

Robert J. Trent, Ph.D.

*Department Chair—Management
Supply Chain Management Program Director
Co-Director—Center for Value Chain Research
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PERSONAL

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EDUCATIONAL EXPERIENCE

B.S. in Materials Logistics Management, Michigan State University, East Lansing, Michigan, December 1980

M.B.A., Wayne State University, Detroit, Michigan, April 1982

Ph.D. in Business Administration from Michigan State University, East Lansing, Michigan, March 1993. Major—Purchasing/Operations Management, Minors—International Business and Advanced Psychometrics

PROFESSIONAL EXPERIENCE

Chrysler Corporation. Service and Parts Division, 1982-1988

April 1982 to December 1983—Management Trainee. Comprehensive leadership development program involving operational experience and special assignments covering a wide range of responsibilities and tasks. Training program involved three-month assignments at five U.S. facilities.

January 1984 to December 1984—Packaging Scheduling Supervisor. Responsible for production scheduling of packaging plant operations including capacity decisions. Also responsible for developing with MIS personnel a state-of-the-art production packaging scheduling system.

January 1985 to December 1985—Packaging Engineering Supervisor. Responsible for three primary activities: (1) supervise packaging engineers responsible for establishing specifications for part packaging requirements and providing ongoing

support to plant operations, (2) identify material and equipment requirements to support packaging plant operations, and (3) conduct data-based analyses to identify and implement cost and quality improvements in packaging operations.

January 1986 to April 1987—Distribution Planning Analyst. Responsible for supporting five Service and Parts facilities in Michigan while acting as the U.S. contact for Chrysler of Mexico Service and Parts and Chrysler of Canada Service and Parts. Position involved two broad responsibilities: (1) act as the operational representative during the development of new information systems and (2) continuously coordinate and support a variety of projects designed to improve operational performance. Also responsible for troubleshooting systems problems involving plant operations.

April 1987 to December 1988—Operations Manager. Responsible for managing the Boston regional distribution facility. This facility supports the service and parts aftermarket requirements of all New England Chrysler dealers.

Lehigh University. January 1993 to present.

1993 to 1998—Assistant Professor of Management. Responsible for preparing and teaching undergraduate and graduate courses. Also responsible for maintaining an active program of research as well as supporting the university and the profession through service.

1998 to Present— Associate Professor of Management. Responsible for preparing and teaching undergraduate and graduate courses. Also responsible for maintaining an active program of research as well as supporting the university and the profession through service.

2000 to Present—Supply Chain Management Program Director. Develop supply chain program curriculum, act as the liaison between Lehigh University and employers interested in the SCM program, advise the SCM Club, and recruit undergraduate students into the supply chain program.

Michigan State University. Summers 1994-1999.

Visiting Assistant Research Professor of Management. Worked directly with Michigan State University faculty on the *Global Procurement and Supply Chain Benchmarking Initiative* and the National Science Foundation Project *Integrating Suppliers in New Product and Process Development*.

PUBLISHED BOOKS AND BOOK CHAPTERS

Purchasing and Supply Chain Management, a textbook coauthored with Robert M. Monczka and Robert Handfield, published by South-Western College Publishing, 1998.

“Strategic Alliances and Partnerships,” a book chapter published in McGraw-Hill’s 2000 edition of the *Purchasing Handbook*.

Second edition of *Purchasing and Supply Chain Management* textbook, South-Western College Publishing, 2001.

Third edition of *Purchasing and Supply Chain Management*, coauthored with Robert M. Monczka and Robert Handfield, South-Western College Publishing, 2005.

“Strategic Supply Management: Creating the Next Source of Competitive Advantage,” a professional book published by J. Ross Publishing, July 2007.

“End-to-End Lean Management: A Guide to Complete Supply Chain Improvement,” a professional book published by J. Ross Publishing, August 2008.

“Managing Global Supply and Risk: Best Practices, Concepts, and Strategies,” co-authored with Lew Roberts, a professional book published by J. Ross Publishing, September 2009.

“Next Level Supply Management Excellence,” co-authored with Robert Rudzki, J. Ross Publishing, July 2011.

“Supply Chain Risk Management: An Evolving Discipline,” a professional book co-authored with Greg Schlegel, CPC Press, October 2014.

“Total Cost of Ownership,” co-authored with Lew Roberts, book chapter in *Purchasing and Supply Management (tentative title)*, South Africa, expected publication summer 2015.

“Purchasing as a Support and Strategic Function” co-authored with Lew Roberts, book chapter in *Purchasing and Supply Management (tentative title)*, South Africa, expected publication summer 2015.

“Purchasing and Supply Management (tentative title), co-editor of the book with Lew Roberts, South Africa, expected publication summer 2015.

“Supply Chain Finance: The Inevitable Merger,” Robert J. Trent, a professional book published by J. Ross Publishing, expected publication Fall 2015.

RESEARCH MONOGRAPHS

“Cross-Functional Sourcing Team Effectiveness,” a research monograph published through the *Center for Advanced Purchasing Studies* (now called *CAPS Research*), Fall 1993, coauthored with Robert M. Monczka.

“Purchasing and Sourcing Strategy: Trends and Implications,” a research monograph published through the *Center for Advanced Purchasing Studies* (now called *CAPS Research*), 1995, coauthored with Robert M. Monczka.

“Reducing the Transactions Costs of Purchasing Low Value Goods and Services,” a research monograph published through the *Center for Advanced Purchasing Studies (now called CAPS Research)*, 1999, coauthored with Michael G. Kolchin.

“Effective Global Sourcing and Supply for Superior Results,” a research monograph published through *CAPS Research*, coauthored with Robert M. Monczka and Kenneth J. Petersen, Fall 2006.

“Risk Management across the Extended Value Chain,” a research monograph published through *CAPS Research*, coauthored with Robert M. Monczka, Phillip Carter, William Markham, Casey McDowell, and Janet Hartley, June 2012.

“Implementing Value Chain Risk Management—Case Study Findings,” a research monograph published through *CAPS Research*, coauthored with Robert M. Monczka, Phillip Carter, William Markham, Casey McDowell, and Janet Hartley, June 2012.

“Collaboration across the Extended Value Chain,” a research monograph published through *CAPS Research*, coauthored with Robert M. Monczka, Phillip Carter, William Markham, Kenneth Petersen, Ernest Nichols, and Janet Hartley, June 2013.

“Emerging Global Supply Strategies,” a research monograph published through *CAPS Research*, coauthored with Robert M. Monczka, Phillip Carter, William Markham, Kenneth Petersen, and Ernest Nichols, June 2014.

REFEREED ARTICLES

Monczka, Robert M. and Robert J. Trent, “Global Sourcing: A Development Approach,” *International Journal of Purchasing and Materials Management*, Volume 27, Number 2, Spring 1991, pages 2-8.

Monczka, Robert M. and Robert J. Trent, “Evolving Sourcing Strategies for the 1990s,” *International Journal of Physical Distribution and Logistics Management*, volume 21, Number 5, Fall 1991, pages 4-12.

Monczka, Robert M. and Robert J. Trent, “Worldwide Sourcing: Assessment and Execution,” *International Journal of Purchasing and Materials Management*, Volume 28, Number 4, Fall 1992, pages 9-19.

Monczka, Robert M., Robert J. Trent, and Thomas Callahan, “Suppl Base Strategies to Maximize Supplier Performance,” *International Journal of Physical Distribution and Logistics Management*, Volume 23, Number 4, Fall 1993, pages 42-54.

Trent, Robert J. and Robert M. Monczka, “Effective Cross-Functional Sourcing Teams: Critical Success Factors,” *International Journal of Purchasing and Materials Management*, Volume 30, Number 4, Fall 1994, pages 2-11.

Robert J. Trent, "Understanding and Evaluating Cross-Functional Sourcing Team Leadership," *International Journal of Purchasing and Materials Management*, Volume 32, Number 4, Fall 1996, pages 29-36.

Robert J. Trent, "Individual and Collective Team Effort: A Vital Part of Sourcing Team Success," *International Journal of Purchasing and Materials Management*, Volume 34, Number 4, Fall 1998, pages 46-54.

Trent, Robert J. and Robert M. Monczka, "Purchasing and Supply Management: Key Trends and Changes throughout the 1990s," *International Journal of Purchasing and Materials Management*, Volume 34, Number 3, Fall 1998, pages 2-11.

Trent, Robert J. and Robert M. Monczka, "Achieving World-Class Supplier Quality," *Total Quality Management*, Volume 10, Number 6, 1999, pages 927-938.

Trent, Robert J. and Robert M. Monczka, "Pursuing Competitive Advantage through Integrated Global Sourcing," *The Academy of Management Executive*, Volume 16, Number 2, May 2002, pages 66-80.

Trent, Robert J. and Robert M. Monczka, "Understanding Integrated Global Sourcing—Framework and Case Study," *Supply Chain Forum: An International Journal*, Volume 3, Number 1, September 2002, pages 2-11.

Trent, Robert J. and Robert M. Monczka, "Cost-Driven Pricing—an Innovative Approach for Managing Supply Chain Costs," *Supply Chain Forum: An International Journal*, Volume 4, Number 1, 2003, pages 2-10.

Trent, Robert J. and Robert M. Monczka, "Understanding Integrated Global Sourcing—Framework and Case Study," *Revue Internationale De L'achat*, Volume 23, Number 1, 2003, pages 25-34.

Trent, Robert J. and Robert M. Monczka, "Understanding Integrated Global Sourcing," *International Journal of Physical Distribution and Logistics Management*, Volume 33, Number 7, 2003, pages 607-629.

Trent, Robert J. and Robert M. Monczka, "International Purchasing and Global Sourcing—What are the Differences?" *Journal of Supply Chain Management*, Volume 39, Number 4, Fall 2003, pages 26-37.

Trent, Robert J., "Becoming an Effective Teaming Organization," *Business Horizons*, Volume 47, Number 2, March-April 2004, pages 33-40.

Trent, Robert J., "The Use of Organizational Design Features in Purchasing and Supply Management," *The Journal of Supply Chain Management*, Volume 40, Number 3, Summer 2004, pages 4-18.

Trent, Robert J. and Robert M. Monczka, "Achieving Excellence in Global Sourcing" *Sloan Management Review*, Volume 47, Number 1, Fall 2005, pages 24-32.

Zacharia, Z., Ellis, S. C., Trent, R., "Gaining Advantage through Social Exchange: How And Under What Conditions?" *Decision Sciences Journal*, currently under review.

EDITORIALLY REVIEWED ARTICLES

Monczka, Robert M. and Robert J. Trent, "An Action Plan for Creating Effective Teams," *NAPM Insights*, Volume 4, Number 3, March 1993, pages 2-3.

Monczka, Robert M. and Robert J. Trent, "Maintaining Team Effectiveness," *NAPM Insights*, Volume 4, Number 3, page 25.

Monczka, Robert M. and Robert J. Trent, "Cross-Functional Teams Reduce New Product Development Time," *NAPM Insights*, Volume 5, Number 2, February 1994, pages 64-66.

Trent, Robert J. and Robert M. Monczka, "Guidelines for Developing Team Performance Appraisal Systems," *NAPM Insights*, Volume 15, Number 7, July 1994, pages 30-32.

Trent, Robert J. "Applying TQM to SCM," *Supply Chain Management Review*, Volume 5, Number 3, May-June 2001, pages 70-78.

Trent, Robert J., "Managing Inventory Investment Effectively," *Supply Chain Management Review*, Volume 6, Number 2, March-April 2002, pages 28-35.

Trent, Robert J., "Planning to Use Work Teams Effectively," *Team Performance Management*, Volume 9, Number 3-4, 2003, pages 50-58.

Trent, Robert J., "What Everyone Needs to Know about SCM," *Supply Chain Management Review*, Volume 8, Number 2, March-April 2004, pages 52-59.

Trent, Robert J., "Team Leadership at the 100-Foot Level," *Team Performance Management*, Volume 10, Number 5-6, 2004, pages 94-103.

Trent, Robert J., "Making Sure the Team Works," *Supply Chain Management Review*, Volume 9, Number 3, April 2005, pages 30-36.

Yuva, John and Robert J. Trent, "Harnessing the Potential of Global Sourcing," *Inside Supply Management*, Volume 16, Number 4, pages 32-40.

Trent, Robert J., "Why Relationships Matter," *Supply Chain Management Review*, Volume 9, Number 8, November 2005, pages 53-59.

Monczka, Robert M., Robert J. Trent, and Kenneth J. Petersen, "Getting on Track to Better Global Sourcing," *Supply Chain Management Review*, Volume 12, Number 2, March 2008, pages 46-53.

Robert J. Trent, "Creating the Ideal Supplier Measurement System," *Supply Chain Management Review*, March/April 2010.

Robert J. Trent and Robert Rudzki, "The Benefits of Early Involvement in Capital Expenditure Projects," *Supply Chain Management Review*, May 2011.

Gregory L. Schlegel and Robert J. Trent, "Risk Management: Welcome to the New Normal," January/February 2012, *Supply Chain Management Review*.

Gregory L. Schlegel and Robert J. Trent, "Risk Management: Welcome to the New Normal," February 2012, *Logistics Management (reprint from SCMR)*.

Robert J. Trent and Zach Zacharia, "The Wisdom of Becoming a Preferred Customer," *Supply Chain Management Review*, 2012.

WHITE PAPER REPORTS TO INDUSTRY

"Purchasing and Sourcing Strategy: Trends and Implications," coauthored by Robert M. Monczka, Robert J. Trent, and Gregory R. Gay, August 1992.

"Purchasing and Sourcing Strategy 1997: Trends and Implications," coauthored by Robert M. Monczka and Robert J. Trent, 1993.

"Cross-Functional Sourcing Team Effectiveness Research Project Results," coauthored by Robert M. Monczka and Robert J. Trent, April 1993.

"Cross-Functional Sourcing Team Effectiveness Benchmarking Analysis Report to Participating Companies," coauthored by Robert M. Monczka, Robert J. Trent, and Gregory R. Gay, April 1993.

"Purchasing and Sourcing Strategy 1998: Trends and Implications," coauthored by Robert M. Monczka and Robert J. Trent, 1994.

"The Global Procurement and Supply Chain Benchmarking Initiative Pilot Module Analysis Report," Robert J. Trent, contributing author, April 1995.

"Implementing Integrated Strategic Sourcing," an analysis and report to corporate participants worldwide based on eight years of primary survey data (1990-1997) with strategy and trend projections through the year 2000. Completed October 1997, authored by Robert J. Trent with Robert M. Monczka.

"Reducing the Transactions Costs of Purchasing Low Value Goods and Services," an industry version of a *Center for Advanced Purchasing Studies* report forwarded to research participants, coauthored with Michael Kolchin, 1999.

"Achieving Competitive Advantage through Effective Global Sourcing Strategy Implementation," coauthored with Robert M. Monczka, Ph.D., 2000.

“The Use of Organizational Design Features in Procurement and Supply,” distributed to research participants, Summer 2003.

RESEARCH EXPERIENCE

“Integrated Procurement Strategies,” June 1990 - December 1990. Principal investigator: Robert M. Monczka. Supported the analysis, writing, and interpretation of a study that identified critical sourcing strategies and trends for the 1990s.

“Cross-Functional Sourcing Team Effectiveness Research Project,” June 1991 - December 1992. Principal investigators: Robert J. Trent and Robert M. Monczka. A comprehensive study of 107 cross-functional sourcing teams at 18 U.S. companies. Study addressed the effective use of cross-functional teams to support purchasing and materials-related assignments.

“Purchasing and Sourcing Strategy: Trends and Implications,” June 1993 - April 1994. Principal investigators: Robert M. Monczka and Robert J. Trent. An analysis and interpretation of topics and trends involving purchasing over a four-year data period. Topical research areas include (1) future competitive capability requirements, (2) corporate and functional strategy integration, (3) current and expected purchasing strategies, (4) supplier importance and capability improvement requirements, (5) worldwide sourcing, (6) purchasing measurement and evaluation, and (7) purchasing systems.

“The Global Procurement and Supply Chain Benchmarking Initiative,” January 1994 - ongoing. Robert M. Monczka principal investigator. Active participation on a five-year project that provided benchmarking information about the most advanced current and emerging procurement and supply chain management strategies, practices, and results from firms worldwide.

“Integrating Suppliers into New Product and Process Development,” January 1995 - 1997. A research project funded by the National Science Foundation. Robert M. Monczka principal investigator, Robert J. Trent, Robert Handfield, and Gary Ragatz, co-principal investigators. Active participation on a project that identified the best practices of world-class firms concerning how they involve suppliers during new product and process development.

“Reducing the Transactions Costs of Purchasing Low Value Goods and Services,” a research project with Michael Kolchin completed in December 1998. Sponsored by the *Center for Advanced Purchasing Studies*, Tempe Arizona.

“Global Sourcing Research Project—Phase I,” a research project conducted with Robert M. Monczka, Ph.D. This research involves (1) a worldwide mail survey of global sourcing practices and issues and (2) case analyses involving leading North American firms, 2000-2002.

Project 10X, a research project funded by the *Center for Advanced Purchasing Studies* and that focuses on identifying purchasing and supply chain management breakthrough opportunities, 2001, Robert M. Monczka—Project Director.

“Procurement and Supply Organizational Design Research,” a research project that focuses on various organizational design issues, changes, and trends with procurement and supply, 2002-2003.

“Global Sourcing Research Project—Phase II,” a research project conducted with Robert M. Monczka, Ph.D. and Kenneth J. Petersen, Ph.D. This research involves (1) a worldwide electronic survey of global sourcing practices and issues and (2) case analyses involving leading North American firms, 2004-2007.

“Supplier Satisfaction Research Project,” an analysis of the determinants of a supplier’s satisfaction with industrial customers, 2011—ongoing.

“Value Chain Strategies for a Changing Decade,” a multi-part research endeavor sponsored by the Center for Advanced Purchasing Studies, 2011—2014.

CONFERENCE PROCEEDINGS

“Developing Effective Cross-Functional Teams,” coauthored by Michael Kolchin and Robert J. Trent, presented by Michael Kolchin at the 79th annual conference of the *National Association of Purchasing Management*, May 1994, Atlanta, Georgia.

“Achieving World-Class Sourcing Team Effort,” presented at the 1997 *National Association of Purchasing Management Conference*, Washington, D.C.

“Creating Value through Price/Cost Productivity,” presented at the 1997 *National Association of Purchasing Management Conference*, Washington, D.C.

“Supplier Integration Into New Product/Process/Service Development,” a proceeding coauthored by Robert M. Monczka, Gary Ragatz, Robert Handfield, and Robert J. Trent and presented at the 1997 *National Association of Purchasing Management Conference*, May 1997, Washington, D.C.

“Supplier Integration Into New Product and Process Development,” a proceeding for the 1997 *NSF Design and Manufacturing Grantees Conference*, Seattle, Washington, coauthored by Robert M. Monczka, David Frayer, Gary Ragatz, Robert Handfield, and Robert J. Trent.

“Achieving World-Class Supplier Quality,” presented at the 1998 *National Association of Purchasing Management Conference*, May 1998, Dallas, Texas.

“World-Class Supplier Quality,” presented at the Manufacturing Systems Engineering annual conference, Lehigh University, Bethlehem Pennsylvania, May 24, 1999.

"Global Sourcing Excellence," presented at the *Institute for Supply Management* national conference, San Antonio, Texas, May 2005.

SELECTED SEMINARS AND PRESENTATIONS

"Building Effective Teams," National Association of Purchasing Management (NAPM) Seminar, Lehigh University, November 1992.

"Creating Effective Sourcing Teams," *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, May 1992.

"Developing Effective Sourcing Teams to Achieve Horizontal Integration," *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, May 1993.

"Cross-Functional Sourcing Team Effectiveness," presented at the *AT&T Worldwide Sourcing Conference*, Greensboro, North Carolina, April 1993.

"Managing Supplier Quality," NAPM Seminar conducted at Lehigh University, November 1993.

"Report on Cross-Functional Sourcing Team Effectiveness," Robert M. Monczka and Robert J. Trent, presented by Robert M. Monczka at the *Center for Advanced Purchasing Studies Executive Roundtable*, Scottsdale, Arizona, February 1994.

"Purchasing and Sourcing Changes and Trends: 1990-1997," presented at the Dun & Bradstreet purchasing conference, Atlantic City, New Jersey, June 1994.

"Effective Cross-Functional Teaming," *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, June 1994.

"Report on Purchasing and Sourcing Strategy: Trends and Implications," Robert M. Monczka and Robert J. Trent, presented by Robert M. Monczka at the *Center for Advanced Purchasing Studies European Executive Roundtable*, Amsterdam, Holland, September 1994.

"Purchasing and Materials Management Changes in the 1990s," presented to the *Central Pennsylvania National Association of Purchasing Management*, York, Pennsylvania, September 1994.

"Purchasing and Materials Management Changes in the 1990s," presented to the *Purchasing Management Association of the Lehigh Valley*, November 1994.

"Developing Effective Cross-Functional Teams," presented to the *Purchasing Management Association of Canada*, Toronto, March 1995.

"Purchasing in the 1990s: Critical Practices and Trends," NAPM seminar held at Lehigh University, March 1995.

“Cross-Functional, Cross-Locational, and Cross-Organizational Integration,” Michigan State University *Executive Purchasing and Supply Chain Management Roundtable*, East Lansing, Michigan, May 1995.

“Developing Leading-Edge Cross-Functional Teaming,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, June 1995.

“Developing Leading-Edge Cross-Functional Sourcing Teams,” presented to the *Purchasing Management Association of Reading*, Pennsylvania, September 1995.

“Trends in Operations and Materials Management,” presented to management at Fasson Corporation - Quakertown, PA facility, October 1995.

“Promoting World-Class Team Effort,” presented to the Honeywell purchasing managers conference, Phoenix, Arizona, April 1996.

“Cross-Functional Sourcing Team Effectiveness Presentation and Workshop,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, June 1996.

“NAPM Workshop Series,” a series of eight pre-meeting educational workshops conducted annually for NAPM members of the Lehigh Valley, 1995-1996, 1996-1997, 1997-1998, 1998-1999.

“Achieving World-Class Sourcing Team Effort,” *Executive Purchasing and Materials Management Seminar*, Michigan State University, East Lansing, Michigan, June 1997.

“Total Cost as a Decision Driver,” a presentation and moderated panel discussion at the 1997 *John Deere Supply Management Conference*, Bettendorf, Iowa, September 1997.

“Get Out of the Acquisition Business!” a presentation to the Philadelphia chapter of the *National Association of Purchasing Management*, March 1999.

“Using Teams to Achieve Competitive Advantage,” presented to the *Purchasing Management Association of Canada*, Toronto, Ontario, March, 1999.

“Using Teams to Achieve Competitive Advantage,” presented to Canada Post, Ottawa Ontario, March, 1999.

“Supply Chain Management: The Next Business Revolution,” co-presenter and co-seminar director with the Manufacturing Resource Center, Lehigh University, Bethlehem Pennsylvania, May 1999.

“Effective Cross-Functional Sourcing Teams: Key Executive Questions,” *Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, Lansing Michigan, June 1999, 2000, 2001.

“Supplier Development,” *1999 Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, East Lansing Michigan, June 1999.

“Supply Chain Management,” presented to industry participants at the Manufacturing Resource Center, Lehigh University, February 2000.

“Achieving Competitive Advantage through Supply Chain Management,” presented to the *Purchasing Management Association of Canada*, April 2000, Toronto, Ontario.

“Global Sourcing: Critical Success Factors, Benefits, and Barriers,” presented at the *Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, June 2000.

“Effective Supply Chain Management,” presented to a group of cross-functional managers at Just Born, Inc., August 2000.

“Effective Supply Chain Management,” presented to a group of cross-functional managers at Roche Vitamins, November 2000.

“Supply Chain Alliances and Partnerships,” presented to the *Confectioners Logistics Council*, Williamsburg, Virginia, July 2001

“Using Teams to Achieve Competitive Advantage,” presented to the *Purchasing Management Association of Canada*, Vancouver, September 2001.

“Advanced Team Leadership,” presented to the *Purchasing Management Association of Canada*, Toronto April 2001, Toronto October 2001, Vancouver, 2001, Calgary March 2002, Montreal May 2002.

“Pursuing Competitive Advantage through Integrated Global Sourcing,” presented at the *Purchasing and Supply Chain Management Executive Seminar*, Michigan State University, June 2001-2007.

“Strategic Supply Management,” presented to the *Purchasing Management Association of Canada*, Victoria British Columbia, Summer 2003.

“Creating the Perfect Teaming Process,” presented to the Purchasing Management Association of Canada, Victoria British Columbia, Summer 2003.

“Ten Knowledge and Skill Areas for Supply Chain Organizations,” presented to the NAPM of the Lehigh Valley, April 2005.

“External Intelligence,” a one-day seminar presented to the Manufacturing Leadership Institute at the Manufacturers Resource Center, Lehigh University, March 2006, March 2007.

“Supply Chain Management,” a one-day seminar presented to the Manufacturing Leadership Institute at the Manufacturers Resource Center, Lehigh University, May 2007, 2009.

“Supply Management Measurement,” presented to the NAPM of the Lehigh Valley, May 2007.

“Supply Chain Finance,” presented to industry participants, Lehigh University professional seminar, March 2007.

“Managing Supply Chain Complexity,” presented at the *Center for Value Chain Research* symposium, Bethlehem, PA, November 2010.

“Managing Supply Chain Complexity,” presented at the National APICS Conference, Pittsburgh, PA, October 2011.

TEACHING EXPERIENCE

Quantitative Methods, an undergraduate course, Michigan State University, 1990-1992.

Purchasing and Materials Management, an undergraduate course, Michigan State University, Summer 1990.

Operations Management, an undergraduate course, Lehigh University, 1994-1998.

Operations Management, a graduate course, Lehigh University, 1993-1998.

Purchasing and Materials Management, a graduate course, shared instruction with Michael Kolchin, D.B.A., Lehigh University, Fall 1993.

Current Organizational Issues and Topics, a graduate level course, Lehigh University, Spring 1994.

Managing People and Operations, a team-taught integrative undergraduate course, Lehigh University, Fall 1998-2000

International Supply Chain Management, taught in the Manufacturing Systems Engineering department, Lehigh University, 1998, 2000.

Integrated Transportation and Logistics Management, an undergraduate course, Lehigh University, Spring 2001-2006.

Integrating Suppliers and Customers into Key Supply Chain Processes, a one-credit Lehigh University MBA elective course, offered occasionally.

Effective Team Leadership, a one-credit Lehigh University MBA elective course, taught on a repeated basis.

Creating a Lean Supply Chain, a one-credit Lehigh University MBA elective course, taught annually.

Supply, Cost, and Risk Management, an undergraduate course, Lehigh University, Fall 2000, 2006-current.

Managing Products and Services, a team-taught integrative MBA core class, Lehigh University, Fall 1998-2009.

Strategic Supply Management, a graduate level course, Lehigh University, Fall 2001–current.

Supply Chain Operations Management, an undergraduate required core class, Fall 2009—2011.

SERVICE CONTRIBUTIONS TO LEHIGH UNIVERSITY

First Lehigh University College of Business and Economics faculty member to deliver voluntarily MBA courses via satellite distance learning, 1994

Member of the core MBA team that redesigned the Lehigh University MBA program, 1995-1997

Developed, recruited participating faculty, and implemented an ongoing one-credit MBA course format, 1997

Co-developed the undergraduate supply chain management major, 1999

Co-developed the graduate certificate in *Organizational Leadership*

Helped develop and teach Lehigh's online MBA program (started in 2006)

Currently serve as the first and only supply chain management program director at Lehigh University

Have served on a number of high profile committees, including the Promotion and Tenure Committee, the university Educational Policy Committee, the University Committee on Discipline, and the College Policy Committee

Co-director, *Center for Value Chain Research*, Lehigh University, 2009—ongoing.

SERVICE CONTRIBUTIONS TO THE PROFESSION

Program Director, National Association of Purchasing Management (NAPM) of the Lehigh Valley, 1993-1995

Professional Development Director, National Association of Purchasing Management (NAPM) of the Lehigh Valley, 1995-2000

Editorial Review Board Member for the *Journal of Supply Chain Management*

Reviewer for *Sloan Management Review*, *Supply Chain Forum: An International Journal* and the *International Journal of Operations and Production Management* (current).

ISM Educational Advisory Committee member, *Institute for Supply Management*, 2003-2006.

Associate Editor, *International Journal of Information Systems and Supply Chain Management*, (current)

National Board of Directors member, APICS, 2010-2011.

Member, APICS Conference Rethink Committee, 2010.

Chair, APICS Director-at-Large Nominations Committee, 2011.

Member, APICS Director-at-Large Nominations Committee, 2012.

PROFESSIONALSERVICES TO INDUSTRY

The following is a listing of organizations where Robert J. Trent has provided professional services such as presentations, consulting, or training:

- Agere Systems (now LSI)
- Air Products
- AT&T
- Boeing
- Bower & Associates
- Canada Post
- Center for Value Chain Research—Lehigh University
- Chinalnno
- Confectioners Logistics Council
- Crayola
- Deere and Company
- Dun & Bradstreet
- Eskom South Africa
- Fasson
- Federal Express
- General Electric Healthcare
- Haluch & Associates
- Honeywell
- ISM New Jersey
- Just Born

- Kerr-McGee
- Lehigh Cement
- Lehigh University Executive Programs
- Lehigh University Global Village
- Lehigh University Iacocca Center
- Lew Roberts and Associates
- Lucent Technologies
- Mack Trucks
- Manufacturing Leadership Institute—Lehigh University
- Manufacturers Resource Center—Lehigh University
- Masco
- Michigan State University Executive Programs
- Millennium Inorganic Chemicals
- National Association of Purchasing Management—Lehigh Valley
- National Association of Purchasing Management—Philadelphia
- National Association of Purchasing Management—Reading
- Orthoworld
- Purchasing Management Association of Canada
- Roche Vitamins
- Sandia National Laboratories
- Symbol Technologies
- Sure Fit
- Textron
- Transnet South Africa
- UPS
- UPS-Germany
- Victaulic
- Volvo 3P

PROFESSIONAL AWARDS AND RECOGNITION

Recipient of 1992 *National Association of Purchasing Management (NAPM)* doctoral dissertation grant award.

Lifetime member—*Beta Gamma Sigma* academic society

Recognized for contributions in the professional development of association members, *NAPM of the Lehigh Valley*, June 1998

Recipient of the *Class of 1961 Professorship*, which recognizes faculty members from any Lehigh University college who have recently achieved the rank of associate professor and have shown distinction in teaching, research, and service, awarded for 1998-2000 academic years

Two time recipient of the *Eugene Mercy Professorship*, which recognizes and supports an outstanding faculty member who has received tenure

Recipient of *the Francis C. Petro Award* for distinguished service to the *NAPM of the Lehigh Valley*, 2003

Recipient of the *MBA Core Teacher of the Year Award*, 2005

Recipient of the *MBA Elective Teacher of the Year Award*, 2006

Recipient of the *George N. Beckwith Professorship*, 2007, 2011

Recipient of the *Staub Award for Teaching Excellence*, Lehigh University, 2011

COMMUNITY ACTIVITIES

YMCA youth soccer league coach 1992, 1993, 1996

Coordinator—*Scouting for Food* 1994, 1995

Cub Scout Pack 11 Committee Chairperson, 1996-1997

Boy Scout Troop 29 Camp Store Advisor, 1996-1998

Pocono Mountain High School Marching Band Volunteer, 2001

Sacristan—Moravian Church 1997-current

Head Sacristan—Moravian Church, 1998-1999, 2001-2013