

# 1st POMS Applied Research Challenge

## First Place

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

David Bell, Wharton School at UPenn

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 Management at George Mason University

Sidhartha Das, School of Management at George Mason University

James Murray, Lockheed Martin

This 1st edition of the competition was chaired by Professor Felipe Caro (UCLA Anderson School of Management) with the support of POMS President Professor Chris Tang (UCLA Anderson School of Management). 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 POMS Applied Research Challenge (POMS ARC) 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. The POMS ARC has 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 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 will publish an extended abstract of their work in the POM journal. The first prize was accompanied by a \$2,000 honorarium.