



M.L. "Bob" Emiliani

PEER REVIEWED PAPERS

Lean Leadership and Lean Management

1. **"Engaging Faculty in Lean Teaching,"** *International Journal of Lean Six Sigma*, Vol. 6, Issue 1, 2015 <http://www.emeraldinsight.com/doi/full/10.1108/IJLSS-06-2014-0015>
2. **"Music as a Framework to Better Understand Lean Leadership,"** *Leadership and Organizational Development Journal*, Vol. 34, Issue 5, 2013, pp. 407-426.
3. **"Frank George Woollard: Forgotten Pioneer of Flow Production,"** with P.J. Seymour, *Journal of Management History*, Volume 17, Issue 1, 2011, pp. 66-87.
4. **"Standardized Work for Executive Leadership,"** *Leadership and Organizational Development Journal*, Vol. 29, No. 1, 2008, pp. 24-46.
5. **"Improving Management Education,"** *Quality Assurance in Education*, Vol. 14, No. 4, 2006, pp. 363-384.
6. **"Origins of Lean Management in America: The Role of Connecticut Businesses,"** *Journal of Management History*, Vol. 12, No. 2, 2006, pp. 167-184.
7. **"Leaders Lost in Transformation,"** with D.J. Stec, *Leadership and Organizational Development Journal*, Vol. 26, No. 5, 2005, pp. 370-387.
8. **"Using Kaizen to Improve Graduate Business School Degree Programs,"** *Quality Assurance in Education*, Vol. 13, No. 1, 2005, pp. 37-52. **Highly Commended Paper Award** from Emerald Publishing.
9. **"Using Value Stream Maps to Improve Leadership,"** with D.J. Stec, *Leadership and Organizational Development Journal*, Vol. 25, No. 8, 2004, pp. 622-645.
10. **"Improving Business School Courses by Applying Lean Principles and Practices,"** *Quality Assurance in Education*, Vol. 12, No. 4, 2004, pp. 175-187.
11. **"Is Management Education Beneficial to Society?,"** *Management Decision*, Vol. 42, No. 3/4, 2004, pp. 481-498.
12. **"Linking Leaders' Beliefs to Their Behaviors and Competencies,"** *Management Decision*, Vol. 41, No. 9, 2003, pp. 893-910.
13. **"A Mathematical Logic Approach to the Shareholder vs. Stakeholder Debate,"** *Management Decision*, Vol. 39, No. 8, 2001, pp. 618-622.
14. **"Redefining the Focus of Investment Analysts,"** *The TQM Journal*, Vol. 13, No. 1, 2001, pp. 34-50. **Citation of Excellence Award** from *Emerald Management Reviews*.
15. **"The False Promise of 'What Gets Measured Gets Managed',"** *Management Decision*, Vol. 38, No. 9, 2000, pp. 612-615.
16. **"The Oath of Management,"** *Management Decision*, Vol. 38, No. 4, 2000, pp. 261-262.
17. **"Cracking the Code of Business,"** *Management Decision*, Vol. 38, No. 2, 2000, pp. 60-79. **Highly Commended Paper Award** from Emerald Publishing.
18. **"Lean Behaviors,"** *Management Decision*, Vol. 36, No. 9, 1998, pp. 615-631. **Outstanding Paper Award**, 1998 volume of *Management Decision*.
19. **"Continuous Personal Improvement,"** *Journal of Workplace Learning*, Vol. 10, No. 1, 1998, pp. 29-38.



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PEER REVIEWED PAPERS

Supply Chain Management and B2B e-Commerce

1. **"Historical Lessons in Purchasing and Supplier Relationship Management,"** *Journal of Management History*, Vol. 16, No. 1, 2010, pp. 116-136.
2. **"Coercion and Reverse Auctions,"** with C. Giampietro, *Supply Chain Management: An International Journal*, Vol. 12, No. 2, 2007, pp. 75-84.
3. **"Executive Decision-Making Traps and B2B Online Reverse Auctions,"** *Supply Chain Management: An International Journal*, Vol. 11, No. 1, 2006, pp. 6-9. **Highly Commended Paper Award.**
4. **"Wood Pallet Suppliers' Reaction to Online Reverse Auctions,"** with D.J. Stec, *Supply Chain Management: An International Journal*, Vol. 10, No. 4, 2005, pp. 278-287.
5. **"Unintended Responses to a Traditional Purchasing Performance Metric,"** with D.J. Stec and L.P. Grasso, *Supply Chain Management: An International Journal*, Vol. 10, No. 3, 2005, pp. 150-156.
6. **"Regulating B2B Online Reverse Auctions Through Voluntary Codes of Conduct,"** *Industrial Marketing Management*, Vol. 34, No. 5, 2005, pp. 526-534.
7. **"Commentary on 'Reverse Auctions for Relationship Marketers' by Daly and Nath,"** with D.J. Stec, *Industrial Marketing Management*, Vol. 34, No. 2, 2005, pp. 167-171. **Invited paper.**
8. **"Aerospace Parts Suppliers' Reaction to Online Reverse Auctions,"** with D.J. Stec, *Supply Chain Management: An International Journal*, Vol. 9, No. 2, 2004, pp. 139-153.
9. **"Sourcing in the Global Aerospace Supply Chain Using Online Reverse Auctions,"** *Industrial Marketing Management*, Vol. 33, No. 1, 2004, pp. 65-72. **Invited paper.**
10. **"The Inevitability of Conflict Between Buyers and Sellers,"** *Supply Chain Management: An International Journal*, Vol. 8, No. 2, 2003, pp. 107-115.
11. **"Squaring Online Reverse Auctions with the Caux Round Table *Principles for Business*,"** with D.J. Stec, *Supply Chain Management: An International Journal*, Vol. 7, No. 2, 2002, pp. 92-100.
12. **"Realizing Savings from Online Reverse Auctions,"** with D.J. Stec, *Supply Chain Management: An International Journal*, Vol. 7, No. 1, 2002, pp. 12-23.
13. **"Online Reverse Auction Purchasing Contracts,"** with D.J. Stec, *Supply Chain Management: An International Journal*, Vol. 6, No. 3, 2001, pp. 101-105.
14. **"Business-to-Business Online Auctions: Key Issues for Purchasing Process Improvement,"** *Supply Chain Management: An International Journal*, Vol. 5, No. 4, 2000, pp. 176-186.
15. **"Supporting Small Businesses in their Transition to Lean Production,"** *Supply Chain Management: An International Journal*, Vol. 5, No. 2, 2000, pp. 66-70.
16. **"The Making of a Lean Aerospace Supply Chain,"** *Supply Chain Management: An International Journal*, Vol. 4, No. 3, 1999, pp. 135-144.