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"Sport Obermeyer Ltd." Harvard Business School Case 695-022, October 1994. (Revised August 2006.)

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Sport Obermeyer Ltd. was established in 1947 and founded by Klaus Obermeyer, started its operations in Aspen Colorado. The company used to produce stylish Skier's clothing and achieved a highly competitive position in the US skiwear market. The company imported its raw material from Germany that will result in high quality performance clothing.

~~Sport Obermeyer Case Solution And ...— Harvard Case Studies~~

sport obermeyer ltd harvard university Making Supply Meet Demand in an Uncertain World ciate professor at the Harvard Business School and cofounder of the Harvard University Center for Textile and Apparel Research in Boston, Massachusetts Wal-ter R Obermeyer is a

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principal of Sport Obermeyer, Ltd, in Aspen, Colorado, and a graduate of the Harvard Business School Ananth Raman is assistant ...

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Janice H. Hammond is the Jesse Philips Professor of Manufacturing and the Senior Associate Dean for Culture at Community at Harvard Business School. She currently teaches Supply Chain Management in the HBS MBA program. She serves as program chair for the HBS Executive Education International Women's Foundation and Women's Leadership Programs and created the online Business Analytics course ...

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The Oxford Handbook of Pricing Management is a comprehensive guide to the theory and practice of pricing across industries, environments, and methodologies. The Handbook illustrates the wide variety of pricing approaches that are used in different industries. It also covers the diverse range of methodologies that are needed to support pricing decisions across these different industries. It includes more than 30 chapters written by pricing leaders from industry, consulting, and academia. It explains how pricing is actually performed in a range of industries, from airlines and internet advertising to electric power and health care. The volume covers the fundamental principles of pricing, such as price theory in economics, models of consumer demand, game theory, and behavioural issues in pricing, as well as specific pricing tactics such as customized pricing, nonlinear pricing, dynamic pricing, sales promotions, markdown management, revenue management, and auction pricing. In addition, there are articles on the key issues involved in structuring and managing a pricing organization, setting a global pricing strategy, and pricing in business-to-business settings.

This work brings together some of the most up to date research in the application of operations research and mathematical modeling techniques to problems arising in supply chain management and e-Commerce. While research in the broad area of supply chain management encompasses a wide range of topics and methodologies, we believe this book provides a good snapshot of current quantitative modeling approaches, issues, and trends within the field. Each chapter is a self-contained study of a timely and relevant research problem in supply chain management. The individual works place a heavy emphasis on the application of modeling techniques to real world management problems. In many instances, the actual results from applying these techniques in practice are highlighted. In addition, each chapter provides important managerial insights that apply to general supply chain management practice. The book is divided into three parts. The first part contains chapters that address the new and rapidly growing role of the internet and e-Commerce in supply chain management. Topics include e-Business applications and potentials; customer service issues in the presence of multiple sales channels, varying from purely Internet-based to traditional physical outlets; and risk management issues in e-Business in B2B markets.

In this textbook, Heizer (business administration, Texas Lutheran U.) and Render (operations management, Rollins College) provide a broad introduction to the field of operations management. A sampling of topics includes operations strategy for competitive advantage, forecasting, design of goods and services, human resources, e-commerce, project management, inventory management, and maintenance. The CD-ROM contains video case studies, lecture notes, Excel OM and Extend software, and additional practice problems. Annotation copyrighted by Book News Inc., Portland, OR

unique introduction to distribution logistics that focuses on both quantitative modeling and practical business issues Introduction to Distribution Logistics presents a complete and balanced treatment of distribution logistics by covering both applications and the required theoretical background, therefore extending its reach to practitioners and students in a range of disciplines such as management, engineering, mathematics, and statistics. The authors emphasize the variety and complexity of issues and sub-problems surrounding distribution logistics as well as the limitations and scope of applicability of the proposed quantitative tools. Throughout the book, readers are provided with the quantitative approaches needed to handle real-life management problems, and areas of study include: Supply chain management Network design and transportation Demand forecasting Inventory control in single- and multi-echelon systems Incentives in the

supply chain Vehicle routing Complete with extensive appendices on probability and statistics as well as mathematical programming, Introduction to Distribution Logistics is a valuable text for distribution logistics courses at both the advanced undergraduate and beginning graduate levels in a variety of disciplines, and prior knowledge of production planning is not assumed. The book also serves as a useful reference for practitioners in the fields of applied mathematics and statistics, manufacturing engineering, business management, and operations research. The book's related Web site includes additional sections and numerical illustrations.

Quantitative models and computer-based tools are essential for making decisions in today's business environment. These tools are of particular importance in the rapidly growing area of supply chain management. This volume is a unified effort to provide a systematic summary of the large variety of new issues being considered, the new set of models being developed, the new techniques for analysis, and the computational methods that have become available recently. The volume's objective is to provide a self-contained, sophisticated research summary - a snapshot at this point of time - in the area of Quantitative Models for Supply Chain Management. While there are some multi-disciplinary aspects of supply chain management not covered here, the Editors and their contributors have captured many important developments in this rapidly expanding field. The 26 chapters can be divided into six categories. Basic Concepts and Technical Material (Chapters 1-6). The chapters in this category focus on introducing basic concepts, providing mathematical background and validating algorithmic tools to solve operational problems in supply chains. Supply Contracts (Chapters 7-10). In this category, the primary focus is on design and evaluation of supply contracts between independent agents in the supply chain. Value of Information (Chapters 11-13). The chapters in this category explicitly model the effect of information on decision-making and on supply chain performance. Managing Product Variety (Chapters 16-19). The chapters in this category analyze the effects of product variety and the different strategies to manage it. International Operations (Chapters 20-22). The three chapters in this category provide an overview of research in the emerging area of International Operations. Conceptual Issues and New Challenges (Chapters 23-27). These chapters outline a variety of frameworks that can be explored and used in future research efforts. This volume can serve as a graduate text, as a reference for researchers and as a guide for further development of this field.

Risk is of fundamental importance in this era of the global economy. Supply chains must into account the uncertainty of demand. Moreover, the risk of uncertain demand can cut two ways: (1) there is the risk that unexpected demand will not be met on time, and the reverse problem (2) the risk that demand is over estimated and excessive inventory costs are incurred. There are other risks in unreliable vendors, delayed shipments, natural disasters, etc. In short, there are a host of strategic, tactical and operational risks to business supply chains. Supply Chain Risk: A Handbook of Assessment, Management, and Performance will focus on how to assess, evaluate, and control these various risks.

In business today, all advantage is temporary. In order to survive-let alone thrive-companies must be able to anticipate and adapt to change, or face rapid, brutal extinction. In Clock speed, Charles Fine draws on a decades worth of research at M.I.T.s Sloan School of Management to introduce a new vocabulary for understanding the forces of competition and making strategic decisions that will determine the destiny of your company, as well as your industry. Taking inspiration from the world of biology, Fine argues that each industry has its own evolutionary life cycle (or "clock speed"), measured by the rate at which it introduces new products, processes, and organizational structures. Just as

geneticists study the fruit fly to gain insight into the evolutionary paths of all animals, managers in any industry can learn from the industrial fruit flies-such as Internet services, personal computers, and multimedia entertainment-which evolve through new generations at breakneck speed. Applying the lessons of the fruit flies to industries as diverse as bicycles, pharmaceuticals, and semiconductors, Fine illustrates how competitive advantage is lost or gained by how well a company manages dynamic web of relationships that run throughout its chain of suppliers, distributors, and alliance partners. Packed with revolutionary concepts and tools to help managers make key strategic decisions that affect current and future performance, Clock speed shows, as no other book before it, how the ultimate core competency is mastering the art of supply chain design, carefully choosing which components and capabilities to keep in-house and which to purchase from outside.

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