# Sara REZAEE VESSAL

Professeur associé
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## 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

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

### Autres affiliations académiques

| | |
|---|---|
| 2026 - 2028 | Directrice académique du Global MBA, ESSEC Business School, France |
| 2026 - 2027 | Responsable du pôle Management des Opérations, ESSEC Business School, France |
| 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" |
| 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

REZAEE VESSAL, S. et SOMMER, S. (2025). Team Composition and Incentive Design in Collaborative New Product Development. *Production and Operations Management*, 34(6), pp. 1477-1494.

NEZAMI, M., REZAEE VESSAL, S. et SHANTIA, A. (2025). Effects of operations executives' power on shareholder wealth. *International Journal of Production Economics*, 284, pp. 109602.

BISWAS, D. et REZAEE VESSAL, S. (2024). Smart home insurance: Collaboration and pricing. *European Journal of Operational Research*, 314(1), pp. 176-205.

REZAEE 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.

MOVARREI, R., REZAEE VESSAL, S., REZAEE 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.

MOVARREI, R., REZAEE VESSAL, S., REZAEE 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.

REZAEE VESSAL, S., MOVAREI, R. et ALBADVI, A. (2005). TRIZ and CRM, hand in hand! *The TRIZ Journal*.

### Actes d'une conférence

REZAEE 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.

REZAEE VESSAL, S., REZAEE 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.

REZAEE VESSAL, S., REZAEE 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.

REZAEE 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

REZAEE VESSAL, S., SHANTIA, A. et PAPIER, F. (2026). Supply Chain Due Diligence Regulation's Impact on Firm Profitability and Social Value. Dans: 2026 Production and Operations Management Society (POMS) Annual Conference. Reno.

REZAEE VESSAL, S., SHANTIA, A. et AFLAKI, S. (2025). Supply Chain Due Diligence, game theory, sustainability, supply chain compliance, sustainability standard. Dans: 34th European Conference on Operational Research (EURO2025). Leeds.

REZAEE VESSAL, S. et BISWAS, D. (2025). AI in Audiobook Narration: Boon OR Bane? Dans: 2025 Institute for Operations Research and the Management Sciences (INFORMS) International Meeting. Singapore.

REZAEE 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.

REZAEE 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.

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

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

REZAEE 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.

REZAEE 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 Analyticsas a Force for Good.

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

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

REZAEE 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.

REZAEE 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.

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

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

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

REZAEE 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.

REZAEE 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.

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

REZAEE 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.

REZAEE 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) |