

Joann de Zegher

CONTACT INFORMATION

MIT Sloan School of Management
100 Main Street, E62-585
Cambridge, MA 02142 USA

Cell: (650) 924-7085
E-mail: jfz@mit.edu
Web: www.jfdezegher.com

ACADEMIC EMPLOYMENT

Massachusetts Institute of Technology, Cambridge, MA
Sloan School of Management

2018-

Maurice F. Strong Career Development Professor
& Assistant Professor of Operations Management
• *Affiliate*, Sloan Sustainability Initiative

EDUCATION

Stanford University, Stanford, CA

Stanford Graduate School of Business — Operations, Information & Technology
Post-doctoral Fellow

2017-2018

*Stanford School of Earth, Energy & Environmental Sciences —
Emmett Interdisciplinary Program in Environment and Resources*

2012-2017

Ph.D. in Environment and Resources

- Dissertation Title: “Toward Sustainable Sourcing in Global Supply Chains”
- Adviser: Dan A. Iancu

Erasmus University Rotterdam, Rotterdam, the Netherlands

2007-2012

Erasmus School of Economics

M.S., Econometrics and Management Science, 2012, with Highest Honors

Pre-M.S. Certificate, Econometrics and Operations Research, 2011

B.S., International Economics and Business Economics, 2010, with Highest Honors

RESEARCH INTERESTS

- Mechanism design for social good in developing & emerging economies
- Informal supply chains, including smallholder supply chains and informal labor
- Controlled experimentation and large-scale field research
- Econometrics and data-driven decision-making

JOURNAL PUBLICATIONS & WORKING PAPERS

J. de Zegher and I. Lo. “Crowdsourcing Market Information from Competitors” *Working Paper available on SSRN*

- Presented at: Ross School of Business (2019), INFORMS (2019), Simons Workshop (2019), Stanford Marketplace Innovation workshop (2019), MSOM (2019), CPAIOR (2019)

H. Bastani and J. de Zegher. “Are Bans Effective despite Limited Enforcement? Evidence from High Seas Management” *Major Revision, Management Science*

- People’s Choice Award, 2019 Early-Career Sustainable OM Workshop
- Presented at: INFORMS (2019), MSOM SIG (2019), POMS (2019), Early-Career Sustainable OM Workshop (2019)

J. de Zegher, D. Iancu, and E. Plambeck. “Sustaining Rainforests and Smallholders by Eliminating Payment Delay in a Commodity Supply Chain—It Takes a Village.” *Reject & Resubmit, Management Science*

- Honorable Mention, 2018 INFORMS George E. Nicholson Student Paper Competition
- Winner, 2016 SAWIT Challenge, USAID, Indonesia Business Council for Sustainable Development & Indonesia Smallholders Association
- Presented at: MSOM (2017), INFORMS (2016, 2017, 2018), SAWIT Challenge (2016)

T. Thorlakson, J. de Zegher, and E. Lambin. “Companies’ Contributions to Sustainability through Global Supply Chains.” *PNAS* vol. 115, no. 9, 2018

- News coverage: Science Daily, Stanford News, Science 360, GreenBiz, Sustainable Brands
- Presented at: INFORMS (2018)

J. de Zegher, D. Iancu, and H. Lee. “Designing Contracts and Sourcing Channels to Create Shared Value.” *MSOM* vol. 21, no. 2, 2017

- 2nd place, 2016 POMS College for Supply Chain Management Best Student Paper Competition
- Presented at: MSOM SIG (2016), INFORMS (2015, 2016), POMS (2016)

ACTIVE RESEARCH “Stable Matchings in Informal Smallholder Supply Chains” (with S. Camelo and D. Iancu)

- Presented at: Facebook (2019), INFORMS (2019, 2018)

“Excess demand for unskilled labor drives forced labor. Evidence from Myanmar and Thailand” (with B. Liu, L. Rende Taylor, M. Taylor)

“Effective Distribution Models for Informal Retailers” (with M. Fatunde, A. Calmon, G. Romero)

- Presented at: INFORMS (2019), POMS (2019)

“Crowdsourced market information increases revenues in informal supply chains” (with T. A. Kari)

TEACHING
EXPERIENCE

MIT Sloan School of Management, Cambridge, MA

15.830 – Enterprise Management Lab **Fall 2020**
15.761 – Introduction to Operations Management **Spring 2019, 2020**
15.915 – Strategies for Sustainable Business (“S-Lab”) **Spring 2019, 2020**

Stanford Graduate School of Business, Stanford, CA

Invited Lecturer, Executive Education

Summer 2017

BNP Paribas: Executive Education of Women Entrepreneurs

Teaching Assistant, OIT 262 (Operations)

Spring 2016

MBA Core course taught by E. Plambeck, Y. Gur, and L. Wein

Teaching Assistant, ENVRES 280 (Environmental Science for Managers)

Fall 2013

MBA Elective course taught by E. Plambeck

Erasmus University Rotterdam, Rotterdam, the Netherlands

Teaching Assistant, FEB12004 (International Economics)

Fall 2009

GRANTS

Good Energies Foundation

08/2020 - present

Undisclosed amount for “Formalizing smallholder palm oil supply chains through efficiency & transparency”

MIT Indonesia Research Alliance (MIRA)

06/2020 - present

\$20,000 for “Supply Chain Analysis of Mycotoxin Contamination of Agricultural Products in Indonesia,” with Widiastuti Setyaningsih

Packard Foundation

07/2018 - present

- \$74,000 for “Palm fruit trading platform to advance traceability and livelihoods in smallholder supply chains,” with G. Paoli (12/2019)
- \$104,000 for “Palm fruit trading platform to advance traceability and livelihoods in smallholder supply chains,” with G. Paoli (02/2019)
- \$100,000 for “Design of a palm fruit trading platform to advance traceability in smallholder palm oil supply chains,” with G. Paoli (07/2018)

Abdul Latif Jameel Water and Food Systems Lab (J-WAFS) 09/2019 - present
\$150,000 for “Designing Supply Chain Platforms for Smallholders in Indonesia.”

Unilever Plc., Singapore 04/2017 - 12/2018

\$700,000 for program design and implementation of pilots for “Achieving sustainability commitments in palm procurement through disruptive sourcing,” with G. Paoli and G. Limberg

- Includes survey design, training, supervision, and management of enumeration and research teams, monitoring and implementation quality control procedures during data collection, handling and storage of sensitive data
- Survey and polygon data collected on 3,045 smallholder farms in Indonesia

Stanford Institute for Innovation and Entrepreneurship in Developing Economies (SEED), Stanford University 03/2017 - 06/2018

\$113,647 for “Advancing smallholder palm farmers under no-deforestation pressures,” with E. Plambeck

Packard Foundation, Unilever Plc. & Daemeter, 10/2016

\$32,000 for field research on “Achieving sustainability commitments in palm procurement through disruptive sourcing.”

- Includes survey design, training, supervision, and management of enumeration and research teams, monitoring and implementation quality control procedures during data collection, handling and storage of sensitive data
- Survey data collected on 420 smallholder farms in Indonesia

PROFESSIONAL
EXPERIENCE

PemPem Inc., Indonesia & Canada 2019 - present

Founder & President

PemPem develops social ERP tools for entrepreneurs at the bottom of the pyramid
www.pempem.org

All Pensions Group (APG), Asset Management Group, Amsterdam, the Netherlands 2012
Intern (Quant Equities)

Designed a novel strategy for algorithmic trading of equities to minimize exposure to tail risk in equity portfolios

United Farmers Fund (UFF) Asset Management, Cape Town, South Africa 2010
Intern

Designed novel investment strategies for long-term agricultural investments

Environmental Protection and Development Organization, UNDP, Cambodia 2008
Intern

Assisted in grant writing and reported about progress in villages that benefited from micro-finance

United Nations Commission on Sustainable Development, New York 2006-2008
Representative & Coordinator

Represented and coordinated the The Hague International Youth Network (TYN) delegation

HONORS AND
AWARDS

- People’s Choice Award, Early-Career Sustainable OM Workshop (March 2019)
- Honorable Mention, INFORMS George Nicholson Student Paper Competition (November 2018)
- Post-doctoral Fellowship (Stanford Institute for Innovation and Entrepreneurship in Developing Economies, Stanford, 2017-2018)
- Winner, SAWIT Challenge, USAID, Indonesia Business Council for Sustainable Development & Indonesia Smallholders Association (Jakarta, 2016)
- 2nd Place, 2016 POMS College for Supply Chain Management Best Student Paper Competition (Orlando, 2016)

- Teresa Elms and Robert D. Lindsay Ph.D. Fellowship (Stanford School of Earth, Energy & Environmental Sciences, Stanford, 2016-2017)
- Ph.D. Fellowship for Innovation & Entrepreneurship in Developing Economies (Stanford Institute for Innovation and Entrepreneurship in Developing Economies, Stanford, 2015-2016)
- Gene T. Sykes Ph.D. Fellowship (Stanford School of Earth, Energy & Environmental Sciences, Stanford, 2012-2015)
- McGee/Levorsen Summer Research Fellowships (Stanford School of Earth, Energy & Environmental Sciences, Stanford, 2013, 2014, 2016)
- Member of the winning team, London Corporate Finance Competition (2009)
- Erasmus Trustfonds and Van Beek-Donnor Stichting's first student research grant, to implement research proposed in the Honors Class Essay Competition (2009)
- 2nd Place, Honors Class Essay Competition, Erasmus University, Rotterdam (2009)
- Best Speaker, International Model United Nations, Vienna (2007)

STUDENT ADVISING

- Advisor: Boyu Liu, MS Candidate in the MIT Technology & Policy Program
- Advisor: Teuku Auffer Kari, MS Candidate in the MIT Technology & Policy Program
- Co-author & Committee Member: Mureji Fatunde, PhD Candidate in Supply Chain Management

INVITED SEMINARS

- Duke's Fuqua School of Business, Operations Management (12/2020)
- MIT, Center for Transportation and Logistics (CTL) (11/2020)
- Columbia Graduate School of Business, Decision, Risk, and Operations (11/2020)
- Ross School of Business, Technology and Operations (11/2019)
- Issara Global Forum, Bangkok (11/2019)
- MIT, Operations Research Center (10/2019)
- Carnegie Mellon University (08/2019)
- International Conference on the Integration of Constraint Programming, Artificial Intelligence, and Operations Research (CPAIOR), Master Class (06/2019)
- Yale School of Management, Operations (03/2018)
- UCLA Anderson School of Management, Decisions, Operations & Technology Management (02/2018)
- UC San Diego, Rady School of Management, Innovation, Technology & Operations (02/2018)
- Berkeley, Haas School of Business (01/2018)
- Harvard Business School, Technology & Operations Management (01/2018)
- HEC Montreal, Department of Logistics & Operations Management (12/2017)
- INSEAD, Technology & Operations Management (12/2017)
- MIT, Sloan School of Management (12/2017)
- London Business School (12/2017)
- Erasmus University, Rotterdam School of Management (11/2017)

PROFESSIONAL SERVICE

Program Committee, EC Mechanism Design for Social Good Workshop, 2020
 Judge, MSOM Student Paper Competition, 2020
 MIT Council on the Uncertain Human Future, 2020
 Judge, Supply Chain Management SIG in MSOM, 2020
 Co-chair, INFORMS Sustainable Operations MSOM Track, 2020
 Doctoral Admissions Committee, MIT Operations Research Center, 2020
 Reviewer for *Management Science*, 2019-2020
 Reviewer for *Manufacturing & Service Operations Management (M&SOM)*, 2020
 Reviewer for *Business, Strategy and the Environment*, 2020

SKILLS

- Programming languages: R, Python
- Scientific Computing: MATLAB, Mathematica

- Field Data Collection: GeoODK/ODK, GPX Logger
- Geospatial Analysis: ArcGIS, R
- Languages: *English* (full professional proficiency), *French* (native or bilingual proficiency), *Dutch* (native or bilingual proficiency), *Indonesian* (Professional working proficiency), *Spanish* (limited working proficiency)
- Hobbies: horseback riding, alpine skiing, rock climbing, surfing