

# Curriculum Vitae

**Kenneth J. Petersen**

Dean, College of Business and Economics  
Boise State University

## Education and Honors

### *Michigan State University*

- Ph.D., Operations and Sourcing Management (1999), The Effect of Information Quality on Supply Chain Performance: An Interorganizational Information System Perspective (Dr. Robert M. Monczka, Advisor).
- Academic Honors
  - Eli Broad Business Fellowship (1995-1999)
  - Sigma Iota Epsilon National Honor Society

### *University of Akron*

- M.B.A., Management (1994)
- Academic Honors
  - Beta Gamma Sigma National Honor Society

### *University of Alabama*

- B.S., Finance and Economics (1988)
- Academic Honors
  - Phi Kappa Phi National Honor Society
  - Golden Key National Honor Society

## Professional and Administrative Appointments

### *Boise State University, Boise, Idaho*

- Dean, College of Business and Economics (2014-date)

Currently serving as Boise State University's Dean of the very high growth College of Business and Economics (COBE), overseeing a \$14 million budget, ~4000 students, ~120 faculty/staff and a state-of-the-art facility (Micron Business Building).

Worked in collaboration with COBE's internal and external stakeholders to develop and implement COBE's strategic plan (called *The Dream*), which focuses on excellence in (1) student/program value, (2) thought leadership, (3) financial sustainability and (4) workplace of choice. The following are representative examples of accomplishments towards each of these four goals:

*Student/Program Value* – In support of our strategic plan, the college's curricula were reviewed in their entirety and revised to ensure both quality and student access/throughput. Significant investments were made in professional academic and career advising, as well as the implementation of an "every student, every semester" required advising model for our undergraduate students, towards a goal of graduating our undergraduate students in four years. Raised \$6.7M in new COBE student scholarships (\$8.2M total), which is critical to support a student body that has grown substantially. Important new programs were developed to better serve COBE majors, and to also serve majors outside of COBE, with a special focus on students majoring in the liberal arts. Other new programs have included a "2+2"

program with the National Economics University of Vietnam, a 2+2 program with Providence University of Taiwan, a new online management degree program designed for students who attended, but did not complete their undergraduate degree program, two new Masters of Science in Economics degrees and an online extension of our Masters of Accountancy program.

*Thought Leadership* – Co-developed with Boise State University’s Dean of the College of Health Sciences Boise State University’s Blue-Sky Institute (BSI). This institute serves the campus and surrounding community by bringing together our faculty, staff, students and community across all disciplines to address the largest problems that face our society. Currently, BSI is working on local/regional poverty and mental/behavioral health in Idaho. Positioned COBE as an internal university resource for thought leadership in business, which has led to a variety of opportunities to lead business process improvement within the university. As an example, we have led six-sigma green belt training and financial management training for the faculty, staff and leadership of other colleges, including the college deans.

*Financial Sustainability* – Developed an effective budgeting program and college-focused cost accounting system to ensure that financial resources are being allocated in a way that is consistent with our strategic goals. Served as a member of Boise State University’s “Bronco Budget 2.0” incentive-based budget development team (a responsibility center management incentive-based budgeting system). Developed and implemented a suite of predictive and managerial analytics to better align teaching capacity with student demand and to better enable student acquisition and retention. Worked with other deans and unit leaders across campus to help them to implement these analytics so that they would have an improved ability to create better value for their students.

*Workplace of Choice* – Implemented professional development for all our faculty and staff. Our classified and professional staff have all received lean six sigma greenbelt training and are now empowered to use his training to continuously improve the key academic and administrative processes in our college. Developed and oversaw our “intentional culture” project, which is intentionally creating an aspirational culture that supports our strategic goals. Implemented faculty development accounts to ensure that each member of the professional and academic faculty have control of the resources needed to further their professional aspirations. Implemented the Responsible Business Initiative, joined the United Nations PRME initiative and now produce an annual triple-bottom-line sustainability report (UN PRME Award Winner, 2017). Developed and implemented the college’s first diversity and inclusion strategy. Led the reconstitution of college-level faculty governance, which is critical to the success of the college and the achievement of the college’s strategic goals.

*University of Tennessee, Knoxville, Tennessee (Gartner #3 ranked supply chain management program)*

- John H. Dove Endowed Chair of Supply Chain Management and Academic Director, Supply Chain Forum (2011 - 2014).

Led a large externally funded, executive education and scholarly initiative that provided the graduate and faculty support necessary to operate the number two ranked supply chain management program in the United States.

Developed and then taught in the premiere Global Supply Chain Executive MBA program (approx. \$100K tuition/year).

*Colorado State University, Fort Collins, Colorado*

- Academic Director of Graduate Programs (2010 - 2011)

Provided leadership for the graduate programs in the College of Business Administration (CBA). While the college had many professional and academic graduate programs, of note is a high quality “MBA at a distance” program that at that time generated around \$11M in annual funding for CBA, which operated on an \$11M base budget. This revenue was central to funding the colleges growth, as it sought to better serve its internal and external constituents.

Co-Developed the college’s “Global Social and Sustainable Master’s Program.” This program was designed to bring together developing-world students with developed world students towards the goal of creating a unique educational opportunity that would lead to the creation of enterprises that would, through social entrepreneurship, improve the livelihood of people in the developing world.

*KJ Petersen & Associates, LLC (1997-date)*

- Principal in a consulting company that focuses on helping executive leadership in large companies to improve their sourcing and supply chain strategy. Consulting engagements have included Honeywell, IBM, Raytheon, Solectron, Texas Instruments, JP Morgan Chase, Delphi and others. While this company remains incorporated as an Oregon Limited Liability Company, it is currently not conducting business until such a time as I am no longer serving in a significant university leadership capacity.

*United States Navy/United States Navy Reserve (1985 - 2002)*

- Lieutenant Commander, Supply Corps, Submarine Qualified (Honorably Discharged)

Served our country in both the enlisted ranks (sonar technician) and as a submarine-qualified officer in the Supply Corps. Over the course of this 17-year active and reserve duty career, I learned to practice leadership and management in challenging situations. As an officer of the Supply Corps, my responsibilities included leading/managing many direct reports, federal appropriation accounting/management, budget management, financial auditing, inventory management, food services management, quality assurance, human resource management, training and professional development. While operational, my

responsibilities also included leading significant operating functions of a \$2B nuclear submarine. Over the course of this career, I gained a significant appreciation for the importance of leadership in creating a culture where a team is capable and empowered to accomplish a difficult, but important mission. In addition, it became clear to me that one can only lead a large and complex organization by deeply understanding it and managing it from a system thinking perspective (i.e. leading the whole and not just the parts).

## **Academic Appointments and Honors**

### *Boise State University, Boise, Idaho*

- Professor of Supply Chain Management (2014-date)

### *Manchester Business School, Manchester, England*

- Visiting Senior Fellow (2006-2015) – Collaborated and mentored junior faculty and doctoral students. Lectured, worked on funded research projects and served as a trusted colleague.

### *University of Tennessee, Knoxville, Tennessee*

- John H. “Red” Dove Endowed Professor of Supply Chain Management (2011 - 2014). This prestigious endowed professorship was the culminating appointment in my career as a practicing faculty member in my area of academic specialty. This appointment provided the opportunity to work in a top nationally ranked academic department and to work with faculty as well as undergraduate, masters and doctoral students as a scholar/leader.
- Academic Honors
  - Nominated for the University of Tennessee Chancellor’s Teaching Award (2014)

### *Colorado State University, Fort Collins, Colorado*

- Professor (2009 – 2011)
- Academic Director of Graduate Programs (2010 - 2011) – Responsible for all of the graduate programs in the College of Business and Economics. Of particular note was a responsibility for faculty, curriculum and delivery of an \$8M/year revenue online MBA program.
- Associate Professor (2005 - 2009) – Developed the college’s supply chain management undergraduate program.
- Academic Honors
  - Awarded the College of Business *Pinnacle Award for Overall Excellence* (2009)
  - Competitively selected to receive the *EKS&H Research Fellowship*, College of Business Chair (2010-2011), *Great Western Bank Fellowship*, College of Business Chair (2007 to 2010) and *McWhinney Enterprises Fellow*, College of Business Chair (2006-2007)
  - *Dean’s Scholar* (2006/2007, 2009/2010)
  - Awarded the College of Business *Excellence in Service Award* (2007)
  - Nominated for the *Beta Gamma Sigma Most Influential Professor* (2007/8, 2008/9, 2009/10)
  - Competitively selected to attend the *Georgia State University Master Teacher Workshop* (2006)

*Arizona State University, Tempe, Arizona*


- Assistant Professor
  - Assistant Professor of Supply Chain Management (2001 - 2005)
  - Faculty Research Associate, CAPS Research (2001 - 2005)
- Academic Honors
  - Nominated as an Arizona State University Ford Business Honors Faculty Fellow (2004-2005 Academic Year)
  - Nominated for the John W. Teets Outstanding Teaching Award (2003-2004 Academic Year)
  - Nominated for the John W. Teets Outstanding Teaching Award (2001-2002 Academic Year)

*University of Oregon, Eugene, Oregon*

- Assistant Professor of Decision Sciences (1999 - 2001)

**Journal Publications** (Google Scholar: Citations = 7265, h-index = 26, i10-index = 28)

- [1] Murfield, M., Esper, T., Tate, W. & Petersen, K. (2016). Supplier Role Conflict: An Investigation of its Relational Implications and Impact on Supplier Accommodation. Journal of Business Logistics, 37(2): 168-184.
- [2] Handfield, R., Cousins, P., Lawson, B. & Petersen, K. (2015). How Can Supply Management Really Improve Performance? A Knowledge-Based Model of Alignment Capabilities. Journal of Supply Chain Management, 51(3): 3-17.
- [3] Brandon-Jones, E., Squire, B., Autry, C. and Petersen, K. (2014). A Contingent Resource-Based Theory Perspective of Supply Chain Resilience and Robustness. Journal of Supply Chain Management, 50(3), 55-73.
- [4] Tate, W., Ellram, L., Schoenherr, T. and Petersen, K. (2014). Global Competitive Conditions Driving The Manufacturing Location Decision. Business Horizons, 49(2), 14-22.
- [5] Petersen, K. & Autry, C. (2014). Supply Chain Management at the Crossroads: Divergent Views, Potential Impacts, and Suggested Paths Forward. Journal of Business Logistics, 35(1): 36-43.
- [6] Scannell, T., Petersen, K. & Curkovic, S. (2013). The Value Contribution of Manufacturing Technology Suppliers. Journal of Business Administration Research, 2(2), 39-49.
- [7] Tate, W., Ellram, L. & Petersen, K. (2013). Offshoring and Reshoring: An Update on the Manufacturing Location Decision. Journal of Supply Chain Management, 49(2), 14-22 (Top 10 most downloaded article in 2016).

- [8] Bode, C., Wagner, S., Petersen, K. and Ellram, L. (2011). Understanding Responses to Supply Chain Disruptions: Insights from Information Processing and Resource Dependence Perspectives. Academy of Management Journal, 54(4).
- [9] Cousins, P., Lawson, B., Petersen, K. and Handfield, R. (2011). Breakthrough Scanning, Supplier Knowledge Exchange and New Product Development Performance. Journal of Product Innovation Management.
- [10] Cannon, J., Doney, P., Mullen, M. and Petersen, K. (2010). Building Long-Term Orientation in Buyer-Supplier Relationships: The Moderating Role of Culture. Journal of Operations Management, 28(6), 506-521.
- [11] Cousins, P., Handfield, R., Lawson, B. and Petersen, K. (2009). Strategic Purchasing, Supply Management Practices and Buyer Performance Improvement: An Empirical Study of UK Manufacturing Organizations. International Journal of Production Research, 47(10), 2649-2667. *Authors contributed equally and are listed in alphabetical order.*
- [12] Handfield, R., Petersen, K., Cousins, P. and Lawson, B. (2009). An Organizational Entrepreneurship Model of Supply Management Integration and Performance Outcomes. International Journal of Operations and Production Management, 29(2): 100-126. *Authors contributed equally.*
- [13]  Lawson, B., Cousins, P., Petersen, K., and Handfield, R. (2009). Knowledge Sharing in Collaborative Product Development: The Impact of Formal and Informal Socialization Processes. Journal of Product Innovation Management, 26(2):156-172. Emerald Citations of Excellence Award (2013 - chosen as one of the top 50 articles published since 2009 in the top 300 management journals in the world (approximately 15,000 articles competed for the award). *Authors contributed equally.*
- [14] Petersen, K., Handfield, R., Lawson, B. and Cousins, P. (2008). Buyer Dependency and Relational Capital Formation: The Mediating Effects of Socialization Processes and Supplier Integration. Journal of Supply Chain Management, 44(4), 53-65. *Authors contributed equally.*
- [15] Ogden, J., Lowry, P., Petersen, K. and Carter, P. (2008). Explaining the Key Elements of Information Systems-based Supply-Chain Strategy that are Necessary for Business-to-Business Electronic Marketplace Survival. Supply Chain Forum: An International Journal, 9(1), 92-110.
- [16] Petersen, K., Ogden, J. and Carter, P. (2007). B2b E-Marketplaces: A Typology by Functionality. International Journal of Physical Distribution and Logistics Management, 37(1), 4-18.

- [17] Cousins, P., Handfield, R., Lawson, B. and Petersen, K. (2006). Creating Supply Chain Relational Capital: The Impact of Formal and Informal Socialization Processes. Journal of Operations Management, 24(6), 851-863. *Authors contributed equally and are listed in alphabetical order.*
- [18] Krause, D., Terpend, R. and Petersen, K. (2006). Bargaining Stances and Outcomes in Industrial Negotiations. Journal of Supply Chain Management, 42(3), 4-15.
- [19] Ogden, J., Petersen, K. and Carter, J. (2005). Supply Management Strategies for the Future: A Delphi Study. Journal of Supply Chain Management, 41(3), 29-48.
- [20] Petersen, K., Ragatz, G. and Monczka, R. (2005). An Examination of Collaborative Planning Effectiveness and Supply Chain Performance. Journal of Supply Chain Management, 41(2), 14-25.
- [21] Petersen, K., Handfield, R. and Ragatz, G. (2005). Supplier Integration into New Product Development: Coordinating Product, Process, and Supply Chain Design. Journal of Operations Management, 23(3-4), 371-388 (Most cited Journal of Operations Management article 2006-2010).
- [22] Carter, C., Kaufmann, L., Beall, S., Carter, P., Hendrick, T. and Petersen, K. (2004). Reverse Auctions - Grounded Theory from the Buyer and Supplier Perspective. Transportation Research Part E: Logistics and Transportation Review, 40(3), 229-254.
- [23] Petersen, K., Handfield, R. and Ragatz, G. (2003). A Model of Supplier Integration into New Product Development. Journal of Product Innovation Management, 20(4), 284-299.
- [24] Ragatz, G., Handfield, R. and Petersen, K. (2002). Benefits Associated with Supplier Integration into New Product Development Under Conditions of Technology Uncertainty. Journal of Business Research, 55(5), 389-400.
- [25] Petersen, K., Frayer, D. and Scannell, T. (2000). An Empirical Investigation of Global Sourcing Strategy Effectiveness. The Journal of Supply Chain Management, 36(2), 29-38.
- [26] Handfield, R., Ragatz, G., Petersen, K. and Monczka, R. (1999). Involving Suppliers in New Product Development. California Management Review, 42(1), 59-82. Republished in Managing Strategic Innovation and Change: A Collection of Readings, Tushman, L. and Anderson P. (eds.), Oxford University Press, 2004, 506-522.
- [27] Monczka, R., Petersen, K., Handfield, R. and Ragatz, G. (1998). Success Factors in Strategic Supplier Alliances: The Buying Company Perspective. Decision Sciences Journal, 29(3), 553-577 (34<sup>th</sup> most cited Decision Sciences article for the period 1970-2009).



## Popular Press

- [1] Ueltschy, M., Esper, T., Tate, W. and Petersen, K. (2017). When Suppliers and their Customers Don't See Eye-to-Eye. Supply Chain Quarterly (Quarter 4, 2017).
- [2] Moon, M., Petersen, K. & Bell, J. (2013). Game Changing Trends in Supply Chain: Part VI. Supply Chain Management Review.
- [3] Tate, W., Petersen, K., Ellram, E. & Schoenherr, T. (2012). Offshoring Strategy Trends of American Corporations. CSCMP Hot Topics.
- [4] Monczka, R. & Petersen, K. (2012). The Competitive Potential of Supply Management. Supply Chain Management Review.
- [5] Monczka, R., Trent, R. and Petersen, K. (2008). Getting on Track to Better Global Sourcing. Supply Chain Management Review, March, 2008, 46-53.
- [6] Monczka, R. and Petersen, K. (2006). Organization Strategy for Effective Supply Performance. Inside Supply Management, 17(12).

## Book Chapters

- [1] Carter, P. and Petersen, K. (2006). "Technology in the Supply Chain," in The Purchasing Handbook: A Guide for the Purchasing and Supply Professional, Joseph L. Cavinato and Ralph G. Kauffman, Eds. New York: McGraw-Hill.
- [2] Monczka, R., Petersen, K., Carter, P. and McDowell, C. (2006). "Project 10X: The Value Proposition and Strategic Impact to Sourcing and Supply Effectiveness," in The Purchasing Handbook: A Guide for the Purchasing and Supply Professional, Joseph L. Cavinato and Ralph G. Kauffman, Eds. New York: McGraw-Hill.
- [3] Carter, P. and Petersen, K. (2005). "Impact of Technology on Purchasing and Supply," in: Essig, Michael (Editor), Perspektiven des Supply Management: Konzepte und Anwendungen. Festschrift für Ulli Arnold, Springer: Berlin, Heidelberg, pp. 251-290.

## Books

- [1] Srinivasan, M., Stank, T., Dornier, P. and Petersen, K., (2014). Global Supply Chains: Evaluating Regions on an EPIC Framework – Economy, Politics, Infrastructure, and Competence (McGraw Hill).
  - a. Discussed: Andel, T. (2014). Grinding Out Supply Chain Talent: an Epic Challenge. Material Handling and Logistics, February 24, 2014.

## Acknowledgements

- [1] Waller, M.A. and Fawcett, S.E. (2012) "Editorial - The Impact of Supply Chain Management Research: You Can't Unring a Bell!". Journal of Business Logistics.

## Proceedings and Presentations

- [1] Stank, T., Petersen, K., Autry, C., Tate, W., Mollenkopf, D. and Pellathy, D. (2013). Purchasing-Logistics Integration. Accepted for publication at CSCMP's Annual Conference, Denver, Colorado.
- [2] Petersen, K. & Stank, T. (2013). PuLL. A Colloquium Presented to the Faculty of the University of Tennessee, Knoxville, Tennessee.
- [3] Petersen, K., Cousins, P. and Lawson, B. (2013). Supply Chain Visibility: A Business Case for Sustainability. The 2013 EUROMA Conference, Dublin, Ireland.
- [4] Tate, W., Ellram, L., Petersen, K., Schoenherr, T. (2013). Offshoring Trends. The 2013 ISM North American Research and Teaching Symposium.
- [5] Tate, W., Ellram, L., Petersen, K. & Schoenherr, T. (2012). Offshoring Trends. CSCMP's Annual Conference, Atlanta, Georgia.
- [6] Lawson, B., Cousins, P., Petersen, K. and Fugate, B. (2012). Capturing the Economic Benefits of Green Logistics: The Roles of Visibility and Exploratory Links. Presented at the 2012 Annual POMS Conference, Chicago, Illinois.
- [7] Cousins, P., Petersen, K., Lawson, B. and Handfield, R. (2012). Value Creation In Supplier Development: A Complementarity Approach. Presented at the 2012 Academy of Management Annual Meeting, Boston, Massachusetts.
- [8] Bode, C., Petersen, K. and Wagner, S. (2011). Routine and Original Response Behaviour to Supply Chain Disruptions. Presented at the 2011 POMS Annual Conference, Reno, Nevada.
- [9] Petersen, K. (2010). Supply Chain Performance Measurement. Manchester Business School, The University of Manchester.
- [10] Fugate, B., Bonney, L., Maynard, T., and Petersen, K. (2010). The Effects of Manufacturing and Marketing Situational Awareness on Teams. Manchester Business School, The University of Manchester.
- [11] Petersen, K. and Golicic, S. (2010). Integrating Sustainability into Business Curricula. The 4th Annual International Conference on Business and Sustainability, Portland State University, Portland, Oregon.
- [12] Squire, B., Petersen, K., Cousins, P., and Lawson, P. (2010). A Relational Governance View of Inter-Firm Knowledge Sharing: Antecedents and Consequences. The 2010 Academy of Management Annual Meeting, Toronto, Canada.

- [13] Lawson, B., Cousins, P., Squire, B., and Petersen, K. (2009). Sustainable Supply Chain Practices and Triple Bottom Line Performance: Evidence from UK Manufacturers. Judge Business School, The University of Cambridge.
- [14] Bonney, L., Fugate, B., Maynard, T., and Petersen, K. (2009). The Effects of Situational Awareness Accuracy and Sharedness on Cross-Functional Supply Chain Teams. Leeds School of Business, The University of Colorado.
- [15] Petersen, K. (2009). Sustainable Supply Chain Management. Universidad Autonoma de Yucatán, Merida, Mexico.
- [16] Bode, Wagner, Petersen and Ellram (2008). Adapting Supplier Relationships in the Aftermath of a Supply Chain Disruption. The 8<sup>th</sup> International Research Seminar on Supply Chain Risk Management of the International Supply Chain Risk Management Network (ISCRiM), Trondheim, Norway.
- [17] Handfield, R., Lawson, B. Petersen, K. and Cousins, P. (2008). Breakthrough Scanning, Supplier Knowledge Exchange and New Product Development Performance. The 2008 Academy of Management Annual Meeting, Anaheim, California. *Authors contributed equally.*
- [18] Handfield, R., Lawson, B., Petersen, K. and Cousins, P. (2007). An Organizational Entrepreneurship Model of Supply Management Integration and Performance Outcomes. The 2007 Academy of Management Annual Meeting, Philadelphia, Pennsylvania. *Authors contributed equally.*
- [19] Ellram, L., Tate, W. and Petersen, K. (2007). The Impact of Supply Management on Environmental Performance Outcomes. The 18<sup>th</sup> Annual North American Research and Teaching Symposium, Tempe, Arizona.
- [20] Ogden, J., Lowry, P., Petersen, K. and Carter, P. (2007). E-Marketplace Survival: An Empirical Investigation From a Supply Management Viewpoint. The 18<sup>th</sup> Annual North American Research and Teaching Symposium, Tempe, Arizona.
- [21] Petersen, K., Cousins, P., Handfield, R. and Lawson, B. (2006). The Moderating Impact of Asymmetrical Power on Socialization and Relational Capital in Buyer-Seller Relationships. The 37<sup>th</sup> Annual Meeting of the Decision Sciences Institute, San Antonio, Texas. *Authors contributed equally.*
- [22] Bonner, H., Hudnut, P. and Petersen K. (2006). The Business of Sustainability - Integrating Sustainability into Undergraduate Business Courses. AASHE 2006: The Role of Higher Education in Creating a Sustainable World, Tempe, Arizona. *Authors contributed equally and are listed in alphabetical order.*

- [23] Petersen, K., Cousins, P., Handfield, R. and Lawson, B. (2006). The Moderating Impact of Asymmetrical Power on Socialization and Relational Capital in Buyer-Seller Relationships. Manchester Business School, Manchester, England. *Authors contributed equally.*
- [24] Petersen, K. (2006). Lessons Learned in Publishing and The Peer Review Process. Manchester Business School, Manchester, England.
- [25] Monczka, R., Trent, R. and Petersen, K. (2006). Global Sourcing and Supply for Competitive Advantage. Manchester Business School, Manchester, England.
- [26] Monczka, R., Trent, R. and Petersen, K. (2006). Global Sourcing and Supply for Competitive Advantage. The Queen's University Belfast, Belfast, Ireland.
- [27] Cousins, P., Handfield, R., Lawson, B. and Petersen, K. (2005). Creating Supply Chain Relational Capital: The Impact of Formal and Informal Socialization Processes. The 36<sup>th</sup> Annual Meeting of the Decision Sciences Institute, San Francisco, California. *Authors contributed equally and are listed in alphabetical order.*
- [28] Petersen, K. and Barratt, M. (2005). DOD Radio Frequency Identification Mandate: The Implementation Experience. Acquisition Research: The Foundation for Innovation, NPS Foundation and Acquisition Research Program at the Naval Postgraduate School, Monterey, California.
- [29] Krause, D., Terpend, R and Petersen, K. (2004). Bargaining Stances and Outcomes in Industrial Negotiations. The 15<sup>th</sup> Annual North American Research Symposium on Purchasing and Supply Management, Tempe, AZ.
- [30] Petersen, K., Barratt, M. and Nichols, J. (2003). Empirical Survey Research – The Shared Value Approach. The 34<sup>th</sup> Annual Meeting of the Decision Sciences Institute, Washington, DC.
- [31] Ogden, J., Petersen, K. and Carter, P. (2003). The Linkage Between Value Enhancement/Creation and B2B e-Marketplace Survival. The 14<sup>th</sup> Annual North American Research Symposium on Purchasing and Supply Management, Tempe, AZ.
- [32] Petersen, K., Ragatz, G. and Monczka, R. (2002). The Effect of Information Quality on Supply Chain Performance: An Interorganizational Information System Perspective. The 33<sup>rd</sup> Annual Meeting of the Decision Sciences Institute, San Diego, CA.
- [33] Ogden, J., Petersen, K., Carter, P. and Monczka, R. (2002). E-marketplace Survival: An Empirical Investigation. The 33<sup>rd</sup> Annual Meeting of the Decision Sciences Institute, San Diego, CA.
- [34] Petersen, K., Ragatz, G. and Monczka, R. (2002). An Examination of Collaborative Planning and Effectiveness on Supply Chain Performance. The 13<sup>th</sup> Annual North American Research Symposium on Purchasing and Supply Management, Dallas, TX.

- [35] Ogden, J., Carter, J., Petersen, K. and Monczka, R. (2002). Purchasing Strategies for the Future: A Delphi Study. The 13<sup>th</sup> Annual North American Research Symposium on Purchasing and Supply Management, Dallas, TX.
- [36] Ragatz, G., Handfield, R., Petersen, K. and Monczka, R. (1998). How and When Should Suppliers be Involved in New Product Development. The 29<sup>th</sup> Annual Meeting of the Decision Sciences Institute, Las Vegas, AZ.
- [37] Petersen, K., Scannell, T. and Frayer, D. (1997). Empirical Investigation of the Antecedents of Global Sourcing Strategy Effectiveness. The 28<sup>th</sup> Annual Meeting of the Decision Sciences Institute, San Diego, CA.
- [38] Ragatz, G., Handfield, R., Petersen, K. and Monczka, R. (1997). A Process Model of Successful Supplier Integration into New Product/Process/Service Development. The 28<sup>th</sup> Annual Meeting of the Decision Sciences Institute, San Diego, CA.
- [39] Little, N., Petersen, K. and Jones, R. (1997). Benchmarking Deployment Through a Strategic Self-Assessment System. The Council of Logistics Management, Chicago, IL.
- [40] Monczka, R., Frayer, D. and Petersen, K. (1997). Deployment of Best Practice Benchmarking Results. The Annual Meeting of the National Association of Purchasing Management, Washington, DC.
- [41] Monczka, R., Petersen, K., Handfield, R. and Ragatz, G. (1996). A Study of Determinants of Successful Strategic Supplier Alliances. The Supply Chain Linkages Symposium, Indiana University.
- [42] Petersen, R. and Petersen, K. (1988). CADRAS – An Accounting Software Tool. The Annual Meeting of the American Accounting Association, Minneapolis, MN.

## Professionally Sponsored Research Monographs

### *University of Tennessee*

- [1] Stank, T., Dittman, P., Autry, C., Petersen, K. and Pellathy, D. (2014). Game-Changing Trends in Supply Chain - Bending The Chain: The Surprising Challenge of Integrating Purchasing and Logistics. The University of Tennessee Global Supply Chain Institute and Supply Chain Forum.
- [2] Petersen (2013). Functional to Process Integration. A Chapter in Game Changing Trends In Supply Chain. The University of Tennessee Global Supply Chain Institute and Supply Chain Forum.

### *Manchester Business School and The Chartered Institute of Purchasing & Supply*

- [1] Lawson, B., Cousins, P., Handfield, R. and Petersen, K. (2007). Good Fences, Good Neighbours? Socialization in Buyer-Seller Relationships. *Authors contributed equally*.

### *CAPS Research*

- [1] Global Sourcing and Supply Management. A Research Report for CAPS Research, 2013.
- [2] Supply Strategy Implementation: Current and Future Opportunities. A Research Report for CAPS Research, 2013.
- [3] Focus Study: Collaboration Across The Extended Value Chain. A Research Report for CAPS Research, 2013.
- [4] Supply Strategy Implementation: Current State and Future Opportunities. A Research Report for CAPS Research, 2009.
- [5] Supply Strategy Implementation: Current State and Future Opportunities. A Research Report for CAPS Research, 2008.
- [6] Effective Global Sourcing and Supply for Superior Results. A Research Report for CAPS Research, 2006.
- [7] Electronic Reverse Auctions. A Research Report for CAPS Research, 2003.
- [8] E-Commerce Exchanges: Making Informed Decisions. A Research Report for CAPS Research, 2002.
- [9] Coming into Focus Using the Lens of Economic Value to Clarify the Impact of B2B E-Marketplaces. A Research Report for CAPS Research, 2001.

*Michigan State University*

- [1] Sourcing/Supply Chain Strategy Trends 2002 and E-Purchasing. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 2000.
- [2] Services Purchasing. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 2000.
- [3] Purchasing/Sourcing Value Contribution Throughout Integrated Supply Chains. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1999.
- [4] Insourcing/Outsourcing. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1999.
- [5] Integrated Procurement and Supply Chain Management. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1999.
- [6] Strategic Cost Management. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1998.
- [7] Indirect Purchases. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1998.
- [8] Human Resource Management. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1997.
- [9] Procurement and Supply Chain Information Systems and Technology. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1997.
- [10] Supplier Development and Quality Management. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1997.
- [11] Procurement and Supply Chain Organization. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1997.
- [12] Globalization. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1997.
- [13] Procurement and Supply Chain Performance Measurement. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1996.
- [14] Integrated Supply Chain Management. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1996.
- [15] Integrated Supply Chain Management. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1996.

- [16] Procurement Strategy Development and Company-Wide Integration: Current and Future Assessment. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1996.
- [17] Supplier Integration Into New Product/Process/Service Development. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1995.
- [18] Best Commodity/Purchase Family Strategies. A research report for the Global Procurement and Supply Chain Benchmarking Initiative, 1995.
- [19] Strategic Supplier Alliances. A research report for The Global Procurement and Supply Chain Benchmarking Initiative, 1995.

*University of Tennessee*

### **Executive Presentations**

- [1] Petersen, K. and Stank, T. (2013). Global Supply Chains: An EPIC Framework. University of Tennessee Supply Chain Forum.
- [2] Petersen, K. and Stank, T. (2013). Game Changing Trends with a Focus on Collaboration. University of Tennessee Supply Chain Forum.
- [3] Petersen, K. (2012). Managing to the Triple Bottom Line. University of Tennessee Global Supply Chain Executive Development Program.
- [4] Petersen, K. (2012). Global Supply Chain Operations Best Practices. University of Tennessee Global Supply Chain Executive Development Program.
- [5] Petersen, K. (2012). The Competitive Potential of Supply Management. University of Tennessee Supply Chain Forum.
- [6] Petersen, K. (2011). Manufacturing and Service Strategy. University of Tennessee Global Supply Chain Executive Development Program.
- [7] Petersen, K. (2011). Global Risk Management. University of Tennessee Global Supply Chain Executive Development Program.
- [8] Monczka, R. and Petersen, K. (2007). 10X Executive Assessment: Application & Supply Transformations. Scottsdale, AZ.
- [9] Petersen, K. and Carter, P. (2007). A presentation and workshop delivered to Samsung, Inc.
- [10] Monczka, R. and Petersen, K. (2006). 10X Lite: Assessment, Competitive Benchmarking and Organizational Transformation. Phoenix, AZ, September 26, 2006.



- [11] Monczka, R., Trent, R. and Petersen, K. (2005). Global Sourcing and Supply for Competitive Advantage. Phoenix, AZ, October 10, 2005.
- [12] Barratt, M., Petersen, K. and Carter, P. (2005). Mandated RFID Compliance: What Will Be The Impact On Your Supply Chain Relationships? Scottsdale, AZ, March 14, 2005.
- [13] Monczka, R. and Petersen, K. (2005). A presentation to the supply management executive team at Delphi, Inc. February 10, 2005.
- [14] Monczka, R. and Petersen, K. (2004). A presentation to the supply management executive team at Mattel, Inc. December 2, 2004.
- [15] Monczka, R. and Petersen, K. (2004). Project 10X – Assisting Transformations and Breakthrough Improvements. Scottsdale, AZ, March 16, 2004.
- [16] Petersen, K. and Monczka, R. (2003). Transformations to World-Class Performance – Project 10X and KMS.2. Phoenix, AZ, September 29, 2003.
- [17] Petersen, K. and Monczka, R. (2003). Deploying Project 10X and The Integrated Suite of Applications. Scottsdale, AZ, March 12, 2003.
- [18] Petersen, K. and Monczka, R. (2003). Deploying Project 10X and The Integrated Suite of Applications. Placeware-enabled internet webcast, February 19, 2003.
- [19] Petersen, K. and Monczka, R. (2003). Deploying Project 10X and The Integrated Suite of Applications. Placeware-enabled internet webcast, January 22, 2003.
- [20] Petersen, K. and Monczka, R. (2003). Deploying Project 10X and The Integrated Suite of Applications. Chicago, IL, January 17, 2003.
- [21] Petersen, K. and Monczka, R. (2003). Deploying Project 10X and The Integrated Suite of Applications. Chicago, IL, January 16, 2003.
- [22] Petersen, K. and Monczka, R. (2003). Deploying Project 10X and The Integrated Suite of Applications. A Presentation to the supply management executive team at Bank of America. January 10, 2003.
- [23] Petersen, K. and Monczka, R. (2002). Project 10X: How To Achieve 5-10X Performance Improvement. Institute of Supply Management (ISM) Pharmaceutical Industry Forum. December 4, 2002.
- [24] Petersen, K. and Monczka, R. (2002). Deploying Project 10X and The Integrated Suite of Applications. A Presentation to the supply management executive team at Solectron. January 10, 2003.

- [25] Petersen, K. and Monczka, R. (2002). Deploying Project 10X and The Integrated Suite of Applications. Placeware-enabled internet webcast, October 4, 2002.
- [26] Petersen, K. and Monczka, R. (2002). Deploying Project 10X and The Integrated Suite of Applications. Chicago, IL, October 2, 2002.
- [27] Petersen, K. (2002). Project 10X: An Integrated Suite of Applications. CAPS Research Best Practices Workshop, Phoenix, Arizona.
- [28] Petersen, K. and Monczka, R. (2002). Deploying Project 10X and The Integrated Suite of Applications. Placeware-enabled internet webcast, September 18, 2002.
- [29] Petersen, K. and Monczka, R. (2002). Deploying Project 10X and The Integrated Suite of Applications. Chicago, IL.
- [30] Petersen, K. and Monczka, R. (2002). Deploying Project 10X and The Integrated Suite of Applications. A presentation delivered to the supply management executive team at Intel.
- [31] Petersen, K. (2002). Project 10X: An Integrated Suite of Applications. CAPS Research Executive Roundtable Meeting, Phoenix, Arizona.
- [32] Petersen, K. (2001). Technology and Supply Management. Presentation at Arizona State University, MBA Refresher Program, Phoenix, AZ.
- [33] Petersen, K. (2001). Project 10X: An Integrated Approach to Assessment and Knowledge Management. CAPS Research Best Practices Workshop, Phoenix, Arizona.
- [34] Petersen, K. (2001). Project 10X: An Integrated Approach to Assessment and Knowledge Management. CAPS Research Executive Roundtable Meeting, Phoenix, Arizona.
- [35] Petersen, K. (1999). Emerging Technologies: A Purchasing and Supply Chain Management Focus. Global Procurement and Supply Chain Benchmarking Initiative Executive Roundtable Meeting, East Lansing, MI.
- [36] Petersen, K. (1999). Emerging Technologies: A Purchasing and Supply Chain Management Focus. Purchasing and Supply Chain Management Executive Seminar, East Lansing, MI.
- [37] Petersen, K. (1998). Best Practice in Electronic Commerce: A Purchasing and Supply Chain Perspective. Purchasing and Supply Chain Management Executive Seminar, East Lansing, MI.
- [38] Petersen, K. (1997). A Suite of Online WWW Based Benchmarking Applications. Global Procurement and Supply Chain Benchmarking Initiative Executive Roundtable Meeting, East Lansing, MI.

- [39] Petersen, K. (1997). The Linkage Between Electronic Commerce and Purchasing/Supply Chain Management. Purchasing and Supply Chain Management Executive Seminar, East Lansing, MI.
- [40] Petersen, K. (1996). The Use of World Wide Web/Internet Applications to Enhance Purchasing/Supply Chain Performance. Global Procurement and Supply Chain Benchmarking Initiative Executive Roundtable, London, England.
- [41] Petersen, K., Monczka, R. and Frayer, D. (1996). Deployment of Best Practice Benchmarking Results through an On-line Benchmarking System. Global Procurement and Supply Chain Benchmarking Initiative Executive Roundtable, London, England.
- [42] Petersen, K. (1996). Purchasing and Supply Chain Technology Applications. Purchasing and Supply Chain Management Executive Seminar, East Lansing, MI.
- [43] Petersen, K. (1996). The Benchmarking Initiative Strategic Intent and the World Wide Web. Global Procurement and Supply Chain Benchmarking Initiative Executive Roundtable, East Lansing, MI.
- [44] Petersen, K. (1995). The Use of World Wide Web/Internet Applications to Enhance Best Practice Benchmarking. Global Procurement and Supply Chain Benchmarking Initiative Executive Roundtable, East Lansing, MI.
- [45] Petersen, K. (1995). Deployment of Best Practice Benchmarking Results through an On-line Benchmarking System. Global Procurement and Supply Chain Benchmarking Initiative Executive Roundtable, East Lansing, MI.

## Teaching

### University of Tennessee

- SCM 621 Ph.D. Seminar – Operations and Purchasing Management
- AD-EMBA Supply Chain/Supply Management
- GSC-EMBA Supply Chain/Supply Management (***Core Faculty Member***)
- SCM 547: Supply Chain Analytics & Strategy
- SCM 421: Procurement and Supply Management

### Colorado State University

- BUS 690: Sustainable Supply Chain Management, GSSE MSBA/MBA
- MGT 477: Sustainable Supply Chain Management
- MGT 486: Practicum in Supply Chain Management
- MGT 301: Introduction to Supply Chain Management
- MGT 375: Advanced Supply Chain Management
- MGT 471: Micro Issues in Supply Chain Management
- MGT 472: Macro Issues in Supply Chain Management
- BUS 650: Supply Chain Management, Executive MBA
- BUS 650: Supply Chain Management, Evening/Distance

*Arizona State University*

- SCM 511: Integrated Supply Chain Management
- SCM 355: Purchasing and Supply Management

*University of Oregon*

- DSC 335: Production and Operations Management
- DSC 410: Business-to-Business E-Commerce
- DSC 510: Business-to-Business E-Commerce

*Michigan State University*

- MSC 305: Supply Chain Management

*University of Alabama*

- AC 285: Accounting Information Systems

**Undergraduate Honors Theses**

*Committee Chairman*

- John Koromos (2006-2007), Supply Chain Financial, Social and Environmental Sustainability.
- Carmen Rios (2004), The Role of Online Forward Auctions in Sourcing and Supply Management.
- Elizabeth Roberts (2004), Exploring the Role of the People's Republic of China as a Part of a Global Sourcing Initiative.
- Andrew Stevens (2003), An Examination Of US Government Supply Management: Issues and Implications.

*Second Reader*

- Shree Bhaskaran (2003-2004)
- Mathew Hilkie (2001-2002)

**Masters Projects/Theses**

- Nicholas Haebecker (2010), Implementing Scheduling Management
- Muna Lutfallah (2009, Chair), Sustainable Operations at DIA
- Tim Wood (2009, Chair), Sustainable Supply Chain Management at Cargills
- Aliona Avetisean (2009, Chair), Women Cooperatives in Ethiopia
- Janell Galindez (2009, Chair), AYZH
- Kat Teague (2009), Sustainable Harvest
- Mitesh Gala (2008,2009, Co-Chair), Enviroft
- John McKinney (2008), Bamboo Bikes and the Implications for Sustainability
- Diane Dodd (2008, Chair), Disacare: A Sustainable Supply Chain Management Perspective
- John Evans (2008), The Impact of Project Delivery Methods on Military Construction Projects
- Marwan Obeidat (2007), Integration of Resource Management Applications Phase

- Adam Carr (2006-2007), Learning Experiences From a Commercial Software Integration

**Doctoral Dissertations**

- Monique Ueltschy Murfield (2011-2012), Investigating Supplier Accommodation of Customers: The Supplier's Perspective

## **Technical Society Service**

### *Associate Editorships*

- Journal of Business Logistics (2011 - 2014)
- Journal of Operations Management (2010 - 2014)
- Journal of Supply Chain Management (2007 - date)
  - 2011 Best Associate Editor Award

### *Academy of Management*

- Senior Faculty Mentor to Junior Faculty and Doctoral Consortium (2010)
- Annual Meeting OM Division Doctoral Consortium Invited Faculty Panel Member (2007, 2008)
- Annual Meeting Session Chair (2010)

### *Decision Sciences Institute*

- Organizing Committee and Track Chair, 2012 Annual Meeting
- Dissertation Reviewer for the Decision Sciences Institute Elwood S. Buffa Doctoral Dissertation Competition (2006)
- Information Technology Committee (2004 - 2006)
- Session Chair (2003)
- Paper Discussant (1997)
- Paper Reviewer (1997 - 1998)

## University Service

### *University of Tennessee*

#### Committees & Other Service

##### College-Level

- Dean's Advisory Council (Co-Chair, 2013 – date)
- College of Business Administration Leadership Council (2013 – date)
- Research Committee (2011 – date)
- Global Supply Chain Executive MBA Program (Core Faculty Member, 2012 – date)
- Center for the Advancement of Research Methodologies and Analysis CBA Forums (2012 – date, Lead Faculty Member)
- Global Supply Chain Faculty Fellows Selection Committee (2013 – date)
- Distance Education Committee (2012 – date)
- Center for Executive Education Aerospace and Defense EMBA (Distance Education Enabled) Program Committee (2012 – 2013)
- Center for Executive Education CEE Distance Education Strategy Committee (2012 – date)
- Research Committee (2011- 2013)
- Global Supply Chain Executive MBA Curriculum Development
- Global Supply Chain Executive Development Program (Core Faculty, 2011 - date)
- Global Supply Chain Executive Develop Procurement Program (Core & Lead Faculty)
- Global Supply Chain Institute Presenter (2012, 2013)
- Center for Executive Education Marketing Campaign Video Feature (2011)

##### Department-Level

- University of Tennessee Supply Chain Forum (Director, 2013 - date)
- Visiting Faculty Committee (2013 – date)
- Promotion and Tenure Committee (2011 – date)
- Lecturer Promotion Committee (2012)
- Strategic Planning Committee (2011 – 2012, Co-Chair, 2013 - date)
- Forum Presenter, Global Supply Chain Forum (2012, 2013)

### *Colorado State University*

#### Committees

##### University-Level

- School of Global Environmental Sustainability Curriculum Committee (2010 - 2011)
- University Program Review Committee – Mechanical Engineering Department (2010)
- University Faculty Council Standing Committee on the Responsibilities and Standing of Academic Faculty (CoRSAF) (2007 – 2010)
- University Faculty Council Standing Committee on Scholarship, Research and Graduate Education (CoSRGE) (2006 - 2008)

- Graduate Student Review Panel (2008) – Appointed by the Vice Provost for Graduate Studies to serve on a 3 person committee charged with reviewing the decision to dismiss a Ph.D. student in Psychology.
- Chair of Sustainable Supply Chain Management track at CSU's International Colloquium. This track included presentations from Wal-Mart, New Belgium and Prologis. Approximately 200 people were in attendance.
- Faculty Marshall, Graduate Commencement (Spring & Fall, 2007 & Spring, 2009)

#### College-Level

- Chair, College of Business Policy Committee (2007 - 2011)
- Ex-Officio Member, Graduate Programs Committee (2010-2011)
- Chair, Search Committee for Instructional Design Specialist (2010-2011)
- Chair, Search Committee for Director of Denver Executive MBA Program (2010-2011)
- Chair, Search Committee for Distance Section Coordinator Manager, MBA Program (2010-2011)
- Member, Promotion & Tenure Committee for Associate Professor Sanjay Ramchander (2010-2011, Finance Department)
- Global Social and Sustainable Enterprise MBA Admission Committee (2009-2011)
- Global Social and Sustainable Enterprise Program Committee (2006 - 2011)
- Member, Promotion & Tenure Committee for Associate Professor Bill Rankin (2009-2010, Accounting Department)
- College of Business Sustainability Task Force (2008 – 2009)
- College of Business Research Committee (2006 - 2008)
- College of Business Appreciative Inquiry Committee (2006 - 2007)
- Global Social and Sustainable Enterprise Program Director Search Committee (2006 - 2007)
- Undergraduate Curriculum Committee (2006)
- Senior Associate Dean Search Committee (2006)
- Faculty Technology Advisory Committee (2005 - 2006)
- Faculty Panel for New Faculty Orientation (Fall, 2006)

#### Department-Level

- Faculty Promotion and Tenure Committee (2006 - 2011)
- Supply Chain Management Program Coordinator (2006 - 2009)
- Global Sustainability Faculty Search Committee (2006 - 2007)
- Chair, Supply Chain Management Faculty Search Committee (2 positions, 2007)
- Organizational Behavior/Human Resources Faculty Search Committee (2005 - 2006)

#### Presentations

- Petersen, K. & Thornton, B. (2009). Technology Enabled Collaboration @ COB. A CSU TILT-sponsored presentation to College of Business and University faculty and staff.



- Petersen, K. (2008). The use of technology to enable improved research: (1) working with geographically dispersed research partners and (2) the use of voice dictation. A Technology Forum presented to the CSU College of Business Faculty.
- Bonner, E., Hudnut, P. and Petersen, K. (2007). The Business of Sustainability: Integrating Sustainability into Undergraduate Business Courses. A Master Teacher Workshop presentation to the CSU College of Business Faculty.
- Ram Welcome presentation delivered to incoming freshmen (Fall 2006, 2007)

#### Other

- Denver Executive MBA Program trip to Brussels, Belgium and Krakow/Warsaw, Poland (2007)
- Denver Executive MBA Program trip to Seoul, ROK and Beijing, PRC (2006)
- Faculty Advisor to the APICS Student Chapter (2006 to Date)

### *Arizona State University*

#### Committees

- Supply Chain Management MBA Committee (2004-2005)
- Supply Chain Management Undergraduate Committee (Co-Chair) (2003-2004)
- Supply Chain Management Undergraduate Committee (2001-2003, 2004-2005)
- Supply Chain Management Scholarship Committee (2001-2004)
- SCM/OPM Transition Coordinating Committee (2002-2003)
- Supply Chain Management Aspirant Journal Committee (2003)
- Supply Chain Management Faculty Retreat Committee (2003)

### *University of Oregon*

#### Committees

- Information Systems Faculty Recruitment Committee (2 Positions) (2000)
- Information Technology Committee, Lundquist College of Business (2000-2001)

### **Community Service**

- Volunteer Adaptive Ski Instructor, primarily focusing on teaching disabled veterans to ski (bi/mono skiing). Eldora Special Recreation Program, Eldora Resort, Nederland, CO
- Vice President of Student Chapters and Board of Directors Member, APICS Northern Colorado (2006-2007)

**Grants and Funded Research (Total Funded Grants ~ \$231,064)**

- Petersen, K., Tate, W., Ellram, L. And Schoenherr, T. (2011). An Examination of offshoring. Council of Supply Chain Management Professionals (\$35,000).
- Petersen (2009). Colorado State University Institutional Partnership Support Grant. Awarded for work with Universidad Autonoma de Yucatán, Merida, Mexico (\$500).
- Petersen (2009-2010). Building a Global Sustainable Supply Chain for Appropriate Technology. Funded by the National Collegiate Inventors and Innovators Alliance (\$45,800).
- Cousins, Lawson, Petersen and Squire (2007-2010). An Examination of Sustainable (Environmental and Social) Supply Chain Management in the Retail Sector. Funded by Tesco & Manchester Business School (£46,906 ~ \$92,114).
- Colorado State University / College of Business grant proposal entitled Supply Chain Types and Their Exposure to Risk. (\$5000)
- Navy Post Graduate School \$25,400 research grant to study the adoption of RFID by DOD suppliers
- CAPS Research Scholarship (\$750) for 15th Annual North American Research and Teaching Symposium (March 25-27, 2004 – Tempe, AZ)
- CAPS Research Scholarship (\$750) for 14th Annual North American Research and Teaching Symposium (March 20-22, 2003 – Tempe, AZ)
- CAPS Research Scholarship (\$750) for 13th Annual North American Research and Teaching Symposium (March 21-23, 2002 – Dallas, TX)
- Center for Advanced Purchasing Studies \$25,000 grant to develop a best-practice empirical data collection system (1999-2000).