

# Ozge Sahin

University of Michigan  
Ross School of Business  
701 Tappan Avenue R4412  
Ann Arbor, MI 48109-1234

Phone: (734) 764-3191  
Fax: (734) 764-2555  
Email: [ozge@umich.edu](mailto:ozge@umich.edu)  
Homepage: <http://webuser.bus.umich.edu/ozge>

## Research Interests

Revenue management and pricing: Inter-temporal consumer behavior, Non-linear pricing, Competition with real options

Supply chain management: Joint pricing and inventory control, Incentives and contract design

## Education

Ph.D. Operations Research, Columbia University, New York, NY 2007.

Areas of concentration: Supply Chain and Revenue Management

Dissertation: Inter-temporal Valuations, Product Design and Revenue Management

M.S. Operations Research, Columbia University, New York, NY 2003.

B.S. Industrial Engineering, Bilkent University, Ankara, Turkey 2001.

## Professional Experience

*Ross School of Business, University of Michigan, Ann Arbor,*

Assistant Professor of Operations Management, 2006-present.

*IBM T.J. Watson Research Center, Yorktown Heights, New York*

Intern, Summer 2005.

Worked on dynamic pricing and revenue management strategies for services.

*Lucent Technologies, Murray Hill, New Jersey*

Consultant, 2003-2006.

Conducted market segmentation study and determined base stock levels for complex supply chain networks; analyzed the benefits of manufacturing lead-time reductions. Applications of revenue management and contract design to manufacturing and services.

*Colgate-Palmolive Company, Istanbul, Turkey*

Analyst, Summer 2000.

Conducted database management system studies to help prepare internal and external reports; produced a report with suggestions for further improvement opportunities.

## Research

### *Publications*

Strategic Management of Distressed Inventories (with G. Gallego and R. Phillips), POMS Special Issue on Revenue Management and Dynamic Pricing, 17-4, 2008, pp. 402-415 .

Revenue Management with Partially Refundable Fares (with G. Gallego), Operations Research, 58 (4, Part 1 of 2)817-33.

### *Working Papers*

Competition with Partially Refundable Fares, (with G. Gallego)

Managing Demand and Supply for Multiple Products Through Dynamic Pricing and Capacity Flexibility (with O. Ceryan and I. Duenyas)

Mechanisms to Induce Buyer Forecasting: Do Suppliers Always Benefit From Better Forecasting?, (with T. Amornpetchul and I. Duenyas)

Contracts, Biases and Consumption of Access Services, (with S. Leider)

Price Discrimination in Service Industries (with A. Lambrecht, K. Seim, N. Vilcassim, A. Cheema, Y. Chen, G. Crawford, K. Hosanagar, R. Iyengar, O. Koenigsberg, R. Lee, E. Miravete)

### *Work in Progress*

Creative Destruction and Asset Returns, (with F. Palomino)

Conditional Promotions and Revenue Management, (with HS Ahn and T. Amornpetchul)

Event Revenue Management with Secondary Market

Dynamic Pricing and Capacity Control with Consumer Upgrades, (with O. Ceryan and I. Duenyas)

Strategic Consumers and Upgrade Policies, (with O. Ceryan and I. Duenyas)

## Teaching

### *Ross School of Business, University of Michigan, Ann Arbor*

Business Statistics and Management Science (BBA) Winter 2007-09, 2011 (4.7/5)

Revenue Management (MBA) Winter 2011

Ph.D course on Revenue Management and Pricing Winter 2008 (4.9/5)

Multidisciplinary Action Project Faculty Advisor, 16 project teams (MBA) Winter 2007, 2010 (9.5/10)  
Companies: Microsoft (5 projects), Orbitz, Bestbuy, Toyota, Cingular, WaMu, Banco Popular, Novartis, United Airlines, RFE, Sundaram, Koinonia Foundation

Tauber Institute for Global Operations Project Faculty Advisor (MBA, MS), Companies: Boeing, GE, Dell, Dow Chemical 2007-10

*Department of Industrial Engineering & Operations Research, Columbia University, New York*

Teaching Assistant and Recitation Instructor for

Introduction to Operations Research Stochastic Models; Industrial Information Systems; Production Management; Industrial Economics; Introduction to Probability and Statistics; Capacity Planning; Models, Algorithms and Applications

## Invited Talks

2004 - 2006

INFORMS Annual Meeting, RM and MSOM Clusters, Denver; IBM T.J. Watson Research Center, New York; 5th Annual INFORMS Revenue Management and Pricing Section Conference, MIT; Air France Marketing and Network Management Group, Paris; DIMACS Workshop, Rutgers University, New Jersey; AGIFORS Annual Symposium, Guarujá, Brazil; INFORMS Annual Meeting, RM Cluster, San Francisco; University of Michigan, Ann Arbor

2006

UCLA; USC; University of Chicago; University of California at Berkeley; University of Toronto; The University of Texas at Austin; University of North Carolina; Sabanci University; INSEAD; 6th Annual INFORMS Revenue Management and Pricing Section Conference, Columbia University, New York; AGIFORS Annual Symposium, Rome, Italy; INFORMS Annual Meeting, RM Cluster, Pittsburgh

2007

INFORMS Annual Meeting, RM Cluster, Seattle

2008

8th Annual INFORMS Revenue Management and Pricing Section Conference, University of Montreal, Montreal; INFORMS Annual Meeting, RM Cluster, Washington DC; Hosmer Lunch Seminar Series, University of Michigan

2009

Kellogg School of Management, Northwestern University; INFORMS Annual Meeting, RM and MSOM Clusters, San Diego;

2010

8th Triannual Invitational Choice Symposium, Key Largo; 10th Annual INFORMS Revenue Management and Pricing Section Conference, Cornell University, Ithaca; INFORMS Annual Meeting, RM Cluster, Austin

## Professional Activities

Member of INFORMS, INFORMS Revenue Management and Pricing Section, MSOM Society

Reviewer for Operations Research, Management Science, MSOM, Naval Research Logistics, POMS Journal

Panel judge, 2010 MSOM Student Paper Competition

OMS Departmental Seminar Coordinator 2008-2009, 2009-2010, 2010-2011

## Honors, Awards, & Fellowships

Full Scholarship and Teaching Assistantship awarded by Columbia University, 2001-2006

Full Scholarship throughout undergraduate education awarded by Bilkent University, 1997-2001

High Honors List, Bilkent University, 1997-2001

Graduated in the top five from the Department of Industrial Engineering, Bilkent University, 2001

Ranked 156th among 1.5 million in National University Entrance Exam in Turkey, 1997

AGIFORS Annual Symposium Most Innovative Research Award, Guarujá, Brazil, September 2005

AGIFORS Anna Valicek Medal, October 2006

## Students Advised

Bowei Cheng (2007 - 2009)

Oben Ceryan (2007 - 2010)

Thunyarat Amornpetchkul (2009 - present)

Yao Cui (2010 - present)