

# Yoon Hee Kim

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## ACADEMIC EMPLOYMENT

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- 2014 – present**    **College of Business Administration, Georgia Southern University, Statesboro, GA**  
Assistant Professor of Logistics and Supply Chain Management
- 2010 - 2014**        **Richard Ivey School of Business, Western University, London, ON, Canada**  
Assistant Professor of Operations Management

## EDUCATION

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- 2005 - 2010**        **University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI**  
PhD of Business (Major in Operations Management & Minor in Statistics)  
Advisor: Urban Wemmerlöv
- 2004 - 2005**        **The Ohio State University, Department of Statistics, Columbus, OH**  
Master's Program of Applied Statistics (transferred to PhD program in Fall 2005)  
Earned 35 credits in Applied Statistics and Mathematics
- 2002 - 2004**        **The Ohio State University, Fisher College of Business, Columbus, OH**  
Master of Business Administration  
Concentration in Marketing and Logistics
- 1991 - 1996**        **Sung Kyun Kwan University (SKKU), Seoul, Korea**  
Bachelor of Arts

## PROFESSIONAL EXPERIENCE

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- 2003 - 2005      **Center for Entrepreneurship, Fisher College of Business, Columbus, OH**  
Project Manager (*Deloitte Business Plan Competition and Ideas to Business Program*)
- 1997 - 2002      **Youngone Corporation, Seoul, Korea**  
Export Sales Manager, responsible for over \$20 mill purchasing and supply management for OEMs such as *Eddie Bauer, Timberland, Burton*, etc.
- 1995 - 1997      **Esquire Fashion Inc., Seoul, Korea**  
Women's Apparel Designer

## RESEARCH INTEREST

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- **Application areas:** Supply Chain Management (esp. value creation and capturing, bargaining power, relational and structural embeddedness, supply chain network, financial performance) and Operations Strategy (esp. operational strategy formation, links between operational and supply chain management).
- **Methods:** Econometrics, Panel data analysis, Social network analysis (UCINET), Survey study, Case study, Structural equation modeling, Behavioral experiment.

## PAPERS PUBLISHED, ACCEPTED OR UNDER REVIEW

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- Kim, Y. H. "Social Capital or Social Liability? Effects of the Relationship-based Assets and Operational Capability on Supplier Profitability," *Under review at Production and Operations Management Society*.
- Kim, Y. H. and T. Schoenherr, "The Effects of Supply Chain Integration on the Cost Efficiency of Contract Manufacturing," *Under 2<sup>nd</sup> revision for Journal of Supply Chain Management*.
- Kim, Y. H. (2017), "The Effects of Major Customer Network on a Supplier's Profitability," *Journal of Supply Chain Management*, 53:1, pp. 26-40.
- Kim, Y. H. and D. Henderson (2015), "Financial Benefits and Risks of Supplier's and Customer's Dependence in Triadic Supply Chain Relationships," *Journal of Operations Management*, 36, p. 115-129.
- Kim, Y. H. and U. Wemmerlöv (2015), "Does a Supplier's Operational Competence Translate into Financial Performance? An Empirical Analysis of Supplier-Customer Relationships," *Decision Sciences*, 46:1, p.101-134.
  - 2016 Midwest DSI Stan Hardy Award Winner:  
"Each year, the Midwest Decision Sciences Institute awards the Stan Hardy best paper award in recognition of the regional institute's founder, Stan Hardy. This paper is determined from a selection of the best manuscripts as identified by the editors of *Decision Sciences*, the *International Journal of Production Research*, the *Journal of Operations Management*, *Manufacturing and Service Operations Management*, and

*Production and Operations Management. A panel of Operations Management researchers within Midwest DSI evaluates the manuscripts provided by the journal editors. Then, each year at the annual meeting, the Stan Hardy award winning paper is identified. Below you will find a list of recent award winning papers”*  
(<http://www.mwdsi.org/>).

- Kim, Y. H., F. J. Sting and C. Loch (2014), “Top-Down, Bottom-Up, or Both? Toward an Integrative Perspective on Operations Strategy Formation,” *Journal of Operations Management*, 32:7/8, p.462-474.

#### **PAPERS UNDER REVISION**

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- Kim, Y. H., “The Effects of Employee Participation on Supply Chain Integration and Firm Performance.”
- Kim, Y. H., “The Effects of Operations Strategy and Power Imbalance on a Supplier’s Financial Performance.”

#### **WORKING PAPERS/ WORK IN PROGRESS**

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- Henderson, D. and Kim, Y. H., “The Economic Effects of Strategic Alliances in Buyer-Supplier Relationships,” (using COMPUSTAT and SDC Platinum data) *Working paper*.
- Kim, Y. H. and Sharma, L., “The Impact of GPOs on a Hospital’s Supply Costs,” (secondary data) *Work in progress*.
- Kim, Y. H. and Henderson, D., “The Economic Effects of a Supplier’s Network Structure Under Supply Chain Glitches,” *In the process of data collection using the secondary sources*.
- Kim, Y. H. “The Spill-over Effects of Suppliers’ Sustainability Efforts on Firm Performance,” *Work in progress*.

- Kim, Y. H. (2016), "The economic Effects of Power, Relationship Strength, and Structural Holes in a Supplier's Network of Major Customers," *Proceedings 76<sup>th</sup> Annual Meeting of the Academy of Management*.
- Kim, Y. H. and F. J. Sting (2013), "Operations Strategy Formation: Top-Down, Bottom-Up, or Both?," *Proceedings the 20<sup>th</sup> EurOMA*.
- Kim, Y. H. (2012), "In the Shadow of Dominant Customers: the Effect of Close Relationships on the Supplier's Performance," *Proceedings of the 4<sup>th</sup> World P&OM/ the 19<sup>th</sup> EurOMA*.
- Kim, Y. H. and U. Wemmerlöv (2010), "The Effect of Operations Strategy on Supplier-Customer Relationships and Suppliers' Financial Performance," *Proceedings of the 20<sup>th</sup> North American Research/ Teaching Symposium on Purchasing and Supply Management*.
  - Selected as the **Best Paper**.

## TEACHING

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- 2014 – present**    **College of Business Administration, Georgia Southern University, Statesboro, GA**  
Operations Management (MGNT3430, Undergraduate core, 2014 Fall – 2017 Fall)  
Business Statistics (Undergraduate core, 2016 summer)  
Operations Management (MGNT7430, MBA core, a new course developed in 2016 Spring and taught in 2016 and 2017)  
Seminar in Operations Management (PhD core, a new course developed in 2016 Fall)
- 2010 - 2013**        **Richard Ivey School of Business, University of Western Ontario, London, ON, Canada**  
Operations Management (Undergraduate core, 2010/11 – 2012/13)  
Learning Through Action (Undergraduate, 2010/11 and 2012/13)  
Global Supply Chain Management (Graduate elective, a new course developed in 2012/13)  
Seminar in Operations Management (PhD core, a new course developed in 2011/12)
- 2005 - 2006**        **University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI**  
Management of Service and Manufacturing Operations (teaching assistant for Undergraduate core; Fall 2005, Spring 2006 & Fall 2006)

## INVITED TALKS

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- 2017**                “Social Capital or Social Liability? Effects of the Relationship-based Assets and Operational Capability on Supplier Profitability,” research seminar at the Korea University, Seoul, Korea (May 2017)
- “The Effects of Major Customer Network on a Supplier’s Profitability,” research seminar at the Yonsei University, Seoul, Korea (June 2017)
- 2015**                “The Economic Effects of Power, Relationship Strength, and Structural Holes in a Supplier’s Network of Major Customers,” Ewha Women’s University, Seoul, Korea (May 2015).
- 2014**                “Paradox of Relational Embeddedness: Financial Benefits and Risks of Supplier’s and Customer’s Dependence in Triadic Relationships,” research seminar at the Wilfrid Laurier University, Waterloo, Ontario, Canada (March 2014).
- 2010**                “The Effect of Operations Strategy on Supplier-Customer Relationships and Suppliers’ Financial Performance,” research seminar at the Yonsei University, Seoul, Korea (July 2010).

## MEDIA APPEARANCE

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- 2011      “Power Struggles Dominate Supply Chain,” *Financial Post*, August 23.  
([HTTP://WWW.FINANCIALPOST.COM/EXECUTIVE/POWER+STRUGGLES+DOMINATE+SUPPLY+CHAIN/5291880/STORY.HTML](http://www.financialpost.com/executive/power+struggles+dominate+supply+chain/5291880/story.html))

## PRESENTATIONS

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“Social Capital or Social Liability? Effects of the Relationship-based Assets and Operational Capability on Supplier Profitability”

- The 28<sup>th</sup> POMS Annual Meeting, Seattle, WA, U.S.A. (May 2017)

“Economic effects of Relational and Structural Embeddedness in the Networks of Major Customer Relationships: Panel data analysis for 1980 – 2011”

- The 47<sup>th</sup> DSI Annual Meeting, Austin, TX, U.S.A. (November 2016)
- The 27<sup>th</sup> POMS Annual Meeting, Orlando, FL, U.S.A. (May 2016)

“The economic Effects of Power, Relationship Strength, and Structural Holes in a Supplier’s Network of Major Customers,”

- The 76<sup>th</sup> AOM Annual Meeting, Anaheim, CA, U.S.A. (August 2016)

“Contingency Factors of Bargaining Power in a Supplier’s Networks of Major Customers”

- The 46<sup>th</sup> DSI Annual Meeting, Seattle, WA, U.S.A. (November 2015)

“The Financial Impacts of Power and Embeddedness in Major Customer Networks”

- The 26<sup>th</sup> POMS Annual Meeting, D.C., WA, U.S.A. (May 2015)
- The 45<sup>th</sup> DSI Annual Meeting, Tampa, FL, U.S.A. (November 2014)

“The Direct and Moderating Effects of Employee Participation on Supply Chain Integration and Firm Performance,”

- The 26<sup>th</sup> POMS Annual Meeting, D.C., WA, U. S. A. (May 2015)
- The 25<sup>th</sup> POMS Annual Meeting, Atlanta, GA, U. S. A. (May 2014)

“Paradox of Relational Embeddedness: Financial Benefits and Risks of Supplier’s and Customer’s Dependence in Triadic Relationships”

- The 45<sup>th</sup> DSI Annual Meeting, Tampa, FL, U. S. A. (November 2014)

“The Effects of Supplier and Buyer Concentration on Firm Performance,”

- The 44<sup>th</sup> DSI Annual Meeting, Baltimore, MD, U. S. A. (November 2013)

“Operations Strategy Formation: Top-Down, Bottom-Up, or Both?”

- The 20<sup>th</sup> International EurOMA Conference, Dublin, Ireland (June 2013)
- The 24<sup>th</sup> POMS Conference, Denver, U.S.A. (May 2013)
- iSTOR Workshop, Ivey School of Business, London, ON, Canada (January 2013)
- Operations Management Group Seminar, London, ON, Canada (October 2012)

“In the Shadow of Dominant Customers: The Effect of Close Relationships on the Supplier’s Performance”

- The 23<sup>rd</sup> POMS Conference, Denver, U.S.A. (May 2013)
- The 4<sup>th</sup> POMS World Conference, Amsterdam, Netherlands. (July 2012)

“Sampling Issues for International Purchasing Survey”

- The 2<sup>nd</sup> International Purchasing Survey Group Annual Meeting, Bath, England (November 2011)

“Investigating the Effects of Operational Capabilities and Cooperative Activities on the Supplier’s Financial Performance”

- The 42<sup>nd</sup> DSI Annual Meeting, Boston, MA, U. S. A. (November 2011)

“Investigating the Effect of Operational Capabilities and Bargaining Power on the Suppliers’ Financial Performance”

- The 2<sup>nd</sup> EDSI Annual Meeting, Frankfurt, Germany (April 2011)

“The Effect of the Power-Dependence Structures on Supplier-Customer Relationships and Suppliers’ Financial Performance”

- The 41<sup>st</sup> DSI Annual Meeting, Reno, U.S.A (November 2010)

“The Effect of Operations Strategy on Supplier-Customer Relationships and Suppliers’ Financial Performance”

- 20<sup>th</sup> Annual North American Research/Teaching Symposium, Tempe, AZ, U.S.A (March 2010)
- The 40<sup>th</sup> DSI Annual Meeting, New Orleans, LS, U.S.A. (November 2009)
- POMS Annual Meeting, Orlando, FL, U.S.A. (May 2009)

“In the Shadow of Dominant Customers: Supplier-Customer Relationships and Suppliers’ Financial Performance”

- International Federation of Purchasing and Supply Management’s 14<sup>th</sup> Summer School, Salzburg, Austria (July 2008)
- Academy of Management Doctoral Consortium, Philadelphia, PA, U.S.A (August 2007).

## **OTHER RESEARCH DEVELOPMENT ACTIVITIES**

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- Center for Supply Networks (CaSN) Bi-Annual Meeting, Tempe, AZ (March 2015)
- Global Manufacturing Research Group Meeting (GMRG), Toronto, Canada (May 2014)
- Global Manufacturing Research Group Meeting (GMRG), Dublin, Ireland (June 2013)
- Attended the iSTOR Workshop, Ivey School of Business, London, ON, Canada (2012, 2013)
- Attended the Ivey Research Seminars, Ivey School of Business, London, ON, Canada (2010, 2011, 2012)
- Attended the Experimental Mini-Conference, Ivey School of Business, London, ON, Canada (November 2012)
- Global Manufacturing Research Group Meeting (GMRG), Seoul, South Korea (May 2012)
- Attended the 41<sup>st</sup> DSI Annual Meeting, San Diego, CA, U.S.A. (November 2010)
- Attended the INFORMS Annual Meeting, San Diego, CA, U.S.A. (October 2009)
- Attended the Council of Supply Chain Management Professionals (CSCMP) Annual Global Conference, Chicago, IL, U.S.A. (September 2009)
- Attended the 38<sup>th</sup> DSI Annual Meeting, Phoenix, AZ, U.S.A. (November 2007)
- Attended the Center for Quick Response Manufacturing's International Conference, "Shaping the Future of Manufacturing," Madison, WI, U.S.A. (June 2007)
- Attended the Center for Quick Response Manufacturing's Seminar, "How to Use Time as a Metric to Design Your Lean Supply Chain," Madison, WI, U.S.A. (October 2006)
- Attended the Center for Quick Response Manufacturing's International Conference, "Keeping Manufacturing Strong," Madison, WI, U.S.A. (June 2006)
- Attended the Purdue CIBER Consortium Meeting on International Operations Management, Lafayette, IN, U.S.A. (September 2005)
- Attended the Center for Quick Response Manufacturing's Seminar, "Rethinking Supply Management in the Age of Global Sourcing and Lean," Madison, WI, U.S.A. (August 2005)

## **OTHER TEACHING DEVELOPMENT ACTIVITIES**

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- Master Teacher Program, Robinson College of Business, Georgia State University (May 10-12, 2017)
- Online Teaching Program, Center for Teaching and Technology, Georgia Southern University, (Spring 2017)
- LINKS Global Supply Chain Management Simulation Seminar, teleconference (August 2012)
- Advanced Case Teaching Workshop, Ivey School of Business, London, ON, Canada (August 2012)
- Dr. Thomas Choi's Advanced Seminar on Sourcing Management, Yonsei University, Seoul, Korea (May 2012)
- Case Writing Workshop, Ivey School of Business, London, ON, Canada (April 2012)



- Case Teaching Workshop, Ivey School of Business, London, ON, Canada (August 2010)
- Teaching Workshop, Teaching Support Center, Western University, London, ON, Canada (August 2010).

## SERVICE ACTIVITIES

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- Track Chair for the Asia Pacific Decision Science Institute (APDSI), Seoul, South Korea (2017)
- Treasurer of the Korean Scholar Association (KSA) for 2014 – present.
- Judge for the 47th DSI's teaching case competition, Austin, TX (2016)
- Session Chair of "Networks in Operations and Supply Chain Management" at the 76<sup>th</sup> Academy of Management Annual Meeting, Anaheim, CA (2016)
- Review services in 2017:
  - One manuscript for *Journal of Operations Management*.
  - Two manuscripts for *Decision Sciences*.
  - Two manuscripts for *Journal of Business Logistics*.
  - One manuscript for *International Journal of Production Economics*.
  - One manuscript for *IEEE Transactions on Engineering Management*.
- Review services in 2016:
  - Four proceedings for *Academy of Management Conference*.
  - One manuscript for *Decision Sciences*.
  - One manuscript for *International Journal of Production Economics*.
- Review services in 2015:
  - One manuscript for *Production and Operations Management Society*.
  - Three manuscripts for *Journal of Operations Management*.
  - Two manuscripts for *Decision Sciences*.
  - One manuscript for *International Journal of Production Economics*.
  - One manuscript for *IEEE Transactions on Engineering Management*.
  - Three proceedings for *Academy of Management Conference*.
- Review services in 2013:
  - One manuscript for *Decision Sciences Journal*.
  - Two proceedings for *Academy of Management Conference*.
- Review services in 2012:
  - One manuscript for *Production and Operational Management Society*.
  - One manuscript for *Journal of Operations Management*
  - Two manuscripts for *Decision Sciences Journal*.
  - Three proceedings for *Academy of Management Conference*.
- Review services in 2011:
  - Two manuscripts for *Decision Sciences Journal*.

- Two manuscripts for *Journal of Operations Management*.
- Review services in 2010:
  - One manuscript for *Decision Sciences Journal*.
- Invited speaker for the Western University Korean Student Association's Career Night, London, ON (2012, 2013, 2014).
- Session chair of "Operations Strategy," 24<sup>th</sup> POMS Annual Meeting, Denver, CO (2013)
- Area Group Coordinator for *Ivey Research Series* (2011 – 2013).
- Organized a workshop on secondary data research methods with Professor Kevin Hendricks (March 2013).
- Invited speaker for the London Korean Community's Career Information Session in London, ON (November 2012).
- Coordinated the 2012 PhD Comprehensive Exam.
- Field trips with students (2010, 2011)
- Parents' day events (October 2010, 2011, 2012)
- HBA1 Orientation Breakfast (August 2010, 2011, 2012)
- HBA1 Year End Banquet (April 2011)
- Panel for PhD Recruiting Event, Wisconsin School of Business (2009)
- Session chair for "Supply Chain Relationships," 38<sup>th</sup> DSI Annual Meeting, Phoenix, AZ (2007)
- Student representative, PhD and Research Committee, Wisconsin School of Business (2007-2008)
- Panel for Teaching Assistant Orientation, Wisconsin School of Business (2007)

## HONORS AND AWARDS

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2016	Midwest DSI Stan Hardy Award
2008 - 2010	Morgridge Wisconsin Distinguished Graduate Fellowship, <i>Wisconsin School of Business</i>
2009	Doctoral Dissertation Grant, <i>Institute for Supply Management</i> Doctoral Students Research Program Award, <i>Wisconsin School of Business</i>
2008	Runner-up, George and Marion Plossl Research Fellowship, <i>APICS Educational and Research Foundation</i> Scholarship and invitation to present at the 14 <sup>th</sup> IFPSM Summer School in Salzburg, Austria, <i>Institute for Supply Management</i> Institute for the Study of Business Markets (ISBM) Research Grant, <i>Pennsylvania State University</i>

2007

Graduate School Research Grant, *University of Wisconsin-Madison*  
(jointly with Professor Urban Wemmerlöv)

Doctoral Students Research Program Award, *Wisconsin School of Business*

#### ACADEMIC AFFILIATIONS

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- Center for Supply Networks (CaSN)
- Global Manufacturing Research Group (GMRG)
- Institute for Operations Research and Management Science (INFORMS)
- Production and Operations Management Society (POMS)
- Decision Sciences Institute (DSI)
- Academy of Management (AoM)