

Sara REZAEI VESSAL

Professeur associé

Département: Systèmes d'Information, Data

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Pays d'origine: Iran

INTERETS DE RECHERCHE

Développement de produits/services, Durabilité de la chaîne d'approvisionnement, Gestion des

FORMATION

2017	Doctorat en Management des opérations, HEC Paris, France
2010	MBA, Blekinge Institute of Technology, Suède
2006	MSc en Ingénierie des Technologies de l'Information, Tarbiat Modares University, Iran
2004	BSc en Ingénierie Industrielle, Iran University of Science and Technology, Iran

EXPERIENCE PROFESSIONNELLE

Positions académiques principales

2024 - Présent	Professeur associé, ESSEC Business School, France
2017 - 2024	Professeur assistant, ESSEC Business School, France

Autres affiliations académiques

2016 - 2017	Professeur visitant, Stephen M. Ross School of Business, États-Unis
2011 - Présent	Membre, GREGHEC (CNRS), HEC Paris, France

Autres expériences professionnelles

2009 - 2011	Chef de Projet (Designing Financial Tools to Finance Tehran Municipality Projects), Sharif University Technological Financial Research Center, Iran
2007 - 2009	Analyste système et Conseiller en Contrôle de Projet, Heatland Engineering Co., Iran
2004 - 2007	Consultant en Gestion de Projet, The National Petrochemical Company (NPC), Iran

BOURSES, PRIX ET DISTINCTIONS

Prix et Distinctions

2008	National Book of the Year's Award pour l'ouvrage "Project Change Management"
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- 2004 Top 1% à l'examen d'entrée aux études supérieures de l'Iranian National University
- 2003 Prix Best student among Award, Iran University of Science and Technology, Iran
- 2000 Top 5% à l'examen d'entrée aux études supérieures de premier cycle à l'Iranian National University

Bourses

- 2011 Bourse doctorale, HEC Paris, France

PUBLICATIONS

Articles

- BISWAS, D. et REZAE VESSAL, S. (2024). Smart home insurance: Collaboration and pricing. *European Journal of Operational Research*, 314(1), pp. 176-205.
- REZAE VESSAL, S., DE GIOVANNI, P. et HASSANZADEH, A. (2022). Technology and Service Investments in the Presence of Feature Fatigue and Word-of-Mouth. *European Journal of Operational Research*, 301(3), pp. 923-941.
- MOVAREI, R., REZAE VESSAL, S., REZAE VESSAL, S. et ASPARA, J. (2022). The effect of type of company doing home delivery during a pandemic on consumers' quality perceptions and behavior. *International Journal of Physical Distribution and Logistics Management*, 52(11), pp. 1-24.
- MOVAREI, R., REZAE VESSAL, S., REZAE VESSAL, S. et ASPARA, J. (2022). The effect of type of company doing home delivery during a pandemic on consumers' quality perceptions and behavior. *International Journal of Physical Distribution and Logistics Management*, 52(11), pp. 1-24.
- REZAE VESSAL, S., MOVAREI, R. et ALBADVI, A. (2005). TRIZ and CRM, hand in hand! *The TRIZ Journal*.

Actes d'une conférence

- REZAE VESSAL, S. (2010). Mysteries of new product promotion; effects of layout on buyer behaviour. Dans: *2010 IEEE International Conference*. IEEE Computer Society, pp. 468-473.
- REZAE VESSAL, S., REZAE VESSAL, S. et MOVAREI, R. (2010). New product promotion and E-commerce; effects of retailer webpage layout on buyer behaviour. Dans: *2010 IEEE International Conference*. IEEE Computer Society, pp. 1224-1229.
- REZAE VESSAL, S., REZAE VESSAL, S. et MOVAREI, R. (2010). New product promotion and E-commerce; effects of retailer webpage layout on buyer behaviour. Dans: *2010 IEEE International Conference*. IEEE Computer Society, pp. 1224-1229.
- REZAE VESSAL, S. et MOVAREI, R. (2006). Application of theory of inventive problem solving in customer relationship management. Dans: *2006 IEEE International Conference*. IEEE Computer Society.

Conférences

- REZAE VESSAL, S., NEZAMI, M. et SHANTIA, A. (2023). Empirical investigation of the valuation premium effect of target Firms' operations capability in M&As. Dans: 2023 Manufacturing and Service Operations Management (MSOM) Conference. Montreal.
- REZAE VESSAL, S., NEZAMI, M. et SHANTIA, A. (2023). Empirical Investigation of the Valuation Premium Effect of Target Firms' Operations Capability in M&As. Dans: 2023 Production and Operations Management Society (POMS) Annual Conference. Orlando.

REZAE VESSAL, S. et SHANTIA, A. (2023). Accepting Defective Products: Implications for Supplier Incentives. Dans: 2023 The International Federation of Operational Research Societies. Santiago.

REZAE VESSAL, S. (2022). Renegotiation in Collaborative Product Development. Dans: 2022 The Institute for Operations Research and the Management Sciences (INFORMS) Annual Meeting. Indianapolis.

BISWAS, D. et REZAE VESSAL, S. (2022). Smart Home Insurance: Collaboration and Pricing. Dans: 2022 CORS/INFORMS International Conference. Vancouver.

REZAE VESSAL, S. et SHALPEIGN, T. (2022). Take it or leave it: Renegotiating in Collaborative Product Development. Dans: 2022 Production and Operations Management Society (POMS) International Conference: Resilient Networks. Budapest.

REZAE VESSAL, S. et NEZAMI, M. (2021). Risk–Return Implications of Offering Services in the Software Industry: Accounting and Financial Market Perspectives. Dans: 31st Annual POMS Conference. Sustainable Innovation and Responsible Analytics as a Force for Good.

REZAE VESSAL, S. et MEZANI, M. (2021). Risk-Return Implications of offering Product-Service Portfolio. Dans: 31st POMS Annual Conference 2021 Online.

REZAE VESSAL, S. (2021). Effect of Operations Department Power on Firm Performance. Dans: 2021 POMS Annual Conference. Online.

REZAE VESSAL, S. et SHALPEGIN, T. (2021). Accepting Defective Products and Renegotiating in Collaborative Product Development. Dans: 31st European Conference on Operational Research (EURO 2021). Athens.

REZAE VESSAL, S. et SHALPEGIN, T. (2021). Accepting Defective Products and Renegotiating in Collaborative Product Development. Dans: Institute for Operations Research and the Management Sciences (INFORMS) 2021 Annual Meeting. Anaheim.

REZAE VESSAL, S. et AFLAKI, S. (2019). Waste considerations in Food Supply Chain. Dans: 30th European Conference on Operational Research 2019 (EURO 30).

REZAE VESSAL, S. (2019). Waste-minimization Approach in Supply Chains. Dans: 2019 Manufacturing and Service Operations Management.

REZAE VESSAL, S. et NEZAMI, M. (2019). Risk–Return Implications of Offering Services in the Software Industry. Dans: 2019 INFORMS Annual Meeting.

REZAE VESSAL, S. et SOMMER, S. (2018). Going Collocated or Dispersed in Product Development Projects. Dans: 2018 Production and Operations Management Society (POMS) Sri Lanka International Conference.

REZAE VESSAL, S. et SOMMER, S. (2018). Going CO-located or Dispersed in Product Development Projects. Dans: 11th Triennial Conference of Association of Asia Pacific Operational Research Societies.

REZAE VESSAL, S. (2018). Optimal Allocation Rules with Waste Considerations. Dans: 29th European Conference on Operational Research (EURO 2018).

REZAE VESSAL, S. et SOMMER, S. (2017). Effect of Incentive Design on of Location Decision of Product Development of Teams. Dans: 2017 Institute for Operations Research and the Management Sciences (INFORMS) Annual Meeting.

REZAE VESSAL, S. et AFLAKI, S. (2017). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: POMS 28th Annual Conference. Seattle.

REZAEE VESSAL, S. et AFLAKI, S. (2017). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: 2017 INFORMS Annual Meeting. Houston.

REZAEE VESSAL, S. et SOMMER, S. (2016). Effect of Incentive Design on Location Decision of Collaborative Product Development Teams. Dans: 2016 INFORMS Annual Meeting. Nashville.

REZAEE VESSAL, S. et AFLAKI, S. (2016). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: POMS 27th Annual Conference. Orlando.

REZAEE VESSAL, S. et AFLAKI, S. (2016). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: 2016 INFORMS Annual Meeting. Nashville.

REZAEE VESSAL, S. et SOMMER, S. (2015). Collaboration in Global Product Development. Invited Session. Dans: POMS 26th Annual Conference. Washington DC.

REZAEE VESSAL, S. et AFLAKI, S. (2015). Optimal Allocation Rules with Waste Considerations. Invited Session. Dans: 2015 INFORMS Annual Meeting. Philadelphia.

REZAEE VESSAL, S. et SOMMER, S. (2014). Incentivizing Collaboration in Global Product Development Teams. Dans: 2014 INFORMS Annual Meeting. San Francisco.

REZAEE VESSAL, S. et SOMMER, S. (2013). Incentive Scheme for Globally Dispersed Product Development Teams. Dans: 2013 INFORMS Annual Meeting. Minneapolis.

AUTRES ACTIVITES DE RECHERCHE

Affiliations

Depuis 1982 Membre de l'Institute for Operations Research and the Management Sciences (INFORMS)

Depuis 1982 Membre du Manufacturing and Service Operations Management Society (MSOM)

Depuis 1982 Membre de la Production and Operations Management Society (POMS)