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The 1st POMS Applied Research Challenge 2014 Awards

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POM is delighted to publish the extended abstracts of the first prize winning and two finalist papers of the 1st POMS Applied Research Challenge (POMS ARC) in 2014. This biannual initiative was launched in October 2012. Its objective is to encourage POMS members—faculty and students—to conduct rigorous applied research that is relevant and innovative. Applied research is understood as academic work that meets the following requirements:

1. The work involves a real operation;
2. The problem is new or not well-solved;
3. The problem requires some innovative ideas to solve it;
4. The paper makes a convincing case of its relevance to practice; and
5. The paper could eventually be published in a journal like POM or similar.

The 1st POMS ARC competition was chaired by Felipe Caro (UCLA Anderson School of Management) with the support of past POMS President Christopher Tang (UCLA Anderson School of Management). The POMS ARC had two review panels: the Practitioner Judge Panel formed by former POMS Martin K. Starr Excellence in Practice Award Winners and the Academic Panel formed by academics with a track record in applied research. The members of the Practitioner Judge Panel were: Corey Billington (e3 Associates), Edwin Keh (HKRITA), Dino Petrarolo (CCI Inc.), and Gang Yu (Yihaodian). The members of the Academic Panel were: Feryal Erhun (Stanford University), Nagesh Gavirneni (Cornell University), ManMohan Sodhi (City University London), and Felipe Caro (UCLA).

The paper submissions went through a two-step review process. First, the Academic Panel selected a small set of finalists. Second, the finalists were invited to present their work at the 2014 POMS Annual Meeting Conference in Atlanta and the Practitioner Judge Panel selected the winner based on the following criteria: (i) financial benefit; (ii) scalability to other industries and domains; (iii) managerial usability; and (iv) elegance, clarity, and depth of insight. All the finalists were invited to publish an extended abstract of their work in the POM journal. The first prize was accompanied by a \$2000 honorarium.

The 2014 prize winners of the 1st POMS Applied Research Challenge are as follows:

First Prize

Inventory Showrooms and Customer Migration in Omni-channel Retail: The Effect of Product Information

David Bell, Wharton School at University of Pennsylvania

Santiago Gallino, Tuck School of Business at Dartmouth College

Antonio Moreno, Kellogg School of Management at Northwestern University

Finalists

How Company-Specific Production Systems Affect Plant Performance: The S-Curve Theory

Torbjørn Netland, Norwegian University of Science and Technology

Kasra Ferdows, McDonough School of Business at Georgetown University

Ebly Sanchez, Volvo Trucks North America

Risk, Process Maturity, and Project Performance: An Empirical Analysis of US Federal Government Technology Projects

Anant Mishra, School of Business at George Mason University

Sidhartha Das, School of Business at George Mason University

James Murray, Lockheed Martin

The extended abstracts of the first prize winning and two finalist papers are provided next.