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Teck-Hua Ho
Osamu Ichi
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Anders Klebe
Koushik S. Krishnan
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John Randall
David Reibstein
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Christopher S. Tang
Ajay K. Taneja
Jel Ulich
Keng-Jin Wang
Linda Wang
Lutz Zipfel

PRODUCT VARIETY MANAGEMENT

Research Advances

edited by
Teck-Hua Ho
Christopher S. Tang

Product Variety Management Research Advances

Kevin E. Voges, Nigel Pope



Product Variety Management Research Advances:

Product Variety Management Teck-Hua Ho, Christopher S. Tang, 1998-09-30 Product proliferation has become a common phenomenon Most companies now offer hundreds if not thousands of stock keeping units SKUs in order to compete in the market place Companies with expanding product and service varieties face with problems of obtaining accurate demand forecasts controlling production and inventory costs and providing high quality and good delivery performance for the customers Marketing managers often advocate widening product lines for increasing revenue and market share However the breadth of product line can also decrease the efficiency of manufacturing processes and distribution systems Thus firms must weigh the benefits of product variety against its cost in order to determine the optimal level of product variety to offer to their customers Academics and practitioners are interested in several fundamental questions about product variety For instance why do companies extend their product lines Do consumers care about product variety Will a brand with more variety enjoy higher market share How should product variety be measured How can a company exploit its product and process design to deliver a higher level of product variety quickly and cheaply What should the level of product variety be and what should the price of each of the product variants be What kind of challenges would a company face in offering a high level of product variety and how can these obstacles be overcome The solutions to these questions span multiple functions and disciplines

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The Customer Centric Enterprise Mitchell M. Tseng, Frank Piller, 2011-06-27 Companies are being forced to react to the growing individualization of demand At the same time cost management remains of paramount importance due to the competitive pressure in global markets Thus making enterprises

more customer centric efficiently is a top management priority in most industries Mass customization and personalization are key strategies to meet this challenge Companies like Procter Gamble Lego Nike Adidas Land s End BMW or Levi Strauss among others have started large scale mass customization programs This book provides insight into the different aspects of building a customer centric enterprise Following an interdisciplinary approach leading scientists and practitioners share their findings concepts and strategies from the perspective of design production engineering logistics technology and innovation management customer behavior as well as marketing

Moving into Mass Customization Claus

Rautenstrauch,Ralph Seelmann-Eggebert,Klaus Turowski,2012-12-06 Mass Customization leads the strategy of today s well succeeded companies It indulges the customer with the so long yearned for product and or service that exactly fits his desires and specifications This book compiles a hand selected variety of testimonies from Mass Customization experts worldwide with different experiences both on an academic research basis as well as on practical case studies This diversity makes it a compulsory guide to use in any enterprise throughout the world that wants to take its business into new and more ambitious dimensions Furthermore its contents are structured in a way that will help everyone that wants to learn teach or put into practice the concepts of Mass Customization

Variety Induced Complexity in Mass Customization Nizar

Abdelkafi,2008 **The Advanced Dictionary of Marketing** Scott Dacko,2008 This advanced dictionary of marketing focuses on leading edge terminology for use by people who are serious about the theory and practice of marketing With over 1 000 entries ranging in length and depth it is the ideal reference guide for researchers directors managers and anyone studying marketing for a professional or academic qualification

Human Performance in Planning and Scheduling B L

MacCarthy,John R. Wilson,2003-09-02 Understanding how to make the best of human skills and knowledge is essential in the design of technology and jobs particularly where these involve decision making and uncertainty Recent developments have been made in naturalistic decision making distributed cognition and situational awareness particularly with respect to aviation transport an

Consumer-Driven Demand and Operations Management Models Serguei

Netessine,Christopher S. Tang,2009-06-02 This important book is by top scholars in supply chain management revenue management and e commerce all of which are grounded in information technologies and consumer demand research The book looks at new selling techniques designed to reach the consumer

Industrial Competitiveness and Design Evolution

Takahiro Fujimoto,Fumihiko Ikuine,2018-10-05 This book integrates the concept of design into the existing framework of industrial performance international trade and comparative advantage in trade and industrial phenomena which increasingly have been affected by design characteristics of tradable goods Design capability and their evolution are introduced into current theories of trade to explain the reality of international trade in the early twenty first century and the possibility of design based comparative advantage is explored Toward that end the concepts of design architecture organizational capability and productivity are introduced as are their interactions and evolution The author starts from the fact that firms

selection of design locations precedes that of production locations and that a new product's initial production location is usually the same as its design location. In other words, design matters in explaining today's trade phenomena. Thus, this book analyzes product design and its evolution in the context of the comparative advantage theory. The author argues that the concept of Ricardo's comparative advantage must be reinterpreted in a more dynamic way than in the past, with changing labor input coefficients treated as variables and driven by international capability building competition between factories. Some of the many topics dealt with in this volume include a capability architecture view of industrial comparative advantage, a design-based view of manufacturing, the evolution of manufacturing capabilities, Ricardian comparative advantage with changing labor input coefficients, comparative design cost, and selection of design locations, and a design process model behind comparative design cost. In this way, the behaviors of factories, product development projects, firms, industries, and national economies in today's global competition are described and analyzed in the most realistic way.

Managing Supply Chain Risk ManMohan S. Sodhi, Christopher S. Tang, 2012-02-25 Supply Chain Risk Management is an issue that many companies face and yet few companies know how to deal with it in a systematic and pragmatic manner. While avoiding and reducing supply chain risks are certainly preferable, developing ways to restore and stabilize supply chain operations rapidly after a major disruption is critical for managing global supply chains. Sodhi and Tang present important concepts, frameworks, strategies, and analyses that are essential for managing supply chain risks. Not only does this book suggest some practical ways to work with different partners to manage the risks that are present in a global supply chain, it creates a framework that would enable practitioners to engage researchers to work on this important area. Thomas A. Debrowski, Executive Vice President, Worldwide Operations, Mattel Inc. When a firm outsources its operations to external suppliers, the firm is vulnerable to major and rare disruptions that can occur at any link in the global supply chain. Because these disruptions rarely occur, few firms take commensurate actions to identify, assess, mitigate, and respond to various types of supply chain risks. By introducing frameworks and concepts along with several case studies and a review of academic literature, Sodhi and Tang treat this important subject with practical relevance and academic rigor. This book will bring practitioners and researchers to develop effective and efficient ways to manage supply chain risks. Marshall L. Fisher, UPS Professor, Professor of Operations and Information Management, and Co-Director of Fishman Davidson Center for Service and Operations Management, The Wharton School, University of Pennsylvania. This book ties observations in practice to methodologies and research. The rich case examples motivated the approaches and methodologies used to mitigate risks, and in the course of doing so, Sodhi and Tang provided insights on existing and new research opportunities. As a result, this book is highly relevant to both practitioners and academics. Also, the book is also written with management lessons on how risks can be mitigated and how risks can be contained once disruptions have occurred. As such, it is also a book for management to gain insights and to develop management skills. Hau L. Lee, Thoma Professor of Operations, Information, and Technology, and Director of the

Stanford Global Supply Chain Management Forum Graduate School of Business Stanford University As companies have extended their supply chains globally and as the face increasing resource issues they face a number of new risk challenges While there are various case studies written about supply chain risks this book gives a comprehensive treatment of the subject with clarity The concepts and frameworks developed by Sodhi and Tang in this book would create awareness of this important and yet not well understood subject and strategies described in this book would stimulate practitioners to develop a holistic approach for identifying assessing mitigating and responding to different types of supply chain risks Nick Wildgoose Global Supply Chain Proposition Manager Zurich Insurance *Postponement Strategies in Supply Chain Management* T. C. Edwin Cheng, Jian Li, C. L. Johnny Wan, Shouyang Wang, 2010-03-10 Postponement strategy is one of the major supply chain management SCM practices that has a discernible impact on firms competitive advantage and organizational performance Postponement is a mass customization strategy that captures the advantages of both mass production and mass customization Recent research studies have identified four common postponement strategies namely pull logistics form and price postponement The former three postponement strategies are linked to production and manufacturing while the last one is a pure pricing strategy They aim at balancing the costs and benefits of mass production and mass customization Practical examples of postponement can be found in the high tech industry food industry and other industries that require high differentiation However empirical studies have found that postponement may not be an evident SCM practice compared to the other practices In addition postponement has both positive and negative impacts on a supply chain The advantages include following the JIT principles reducing end product inventory making forecasting easier and pooling risk The high cost of designing and manufacturing generic components is the main drawback of postponement Thus the evaluation of postponement strategy is an important research issue and there have been many qualitative and quantitative models for analyzing postponement under different scenarios Business Applications and Computational Intelligence Kevin E. Voges, Nigel Pope, 2006-01-01 This book deals with the computational intelligence field particularly business applications adopting computational intelligence techniques Provided by publisher **Information and Management Systems for Product Customization** Thorsten Blecker, Gerhard Friedrich, Bernd Kaluza, Nizar Abdelkafi, Gerold Kreutler, 2005-12-28 In today's competitive environment manufacturing and service companies are intensifying their customization processes Customization means companies must meet the challenge of providing individualized products and services without introducing high costs Therefore companies must address both customization and cost factors to gain a competitive advantage While product customization is the manufacturing of products according to individual customer needs it does not involve any focus on the cost perspective Information and Management Systems for Product Customization will concentrate on both product customization and costs efficiency which is termed as mass customization Moreover mass customization with its multi dimensions is the new business paradigm challenging today's manufacturing companies **Channel Strategies**

and Marketing Mix in a Connected World Saibal Ray, Shuya Yin, 2019-12-14 This book aims to revisit the traditional interaction between channel strategies and the marketing mix in a connected world In particular it focuses on the following four dimensions in this context Consumers Products Value Proposition and Sustainability Keeping in mind the growing digitalization of business processes in the retail world and the move towards omni channel retailing the book introduces the state of the art academic and practitioner studies along these dimensions that could enhance the understanding of the potential impact that new technologies and strategies can have on practice in the near future When launching a new product service to market firms usually consider various components of the marketing mix to influence consumers purchase behaviors such as product design convenience value proposition promotions sustainability initiatives etc This mix varies depending on the specific channel and consumer niche that the firm is targeting But this book shows how channel strategy also influences the effectiveness in utilizing the marketing mix to attract potential customers

Mass Customization

Thorsten Blecker, Gerhard Friedrich, 2006-07-31 Mass Customization Challenges and Solutions defines the parameters of the emerging business strategy mass customization The book will cover the main categories of the area with a systematic examination of the following themes manufacturing systems and mass customization supply chain management and mass customization and information systems and mass customization In addition to being tightly organized by themes and a carefully selected group of contributors the Editors will write introductory material to the sections along with introductory and concluding chapters The result is a book that provides the field with the conceptual framework of mass customization its tools its solutions and real world examples of successful implementations of the business strategy An important book for academics working in production operations production manufacturing industrial engineering logistics supply chain management and industry practitioners

The Practice of Supply Chain Management: Where Theory and Application Converge

Terry P. Harrison, Hau L. Lee, John J. Neale, 2006-04-11 For over a decade there has been an increasing interest in the use of supply chain methods to improve performance across the entire business enterprise Numerous industries have recognized the importance of efficient supply chain integration and as a result supply chain management has become a standard part of business practice The Practice of Supply Chain Management Where Theory and Application Converge is a must have volume for users of supply chain management methods supply chain management researchers and students in supply chain management The objective of the book is to provide an overview of this important practice research cycle and it is organized into three sections Core Concepts and Practices Emerging Supply Chain Practices and Supply Chain in Action The focus of the book is on supply chain practice but supply chain practice that has been heavily influenced by supply chain research It is this synergy between research and practice that continues to simulate new directions for research

Creating Values with Operations and Analytics

Hau Lee, Ricardo Ernst, Arnd Huchzermeier, Shiliang Cui, 2022-10-21 This book showcases how the latest and most advanced types of analytical modeling

and empirical analysis can help to create value in the global supply chain Focusing on practical relevance it shares valuable management insights and addresses key issues in operations management OM demonstrating how past research has led to various practices and impacts while also exploring the aspirations of the latest research It presents current research on various topics such as global supply chain design service supply chains product design responsible supply chains performance and incentives in operations data analytics in health services new business models in the digital age and new digital technology advances such as blockchain In addition it presents practical case studies on the aforementioned topics Beyond the value of its contents the book is intended as a tribute to Professor Morris Cohen who has been a major contributor to advancing the research frontier in operations management and a driving force in shaping the field Given its scope the book will appeal to a wide readership from researchers and PhD students to practitioners and consultants

Product Platform and Product Family Design Timothy W. Simpson,Zahed Siddique,Roger Jianxin Jiao,2006-03-20 Designing products and product families so they may be customized for the global marketplace and achieving these goals in abbreviated time period while maintaining production efficiencies are the keys to successful manufacturing operations The research on these areas has matured rapidly over the last decade Today s highly competitive and volatile marketplace is reshaping the way many companies do business as rapid innovation and mass customization offer a new form of competitive advantage In response companies like Sony Black and Decker and Kodak have successfully implemented strategies to design and develop an entire family of products to satisfy a wide variety of customer requirements Product Platform and Product Family Design Methods and Applications discusses how product platform and product family design can be used successfully to increase variety within a product line shorten manufacturing lead times reduce overall costs within a product line The material available here will serve as both a reference and a hands on guide for practitioners involved in the design planning and production of products Included are real life case studies that explain the benefits of platform based product development

Retail Supply Chain Management Narendra Agrawal,Stephen A. Smith,2015-04-20 This new edition focuses on three crucial areas of retail supply chain management 1 empirical studies of retail supply chain practices 2 assortment and inventory planning and 3 integrating price optimization into retail supply chain decisions The book has been fully updated expanding on the distinguishing features of the original while offering three new chapters on recent topics which reflect areas of great interest and relevance to the academic and professional communities alike inventory management in the presence of data inaccuracies retail workforce management and fast fashion retail strategies The innovations lessons for practice and new technological solutions for managing retail supply chains are important not just in retailing but offer crucial insights and strategies for the ultimate effective management of supply chains in other industries as well The retail industry has emerged as a fascinating choice for researchers in the field of supply chain management It presents a vast array of stimulating challenges that have long provided the context of much of the research in the area of

operations research and inventory management However in recent years advances in computing capabilities and information technologies hyper competition in the retail industry emergence of multiple retail formats and distribution channels an ever increasing trend towards a globally dispersed retail network and a better understanding of the importance of collaboration in the extended supply chain have led to a surge in academic research on topics in retail supply chain management Many supply chain innovations e g vendor managed inventory were first conceived and successfully validated in this industry and have since been adopted in others Conversely many retailers have been quick to adopt cutting edge practices that first originated in other industries Retail Supply Chain Management Quantitative Models and Empirical Studies 2nd Ed is an attempt to summarize the state of the art in this research as well as offer a perspective on what new applications may lie ahead

Retail Marketing A. Sivakumar, 2007 Focuses on the marketing dimension of retailing This book analyses the concepts and practices in developed retail markets and illustrates their applications in the Indian context It is suitable for students teachers managers entrepreneurs and practitioners interested in the retail business

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