

**Sara
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**Professeur
assistant,
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Formation

PhD Candidate in Operation Management

HEC Paris, Operation Management Department, Paris, France, 2017

Visiting Scholar

University of Michigan, Stephen M. Ross School of Business, May 2016 - August 2017

PhD Summer Academy

MIT-Zaragoza PhD Program, International Logistics Program, Summer 2013

Master of Business Administration (MBA)

Blekinge Institute of Technology, Ronneby, Sweden, 2010

MSc in Information Technology Engineering

Tarbiat Modares University, Tehran, Iran, 2006

BSc in Industrial Engineering

Iran University of Science and Technology, Tehran, Iran, 2004

Biographie

I am an assistant professor of Operations Management Department at ESSEC Business School. My research focuses on collaboration within and between firms in the context of new product development, social responsible supply chain and production decisions. My research mainly includes analytical modeling using game theory, dynamic programming, and optimization methods. Recently, I added some empirical studies to expand my methodological approach toward research in operations and supply chain management area.

Prior to joining ESSEC Business School, I was PhD student at HEC Paris. I also visited University of Michigan, Stephen Ross School of Business for one year and half, during my PhD studies.

Thèmes de recherche

Collaboration in Decentralized Supply Chains

Social Responsible Supply Chain

Decision Making under Uncertainty

Projets en cours

"Studying B2B customers of project management and Modeling enablers of satisfaction in project partnership", in collaboration with Solberg Söilen, Klaus,

Publications

▾ Publications académiques

Articles

"TRIZ and CRM, hand in hand!" (S. Rezaee Vessal, R. Movarei, A. Albadvi), *The TRIZ Journal*, janv. 2005, Vol. x, Numéro x

▾ Autres publications

Communications publiées

"Mysteries of new product promotion; effects of layout on buyer behaviour", In : *Management of Innovation and Technology (ICMIT)*, 2010 IEEE International Conference. : IEEE, 2010, p. 468-473.

"New product promotion and E-commerce; effects of retailer webpage layout on buyer behaviour", avec S. Rezaee Vessal, R. Movarei. In : *Management of Innovation and Technology (ICMIT)*, 2010 IEEE International Conference. : IEEE, 2010, p. 1224-1229.

"Application of theory of inventive problem solving in customer relationship management", avec R. Movarei. In : *Management of Innovation and Technology*, 2006 IEEE International Conference. : IEEE, 2006.

▾ Autres activités pédagogiques

Operations Management, *MSc program, Paris School of Business, 2016*

Supply Chain Management, *MSc program, American University of Paris, 2013*

Autres activités

▾ Prix et distinctions

Doctoral fellowship, HEC Paris

2011-2016

National Book of the Year's Award for the Book "Project Change Management"

2008

Top 1%, Iranian National University Entrance Exam for graduate studies

2004

Best student among Award - School of Industrial Engineering, Iran University of Science and Technology

2003

Top 5%, Iranian National University Entrance Exam for undergraduate studies

2000

Communications présentées à des conférences

"Optimal Allocation Rules with Waste Considerations. Invited Session", (avec S. Aflaki). 2017 INFORMS Annual Meeting , Houston-TX, USA, 22 oct. 2017

"Effect of Incentive Design on Location Decision of Collaborative Product Development Teams", (avec S. Sommer). 2017 INFORMS Annual Meeting, Houston, Texas, United States, 22 oct. 2017

"Optimal Allocation Rules with Waste Considerations. Invited Session", (avec S. Aflaki). POMS 28th Annual Conference, Seattle, WA, United States, 05 mai 2017

"Optimal Allocation Rules with Waste Considerations. Invited Session", (avec S. Aflaki). 2016 INFORMS Annual Meeting , Nashville, USA, 13 nov. 2016

"Effect of Incentive Design on Location Decision of Collaborative Product Development Teams", (avec S. Sommer). 2016 INFORMS Annual Meeting, Nashville, 13 nov. 2016

"Optimal Allocation Rules with Waste Considerations. Invited Session", (avec S. Aflaki). POMS 27th Annual Conference, Orlando,FL, USA, 09 mai 2016

"Optimal Allocation Rules with Waste Considerations. Invited Session", (avec S. Aflaki). 2015 INFORMS Annual Meeting , Philadelphia, USA, 14 nov. 2015

"Collaboration in Global Product Development. Invited Session", (avec S. Sommer). POMS 26th Annual Conference, Washington DC, USA, 08 mai 2015

"Incentivizing Collaboration in Global Product Development Teams", (avec S. Sommer). 2014 INFORMS Annual Meeting , San Francisco, CA, USA, 09 nov. 2014

"Incentive Scheme for Globally Dispersed Product Development Teams", (avec S. Sommer). 2013 INFORMS Annual Meeting , Minneapolis, MN, USA, 06 oct. 2013

▮ Affiliations et activités académiques

The Institute for Operations Research and the Management Sciences (INFORMS)

The Manufacturing and Service Operations Management Society (MSOM)

Production and Operations Management Society (POMS)

Member, GREGHEC (CNRS), HEC Paris, France

▮ **Expérience professionnelle**

Project Manager.

Sharif University Technological Financial Research Center. *Tehran, Iran*

Designing Financial Tools to Finance Tehran Municipality Projects.

2009- 2011

System Analyst and Project Control Adviser.

Heatland Engineering Co. *Tehran, Iran*

2007- 2009

Project Management Consultant.

Project Management Research and Development Center. The National Petrochemical Company (NPC). *Tehran, Iran*

2004- 2007