

CURRICULUM VITAE

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PERSONAL DATA

May 12, 1940
Married: Three children

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EDUCATION

1957 - 1961	B.S., Engineering, Mathematics, U.S. Naval Academy, Annapolis
1964 - 1965	Mathematics, Karl-Eberhard Universität, Tübingen, Germany
1965 - 1970	Ph.D., Systems and Communications Sciences, Graduate School of Industrial Administration, Carnegie-Mellon University Pittsburgh, PA

HONORS AND AWARDS

Graduated from U.S. Naval Academy with Distinction, 1961.

Fulbright Fellowship, 1964-1965, for study in Mathematics at the University of Tübingen, Germany.

Ford Foundation Fellowship in Business for study at Carnegie-Mellon University, 1966-68.

Recipient with Michael A. Crew of the Hermes Award, 1992, presented by the European Express Organization, Munich, Germany, June 22, 1992.

Honorary Doctorate (Doctor Rerum Politicarum, Honoris Causa), Goethe University (University of Frankfurt, Germany), 2002.

Fellow, International Academy of Management, 2000-present

Fellow, Production and Operations Management Society, 2005-present

President, Society for Economic Design, 2002-2008

Visiting Professorships—See Below.

FIELDS OF INTEREST

Managerial Economics. Current research is on restructuring initiatives in network industries, such as energy, postal and logistics services, and on risk management and sustainability strategies for carbon-intensive industries.

CURRENT POSITIONS

Paul Dubrue Professor of Sustainable Development & Distinguished Research Professor, INSEAD, Boulevard de Constance, 77305 Fontainebleau, France

Anheuser Busch Professor of Management Science (Emeritus), The Wharton School, University of Pennsylvania, Philadelphia, PA, 19104

ACADEMIC AND RESEARCH EXPERIENCE

Research Associate, Carnegie-Mellon University, (1968-1969)

Assistant Professor, Sloan School of Management, MIT (1969-1972)

Research Fellow, International Institute of Management (Berlin) (1972-1973)

Associate Professor, (1973-1977); Professor (1977-2006); Universal Furniture Professor of Decision Sciences and Economics (1987-2002); Anheuser-Busch Professor of Management Science (2002-2006); Professor of Business and Public Policy (1994-2006); Member of Graduate Group in Economics (1981-2006), University of Pennsylvania

Research Fellow, International Institute for Applied Systems Analysis (Vienna) (1984-1985)

Johannes Herkules Haid Guest Professor, University of Ulm (Ulm, FRG) (Summer, 1986)

Metzler Foundation Professor, University of Frankfurt, Germany, Summer, 1995

SELECTED PUBLICATIONS

BOOKS

Bensoussan, Alain, Paul R. Kleindorfer, and Charles S. Tapiero (eds.), *Applications of Optimal Control in Management Sciences*, North Holland, Amsterdam, 1978.

Crew, Michael A. and Paul R. Kleindorfer, *Public Utility Economics*, MacMillian Press Ltd., London, and St. Martins Press, New York 1979.

Bensoussan, Alain, Paul R. Kleindorfer, and Charles S. Tapiero (eds.), *Applied Stochastic Control in Econometrics and Management Science*, North Holland, Amsterdam, 1980.

Mitchell, Bridger M. and Paul R. Kleindorfer, (eds.), *Regulated Industries and Public Enterprise*, Lexington Books, Lexington, MA, 1980.

Kleindorfer, Paul R., (ed.), *The Management of Productivity and Technology in Manufacturing*, Plenum Publishing Corp., 1985.

Crew, Michael A. and Paul R. Kleindorfer, *The Economics of Public Utility Regulation*, MacMillian Press Ltd., and M.I.T. Press, 1986.

Kleindorfer, Paul R. and Kunreuther Howard C. (eds.), *Insuring and Managing Hazardous Risks: From Seveso to Bhopal and Beyond*, Springer-Verlag, 1987.

Crew, Michael A. and Paul R. Kleindorfer, (eds.) *Competition and Innovation in Postal Services*, Kluwer Academic Publishers, Boston, 1991.

Crew, Michael A. and Paul R. Kleindorfer *The Economics of Postal Service*, Kluwer Academic Publishers, Boston, 1992. (Translated into Japanese, 1994.)

Crew, Michael A. and Paul R. Kleindorfer *Regulation and the Nature of Postal and Delivery Services*, Kluwer Academic Publishers, Boston, 1993.

Kleindorfer, Paul R., Kunreuther, Howard C. and Schoemaker, P. J., *Decision Sciences: An Integrative Perspective*, Cambridge University Press, 1993.

Crew, Michael A. and Paul R. Kleindorfer (eds.) *Commercialization of Postal and Delivery Services: National and International Perspectives*, Kluwer Academic Publishers, Boston, 1995.

Kleindorfer, Paul R., Kunreuther, Howard C. and Hong, David S. (eds.) *Energy, Environment and the Economy: Asian Perspectives*, Edward Elgar Publishing, April 1996.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Managing Change in the Postal and Delivery Industries*, Kluwer Academic Publishers, Boston, 1997.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Emerging Competition in Postal and Delivery Services*, Kluwer Academic Publishers, Boston, 1999.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Current Directions in Postal Reform*, Kluwer Academic Publishers, Boston, 2000.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Future Directions in Postal Reform*, Kluwer Academic Publishers, Boston, 2001.

Kleindorfer, Paul R. and Sertel, Murat R. (eds.), *Mitigation and Financing of Seismic Risks: Turkish and International Perspectives*, Kluwer Academic Publishers, Boston, 2001.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Postal and Delivery Services: Pricing, Productivity, Regulation and Strategy*, Kluwer Academic Publishers, Boston, 2002.

Crew, Michael A. and R. Paul Kleindorfer (eds), *Postal and Delivery Services: Delivering on the Competition*, Kluwer Academic Publishers, Boston, 2002.

Grace, Martin F., Robert W. Klein, Paul R. Kleindorfer, Michael Murray, *Catastrophe Insurance: Supply, Demand and Regulation*, Kluwer Academic Publishers, Boston, 2003.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Competitive Transformation of the Postal and Delivery Sector*, Kluwer Academic Publishers, Boston, 2004.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Regulatory and Economic Challenges in the Postal and Delivery Sector*, Kluwer Academic Publishers, Boston, 2005.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Progress Toward Liberalization of the Postal and Delivery Sector*, Springer Verlag, New York, 2006.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Liberalization of the Postal and Delivery Sector*, Edward Elgar, Cheltenham, UK: 2007.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Competition and Regulation in the Postal and Delivery Sector*, Edward Elgar, Cheltenham, UK: 2008.

Crew, Michael A., Paul R. Kleindorfer and James I. Campbell, Jr. (eds.), *Handbook of Worldwide Postal Reform*, Edward Elgar, Cheltenham, UK: 2008.

Crew, Michael A. and Paul R. Kleindorfer (eds.), *Progress in the Competitive Agenda in the Postal and Delivery Sector*, Edward Elgar, Cheltenham, UK: 2009.

Kleindorfer, Paul R. and Yoram (Jerry) Wind (eds), with Robert Gunther. *The Network Challenge: Strategy, Profit and Risk in an Interlinked World*, Wharton Publishing Co., Upper Saddle River, NJ, 2009.

SCHOLARLY PAPERS

Abbott, James C. and Paul R. Kleindorfer, "A New Characterization of Boolean Algebras," *American Math. Monthly*, Vol. 68, No. 7, 1961, pp. 697-698.

Kleindorfer, George B. and Paul R. Kleindorfer, "Quadratic Performance Criteria with Linear Terms in Discrete Time Control," *IEEE Transactions on Automatic Control*, Vol. AC-12, 1967, pp. 320-321.

Kleindorfer, George B. and Paul R. Kleindorfer, and Thompson, G.L., "The Discrete Maximum Principle with Applications to Management Science," O.N.R. Report Number 137, Carnegie-Mellon University, Pittsburgh, PA, 1968, Reprinted in Charles S. Tapiero, *Management and Time*, Gordon-Breach, 1977.

Anderson, William N., Kleindorfer, George B., Paul R. Kleindorfer, and Woodroffe, Michael B., "Consistent Estimates of the Parameters of a Linear System," *Annals of Mathematical Statistics*, Vol 40, No. 6, 1969, pp. 2064-2075.

Crew, Michael A. and Paul R. Kleindorfer, "A Note on Peak Loads and Non-Uniform Costs," *The Economic Journal*, Vol. LXXX, June 1970, pp. 422-423.

Hawkins, W. and Paul R. Kleindorfer, "Optimal Distributed Lags and the Horizon Problem," Technical Report No. 62, Operations Research Center, M.I.T., May 1971.

Crew, Michael A. and Paul R. Kleindorfer, "Recent Contributions to the Theory of Marginal Cost Pricing," *The Economic Journal*, December 1971.

Crew, Michael A. and Paul R. Kleindorfer, "Marshall and Turvey on Joint Product or Peak Load Pricing," *Journal of Political Economy*, Vol. 79, 1369-77, 1971. Reprinted in Ray Rees (ed.), *The Economics of Public Utilities*, Edward Elgar Publishing, 2005.

Kleindorfer, Paul R., "Operations Research and Systems Analysis in the Public Sector," *The Bell Journal of Economics and Management Science*, Vol. 3, No. 1, Spring 1972, pp. 302-306. Reprinted in R. Ackoff (ed), *Systems and Management Science*, Petrocelli, 1975.

Glover, K. and Paul R. Kleindorfer, "Linear Convex Stochastic Optimal Control with Application in Production Planning," *IEEE Transactions on Automatic Control*, February, 1973.

Crowston, Wallace B. and Paul R. Kleindorfer, "Coordinating Multi-Project Networks," in J. Cochrane and M. Zelany (eds.) *Multiple Criteria Decision Making*, University of South Carolina Press, 1973.

Kleindorfer, Paul R., "Linear Convex Control Problems with Partially Observed States," *Proceedings of the Fifth Annual Southeastern Symposium on Systems Theory*, March, 1973.

Gelders, Ludo and Paul R. Kleindorfer, "Coordinating Aggregate and Detailed Scheduling Decisions in the One Machine Job-Shop: I-Theory," *Operations Research*, Vol. 2, No. 1, 1974, pp. 46-60.

Kleindorfer, George B. and Paul R. Kleindorfer, "Bounding Distributions for Stochastic Logic Networks," *Quarterly Journal of Operational Research*, Jov. 25, 1974, pp. 465-479.

Kleindorfer, Paul R. and Sertel, Murat, "Equilibrium Existence Results for Simple Economics and Dynamic Games," *Journal of Optimization Theory and Applications*, Vol. 14, no. 6, 1974. Reprinted in G. Leitman (ed.) *Differential Games*, Wiley, 1976.

Crew, Michael A. and Paul R. Kleindorfer, "On Off-Peak Pricing: An Alternative Technological Solution," *Kylos*, Vol. 28, No. 1, 1975.

Kleindorfer, Paul R. and Newson, E. F. Peter, "A Lower Bounding Structure for Lot Size Scheduling Problem," *Operations Research*, March-April 1975, pp. 229-311.

Kleindorfer, Paul R. and Kudat, Ayse, "Managing Foreign Workers," *Journal of General Management*, Vol. 2, (Winter, 1975).

Elton, Edwin J., Gruber, Martin J., and Paul R. Kleindorfer, "A Closer Look at the Implications of the Stable Paretian Hypotheses," *The Review of Economics and Statistics*, Vol. 57, No. 2, 1975.

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Crew, Michael A. and Paul R. Kleindorfer, "Optimal Plant Mix in Peak Load Pricing," *Scottish Journal of Political Economy*, Vol. XII, No. 3, 1975, pp. 277-291.

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Kleindorfer, Paul R., "Informational Aspects of the Design of Enterprises Through Incentives," In K. Krippendorff (ed.), *Communication and Control in Social Processes*, Gordon-Breach Science Publ., 1979.

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Kleindorfer, Paul R. and Lieber, Zvi, "Algorithms and Planning Horizon Results for Production Planning Problems with Separable Costs," *Operations Research*, Vol. 27, Sept-Oct. 1979, pp. 875-887.

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Crew, Michael A. and Paul R. Kleindorfer and Sudit, Ephraim F., "Incentives for Efficiency in the Nationalized Industries: Beyond the 1978 White Paper," *The Journal of Industrial Affairs*, Vol. 7, No. 1, Autumn, 1979.

Kunreuther, Howard and Paul R. Kleindorfer, "Guidelines for Coping with Natural Disasters and Climatic Change," *Journal of Environmental Policy*, Vol. 3, No. 4, 1980.

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Crew, Michael A. and Paul R. Kleindorfer, "A Proposal for Peak Load Pricing of Public Utilities," *Energy Economics*, Vol. 3, No. 3, July 1981, pp. 187-190.

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Finsinger, Jörg and Paul R. Kleindorfer, "Hoechstlast-und Spitzenlastpreisbildung. Ein Vergleich der Strompreise für typische Sonderabnehmer in der Bundesrepublik Deutschland und Frankreich," *Energiewirtschaft*, Vol. 1, January 1981.

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Kleindorfer, Paul R. and Knieps, Gunter, "Vertical Integration and Transaction-Specific Sunk Costs," *European Economic Review* 19, North-Holland Publishing Company, 1982, pp. 71-87.

Blanning, Robert W., Paul R. Kleindorfer and Sankar, C.S., " A Theory of Multistage Contractual Incentives with Application to Design-to-Cost," *Naval Research Logistics Quarterly*, 1982.

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Kleindorfer, Paul R. and Sertel, Murat R "Value-Added Sharing Enterprises," *Workers and Incentives*, North-Holland Publishing Co., 1982.

Kleindorfer, Paul R. and Sertel, Murat R "Characterizing Cooperative Solutions to Enterprise Design Problems," in M. R. Sertel (ed.), *Workers and Incentives*, North-Holland Publishing Co., 1982.

Kleindorfer, Paul R., "Group Decision-Making Methods for Evaluating Social and Technological Risks," *The Risk Analysis Controversy*, Springer-Verlag Berlin Heidelberg, New York 1982.

Kleindorfer, Paul R. and Kunreuther, Howard, "Misinformation and Equilibrium in Insurance Markets," in J. Finsinger (ed.), *Economic Analysis of Regulated Markets*, St. Martin's Press, New York, 1983, 67-90.

Crew, Michael A. and Paul R. Kleindorfer, "Peak Load Pricing of Public Utilities: Some Comments," *Energy Economics*, Vol. 5, No. 2, April 1983.

Kleindorfer, Paul R., Kunreuther, Howard and Pauly, Mark, "Insurance Regulation and Consumer Behavior in the U.S.--The P-L Industry," *Journal of Institutional and Theoretical Economics*, Vol. 139, October, 1983, pp. 452-472.

Kleindorfer, Paul R. and Kunreuther, Howard, "Insuring against Country Risks, Descriptive and Prescriptive Aspects," R. Herring (ed.) in *Managing International Risks*, Cambridge University Press, Cambridge, 1983.

Crew, Michael A. and Paul R. Kleindorfer, "The Transactions Costs of Rate-of-Return Regulation," *Zeitschrift für die Gesamte Staatswissenschaft*, March, 1985.

Crew, Michael A. and Paul R. Kleindorfer, "Governance Costs of Rate-of-Return Regulation," *Journal of Institutional and Theoretical Economics*, E.G. Furubotn and R. Richter (eds.), 1985, pp. 104-123.

Crew, Michael A. and Paul R. Kleindorfer, "Governance Structures for Natural Monopoly: A Comparative Institutional Assessment," *The Journal of Behavioral Economics*, Vol. XIV, Winter 1985.

Cohen, Morris A., Paul R. Kleindorfer, Lee, Hau L. and Tekerian A., "Excess Demand Distributions for MEsS Stocking Policies in Multi-Echelon Logistic Systems," in Attila Chikan (ed.), *Inventories in Theory and Practice*, Elsevier, Amsterdam, 1985.

Kleindorfer, Paul R., "Use of Compensation in the Siting of Hazardous Waste Facilities," in F. Homberger (ed.) *Proceedings of the 3rd International Conference on Chemical Safety*, Karger Verlag, Basel, 1985.

Kleindorfer, Paul R., "Compensation and Negotiation in the Siting of Hazardous-Waste Facilities," *The Science of the Total Environment*, Vol. 51, Elsevier Science Publishers B.V., Amsterdam, 1986, pp. 197-208.

Cohen, Morris A., Paul R. Kleindorfer and Hau L. Lee, "Optimal Stocking Policies for Low Usage Items in Multi-Echelon Inventory Systems," *Naval Research Logistics Quarterly*, Vol. 33, 1986, pp. 17-38.

Kunreuther, Howard and Kleindorfer, Paul R., "A Sealed-Bid Auction Mechanism for Siting Noxious Facilities", *AEA Papers and Proceedings*, Vol. 76, No. 2, 1986, pp. 295-299. Reprinted in Hilary A. Sigman (ed), *Handbook of Hazardous Waste and Contaminated Land*, Edward Elgar Publ., Cheltenham, 2008.

Graf v.d. Schulenburg, J.-Matthias and Paul R. Kleindorfer, "Intergenerational Equity and Fund Balances for Statutory Health Insurance," *Essays in Social Security Economics*, J.-Matthias Graf von der Schulenburg (ed.), Springer-Verlag 1986, pp. 108-129.

Kleindorfer, Paul R., "Die Umweltschaden-Haftpflicht-Versicherung: Ein Ausblick auf die Krise in der US-Versicherungswirtschaft," *Zeitschrift für die Gesamte Versicherungswissenschaft*, 1987, pp. 1-23.

Crew, Michael A., Paul R. Kleindorfer and Donald L. Schlenger, "Governance Costs of Regulation for Water Supply," *Regulating Utilities in an Era of Deregulation*, Michael A. Crew (ed.), London: Macmillan Press, Ltd., 1987.

Kleindorfer, Paul R. and Michael A. Crew, "Productivity Incentives and Rate-of-Return Regulation," *Regulating Utilities in an Era of Deregulation*, Michael A. Crew (ed.), London: Macmillan Press, Ltd., 1987.

Kunreuther, Howard, Paul R. Kleindorfer, Peter J. Knez and Rudi Yaksick, "A Compensation Mechanism for Siting Noxious Facilities: Theory and Experimental Design", *Journal of Environmental Economics and Management*, 1987, pp. 371-383.

Gaynor, Martin and Paul R. Kleindorfer, "Misperceptions, Equilibrium and Incentives in Groups and Organizations", in G. Bamberg and K. Spremann (Eds.), *Agency Theory, Information and Incentives*, Springer-Verlag, Berlin, 1987, pp. 389-414.

Cohen, Morris A., Paul R. Kleindorfer, and Lee, Hau L., "Service Constrained (s,S) Inventory Systems with Priority Demand Classes and Lost Sales," *Management Science*, 1988.

Kleindorfer, Paul R. and Crew, Michael A., "Landfill Tipping Fees Should Be Much Higher", *Waste Age*, 1988, pp. 131-134.

Cohen, Morris A., Paul R. Kleindorfer and Lee, Hau C., "Near-Optimal Service Constrained Stocking Policies for Single-Echelon Facilities", *Operations Research*, January, 1989.

Kleindorfer, Paul R. and Kunreuther, Howard, "Ex Ante and Ex Post Valuation Problems: Economic and Psychological Considerations", in G. Peterson, B.L. Driver, and R. Gregory (eds.), *Amenity Resource Valuation: Integrating Economics with Other Disciplines*, Venture Publishing, Inc., 1988.

Berger, Lawrence A., Paul R. Kleindorfer and Kunreuther, Howard, "A Dynamic Model of the Transmission of Price Information in Auto Insurance Markets, *The Journal of Risk and Insurance*, March, 1989, Vol. LVI, No. 1, pp. 17-33.

Schocken, Shimon and Paul R. Kleindorfer, "Artificial Intelligence Dialects of the Bayesian Belief Revision Language", *IEEE Transactions on Systems, Man, and Cybernetics*, September/October 1989, Volume 19, No. 5., pp. 1106-1121.

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Crew, Michael A. and Paul R. Kleindorfer, "Economic Depreciation and the Regulated Firm under Competition and Technological Change, *Journal of Regulatory Economics*, pp. 51-61, Vol. 4, No. 1, March 1992.

Morris A. Cohen, Paul R. Kleindorfer, Hau L. Lee, and David F. Pyke, "Multi-Item Service Constrained (s,S) Policies for Spare Parts Logistics Systems", *Naval Research Logistics*, Vol. 39, No. 4, J. Wiley, N.Y., June 1992, pp 561-577.

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Clemons, Eric K. and Paul R. Kleindorfer, "An Economic Analysis of Interorganizational Information Technology", *Decision Support Systems*, 8, (1992) p. 431-446.

Crew, Michael A. and Paul R. Kleindorfer, "Incentive Regulation, Capital Recovery and Technological Change", in Michael A. Crew (ed.), *Economic Innovations in Public Utility Regulation*, Kluwer Academic Publ., Boston, 1992.

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OTHER PUBLICATIONS AND PROFESSIONAL ASSOCIATIONS

Member of the OECD Committee on Major Financial Disasters (2006-present).

Testimony before the Subcommittee on the Postal Service Committee on Government Reform and Oversight, U.S. House of Representatives, April 1997.

On Editorial Boards of several international journals including: *Journal of Regulatory Economics*, *Review of Economic Design*, *German Economic Review*. *Review of Managerial Science*.

Senior Editor, Manufacturing and Service Operations Management (M&SOM), 1998-2005.

Vice President, Publications, Production and Operations Management Society (POMS), 2003-2006.

President, Society for Economic Design, 2002-2008.

Member of the Board of Directors: VillageReach (2002-Present); Pennsylvania Pro Musica (1980 – 2006).

SELECTED CONSULTING ENGAGEMENTS

Federal Aviation Administration, U. S. Postal Service, AT&T, Sithe Energy Co., New York Telephone Company, CargoLifter AG, New Jersey Board of Public Utilities, Royal Mail, Deutsche Post AG, IBM Corporation, World Bank, Exelon Corporation, DuPont, National Grid Company (UK), Canada Post Corporation, PowerEconomics Inc., PricewaterhouseCoopers, Swiss Post, Australian Competition and Consumer Commission, Australia :Post Corporation, Unilever.