

## **James A. Hill Ph.D.**

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Chair Operations and Business Analytics Department  
Associate Professor of Operations Management  
Managing Director – Ascend Columbus at The Ohio State University

Fisher College of Business  
Ohio State University  
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*Awarded the 2016 Production and Operations Management Society Wickham Skinner Excellence in Teaching Award.*

*Awarded the 2014 Max M. Fisher College of Business Outstanding Full-Time MBA Core Professor.*

*Awarded the 2012 Pace setter graduate teaching award.*

*Awarded the 2011 Max M. Fisher College of Business Outstanding Full-Time MBA Elective Professor.*

### **Research Publications**

Pan, M., Chandrasekaran, A., Hill, J.A., and Rungtusanatham, J., (2022). Multidisciplinary R&D Project Success in Small Firms: The Role of Multi-Project Status and Project Management Experience. Forthcoming, *Production and Operations Management*.

Pan, M., Hill, J.A., Blount, I., and Rungtusanatham, J., (2022). Relationship Building and Growth of Minority Businesses: Does Participation in Activities Sponsored by Institutional Intermediaries Help? *Journal of Business Research*, 142, 830-843.

Skowronski, K., Benton, W.C., Hill, J.A. (2020). Perceived Supplier Poaching and Shirking in Outsourcing Relationships in Emerging Economies. *Journal of Operations Management*, 66(7), 989-1023.

Esenduran, G., Hill, J. A., & Noh, I. J. (2020). Understanding the Choice of Online Resale Channel for Used Electronics. *Production and Operations Management*, 29(5), 1188-1211.

Eckerd, S., Boyer, K. K., Qi, Y., Eckerd, A., & Hill, J. A. (2017). Supply Chain Psychological Contract Breach: An Experimental Study across National Cultures. *Journal of Supply Chain Management*.

Blount, I., Hill, J. A. (2015). Supplier diversification by executive order: Examining the effect reporting compliance, education and training, outreach, and proximity to leadership have on government procurement behavior with minority business enterprises. *Journal of Purchasing and Supply Chain Management*, 21(4), 251-258.

Marley, K. A., Ward, P. T., Hill, J. A. (2014). Mitigating Supply Chain Disruptions - A Normal Accident Perspective. *Supply Chain Management*, 19(2), 142-152.

Eckerd, S., Hill, J., Boyer, K. K., Donohue, K., & Ward, P. T. (2013). The relative impact of attribute, severity, and timing of psychological contract breach on behavioral and attitudinal outcomes. *Journal of Operations Management*, 31(7-8), 567-578.

Blount, I. Y., Smith, D. A., & Hill, J. A. (2013). Minority business networks as sources of social capital for minority firms. *Journal of Developmental Entrepreneurship*, 18(03), 1350019.

Eckerd, S., & Hill, J. A. (2012). The buyer-supplier social contract: information sharing as a deterrent to unethical behaviors. *International Journal of Operations & Production Management*.

He, Z., Hill, J., Wang, P., & Yue, G. (2011). Validation of the theoretical model underlying the Baldrige criteria: Evidence from China. *Total Quality Management*, 22(2), 243-263.

Hozak, K., & Hill, J. A. (2010). The material handling trade-off when lot splitting with RFID in a job shop. *International Journal of Production Research*, 48(9), 2723-2743.

Hozak, K., & Hill, J. A. (2009). Issues and opportunities regarding replanning and rescheduling frequencies. *International Journal of Production Research*, 47(18), 4955-4970.

Hill, J. A., Eckerd, S., Wilson, D., & Greer, B. (2009). The effect of unethical behavior on trust in a buyer-supplier relationship: The mediating role of psychological contract violation. *Journal of Operations Management*, 27(4), 281-293.

LeBlanc, L. J., Hill, J. A., Harder, J., & Greenwell, G. W. (2009). Modeling uncertain forecast accuracy in supply chains with postponement. *Journal of business logistics*, 30(1), 19-31.

Galbreth, M. R., Hill, J. A., & Handley, S. (2008). An investigation of the value of cross-docking for supply chain management. *Journal of business logistics*, 29(1), 225-239.

Hill, J., & Galbreth, M. (2008). A heuristic for single-warehouse multiretailer supply chains with all-unit transportation cost discounts. *European Journal of Operational Research*, 187(2), 473-482.

Wang, P., & Hill, J. A. (2006). Recursive behavior of safety stock reduction: The effect of lead-time uncertainty. *Decision Sciences*, 37(2), 285-290.

LeBlanc, L. J., Hill Jr, J. A., Greenwell, G. W., & Czesnat, A. O. (2004). Nu-kote's spreadsheet linear-programming models for optimizing transportation. *Interfaces*, 34(2), 139-146.

Hill, J. A., Berry, W. L., & Schilling, D. A. (2002). Revising the master production schedule in sequence dependent processes. *International journal of production research*, 41(9), 2021-2035.

Hill, J. A., Berry, W. L., Leong, G. K., & Schilling, D. A. (2000). Master production scheduling in capacitated sequence-dependent process industries. *International Journal of Production Research*, 38(18), 4743-4761.

### **Manuscripts under review**

Hill, J.A., Wang, P. Campaign Switching Patterns: Evidence from the Food Industry. Reject and Resubmit at *Management Science*.

Hill, J. A., Wang, P. The interactions between product complexity and campaign switching on manufacturing performance in food production systems. *Under Review at Manufacturing Service and Operations Management*.

### **Manuscripts in Progress**

Osborn, B., and Hill, J.A. Procurements Professional Identity, and its Impact on Decisions. Target, *Organization Science*.

Hill, J.A., On Product Complexity in the Food Industry. Target, *Production and Operations Management*.

B. Massimino, J. Hill, J. Gray, E. Bendoly, Z. Wright. Information security policy compliance: a multiple-task study of goals, motivations, and Incentives. Under revision

Hill, J. A. The Misunderstanding of Minority Business Performance, a Social Trap Perspective.

### **Book Chapters**

Greer, Bertie M. and James A. Hill. "Leveraging Workforce Diversity in Practice: Building Successful Global Relationships with Minority-Owned Suppliers." *Handbook of Research on Workforce Diversity in a Global Society: Technologies and Concepts*. IGI Global, 2012. 323-340.

## **Conferences**

S. Chu, E. Bendoly, J. Hill. 2021 Moderating trade-offs between safety and operational efficiency: public relative performance feedback and best practice sharing. Production and Operations Management Conference (online).

Osborn, B., and Hill, J.A. Procurements Professional Identity, and its Impact on Decisions. Production and Operations Management Conference. 2021 (online)

Osborn, B., and Hill, J.A. Procurements Professional Identity, and its Impact on Decisions. Academy of Management Conference. 2021 (online)

Hill, J. A., Wang, P., Measuring Product Complexity in Food Production Systems. National Decision Sciences Conference, Chicago. 2018

Esenduran, G., Hill, J. A., Noh, I. Understanding individuals' choice of online resale channel for their used products. National Decision Sciences Conference, Chicago. 2018

Wang, P., and Hill, J.A., The ripple effect in tandem queuing networks. National Decision Sciences Conference, Chicago. 2018

Esenduran, G., (Presenter & Author), Hill, J.A., (Author Only) and Noh, I., (Author Only), Decision Sciences National Conference, "Understanding Consumers' Valuation of Their Used Products". 2016.

Hill, J. A., (Presenter & Author), Wang, P., (Author Only), Decision Sciences National Conference, "Untangling the Impact of Non Value Added Processes in the Food Industry". 2016.

Pan, M., (Presenter & Author), Chandrasekaran, A., (Author Only), Hill, J. A., (Author Only), and Rungtusanatham, J. (Author Only), Informs National Conference, "When should small firms conduct R&D externally? Evidence from the Science and Technology industry". 2016.

Massimino, B.J. Hill, J.A., Gray, J.V., and Bendoly, E., Production and Operations Management Annual Meeting, Washington D.C., "Resource Utilization, Penalty Attribution, and Task Compliance: A Behavioral Investigation", Conference. (May 2015).

Pan, Mengyang, Hill, J.A., Rungtusanatham, J., Production and Operations Management Annual Meeting, Washington D.C., "Do Small Suppliers Collaborate", Conference. (May 2015).

Pan, Mengyang, Hill, J.A., Chandrasekaran, A., and Rungtusanatham, J., Decision Sciences Institute Annual Meeting, Seattle, WA, "SBIR/STTR collaboration between small businesses and nonprofit universities", Conference. (November 2015).

Pan, M., (Presenter and Author), Hill, J., (Author Only), Rungtusanatham, J., (Author Only) and Blount, I. (Author Only) Production and Operations Management Conference 2014. "Small Suppliers Growing Sales: Does Participation in Business Membership Organizations Help?"

Pan, M., (Presenter and Author), Hill, J.,(Author Only), Rungtusanatham, J.,(Author Only) and Blount, I. Author Only) Decision Sciences National Conference 2014. “Small Suppliers Growing Sales: Does Participation in Business Membership Organizations Help?”

Presentation “The Impact of Promotions on Manufacturing Performance: Evidence from the Beverage Industry”. Hill, J.A., Decision Sciences National Conference 2011.

Presentation “Deviations from optimal decision making behavior and associations with psychological contract violations and trust” Eckerd, S., and Hill, J.A., Behavioral Operations Conference, University of Virginia 2010

Presentation “The influence of psychological contract violation on supply chain decision-making behaviors”, Hill, J.A., Eckerd, S., and Boyer, K.K., POMS National Conference, 2010.

Presentation “The Buyer-Supplier Social Contract: Information Sharing as a Deterrent to Unethical Behavior”, Eckerd, S., and Hill, J.A. POMS National Conference, 2009.

Presentation “The Buyer-Supplier Social Contract: Information Sharing as a Deterrent to Unethical Behavior”, Eckerd, S., and Hill, J.A. Decision Sciences National Conference, 2008.

Presentation “The Effect of Ethics on Trust in a Buyer-Supplier Relationship: The Mediating Role of the Psychological Contract”, Hill, J.A., and Eckerd, S. POMS National Conference, 2008.

Presentation, “Interactive Complexity, Tight Coupling, and Disruption-Free Performance”, Marley, K., Ward, P., and Hill, J., POMS National Conference, Dallas, Texas, 2007.

Presentation, “Information Sources, Ethics, and Supplier Commitment: Influencing Supplier Relationship Satisfaction” Greer, B., and Hill, J.A., Decision Sciences National Conference, San Antonio, Texas, 2006.

Presentation “Optimal Production in Supply Chains with Uncertain Information”, LeBlanc, J., Hill, J.A., Harder, J.H., and Greenwell, G.W., Informs National Conference, Pittsburgh, PA, 2006.

Presentation “Recursive Behavior of Safety Stock Reduction: The Effect of Lead-Time Uncertainty”, Wang, P., and Hill, J.A., POMS National Conference, Boston MA, 2006.

Presentation “The Effect of Lead Time Uncertainty on the Normality Assumption Error”, Hill, J.A., and Wang, P., POMS National Conference, Chicago, Illinois, 2005.

Presentation “Uncovering the determinants of process mobility: evidence from the beverage industry”, Hill, J.A., POMS international conference, Cancun, Mexico, 2004.

Presentation “The Modified All-Unit Discount Cost Functions in Supply Chain Models: Heuristics for Large-Scale Applications”, Galbreth, M.R., and Hill, J.A., POMS International Conference, Cancun, Mexico, 2004.

Session Chair “JIT Production” National Decision Sciences Institute Meeting, Washington D.C. 2003.

Presentation: “Determinants of process mobility in beverage industries”. Hill, J.A., Decision Sciences Institute National Meeting, San Diego, 2002.

Session Chair “Teaching Innovation” National Decision Sciences Institute Meeting, San Francisco 2001.

Presentation: “Information Sharing in Business-to-Business Supply Chains”. LeBlanc, L. J., Hill, J., & Dilts, D. INFORMS, San Antonio, November 6, 2000.

Presentation: “Heuristics for Master Production Scheduling Make-to-Stock Sequence Dependent Products in Process Industries” Hill, J.A., Berry, W.L., Schilling, D.A., National Decision Sciences Institute Meeting, Las Vegas, 1998.

Presentation: “Integrating MRPII and Process Flow Scheduling in Process Industries” Berry, W.L., Schilling, D.A., Hill, J.A., National Decision Sciences Institute Meeting, San Diego, 1997.

Discussant: “Impact of Marketing and Manufacturing Strategies, Conflicts, and Morale on Performance: An Empirical Investigation”. National Decision Sciences Institute Meeting, Orlando, 1996.

Discussant: “Manufacturing Strategy: An Empirical Investigation”. National Decision Sciences Institute Meeting, Boston, 1995.

## **Teaching**

### **MBA Courses**

The Ohio State University, *MBA Core Operations and Supply Management*. Topics include Operations Strategy, Lean Management, Quality, Project Management, and Supply Chain. ***Awarded the 2014 Max M. Fisher College of Business Outstanding Full-Time MBA Core Professor.***

The Ohio State University, *Matching Supply with Demand*. Topics include the newsvendor problem, the style goods problem, yield management, risk management, Supply Chain Coordination, and New Product Introduction. ***Awarded the Max M. Fisher College of Business Outstanding Full-Time MBA Elective Professor by MBA Class of 2011.***

Vanderbilt University, *MBA Core Operations and Supply Management*. Topics include Operations Strategy, Lean Management, Quality, Project Management, and Supply Chain.

## **Undergraduate Courses**

The Ohio State University, *MBA Core Operations and Supply Management*. Topics include Operations Strategy, Lean Management, Quality, Project Management, and Supply Chain.

## **Executive Education**

The Ohio State University, *EMBA Core Operations and Supply Management*. Topics include Operations Strategy, Lean Management, Quality, Project Management, and Supply Chain.

The Ohio State University, *MBOE Behavioral Supply Chain Management*

Director Fisher College of Business Supplier Diversity Executive Education Program

## **University Service**

Provost Search Committee

CIO Search Committee

Fisher College of Business Executive Education Director Search Committee

Chair, Fisher College of Business Diversity Committee

Ohio State University Supplier Diversity Committee

## **Graduate Student Committee Service**

Stephanie Eckerd – Ohio State – PhD Operations Management

Keith Skowronski – Ohio State – PhD Operations Management

Mengyang Pan – Ohio State – PhD Operations Management

## **Professional Organizations**

- Decision Sciences Institute
- INFORMS
- POMS
- Academy of Management

## **Grants**

JP Morgan Chase Ascend Grant (2017 – Present) \$1.1 Million, Minority Supplier Development – Executive Education Fisher College of Business, The Ohio State University  
Managing Director – Ascend Columbus at The Ohio State University

Ohio Minority Supplier Development (2016, 2017) \$150,000, Minority Supplier Development – Executive Education Fisher College of Business, The Ohio State University

JP Morgan Chase Ohio Minority Business Research Grant (2019) \$50,000

## **Education**

Ph.D., Ohio State University, Fisher College of Business, Columbus, Ohio.

M.B.A., Case Western Reserve University, Weatherhead School of Management, Cleveland, Ohio.

B.S., Electrical Engineering, University of Dayton, Dayton, Ohio.

## **Professional Experience**

### **Vanderbilt University**

Assistant Professor of Operations Management

### **Pepsi Co.**

Supplier Development Manager: Responsible for purchasing materials and services for entire central division of Pepsi Cola.

Production Manager: Managed over 100 people in plant that produced over 35 million cases. Responsible for production control, scheduling, and quality of five bottling lines.