

# Anna Sáez de Tejada Cuenca

IESE Business School  
Operations, Information and Technology  
Avda. Pearson, 21, 08034, Barcelona (Spain)

www.annasdtc.com  
ASaezdetejada@iese.edu  
(+34) 93 253 42 00

## Academic appointments

**Assistant Professor**, IESE Business School, 2020-present.

**Postdoctoral Research Fellow**, McDonough School of Business, Georgetown University, 2019-2020.

## Education

**PhD in Operations Management**, UCLA Anderson School of Management, 2019.

Doctoral committee members: Felipe Caro (chair), Christopher S. Tang, Charles Corbett, M. Keith Chen.

**MSc in Mathematical Engineering**, Universitat Politecnica de Catalunya, Barcelona, 2012.

**BSc in Mathematics**, Universitat Politecnica de Catalunya, Barcelona, 2011.

## Research interests

**Topics:** sustainability, social responsibility, the circular economy, the fashion industry, behavioral OM.

**Methodologies:** econometrics (secondary data), laboratory experiments, field experiments.

## Publications

### Peer-reviewed

Felipe Caro, Leonard Lane, **Anna Sáez de Tejada Cuenca** (2021). "Can Brands Claim Ignorance? Unauthorized Subcontracting in Apparel Supply Chains." *Management Science*, 67(4):2010-2028.

Felipe Caro, **Anna Sáez de Tejada Cuenca** (2023). "Believing in Analytics: Managers' Adherence to Price Recommendations from a DSS." *Manufacturing & Service Operations Management*, 25(2):524-542.

Gemma Berenguer, Natalia Costas Lorenzo, **Anna Sáez de Tejada Cuenca**. "The Present and Future of Supplier Diversity Initiatives: the New Sustainable Supply Chain?" *Production and Operations Management* (OnlineFirst).

### For practitioners

Felipe Caro, Leonard Lane, **Anna Sáez de Tejada Cuenca** (2021). "Four Myths about Unauthorized Subcontracting." *MIT Sloan Management Review*, 63(1):41-45.

**Anna Sáez de Tejada Cuenca**, Felipe Caro, Leonard Lane (2022). "Mend your supply chain to prevent a brand disaster." (Spanish: "Remienda tu cadena de suministro y evita que se desgaste tu marca.") *IESE Insight*, 160.

**Anna Sáez de Tejada Cuenca**, Felipe Caro (2023). "How to get managers to heed algorithm-based recommendations." (Spanish: "Escucha las recomendaciones basadas en algoritmos.") *IESE Insight*.

### Under review

Erin McKie, Vishal Agrawal, **Anna Sáez de Tejada Cuenca**. "Does Less Result in More? The Role of Information and Rewards in Take-Back Programs for Clothing." Major revision at *Manufacturing & Service Operations Management*.

## Out-of-field (pre-PhD)

Timothy G. Myers, Vicent Ribas Ripoll, **Anna Sáez de Tejada Cuenca**, Sarah L. Mitchell, and Mark J. McGuinness (2017) "Modelling the cardiovascular system for assessing the blood pressure curve." *Mathematics-in-Industry Case Studies* 8(1):2.

Vicent J. Ribas Ripoll, Anna Wojdel, **Anna Sáez de Tejada Cuenca**, Juan C. Ruiz-Rodríguez, Adolf Ruiz-Sanmartín, Miriam de Nadal, Enrique Romero, and Alfredo Vellido (2014) "Continuous blood pressure assessment from a photoplethysmographic signal with Deep Belief Networks." *The FASEB Journal* 28(S1):LB674.

Vicent J. Ribas, Jesús Caballero López, **Anna Sáez de Tejada Cuenca**, Juan Carlos Ruiz-Rodríguez, Adolfo Ruiz-Sanmartín, Jordi Rello, and Alfredo Vellido (2011) "On the Use of Graphical Models to Study ICU Outcome Prediction in Septic Patients Treated with Statins." In *International Meeting on Computational Intelligence Methods for Bioinformatics and Biostatistics*, pp. 98-111. Springer, Berlin, Heidelberg.

## Teaching

### As professor (IESE)

Operations Management (MBA OP-1).

Full-time MBA core course, in English.

Dirección de las Operaciones I (PDD DO-I) and Operations Management (PMD-OM).

PDD/PMD (Program for Management Development) course, in Spanish and English.

Statistics (MRM Stats).

Pre-PhD master's program core course, in English.

Supply Chain Management, OM for the Circular Economy.

Two sessions for short focused program on ESG, in English and Spanish.

### As teaching assistant (UCLA Anderson)

Data and Decisions, Logistics and Operations Management, Global Supply Chain Management.

MBA/EMBA/GEMBA.

Customer Analytics, Operations Analytics, Industry Seminars.

MSc in Business Analytics.

Dynamic Programming.

Operations Management and Marketing PhDs.

## Teaching materials

### Cases

Frederic Sabrià, Mihalis Markakis, **Anna Sáez de Tejada Cuenca**. "Athena Luxury Purses." IESE OIT-5-E.

**Anna Sáez de Tejada Cuenca**, Larisa Tatge. "A Better Mistake." IESE OIT-19-E.

Marc Sachon, **Anna Sáez de Tejada Cuenca**. "HUGO BOSS: Sustainable Premium Fashion." IESE OIT-28-E.

## Additional research experience

**Research scientist intern**, Amazon, Seattle, summer 2016.

**Research assistant**, IESE Business School, Barcelona, 2012-2014.

**Junior R&D engineer**, Sabirmedical, Barcelona, 2010-2012.

## Presentations

### Invited seminar presentations

“Can Brands Claim Ignorance? Unauthorized Subcontracting in Apparel Supply Chains.”

**IESE Business School**, December 2016, Barcelona, Spain.

**Georgetown University, McDonough School of Business**, April 2020, online.

**Freeman College of Management, Bucknell University**, October 2020, online.

“Believing in Analytics: Managers’ Adherence to Price Recommendations from a DSS.”

**Kelley School of Business, Indiana University**, November 2018, Bloomington, IN.

**INSEAD**, December 2018, Fontainebleau, France.

**Tuck School of Business, Dartmouth**, December 2018, Hanover, NH.

**IE Business School**, December 2018, Madrid, Spain.

**Yale School of Management**, December 2018, New Haven, CT.

**Beedie School of Business, Simon Fraser University**, January 2019, Vancouver, BC.

**Smeal College of Business, Pennsylvania State University**, January 2019, State College, PA.

**IESE Business School**, March 2019, Barcelona, Spain.

**HEC Paris**, March 2019, Jouy-en-Josas, France.

“The Impact of Variety on the Environmental and Economic Performance of a Clothes Rental Business Model.”

**European TOM Seminar Series** (co-organized by INSEAD, LBS, HEC, Cambridge, and IESE), April 2021, online.

**Tilburg University**, October 2021, online.

**EDHEC**, November 2021, Lille, France.

**Bilkent University**, December 2022, online.

“Does Less Result in More? The Role of Information and Rewards in Take-Back Programs for Clothing.”

**Universidade Católica Portuguesa**, May 2023, Lisbon, Portugal.

### Conference presentations

“Can Brands Claim Ignorance? Unauthorized Subcontracting in Apparel Supply Chains.”

**INFORMS**, November 2016, Nashville, TN.

**POMS**, May 2017, Seattle, WA.

**LBS TADC**, May 2017, London, UK.

**MSOM Supply Chain Management SIG**, June 2017, Chapel-Hill, NC.

**INFORMS**, October 2017, Houston, TX.

**POMS**, May 2018, Houston, TX.

**SoCal OR/OM day**, May 2018, Los Angeles, CA.

**MSOM Sustainable Operations SIG**, July 2018, Dallas, TX.

**Wharton Empirical OM Workshop**, September 2018, Philadelphia, PA.

**INFORMS**, November 2018, Phoenix, AZ.

**Early-Career Sustainable Operations Workshop**, February 2020, Washington, DC.

**LERA**, June 2020, online.

**POMS**, May 2021, online.

Galileo University **Advances in Data Science and Operations Research**, December 2021, online.

“Believing in Analytics: Managers’ Adherence to Price Recommendations from a DSS.”

**INFORMS**, October 2017, Houston, TX.

**POMS**, May 2018, Houston, TX.

**Behavioral Operations Conference**, June 2018, Dallas, TX.

**MSOM**, July 2018, Dallas, TX.

**INFORMS**, November 2018, Phoenix, AZ.

**POMS**, May 2019, Washington, DC.

**Fashion Operations Conference**, October 2019, London, UK.

**POMS**, May 2021, online.

“Loss Aversion in Managers’ Pricing Decision Making at a Fast Fashion Retailer.”

**INFORMS**, November 2018, Phoenix, AZ.

**INFORMS**, October 2019, Seattle, WA.

“What To Offer, And To Whom? Perceived Value Of Sustainable And Conventional Products.”

**INFORMS**, November 2020, online.

**POMS**, May 2021, online.

“Does Less Result in More? The Role of Information and Rewards in Take-Back Programs for Clothing.”

**INFORMS**, November 2020, online.

**EurOMA**, July 2022, Berlin, Germany.

**MSOM**, June 2023, Montréal, QC.

**Choice Symposium**, August 2023, Fontainebleau, France.

**INFORMS**, October 2023, Phoenix, AZ.

“The Impact of Variety on the Environmental and Economic Performance of a Clothes Rental Business Model.”

**POMS**, May 2021, online.

**INFORMS**, October 2021, online.

**IESE SLI Research Workshop**, May 2023, Barcelona, Spain.

**INFORMS**, October 2023, Phoenix, AZ.

“The Present and Future of Supplier Diversity Initiatives: the New Sustainable Supply Chain?”

**EurOMA**, July 2023, Leuven, Belgium.

## Outreach

### Outreach

Appeared in “IESE Business Trends 2022: Sustainability for a Better World”, video and blog post, December 2021.

“Mend your supply chain to prevent a brand disaster.” (Spanish: “Remienda tu cadena de suministro y evita que se desgaste tu marca.”), animated video, January 2022.

Appeared in “Retail revolution” (Spanish: “La revolución del 'retail'”), IESE Insight Report, 162, September 2022.

**Anna Sáez de Tejada Cuenca** “Algorithms Give Lots Of Advice. Managers Don’t Always Follow It. Here’s Why.” *Forbes*, 30-3-2023.

**Anna Sáez de Tejada Cuenca** “Por qué no siempre hacemos caso a los algoritmos.” *The Conversation*, 8-6-2023.

“Are algorithms useful?”, IESE Elevator Tips series, video, September 2023.

**Anna Sáez de Tejada Cuenca** “Breakthrough Tech and Bold Collabs: 4 Circular Trends to Watch in 2024.” *Advertising Week*, January 2024.

## **Industry engagement**

Panel moderator at IESE Doing Good Doing Well conference, March 2022, Barcelona, Spain.

Talk about general ESG trends at DiverInvest Investor Forum, June 2022, Barcelona, Spain.

Workshop moderator at IESE Mobility Industry Meeting, May 2023, Barcelona, Spain.

Panelist at Move! Sustainable Fashion Summit, June 2023, Madrid, Spain.

Speaker and Q&A moderator at Sustainable Brands Madrid, October 2023, Madrid, Spain.

Judge at the EMAS Awards, October 2023, Barcelona, Spain.

Panel moderator and panel participant at IESE Doing Good Doing Well conference, March 2024, Barcelona, Spain.

## **Media interviews**

Som Granollers newspaper, November 2021.

VOTV television, January 2022.

Modaes.es fashion business magazine, January 2022.

## **Community engagement**

Talk about fashion sustainability for the general public and/or schools:

November 2021, Granollers, Spain.

March 2022, Les Franqueses del Vallès, Spain.

May 2022, Llinars del Vallès, Spain.

February 2023, Taradell, Spain.

April 2023, Granollers, Spain.

May 2023, Granollers, Spain.

## **Awards and funding**

### **Research awards**

Winner, POMS College of Sustainable Operations Best Student Paper Award, 2018.

Winner, POMS College of Behavior in Operations Management Junior Scholar Paper Competition, 2019.

Finalist, LERA Competitive Papers, 2020 (withdrawn).

MSOM Responsible Research Award, 2023.

### **Service awards**

M&SOM Meritorious Service Award; 2021, 2022, 2023.

Management Science Meritorious Service Award, 2023.

## Research funding

UCLA Anderson Doctoral Fellowship, 2014 to 2018.

UCLA Easton Center Summer Doctoral Fellows Program, 2015 and 2017.

Juan de la Cierva-Formación Grant. Plan Estatal de Investigación Científica y Técnica y de Innovación 2017-2020.

Reference: SFJC1900I042215XV0.

Title: Consumer Behavior Towards Sustainability and Social Responsibility in Retail.

Supervisor: Victor Martínez-de-Albéniz.

Period: 10/1/2020 – 9/30/2022.

Amount: 50,000€.

Proyectos I+D+i 2020. Plan Estatal de Investigación Científica y Técnica y de Innovación 2017-2020.

Reference: PID2020-116135GB-I00.

Title: Data-driven Competitive Advantage: the Information Edge in Operations Management.

PIs: Victor Martínez-de-Albéniz and Mihalis Markakis.

Period: 9/1/2021 – 8/31/2024.

Amount: 74,197.20€.

Social Trends Institute Grants.

Title: Crossovers Between Sustainability Dimensions of Fashion Products: from Consumers' Perceptions to Reality.

Amount: 38,000€.

## Dissertation and thesis committees

Doctoral dissertation committee member:

Abhishek Deshmane, "From Shakira to Van Gogh: Operations for the World of Culture.", IESE Business School, 2023.

Other:

Caprice Catalano, "The Impact of Supply Chain and Sustainability Transparency Information on Consumer Purchasing Behavior in the Fashion Industry" (undergraduate senior thesis), Georgetown University, 2020.

## Community service

Service tasks at academic conferences and seminar series:

Session chair at INFORMS 2020, in the Globalization and Borders cluster.

Session chair at POMS 2021, in the Sustainable Operations track.

Session chair at POMS 2021, in the Socially Responsible Operations track.

Session chair at INFORMS 2021, in the MSOM Sustainable Operations SIG cluster.

Discussant at the European TOM Seminar Series, May 2022, online.

Session chair at EurOMA 2022, in the Green Supply Chain Management track.

Panelist at INFORMS 2022, in panel about the academic job market for students and junior scholars.

Session chair at INFORMS 2022, in the Behavioral Operations Management cluster.

Session chair at EurOMA 2023, in the Responsible and Ethical Operations and Supply Chain Management track.

Cluster co-chair at INFORMS 2023 of the MSOM Sustainable Operations SIG cluster.

Government committee member of the European TOM Network, organizer of the European TOM Seminar Series, 2023-2025.

Reviewer for the following journals:

Management Science.

Manufacturing & Service Operations Management.  
Production and Operations Management.  
Journal of Operations Management.  
Organization & Environment.  
INFORMS TutORials.  
Journal of Systems Science and Systems Engineering (Springer).  
Clean Technologies and Recycling (AIMS).

Reviewer for the following conferences:

MSOM Sustainable Operations SIG; 2020, 2021, 2023.  
MSOM Supply Chain Management SIG, 2020.  
EurOMA; 2022, 2023.  
Autonomous Agents for Social Good workshop, 2022.  
MSOM, 2023.

Service tasks at academic competitions:

Judge for the POMS College of Sustainable Operations Best Student Paper Award; 2020, 2021, 2022, 2024.  
Judge for the POMS College of Behavior in Operations Management Junior Scholar Paper Competition; 2020, 2021, 2023.  
Judge for the INFORMS TIMES Working Paper Competition, 2020.  
Judge for the INFORMS Behavioral Operations Working Paper Competition, 2020.  
Judge for the INFORMS Undergraduate Operations Research Prize; 2021, 2022.  
Judge for the INFORMS Public Service Operations Research Best Paper Competition, 2022.  
Chair of the INFORMS Behavioral Operations Working Paper Competition, 2022.  
Co-chair of the POMS College of Sustainable Operations Best Student Paper Award, 2023.  
Vice-chair of the INFORMS Behavioral Operations Working Paper Competition, 2023.

Other reviewing assignments:

Operations Management textbook for Springer.

Member of the following professional societies: INFORMS, MSOM, POMS, EurOMA.

## Other

Languages:

Catalan (native), Spanish (native), English (advanced), Dutch (beginner).

Hobbies:

Playing viola, live music, bicycle touring, gardening, reading, specialty coffee.