

# **SEUNGBEOM KIM**

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## **EDUCATION**

### **University of Southern California, Marshall School of Business**

Ph.D. in Information and Operations Management, May 2013 (Expected)

### **Columbia University, School of Engineering and Applied Science**

M.S. in Operations Research, Feb 2008

### **POSTECH (Pohang University of Science and Technology )**

B.S. in Industrial Engineering, Feb 2005

## **RESEARCH INTERESTS**

Revenue Management  
Strategic Customers  
Behavioral Operations  
Supply Chain Management

## **WORKING PAPERS**

Seungbeom Kim and Sriram Dasu "Strategic Buyers and Posted Prices: An Experimental Study", 2012

Seungbeom Kim, K. Ravi Kumar and Sriram Dasu "Allocation of Air Cargo Capacity to Decentralized Sales Agents", 2011

Seungbeom Kim and K. Ravi Kumar "Korean Air Cargo: To Become Stronger and Smarter", 2011

## **WORK IN PROGRESS**

Seungbeom Kim, Paat Rusmevichientong, K. Ravi Kumar and Sriram Dasu "Study of Efficiency of Decentralized Revenue Manager"

## **TEACHING EXPERIENCE**

### LECTURER

- BUAD 311 Operations Management (Undergraduate), Marshall School of Business, University of Southern California, Spring 2012

### TEACHING ASSISTANT

- BUAD 311 Operations Management (Undergraduate), Marshall School of Business, University of Southern California, Fall 2011
- GSBA 504 Operations Management (MBA, Prof. Sriram Dasu), Marshall School of Business, University of Southern California), Spring 2010- Fall 2011
- IEOR E4404 Simulation (Graduate, Prof. Mariana Olvera-Cravioto), IEOR Department, Columbia University, Fall 2007

## **CONFERENCE PRESENTATIONS**

### Strategic Buyers and Posted Prices: An Experimental Study

- INFORMS 2012 Annual Meeting, Phoenix, AZ, October 2012 (invited and scheduled)
- 2012 BOM Conference, Washington, DC, June 2012
- POMS 2012 Annual Meeting, Chicago, IL, April 2012

### Allocation of Air Cargo Capacity to Decentralized Sales Agents

- 11<sup>th</sup> Trans-Atlantic Doctoral Conference, London, UK, May 2011
- INFORMS 2009 Annual Meeting, San Diego, CA, October 2009

## **HONORS AND AWARDS**

USC Marshall School of Business, Graduate Assistantship, 2008 - Current

USC Marshall School of Business Summer Travel Grant, June 2012

NUS Behavioral Economics Summer Institute, Singapore, July 2011

POSTECH, General Scholarship, 1998-2001

POSTECH, Award for Excellency, Spring 2001, Fall 2001, Fall 2004

## **PROFESSIONAL EXPERIENCE**

Korean Air, Research Intern, May 2009- Aug 2009

Korea Telecom, Assistant Manager, Jan 2006- Jul 2006

Deloitte Anjin LLC, Consultant Intern, Aug 2005-Dec 2005

KongYong DBM, Researcher and Developer, Jan 2002- May 2004

POSCO, Intern, Jul 2001- Aug 2001

## **COMPUTER SKILLS**

C/C++/C#, Visual Basic, MATLAB, MINITAB, R, SQL