

# Yang (Sophie) Yang

Marketing and Management Department  
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## EDUCATION

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2010-2016      Ph.D., Supply Chain Management, Arizona State University (ASU); Co-Advisors: Thomas Y. Choi and Craig R. Carter  
2008-2010      MBA, Brigham Young University (BYU)  
2000-2004      B.S., Electrical Engineering and Automation, Beihang University (BUAA), China

## EMPLOYMENT

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### Academic Experience

2022- present      **The University of Texas at El Paso**  
Associate Professor of Operations and Supply Chain Management  
2017- 2022      **The University of Texas at El Paso**  
Assistant Professor of Operations and Supply Chain Management  
2016- 2017      **The University of Texas at El Paso**  
Visiting Assistant Professor of Operations and Supply Chain Management  
2010-2016      **Arizona State University**  
Instructor, and Teaching and Research Assistant

### Industry Experience

2004-2007      **China International Fund Ltd, Beijing, China.**  
Division Chief of Purchasing Department and Project Manager

## RESEARCH

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### Research Interest

Supply management and supply networks

- Agency problems between buyers and suppliers
- Identification and management of the critical suppliers in extended supply networks
- Changes in supply networks

### Dissertation

**Title:** Reframing Buyer-Supplier Agency Problems Beyond the Dyad

**Committee:** Thomas Y. Choi (Co-Chair), Craig R. Carter (Co-Chair), Thomas J. Kull, and Rui Yin

## **Publications**

Chae, S., Son, B., Yan, T., and **Yang, Y.**\* (2022), “The effect of value network relatedness on post-M&A performance”. *International Journal of Production and Operations Management*. (an A journal in the ABDC list) 42(8), 1272-1293.

**Yang, Y.**, Choi, T. Y., Carter, C. R., & Yin, R. (2022), “Expanding the boundaries of buyer-supplier agency problems: Moving from dyad to triad”. *Journal of Purchasing and Supply Management* (an A journal in the ABDC list) 28(3), 1-11.

Yan, T., **Yang, Y.**, Chae, S., & Dooley, K. (2020), “Trading-off innovation novelty and information protection in supplier selection for a new product development project: Supplier ties as signals”. *Journal of Operations Management* (an A\* journal in the ABDC list) 66 (7-8) 933-957 (**a finalist for 2020 Jack Meredith Best Paper award**).

Chae, S., Yan, T., & **Yang, Y.**\* (2020), “Supplier innovation value from a buyer-supplier structural equivalence view: Evidence from the PACE awards in the automotive industry”. *Journal of Operations Management* (an A\* journal in the ABDC list) 66 (7-8) 820-838.

**Yang, Y.**, Kull, T. J., Nahm, A. Y., & Li, B. (2017), “Attitudes toward supplier integration: The U.S. vs. China”. *International Journal of Operations and Production Management* (an A journal in the ABDC list) 37(8), 1094-1116.

Yan, T., **Yang, Y.**, & Dooley, K. (2017), “A theory of supplier network-based innovation value”. *Journal of Purchasing & Supply Management* (an A journal in the ABDC list) 23(3), 157-162.

Yan, T., Choi, T. Y., Kim, Y., & **Yang, Y.** (2015), “A theory of the nexus supplier: A critical supplier from a network perspective”. *Journal of Supply Chain Management* (an A journal in the ABDC list) 51(1), 52-66.

\* Equal contributions

## **Papers Under Review**

**Yang, Y.**, Carter, C. R., Kull, T. J., & Choi, T. Y., [Title removed to protect the double-blind review process]. Under review at *Journal of Operations Management*.

**Yang, Y.**, Chae, S., Yan, T., & Linderman K., [Title removed to protect the double-blind review process]. Target submission to *Production and Operations Management*.

## **Working Papers**

**Yang, Y.,** Sun, X., Li, M. & Yan, T., “Don’t Forget Your Suppliers And Customers When You Compete! Effects Of Value Networks On Competitive Aggressiveness”. Target submission to *Journal of Operations Management*.

Li, M., Sun, X., **Yang, Y.,** & Yan, T., “Supply network and competitive aggressiveness: A dyadic perspective”. Target submission to *Management Sciences*.

Lamin, A., Li, M., Ramos-Gonzalez, M., and **Yang, Y.,** “The impact of supplier and customer relationships on target selection in horizontal acquisitions”. Target submission to *Strategic Management Journal*.

**Yang, Y.,** Yin, R., & Choi, T. Y., “Incentives of supply network: An analytical model of directed sourcing”. Target submission to *Decision Sciences Journal*.

**Yang, Y.,** Shah, P., & Kull, T. J., “The effect of reputation on buyer-supplier agency problems: An agent-based model”. Target submission to *International Journal of Operations and Production Management*.

### **Conference Presentations**

**Yang, Y.,** Chae, S., & Yan, T., “Beyond node-collapse: The effects of structural changes of supply bases on post-M&A performance”. Presented at the 2021 Annual Meeting of POMs, online.

**Yang, Y.,** Sun, X., & Li, M., “Supply networks and competitive aggressiveness: Effects of centrality and autonomy on competitive intensity and complexity”. Presented at the 2021 Annual Meeting of POMs, online.

**Yang, Y.,** Chae, S., & Yan, T., “Beyond node-collapse: The effects of structural changes of supply bases on post-M&A performance”. Presented at the 2021 Bi-Annual Meeting of Center of Adaptive Supply Network (CaSN), online.

**Yang, Y.,** Skilton, P., & Ro, Y., “The reconfiguration of supply network governance during disruptive technological”. Presented at the 2019 Annual Meeting of Decision Science Institute, New Orleans, LA.

**Yang, Y.,** Shah, P., & Kull, T. J., “The effect of reputation on supplier opportunism: An agent-based model”. Presented at the 2019 annual meeting of POMS, Washington DC.

**yang, y.,** shah, p., & Kull, T. J., “The effect of reputation on supplier opportunism: An agent-based model”. Presented at the 2018 Annual Meeting of Decision Science Institute, Chicago, IL.

**Yang, Y.,** & Kull, T. J., “The effect of reputation on buyer-supplier agency problems: An agent-based model”. Presented at the 2018 Annual Meeting of POMs, Houston, TX.

**Yang, Y.,** Yin, R., Choi, T. Y., & Dong, Y. (2017), “Incentives of supply network: An analytical model of directed sourcing”. Presented at the 2017 Annual Meeting of POMs, Seattle, WA.

**Yang, Y., & Kull, T. J. (2017),** “The shadow of the network: Can interactions among buyers inspire supplier’s cooperation?”. Presented at the 2017 Annual Meeting of POMs, Seattle, WA.

**Yang, Y., Kull, T. J., Carter, C. R., & Choi, T. Y (2016),** “Addressing supplier opportunism beyond the dyad: The effect of network governance”. Presented at the 2016 Annual Meeting of Decision Science Institute, Austin, TX.

**Yang, Y., Kull, T. J., Nahm, A. Y., & Li, B.,** “Attitudes toward supplier integration: the u.s. vs. china”. Presented at the 2014 Annual Meeting of Academy of Management, Philadelphia, PA.

**Yang, Y., & Carter, P. L. (2012),** “Developing the commercial capital of buying firms: A conceptual supply management innovation maturity model”. **(Winner of Distinguished Track Paper in Supply Management)** Presented at the 43rd Decision Science Institute Annual Meeting, San Francisco, CA.

**Yang, Y., & Kull, T. J. (2012),** “Contextual influences on managerial attitudes toward supplier integration: A cross-cultural study. presented at the 43rd decision science institute annual meeting”, San Francisco, CA.

**Yang, Y., & Carter, P. L. (2012).** “A maturity model of supply management roles in innovation”. Presented at 22nd Annual North American Research Symposium on Purchasing and Supply Chain Management (NARS) Chandler, AZ.

## **TEACHING**

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Undergraduate	Business Process Analytics (BUSN3333) as an instructor at UTEP
	Business Process Analytics Lab (BUSN 3334A) as an instructor at UTEP
	Purchasing and Supply Management (OSCM 4315) as an instructor at UTEP
	Logistics Management (OSCM 3337) as an instructor at UTEP
	Production And Operations Management (OSCM 3321) as an instructor at UTEP
	Logistics Management (SCM 345) as an instructor at ASU
	Supply Management (SCM 355) as a teaching assistant at ASU
	Global Supply Operations (SCM 300) as a teaching assistant at ASU
Graduate	Concepts Of Production Management (OSCM 5308) as an instructor at UTEP
	Strategic Logistics Management (MBA 529) as a teaching assistant at BYU

## **AWARDS, SCHOLARSHIPS, GRANTS**

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Journal of Operations Management 2021 Jack Meredith Best Paper Award (Honorable Mention)

Summer Research Fund, 2020-2021

Research Award in Operation and Supply Chain Management, 2020

Research Award in Operation and Supply Chain Management, 2018

ISM Dissertation Grant Winner, 2014

DSI Distinguished Track Paper in Supply Management, 2012

Institute for Supply Management, N.A.R.S. conference scholarship, 2011

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## **SERVICE ACTIVITIES**

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- Ad hoc reviewer for
  - Journal of Operations Management
  - International Journal of Operations and Production Management
  - Journal of Supply Chain Management
  - Decision Sciences Journal
  - Journal of Business Logistics
  - International Journal of Production Economics
- University
  - Faculty Senate Representative (2020 – present)
  - Faculty Senate Representative (2018 – 2019) – Alternate
  - University Research Committee (2021 - present)
- College
  - The college marshal at spring commencement in 2019
  - OSCM faculty “narrator” in the “Networking Session with Faculty” of COBA summer orientations in 2018
  - College Undergraduate Curriculum Committee (2021 - present)
  - Research and Resource Committee (2021 - present)
  - Strategic Planning Committee (2021 - present)
- Department
  - OSCM faculty search committee (2020)
  - OSCM faculty search committee (2019)
  - Assurance of learning (AoL) coordinator for OSCM3321 (2020 - present)
  - Graduate (MBA) Curriculum Committee (2021- present)
  - Faculty Development/Merit Review Committee (2021- present)
  - Faculty Advisor of the ASQ Student organization (2021- present)