

Charles Ingene

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Areas of Expertise: Distribution Channels, Supply Chain Management, Franchising, Pricing, Retailing, Competition, Economics of Externalities, Economics of Migration

Previous Appointments:

A chaired professor at University of Washington, Chinese University of Hong Kong, Hong Kong Polytechnic University, University of Mississippi; and on sabbaticals, at Syracuse University and the University of Virginia. Founded the Center for Retail, Transportation and Distribution Management at University of Washington and directed the Asian Centre for Brand Management at Hong Kong Polytechnic University.

My current research assesses pricing contracts in distribution; location issues in retailing; and the economics of externalities, migration, and international trade. I have also used large-scale databases to examine retail productivity, and competitive strategy.

Degrees:

- Ph.D., Brown University
- A.M., Brown University
- A.B., Washington University in St. Louis

Accomplishments/Awards:

- Distinguished Alumnus (Arts and Sciences), Washington U in St. Louis 1999
- Seafirst Faculty Excellence Award, University of Washington 1986
- Burlington Northern Distinguished Scholar, University of Washington 1985
- MBA Professor of the Year, University of Mississippi, 2001 – 2002 & 2004 – 2005
- Nordstrom Teaching Award, University of Washington, 1983 & 1985
- Outstanding Reviewer, *Journal of Retailing*, 2005, 2009, 2011, 2016
- Outstanding Reviewer, *Journal of the Academy of Marketing Science*, 1997 – 2000 & 2009
- Meritorious Service Award, *Journal of Retailing*, 2009

Major Publications:

- “Retail Evolution: Historical Facts, Theoretical Logic, and Critical Thinking” *Journal of Historical Research in Marketing*, 6 (#2) 2014, 279 – 299
- “Game-Theoretic Coordination Mechanisms in Distribution Channels: Integration and Extensions for Models without Competition” with S. Taboubi and G. Zaccour, *Journal of Retailing*, 88 (December) 2012, 476 – 496
- “Modeling Marketing Reality and the Realities of Marketing Modeling” with A. Coughlan, S. C. Choi, W. Chu, et al. *Marketing Letters*, 21 (September) 2010, 317 – 333
- “From Before the Beginning ... to After the Ending: Reflections on the Past, Present and Future of the Journal of Retailing” *Journal of Retailing*, 85 (December) 2009, 510 – 518
- “Bilateral Monopoly, Identical Distributors, and Game-Theoretic Analyses of Distribution Channels” with M. Parry, *Journal of the Academy of Marketing Science*, 35 (December) 2007, 586 – 602
- “The Evolution of Giant Retailers: An American Perspective” with H. T. Keh, *Peking University Business Review*, 18 (January) 2006, 52 – 57 (“零售大鳄的前世今生”in 北大商业评论”)

- “Supply-Chain Management and the Evolution of the ‘Big Middle’” with J. Brown, R. Dant and P. Kaufmann, *Journal of Retailing*, 81 (#2) 2005, 97 – 105
- “The Pricing of Delivery Services” with A. Basu and T. Mazumdar, *Journal of Regional Science*, 44 (November) 2004, 743—772
- “The Impact of Export Share Requirements under Production Uncertainty” with E. Yu and C-C Chao, *International Review of Economics and Finance* 13 (#2) 2004, 201 – 215
- “Is Channel Coordination All It Is Cracked Up to Be?” with M. Parry, *Journal of Retailing* 76 (Winter) 2000, 511 – 548
- “Manufacturer-Optimal Wholesale Pricing When Retailers Compete” with M. Parry, *Marketing Letters* 9 (February) 1998, 65 – 77
- “Channel Coordination when Retailers Compete” with M. Parry, *Marketing Science* 14 (Fall) 1995, 360 – 377
- “A Note on Multi-Regional Marketing” with M. Parry, *Management Science* 41 (July) 1995, 1194 – 1201
- “Coordination and Manufacturer Profit Maximization: The Multiple Retailer Channel” with M. Parry, *Journal of Retailing* 71 (Summer) 1995, 129 – 151 & Honorable Mention, Best Paper Award 1997
- “A General Equilibrium Analysis of Rural-Urban Migration and Uncertainty” with H. Beladi, *Journal of Regional Science* 34 (February) 1994, 91 – 103
- “An Inventory Model of Immediate and Delayed Delivery” with K. Moinzadeh, *Management Science* 39 (May) 1993, 536 – 548
- “Variable Returns to Scale and Regional Resource Allocation Under Uncertainty” with E. Yu, *Journal of Regional Science* 31 (November) 1991, 455 – 468
- “Urban Unemployment, Uncertainty and Economic Expansion for a Small Economy” with H. Beladi, *Southern Economic Journal* 58 (October) 1991, 475 – 490
- “Urban-Rural Migration: Effects of a Change in Agricultural Uncertainty Upon Resource Allocation” *Papers in Regional Science* 70 (January) 1991, 81 – 95

- “Consumer and Producer Behaviors in a Multipurpose Shopping Environment” with A. Ghosh, *Geographical Analysis* 22 (January) 1990, 70 – 93
- “Urban-Rural Migration: Uncertainty and the Effect of a Change in the Minimum Wage” with E. Yu, *Papers, Regional Science Association* 67 1989, 135 – 145 (Re-titled as Papers in Regional Science in 1991)
- “The Structure of Gasoline Retailing” with J. Brown, *Journal of Retailing* 63 (Winter) 1987, 365 – 392
- “Regional Resource Allocation Under Wage Uncertainty” with E. Yu, *Papers, Regional Science Association* 59, 1986, 121 – 133 (Re-titled as Papers in Regional Science in 1991)
- “Resource Allocation in a General Equilibrium Model of Production Under Uncertainty: the Case of a Variable Supply of Labor” with E. Yu, *Journal of Economic Theory* 40 (December) 1986, 329 – 337
- “The Effects of 'Blue Laws' on Consumer Expenditures at Retail” *Journal of Macromarketing* 6 (Fall) 1986, 53 – 71
- “Resource Allocation with Factor Price Differentials Under Price Uncertainty” with E. Yu, *Southern Economic Journal* 52 (October) 1985, 460 – 470
- “Labor Productivity in Retailing: What Do We Know and How Do We Know It?” *Journal of Marketing* 49 (Fall) 1985, 99 – 106
- “Temporal Influences Upon Spatial Shopping Behavior of Consumers” *Papers, Regional Science Association* 54, 1984, 71 – 87 (Re-titled as Papers in Regional Science in 1991)
- “Productivity and Functional Shifting in Spatial Retailing: Private and Social Perspectives” *Journal of Retailing* 60 (Fall) 1984, 15 – 36
- “Structural Determinants of Market Potential” *Journal of Retailing* 60 (Spring) 1984, 37 – 64 & Honorable Mention, Best Paper Award 1985
- “Residual Income Analysis: A Method of Inventory Investment Allocation and Evaluation” with M. Levy, *Journal of Marketing*, 48 (Summer) 1984, 93 – 104 & reprinted in *Marketing Expansione* (Italian translation) 1985

- “Intertype Competition: Restaurants versus Grocery Stores,” *Journal of Retailing*, 59 (Fall) 1983, 49 – 75
- “Retailers: Head Off Credit Cards with Cash Discounts?” with M. Levy, *Harvard Business Review* 61 (May-June) 1983, 18 – 22
- “The Backward Incidence of Pollution Control in a Rigid Wage Economy” with E. Yu, *Journal of Environmental Economics and Management* 9 (December) 1982, 304 – 310
- “Labor Productivity in Retailing” *Journal of Marketing* 46 (Fall) 1982, 75 – 90
- “Environmental Determinants of Total and Per Capita Retail Sales in SMSAs” with Eden Yu, *Regional Science Perspectives* 12 (No. 2) 1982, 52 – 61
- “Cash Discounts to Retail Customers: An Alternative to Credit Card Sales” with M. Levy, *Journal of Marketing* 46 (Spring) 1982, 92 – 103
- “Determinants of Retail Sales in SMSAs” with E. Yu, *Regional Science and Urban Economics* 11 (November) 1981, 529 – 547
- “Wage Distortion and Resource Allocation Under Uncertainty” with E. Yu, *Southern Economic Journal* 47 (October) 1981, 283 – 295
- “A Model of Retail Structure” with R. Lusch, *Research in Marketing* 5, 1981, 101 – 164
- “The Declining Rate of Return in U.S. Retailing” with R. Lusch, *International Journal of Physical Distribution and Materials Management* 11 (# 1) 1981, 25 – 39 (Re-titled as *International Journal of Physical Distribution and Logistics Management* in 1990)
- “Market Selection Decisions for Department Stores” with R. Lusch, *Journal of Retailing* 56 (Fall) 1980, 21 – 40
- “Uncertain Externalities, Liability Rules, and Resource Allocation” with P. Greenwood, *American Economic Review* 68 (June) 1978, 300 – 310
- “The Profit Equivalence of Mill and Uniform Pricing Policies” with M. Beckmann, *Regional Science and Urban Economics* 6 (September) 1976, 327 – 329 & Re-printed as the first paper in *The Economics of Location II*, M. Greenhut and G. Norman (editors) 1995, Edward Elgar Publishing, Cheltenham, Gloucester, England and Williston, VT