PROMOTION RECOMMENDATION
The University of Michigan
Stephen M. Ross School of Business

Stefanus Jasin, associate professor of technology and operations, with tenure, Stephen M. Ross School of Business, is recommended for promotion to professor of technology and operations, with tenure, Stephen M. Ross School of Business.

Academic Degrees:
Ph.D.   2011   Stanford University, Stanford CA.
M.S.   2011   Stanford University, Stanford CA
B.A.   2005   University of California, Berkeley, Berkeley, CA.

Professional Record:
2018 – Present   Associate Professor of Technology and Operations, University of Michigan,
                   Stephen M. Ross School of Business, Ann Arbor, MI.
2018   Visiting Assistant Professor of Operations Management, Carnegie Mellon
                   University, Tepper School of Business, Pittsburgh, PA.
2011 – 2018   Assistant Professor of Technology and Operations, University of Michigan,
                   Stephen M. Ross School of Business, Ann Arbor, MI.

Summary of Evaluation:
Teaching: Professor Jasin is a very capable teacher who has taught a number of different classes across various programs. Since Fall 2014, his teaching scores ranged from 4.6-4.8/5 for the Master of Management core statistics, 4.9/5 for the Master of Business Analytics statistics core, 4.6/5 for the Global MBA statistics core, 4.3-4.8/5 for an MBA elective on applied business forecasting, and 4-4.7/5 for the Master of Supply Chain Management (MSCM) core logistics course. Students praise Professor Jasin for his knowledge about the subject matter and the care he exhibits towards students. For years, Professor Jasin served as the coordinator of the BBA undergraduate statistics and data analytics core, mentoring new junior faculty in the process. He has advised a number of the Tauber Institute and MSCM projects over the years, and is appreciated for his capabilities in advising technically challenging projects.

Research: Professor Jasin has developed a very cohesive body of work centered around algorithmic approaches to address very large-scale problems. This body of work goes beyond effectiveness and incorporates a strong theoretical foundation, which enhances the understanding of various heuristic classes. The growing availability of massive data and the demand for automated algorithm-based decisions provide a fertile ground for Professor Jasin's research, which has broad applications across diverse problem domains. Initially focusing on revenue management, he expanded his research scope to encompass challenging problems in retail logistics and analytics. Within revenue management, Professor Jasin's work delves into theoretical questions arising from the practical need for practitioners to employ heuristics in solving large-scale, complex problems.

Professor Jasin's research reflects a significant and impactful contribution to algorithmic approaches in solving large-scale problems within revenue management and retail logistics. Professor Jasin's research contributions allow for and outline more innovative and efficient solutions in data-driven decision-making, with application in a wide variety of problems. The volume of his top-tier publications puts him among very recognized researchers, many with significantly longer research trajectory.

Professor Jasin's award record is exceptional. His papers have won or been recognized as a finalist for nine awards in the field, including the primary 2018 INFORMS Revenue Management and Pricing Practice Award, awarded for one of his sole-authored papers. His recognition is also evident through the rapidly growing citation count. Professor Jasin's research continues to grow not only in its pace but also its breadth.

Recent and Significant Publications:
Qiaochu Wang, Yan Huang, Param Vir Singh, Stefanus Jasin. 2023. Algorithmic Transparency with Strategic Users. *Management Science*, 69 (4): 2297-2317.
Huanan Zhang, Stefanus Jasin. 2022. Online Learning and Optimization of (Some) CyclicPricing Policies for Revenue Management with Patient Customers. *Manufacturing and Service Operations Management*, 24 (2): 1165-1182.
Yanzhe Lei, Stefanus Jasin, Joline Uichanco, Andrew Vakhutinsky. 2022. Joint Product Framing (Display, Ranking, Pricing) and Order Fulfillment under the MNL Model for E-Commerce Retailers. *Manufacturing and Service Operations Management*, 24 (3):1529-1546.
Qi Chen, Izak Duenyas, Stefanus Jasin. 2022. Optimal Use and Replenishment of Two Substitutable Raw Materials in a Nonstationary Capacitated Make-to-Order Production System. *Manufacturing and Service Operations Management*, 24 (4): 2274-2292.
Lai Wei, Stefanus Jasin, Linwei Xin. 2021. On a Deterministic Approximation of Stochastic Inventory Systems with Sequential Probabilistic Service Level Constraints. *Operations Research*, 69 (4): 1057-1076.
Qi Chen, Stefanus Jasin, Izak Duenyas. 2021. Technical Note—Joint Learning and Optimization of Multi-Product Pricing with Finite Resource Capacity and Unknown Demand Parameters. *Operations Research*, 69 (2): 560-573.

Service: Professor Jasin has served in his field as a department editor for *Production and Operations Management* since January 2022. At the same time, Professor Jasin continues to serve as the associate editor for four other journals: *Management Science, Operations Research, Manufacturing and Service Operations Management*, and *Naval Research Logistics*. This represents a significant editorial workload; for example, his department editor work alone involved handling 39 new submissions in the past year. In addition to his editorial work serving the revenue management and analytics communities, Professor Jasin has served as a board member of the INFORMS Revenue Management and Pricing Section. He was also a co-chair for the revenue management cluster of sessions at INFORMS and served as judge on several prominent paper competitions.

Within the area, Professor Jasin earned appreciation for the helpfulness and insightfulness during hiring meetings. Professor Jasin's internal service roles at Ross include being a member of the One Year Master's Faculty Council, leadership of a school-wide task force on pre-doctoral

programs, and chairing a major review committee. Furthermore, Professor Jasin has engagement at the university level, serving on the Senate Assembly Committee for Fairness, Equity, and Inclusion and his recent election to fill a Senate seat for Ross. In all of these roles, Professor Jasin was perceived as a reliable and productive contributor.

External Reviewers:

Reviewer A: "Stef has been doing technically deep work that has been eye-opening for our community. He does technical and practically relevant work. In addition to his strength in research, Stef has been a wonderful contributor to our research community through the editorial and leadership roles that he took on."

Reviewer B: "Professor Jasin is known for his significant contributions to the revenue management and dynamic pricing literature. Many of Professor Jasin's papers are outstanding. I find his papers on reoptimization of linear program (LP)-based control policies particularly interesting and relevant."

Reviewer C: "...he is undoubtedly one among the foremost scholars in the field today. His work on self-adjusting price control, which develops an easy to implement dynamic pricing algorithm that does not require re-solving any large-scale optimization at all, was the first of its kind in the OM/RM literature. It laid the foundation for many follow-up papers on various applications. His other work on fulfillment optimization was among the very first to address the multi-item split-fulfillment problem in e- commerce, and has now motivated many follow-ups works by other researchers."

Reviewer D: "He has been a pioneer, producing seminal papers that have spurred the growth of what we now consider core areas in network revenue management and price-based revenue management."

Reviewer E: "I believe that he is arguably among the leading scholars in our community, who are doing theoretical and practical algorithmic work in revenue management and related areas...intellect, I would encourage him to attempt 'hitting to the fences,' because I truly believe he has all the elements to generate home run papers and path breaking research."

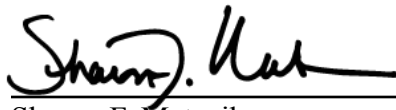Reviewer F: "Both the quality and the quantity of Stefanus's [sic] work are outstanding."

Reviewer G: "His work is highly regarded and considered fundamental in revenue management. The community has received this work well, and he is known for his work."

Reviewer H: "Stefanus's [sic] paper was the first to recognize the power of re-solving at deterministic time points. Today, the revenue management literature takes for granted the power of resolving deterministic linear programs based on average demand, and that strongly credits Stefanus's [sic] work."

Reviewer I: "His work in quantity-based network revenue management has been pivotal in advancing the understanding of LP-based policies in revenue management. These studies explore the effectiveness and limitations of various LP-based policies, offering new insights into

their practical applications. His research in this area is crucial for understanding the dynamics of re- optimization in revenue management systems and has influenced both academic research and industry practices…Stefanus['] post-tenure work in Retail Logistics and Web Analytics are significant for their innovative methods, practical applications, and their substantial impact on modern retail and e-commerce practices. What sets Stefanus's [sic] work apart is his ability to bridge theoretical research with practical application. His collaborations with industry partners in retail and e-commerce mean that his research is not only academically sound but also directly applicable to real-world problems. This dual focus enhances the relevance and impact of his work, providing actionable insights for businesses."

Summary Recommendation: I am pleased to recommend Stefanus Jasin for promotion to professor of technology and operations, with tenure, Stephen M. Ross School of Business.

Sharon F. Matusik
Edward J. Frey Dean of Business
Stephen M. Ross School of Business

May 2024