

Tobias Schoenherr, Ph.D., CSCP

Assistant Professor of Supply Chain Management
Department of Supply Chain Management
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EDUCATION

Indiana University, Bloomington, IN, Kelley School of Business (08/00 – 05/05), GPA: 3.93

Degrees: Doctor of Philosophy (07/05), Master of Business (03/04)

Dissertation Title: “An Exploratory Study of Bundling in B2B Online Procurement Auctions”

Dissertation Committee: Vincent A. Mabert (Chair), Carol Brown, Jim Patterson, M.A.

Venkataramanan

Majors: Operations Management, Decision Sciences

Indiana University, Bloomington, IN, Kelley School of Business (01/99 – 05/00), GPA: 3.91

Degree: Bachelor of Science with High Distinction

Majors: Business Process Management, Operations/Production Management, Business

Management, Marketing/Distribution Management, and Marketing

Thesis: “An Examination of Buyer-Supplier Relationships”

The University of Texas at Austin, Austin, TX (08/98 – 12/98) GPA: 3.5

Exchange Program with the Center for International Business Education and Research (CIBER).

European School of Business (ESB), Reutlingen University, Germany (09/96 – 05/00)

Degree: Diplom-Betriebswirt (FH)

Ranked #1 as the best Business School in Germany; International classes and curriculum.

CERTIFICATIONS

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

RESEARCH INTERESTS

Strategic supply management, with the pillars of strategic sourcing, leveraging the supply chain, strategic operations management, and advancing the discipline.

TEACHING INTERESTS

Major interests: Supply Management, Sourcing/Procurement, Operations Management

Minor interests: Electronic Commerce, IT Management, International Business

PEER-REVIEWED PUBLICATIONS

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* (forthcoming).

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, Stephan M. Wagner. "Research Opportunities in Purchasing and Supply Management," *International Journal of Production Research* (forthcoming).

Schoenherr, Tobias, and Ram Narasimhan. "The Impact of Operations Management Efficacy and Alignment on Financial and Market Performance: Extending the Theory of Production Competence," *International Journal of Production Research* (forthcoming).

Schoenherr, Tobias. "The Role of Environmental Management in Sustainable Business Development: A Multi-Country Investigation," *International Journal of Production Economics* (SI on Sustainable Business Development) (forthcoming).

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* (forthcoming).

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.

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

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.

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 Graduate School of Management, 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.

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.

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.