

R. Samuel Sale

Ryan.Sale@UTRGV.edu

Education: DBA in Management (2008)
Sep 2006 – Aug 2008 Louisiana Tech University
Concentration in operations management and supply chain management
Sep 2003 – Aug 2006 The Ohio State University
Completed all coursework for PhD in operations management with dual minors in quantitative methods and operations research.

MS in Engineering Management (2003)
Jan 2002 – Aug 2003 University of New Orleans

BS in Industrial Engineering (2001)
Sep 1997 – Nov 2001 Louisiana Tech University

Current Research Interests: I am interested in several areas of research within operations and supply chain management. I am currently focusing on a stream of interdisciplinary research that includes elements from operations management, operations research, and marketing. It investigates the use of constrained optimization to solve dynamic lot sizing problems with price elasticity and new product introduction.

Publications: Sale, R., Mesak, H., and Inman, R., 2017. A Dynamic Marketing-Operations Interface Model of New Product Updates. *European Journal of Operational Research*, 257(1), 233-242.

Kenyon, G., Sale, R., Hozak, K., and Chiou, P., 2016. Development of the Yield-Based Process Capability index C_{py} to Flexibly and Accurately Measure Conformance. *International Journal of Quality and Reliability Management*, 33(7), 882-899.

Hozak, K. and Sale, R., 2015. Sales and Operations Planning (S&OP) Spreadsheet Homework. *International Journal of Information and Operations Management Education*, 6(1), 1-13.

Sale, M., Sale, R., and Cheek, R., 2015. Using AHP to Develop a Measure of Webpage Presence. *Academy of Strategic Management Journal*, 14(1), 109-118.

Sale, M. and Sale, R., 2015. Financial Rewards of Social Actions. *Academy of Accounting and Financial Studies Journal*, 19(2), 225-231.

- Publications Continued:** Sale, R. and Sale, M., 2015. Supplier Selection of a Component to be used in Products for Diverse Markets. *Journal of Cost Management*, 29(6), 40-48.
- Sale, M., and Sale, R., 2013. Theory of Constraints as Related to Improved Business Unit Performance. *Journal of Accounting and Finance*, 13(1), 108-114.
- Inman, R., Sale, R., Green, K., and Whitten, D., 2011. Agile Manufacturing: Relation to JIT, Operational Performance, and Firm Performance. *Journal of Operations Management*, 29(4), 343-355.
- Sale, M. and Sale, R., 2011. Data Envelopment Analysis-An Application to Empirical Supply Chain Management Research. *Advances in Management*, 4(9), 23-30.
- Sale, M. and Sale, R., 2010. Indirect Cost Rate Variation Determinants in University Research: An Empirical Investigation. *Research in Higher Education Journal*, 6(1), 84-91.
- Sale, R. and Atinc, G., 2008. A Real Options Approach for Entrepreneurs Making Decisions Under Uncertainty. *Issues in Innovation*, 2(1), 38-64.
- Sale, R. and Sale, M., 2005. Lending Validity and Consistency to Performance Measurement. *Managerial Auditing Journal*, 20(9), 915-927.
- Sale, M., Sale, R., and Cheek, R., 2003. From Essential Characteristic to Oxymoron: Accounting Ethics Under the Gun. *Journal of Legal, Ethical, and Regulatory Issues*, 6(1), 65-76.
- Presentations and Proceedings:** Downey, C., and Sale, R., 2020. What to Know Before you Go, 24th Annual Western Hemispheric Trade Conference, Laredo, Texas.
- Downey, C., Sale, R., and Adams, R., 2019. Emerging Markets: Buyer Beware, 23rd Annual Western Hemispheric Trade Conference, Laredo, Texas.
- Sale, R., Downey-Adams, C., Hozak, K., 2017. Internet Monetization: Beyond E-tail and Ad Revenue, 2017 Decision Sciences Institute Annual Meeting, Washington DC.
- Sale, R., Inman, R., and Mesak, H., 2014. Sensitivity Analysis for a Marketing-Operations Interface Model of Consumer Product Updates. 2014 Decision Sciences Institute Annual Meeting, Tampa, Florida.

**Presentations
and
Proceedings
Continued:**

Sale, M., Sale, R., and Cheek, R., 2014. Are my Webpage and I on the Same Page?. *2014 Allied Academies International Conference*, Las Vegas, Nevada.

Sale, M. and Sale, R., 2014. The Payoff of Paying it Forward. *2014 Allied Academies International Conference*, Las Vegas, Nevada.

Sale, M. and Sale, R., 2011. Guide to Managing the Successful Implementation of a New Information System. *Winter 2011 Meeting of the Academy of Business Research*, Las Vegas, Nevada.

Sale, R. and Sale, M., 2011. Data Envelopment Analysis in Business Research: A Tutorial for the Curious Researcher with an Empirical Example from Supply Chain Management. *2011 Meeting of the Decision Sciences Institute Southwest Region*, Houston, Texas.

Sale, R., Kenyon, G. and Chiou, P., 2010. A General-Purpose, Yield-Based Process Capability Index. *41st Annual Meeting of the Decision Sciences Institute*, San Diego, California.

Kenyon, G. and Sale, R., 2010. Calculating Process Capability Index with Limited Information. *21st Annual POMS Conference*, Vancouver, Canada.

Sale, R., Kenyon, G., and Stodnick, T., 2009. The Impact of Strategy, Structure, and Practice on Manufacturing Performance. *2009 Decision Sciences Institute Annual Meeting*, New Orleans, Louisiana.

Sale, M. and Sale, R., 2009. Indirect Cost Rate Variation for University Research: An Empirical Investigation of Overhead Rate Determinants. *Fall 2009 Academic and Business Research Institute Conference*, Orlando, Florida.

Sale, R. and Sale, M., 2009. Data Envelopment Analysis: A Primer for Novice Users and Students at all Levels. *Fall 2009 Academic and Business Research Institute Conference*, Orlando, Florida.

Sale, R. and Sale, M., 2009. An Illustrated Introduction to Data Envelopment Analysis. *20th Annual POMS Conference*, Orlando, Florida.

Stodnick, T. and Sale, R., 2008. A Longitudinal Study of Changes in Service Quality Expectations. *39th Annual Meeting of the Decision Sciences Institute*, Baltimore, Maryland.

Presentations and Proceedings Continued: Sale, M. and Sale, R., 2008. Empirical Investigation of the Comparative Financial Performance of Baldrige Award Winners. *2008 Meeting of the Southwest Academy of Management*, Houston, Texas.

Stodnick, T., Anand, G., and Sale, R., 2007. Is Product Quality about More than Just the Product? *38th Annual Meeting of the Decision Sciences Institute*, Phoenix, Arizona.

Stodnick, T. and Sale, R., 2007. A Longitudinal Study of the Zone of Tolerance. *Production and Operations Management Society College of Service Operations and EurOMA Conference*, London, England.

Sale, R. and Sale M., 2007. Supplier Selection with Component Commonality. *18th Annual Conference of the Production and Operations Management Society*, Dallas, Texas.

Sale, R. and Sale M., 2007. An Innovative Approach to Component Supplier Selection in the Presence of Component Commonality and Diverse End-Item Market Requirements. *14th Annual Meeting of the American Society of Business and Behavioral Sciences*, Las Vegas, Nevada.

Sale, M., Sale, R., and Cheek, R., 2002. Accounting Ethics, No Joking Matter: A Multi-Dimensional View of Influences. *Academy of Legal, Ethical, and Regulatory Issues*, Las Vegas, Nevada.

Dissertation: Sale, R., 2008. Optimal Lot-Sizing, Pricing, and Product Intergenerational Lifecycle Decisions for the Case of Disruptive Innovations in Fashion.

Teaching Experience: Aug 2015 – Present UT Rio Grande Valley
Statistics (QUMT 2341)

Materials Management (MGMT 4300/MTML4320)
Forecasting (MTML 4310)
Operations Management (MGMT 4363)
Quality Management (MGMT 4365)
International Logistics (INTB 4367)
Supply Chain Management (MGMT 4367)
Project Management (MGMT 4370)
Global Procurement (INTB 6306)

Aug 2013 – July 2015 UT Brownsville
Business Principles (BUSI 1301)
Principles of Management (MANA 3361)
Operations Management (MANA 3363)
International Supply Chain Management (INTL 3392)

Teaching Experience Continued: Business and Society (MANA 4352)
Topics in Management (MANA 4367/MTML 4310)
Supply Chain Management Strategy (MANA 6365)

Aug 2008 – May 2013 Lamar University
Principles of Management (MGMT 3310)
Operations Management (MGMT 3320)
Strategic Analysis (MGMT 4370)
Supply Chain Management (MGMT 5370)

Nov 2007 – May 2008 Louisiana Tech University
Operations Management (MGMT 333)
Industrial Management (MGMT 475)
Systems and Operations Management (MGMT 476)

Jan 2004 – Aug 2006 The Ohio State University
Introduction to Operations Management (BUSMGT 630)

Service: Chair of the Faculty Evaluation Committee (2021 – Present)
Head of program assessment (2021 – Present)
Member of UT RGV Faculty Senate Executive Committee (2021 – Present)
Member of UT RGV Faculty Senate (2015 – Present)
Member of the Faculty Evaluation Committee (2016)
Member of UT RGV COBE Ways and Means Committee (2015 – 2016)
Volunteer Referee at American Mexican Taekwondo Association World Tournament (2013-2016)
Member of UT Brownsville Faculty Senate (2014 – 2015)
Member of UTRGV Business Discussion Group (2014 – 2015)
Member of UTB Management and Marketing department SACS accreditation Committee (2014 – 2015)
Member of UTB Management and Marketing department Assurance of Learning Committee (2014 – 2015)
Session Chair at *Allied Academies International Conference* (2014)
Member of Lamar University Faculty Senate (2011 – 2013)
Member of Faculty Senate Subcommittee on Faculty Issues (2012 – 2013)
Member of Faculty Senate Subcommittee on Faculty Development (2012 – 2012)
Member of College Faculty Development Committee (2012 – 2013)
Member of College Undergraduate Curriculum Committee (2011 – 2013)
Member of assessment committees at Lamar University (2008 – 2012)
Session Chair at *Decision Sciences Institute Southwest Regional Conference* (2011)
Faculty Advisor for American Society for Quality at Lamar University (2009 – 2011)

Service Member of Editorial Review Board of *Issues in Innovation* (2007 – 2010)

Continue: Member of search committees at Lamar University (3 committees)
 Member of MBA exit committees at Lamar University (3 committees)
 President of INFORMS chapter at Louisiana Tech University (2007 – 2008)
 VP of DBA Association at Louisiana Tech University (2007 – 2008)
 Reviewer for *Issues in Innovation* (at hoc)
 Reviewer for *International Journal of Productivity and Performance Management* (ad hoc)
 Reviewer for *Decision Sciences* (ad hoc)
 Reviewer for *Journal of Operations Management* (ad hoc)
 Reviewer for *Journal of Business Research* (ad hoc)
 Reviewer for *International Journal of Information Technology and Decision Making* (ad hoc)
 Book reviewer for John Wiley and Sons, Inc. (ad hoc)

Awards: Best Paper of Track Award for Sale, M. and Sale, R., 2009.
 Distinguished Research Award for Sale, M., Sale, R., and Cheek, R., 2002

Professional Affiliations: Member of the Decision Sciences Institute
 Member of the Production and Operations Management Society
 Member of the Institute for Operations Research and the Management Sciences
 Member of the Academy of Management
 Member of the American Society for Quality
 Member of the Allied Academies

Other Experience: Professional Certification, SAP, (2013)
 Completed 2-day SAP ERPsim course, gained instructor status and the right to use ERPsim in classroom settings

Professional Certification, SAP, (2009)
 Completed 10-day SAP ERP course, passed the TERP10 exam, and became an SAP Certified Solution Associate of Business Processes

Doctoral Internship, Lexmark, Lexington, KY (2005)
 Developed the algorithm to streamline global supply planning for printer cartridges

Various Grant Supported Research, Avondale Shipyard, New Orleans, LA (2002 – 2003)

Used analytical methods to help design a vessel for the US Navy; used analytical methods to help troubleshoot the design of a vessel for the US Marine Corps