

## MUMIN KURTULUS

Owen Graduate School of Management  
Vanderbilt University  
401 21<sup>st</sup> Avenue South  
Nashville, TN 37203

Cell Phone: (615) 294-7058

Office Phone: (615) 322-5966

[mumin.kurtulus@vanderbilt.edu](mailto:mumin.kurtulus@vanderbilt.edu)

<http://my.vanderbilt.edu/muminkurtulus/>

### ACADEMIC APPOINTMENTS

- Owen Graduate School of Management, Vanderbilt University, Nashville, TN
  - Associate Professor of Operations Management 2014-present
  - Assistant Professor of Operations Management 2006-2014
  - Visiting Assistant Professor 2005-2006
- Anderson School of Management, University of California, Los Angeles, CA
  - Visiting Associate Professor Winter 2018

### OTHER APPOINTMENTS

Vanderbilt University, Nashville TN  
Faculty Head, Moore College (upper-division residential college) 2019-present

### EDUCATION

INSEAD, Fontainebleau, France  
PhD in Operations Management 2005  
MS in Management 2002

Bilkent University, Ankara, Turkey  
MS in Industrial Engineering 2000

Koc University, Istanbul, Turkey  
BS in Physics 1998

### HONORS AND AWARDS

- Awards at Owen Graduate School of Management, Vanderbilt University
  - Executive MBA Teaching Award - voted top professor by graduating EMBA class Winner in 2015 and 2016; Finalist in 2019, 2020, 2023.
  - Dean's Teaching Innovation Award 2016.
  - Research Productivity Award 2013.
  - Finalist for the James A. Webb Jr. Teaching Award in 2012 and 2020.
- International Commerce Institute ECR-Unilever research grant for 15,000 Euro for a project on Retail Assortment Planning under Category Captainship in 2007.
- Wickham Skinner Best Paper Award - First Prize with paper "Category Captainship: Outsourcing Retail Category Management" in 2006.

- Gold Medal in 2004 ECR Student Paper Competition with paper “Category Management and Category Adviser Arrangements: Consumer Impact.”
- Philip Law Case Writing Scholarship Awarded by European Case Clearing House in 2004.
- Finalist, EURO/INFORMS 2003 Management Science Strategic Innovation Prize on Market Coordination in Supply Chain Management with paper “Investing in Forecast Quality.”
- Fellowships awarded by INSEAD, Bilkent University, and Koc University.

## RESEARCH INTERESTS

Retail supply chain management and operations with focus on exploring various aspects of retailers’ category management strategy (category captainship, store brands/private labels, slotting and display fees, collaborative forecasting, and direct-store-delivery).

## PUBLICATIONS

1. Alan, Y., M. Kurtuluş, A.Nakkas. (2024). Retail Category Management with Slotting Fees. Forthcoming in *Manufacturing & Service Operations Management*.
2. Kurtuluş, M., A. Nakkas, and S. Ülkü. (2022). Allocation of Operational Decisions in Retail Supply Chains. *IIE Transactions*, 54:10, 976-987.
3. Kurtuluş, M, R. C. Savaskan, C. Wang. (2020). Drivers and Implications of Direct-Store-Delivery in Distribution Channels. *Production and Operations Management*, **29** (11), 2621–2636.
4. Nakkas, A., Y. Alan, and M. Kurtuluş. (2020). Category Captainship in the Presence of Retail Competition. *Production and Operations Management*, **29**(2), 263-280.
5. Alan, Y., M. Kurtuluş, C. Wang. (2019). The Role of Store Brand Spillover in a Retailer's Category Management Strategy. *Manufacturing & Service Operations Management*, **21**(3), 620-635.
6. Alan, Y., J. Dotson, and M. Kurtuluş. (2017). On the Competitive and Collaborative Implications of Category Captainship. *Journal of Marketing*, **81**(4), 127-143.
7. Galbreth, M., M. Kurtuluş, and M. Shor. (2015). How Collaborative Forecasting Can Reduce Forecast Accuracy. *Operations Research Letters*, **43**(4), 349-353.
8. Kurtuluş, M., S. Ülkü, J. Dotson, and A. Nakkas. (2014). The Impact of Category Captainship on Breadth and Appeal of Retail Assortment. *Journal of Retailing*, **90**(3), 379-392.
9. Kurtuluş, M., A. Nakkas, and S. Ülkü. (2014). The Value of Category Captainship in the Presence of Manufacturer Competition. *Production and Operations Management*, **23**(3), 420-430.
10. Kurtuluş, M., S. Ülkü, and L.B. Toktay. (2012). The Value of Collaborative Forecasting in Supply Chains. *Manufacturing & Service Operations Management*, **14**(1), 82-98. (Finalist at the EURO/INFORMS MSSIP Best Paper Award)

11. Wang, T., A. Atasu and M. Kurtuluş. (2012). Multiordering Newsvendor Model with Dynamic Forecast Evolution. Manufacturing & Service Operations Management, **14**(3), 472-484.
12. Kurtuluş, M., and A. Nakkas. (2011). Retail Assortment Planning under Category Captainship. Manufacturing & Service Operations Management, **13**(1), 124-142. (Awarded the ICI-Unilever research grant.)
13. Kurtuluş, M., and L.B. Toktay. (2011). Category Captainship vs. Retailer Category Management under Limited Retail Shelf Space. Production and Operations Management, **20**(1), 47-56. (Wickham Skinner Best Paper Award by POM Society in 2006 and Best Paper (Gold Medal) in 2004 ECR Student Paper Competition.)
14. Kurtuluş, M., and L.B. Toktay. (2004). Category Captainship: Who Wins, Who Loses? ECR Journal, **4** (2). Winter 2004.

#### WORKING PAPERS AND PAPERS UNDER REVIEW

15. On the Strategic Implications of Store Brand Sourcing (with Yasin Alan and Alexander Maslov). Reject and resubmit at Manufacturing & Service Operations Management.
16. Planogram Design in the Presence of Store Brands and Shelf Display Fees (with Yasin Alan and Alper Nakkas). Under first round review at Production and Operations Management.
17. The Role of Retail Competition in Store Brand Introduction Decisions (with Yasin Alan, Alexander Maslov, and Chunlin Wang). Working Paper.

#### BOOK CHAPTERS

- Kurtuluş, M. "Collaborative Forecasting in Retail Supply Chains." *Handbook of Information Exchange in Supply Chain Management* edited by Albert Ha and Christopher Tang. Springer, 2017, 39-61.
- Kurtuluş, M., L.B. Toktay. "Category Captainship Practices in the Retail Industry." Chap. 5 in *Retail Supply Chain Management*. Vol. 122, edited by Narendra Agrawal and Stephen Smith. International Series in Operations Research & Management Science. Springer, 2009.

#### OTHER PUBLICATIONS

- Patrinley, J. R., Berkowitz, S. T., Zakria, D., Totten, D. J., Kurtulus, M., Drolet, B. J. (2020) Lessons from operations management to combat the COVID-19 pandemic. *Journal of Medical Systems*. 44:129.
- Anisimov V.V., and M. Kurtuluş. (2001). Markov retrial queuing models in light traffic conditions. *Cybernetics and System Analysis*, 36 (6).
- Supply Chain Collaboration in the Retail Industry (in Turkish), *Dergi L*, September 2004.
- Category Management and Category Adviser Arrangement: Consumer Impact with B. Toktay in the 11th International EurOMA Proc., Fontainebleau, FRANCE, June 2004.

## PEDAGOGICAL MATERIAL DEVELOPMENT

- Process Fundamentals at Meli's Bakes
- Process Fundamentals and Operations Strategy at Which Wich Sandwiches
- Project Management at R-squared
- Supply Chain Rationalization at Barclays PLC (with Beril Toktay)

## TEACHING EXPERIENCE

- Owen Graduate School of Management, Vanderbilt University
  - Operations Management (MGT 6371 and EMGT 7777) – Covers topics related to operations strategy, process analysis and design, service operations, supply chain management, project management and lean operations.
  - Operations Topics (EMGT 7779) – Covers topics related to demand forecasting, optimization, regression, and data analysis.
  - Supply Chain Management (MGT 6472) – Covers topics related to supply chain strategy, coordination, and design.
  - International Residency (EMGT 728B) – An experiential class that allows students to learn about business practices outside of North America (Japan, South Korea, Hong Kong, Singapore, Vietnam, China, Thailand, Argentina, Chile).
  - Executive Programs (Tennessee Valley Authority (TVA), FedEx Ground, Vulcan Materials)
- Anderson School of Management, University of California, Los Angeles
  - Operations and Technology Management (MGTM 410) – Covers topics related to operations strategy, process analysis and design, service operations, supply chain management, project management and lean operations.

## PROFESSIONAL SERVICE

- Senior Editor, *Production and Operations Management (POM) Journal* 2021-present
- Associate Editor, *IIE Transactions* 2024-present
- Associate Editor, *Omega: The International Journal of Management Science* 2020-2023
- Editorial Review Board, *Production and Operations Management (POM) Journal*
- Ad-hoc Reviewer for *Management Science*, *Manufacturing & Service Operations Management (M&SOM)*, *Operations Research*, *Production and Operations Management (POM)*, *Journal of Academy of Marketing Science*, *Journal of Retailing*, *European Journal of Operational Research (EJOR)*, *Naval Research Logistics (NRL)*.
- MSOM Cluster Co-chair at the INFORMS Annual Meeting in Nashville in 2016.
- Track Chair, Retail Operations, POMS Annual Meeting in Atlanta in 2014
- Judge, MSOM Student Paper Competition 2013, 2014, 2015, 2016, 2017, 2019, 2020, 2021, 2022, 2023

## INSTITUTIONAL SERVICE

- Owen Graduate School of Management
  - Flexible MBA Program Exploratory Committee, Member 2023
  - Non-Degree Program Advisory Committee, Member 2023-present

- Owen Bylaws Committee, Member 2023-present
- Executive MBA Program Committee, Member 2013-2019, 2022-present
- Diversity, Equity, and Inclusion Advisory Board, Chair 2021-2023
- Operations Faculty Recruiting Committee, Co-chair 2023
- Fall Faculty Teaching Task Force, Member 2020
- Operations Faculty Recruiting Committee, Chair 2019
- Operations Faculty Recruiting Committee, Member 2012, 2016, 2018
- Online Program Exploratory Committee, Member 2019
- EMBA Working Group, Chair 2013
- Post-doc Supervision
  - Alexander Maslov (University of Kentucky) 2021-2023
  - Chunlin Wang (University of New Mexico) 2016-2018
  - Qingning Cao (University of Science and Technology of China) 2013-2015
  - Alper Nakkas (University of Texas at Arlington) 2010-2012
- Vanderbilt University
  - Faculty Head of Moore College 2019-present
  - Global Strategy Committee Member 2023
  - FutureVU Advisory Committee Member 2019-2020
  - Vanderbilt Course Management System Advisory Committee Member 2016-2020
  - PhD Committees
    - Hakan Yilmazkuday, Vanderbilt University, PhD in Economics 2009
    - Alper Nakkas, Vanderbilt University, PhD in Economics 2010
    - Alper Arslan, Vanderbilt University, PhD in Economics 2018

#### PROFESSIONAL AFFILIATIONS

Institute for Operations Research and Management Sciences (INFORMS)  
 Manufacturing & Service Operations Management Society (MSOM)  
 Production and Operations Management Society (POMS)