

Thomas J. Kull

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Education

Eli Broad College of Business, Michigan State University, East Lansing, MI; Ph.D., Operations and Sourcing Management major, Logistics minor, University Distinguished Fellow (2007). Dissertation Title: "A Multilevel Analysis of Quality Management Practices, Cooperative Cultural Values and Work Performance," Finalist for Elwood S. Buffa Doctoral Dissertation Award. Dissertation Advisor: Ram Narasimhan

Case Western Reserve University, Weatherhead School of Management, Cleveland, OH; Masters of Business Administration, Operations major, Suma cum laude (1996)

Michigan State University, East Lansing, MI; Bachelor of Arts, Advertising major (1990)

Employment

Professor, Arizona State University, W.P. Carey School of Business, Department of Supply Chain Management, Tempe, AZ (2023-present)

Professor & Department Chair, Arizona State University, W.P. Carey School of Business, Department of Supply Chain Management, Tempe, AZ (2022-2023)

Professor, Arizona State University, W.P. Carey School of Business, Department of Supply Chain Management, Tempe, AZ (2019-2021)

Associate Professor, Arizona State University, W.P. Carey School of Business, Department of Supply Chain Management, Tempe, AZ (2013-2019)

Assistant Professor, Arizona State University, W.P. Carey School of Business, Department of Supply Chain Management, Tempe, AZ (2007-2013)

Research and Teaching Assistant, Michigan State University, The Eli Broad Graduate School of Management, Department of Marketing and Supply Chain Management, East Lansing, MI (2003-2007)

Instructor, Ball State University, Department of Information Systems and Operations Management, Muncie, IN (2003)

Supply Chain Manager, Woods Equipment, Brownsburg, IN (2001-2002)

Quality Engineer and Materials Supervisor, Remy International, Anderson, IN (1999-2001)

Manufacturing Manager, Quality Manager, and Information Technology Manager; Cuyahoga Steel and Wire, Solon, OH (1990-1999)

Research Published/Accepted – Peer-Reviewed Journals (notes current/former doctoral student):**

1. "Supply Chain Leakage of Greenhouse Gas Emissions and Supplier Innovation," *Production and Operations Management*; S. Song**, Y. Dong, T. Kull, C. Carter, K. Xu (2023)
2. "Supplier Selection in the Aftermath of a Supply Disruption and Guilt: Once Bitten, Twice (Not So) Shy" *Decision Sciences*, Polyviou, M.; Rungtusanatham, M. J.; Kull, T. (2022)
3. "Examining the Technical and Social Foundations of Mass Customization Capability: A Capability Hierarchy View" *IEEE Transaction on Engineering Management* (2021)
4. "Is a large award truly attractive to solvers? The impact of award size on crowd size in innovation contests," *Journal of Operations Management*, Liu, Z**, Ryan M. Hatton**, Kull, T., Dooley K., Oke A. (2021)
5. "Acting as Expected: Global Leadership Preferences and The Pursuit of an Integrated Supply Chain," *Journal of Supply Chain Management*, 55(3) T. Kull, F. Weingarten, D. Powers, P. Shah** (2019)
6. "To insource or outsource the sourcing? A behavioral investigation of the multi-tier sourcing decision" *International Journal of Operations & Production Management*, 39 (3) S. Chae**, B. Lawson, T. Kull, T. Choi. (2019) *Winner of the Harry Boer Best Paper Award, EurOMA*
7. "Process Network Modularity, Commonality, and Greenhouse Gas Emissions," *Journal of Operations Management* 65 (2), K.J. Dooley, S.D. Pathak, T.J. Kull, Z. Wu, J. Johnson, & E. Rabinovich (2019)
8. "Inventory Record Inaccuracy Dynamics and the Role of Employees within Multi-Channel Distribution Center Inventory Systems," *Journal of Operations Management* 63, M. Barratt, T.J. Kull, & A.C. Sodero** (2018)
9. "Small and medium enterprise (SME) research in SCM: The case for single-respondent research designs," *Journal of Supply Chain Management*, (Invited) Kull, T. J., Kotlar, J., & Spring, M. (2018)

10. "Attitudes toward Supplier Integration: Differing Motivations of Chinese and U.S. Manufacturing Managers," *International Journal of Production and Operations Management*, 38 (8) Y. Yang**, T. Kull, B. Li, & A. Nahm (2017)
11. "Complements or Substitutes? Culture-Technology Interactions in Healthcare," *Decision Sciences*, 47 (5), C. Queenan, T. Kull, & S. Devaraj (2016)
12. "Coping with Dependence: A Logistics Strategy Based on Inter-organizational Learning for Managing Buyer-Supplier Relations," *Journal of Business Logistics*, 37 (4), T. Kull & S. Ellis (2016)
13. "Managing supplier satisfaction: Social capital and resource dependence frameworks," *Australasian Marketing Journal*, May, H. Schiele, S. Ellis, M. EBig, J. Henke Jr, & T. Kull (2015)
14. "Supplier Opportunism in Buyer-Supplier New Product Development: A China-U.S. Study of Antecedents, Consequences, and Cultural/Institutional Contexts" *Decision Sciences*, 46 (2), T. Yan** & T. Kull (2015)
15. "Competitive Goals and Plant Investment in Environment and Safety Practices: Moderating Effect of National Culture," *Decision Sciences*, 46 (1), D. Powers, R. Klassen, T. Kull & D. Simpson. (2015) p.63-100 -- chosen as the Inaugural Winner of the GLOBE Robert J. House Best Research Paper Award
16. "The Moderation of Lean Manufacturing Effectiveness by Dimensions of National Culture: Testing Practice-Culture Congruence Hypotheses," *International Journal of Production Economics*, 153, T. Kull, T. Yan**, & J. Wacker (2014) p.1-12
17. "Supplier Selection Decision Behavior under Uncertainty: An Integrated Model of Antecedents," *Decision Sciences*, 45 (3), T. Kull, A. Oke, & K. Dooley (2014) p.467-505
18. "Assessing the Efficiency of Risk Mitigation Strategies in Supply Chains" *Journal of Business Logistics*, 34 (4), S. Talluri; T. Kull; H. Yildiz; & J. Yoon** (2013) p.253-269.
19. "Investigating the Effects of Daily Inventory Record Inaccuracy in Multichannel Retailing," *Journal of Business Logistics*, 34 (3), T. Kull, M. Barratt, A. Sodero**, & E. Rabinovich (2013) p. 189-208 -- chosen as a Finalist for the 2013 Bernard J. LaLonde Best Paper Award.
20. "The effect of buyer behaviors on preferred customer status and access to supplier technological innovation: An empirical study of supplier perceptions," *Industrial Marketing Management*, 41 (8), S. Ellis, J. Henke, & T. Kull (2013) p. 1259–1269
21. "Reducing Behavioral Constraints to Supplier Integration: A Socio-Technical Systems Perspective" *Journal of Supply Chain Management*, 49 (1), T. Kull, S. Ellis, & R. Narasimhan. (2013) p. 64-86

22. “Sustaining the Benefits of a Quality Initiative through Cooperative Values: A Longitudinal Study,” *Decision Sciences*, 43 (4), T. Kull, R. Narasimhan & R. Schroeder. (2012) p. 553-587
23. “Target Pricing in Supply Chains: A Game Theoretic Examination of Two Competing Approaches,” *International Journal of Production Economics*, 136 (1), H. Li, Y. Wang, R. Yin, T. Kull and T. Choi. (2012) p. 172–184
24. “Alternative Relationships among Integrative Beliefs, Time-Based Manufacturing and Performance,” *International Journal of Operations & Production Management*, 32 (4); R. Narasimhan, T. Kull, & A. Nahm (2012) p. 496-524
25. “Quality Management Effectiveness in Asia: The Influence of Culture,” *Journal of Operations Management*, 28 (3), T. Kull & J. Wacker. (2010) p. 223-239
26. “Quality Management and Cooperative Values: Investigation of Multilevel Influences on Workgroup Performance,” *Decision Sciences*, 41 (1), T. Kull & R. Narasimhan. (2010) p. 81-113 – among “Most Accessed” articles in 2011
27. “A Supply Risk Reduction Model Using Integrated Multi-Criteria Decision Making,” *IEEE Transaction on Engineering Management*, 55 (3), T. Kull & S. Talluri, August (2008) p. 409-419
28. “The Risk of Second-Tier Supplier Failures in Serial Supply Chains: Implications for Order Policies and Distributor Autonomy,” *European Journal of Operational Research*, 186 (3), T. Kull & D. Closs, May (2008) p. 1158-1174
29. “Last-Mile Supply Chain Efficiency: An Analysis of Learning Curves in Online Ordering,” *International Journal of Production & Operations Management*, 27 (4), T. Kull, K. Boyer & R. Calantone (2007) p. 409-434 – chosen as a “Highly Commended Award Winner” at the Literati Network Awards for Excellence 2008.
30. “Evaluation Criteria Development and Assessment of Purchasing and Supply Management Journals,” *Journal of Operations Management*, 25 (1), G. Zsidisin, M. Smith, R. McNally, & T. Kull (2007) p. 165–183

Research Published – Managerial Journals (notes current/former doctoral student):**

1. “Understanding Multitier-Sourcing Behavior,” *Inside Supply Management*, 29(1) Chae, S.**, Lawson, B., Kull, T.J., and Choi, T.Y. (2018)
2. “The Future of Supply Chain Management,” *Supply Chain Management Review*, Jan/Feb, T. Kull, S. Chae**, T. Choi (2017)
3. “Looking ahead to 2020,” *Inside Supply Management*, July, T. Kull, T. Choi, R. Srinivasan** (2016)

Research Published – Peer-Reviewed Conference Proceedings:

1. “Knowledge Asset Outsourcing Decision” Academy of Management Proceeding, P Shah**, T Kull, CR Carter, B Shah (2021)
2. “Internal and External Alignment: The Twain May Never Meet” Academy of Management Proceeding, P Shah**, T Kull (2019)
3. “Unraveling Purchasing Alignment,” Proceedings of the Annual Meeting of the Academy of Management, T. Kull, P. Shah**, A. Tan**, & M. Arrfelt. (2017)
4. “The Effect of Ambiculturalism on Innovation and Firm Performance,” Proceedings of the 46th Annual Meeting of the Decision Science Institute, Y. Abdulsalam**, J. McCardle, D. Krumwiede, T. Kull (2015)
5. “Core Capabilities, Decision Making Norms, and Operational Innovation,” Proceedings of the Annual Meeting of the Academy of Management, J. McCardle, T. Kull, Z. Liu**, & D. Krumwiede (2015)
6. “Contextual Influences on Managerial Attitudes toward Supplier Integration: A Cross-Country Study,” Proceedings of the Annual Meeting of the Academy of Management, Y. Yang**, T. Kull, B. Li, & A. Nahm (2014)
7. “Contextual Influences on Managerial Attitudes toward Supplier Integration: A Cross-Cultural Study,” Proceedings of the 43rd Annual Meeting of the Decision Science Institute, Y. Yang**, T. Kull, B. Li, & A. Nahm (2012)
8. “Cultural influences on Lean Manufacturing Effectiveness,” Proceedings of the 2011 Academy of Management Conference, San Antonio, TX, T. Kull, T. Yan**, J. Wacker (2011)
9. “Supply Management Strategy: Characterizing the Strategy Process,” Proceedings of the 17th Annual North American Research and Teaching Symposium on Purchasing and Supply Chain Management, (2006), #172
10. “Multiple Group Factor Structure Differences: Statistical Inference Issues for Users of Confirmatory Factor Analysis,” Proceedings of the 36th Annual Meeting of the Decision Science Institute, T. Kull, G. Zsidisin, R. Calantone, M. Smith, & R. McNally, 13261-13266, (2005)
11. “An Examination of Institutional and Respondent Characteristics in Evaluating Purchasing and Supply Management Journals,” Proceedings of the 36th Annual Meeting of the Decision Science Institute, M. Smith, G. Zsidisin, T. Kull, & R. McNally, 13481-13486, (2005)

12. "An Empirical Examination of Purchasing and Supply Management Journals," Proceedings of the 16th Annual North American Research and Teaching Symposium on Purchasing and Supply Chain Management, G. Zsidisin, M. Smith, R. McNally, & T. Kull. (2005)
13. "Evaluating the Relationship Between Resource Dependency and Supply Risk," Proceedings of the 4th Annual International Research Seminar on Supply Chain Risk Management, T. Kull & D. Closs. (2004)
14. "A Comparison of MRP and ROP Control Logic Across Levels of Inventory Record Inaccuracy," Proceedings of the Annual Meeting of the Decision Science Institute, T. Kull & A. Ross (2004)

Research Published – Other:

1. CAPS Futures Study 2020, Spring 2016, T. Kull, T. Choi, and R. Srinivasan

Under Review:

1. "Follow the Leader (or not): The Impact of Superstars on Crowd Performance in Crowdsourcing Contest," *Journal of Operations Management*, 2nd Round; Z. Liu**, T. Kull
2. "Influences of ambiguity and contract price in a product design change decision," 2nd Round, *Manufacturing and Service Operations Management*, 2nd Round, T. Kull, Y. Wang, Chae, S., R. Byers, C. Durach, & R. Hatton
3. "Gamification of Supply Chain Management Fundamental Concepts: USAID ShipShape Effectivity," 2nd Round, *Decision Science Journal of Innovative Education*, A. Oke, T. Kull, D. Rogers, Z. Rogers, E. Davila
4. "Managing Pandemic-Induced Supply Chain Disruptions" *Production and Operations Management*, 2nd Round, Yildiz, Hakan; Yan, Tingting; Hatton, Marc; Fowler, John; Kull, Thomas; Sisk, Loris

Working Papers (full papers being finalized):

1. "The Green Side of Supplier Innovation and The Contingency Role of Complexity in a Global Supply Base," target submission to *Journal of Operations Management*; S. Song**, T. Yan**, T. Kull
2. "A Qualitative Case Study in Procurement Innovation: Examining socio-technical systems in Federal Acquisition Teams" target submission to *Journal of Operations Management* by January 2024, R. Hatton**, T. Kull

3. “Internal and External Alignment: Can the twain ever meet?” target submission to *Journal of Operations Management* by January 2024, P. Shah, T. Kull
4. “The Impact of Salespersons’ Behavioral Constraints on Supplier Integration,” target submission to *Journal of Operations Management* by April 2024, J-Y Oh, S. Ellis, & T. Kull
5. “The Effect of Ambiculturalitv on Innovation and Firm Performance,” target submission to *IEEE Transactions on Engineering Management*, Target August 2024, Y. Abdulsalam**, J. McCardle, D. Krumwiede, T. Kull
6. “Addressing Supplier Opportunism Beyond the Dyad: the Effect of Network Governance”. Target submission to *Decision Sciences*, Target December 2024; Yang, Y., Carter, C. R., Kull, T. J., & Choi, T. Y.,
7. “Incentives of Supply Network: An Analytical Model of Directed Sourcing”. Target submission to *Decision Sciences*, Target December 2024, Yang, Y., Yin, R., Choi, T. Y., & Kull, T. J.
8. “The Effect of Reputation on Buyer-supplier Agency Problems: An Agent-based Model” Target submission to *International Journal of Operations and Production Management*, Target December 2025 Yang, Y., Shah, P., & Kull, T. J.
9. “Determinants of Inventory Record Inaccuracy,” Target submission to *Journal of Operations Management*, Target December 2023, Carter, C., Polyviou, M., Rockwood, R., Kull, T.

Other Research in Progress (proposals with preliminary analyses):

1. “Industrial Supply Network Effects from a Disaster,” T. Kull & J. Fowler, Working Document
2. “Global Manufacturing Facility Culture Achetypes,” T. Doering, T. Kull & M. Braunscheidel, Working Document

Academic Conference Presentations (completed/accepted):

1. Managing Supply Chain Disruptions in the Face of Complexity Due to Pandemics, H. Yildiz T. Yan, M.R. Hatton, J. Fowler, T. Kull, L. Sisk, DSI Conference – Virtual (2021)
2. Workshop: Experiential Simulation Across Learning Modalities, T. Kull, DSI Conference – Virtual (2021)

3. "The Effect of Network Governance on Buyer-supplier Agency Problems: An Agent-based Model" POMS Annual Conference. P. Shah**, T. Kull (2021)
4. "Supply Base Innovativeness and Firm Greenhouse Gas (GHG) Emissions Performance" POMS Annual Conference. S. Song**, T. Kull (2021)
5. "A Qualitative Case Study in Procurement Innovation in Federal Acquisition Teams" POMS Annual Conference. R. Hatton**, T. Kull (2021)
6. Frontier Economies Logistics Lab (FELL) & Center for Applied Research and Innovation in Supply Chain – Africa (CARISCA) - DSI Conference – Virtual (2020)
7. "Global Manufacturing Facility Culture Achetypes," T. Doering, T. Kull & M. Braunscheidel - Session (II) Global Manufacturing Research Group (GMRG) Research- DSI Conference – Virtual (2020)
8. Theories and advanced methodologies deployed in GMRG-VI Global Manufacturing Survey – GMRG Annual Conference (2020)
9. "Managing Delegated Search over Design Spaces in Innovation Crowdsourcing Contests: Empirical Evidence from Topcoder", DSI Conference – New Orleans (2019) Z. Liu, Kull, T., K. Dooley, A. Oke
10. "Executing a Global Research Initiative - Lessons from GMRG VI", DSI Conference – New Orleans (2019) Kull, T.
11. "Understanding Africa in the Global Supply Chain: Shipshape project", DSI Conference – New Orleans (2019) Kull, T.
12. "Internal and External Alignment: The Twain May Never Meet," POMS Conference – Washington DC (2019) Shah, P.** & Kull, T.
13. "The Strategic Alignment Saga – Does Supply Chain Have to Be Aligned to Firm Strategy?", POMS Conference – Washington DC (2019) Shah, P.** & Kull, T.
14. "Dynamics of Heterogeneous Participation in Purchasing Cooperatives," POMS Conference – Washington DC (2019) Hatton, R.**, Yang, Y.**, & Kull, T.
15. "The Effect of Reputation on Supplier Opportunism: An Agent-based Model". Presented at the 2019 Annual Meeting of POMS, Washington DC., Yang, Y., Shah, P., & Kull, T. J.
16. "The Effect of Network Governance on Buyer-supplier Agency Problems: An Agent-based Model" DSI Conference – Chicago (2018) Yang Y.**, Kull T.
17. "Organizational culture in an international manufacturing environment – Patterns, chickens and eggs" DSI Conference – Chicago (2018) Doering, T., Kull T. Braunscheidel, M.

18. "Crowd Performance in Crowdsourcing: Does the Composition of a Crowd Make a Difference?" POMS Conference – Houston (2018) Zhongzhi Liu**, Kull, T., Dooley, K., & Oke, G.
19. "Supply Base Innovativeness and Firm Greenhouse Gas (GHG) Emissions," POMS Conference – Houston (2018) Sining S.**, Dong, Y., Kull, T. & Carter, C. (invited presentation)
20. "Using Socio-Technical Systems Analysis to Design More Effective Service Operations," POMS Conference – Houston (2018) Goldhar, J. & Kull, T.
21. "Emissions reduction and supply chain leakage," POMS Conference – Houston (2018) with Sining S.**, Dong, Y., Kull, T. & Carter, C. (invited presentation)
22. "Antecedents and Underlying Mechanisms of Crowd Formation in Tournament-Based Crowdsourcing: A Contagious-Competition Perspective," POMS Conference – Houston (2018) Zhongzhi Liu**, Kull, T., Dooley, K., & Oke, G.
23. "The Effect of Network Governance on Buyer-supplier Agency Problems: An Agent-based Model," POMS Conference – Houston (2018), Yang, Y.** & Kull, T.
24. "Unraveling Strategic Alignment: When Non-Alignment is Strategic," POMS Conference – Houston (2018), Shah, P.** & Kull, T.
25. "Customizing Operation Strategies to Cultures in Non-Traditional Contexts," POMS Conference – Houston (2018), Kull, T. (invited presentation)
26. "Innovative Methods in Operations and Supply Chain Management Research," Invited presentation at International POMS Conference – Sydney (2017)
27. "Unraveling Purchasing Alignment" Annual Decision Sciences Conference, P. Shah**, Kull, T., Arrfelt, M. (2017)
28. "Understanding Crowd Formation in Tournament-based Crowdsourcing: A Contagious-Competition Perspective," Annual Decision Sciences Conference Liu, Z.**, Kull, T., Dooley, K., & Oke, A. (2017)
29. "Firm Greenhouse Gas Emissions and Supply Chain Spillovers," Annual Decision Sciences Conference, Sining S.**, Dong, Y., Kull, T. & Carter, C. (invited presentation) (2017)
30. "To Delegate or Control? A Behavioral Investigation of the Multi-Tier Sourcing Decision," Chae, S., Lawson, B., Kull, T.J., Choi, T.Y., presentation at the EurOMA 2017 Conference, Edinburgh, U.K., Published in conference proceedings and the *winner of the Harry Boer Best Paper Award*.

31. "Firm Greenhouse Gas Emissions and Supply Chain Spillovers," Annual INFORMS Conference, Sining S.**, Dong, Y., Kull, T. & Carter, C. (invited presentation) (2017)
32. "How to Negotiate with Powerful Suppliers? The role of contract explicitness and negotiation medium, Annual POMS Conference," P. Shah**, Cheng, F.**, Kull, T. (2017)
33. "The Shadow of the Network: Can Interactions Among Buyers Inspire Suppliers' Cooperation?," Annual POMS Conference, Yang, Y.**, Kull, T (2017)
34. "Corporate Social Responsibility (CSR) and Product Recalls," Annual POMS Conference, Song, S.**, Kull, T. (2017)
35. "Non-alignment May Not be Misalignment – An Empirical Investigation," P. Shah**, T. Kull, Decision Sciences Institute Annual Conference (2016)
36. "Firm Emissions And Supply Chain Spillover," S. Song**, Y. Dong, K. Xu, C. Carter, T. Kull, Decision Sciences Institute Annual Conference (2016)
37. "Addressing Buyer-Supplier Agency Problems beyond the Dyad: The Effect of Network Governance," Y. Yang **, C. Carter, T. Kull, T. Choi, Decision Sciences Institute Annual Conference (2016)
38. "Understanding and Leveraging Crowd Development in Crowdsourcing" Liu, Z.**, Kull, T., Dooley, K., & Oke, A.. Logistics Doctoral Symposium (2016)
39. "Capability hierarchy in innovation and mass customization: a cross-culture empirical examination," , Z. Liu**, J. McCardle, T. Kull, & D. Krumwiede (2015)
40. "Crowdsourcing and innovation: a supply chain perspective," Z. Liu** & T. Kull, Decision Sciences Institute Annual Conference (2015)
41. "The Importance of Leadership in Developing Integrated Supply Chains" (060-1366), Kull T., Wiengarten F., & Power D., POMS Annual Conference, Washington D.C. (2015)
42. "Can Two Rights Make a Wrong? Culture-technology Interactions in Healthcare," Queenan C., Kull T., Devaraj S., POMS Annual Conference, Washington D.C. (2015)
43. "Using Sociotechnical Systems Theory and Models to Design More Effective Service Operations," Goldhar J., Kull T., Chakravarti A., Lauritsen M., POMS Annual Conference, Washington D.C. (2015)
44. "Lean Manufacturing Customization: A New Way for Lean Manufacturing Implementation," Z. Liu** & T. Kull, Decision Sciences Institute Annual Conference (2014)
45. "Socio-cultural Issues in Supply Chain Management," T. Kull, invited presentation at Idaho State University, Fall 2014

46. "Investigating the Effects of Daily Inventory Record Inaccuracy in Multichannel Retailing," T. Kull, M. Barratt, A. Sodero**, CSCMP Annual Educators Conference (2014), Best Paper Finalist
47. "Strategic Alignment between Purchasing and Business Strategies: Is it Likely or Desirable?" T. Kull, A. Tan**, & M. Arrfelt, Decision Sciences Institute Annual Conference (2013)
48. "Beliefs toward Integrating with Supplier: Differing Motivations of Chinese and U.S. Manufacturing Managers," Y. Yang**, T. Kull, B. Li, & A. Nahm, Decision Sciences Institute Annual Conference (2012)
49. "The Dynamics of Safety Culture and Safety Initiatives in Hospitals," C. Queenan & T. Kull, Proposal Document, Decision Sciences Institute Annual Conference (2012)
50. "Efficacy of Risk Mitigation Strategies in Supply Chains," H. Yildiz, S. Talluri, & T. Kull, Production Operations Management Annual Conference (2012)
51. "Efficiencies of Risk Mitigation Strategies across Various Supply Chain Disruptions," T. Kull, S. Talluri, & H. Yildiz, Decision Sciences Institute Annual Conference (2011)
52. "The Missing Link: Connecting The Structures Of Products' Technological Process Networks To Their Environmental Performance," K. Dooley, Z. Wu, S. Pathak, T. Kull, E. Rabinovich, C. MacKenzie, & J. Johnson, Decision Sciences Institute Annual Conference (2011)
53. "Managerial Discretion to Invest in Socially Responsible Production: The Moderating Effect of National Cultural Characteristics," T. Kull, D. Powers, R. Klassen, D. Simpson, Presentation to faculty at UCD Smurfit Graduate School of Business, Dublin, Ireland (2011)
54. "Risk-taking Behavior across Commodity Types: Student-participant Results from a Behavioral Experiment," T. Kull, A. Oke, & K. Dooley, Academy of Management Junior Faculty Consortium (2010)
55. "Contextual Factors Influencing Risk-Taking in Supply Management: A Supplier Selection Experiment," T. Kull, K. Dooley, C. Kirkwood, & A. Yoke, Behavioral Operations Conference (2010)
56. "An Assessment of the Effects of Different Inventory Record Inaccuracies: Dynamics in Distribution Channels," Presentation at the Annual INFORMS Meeting, T. Kull, M. Barratt, E. Rabinovich (2009)
57. "From Objectives to Performance: A Resource-based Examination of Manufacturing Strategy Implementation," Presentation at the Annual Meeting of the Decision Science Institute, T. Kull (2008)

58. "The Role of Organizational Values during a Quality Initiative: A Dynamic Hypothesis," Presentation at the Annual Academy of Management Meeting, T. Kull & R. Narasimhan (2008)
59. "The Implementation of Manufacturing Strategy: A Statistical Examination of Decision Patterns Using a Process Model," Presentation at the Annual Global Manufacturing Research Group, Bergamo, Italy, T. Kull & J. Wacker (2008)
60. "Sociotechnical Dynamics of a Quality Initiative: The Changing Performance Impact of Cooperative Cultural Values," Presentation at the Annual Production and Operations Management Society Meeting, T. Kull & R. Narasimhan (2008)
61. "Relating Organizational Culture to Operational Practices," (3490) Presentation at the Annual Meeting of the Decision Science Institute, T. Kull (2006)
62. "A Supply-Risk-Reduction Model Using Integrated Multi-Criteria Decision-Making," (004-0209) Presentation at the Annual POMS conference, T. Kull & S. Talluri (2006)
63. "The Impact of Organizational Culture on Time-Based Manufacturing and Performance: A Reexamination and Theory Extension," (004-0662) Presentation at the Annual POMS conference, T. Kull & R. Narasimhan (2006)
64. "Analyzing Learning Curves in the E-Commerce Environment," (003-0116) Presentation at the Annual POMS conference, T. Kull, K. Boyer, & R. Calantone (2005)
65. "Linking Operations Management and the Scientific Method," Presentation at the Midwest DSI conference, T. Kull & A. Prudhomme (2005)

Invited Presentations

1. "Stretch your thinking: preparing for acquisition's next challenges," National Contract Managers Association (NCMA), World Congress, Nashville, TN (2023)
2. "Telling the Story: Panel Discussion", 18th Logistics Doctoral Symposium (2023)
3. "How to Leverage State Purchasing Power," National Conference of State Legislatures (NCSL), Denver, CO (2022)
4. Panel on CPO effectiveness in universities, moderator, National Association of Educational Procurement (NAEP), Dallas, TX (2022)
5. "Relating Supply Chain Resilience to Supplier Diversity," Public Spend Forum, T. Kull (2021)
6. "Supply Chain Disruptions and Impacts" Consortium for Advanced Management International (CAM-I) Meeting and Training, T. Kull (2021)

7. “Competing Values Framework (CVF) Annual Culture Assessment,” Quarterly Head of Contracting Authority (HCA) Council, Department of Homeland Security (2021)
8. “Commodity Trends: The Impact of Supply Chain Disruptions on Commodities,” NASPO Annual Conference, Austin, TX, T. Kull, R. Montano-Smith (2021)
9. Panelist: “Successful Promotion to Full,” Office of the ASU Faculty Women's Association (2021)
10. Moderator: “Supporting Resilience Through Innovative Acquisition” Transportation Security Administration (TSA) Symposium, Department of Homeland Security (2021)
11. Panelist: Best DSI Regional Paper, DSI Virtual Conference, Kull. T, with S. Talluri, X. Koufteros, M. Glabraith (2020)
12. Panelist: Industry Perspectives on Procurement Innovation, National Contract Management Association (NCMA) (2020)
13. “Procurement Process Innovation Ecosystems,” Department of Homeland Security, Office of the Chief Procurement Officer (OCPO) and Heads of Contracting Authority (HCA) (2020)
14. Department of Homeland Security (DHS) Component Cultural, Contracting Organization, Presentation to Heads of Contracting Authority (HCA) – (2020)
15. Panel Session: How to Identify Questions for Impactful and Sustained Research, DSI Conference, New Orleans, Kull, T. with M. Rungtusanatham, A. Vakharia, X. Wan (2019)
16. Presentation about the Supply Chain Experiential Methods and Applications (SCEMA) lab to TPG Capital as representing innovations of ASU/InStride, Washington DC, Fall 2019
17. TED-talk style presentation to Honeywell leadership at ASU, along with Michael Crow, Sethuraman “Panch” Panchanathan, and others. Fall 2019.
18. Panel Session on “Greening” Our Supply Networks: Producing, Sourcing, and Managing Sustainability, Decision Sciences Institute Annual Conference, Chicago, IL, 2018
19. Panel Session on Empirical Research in SCM, Logistics Doctoral Symposium, Texas Christian University, Ft. Worth TX, 2018
20. Panel Session on Meeting the SCM Editors, Logistics Doctoral Symposium, Texas Christian University, Ft. Worth TX, 2018
21. Panel Session on Global Manufacturing Surveys – Past, Present and Future; invited to present and discuss future plans for the Global Manufacturing Research Group (GMRG),

with Jan Olhager, Barbara Flynn, Xiande Zhao, Matteo Kalchschmidt and Clay Whybark, Annual DSI Conference (2017)

22. Panel Discussion on Success in the Tenure Process, Doctoral Consortium, Annual DSI Conference (2017)
23. Essays on Behavioral Supply Management, invited to present at Rutgers University Business School Faculty, Fall 2017
24. “M15-Learning by Doing: Experiential Methods to Advance Procurement Excellence,” State of Virginia Procurement Forum, Fall 2017
25. “The Expected and Unexpected Supply Issues in Boom Economies,” Annual ISM Meeting, Kull, T., Spring 2017
26. “CAPS Futures Study 2020”, presented to local ISM Chapter, Fall 2016
27. “Introduction and demonstration of SCEMA”, presented to NVCE meeting Fall 2016
28. “CAPS Futures Study 2020”, Annual ISM Meeting, Kull & Choi, Spring 2016
29. “Supplier Relationship Management for SMEs”, presented to WP Carey’s Small Business Leadership Academy, T. Kull, (2016)
30. “Cross-cultural differences in Coffee Trade © negotiations,” presented to Intel’s F2F meeting with their corporate negotiators, T. Kull (2016)

Books:

“People, Processes, and Culture – Lean Manufacturing in the Real World,” CRC Press (2013)
Jeffrey P. Wincel and Thomas J. Kull

Service Activities – Journal related:

Associate Editor, *Journal of Business Logistics*, 2018 - 2022

Ad Hoc Reviewer, *Management Science* –2016 - present

Associate Editor, *Journal of Supply Chain Management*, 2015 - present

Ad Hoc Reviewer, *Production & Operations Management* –2013 - present

Associate Editor, *Journal of Operations Management*, 2015 – 2020

Senior Co-Editor, Empirical Supply Chain Department, *Decision Sciences Journal*, 2017 - 2020

Editorial Review Board, *Journal of Operations Management*, 2011-2015

Editorial Review Board, *Journal of Supply Chain Management*, 2011-2015
(Received “Best Reviewer” award in 2015)

Editorial Review Board, *IEEE Transaction on Engineering Management*, 2011 - 2015

Editorial Review Board, *Journal of Business Logistics*, 2011 - 2018

Editorial Review Board, *Decision Sciences Journal*, 2007 - 2017

Ad Hoc Reviewer, *International Journal of Production Research – Special Issue on Supply Chain Design*, 2010

Ad Hoc Reviewer, *Journal of Operations Management*, 2007-2010

Ad Hoc Reviewer, special edition of *Supply Chain Management: An International Journal*, 2006

Reviewer, *Journal of Purchasing and Supply Management*, since 2006

Reviewer, *European Journal of Operational Research*, 2006 – 2008

Ad Hoc Reviewer, *International Journal of Production Economics*, special issue on
“Organizational Structure, Culture and Operations Management: An Empirical Missing link.”

Service Activities – Conference related:

Track Chair, *Decision Sciences Institute Annual Conference* in Virtual, November, 2020

Associate Program Chair, *Decision Sciences Institute Annual Conference* in New Orleans, LA, November, 2019

Track Co-Chair, Supply Chain Management, *Decision Sciences Institute Annual Conference* in Chicago, IL, November, 2018

Co-organizer, Inter-organizational Behavior, Cross-disciplinary professional development workshop (PDW), Academy of Management Annual Conference – Houston, TX, 2018

International Advisory Committee, International POMS Conference – Sydney, 2017

Session Organizer, Behavioral Supply Management, Annual POMS Conference, 2017

Session Chair, Supply Chain Strategy: Operations Strategy, *Decision Sciences Institute Annual Conference* in Austin, TX November, 2016

Track Co-Chair, Supply Networks, *Decision Sciences Institute Annual Conference* in Austin, TX November, 2016

Round Table discussions with logistics PhD student, *Logistics Doctoral Symposium*, Michigan State University, East Lansing, MI, 2016

Track Chair, Sourcing Decisions and Relationships, *Decision Sciences Institute Annual Conference* in Seattle, November, 2015

Track Co-Chair; Quality, Lean, & 6 Sigma; *Decision Sciences Institute Annual Conference* in Tampa, November, 2014

Panelist for the New Faculty Consortium, *Decision Sciences Institute Annual Conference* in Baltimore, November, 2013

Session Chair, *Production and Operations Management Annual Conference* in Chicago, May, 2012.

Session Chair, *Decision Sciences Annual Conference* in Boston, November 2011.

Reviewer, *Academy of Management Annual Conference*, for conference schedule August 2011.

Reviewer, 21st Annual *North American Research and Teaching Symposium on Purchasing and Supply Chain Management*, 2011.

Reviewer, 20th Annual *North American Research and Teaching Symposium on Purchasing and Supply Chain Management* in Tempe, 2010.

Session Chair, *Decision Sciences Annual Conference* in Baltimore, November 2008.

Reviewer, 19th Annual *North American Research and Teaching Symposium on Purchasing and Supply Chain Management* in Tempe, April, 2008.

Session Chair, *Production and Operations Management Annual Conference* in San Diego, May, 2008.

Panelist for the Doctoral Student Consortium, *Decision Sciences Institute Annual Conference* in Phoenix, November, 2007

Reviewer, 18th Annual *North American Research and Teaching Symposium on Purchasing and Supply Chain Management* in San Diego, April, 2007

Session Chair, *Decision Sciences Institute Annual Conference* in San Antonio, November, 2006

Session Chair, *North American Research and Teaching Symposium, Institute for Supply Management*, April, 2006

Reviewer, 17th Annual *North American Research and Teaching Symposium on Purchasing and Supply Chain Management* in San Diego, April, 2006

Reviewer, *Decision Sciences Institute Annual Conference* in San Francisco, November, 2005.

Session Chair, *Production and Operations Management Annual Conference* in Chicago, May, 2005.

Reviewer, *Decision Sciences Institute Annual Conference* in Boston, November, 2004.

Service Activities – Other:

Presentation to ASU's Interplanetary Initiative on the Supply Chain of space (2023)

Presentation to Dean's Council on the WPC AR/VR Strategic Initiative (2022)

Cross-training to faculty on simulation experiential methods (2020-2021) – Coffee Trade, ShipShape, etc.

Assist in development of MITx Micromaster SCM520 Course (2020-2021)

Global Manufacturing Research Group (GMRG) Virtual Annual Meeting Presentation and Assistance (2021)

Orchestrated the inaugural National Procurement Emergency Tabletop Exercise, with attendees from the White House Office of Management and Budget (OMB), Department of Homeland Security (DHS), NASPO, and the City of Phoenix. 2020

Presentation of research at annual DHS-CAOE meeting titled "Acquisition and Operations Efficiencies: Working with the Procurement Innovation Lab" Washington DC, Fall 2019

Presentation about the Supply Chain Experiential Methods and Applications (SCEMA) lab to WP Carey School of Business Faculty, Fall 2019

Facilitator, Strategic Visioning Discussion with NASPO-Value Point Board of Directors and Staff (strategic ASU-SCM partner organization), Fall 2018

Presentation of research at annual DHS-CAOE meeting titled "Acquisition and Operations Efficiencies: Working with the Procurement Innovation Lab" Washington DC, Fall 2018

Presentation and Lead Demonstrations, USAID-inspired Tabletop Supply Simulations, FELL annual meeting, Fall 2018

Co-organizer of Annual Meeting, Global Manufacturing Research Group (GMRG), Summer 2018

Organizer of Annual GMRG Meeting, Seattle, Spring 2017

President, Global Manufacturing Research Group (2017-2018)

Co-Director, Supply Chain Experiential Methods and Applications (SCEMA) Lab (2016-present)

Leading Revision to Research Structure of Global Manufacturing Research Group's Worldwide Study (2015-present)

President-elect, Global Manufacturing Research Group (2016-2017)

NVCE Training, All Day SCEMA lab demonstration, Fall 2016

Participated in small group discussions regarding "Honors Thesis Opportunity in Supply Chain Management" in Barrett Hall (2016)

Participated and presented to WP Carey's Small Business Leadership Academy (2016)

Chair, Search Committee, Assistant Professor with an emphasis on Purchasing/Supply Management (2015-2016). Successful hire of Mikaella Polyviou

Developer for Contract Negotiation Simulation for SCM Department (2013-2016)

Lead Futures Studies Survey for CAPS Research (2014-2016)

SCM Department's advising committee for Honors College (2014-2017)

Presentation of ongoing research to Network for Value Chain Excellence Board meeting (2014)

Chair of Department of Supply Chain Management's Outstanding Graduating Senior Award Committee (2014-2015)

Advisor, Supply Chain MBA Competition, MSU Bowersox Graduate Supply Chain Challenge (2012-present). Winners in 2013 & 2016.

Lead developer of Global Manufacturing Research Group's Facility Culture Module of Survey (2012-2013)

Member of Department of Supply Chain Management Undergraduate Scholarship Committee (2012-2015)

Departmental representative for the United Way Fund Drive (2012-2013)

Member of the doctoral committee (2010-present) – Department of Supply Chain Management, W.P. Carey School of Business, Arizona State University

Member of the undergraduate committee (2008-2010) – Department of Supply Chain Management, W.P. Carey School of Business, Arizona State University

Presentation of current research with Y. Yang at ASU's SCM departmental research seminars, Fall 2012

Presentation of current research at ASU's SCM departmental research seminars, December 2010

Presentation of current research at ASU's SCM departmental research seminars, Fall 2009

Presentations and Service for the Global Manufacturing Research Group (www.gmrg.org) – since 2008

Teaching Innovations

Principal Inventor, “Choco Moco”, a team-based, online learning simulation for demonstrating integrated decision-making dynamics in supply chains.

Principal Inventor, “BoardroomVR: Demo Version”, an individual, virtual reality-based learning simulation for demonstrating capabilities of AR/VR in business education.

Principal Inventor, “StockUP: The Clinic”, an individual, mobile-based supply chain learning simulation for supply chain students and healthcare professionals in Africa.

Principal Inventor, “Shipshape: Mobile Learning Simulation” ©, an individual, mobile-based supply chain learning simulation for healthcare professionals in developing countries.

Principal Inventor (TX 7-958-370), “Coffee Trade: A Contract Negotiation Game ©”, (<https://forio.com/store/asu-coffee-trade-simulation/>), a team-based, online simulation where students apply strategies for buyer-supplier contract negotiations in a rapidly changing environment. Has been used in undergraduate, graduate, and executive education courses around the world.

Principal Inventor (TX 8-287-045), “Game of Cards: It Takes a Supply Chain ©”, a class-based, kinesthetic simulation where students learn supply chain coordination and requirements planning challenges.

College / Exec Ed Courses Instructed

NXP Semiconductor Training on Contract Negotiations (2022), Procurement Summit

Excellence in Supply Management Negotiations, Tempur Sealy, Virtual Session with Coffee Trade simulation (2021)

Contract Development, Negotiation, and Management, virtual experiential sessions with Department of Homeland Security (2020)

Excellence in Contract Negotiation, a series of sessions with various agencies within the Federal Government, Washington DC, (2019)

Agricultural Retailers Association (ARA) Academy session on Supply Chain Management (2018) – Workshop in association with Purdue University and ASU

Thunderbird Transformational Global Leadership Journey on “Strategic Global Influence & Negotiation” (2016-2017), Thunderbird Global School of Management Educators Network

Commonwealth of Virginia Public Procurement Forum – Conference Training with “Game of Cards” kinesthetic simulation (2017)

ON Semiconductor Training on Category Strategy and Negotiations (2016-2017)

NASPO Conference Training on Experiential Learning (2016)

TESORO Buyer-Supplier Negotiation Training (2016)

Dell Supply Chain Summit – Various Global Location (2015-2016)

Boeing Supply Chain Certificate - SCM 551 – Operations Execution and Planning

Supply Chain Certificate: Supply Chain Negotiations – Online Open Enrollment

EMBA – Operations and Supply Chain Management – University of San Francisco

SCM 791 – PhD Empirical Research Methods I Seminar – Arizona State University

SCM 791 – PhD Operations Management Seminar – Arizona State University

BUS 593 – MBA: Interdisciplinary Applied Learning Lab – Arizona State University

SCM 521 – MBA: Supply Management and Negotiations – Arizona State University

SCM 521 – MIT/ASU Masters in SCM - Supply Management and Negotiations

SCM 520 – MBA: Strategic Procurement – Arizona State University

SCM 502 – EMBA: Operations and Supply Management – Arizona State University

SCM 502 – EGADE: Operations and Supply Management – Arizona State University

SCM 502 – MBA: Operations and Supply Management – Arizona State University

SCM 479 – Supply Chain Management Strategy - Arizona State University.
SCM 455 – Research & Negotiation in Supply Management - Arizona State University.
SCM 355 – Purchasing and Supply Management – Arizona State University.

MSC 373 – Strategic Logistics Management – Michigan State University.
MSC 800 – Supply Chain Management – Graduate course, Michigan State University.
MSC 402 - Manufacturing Planning and Control, Michigan State University.

ISOM 351 - Operations Management – Ball State University.
ISOM 251 – Introduction to Operations Management - Ball State University.

Advising

PhD Co-advisor (2018 to present) – Ryan Hatton
Dissertation committee member (2016 to 2017) – Sangho Chae
Dissertation committee member (2016 to 2017) – Sina Golara
Honors Thesis Chair (2015 -2016) – Katherine Kolesar
Honors Thesis Co-chair (2015 -2016) – Michael Meyers
PhD Co-advisor (2015 to 2020) - Piyush Shah
Dissertation committee Chair (2015 to 2018) – Sining Song
Dissertation committee Chair (2015 to 2017) – Zhongzhi Liu
Honors Thesis Co-chair (2014 -2015) – Matthew Charnell
Dissertation committee member (2014 to 2016) – Sophie Yang
Dissertation committee member (2014 to 2015) – Jerry Huff
Honors thesis committee, Douglas De La O, SCM455 (Spring, 2014)
Honors contract advisor, Sarah Tremel, SCM455 (Spring, 2014)
Honors contract advisor, Eric Gilmore, SCM455 (Spring, 2014)
Honors contract advisor, Douglas De La O, SCM455 (Spring, 2014)
Honors contract advisor, Greg Rudolph, SCM455 (Fall, 2013)
PhD Co-advisor, Sining Song, (2013-2015)
Honors contract advisor, Brian Korczynski, SCM455 (Fall, 2013)
Honors contract advisor, Greg Rudolph, SCM455 (Fall, 2013)
PhD Co-advisor, Zhongzhi Liu, (2012-2014)
Honors contract advisor, Tyler Fowler, SCM479 (Spring, 2013)
PhD Co-advisor, Yang (Sophie) Yang, (2010-2012)
PhD Advisor, Adrian Tan, (2007-2009)

Awards, Scholarships, Grants

Department of Homeland Security – Center of Excellence – Procurement Innovation Lab, BAO,
“Interview and Data Analysis Support.”: \$41,999 – 105,361

Department of Homeland Security – Center of Excellence – Procurement Innovation Lab Grant 2021, CPARS-AI, Sociotechnical and cultural implications and assessments of procurement innovations: \$78,000

Dean’s Summer Research Grant (2021), W.P. Carey School of Business, \$15,000

Research on Teaching and Learning Grant (2020), W.P. Carey School of Business, \$20,000

USAID, “Center for Applied Research and Innovation in Supply Chain-Africa (CARISCA),” A partnership funding between Arizona State University and Kwame Nkrumah University of Science and Technology in Ghana, Principal Investigator/Executive Director: Dale Rogers. Senior Technical Advisors: Adegoke Oke, Thomas Choi, Mohan Gopalakrishnan, and Thomas Kull. \$15,000,000 (2020)

USAID, Extension to Fixed Amount Award No. 7200AA18FA00007, under Grand Challenge Opportunity Titled: Addendum 05 – Health Supply Chains - BAA Number: BAA-GH-2016-HSC: \$250,000 (2020)

Department of Homeland Security – Center of Excellence – Procurement Innovation Lab Grant 2020, Sociotechnical and cultural implications and assessments of procurement innovations: \$240,000

Dean’s Award for Excellence, Summer Research Grant, \$12,500, WPC School of Business, Summer 2020

Department of Homeland Security – Center of Excellence – Procurement Innovation Lab Grant 2019, Sociotechnical and cultural implications and assessments of procurement innovations: \$185,000

Dean’s Award for Excellence, Summer Research Grant, \$15,000, WPC School of Business, Summer 2019

Department of Homeland Security – Center of Excellence – Procurement Innovation Lab Grant 2018, Sociotechnical and cultural implications and assessments of procurement innovations: \$155,201

“Recognition for Outstanding Reviewing”, Journal of Operations Management, 2018

Dean’s Award for Excellence, Summer Research Grant, \$5,000, WPC School of Business, Summer 2018

National Association of State Procurement Officials (NASPO) Academic Grant, Socio-Structural Determinants of Supply Management Excellence in Public Procurement: \$20,000 (2018)

USAID, Fixed Amount Award No. 7200AA18FA00007, under Grand Challenge

Opportunity Titled: Addendum 05 – Health Supply Chains - BAA Number: BAA-GH-2016-HSC: \$162,979 (2018)

Dean’s Award for Excellence, Summer Research Grant, \$20,000, WPC School of Business, Summer 2017

Winner of the Harry Boer Best Paper Award for “To Delegate or Control? A Behavioral Investigation of the Multi-Tier Sourcing Decision,” Chae, S., Lawson, B., Kull, T.J., Choi, T.Y., presentation at the EurOMA 2017 Conference, Edinburgh, U.K.

Summer Research Grant, WPC School of Business, Summer 2016

Inaugural Winner of the GLOBE Robert J. House Best Research Paper Award 2016

Selected participant in the Learning Innovation Showcase at the Institute for the Science of Teaching and Learning (ISTL), Arizona State University, as the principal inventor of the online simulation entitled Coffee Trade: A Contract Negotiation Game ©, January, 2016

“Best Reviewer” award from Journal of Supply Chain Management, Summer 2015

Summer Research Grant, WPC School of Business, Summer 2015

Summer Research Grant, WPC School of Business, Summer 2014

MSU Bowersox Graduate Supply Chain MBA Challenge 2013, 2016 Winning Teams (served as advisor)

Member of CaSN team receiving a National Science Foundation (NSF-SBE-SES) grant of \$316,205 to fund a study (2010-2012), “Supply Network Design and Product Environmental Performance,”

Honorable Mention in the Elwood S. Buffa Doctoral Dissertation Award, Decision Sciences Institute 2008

Highly Commended Award Winner at the Literati Network Awards for Excellence 2008.

University Distinguished Fellowship, Michigan State University, 2003-2007

Institute for Supply Management, N.A.R.S. conference scholarship, 2006

Institute for Supply Management, N.A.R.S. conference scholarship, 2005

Professional Affiliations (past and present)

National Association of State Procurement Officials (NASPO) – Academic Member

Decision Sciences Institute (DSI)
Institute for Supply Management (ISM) – Academic Affiliate
CAPS Research – Academic Affiliate
Production and Operations Management Society (POMS)
Academy of Management (AoM)