

Tobias Schoenherr, Ph.D., CSCP

Associate Professor and Associate Department Chair
Department of Supply Chain Management, Broad College of Business
Michigan State University, N370 North Business Complex, East Lansing, Michigan 48224
Phone: 517-432-6437, E-mail: Schoenherr@broad.msu.edu

EDUCATION

Indiana University, Bloomington, Indiana, Kelley School of Business **May 2005**

Degrees: Doctor of Philosophy, Master of Business

Majors: Operations Management, Decision Sciences

Indiana University, Bloomington, Indiana, Kelley School of Business **May 2000**

Degree: Bachelor of Science with High Distinction

Majors: Business Process Management, Operations/Production Management, Business Management, Logistics/Distribution Management, and Marketing

European School of Business (ESB), Reutlingen University, Germany **May 2000**

Degree: Diplom-Betriebswirt (FH)

CERTIFICATIONS

APICS Certified Supply Chain Professional (CSCP) (since 2007)

RESEARCH INTERESTS

Buyer-supplier relationships in the supply chain, especially within the context of the constant push for innovation, and the impact of technological advances, sustainability and globalization.

TEACHING INTERESTS

Supply Management, Sourcing/Procurement, Supply Chain Management, Operations Management

PEER-REVIEWED PUBLICATIONS

Schoenherr, Tobias, Elliot Bendoly, Daniel G. Bachrach, Anthony C. Hood. "Task Interdependence Impacts on Reciprocity in IT Implementation Teams: Bringing out the Worst in Us, or Driving Responsibility?" *Production and Operations Management* (forthcoming).

Griffith, David A., Jessica J. Hoppner, Hannah S. Lee, and Tobias Schoenherr. "The Influence of the Structure of Interdependence on the Response to Inequity in Buyer-Supplier Relationships," *Journal of Marketing Research* (forthcoming).

Schoenherr, Tobias. "Mobile Devices and Applications for Supply Chain Management: Process, Contingency and Performance Effects." *Transportation Journal*, Vol. 55, No. 4, 2016, pp. 333-381.

Schoenherr, Tobias, and Stephan M. Wagner. "Supplier Involvement in the Fuzzy Front End of New Product Development: An Investigation of Homophily, Benevolence and Market Turbulence," *International Journal of Production Economics*, Vol. 180, October 2016, pp. 101-113.

Ramkumar, M, Tobias Schoenherr, and Mamata Jenamani. "Risk Assessment of Outsourcing E-Procurement Services: Integrating SWOT Analysis with a Modified ANP-Based Fuzzy Inference System," *Production Planning & Control*, Vol. 27, No. 14, 2016, pp. 1171-1190.

Schoenherr, Tobias, Ram Narasimhan and Piyas Bandyopadhyay. "The Assurance of Food Safety in Supply Chains via Relational Networking," *International Journal of Operations and Productions Management*, Vol. 35, No. 12, December 2015, pp. 1662-1687.

Schoenherr, Tobias, and Morgan Swink. "The Role of Supply Chain Intelligence in New Product Launch Success," *Decision Sciences*, Vol. 46, No. 5, October 2015, pp. 901-936.

Schoenherr, Tobias, Sriram Narayanan, and Ram Narasimhan. "Trust Formation in Outsourcing Relationships: A Social Exchange Theoretic Perspective," *International Journal of Production Economics*, Vol. 169 (November), 2015, pp. 401-412.

Schoenherr, Tobias, Lisa Ellram, and Wendy L. Tate. "A Note on the Use of Survey Research Firms to Enable Empirical Data Collection," *Journal of Business Logistics*, Vol. 36, No. 3, September 2015, pp. 288-300.

Kim, Hyojin, Daesik Hur, and Tobias Schoenherr. "When Buyer-Driven Knowledge Transfer really Works: The Contingency Effects of a Supplier's Absorptive Capacity and Innovativeness," *Journal of Supply Chain Management*, Vol. 51, No. 3, July 2015, pp. 33-60. **Finalist for the 2015 Harold E. Fearon Best Paper Award.**

Narasimhan, Ram, Tobias Schoenherr, Brian Jacobs, and Myung Kyo (M.K.) Kim. "The Financial Impact of FSC Certification in the United States: A Contingency Perspective," *Decision Sciences*, Vol. 46, No. 3, June 2015, pp. 527-563.

Wynstra, F., Martin Spring, and Tobias Schoenherr. "Service Triads: A Research Agenda for Buyer-Supplier-Customer Triads in Business Services," *Journal of Operations Management*, Vol. 35, May 2015, pp. 1-20.

Schoenherr, Tobias, and Cheri Speier-Pero. "Data Science, Predictive Analytics, and Big Data in Supply Chain Management: Current State and Future Potential," *Journal of Business Logistics*, Vol. 33, No. 1 (March), 2015, pp. 120-132.

Swink, Morgan, and Tobias Schoenherr. "The Effects of Cross-Functional Integration on Profitability, Process Efficiency, and Asset Productivity," *Journal of Business Logistics*, Vol. 36, No. 1 (March), 2015, pp. 69-87. **Finalist for the 2016 Bernard J. LaLonde Best Paper Award.**

Narayanan, Sriram, Ram Narasimhan, and Tobias Schoenherr. "Assessing the Contingent Effects of Collaboration on Agility Performance in Buyer-Supplier Relationships," *Journal of Operations Management*, Vol. 33, No. 1, 2015, pp. 140-154.

Schoenherr, Tobias. "Service-Learning in Supply Chain Management: Benefits, Challenges and Best Practices." *Decision Sciences Journal of Innovative Education*, Vol. 13, No. 1, 2015, pp. 45-70.

Schoenherr, Tobias, Vincent A. Mabert. "Goal Orientation and Preparation Process in Online Reverse Auctions: A Comparative Investigation Taking a Transaction Cost Economics Lens," *Transportation Journal*, Vol. 53, No. 4, 2014, pp. 381-423. **Second Place Best Paper Award for papers published in the *Transportation Journal* during 2014-2015.**

Schoenherr, Tobias, David A. Griffith, and Aruna Chandra. "Intangible Capital, Knowledge and New Product Development Competence: An Investigation of Process, Interaction and Contingency Effects," *International Journal of Production Research*, Vol. 52, No. 16, August 2014, pp. 4916-4929.

Schoenherr, Tobias, Sachin B. Modi, Srinivas Talluri, and G. Tomas M. Hult. "Antecedents and Performance Outcomes of Strategic Environmental Sourcing: An Investigation of Resource-Based Process and Contingency Effects," *Journal of Business Logistics*, Vol. 35, No. 3, 2014, pp. 172-190.

Tummala, V.M. Rao, Tobias Schoenherr, and Thomas Harrison. "Integrating FMEA with the Supply Chain Risk Management Process to Facilitate Supply Chain Design Decisions," *Production and Inventory Management Journal*, Vol. 49, No. 1, 2014, pp. 24-70.

Schoenherr, Tobias, David A. Griffith, and Aruna Chandra. "Knowledge Management in Supply Chains: Differentiating between Explicit and Tacit Knowledge," *Journal of Business Logistics*, Vol. 35, No. 2, June 2014, pp. 121-135.

Tate, Wendy L., Lisa L. Ellram, Tobias Schoenherr, and Ken J. Petersen. "Global Competitive Conditions driving the Manufacturing Location Decision," *Business Horizons*, Vol. 57, No. 3, 2014, pp. 381-390.

Blome, Constantin, Tobias Schoenherr, Dominik Eckstein. "The Impact of Knowledge Transfer and Complexity on Supply Chain Flexibility: A Knowledge-Based View," *International Journal of Production Economics*, Vol. 147, Part B, January 2014, pp. 307-316.

Narasimhan, Ram, and Tobias Schoenherr. "Revisiting the Progression of Competitive Capabilities: Results from a Repeated Cross-Sectional Investigation," *International Journal of Production Research*, Vol. 51, No. 22, 2013, pp. 6631-6650.

Blome, Constantin, Tobias Schoenherr (first two authors contributed equally and are listed in alphabetical order), Matthias Kaesser. "Ambidextrous Governance in Supply Chains: The Impact on Innovation and Cost Performance," *Journal of Supply Chain Management*, Vol. 49, No. 4, October 2013, pp. 59-80.

Schoenherr, Tobias and Srinivas Talluri. "Environmental Sustainability Initiatives: A Comparative Analysis of Plant Efficiencies in Europe and the U.S.," *IEEE Transactions on Engineering Management*, Vol. 60, No. 2, May 2013, pp. 353-365.

Talluri, Srinivas, Myung Kyo (M.K.) Kim, and Tobias Schoenherr. "The Relationship Between Operating Efficiency and Service Quality: Are They Compatible?" *International Journal of Production Research*, Vol. 51, No. 8, April 2013, pp. 2548-2567.

Blome, Constantin, Tobias Schoenherr (first two authors contributed equally and are listed in alphabetical order), and Daniel Rexhausen. "Antecedents and Enablers of Supply Chain Agility and its Effect on Performance." *International Journal of Production Research*, Vol. 51, No. 4, February 2013, pp. 1295-1318.

Schoenherr, Tobias. "The Role of Environmental Management in Sustainable Business Development: A Multi-Country Investigation," *International Journal of Production Economics*, Vol. 140, No. 1, November 2012, pp. 116-128.

Schoenherr, Tobias, Sachin B. Modi, W. C. Benton, Craig R. Carter, Thomas Y. Choi, Paul D. Larson, Michiel R. Leenders, Vincent A. Mabert, Ram Narasimhan, and Stephan M. Wagner. "Research Opportunities in Purchasing and Supply Management," *International Journal of Production Research*, Vol. 50, No. 16, August 2012, pp. 4556-4579.

Schoenherr, Tobias, and Ram Narasimhan. "The Fit between Capabilities and Priorities and its Impact on Performance Improvement: Revisiting and Extending the Theory of Production Competence," *International Journal of Production Research*, Vol. 50, No. 14, July 2012, pp. 3755-3775.

Narasimhan, Ram, and Tobias Schoenherr. "The Effects of Integrated Supply Management and Environmental Management Practices on Relative Competitive Quality Advantage," *International Journal of Production Research*, Vol. 50, No. 4, February 2012, pp. 1185-1201.

Arnold, Ulli, Joerg Neubauer, and Tobias Schoenherr. "Explicating Factors for Companies' Inclination towards Corruption in Operations and Supply Chain Management: An Exploratory Study in Germany," *International Journal of Production Economics*, Vol. 138, No. 1, 2012, pp. 136-147.

Schoenherr, Tobias, and Morgan Swink. "Revisiting the Arcs of Integration: Cross-Validations and Extensions," *Journal of Operations Management*, Vol. 34, No. 1-2, 2012, pp. 99-115.

Schoenherr, Tobias, Damien Power, Ram Narasimhan, and Danny Samson. "Competitive Capabilities among Manufacturing Plants in Developing, Emerging, and Industrialized Countries: A Comparative Analysis," *Decision Sciences*, Vol. 43, No. 1, 2012, pp. 37-71.

Tummala, V.M. Rao, and Tobias Schoenherr. "Assessing and Managing Risks Using the Supply Chain Risk Management Process (SCRMP)," *Supply Chain Management: An International Journal*, Vol. 16, No. 6, 2011, pp. 474-483. **Emerald Literati Network, 2012 Award for Excellence, Highly Commended Award Winner for Papers published in 2011.**

Blome, Constantin, and Tobias Schoenherr. "Supply Risk Management in Financial Crises – A multiple Case Study Approach," *International Journal of Production Economics*, Vol. 134, No. 1, 2011, pp. 43-57.

Power, Damien, Tobias Schoenherr, and Danny Samson. "Assessing the Effectiveness of Quality Management in a Global Context," *IEEE Transactions on Engineering Management*, Vol. 58, No. 2, 2011, pp. 307-322.

Schoenherr, Tobias, and Vincent A. Mabert. "An Exploratory Study of Procurement Strategies for multi-item RFQs in B2B Markets: Antecedents and Impact on Performance," *Production and Operations Management*, Vol. 20, No. 2, 2011, pp. 214-234.

Tummala, V.M. Rao, and Tobias Schoenherr. "An Implementation Decision Framework for Supply Chain Management: A Case Study," *International Journal of Logistics Systems and Management*, Vol. 8, No. 2, 2011, pp. 198-213.

Schoenherr, Tobias, and Vincent A. Mabert. "A Comparison of Online and Offline Procurement in B2B Markets: Results from a Large-Scale Survey," *International Journal of Production Research*, Vol. 49, No. 3, 2011, pp. 827-846.

Schoenherr, Tobias, Ditmar Hilpert, Ashok K. Soni, M.A. Venkataramanan, and Vincent A. Mabert. "Enterprise Systems Complexity and its Antecedents: A Grounded-Theory Approach," *International Journal of Operations and Production Management*, Vol. 30, No. 6, 2010, pp. 639-668.

Power, Damien, Tobias Schoenherr, and Danny Samson. "The Cultural Characteristic of Individualism/collectivism: A Comparative Study of Implications for Investment in Operations between Emerging Asian and Industrialized Western Countries," *Journal of Operations Management*, Vol. 28, No. 3, 2010, pp. 206-222.

Schultz, Kenneth L., Tobias Schoenherr, and David Nembhard. "An Example and a Proposal Concerning the Correlation of Worker Processing Times in Parallel Tasks," *Management Science*, Vol. 56, No. 1, 2010, pp. 176-191.

Schoenherr, Tobias. "Outsourcing Decisions in Global Supply Chains: An Exploratory Multi-Country Survey," *International Journal of Production Research*, Vol. 48, No. 2, 2010, pp. 343-378.

Schoenherr, Tobias. "Logistics and Supply Chain Management Applications within a Global Context: An Overview," *Journal of Business Logistics*, Vol. 30, No. 2, 2009, pp. 1-25.

Day, Jamison M., P. Daniel Wright, Tobias Schoenherr, M.A. Venkataramanan, and Kevin Gaudette. "Improving Routing and Scheduling Decisions at a Distributor of Industrial Gases," *OMEGA – The International Journal of Management Science*, Vol. 37, No. 1, 2009, pp. 227 – 237.

Schoenherr, Tobias, V. M. Rao Tummala, and Thomas P. Harrison. "Assessing Supply Chain Risks with the Analytic Hierarchy Process: Providing Decision Support for the Offshoring Decision by a U.S. Manufacturing Company," *Journal of Purchasing and Supply Management*, Vol. 14, No.2, 2008, pp. 100-111.

Tummala, V.M. Rao, and Tobias Schoenherr. "Best Practices for the Implementation of Supply Chain Management Initiatives," *International Journal of Logistics Systems and Management*, Vol. 4, No. 4, 2008, pp. 391-410.

Schoenherr, Tobias. "Diffusion of Online Reverse Auctions for B2B Procurement: An Exploratory Study," *International Journal of Operations and Production Management*, Vol. 28, No. 3, 2008, pp. 259-278.

Schoenherr, Tobias, and Vincent A. Mabert. "The Use of Bundling in B2B Online Reverse Auctions," *Journal of Operations Management*, Vol. 26, No. 1, 2008, pp. 81-95.

Schoenherr, Tobias, and V.M. Rao Tummala. "Electronic Procurement: A Structured Literature Review and Directions for Future Research," *International Journal of Procurement Management*, Vol. 1, No. 1/2, 2007, pp. 8-37 [Invited lead paper for the inaugural issue of IJPM].

Schoenherr, Tobias, and Vincent A. Mabert. "Online Reverse Auctions: Common Myths versus Evolving Reality," *Business Horizons*, Vol. 50, No. 5, 2007, pp. 373-384.

Schoenherr, Tobias, and Vincent A. Mabert. "The Effect of Buyer-Imposed Bidding Requirements and Bundle Structure on Purchase Performance," *The Journal of Supply Chain Management*, Vol. 43, No. 1, 2007, pp. 27-39.

Schoenherr, Tobias, and Vincent A. Mabert. "Bundling for B2B Procurement: Current State and Best Practices," *International Journal of Integrated Supply Management*, Vol. 2, No. 3, 2006, pp. 189-213.

Bendoly, Elliot, and Tobias Schoenherr. "ERP System- and Implementation-Benefits: Implications for B2B E-Procurement," *International Journal of Operations and Production Management*, Vol. 25, No. 4, 2005, pp. 304-319.

Schoenherr, Tobias. "Deciding on the Appropriateness of B2B Reverse Auction Technology: An AHP Approach combined with Integer Programming," *Journal of International Technology and Information Management*, Vol. 13, No.1/2, 2004, pp. 21-32.

EDITORIALLY-REVIEWED PUBLICATIONS AND BOOK CHAPTERS

Schoenherr, Tobias. "The Power of Social Media in Supply Management." *Inside Supply Management*, Vol. 26, No. 6, 2015, pp. 10-11.

Bossi, Jill, and Tobias Schoenherr. "Missed Opportunities in Supply Management," *Supply Chain Management Review*, Vol. 19, No. 5, 2015, pp. 39-45.

Narasimhan, Ram, Tobias Schoenherr, and Joseph Sandor. "Profiles in Supply Management Excellence." *Supply Chain Management Review*, Vol. 17, July/August, 2013, pp. 10-15.

Tate, Wendy L., Kenneth J. Petersen, Lisa Ellram, and Tobias Schoenherr. "Offshoring Strategy Trends by American Corporations." *CSCMP Hot Topics*, April 2012, ISBN 978-0-9825348-4-7.

Schoenherr, Tobias. "Global Outsourcing Strategies: The Internationalisation of the Electronics Industry, by L. Cassia," Book Review, *International Journal of Production Research*, Vol. 49, No. 24, 2011, pp. 7515-7516.

Förstl, Kai, Constantin Blome, Michael Henke, Tobias Schoenherr. "Towards a Supply Risk Management Capability Process Model: An Analysis of What Constitutes Excellence in Supply Risk Management across Different Industry Sectors," in D.D. Wu (Ed.), *Quantitative Financial Risk Management*, Computational Risk Management, Springer Verlag, Berlin/Heidelberg, 2011, pp. 365-280.

Narasimhan, Ram, Joe Sandor, and Tobias Schoenherr. "A Real-World Take on Transformation," *Supply Chain Management Review*, Vol. 15, March/April, 2011, pp. 22-29.

Schoenherr, Tobias, "Procurement Transformation and Change Management: An Academic Perspective and Report on two Breakout Sessions," in R. Narasimhan, J. Sandor (Eds.), *Leadership and Strategic Change: Pathways to Organizational Transformation*, Broad College of Business, Michigan State University, East Lansing, MI, 2009, pp. 115-125.

Schoenherr, Tobias, Ditmar Hilpert, Ashok K. Soni, M.A. Venkataramanan, and Vincent A. Mabert. "Enterprise System (ES) Implementations in German Manufacturing SMEs: Observations From Eight Case Studies," in J.N.D. Gupta, S.K. Sharma and M.A. Rashid (Eds.), *Handbook of Research on Enterprise Systems*, Information Science Reference, Hershey, Pennsylvania, 2008.

Schoenherr, Tobias. "SAP in Peer-Reviewed Academic Research: A Review of the Literature," in: F. Akaiwa and A.K. Soni (Eds.), *Enterprise Resource Planning: Teaching and Research*, SAP / Indiana University Innovation Monograph III, Indiana University, Bloomington, 2008, pp. 7-20. [Invited research contribution; lead article.]

Schoenherr, Tobias, and Vincent A. Mabert. "Bundling for Online Reverse Auctions: Approaches and Experiences," in: D. Parente (Ed.), *Best Practices in Online Procurement Auctions*, Idea Group Publishing, Hershey, Pennsylvania, 2007, pp. 112-132.

Schoenherr, Tobias, M.A. Venkataramanan, Ashok K. Soni, Vincent A. Mabert and Ditmar Hilpert. "The 'New' Users: Manufacturing SMEs and the Mittelstand Experience," in: E. Bendoly and F.R. Jacobs (Eds.), *Strategic ERP Extension and Use*, Stanford University Press, Palo Alto, California, 2005, pp. 36-51.

Schoenherr, Tobias, and Vincent A. Mabert. "A Conceptual Study of Developments in B2B Reverse Online Auctions: The Changing Role of the Online Auction Provider / Intermediary," in: A. Chikan (Ed.), *Advances in Purchasing and Supply Chain Management*, IFPSM Publications, Budapest, Hungary, Vol. 4, 2003, pp. 169-179.

Mabert, Vincent A. and Tobias Schoenherr. "Evolution of Online Auctions in B2B E-Procurement," *PRACTIX*, Vol. 5, No. 1, September 2001, pp. 15-19.

Mabert, Vincent A. and Tobias Schoenherr. "An Online RFQ System: A Case Study," *PRACTIX*, Vol. 4, No. 2, March 2001, pp. 1-6.

EXECUTIVE REPORTS

Schoenherr, Tobias. "The Drivers and Barriers to Effective User Adoption of Procurement Technologies." Zycus Executive Report, 2015.

Tate, Wendy L., Lisa Ellram, Kenneth J. Petersen, and Tobias Schoenherr. "Offshoring and Reshoring: A Survey of Current Practices." Executive Report, Council of Supply Chain Management Professionals, 2012.

Modi, Sachin, and Tobias Schoenherr. "Benchmarking Study of Sourcing Practices." Executive Report, Michigan State University, East Lansing, 2011.

Narasimhan, Ram, Sriram Narayanan, and Tobias Schoenherr. "In Search of Outsourcing Excellence: Characteristics and Traits of Sourcing Engagements A Multi-Industry Study of Outsourcing Practices," Executive Report, Michigan State University, East Lansing, 2010.

BOOKS

Tate, Wendy, Stan Fawcett, Tobias Schoenherr, Bryan Ashenbaum, Craig Carter, and Lydia Bals. "Purchasing and Supply Management: Enhancing Competitiveness and Customer Value." MyEducator, 2016. <https://www.myeducator.com/reader/web/908a/>

Tate, Wendy L., Kenneth J. Petersen, Lisa Ellram, and Tobias Schoenherr. "Current Practices in Offshoring and Reshoring." CSCMP Publications, 2014, ISBN 978-0-9761747-6-9.

PEER-REVIEWED CONFERENCE PROCEEDINGS

Schoenherr, Tobias. "Big Data Analytics in Supply Chain Management: Antecedents and Impact on Performance." *Proceedings of the 2016 IPSERA Conference*, Dortmund, Germany, 2016.

Schoenherr, Tobias. "Assessing the Impact of Academic Service-Learning on the Student Experience: A Quasi-Experimental Design." *Proceedings of the 2016 EUROMA Conference*, Trondheim, Norway, 2016.

Schoenherr, Tobias. "Mobile Applications in Supply Chain Management: Initial Insight into an Evolving Domain." *Proceedings of the 2015 IPSERA Conference*, Amsterdam, The Netherlands, 2015.

Schoenherr, Tobias. "Patterns of Manufacturing Practices and their Impact on Manufacturing Capabilities." *Proceedings of the 2013 EurOMA Conference*, Dublin, Ireland, 2013.

Schoenherr, Tobias. "Bargaining Power and Purchase Performance: Investigating Dynamics created by Multi-Item Request for Quotations." *Proceedings of the 2013 IPSERA Conference*, Nantes, France, 2013.

Tate, Wendy, Lisa M. Ellram, Kenneth J. Petersen, and Tobias Schoenherr, "Offshoring Trends." *Proceedings of the 2013 Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2013.

Schoenherr, Tobias. "Factors Moderating the Influence of Bargaining Power on Performance in Supply Chain Management," *Proceedings of the 2012 World POMS Conference*, Amsterdam, The Netherlands, 2012.

Narasimhan, Ram, Myung Kyo (M.K.) Kim, and Tobias Schoenherr, "Supplier selection in the private label supply chain: exploratory evidence from the South Korean retail sector," *Proceedings of the 2012 World POMS Conference*, Amsterdam, The Netherlands, 2012.

Schoenherr, Tobias. "Academic Service-Learning Projects in Purchasing and Supply Management," *Proceedings of the 2012 Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2012.

Talluri, Srinivas, Myung Kyo Kim, and Tobias Schoenherr, "Quality of Service and Operating Efficiency in Service Industries: An Analysis of Korean Service Driving Industry," *Proceedings of the 18th International Annual European Operations Management Association (EurOMA) Conference*, University of Cambridge, Cambridge, United Kingdom, July 3-6, 2011 (ISBN: 978-1-902546-94-0).

Schoenherr, Tobias, and Vincent A. Mabert. "Sources of Buyer Bargaining Power and its Impact on Performance," *Proceedings of the 20th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2010.

Narasimhan, Ram, and Tobias Schoenherr. "Strategic Sourcing and Competitive Quality Advantage: A Resource-Based Analysis," *Proceedings of the 2009 IPSERA Conference*, Wiesbaden, Germany, 2009.

Schoenherr, Tobias, and Vincent A. Mabert. "Comparing Online and Offline Purchasing in B2B Markets," *Proceedings of the 19th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2008.

Tummala, V.M. Rao, and Tobias Schoenherr. "Assessing and Managing Outsourcing Risks Using the Supply Chain Risk Management Process (SCRMP): A Case Study," *Proceedings of the 19th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2008.

Schoenherr, Tobias. "Early and Late Adopters of B2B Online Reverse Auctions: An Exploratory Study of Organizational Characteristics and Learning Outcomes," *Proceedings of the 38th Annual Meeting of the Decision Sciences Institute*, Phoenix, Arizona, 2007.

Tummala, V.M. Rao, and Tobias Schoenherr. "An Implementation Decision Framework for Supply Chain Management: A Case Study," *Proceedings of the Fifth Annual International Symposium on Supply Chain Management*, Toronto, Canada, October 2007.

Larson, Paul D., and Tobias Schoenherr. "SCM Turf Wars – The Battle of the Associations," *Proceedings of the 18th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2007.

Schoenherr, Tobias, and V. M. Rao Tummala. "Assessing Supply Chain Risks with the Analytic Hierarchy Process: A Case Study," *Proceedings of the 18th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2007.

Tummala, V. M. Rao, and Tobias Schoenherr. "Best Practices for the Implementation of Supply Chain Management Initiatives: A Case Study," *Proceedings of the Fourth Annual International Symposium on Supply Chain Management*, Toronto, Canada, 2006.

Schoenherr, Tobias, and Vincent A. Mabert. "Bundling for B2B Procurement: The Impact of Bidding Environment and Bundle Structure on Purchase Performance," *Proceedings of Conference 2006 (4th Worldwide Research Symposium on Purchasing and Supply Chain Management, 15th Annual IPSERA Conference, 17th Annual North American Research & Teaching Symposium)*, San Diego, California, 2006.

Tummala, V.M. Rao, and Tobias Schoenherr. "Supply Chain Management: An Implementation-Decision Framework," in: S. Fullerton and D. Moore (Eds.), *Global Business Trends – Contemporary Readings* (Proceedings of the 2005 Academy of Business Administration Conference, Aruba), Academy of Business Administration Publications, Ypsilanti, Michigan, 2006, pp. 232-239.

Schoenherr, Tobias, Ashok K. Soni, M.A. Venkataramanan, Vincent A. Mabert, and Ditmar Hilpert. "Factors determining ERP-System Adoption and Implementation by Small and Medium Enterprises: A German Case Study," *Proceedings of the 35th Annual Meeting of the Decision Sciences Institute*, Boston, Massachusetts, 2004.

Schoenherr, Tobias. "Should Purchasing adopt B2B Reverse Auction Technology? An Integrated Decision Making Approach using AHP combined with Integer Programming," *Proceedings of the 2004 Annual Meeting of the Midwest Decision Sciences Institute*, Cleveland, Ohio, 2004.

Schoenherr, Tobias, and Vincent A. Mabert. "The Current State of Bundling Practice in B2B Procurement," *Proceedings of the 15th Annual North American Research / Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2004.

Schoenherr, Tobias, and Vincent A. Mabert. "A Framework for Strategic Lotting in B2B Procurement," *Proceedings of the 34th Annual Meeting of the Decision Sciences Institute*, Washington, District of Columbia, 2003.

Schoenherr, Tobias, and Vincent A. Mabert. "Strategic Bundling in B2B Procurement: Case Study Observations," *Proceedings of the 14th Annual North American Research / Teaching Symposium on Purchasing and Supply Chain Management*, Tempe, Arizona, 2003.

Schoenherr, Tobias. "Deciding on the Appropriateness of B2B Reverse Auction Technology Adoption: An AHP Approach combined with Integer Programming," *Proceedings of the 33rd Annual Meeting of the Decision Sciences Institute*, San Diego, California, 2002.

Schoenherr, Tobias. "A Model for the Adoption of B2B Reverse Auction Technology," *Proceedings of the 2002 Annual Meeting of the Midwest Decision Sciences Institute*, Milwaukee, Wisconsin, 2002. **Best Student Paper Award, First Place.**

Mabert, Vincent A., and Tobias Schoenherr. "A Conceptual Study of Developments in B2B Reverse Online Auctions: The Changing Role of the Online Auction Provider / Intermediary," *Proceedings of the 2002 National Meeting of the Production and Operations Management Society (POMS)*, San Francisco, California, 2002.

Day, Jamison, Kevin Gaudette, Tobias Schoenherr, M.A. Venkataramanan, and Daniel Wright. "A Hierarchical Approach to the Time Interval and Assignment Decisions in the Vehicle Routing Problem: A Case Study," *Proceedings of the 32nd Annual Meeting of the Decision Sciences Institute*, San Francisco, California, 2001.

HONORS AND AWARDS

- Finalist for the 2016 Bernard J. LaLonde Best Paper Award, for the best paper published in the *Journal of Business Logistics* during 2015
- Best Reviewer Award, *Journal of Business Logistics*, 2016
- Finalist for the 2015 Harold E. Fearon Best Paper Award, for the best paper published in the *Journal of Supply Chain Management* during 2015
- Second Place Best Paper Award for papers published in the *Transportation Journal* during 2014-2015
- 2013 Finalist for the Wickham Skinner Teaching Achievements Award, Production and Operations Management Society
- 2013 MSU Teacher-Scholar Award, Michigan State University
- Best Associate Editor Award, *Journal of Operations Management*, 2013
- 2012 John D. and Dortha J. Withrow Endowed Emerging Scholar Award, Broad College of Business, Michigan State University
- 2012 Award for Excellence, Emerald Literati Network, Highly Commended Award Winner for a paper published in *Supply Chain Management: An International Journal* in 2011
- Michigan Campus Compact Faculty/Staff Community Service-Learning Award, 2012
- Nominee for the 2012 Wickham Skinner Teaching Achievements Award

- Nominee for the 2012 Ernest A. Lynton Award for the Scholarship of Engagement for Early Career Faculty
- Best Reviewer Award, *Journal of Purchasing and Supply Management*, 2011
- Richard J. Lewis Quality of Excellence Award, Broad College of Business, Michigan State University, 2011
- Best Paper Award, Midwest Decision Sciences Institute, Annual Meeting, 2011
- Best Reviewer Award, *Journal of Operations Management*, 2010
- Lilly Fellow, Michigan State University, 2010-2011
- Best Theoretical Paper Award, 16th International Annual EurOMA Conference, Göteborg, Sweden, 2009
- Best Reviewer Award, *Journal of Operations Management*, 2008
- Best Reviewer Award, *Journal of Supply Chain Management*, 2008
- Nominee for the Spring “Outstanding Faculty/Staff Award” given by MSU’s Senior Class Council, Michigan State University, 2009
- Best Reviewer Award, Operations Management Division, Academy of Management, Annual Meeting, 2008
- Nominee for the 2007 Ronald W. Collins Distinguished Faculty Research Award, Eastern Michigan University
- Nominee for the Holman Learning Center Faculty / Tutor Appreciation Day, for Outstanding Faculty in a Supporting Role, Eastern Michigan University, 2007
- Outstanding Research in Business Award, College of Business, Eastern Michigan University, 2005–2006
- Panschar Undergraduate Teaching Award for Associate Instructors, Kelley School of Business, Indiana University, 2003–2004
- Best Student Paper Award, Midwest Decision Sciences Institute Annual Meeting, Milwaukee, Wisconsin, 2002
- Annual Prize of the Institute for European Business Studies for the best thesis of the graduating class of 2000 at the European School of Business, Reutlingen University, Germany

SELECTED GRANTS AND COMPETITIVE RESEARCH FELLOWSHIPS

- Bruce E. MacDonald Faculty Excellence Fund Research Grant, Broad College of Business, for “Reshoring to the US: Myth or Reality?” Summer 2016
- Broad College of Business, Undergraduate Research Fellowship, for “Reshoring to the US: Myth or Reality? – Preliminary Assessment,” Spring 2016
- CIBER Travel Grant, Michigan State University, to support travels to the 2016 IPSERA Conference in Dortmund, Germany, and present the paper “Big Data Analytics in Supply Chain Management: Antecedents and Impact on Performance.”
- F. Edward and Carol J. Lake Faculty Excellence Fund, Broad College of Business, for “Jump-Starting a New Stream of Research: Organizational Behavior in Buyer-Supplier Relationships”, Summer 2015
- Tysse Faculty Excellence Fund, Broad College of Business, for the development of a database on environmental management, Summer 2014
- Ed and Carol Lake Faculty Excellence Research Grant, Broad College of Business, for the investigation of the state of mobile supply chain management, Summer 2013

- Summer Research Grant, Broad College of Business, for the investigation of the U.S. manufacturing industry's global competitiveness, Summer 2012
- Hong Kong Research Grants Council, Research Grant for a study investigating the impact of intellectual capital and supply chain learning on innovation capability and firm performance, 2011-2013 (with Xiande Zhao, Morgan Swink)
- Council of Supply Chain Management Professionals (CSCMP), Research Grant for a study on Offhsoring, 2011-2013 (with Wendy Tate, Ken Petersen, Lisa Ellram)
- Lilly Teaching Fellowship, 2010-2011
- Center for Advanced Purchasing Research (CAPS Research), support for a survey on strategic sourcing, 2010-2011
- Institute for Supply Chain Management's Senior Research Fellowship, 2009-2010
- CIBER Professional Development Grant, Center for International Business Studies, Michigan State University, 2009
- Summer Research Grant, College of Business, Eastern Michigan University, 2007
- Faculty Research and Creative Activity Fellowship, Eastern Michigan University, 2006
- Spring-Summer Research Award, Eastern Michigan University
- Provost's Research Award for New Faculty, Eastern Michigan University, 2006
- Institute for Supply Management (ISM) Doctoral Dissertation Grant, 2003