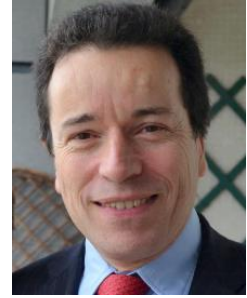


XAVIER BRUSSET

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France

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French, English and Spanish: total fluency in speech and writing.
Married, 3 children



Academic experience

Skema Business School

2016–

Lille

Associate Professor of Supply Chain Management in the Digitalisation Academy
Director of the MSc in Supply Chain Management & Purchasing
Director of the ShaRP research lab (15 researchers)
Course of Supply Chain & SCOR Models
Course of Risk & Supply Chain Management
Course of Supply Chain Management in the Executive Education MBA
Course of Research Methodology
Course of Green Supply Chain Management

Toulouse Business School

2015– 2016

Toulouse

Professor of Logistics & Supply Chain Management in the Information, Operations and Decision Science Department
Course in Supply Chain & Purchasing Management (undergraduate)
Module Managing subcontractors in aerospace (Executive Education)

ESSCA School of Management

2009- 2015

Paris

Associate Professor of Logistics & Supply Chain Management in the Management Department
In charge of the Sourcing & Supply Chain Management Master2
Scientific Coordinator of the Centre of expertise and Research in Retailing (CeRR).
Courses in Operations Management in Angers and Paris– (Graduate & Master level, English)
Course in Global Sourcing & Corporate Strategy in Shanghai – (Master level, English)
Course in Logistics strategy and Supply Chain Management – (Master Level, French)
Course in Supply Chain Management – (Master Level, English)
Courses in Global Supply Chain Management, Retail and Distribution in Lima, Peru – (Spanish)

TransLogisTIC research project

2007-2009

Louvain la Neuve, Belgium

Project leader for supply chain and logistics management software suite developed within the Centre of Excellence in Supply Chain Management (CESCM), in charge of 5 doctoral student research team, budget 980 K€.

Université Catholique de Louvain (UCL)

2003-2009

Louvain la Neuve, Belgium

PhD Program in logistics and supply chain management within the Louvain School of Management (LSM)

Industrial experience

WebLogistix,

2000-2002

Buenos Aires

Co-Founder, Sales and Marketing Manager, in charge of sales, marketing, strategic alliances. Company managed to have up to 7 employees, today 2 persons, 8 large industrial customers. Seed money: 950 KUS\$.

Commercial representation of PERAX, AREAL

1997- 2000

Buenos Aires

Exclusive rights for the MERCOSUR. Signed a 750 KUS\$ contract with the agro-industrial mill association

Banque Française du Commerce Extérieur (NATEXIS Banking Group) Paris	1995-1997
<i>Manager of MoneyMarket Fund. Creation of new investment vehicles. Performance lifted fund from position 150 to 23rd in 12 months.</i>	
Société Générale Bank Paris	1994 - 1995
<i>«Fixed Income Strategist ». In charge of strategies using bonds and bond derivatives. Creation of a bond index tracking model. Research into Yield Curve models. In charge of a team of up to 6 trainees.</i>	
Paine Webber France Paris	1992 - 1994
<i>Broker on European futures markets; serving international institutional client base. Intermediation volume doubled between 1992 and 1993. 2 month mission in the US.</i>	
X.Dupont-F.Denant Stockmarket Broker Paris	1987 - 1992
<i>MATIF broker ; in charge of acquiring new customers and developing new market segments.</i>	
<i>Broker in non-government bonds in a team of 6 brokers, in charge of a portfolio of institutional investors.</i>	

Diplomas

Université Paris Ouest Nanterre La Défense <i>Habilitation à Diriger des Recherches (in management science)</i>	2016
Université Catholique de Louvain <i>Doctorat en sciences de gestion (PhD in management science)</i>	2010
<i>Diplôme d'Etudes Approfondies in Supply Chain Management</i>	2003
ESCP-Europe <i>major in International Business.</i>	

Research grants & projects

Baromètre de la Supply Chain <i>Survey of Supply Chain practice on meeting fluctuating demand and uncertainty</i>	2012
<i>Survey of French Supply Chain Managers' practice of robustness and agility</i>	2011
TransLogisTIC project <i>Tracking and supply chain management decision support systems</i>	2007-2010
L'Oréal Logistics Research Program <i>Logistics & Supply Chain applied research as part of the industrial collaboration program between L'Oréal and Louvain School of Management</i>	2005-2006
Imerys Specialty Minerals <i>Supply Chain & Logistics study (including 10 plants in Europe); extension to road transport contract renegotiation</i>	2004-2005

Papers under review in peer reviewed journals

Mitigating the consequences of abnormal weather: evidence from the cosmetics industry in the framework of chaos theory <i>X. Brusset, J.-L. Bertrand,</i>	2018
Hedging weather risk and coordinating supply chains <i>X. Brusset, J.-L. Bertrand, Journal of Operations Management (FT list, AJG4, CNRS 1)</i>	2018
Comparing price-only and minimum purchasing commitment contracts	2018

X. Brusset, M. Drake, submitted to *Journal of the Operational Research Society*, (AJG3, CNRS 2)

The impact of logistics turbulence on performance and the mitigating role
of management controls 2018
X. Brusset, Z. Djerbi, submitted to *Supply Chain Forum: an International Journal*, (AJG1, CNRS4)

Papers published in peer reviewed journals

Managing the financial consequences of weather variability 2018
Jean-Louis Bertrand, X. Brusset, *Journal of Asset Management*, Special Issue, pp 1-15 (AJG2, CNRS 4)

Editorial: Special issue: Colloquium on European Retail Research 2016 (CERR) 2017
X. Brusset, C. Teller, H. Kotzab, *International Journal of Retail & Distribution Management*, vol. 45(7/8), pp 686-688, (CNRS 3, AJG2)

Supply chain capabilities, risks, and resilience 2017
X. Brusset, C. Teller, accepted by the *International Journal of Production Economics*, vol. 184, pp 59-68, (CNRS1, AJG3)

Editorial: Special issue: Colloquium on European Retail Research 2014 (CERR) 2016
H. Kotzab, C. Teller, X. Brusset, *International Journal of Retail & Distribution Management*, vol. 44(3), (CNRS 3, AJG2)

Intrinsic impediments to category captainship collaboration 2016
X. Brusset, P.J. Agrell, *Journal of Industrial and Management Optimization*, Vol.13(1), pp 113-133, (AJG 1)

When manufacturers hold information back from strong suppliers 2016
X. Brusset, *RAIRO Operations Research*, vol. 50(3), pp 553-565 (CNRS3, AJG1)

Does supply chain visibility enhance agility? 2016
X. Brusset, *International Journal of Production Economics*, vol. 171, pp 46-59 (CNRS1, AJG3)

Assessing and hedging the cost of unseasonal weather: the case of the apparel sector 2015
J-L. Bertrand, X. Brusset, M. Fortin, *European Journal of Operational Research*, vol. 244(1), pp 261-276 (CNRS1, AJG4)

Dynamic supply chain coordination games with repeated bargaining 2015
X. Brusset, P.J. Agrell, *Computers & Industrial Engineering*, vol. 80, pp 12-22 (CNRS3, AJG2)

Estimating the supply chain efficiency loss when the seller has to estimate the buyer's
willingness to pay 2014
X. Brusset, *RAIRO Operations Research*, vol. 48(4), pp 477-496, (CNRS3, AJG1)

La reverse logistique en tant qu'avantage compétitif 2014
F. Brach, X. Brusset, *Revue Française de Gestion Industrielle* vol. 33(1), pp 33-53, (CNRS4)

Editorial: Special issue: Colloquium on European Retail Research 2012 (CERR) 2013
X. Brusset, *International Journal of Retail & Distribution Management*, vol. 41(4), (CNRS3, AJG2)

Avantages économiques du partage de l'information dans une chaîne étendue 2012
X. Brusset; *Revue Française de Gestion Industrielle*, vol. 31, n°2, pp 103-119, (CNRS4).

Choosing a transport contract over multiple periods 2009
X. Brusset; *International Journal Logistics Systems and Management*, Vol. 5, (2-3), pp 273-322.

Optimizing an objective function under bivariate probability 2007
X. Brusset, N. Temme; *European Journal of Operational Research*, Vol. 179 (2), pp 444-458. (CNRS1, AJG 4)

Research Reports

Reports on Development of an internet platform of services to logistic service providers and shippers (TransLogisTIC Project):

- Etude microéconomique sur les impacts sur les PME dans le transport des outils fournis par le projet TransLogisTIC* 2009
- Etude du modèle économique pour l'entité commerciale qui pourra commercialiser les résultats de la recherche du projet TransLogisTIC* 2008

Thesis, books and book chapters

- Cas en distribution** 2013
Directeur et auteur, Collection études de cas, dirigée par Gérard Charreaux, Patrick Joffre et Gérard Koenig, Editions EMS,
- Modeling contractual relationships in transport,** 2010
Séries des thèses de l'Université catholique de Louvain, Publisher : Presses Universitaires de Louvain, Louvain la Neuve, Belgium
- Logistik Management – Systeme, Methoden, Integration** 2009
Chapter 2: “Multi-period contracts in transport under asymmetric information and prior investments”, p 37-54, Editors: Stefan Voß, Julia Pahl and Silvia Schwarze, Publisher : Springer-Verlag, Berlin,
- Managing Supply Chains – Challenges and Opportunities** 2007
*Chapter 7: “Endogenous choice of procurement contracts in a supply chain”, p 144-173
Editors: René de Koster and Werner Delfmann, Publisher: Copenhagen Business School Press*
- Supply Chain Management – European perspectives** 2005
*Chapter 12: “Impact of information and coordination on transport procurement”, p 239-261
Editors: René de Koster and Werner Delfmann, Publisher: Copenhagen Business School Press*

Conferences with peer reviewed proceedings

- ILS 2018, Lyon, France (ILS)** 2018
*“Supply Chains and New Business Models: literature review and research agenda”
R. Delafenestre, X. Brusset*
- NOFOMA 2017, Lund, Sweden (NOFOMA)** 2017
*“The impact of logistics turbulence on performance and the mitigating role of management controls”
X. Brusset, Z. Djerbi, S. Ayoub*
- EUROMA 2017, Edinburgh, UK (EUROMA)** 2017
*“Coordinating retailers and hedging weather risk in supply chains”
X. Brusset, J-L. Bertrand*
- EURO 2016, Poznan, Poland (EURO)** 2016
*“Selling sunscreen products, come rain or shine”,
X. Brusset, J-L. Bertrand*
- Colloquium on European Retail Research 2016, Toulouse (CERR)** 2016
*“Logistic emergencies and impact on performance”, Book of Abstracts: ISBN 978-2-9549997-1-5
X. Brusset, Z. Djerbi, S. Ayoub*
- ROADEF 2015, Marseille (ROADEF)** 2015
*“Hedging against weather anomalies in the automotive industry”,
J.-L. Bertrand, X. Brusset*
- Colloquium on European Retail Research 2014, Bremen (CERR)** 2014

- "Weather effect on apparel sales in France", Book of proceedings: ISBN 978-3-00-047692-1*
J.-L. Bertrand, X. Brusset
- International Conference on Information Systems Logistics and Supply Chain, (ILS)** 2014
"Comparing single-price and minimum purchasing commitment contracts"
X. Brusset, M. Drake
- International conference on Operations Research and enterprise Systems, (ICORES)** 2014
"Weather effect on apparel sales in France", J-L. Bertrand, X. Brusset, M. Fortin
- MS&OM, Fontainebleau, (MSOM)** 2013
"Supply chains: agile, robust or flexible?" X. Brusset
- Colloquium on European Retail Research 2012, Paris, (CERR)** 2012
"Supply chains: agile, robust or both?" X. Brusset
- AMS World Marketing Congress 2011, Reims, France (WMC)** 2011
"Estimating the buyers's willingness to pay using Bayesian belief" X. Brusset, R. Cattan-Jallet
- MS&OM 2010, Haifa, Israel (MSOM)** 2010
"Estimating the buyer's willingness to pay using Bayesian belief distribution with IFR",
X. Brusset, R. Cattan-Jallet
- International Conference on Information Systems Logistics and Supply Chain (ILS)** 2010
"Prior investment information and rent distribution", X. Brusset
- Logistics Management Conference, Hamburg, Germany (LM09)** 2009
"Multi-period contracts in transport under asymmetric information and prior investments",
X. Brusset
- International Conference on Information Systems Logistics and Supply Chain (ILS)** 2008
"Transportation procurement support using data envelopment analysis",
X. Brusset, P.J. Agrell, P. Bogetoft
- European Workshop on Efficiency and Productivity analysis X,** 2007
"Transportation procurement using DEA analysis",
X. Brusset, P.J. Agrell, P. Bogetoft
- EURO XXI, Distributed Decision Making Working Group, Reykjavik, Iceland, Session TA-34** 2006
"Supply chain cannibalization and coordination in distributed decision making units",
X. Brusset, P.J. Agrell
- International Conference on Information Systems Logistics and Supply Chain, ILS** 2006
"Choosing a transport contract over multiple periods", X. Brusset
- International Working Seminar on Production Economics, Innsbruck,** 2006
"Comparing carriers using DEA multi-criteria efficiency evaluations",
X. Brusset, P.J. Agrell, P. Bogetoft
- EURO Working Group on Transportation, Poznan, Poland** 2005
"Comparing supply chain contracts in a multi-period setting", X. Brusset
- Distributed Decision Making VIII EURO Organisation, Innsbruck** 2005
"Comparison between contracts in a supply chain", X. Brusset
- CEMS: Supply Chain Management Seminar, Riezlern, Austria** 2005
"Comparison between minimum purchase, quantity flexibility and spot procurement in a supply chain"
X. Brusset
- ORBEL 19, Louvain la Neuve** 2004
"Comparison between minimum purchase, quantity flexibility and spot procurement in a supply chain",
X. Brusset
- Distributed Decision Making VII Euro Organisation, Louvain la Neuve** 2004
"Impact of contract characteristics on transport cost in a supply chain", X. Brusset
- CEMS: ESCM conference Riezlern, Austria** 2004

“Impact of contract characteristics on transport procurement”.

<http://www.fbk.eur.nl/DPT/GSCC/CONF/introduction.html>

“Endogenous choice of procurement contracts in a supply chain”, X. Brusset

European Logistics Association : Monchy-St-Eloi, France

2003 and [2005](#)

ELA Doctorate Workshop : “impact of information sharing on transport costs in a supply chain”.

Présentation. <http://www.elalog.org/>

ISIR Summer School : Eindhoven

2003

“The impact of information and coordination on transport procurement”.

<http://www.tm.tue.nl/beta/events/isir/>

Working Papers

<i>Developing growth engines industries for national competitiveness: a comparative study of Korea and France</i>	2015
<i>Logistic emergencies and management control: impact on performance, a survey</i>	2015
<i>Supply chain cannibalization and coordination in intra-chain service agreements</i>	2010
<i>Estimating the buyer's willingness to pay using Bayesian belief distribution with IFR</i>	2010
<i>Dynamic supply chain coordination games with repeated bargaining (LSM Series)</i>	2010
<i>Comparing carriers using DEA multi-criteria efficiency evaluations</i>	2006
<i>How information influences the cost of transport in a supply chain, a monte carlo simulation</i>	2005
<i>Transport contract optimization under information asymmetry: an example</i>	2004

Services to the scientific community

Workshops & conferences

Organization of the 3rd [Colloquium on European Research in Retailing](#) in Toulouse (2016)

Member of organizing and scientific committees for the 2nd Colloquium on European Research in Retailing (2014)

Organization of the 1st Colloquium on [European Research in Retailing](#) in Paris (2012)

Organization of the 1st Supply Chain [Corporate Forum](#) (2009) in the Louvain School of Management

Organization of scientific paper discussion workshops (Workshop on Logistics and supply Chain Management): 2005, 2006, 2007, 2008 (7 editions) within the Center of excellence in Supply Chain Management, Louvain School of Management

Ad hoc reviewing in Peer Reviewed Journals

Reviewer for scientific papers for the following peer-reviewed journals: Naval Research Logistics Quarterly, Decision Sciences, A Journal of the Decision Sciences Institute, European Journal of Operational Research, Central European Journal of Operations Research, International Journal of Production Economics, Operations Research, Transportation Research: Part E, Applied Mathematical Modelling.

Creation & Leading of scientific communities

Director of the ShaRP Research Lab: organization of workshops, help with scientific paper writing, teaching of various scientific matters: research, LaTeX, Structural Equation Modeling,...

Creation of the **Center of expertise and Research in Retailing (CeRR)** within ESSCA School of Management (2010). Role as leader, scientific coordinator and coach.