 24, 2011.

“Supply Chain Risk: Future Scenarios for Cyber-attacks and Impacts on the Supply Chain”, US Department of Counterintelligence, September 3, 2010, Washington DC.

“Integrated Spend Management”, Keynote Speaker, Zycus Leadership Forum, Houston, Chicago, Los Angeles, May 2010.

“Market Intelligence: The Foundation for Strategic Sourcing”, Corporate United Customer Leadership Meeting, May, 2010.

“Managing the Clinical Supply Chain: An Industry Maturity Model”, *Vetter Biopharmaceutical Leadership Conference*, Lindau, Germany, September 24, 2009.

“Supply Chain Risk: Industry Best Practices”, US Department of Counterintelligence, *Supply Chain Vulnerabilities Conference*, September 14, 2009, Washington DC.

“Becoming A Customer of Choice”, Institute of Supply Management, National Conference, April, 2009, Charlotte, NC.

“Strategic Cost Management”, Institute of Supply Management, National Conference, April, 2009, Charlotte, NC.

“Applying Lessons of Supply Chain Management to North Carolina’s Fishing Industry”, North Carolina Seafood Marketing Conference, February 3, 2009, Carteret County, North Carolina, Invited Speaker.

“Supply Market Intelligence”, Keynote Speaker, Corporate United meeting, Baltimore, MD, October 2008.

“Manufacturing in China”, Keynote Speaker, Contract Pharma meeting, New Brunswick, NJ, November 2008.

“Global Leadership: Is there a Universal Global Approach for Supply Chain”, Keynote Speaker, Chartered Institute of Purchasing and Supply, London, October 2008.

“Preparing for the Worst”, Workshop Leader, Global Procurement Leadership meeting, Chartered Institute of Purchasing and Supply, London, November 2008.

“Best Practices in Supply Management”, Procurement Organization Meeting”, BP Procurement and Supply Chain Management, Baku, Azerbaijan, November 2008.

“Supply Chain Maturity”, Keynote Speaker, S&OP Supply Chain Offsite Meeting, BiogenIdec, January 2009.

“Key Trends in Strategic Sourcing”, Keynote Speaker, GMP Sourcing Meeting, BiogenIdec, February 2009.

“The Engineering World, in a World of Economic Turmoil”, Keynote at American Society of Civil Engineers, NC State University chapter, March 2009.

“Supply Market Intelligence”, presentation to Corporate United Purchasing Group, October, 2008.

“Strategic Sourcing”, Penn State Executive Education Speaker, September, 2008.

Managing Supply Risk and Supplier Relationship Management, International Association of Commercial and Contract Managers, Ascot, UK, November, 2007.

“Key Trends in Strategic Sourcing”, Keynote at ParkerHannefin Global Supply Chain Manufacturing Executive Meeting, October, 2008.

Understanding the Key Issues for Supply Market Intelligence, presentation to Shell Oil Products Global Market Intelligence Team, January, 2007.

“Key Trends in Supply Chain Management”, **Nexus Supply Chain Conference**, October 13, 2006, sponsored by Womble Carlyle Sandridge and Rice.

“Current Trends in Pharmaceutical Fee for Service Contracts”, presentation to IACCM Pharmaceutical Group, New Jersey, June, 2006.

“Issues and Challenge in Global Procurement and Contracting”, webconference to Chevron, IACCM educational group, July 2006.

“Global Sourcing in China”, Webcast, Supply Chain Management Review, July, 2006.

Supply Market Intelligence: A Core Element for Supply Chain Excellence, Queen’s University, Belfast, Ireland, March 19, 2006.

Managing Your Supply Chain the Chinese Way, First Trust Bank Distinguished Lecturer Series, Queen's University, Belfast, Ireland, March 20, 2006.

Supply Market Intelligence: A Core Element for Supply Chain Excellence, University of Manchester, Manchester, UK, March 23, 2006.

Managing Your Supply Chain the Chinese Way, Lecture as Visiting Professor, University of Manchester, Manchester, UK, March 24, 2006.

Handfield, R., "Managing Risk in the Supply Chain", Keynote Address at the Bank of America Global Supplier Forum, Charlotte, NC, February, 2006.

Handfield, R., "Global Trends in the Pharmaceutical and Biotech Distribution Industry", Keynote address at the Institute for International Research conference on Pharmaceutical Trends: Fee for Service, March 12-13, 2006.

Petersen, K., Cousins, P., Handfield, R. & Lawson, B (2006). The Moderating Impact of Asymmetrical Power on Socialization and Relational Capital in Buyer-Seller Relationships. Presented at Manchester Business School, Manchester, United Kingdom

Global Supply Risk, International Association of Commercial and Contract Managers, New Orleans, LA, April 11-12, 2007.

"Supplier Relationship Management", Manchester Business School, November, 2007, presented to the Supply Chain Research Group.

Keynote Speaker, Fee-for-Service Conference, Institute for International Research, Princeton, NJ, March 2006.

Keynote Speaker, "Current Trends in Pharmaceutical Distribution", Health Care Supply Chain Forum, Washington DC, February 2006.

Keynote Speaker, **Nexus Supply Chain Meeting**, hosted by **Dell** and **FedEx**, November, 2005.

"Best Practices in Supply Chain Management", Supply Chain Merger Meeting of **Cinergy** and **Duke Energy**, October, 2005.

"Crafting a Roadmap For Supply Chain Education", **Caterpillar**, October 4, 2005.

"Supply Market Intelligence", **Englehard Corporation**, Purchasing Council Retreat, October 3, 2005.

"Current Trends in Supply Chain Management and Legal Implications", **Wobble Carlyle Rice & Sanders** (largest law firm in North Carolina), October, 2005.

“Future Trends in Pharmaceutical Distribution, research project for **Cardinal Health**, July – October, 2005.

“Managing Risk in the Supply Chain”, keynote at **Boston Scientific**, Global Procurement and Logistics Council, October, 2005.

“Current Trends in the Retail CPG Supply Chain”, keynote at **GlaxoSmithKline** Consumer Executive Retreat, Gettysburg, PA, August 2005.

“Supply Market Intelligence”, presentations at **Institute for Supply Management**, Philadelphia, PA, May, 2004.

Executive Education Program – **Visteon, Caterpillar, Mary Kay Cosmetics, Borg Warner** (Shanghai, China). June 23-July 3, 2005.

Executive Education Program- Customer Focused Supply Chain Management – **Haier, GlaxoSmithKline, Bayer**, others (Shanghai, China)– January 12-15, 2005.

“Creating a Template for Supplier Alliances”, research project for **Progress Energy**, January, 2005.

Speaker – **Valeant Pharmaceuticals, Global Procurement Team Meeting**, Costa Mesa, California, August 2004.

“How Mature is Your Supply Chain?”, presentation at **Institute for Supply Management**, Philadelphia, PA, April, 2004.

“Key Skills and Knowledge for the Supply Manager of the Future”, presentation at **Institute for Supply Management**, Philadelphia, PA, April, 2004.

Speaker at Supply Chain Redesign forum, **Suncor Energy**, Calgary Alberta, January 29-30, 2004.

Supply Chain Management, **Bank of America**, Executive Education Certification, October-November 2003.

Global Webcase – Creating Customer Value in the Life Sciences Supply Chain, **GlaxoSmithKline**, November 2003.

Supply Chain Simulation, Global Logistics Team, **GlaxoSmithKlein**, Bracknell, UK, July, 2003.

Best Practices in Supply Management Guest Speaker at Senior Leadership Meeting, **Curtis-Wright Motion**, Charlotte, NC, January 2003.

Creating Value in the Supply Chain, Seminar for Advanced Leadership Program, **Home Depot**, Atlanta, GA, November 2002, January 2003.

Understanding the Global Supply Chain, Executive Education certification for the Automotive Airbags Division and All Manufacturing Associates, **Milliken Corporation**, October, 2002, January 2003 – November 2003, January 2004 – October 2004.

Cycle Time Reduction, Executive Education seminar for 400 Supply Chain Leadership Managers, **Milliken Corporation**, January, 2003 – December 2003 Spartanburg, SC.

Customer Focused Supply Chain Management, Executive Education seminar for 800 Supply Chain Leadership Managers, **Milliken Corporation**, January, 2002 – December 2003 Spartanburg, SC.

Supply Chain Re-design, presentation to **General Motors** Order-to-Delivery Supplier Council, September, 2002, Warren, Michigan.

Implementation of Reverse Auctions in the Pharmaceutical Industry, presentation to the Joint Meeting of the **Institute for Supply Management-Pharmaceutical Forum and Drug, Chemical, and Allied Trades** group, New Jersey, September, 2002.

Executive Education Seminar, **Sinclair-Knight Mertz** Senior Management School, Melbourne, Australia, September, 2002.

INCAE Supply Chain Management Executive Education Seminar, Quito, Ecuador, September, 2002.

Supply Chain Management Executive Education Program, Milliken Corporation, February – November, 2002. Project-based training program developed and delivered for 450 associates in the Performance Products Division at **Milliken Corporation**.

Supply Chain Management Executive Teaching Series, **Sinclair Knight Mertz**, Melbourne, Australia, September 15-22, 2001.

Supply Chain Management Executive Education Short Program, **INCAE**, Guatemala City, Guatemala, August 3-5, 2001.

“The Integrated Supply Chain”, Track Chair and Presenter, Supply Chain Management, **Southern Automotive Manufacturing Conference**, Greenville, SC, April 2002.

“Are You Ready for the B2B Supply Chain?” presentation to the **Association for Manufacturing Excellence**, October, 2002, Raleigh, NC.

Consulting project, **CCX Corporation**, Charlotte, NC, January 2002.

Supplier Integration into New Product Development: The Impact of B2B, Presentation at the “New Product Development in the Supply Chain” meeting of the **Management Roundtable**, Phoenix, AZ, January 29-30, 2001.

B2B Supply Chain Management, Presentation to **General Motors** Advanced Purchasing All-People's Meeting, August 15, 2000, Warren, Michigan.

Supply Chain Management 202, Executive Training Series for 300 Supply Managers, **Federal Express Corporation**. Development and delivery of the following two-day modules: "Supply Chain Strategy and Performance Measurement" (July 20-21 1998, October 19-20 1998, July 12-16, 1999), "Commodity Strategy Development" (August 21-22 1998, November 17-18 1998, August 17-20, 1999, November 4-6 1999, July 2000, August 2000), "Supplier Development and Supply Base Management (November 19-20, 1998, July 2000, August 2000, November 4-9, 2000,), "Strategic Cost Management" (March 20-21, 1999, February 2-4, 2000, July 2000, August 2000).

Consulting Project, **Cabot Microelectronics**, Aurora, Illinois, August - December 2000.

Supply Chain Management training program, **Reliant Energy**, Houston, TX, April 2000.

"Global Manufacturing and Supply Chain Management", Managing the Global Enterprise Symposium, University of South Carolina, May 9, 2000.

"E-Commerce: What it Means to You", **NC Aggregates** Conference, Charleston, SC, May 11, 2000.

"Negotiation and Cost Management Strategies", May 3, 1999, **NSK Corporation**, Ann Arbor, MI.

"Negotiation and Relationship Management in Supply Chains", December 1998, **John Deere Corporation**, December 12-13, 1998, Moline, IL.

Keynote Speaker, Global Business Forum, "Cutting-edge Technology in Global Logistics Management, Daniel Management Center, University of South Carolina, Charleston, SC, November 6, 1998.

Evaluation of Doctoral Program in Operations Management, University of Toledo, October 1998, Ohio Board of Regents.

"Purchasing and Supply Chain Management", seminar series, **Vitro Corporativo**, November 6-8, 1997, March 19-21, 1998, April 16-18, 1998, Monterrey, Mexico.

"Negotiation and Relationship Management in Supply Chains", January 1997, September 1997, February 1998, **Prince Corporation**, Holland, MI.

"Negotiation and Relationship Management in Supply Chains", January 1998, **Union Pacific Corporation**, Omaha, NE.

“Contracting and Purchasing Legal Issues”, Seminar, **NSK Corporation**, October 10-12, Ann Arbor, Michigan.

“Supply Chain Management”, presentation to **Mohawk Ltd.** Syracuse, New York, October 4, 1997.

"Supplier Development and Quality Management", Presenter and Benchmarking Workshop Group Leader, *Implementing Integrated Strategic Sourcing Seminar*, Michigan State University, June 1-6, 1997.

“Strategic Supplier Development”, NAPM Columbus Chapter Dinner Meeting, May 12, 1997, Columbus, Ohio.

"Supplier Integration into New Product Development", with Robert Monczka, Robert Trent, Gary Ragatz, and David Frayer, workshop presentation, National Association of Purchasing Management National Conference, May 3, 1997.

“Total Cost Management Workshop”, NAPM Fox Valley, Madison, WI, March 15, 1997.

“Purchasing Effectiveness Measurement”, **Mead Corporation**, Dayton, OH, January 26, March 5, 1997.

“Purchasing Best Practices Workshop”, **Colgate Palmolive**, New York, NY, March 4-5, 1997.

“Purchasing Performance Index Measurement System”, **Mead Corporation**, Dayton, OH, January, 1997 - March, 1997.

“Sourcing Management: Implementing the Integrated Supply Chain”, January, April 1997, Steelcase Corporation, Grand Rapids, MI.

“Developing a Purchasing Training Program for Buyers”, December 1996, Colgate Palmolive, New York, NY.

“Implementing Integrated Supply Chain Management”, Workshop Seminar Series, **Turkish Petroleum A.O.**, Petroleum Exploration Division, May 22-23 (Guluk, Turkey), June 5-6 (East Lansing, MI), June 16-17, (East Lansing, MI).

"Supplier Development and Quality Management", Presenter and Benchmarking Workshop Group Leader, *Executive Purchasing and Materials Management Seminar*, Michigan State University, June, 3-8, 1996.

“Strategic Sourcing Workshop”, **ITT Avionics Group**, Purchasing / Planning Department, May 5-6, 1996, Fort Wayne, Indiana.

“Information Technology/Systems Application - Leading Edge Innovations”, Workshop Leader, NAPM Annual International Conference, April 30, 1996, Chicago, IL.

"Deploying Benchmarking Results" Focus Group Facilitator, Global Electronic Benchmarking Network Partner Companies Roundtable, April 17-18, 1996.

"Best Commodity Strategy Practices", **Mead Corporation**, Chilcothe, OH, January 10, 1996.

"Global Sourcing and International Purchasing", NAPM - Carolinas-Virginia Annual Purchasing Seminar, Pinehurst, NC, December 8 - 9, 1995.

"Environmentally Responsible Manufacturing: New Challenges, Hidden Opportunities", with Steven Melnyk, *APICS International Conference & Exhibition*, October 22-27, 1995.

"Supplier Development and Quality Management", Presenter and Benchmarking Workshop Group Leader, *Executive Purchasing and Materials Management Seminar*, Michigan State University, June, 5-9, 1995.

"Benchmarking through the Global Procurement and Supply Chain Electronic Benchmarking Network", with Robert Monczka and Ernie Nichols, workshop presentation, National Association of Purchasing Management National Conference, May 23, 1995.

"Information Systems, Technology, Procurement, and Supply Chain Management - A View to the Future", with Robert Monczka and Ernie Nichols, workshop presentation, National Association of Purchasing Management National Conference, May 23, 1995.

"Cross-functional, Cross-organizational, Cross-locational Integration", presentation to the Global Electronic Benchmarking Network Partner Companies Roundtable, May 1-3, 1995.

"Creating Supplier Alliances," Focus Group Facilitator, Global Electronic Benchmarking Network Partner Companies Roundtable, May 1-3, 1995.

"Presentation of Results from Supplier Alliance Module," with Gary Ragatz, Global Electronic Benchmarking Network Partner Companies Roundtable, March 1, 1995.

Employee Training Seminar Workshop - Total Quality Management, Spartan Motors Inc., Charlotte, Michigan, May 9-10, 1995

"TQM Goes Global", invited speaker at the Greater Lansing International Business forum, April 12, 1994.

"Emerging Issues in Global TQM Practices", presentation to the International Business Center Industry Advisory Panel, Michigan State University, December, 1993.

"Managing Component Life Cycles in High-tech Environments", training seminar, NAPM - Central Michigan 17th Annual Higgins Lake Executive Retreat, October 8, 1993.

"The Road to Total Quality Management", Workshop Presentation, Training Division of Honeywell, Inc., Minneapolis MN, May 6, 1993.

"Global Sourcing: Patterns of Development", Workshop Presentation, NAPM - Central Michigan monthly chapter meeting, November 17, 1992.

"International Purchasing Practices in Foreign and American Multi-national Firms", Workshop Presentation, National Association of Purchasing Management National Conference, Orlando, Florida, May 1992.

"The Role of Purchasing in Managing Leadtimes", Workshop Presentation, National Association of Purchasing Management National Conference, May 1991.

Certification in Purchasing Management Review training seminar, Newport News Shipbuilding, Inc., January - March, 1992.

Teaching

Supply Chain Relationships (MBA) – development and delivery of a new class utilizing supply chain simulations to model and manage supply chain relationships, North Carolina State University.

Supply Chain Management: A Process Approach (MBA), curriculum development and delivery of new 5 credit class on SCM, Fall, 1998, Michigan State University.

Negotiation and Relationship Management (Program in Integrative Management – Weekend MBA), Fall 1998, Michigan State University, team taught with Professor Lloyd Rinehart.

Supply Chain Management (Executive MBA – Advanced Management Program), Troy, MI, Michigan State University AMP, Spring, 1998.

Supply Chain Management: Tactical & Strategic Perspectives (MBA), Michigan State University (9 semesters)

Supply Chain Management (undergraduate junior - 600 students per semester), Michigan State University (4 semesters).

Operations & Purchasing Management (undergraduate junior), Michigan State University (3 semesters).

Procurement and Supply Chain Management (undergraduate senior), Michigan State University (4 semesters).

Quantitative Methods (Executive MBA), Old Dominion University (1 semester).

Strategic Production Policy (undergraduate senior), Old Dominion University, (1 semester).

Introduction to Operations Management, (undergraduate junior) Old Dominion University (6 semesters).

Quantitative Methods, Old Dominion University, (2 semesters).

Introduction to Operations Management, University of North Carolina (3 semesters).

Research Interests

Director, Supply Chain Resource Consortium, raised over \$500,000 annually to form an industry-university partnership with 15 Fortune 500 companies focused on research and recruiting in supply chain management.

Current research focuses on supply market intelligence, creation of supply chain relational capital through socialization, global logistics and supply chain risk, global sourcing from China, disintermediation in pharmaceutical wholesale industries, and global supplier development.

Faculty Research Associate in the Global Procurement and Supply Chain Benchmarking Initiative at Michigan State University, 1994-1999.

Research Director of the Michigan State University Negotiation and Relationship Management Research Project, 1996-1999.

Professional Recognition and Research Grants

“An Investigation of the Level of Preparedness for Pandemics in the United States: Key Gaps in Critical Services and Government Infrastructure”, IBM Center for the Business of Government, Research Grant, \$20,000, November 2009.

Honorary Fellow of Contract & Commercial Management (FCCM), International Association of Commercial and Contract Management, (2009).

Recognized in 2009 as the #6 most prolific authors in the *Journal of Operations Management* within the last 20 years.

Handfield was identified as one of a handful of individuals in the 2007 “Pros to Know” list compiled by Supply and Demand Chain Executive journal

:(<http://www.sdcexec.com/publication/article.jsp?pubId=1&id=9287>)

“Design for Order Fulfillment”, Research Grant, Caterpillar Foundation, \$250,000, September, 2006.

Visiting Professor at Manchester University, 2005.-2009

Visiting Professor, Shanghai Jiao Tong University, International Executive Education Program, Shanghai, China, 2005.

First Trust Bank Distinguished Visiting Scholar, Queens University, Belfast, Ireland, 2004, 2005.

Awarded \$500,000 grant from Caterpillar Foundation to conduct research on Supply Chain Educational Roadmap, and Supply Chain Risk Management.

Raised over \$4 million in corporate funding for Supply Chain Resource Consortium at NC State University, 2000-2005.

Awarded the Henry Latane Distinguished PhD Alumni Award, Kenan-Flagler School of Business, The University of North Carolina at Chapel Hill, Chapel Hill, NC, May 2001.

Citation of Excellence for Research Implications and Practical Implications, The ANBAR Intelligence Group, UK for the article entitled, " An empirical examination of quality tool deployment patterns and their impact on performance", which was published in the **International Journal of Production Research**, (with J. Jayaram and S. Ghosh).

Ranked in the **Top 25 Most Productive POM Authors** in U.S. Business Schools in 1996 ("POM Research Productivity in U.S. Business Schools", *Journal of Operations Management*, vol. 14 (1996), pp. 41-53.)

National Science Foundation Research Grant (Transformation to Quality Organizations), "Integrating Suppliers into New Product Design", November 1994, Primary Investigator: Robert Monczka, Co-Investigators: Robert Handfield, Robert Trent, and Gary Ragatz.

National Science Foundation Research Grant, "Environmentally Conscious Manufacturing: Integrating Environmental Issues into Product Design Planning and Manufacturing" January 1995, Primary Investigator: Steven Melnyk, Roger Calantone, Lal Tummala, Robert Handfield, Erik Goodman, Keith Helfferich.

Center for Advanced Purchasing Studies, Senior Research Fellowship Award, (\$5,000), 1997.

Center for Advanced Purchasing Studies, "Cross-functional, Cross-Location Approaches to Supplier Development", Research Grant (\$54,000), April, 1997.

Center for International Business Education Research, "Cross-functional, Cross-Location Approaches to Supplier Development", Research grant (\$20,000), April, 1997.

Manufacturing Research Consortium (Michigan State University) Research grant (\$30,000) with Lal Tummala and Keith Helfferich, "Evaluating the Green Supply Chain ", July 1996.

Center for Advanced Purchasing Studies (\$20,000), "Identifying Adoption Determinants Towards ISO 14000: A Large Scale Survey", with Steven Melnyk and Roger Calantone, National Association of Purchasing Management, September, 1996.

Research grant (\$50,000) "Investigating Total Quality Management", with Soumen Ghosh and Stanley Fawcett, Center for International Business Education Research (U.S. Department of Education) Michigan State University, (1992 -1994).

Manufacturing Research Consortium (Michigan State University) Research grant (\$30,000) with Steven Melnyk, Mark Pagell, and Sime Curkovic, to conduct research on "The Total Cost of Environmental Responsibility" and "The Environmentally-Friendly House of Quality", June 1994.

Best Paper (Honorable Mention) Award, Environmental Management Division, 1997 Decision Sciences Institute Meeting, San Diego, CA.

Best Environmental Research Paper Award Finalist, 1996 National Decision Science Institute Conference, "Differences Between Design and Manufacturing: Theory versus Practice", with Steven Melnyk.

Best Interdisciplinary Research Paper Award, 1994 National Decision Science Institute Conference, "Creating a Total Quality Culture Through Organizational Change: A Case Study", with Soumen Ghosh.

Summer Research Grants, Michigan State University, 1993, 1994.

Summer Research Grant, Old Dominion University, 1991.

National Association of Purchasing Management Doctoral Fellowship Grant (\$10,000), 1990.

Research Grant, Center for Manufacturing Excellence - Kenan Institute for Private Enterprise at UNC (\$15,000), 1989.

Richard D. Irwin Doctoral Fellowship (\$2,500), 1989.

Editorial Activities and Service to the Profession

Editor-in-Chief - *Journal of Operations Management*, 2002 – present. ***Succeeded in improving citation index and impact factor for JOM from #5 to #1 in the field of operations management in a four year period.***

Editorial Advisory Board – *Journal of Supply Chain Management*, July 2005 – present.

Area Editor – Supply Chain Management - *Decision Science Journal*, 2002 – present.

Editorial Advisory Board – *International Journal of Physical Distribution and Logistics Management*

Editorial Advisory Board – *International Journal of Operations and Production Management*

Editorial Board – *Supply Chain Management Review*

Editorial Board – *Journal of Integrated Supply Chain Management*

Associate Editor - *Cycle Time Research Journal*

Editorial Advisory Board - *International Journal of Logistics: Research and Applications*

Editorial Advisory Board - *Quality Management Journal*

Editorial Review Board – *Journal of Supply Chain Management*

Environmental Issues Theme Chair – 1999 Decision Sciences Institute Meeting, New Orleans

Publications Committee Member, Decision Sciences Institute, 1997

Co-editor, Special Issue on "Theory Building in Operations Management, *Journal of Operations Management*, 1998

Reviewer - *Management Science*

Reviewer – *Strategic Management Journal*

Reviewer - *Omega - The Management Science Journal*

Reviewer - *Journal of International Marketing*
Reviewer - *Academy of Management Journal*
Reviewer - *European Journal of Operational Research*
Reviewer - *International Journal of Production Economics*
Reviewer - *Operations Management Review*
Reviewer - *International Journal of Operations and Quantitative Management*
Reviewer - NAPM Academic Conference
Reviewer - Decision Science Institute Conference.
Reviewer - Strategic Research Grant - Social Sciences and Humanities Research Council of Canada
Reviewed *Operations Management: An Introduction*, by Finch and Luebbe, The Dryden Press, November 1992.
Reviewed *Purchasing and Materials Management: Text and Cases*, by Dobler, Burt, and Lee, Sixth Edition, McGraw-Hill, 1995.
Reviewed *Operations Management*, by Bernard Taylor, 1996.
Reviewed *Operations Management*, by Jack Meredith, 1996.
Vice-President of Education, Tidewater APICS Chapter. 1990-1992.

Service

NC State University, Chair, Operations and Supply Chain Management Hiring Committee (resulting in hiring of Jennifer Blackhurst, starting in August 2002). Sole representative of NCSU Operations Management Group interviewing candidates for the position at the 2001 Decision Sciences meeting.

NCSU Masters Thesis Committees (2008-2009)

Ronalds Gonzalez, Wood and Paper Science

Natalia Barreto, Wood and Paper Science

Zhe Zheng, Computer Science (PhD Thesis)

Adrian Pirraglia, Wood and Paper Science

Ram Narasimhan, IMSE

Doctoral Dissertation Committees at Michigan State University

Kenneth Peterson, (Information Systems and Supply Chain Management), 1998.

Tom Scannell (Operations Management), 1998.

Jayanth Jayaram, (Operations Management), 1998.

Ajay Das, (Operations Management), 1998.

Mark Pagell (Chair - Operations Management), 1996

James Patterson (Chair - Purchasing), 1996

Chris Bechtel (Chair - Purchasing), 1996

Michael Wasserman (Strategy), 1996

Jayaram Jayarath (Operations Management), 1996

Ajay Das (Purchasing), 1996

Keah Choon Tan (Operations Management), 1995

Vijay Sondhi (Operations Management), 1993

Steven Lyman (Operations Management), 1993

Sheldon Smith (Accounting), 1992

Robert Trent (Purchasing), 1992

Committee Service at Michigan State University:

Undergraduate Supply Chain Management Curriculum Committee (1996-1998)

MBA Supply Chain Management Curriculum Committee (1996-1998)

MBA International Business Course Curriculum Committee (1996)

Operations Management Search Committee (1995, 1996)

Purchasing Comprehensive Exam Committee (1992 - present)

Operations Management Exam Committee (1992 - present)

Honors College Advisor (1992-present)

Materials and Logistics Management Student Advisor (1992-present)

Doctoral Student Admissions Committee (1993-present)

Center for International Business Education, Committee member (1993-present)

Organizational Behavior Candidate Search Committee (1995)

Purchasing Candidate Search Committee (1995)

Management Department Teaching and Advisory Committee (1992-1995)

Doctoral Student Handbook Committee (1994)

Faculty Representative, Student Chapter, American Society for Quality Control,
Michigan State University, 1995-1997.

Executive References

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