

Christian L. Rossetti, Ph. D.

Logistics and Supply Chain Management
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Education

Ph D, Arizona State University, December 2006.
Business Administration: Supply Chain Management
Dissertation: "Supply Chain Disintermediation: Buyer Supplier Relationships Under Incongruent Goals"
Chair: Thomas Y. Choi

MS, Worcester Polytechnic Institute, 2000.
Thesis: Total Logistics Costs for Global Sourcing
Chair: Amy Zeng

BS, McGill University, 1990.
B.Eng. Civil Engineering, (Structural Analysis, Minor: Economics)

Academic Positions

Georgia Southern University
Assistant Professor of Logistics and Supply Chain Management 2016 – present

North Carolina State University
Assistant Professor of Operations and Supply Chain Management 2006 – 2016.

Arizona State University
Research / Teaching Assistant 2001 – 2006.

Published and Accepted Papers

- [10] *"All You Need is Love? Communication Insights From Pop Music's Number-One Hits"*
David Henard and Christian L Rossetti
Journal of Advertising Research, 2014, June, 53-66.
- [9] *"A Multi-Agent Simulation of the Pharmaceutical Supply Chain"*
Guarav Jetly, Christian L Rossetti*, and Robert Handfield
Journal of Simulation, 2012, 6, 215–226.
- [8] *"Forces, Trends, and Decisions in Pharmaceutical Supply Chain Management"*
Christian L. Rossetti, Robert H. Handfield and Kevin D. Dooley
International Journal of Physical Distribution and Logistics Management (IJPDL), 2011, 49(8).
- [7] *"Job Types in the Supply Chain Management Profession"*
Christian L. Rossetti and Kevin D. Dooley
Journal of Supply Chain Management, 2010, 46(3), 40-56.
- [6] *"Supply Management under High Goal Incongruence: an empirical examination of disintermediation in the aerospace supply chain"*
Christian L. Rossetti and Thomas Y. Choi
Decision Sciences Journal, 2008, 39(3) 507-540.
- [5] *"A Cross-Country Comparison of Strategic Purchasing"*
Jeff Ogden, Christian L. Rossetti, and Tom Hendricks
Journal of Purchasing and Supply Management, 2007, 13(1), 2-16.
- [4] *"The Dark Side of Strategic Sourcing"*
Christian L. Rossetti and Thomas Y. Choi
Academy of Management Perspective, 2005, 19(1), 46-60.
- [3] *"An Analysis of the Integration of Strategic Sourcing and Negotiation Planning"*
Larry Smeltzer, Jennifer Mansfield, and Christian L. Rossetti
Journal of Supply Chain Management, 2003 39(4), 16-25.

- [2] *"Developing a framework for evaluating the logistics costs in global sourcing processes: An implementation and insights"*
Amy Zeng and Christian L. Rossetti
International Journal of Physical Distribution & Logistics Management, 2003, 33(9), 785-803.
- [1] *"Managing Material and Information Flows in Global Supply Chains: A Bilateral Study"*
Amy Zeng, Christian L. Rossetti, and Kenneth Mair II
APICS-the Educational & Research Foundations Research Paper Series, Stock No. 07030 (Reviewed by the Foundation Board of Directors).

Unpublished Complete Manuscripts

Under Review/Revision

"In Their Own Words: Perspectives On Patient-Centered Care." Under first review *Journal of Operations Management*
Terpend, R., Rossetti, C.L., and Kroes, J.,

"The Candy Container Competition: Reinforcing Gross Weight, Balance, and Stowage in Intermodal Transportation." Under first review *Decision Sciences Journal of Innovative Education*
Rossetti, C.L.,

"Supplier relationship portfolio approach: the formative role of supplier management practices and resulting relational benefits." Invited first revision at *IEEE Transactions on Engineering Management*; revision invitation expired.
Ellis, S.C., Rossetti, C.L., Henke, J.W., and Suresh, N.C.,

Completed Manuscripts

"Minding the Supply Chain Management Talent Gap: job complexity and compensation." (Rejected by JOM and being revised for submission to another outlet)
Rossetti, C.L.,

"A Socio-Technical Systems Perspective on Trucking Innovation: a view from behind the wheel"
(Manuscript to be submitted to *Journal of Business Logistics* or an *International Journal of Physical Distribution and Logistics Management*)
Hockman, B. and Rossetti, C.L.,

"Tearing-Down a Cellphone's Global Supply Chain" (Manuscript to be submitted to *Decision Sciences Journal of Innovative Education*)
Hockman, B. and Rossetti, C.L.

"Give and Take in Negotiating Container Specifications: experimental and analytical results"
(Manuscript to be submitted to *Decision Sciences Journal of Innovative Education*)
Packer, M. and Rossetti, C.L.,

"Supply Chain Complexity, Lean Manufacturing, and Plant Performance"
Cecil C. Bozarth, Donald P. Warsing, Christian L. Rossetti, Barbara Flynn, and James Flynn
(Being revised for IJPR)

"Deriving a Trans-Log Cost Function for Distribution Networks"
Christian L. Rossetti, Donald Warsing, Michael Kay, and Robert Handfield
(Targeted for Transportation Research Part B)

Research in Progress

"A Taxonomy of Logistics Networks: Methods and Insights from Secondary Data Sources"
Four types of logistics networks are derived from secondary data sources. (Data Analyzed)

"Network Complexity and Supply Chain Performance: A Multi-Agent Simulation of the Pharmaceutical Supply Chain" Results from a simulation of three tiers of a complex supply chain based on secondary and case data (Data analyzed)

"Knowledge Skills and Abilities: Defining Supply Chain Management Talent"

Results of a Manifest Text Analysis of 1273 supply chain management positions posted on Monster.com (Data analyzed)

"Caveat Emptor: Contractual default in buyer-supplier relationships"

Longitudinal Analysis of secondary data related to supply chain disintermediation in the aerospace industry (Data collected)

"Innovation Through Acquisition: A Multi-Agent Simulation of the Pharmaceutical Supply Chain"

Results from a simulation of three tiers of a complex supply chain based on secondary and case data (Results Analyzed Draft complete)

"Effects of Sales Incentive on Supply Chain Cash Flows"

Using Monte Carlo Simulation the cash flow effects of skewed demand are examined for a three tier supply chain. (Results Analyzed and Draft complete)

"Measuring Buyer Supplier Goal Congruence" Operationalization and validity of constructs associated with buyer-supplier relationships (Data Collected)

"An Agency Theory Perspective on Pay for Performance in Manufacturing" Examines the use of incentive pay for manufacturing employees and management. (Analysis Complete)

"Assessing the Temporal Themes of Innovation and Product Development Research" Examines several hundred abstracts using manifest text analysis and multivariate methods (Data Collected)

Recent Presentations

"Manifest Text Analysis of Online Healthcare Reviews: themes and implications"

Decision Sciences Institute Annual Meeting, Austin, TX, November 2016 (co-author with R. Terpend and J. Kroes)

"Bagging Gray Swans"

EurOMA Annual Meeting, Trondheim, Norway, July 2016 (co-author with H.A. Akkermans, V. Bhakoo, and S Carnovale)

"Research Productivity in a Simulated Pharmaceutical Supply Network"

Production and Operations Management Society Annual Meeting, Washington D.C, May 2015, (invited presenter and coauthor with R. Handfield and T. Choi)

"Knowledge, Skills and Abilities in Supply Chain Management: A Human Capital Theory Perspective"

Southeast Decision Sciences Institute Annual Meeting, Savannah, GA March 2015, (presenter and author)

"Innovation Through Acquisition: A Multi-Agent Simulation of the Pharmaceutical Supply Chain"

Production and Operations Management Society Annual Meeting, Atlanta, GA, May 2014, (invited presenter and coauthor with M. Stanko)

"A Production Function-Based Empirical Analysis of Distribution Networks" INFORMS Annual Meeting, Phoenix, AZ, October 2012 (with M. G. Kay and D. P. Warsing)

"Aligning Goals in Strategic Supplier Relationships"

British Petroleum North America Supplier Relationship Workshop, June 2011, (invited speaker and author)

"Examining the Seven Step Strategic Sourcing Model: Advantages and Pitfalls"

Purchasing Management Association of Canada, June 2011, Whistler, BC (invited speaker and author)

"Organizing for Market Intelligence"

Purchasing Management Association of Canada, June 2010, Regina SK, (presenter and coauthor with R. Handfield)

"Deriving a Trans-Log Cost Function for Pharmaceutical Distribution"

Production and Operations Management Society Annual Meeting, Vancouver BC, May 2010, (presenter and author)

"Supply Chain Financial Risk Due to Sales Incentives"

North American Research and Teaching Symposium, Center for the Advancement of Purchasing Studies, Phoenix AZ, March 2010 (presenter and author)

"A Multi-Agent Simulation of the Pharmaceutical Supply Chain"

Production and Operations Management Society Annual Meeting, Orlando FL, May 2009, (presenter and author)

"Supply Chain Complexity and Plant Performance"

Production and Operations Management Society Annual Meeting, Orlando FL, Spring 2009, (presenter and author)
"Analyzing Supply Chain Management Jobs" SCRC, Raleigh. May 2008, (presenter and author)
"Defining and Differentiating Supply Chain Management,"
North American Research and Teaching Symposium, Center for the Advancement of Purchasing Studies, Phoenix, AZ. March 2008, (presenter and author)
"Buyer Supplier Goal Incongruence,"
Decision Sciences Institute Annual Meeting, Phoenix, AZ. November 2007, (presenter and author)
"Forces and Trends in the Pharma Supply Chain"
Decision Sciences Mid-Western Division, Indiana. May 2007, (presenter and author)

Awards and Honors

Department of Business Management Research Growth & Innovation Award (2012)
Big-Data Poole College of Management Grant w/ M. Stanko (2012)
Journal of Operations Management Reviewer of the Year (2008)
CAPs Scholarship, Center for Advancement of Purchasing Studies. (2008).
Gill Grant Recipient, NCSU College of Management (2008 & 2009)
Honorable Mention Elwood S. Buffa Best Dissertation Award, Decision Sciences (2006)

Editorial and Review Activities

Coeditor POMS 2016 Conference Proceedings (2015-2016)
Editorial Review Board Journal of Operations Management (2007 – present / ~3.5 reviews per year)
Editorial Review Board Journal of Supply Chain Management (2007 – present / ~3.5 reviews per year)
Ad Hoc Reviewer: Production and Operations Management, Decision Sciences Journal, International Journal of Logistics Management, Journal of Academy of Management, Organizational Studies

Teaching Experience

LOGT 4263: Logistics and Intermodal Transportation Capstone Seminar, MGNT 9030: PhD Purchasing Seminar, MBA 542: Supply Chain Logistics (NCSU), BUS 474: Logistics Management (NCSU), BUS 472: Operations Planning and Control (NCSU), SCM 455: Supply Market Research and Negotiations (Arizona State University)

Professional

Assistant Commodity Mgr, Pratt and Whitney. (August 2000 - August 2001).
Corporate Operations Manager, Just For Feet. (May 1999 - May 2000).
Production Supervisor, International Bakers Corporation (1997 - 1998).
Logistics Supervisor, International Bakers Corporation. (1993 - 1997).
Operations Manager and Operations Engineer, L. Knife and Sons. (1990-1992)

Professional Memberships

Academy of Management, APICS, Decision Sciences Institute, Institute of Supply Management, Production and Operations Management Society, CaSN (Center for Supply Networks)