STEPHANIE ECKERD

Assistant Professor of Operations Management

Kelley School of Business

Indiana University Purdue University Indianapolis

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# ACADEMIC APPOINTMENTS

Assistant Professor of Operations Management July 1, 2017 - present

Indiana University Purdue University Indianapolis, Kelley School of Business

Assistant Professor of Supply Chain Management August 1, 2015 – May 2017

University of Tennessee, Haslam College of Business

Department of Marketing and Supply Chain Management

Assistant Professor August 2011 – May 2015

University of Maryland, Robert H. Smith School of Business

Logistics, Business and Public Policy

# EDUCATION

PhD Business Administration June 2011

The Ohio State University, Fisher College of Business

Major: Operations Management

Minor: Quantitative Psychology (Statistical Modeling)

Dissertation title: An Examination of Firm-Level and Individual-Level Contracts Governing Buyer-Supplier Relationships

Dissertation committee: Dr. Kenneth Boyer & Dr. James Hill (co-advisors), Dr. Peter Ward, and Dr. Karen Donohue (University of Minnesota)

Master of Business Administration May 2006

Wake Forest University, Babcock School of Management

Recipient – Dean’s Scholarship (2004 – 2006, full tuition plus annual stipend)

Concentrations: Operations Management, Information Technology Management

Bachelor of Science Degree in Business Administration September 2002

Strayer University, Arlington, VA

**REFEREED JOURNAL ARTICLES**

Eckerd, S., and Sweeney, K. 2018. The role of dependence and information sharing on governance decisions regarding conflict. *International Journal of Logistics Management*, 29(1), 409-434.

Kurapati, S., Lukosch, H., Eckerd, S., Verbraeck, A., and Corsi, T. 2017. Relating planner task performance for container terminal operations to multi-tasking skills and personality type. *Transportation Research Part F: Psychology and Behaviour*, 51, 47-64.

Eckerd, A., and Eckerd, S. 2017. Institutional constraints, managerial choices, and conflicts in public sector supply chains. *International Public Management Journal*, 20(4), 624-647.

Mir, S., Aloysius, J., and Eckerd, S. 2017. Understanding supplier switching behavior: The role of psychological contracts in a competitive setting. *Journal of* *Supply Chain Management*, 53(3), 3-18. (**Winner, 2017 Harold E. Fearon Best Paper Award**)

Eckerd, S. 2016. Experiments in purchasing and supply management research. *Journal of Purchasing and Supply Management*, 22(4), 258-261.

Eckerd, S., Boyer, K.K., Qi, Y., Eckerd, A., and Hill, J. 2016. Supply chain psychological contract breach: An experimental study across national cultures. *Journal of* *Supply Chain Management*, 52(3), 68-82. (**Finalist, 2016 Harold E. Fearon Best Empirical Paper Award**)

Lumineau, F., Eckerd, S., and Handley, S. 2015. Inter-organizational conflicts: Research overview, challenges, and opportunities. *Journal of Strategic Contracting and Negotiation*, 1, 42-64. (**Winner of JSCAN 2015 Best Paper Award**)

Eckerd, S., Hill, J.A., Boyer, K.K., Donohue, K., and Ward, P.T. 2013. The relative impact of attribute, severity, and timing of psychological contract breach on behavioral and attitudinal outcomes. *Journal of Operations Management*, 31(7/8), 567-578.

Eckerd, S. and Hill, J.A. 2012. The buyer-supplier social contract: Information sharing as a deterrent to unethical behaviors. *International Journal of Operations and Production Management*, 32(2), 238-255.

Rungtusantham, J., Wallin, C., and Eckerd, S. 2011. The vignette in a scenario-based role-playing experiment. *Journal of Supply Chain Management*, 47(3), 9-16.

Hill, J.A., Eckerd, S., Wilson, D., and Greer, B., 2009. The effect of unethical behavior on trust in a buyer-supplier relationship: The mediating role of psychological contract violation. *Journal of Operations Management,* 27(4), 281-293.

**WORKING PAPERS**

Cheng, L., Craighead, C., and Eckerd, S. Unexploited power in buyer-supplier negotiation: An experimental study of power no-use, exchange diffusion and mutual dependence. Preparing for submission to *Production and Operations Management*.

Clottey, T., and Eckerd, S. Quantity discount schedules: A laboratory experiment of buyer preferences. Preparing for submission to the *Journal of Business Logistics.*

Eckerd, S., and Handley, S. A model of inter-organizational conflict and resolution. Preparing for submission to the *Strategic Management Journal*.

Eckerd, S., Handley, S., and Lumineau, F. The influence of conflict and governance on trust in buyer-supplier relationships. Preparing for submission to *Journal of Operations Management*.

Esslinger, J., Kaufmann, L., Carter, C., and Eckerd, S. Carpe Diem: Leveraging events following unexpected over-fulfillments of supply chain psychological contracts. Under first revision for the *Journal of Supply Chain Management*.

Lee, Y.S., Ribbink, D., and Eckerd, S. Cultural differences in contract design and effectiveness in supply chain exchanges. Under fourth revision for the *Journal of Operations Management*.

Macdonald, J.R., Conroy, S, and Eckerd, S. Appealing to the Ideals and Oughts: Explaining withdrawal processes through regulatory focus and leadership. Submitted to the *Personnel Psychology*.

Macdonald, J., Lerman, M.P., Munyon, T.P., and Eckerd, S.. Are schedule changes an option?: A real options theory of work hour fluctuations, employment, and turnover. Preparing for submission to the *Academy of Management Journal*.

Paraskevas, J., Eckerd, S., and Grimm, C. The effect of unilateral commitment on cooperative actions in buyer-supplier exchange. Preparing for submission to the *Journal of Operations Management*.

**OTHER REFEREED WORKS**

Autry, C.W., Eckerd, S., and Rose, W.J. 2016. External Barriers to Integration: Tearing Down the Walls, in *Achieving Supply Chain Integration: Connecting the Supply Chain Inside and Out for Competitive Advantage*, C.W. Autry and M.A. Moon (Eds.), Pearson Education, 297-312.

Eckerd, S., and Handley, S. 2015. To err is human: A model of inter-organizational violations and repair. Academy of Management Conference Proceedings, 6 pages. **(Winner of the 2015** **Chan Hahn Best Paper Award)**

Eckerd, S., and Bendoly, E. 2015. The Study of Behavioral Operations, in *Handbook of Behavioral Operations Management: Social and Psychological Dynamics in Production and Service Settings*, E. Bendoly, W. VanWezel, and D.G. Bachrach (Eds.), Oxford University Press, 3-23.

Bendoly, E., and Eckerd, S. 2013. Behavioral OM Experiments: Critical Inquiry Reawakening Practical Issues in Research, in *Behavioral Issues in Operations Management: New Trends in Design, Management, and Methodologies*, I. Giannoccaro (Ed.), Springer, 1-22.

Eckerd, S., and Sweeney, K. 2012. Governance decisions in response to operational conflict in the supply chain: The moderating influence of transactional cost elements. CSCMP 2012 Supply Chain Management Educators' Conference Proceedings, 22 pages.

Eckerd, S. and Bendoly, E. 2011. Introduction to the discussion forum on using experiments in supply chain management research. *Journal of Supply Chain Management*, 47(3), 3-4.

Eckerd, S., and Bendoly, E., 2010. Behavioral Operations. Scholarpedia, 5(3):10422.

**AWARDS AND HONORS**

Harold E. Fearon Best Paper Award 2017 (Winner), Journal of Supply Chain Management

Harold E. Fearon Best Empirical Paper Award 2016 (Finalist), Journal of Supply Chain Management

Best Paper Award 2015, Journal of Strategic Contracting and Negotiation

Reviewer Service Award for outstanding service from 2011-2015, Journal of Operations Management

Chan Hahn Best Paper Award, 2015, Academy of Management, OM Division

Journal Reviewer of the Year, 2015, Production and Operations Management

Top 15% Teaching Award, 2011-2012 academic year, Smith School of Business, University of Maryland

Awarded sponsorship for the CIBER Faculty Development in International Business Program, Africa, 2012

Recipient of 2009 Pace Setter Award, Fisher College of Business, The Ohio State University

Nominated for the Graduate Associate Teaching Award 2008 & 2009, The Ohio State University

**PRESENTATIONS**

*Appealing to the Ideals and Oughts: Explaining withdrawal processes through regulatory focus and leadership* (with J. Macdonald and S. Conroy)

* 2017 Decision Sciences Institute Annual Meeting, Washington, DC

*Quantity discount schedules: A laboratory experiment of buyer preferences* (with T. Clottey and C. Craighead)

* 2016 Decision Sciences Institute Annual Meeting, Austin, TX

*Alliance formation: A Prisoner’s Dilemma perspective* (with J.P. Paraskevas and C. Grimm)

* 2016 Academy of Management Annual Conference, Anaheim, CA
* 2015 Decision Sciences Institute Annual Meeting, Seattle, WA
* 2015 Meeting of the Production and Operations Management Society, Washington, DC

*Running to the lawyers or reaching consensus: Supply chain conflicts in private and public management contexts* (with A. Eckerd)

* 2015 Academy of Management Annual Conference, Vancouver, Canada
* 2013 Decision Sciences Institute Annual Meeting, Baltimore, MD

*A model of inter-organizational violations and repair* (with S. Handley)

* 2015 Academy of Management Annual Conference, **Chan Hahn Best Paper Winner**, Vancouver, Canada
* 2014 **Invited presentation** to the Ivey Research Series, Ivey Business School, Western University, Canada
* 2014 Meeting of the Production and Operations Management Society, Atlanta, GA
* 2013 Decision Sciences Institute Annual Meeting, Baltimore, MD

*Incentive systems in behavioral research* (with Y.S. Lee and D. Ribbink)

* 2016 **Invited presentation** to the Department of Supply Chain Management, Walton College of Business, University of Arkansas
* 2015 Meeting of the Production and Operations Management Society, Washington, DC
* 2014 Decision Sciences Institute Annual Meeting, Tampa, FL
* 2013 Decision Sciences Institute Annual Meeting, Baltimore, MD
* 2013 Meeting of the Production and Operations Management Society, Denver, CO

*Governance decisions in response to operational conflict in the supply chain: The influence of transactional cost elements* (with K. Sweeney)

* 2012 Supply Chain Management Educator’s Conference, Council of Supply Chain Management Professionals, Atlanta, GA

*A contracts view of conflict resolution in supply chain relationships* (with J. Hill)

* 2012 Meeting of the Production and Operations Management Society, Chicago, IL

*Supply chain psychological contract breach: An experimental study across national cultures* (with K.K. Boyer and Y. Qi)

* 2017 Academy of Management Annual Conference, **2016 Harold E. Fearon Best Empirical Paper Nominee/Runner-Up**, Atlanta, GA
* 2015 Council of Supply Chain Management Professionals Annual Conference, San Diego, CA
* 2011 Decision Sciences Institute Annual Meeting, Boston, MA

*The influence of psychological contract violation on decision-making behavior: A laboratory experiment* (with J. Hill, K.K. Boyer, and K. Donohue)

* 2012 **Invited presentation** to the Decision Sciences Department, School of Business, University of Kansas
* 2011 **Invited presentation** to The John Glenn School of Public Affairs, The Ohio State University
* 2010 Decision Sciences Institute Annual Meeting, San Diego, CA
* 2010 Behavioral Operations Conference, Charlottesville, VA
* 2010 Meeting of the Production and Operations Management Society, Vancouver, Canada

*Antecedents of psychological contract between suppliers and buyers* (with J. Hill and B. Greer)

* 2009 Decision Sciences Institute Annual Meeting, New Orleans, LA

*The buyer-supplier social contract: Information sharing as a deterrent to unethical behaviors* (with J. Hill)

* 2009 Meeting of the Production and Operations Management Society, Orlando, FL
* 2009 **Invited presentation** to the Dean’s Advisory Council, Fisher College of Business, The Ohio State University
* 2008 Decision Sciences Institute Annual Meeting, Baltimore, MD

*The effect of ethics on trust in a buyer-supplier relationship: The mediating role of the psychological contract* (with J. Hill)

* 2008 Meeting of the Production and Operations Management Society, La Jolla, CA

**PROFESSIONAL SERVICE**

External

* Decision Sciences Institute
  + Lifetime Distinguished Educator Award Committee, member, 2018
  + Midwest Decision Sciences Institute executive board, member 2018
* Council of Supply Chain Management Professionals
  + Academic Strategies Committee, member 2018
  + Doctoral Dissertation Award subcommittee, 2018
* APICS Supply Chain Council Research Committee, Academic Subcommittee, member 2015-2016

Conference

* Doctoral & Junior Faculty Consortium Coordinator, Academy of Management Annual Conference, Operations and Supply Chain Management Division, 2017 and 2018
* Invited session organizer/chair:
  + *Sourcing decisions and relationships: Behavioral issues in sourcing and supply chain relationships*. 2016 Decision Sciences Institute Annual Meeting, Austin, TX
  + *Purchasing and supply management: Cross-cultural research in purchasing and supply management*. 2015 Meeting of the Production and Operations Management Society, Washington, DC
  + *Meet the Editors*. 2011 Decision Sciences Institute Annual Meeting, Boston, MA
* Invited panelist:
  + *Women in Operations and Supply Chain Management*, 2018 Academy of Management Conference, Chicago, IL.
  + *Experiments*, 2018 Logistics Doctoral Symposium, Texas Christian University
  + *What They Didn’t Tell You: Early Career Faculty Keeping It Real*, 2017 Logistics Doctoral Symposium, Auburn University
  + *Professionalism in Academia*, 2016 Academy of Management OM Division Junior Faculty and Doctoral Student Consortium, Anaheim, CA
  + *Research methods and pedagogy:* *Experimental design*, 2016 Logistics Doctoral Symposium, Michigan State University
  + *The job market,* PhD Students Consortium Post-Proposal Defense Stage, 2015 Decision Sciences Institute Annual Meeting, Seattle, WA
  + *Transitioning from a doctoral student to a faculty member,* Donald J. Bowersox Doctoral Symposium, 2015 CSCMP Annual Conference, San Diego, CA
  + *Welcome onboard: You are now an Assistant Professor*, Doctoral Student Consortium for Post-Proposal Defense Students, 2014 Decision Sciences Institute Annual Meeting, Tampa, FL
  + *Interdisciplinary Research Opportunities and Challenges*, 2014 Logistics Doctoral Symposium, Iowa State University
* Organizer:
  + Professional Development Workshop: Inter-organizational Behavior Research. 2018 Academy of Management Conference, Chicago, IL.
  + Panel symposium: *Experiment research in OM: Approaches, challenges, and opportunities*. 2010 Academy of Management Conference, Montreal, Canada.

Journal

* Associate Editor for *Journal of Operations Management* (2016 – present)
* Associate Editor for *Decision Sciences* (2017 - present)
* Associate Editor for *Journal of Supply Chain Management* (2018)
* Editorial Review Board for *Journal of Operations Management* (2015 – 2016)
* Editorial Review Board for *Journal of Supply Chain Management* (2011 – 2018)
* Ad Hoc Reviewer for *Academy of Management Journal, International Journal of Logistics Management, International Journal of Physical Distribution and Logistics Management, International Journal of Production Economics, Journal of Business Logistics, Journal of Purchasing and Supply Management, Journal of Strategic Contracting and Negotiation, Operations Management Research, Production and Operations Management*

University (Kelley School of Business, Indiana University Purdue University Indianapolis)

* KSBI Academic Fairness Committee, member (2017 - present)

University (Haslam College of Business, University of Tennessee)

* Committee:
  + Department of Marketing and Supply Chain Management, Behavioral Laboratory Committee, co-chair (2016)
  + Code of Professional Conduct Committee, faculty chair (2016 – 2017)
* Faculty advisor:
  + IANA Undergraduate Case Competition at the University of North Florida (2017)
  + CSCMP Student Organization (2015 - 2017)

University (Robert H. Smith School of Business, University of Maryland)

* Committee:
  + Critical Thinking Champions for the Undergraduate Program, member (2014 – 2015)
  + MS in Supply Chain Management Curriculum Committee, member (2013-2015)
  + Dean’s Search Committee for the Robert H. Smith School of Business, member (2012-13)
  + Smith School Behavioral Laboratory Committee, member (2012 – 2015)
  + Field Committee on Decision Science, member (2012 – 2015)
  + Task Force Committee on Innovation & Entrepreneurship, member (2012)
  + Supply Chain Management Undergraduate Major Committee, member (2011 – 2015)
* Faculty advisor:
  + University of Minnesota Undergraduate Supply Chain Case Competition (2013, 2015)
  + Supply Chain Management Society undergraduate student organization (2012 – 13)
  + Ohio State University Wall Street Journal Undergraduate Biz Quiz (2012 - 2015)
  + Michigan State University Graduate Supply Chain Challenge (2011)

**TEACHING**

Instructor, P320 Sourcing, IUPUI

* Spring 2018, university rating 6.70/7

Instructor, SCM421 Global Strategic Sourcing, University of Tennessee

* Spring 2017, university rating 4.75/5 (average across 2 sections)
* Spring 2016, university rating 5.40/6

Instructor, SCM310 Intermediate Supply Chain Management, University of Tennessee

* Spring 2016, university rating 5.14/6 (average across 2 sections)
* Fall 2015, university rating 5.55/6 (average across 2 sections)

Instructor, BMGT888W PhD Workshop in Supply Chain Management, University of Maryland

* Spring 2013, university rating 3.95/4

Instructor, BMGT888B PhD Seminar in Behavioral Research in Supply Chain Management, University of Maryland

* Fall 2014 (4 students, no ratings)
* Spring 2013, university rating 3.73/4

Instructor, BMGT372 Introduction to Supply Chain Management and Logistics, University of Maryland

* Spring 2015, university rating 3.70/4 (average across two sections)
* Spring 2014, university rating 3.47/4
* Fall 2013, university rating 3.67/4 (average across two sections)
* Fall 2012, university rating 3.58/4 (average across two sections)
* Fall 2011, university rating 3.64/4 (average across two sections)

Instructor, BUS-MGT 630 Introduction to Operations Management, The Ohio State University

* Spring 2011, overall rating 4.7/5
* Autumn 2010, overall rating 4.7/5
* Spring 2010, overall rating 4.8/5
* Winter 2009, overall rating 4.8/5
* Autumn 2008, overall rating 4.6/5
* Spring 2008, overall rating 4.8/5
* Autumn 2007, overall rating 4.4/5
* Summer 2007, overall rating 4.6/5
* Winter 2007, overall rating 4.8/5

Guest Lecture, Behavioral Research in OSCM, for Professor Barbara Flynn’s graduate seminar titled Empirical Research in OM: Scenario Experiments, Escola de Administracao de Empresas de Sao Paolo, July 21, 2015

Course Development, BMGT372 Introduction to Supply Chain Management and Logistics, University of Maryland

* Reviewed and selected new textbook for adoption across all sections
* Piloted Business Strategy Game simulation prior to roll-out in all sections

Course Coordinator, BUS-MGT 630 Introduction to Operations Management, The Ohio State University

Autumn 2008 – Spring 2011

Original course materials prepared:

* Inventory and capacity management case (multiple versions, co-authored with A. Prud’homme)
* Quality and lean management case (multiple versions, co-authored with A. Prud’homme)

**ADVISING**

Doctoral Dissertation Committees

* Matthew Jenkins, 2017, *Essays on the Role of Supply Chain Resource Orchestration and Supply Chain Knowledge in Improving Product Launch Performance in Emerging Markets*, placed at Georgia Southern University, committee member
* Anupam Kumar, 2014, *Green Rivalry and Performance*, placed at Howard University, committee member
* Anna Devlin, 2014, *The Effect of Behavioral Biases on Supply Chain Decisions*, placed at University of Alabama in Huntsville, committee member

# INDUSTRY WORK EXPERIENCE

Operations Management Intern, Ingersoll-Rand, summer 2005

* Created forecasting models for products in the industrial equipment sector
* Conducted market analysis of competitor products in the industrial equipment sector

Procurement Analyst, CACI, 2001-2004

* On-site analyst for the Missile Defense Agency, Department of Defense
* Developed pre-negotiation positions, wrote contract and contract modification documents, monitored contract performance and collaborated with contractors and other departments and agencies to resolve issues