

## Foad Iravani

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POSITION	Assistant Professor of Operations Management, February 2013 – present Acting Assistant Professor of Operations Management, September 2012 – February 2013	
CONTACT INFORMATION	Paccar 444 ISOM Dept., Box 353226 Foster School of Business University of Washington Seattle, WA 98195-3226	<i>Phone:</i> (206) 616-9114 <i>E-mail:</i> firavani@uw.edu
RESEARCH INTERESTS	Supply Chain Management Strategic Models in the Presence of Gray Markets Operations-Marketing Interface Applications of Optimization Models	
EDUCATION	<b>University of California</b> , Los Angeles, CA Ph.D., Operations Management, 2012 Dissertation: <i>Essays on Supply Chains Facing Competition from Gray Markets</i>  <b>University of Toronto</b> , Canada M.A.Sc., Industrial Engineering, 2007 Thesis: <i>Analysis of Queueing Systems with Impatient Customers</i>  <b>Sharif University of Technology</b> , Tehran, Iran B.Sc., Industrial Engineering, 2003	
HONORS AND AWARDS	Daytime MBA Core Professor of the Quarter, Foster School of Business, Winter 2015 & 2016  Dissertation Year Fellowship, UCLA Graduate Division (Granted to a limited number of graduate students in recognition of outstanding scholarship), 2011-2012  Invited to UCLA Chancellor's Reception honoring academic excellence and student leadership, 2011  Doctoral Program Fellowship, UCLA Anderson School of Management, 2007–2011  M.A.Sc. Program Fellowship, Department of Mechanical & Industrial Engineering, University of Toronto, 2005–2007  Ranked 78 <sup>th</sup> in Iran's national university entrance exam among approximately 300,000 participants, 1999	
PUBLICATIONS AND WORKING PAPERS	<a href="#">Beyond Price Mechanisms: How Much Can Service Help Manage the Competition from Gray Markets.</a> <i>European Journal of Operational Research.</i> 252(3). 789–800. (with R. Ahmadi and S. Dasu).  <a href="#">Coping with Gray Markets: The Impact of Market Conditions and Product Characteristics.</a> 2015. <i>Production and Operations Management.</i> 24(5). 762–777. (with R. Ahmadi and H. Mamani).  <a href="#">A Hierarchical Framework for Organizing a Software Development Process.</a> 2012. <i>Operations Research.</i> 60(6). 1310–1322. (with R. Ahmadi and S. Dasu).	

On Priority Queues with Impatient Customers. 2008. *Queueing Systems*. 58(4) 239-260. (with B. Balcioglu).

Approximations for the M/GI/N+GI Type Call Center. 2008. *Queueing Systems*. 58(2) 137-153. (with B. Balcioglu).

Supply Chain Coordination in the Presence of Gray Markets and Strategic Consumers. *Under Review*. (with R. Ahmadi and H. Mamani).

Price vs. Revenue Protection: An Analysis of Government Subsidies in the Agriculture Industry. *Under Review*. (with S. Alizamir and H. Mamani).

#### PRESENTATIONS

University of Alberta School of Business (2015)  
Industrial & Systems Engineering Department, University of Washington (2013)  
Foster School of Business, University of Washington (2012)  
School of Business Administration, University of San Diego (2012)  
Carroll School of Management, Boston College (2012)

INFORMS Annual Meeting (2009 to 2014)  
MSOM Annual Meeting (2011–2012)  
POMS Annual Meeting (2011, 2013–2016)

#### TEACHING EXPERIENCE

**Foster School of Business**, University of Washington

*Instructor*

Queueing Models, PhD Program	<b>2013-2016</b>
Business Statistics, Full-time MBA Program	<b>2012-2016</b>
Principles of Operations Management, Undergraduate Program	<b>2014-2016</b>
Introduction to Statistical Methods, Undergraduate Program	<b>2015-2016</b>

**Anderson School of Management**, UCLA

*Teaching Assistant*

Conducted review sessions, designed, and graded assignments and exams for the following courses:

Risk and Simulation Analysis with Spreadsheets, MBA Program	<b>Spring 2011</b>
Operations and Technology Management, FEMBA Program	<b>Summer 2008, 2010, 2011</b>
Operations and Technology Management, MBA Program	<b>Winter 2009</b>
Spreadsheet Modeling, MBA and FEMBA Programs	<b>Fall 2009–2011</b>

**Department of Mechanical and Industrial Engineering**, University of Toronto

*Instructor*

**Winter 2006**

Taught Rockwell's simulation software Arena and simulation concepts to a team of students participating in the simulation competition at the IIE Annual Conference in Orlando, Florida. For the first time, the team of the University of Toronto was among the top 5 teams (out of 61 participating teams) that were selected to present their model to a panel of judges.

*Teaching Assistant*

Conducted review sessions, designed, and graded assignments and exams for the following courses:

Statistics and Experimental Design, Undergraduate Program	<b>Winter 2006 &amp; 2007</b>
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System Modeling and Simulation, Undergraduate Program

Fall 2006

PROFESSIONAL  
EXPERIENCE

**Cyber 7 High Tech Inc**, Tehran, Iran

**August 2004–August 2005**

Designed a performance measurement system supported by a web-based software to assess the performance of the construction contractors of the National Petrochemical Company.

**Avec Consultancy**, Tehran, Iran

**September 2003–May 2004**

- Simulated an automobile body press shop at IKCO, the largest automobile manufacturing company in Iran. The simulation model was used to evaluate different scheduling scenarios to increase the throughput and reduce the stoppage of production.
- Simulated the body assembly line of Samand (a national automobile) at IKCO to find the bottlenecks and balance the production line.

**Management and Planning Organization**, Hamedan, Iran

**September 2002–April 2003**

Defined and analyzed the key factors leading to low productivity in the plants of Hamedan Industrial Zone.

**Mega Motor Co.**, Tehran, Iran

**September 2000 and July 2001**

Worked as an intern during the undergraduate study in the departments of production, inventory, and quality control. Mega Motor is a major part supplier for car manufacturers in Iran.

AD HOC REVIEWS

Journals: Management Science, Operations Research, Manufacturing and Service Operations Management, Production and Operations Management, European Journal of Operational Research, Omega.

Competitions: 2013, 2014, and 2015 MSOM Student Paper Competition