

# PHILIP D. ROGERS

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## EDUCATION

- PhD in Industrial Engineering and Operations Research, University of California Berkeley, CA
- MS in Industrial Engineering and Operations Research, University of California Berkeley, CA
- BS in Mathematics Rensselaer Polytechnic Institute, Troy, NY

## ACADEMIC EXPERIENCE

### ***University of Southern California***

**Associate Professor of Clinical** - Marshall School of Business **2015 – Present**  
Coordinate and teach undergraduate statistics core course and teach graduate spreadsheet modeling course.

### ***University of North Carolina***

**Adjunct Assistant Professor** – Kenan-Flagler Business School **2016 – Present**  
Teach graduate course MBA 790D “Decision Making in the Energy Industry”

### ***Arizona State University***

**Clinical Assistant Professor** - W. P. Carey School of Business **2013 – 2015**  
Taught Business Modeling (MS in Business Analytics and MS in Information Management programs), the Applied Project capstone course for the MS in Information Management program, and Advanced Excel in Business (undergraduate Applied Business Data Analytics program).  
Taught in online and face-to-face formats.

### ***University of Houston***

**Clinical Assistant Professor** – C.T. Bauer College of Business **2003 – 2013**  
Taught statistics and analytical decision making courses to both graduate and undergraduate students in the College of Business.

- Spurred significant department-wide change in how statistics is taught to undergraduates.
- Created new course in business modeling and decision making that became the most popular elective in the MBA program.
- Designed and taught course for UH’s EMBA program held in China, Dubai and India.
- Co-author of case study featuring analytical techniques applied to capital budgeting posted on the College of Business’ case-bank Web site and available through XanEdu.
- Organized and hosted academic conference on the use of decision-making software.
- Participated in a collaborative program with Rice, Texas A&M and other U of H faculty to train Libyan engineers to build and maintain homes, roads and water systems in their homeland. Received highest ratings of some 25 professors in the program.
- Winner of University-wide Teaching Excellence Award for 2011-2012.

## INDUSTRY EXPERIENCE

### ***Exxon Mobil Corporation***

**1976-2002**

**Manager, Financial and Administrative Systems - 1994 - 2002**  
ExxonMobil Chemical Houston, TX

Managed systems development and support activities for financial and administrative departments of ExxonMobil's chemical operations in North and South America. Responsible for developing and implementing employee development processes for 300-person information systems department.

- Managed the resourcing and execution of application upgrades including the linking of legacy systems to SAP at multiple manufacturing sites, the renovations required to address Y2K issues, and the modification of systems necessary to enable support for a major joint venture.
- Created, implemented and managed a wide variety of employee development processes used for recruiting, training, mentoring and career development. Achieved outstanding results in terms of attracting very talented experienced hires and recent graduates, developing them into productive professionals, and reducing annual attrition to less than 2%.
- Developed an optimal resourcing strategy for the department, taking into account hiring and attrition rates, transfers in and out of the department, and a target demographic profile.

**Manager, Treasury Operations - 1990 – 1994**

Exxon Corporation

Dallas, TX

Responsible for cash management, securities processing and computer systems for Exxon Corporation's Treasurer's Department.

- Ensured effective cash management and securities processing involving daily funds flow of two billion dollars.
- Redesigned several processes resulting in substantial reduction in bank fees and significant improvement in security and control.
- Managed successful construction and operation of the trading room Exxon uses to issue commercial paper and to execute equity and nonequity trades.
- Developed sophisticated mathematical model to analyze the insurance program used by the company to cover the catastrophic loss of assets (offshore platforms, refineries, chemical plants, etc.). The analysis resulted in premium savings of \$15 million per year.

**Manager, End-User Computing Services - 1986 -1990**

Exxon Central Services

Florham Park, NJ

Managed a group of 55 people providing workstation strategy and support for 10,000 users in several affiliates and geographic locations.

- Brought thousands of employees into the world of electronic mail and desktop computing, achieving enormous productivity gains and earning outstanding customer satisfaction ratings.
- Played key role in implementing quality and continual improvement processes throughout the organization.
- Led team of managers charged with reorganizing the 320-person information systems organization.

**Manager, Headquarters Systems - 1985 - 1986**

Exxon Corporation

New York, NY

Responsible for information systems activities for Exxon Corporation headquarters.

- Managed the successful development and/or implementation of systems for applications such as corporate contributions, issuance of commercial paper and tax management.
- Managed the growth of end-user computing in the headquarters office building, including the setting of hardware and software standards, providing help desk, hardware repair and training services, and determining the best allocation of resources.

**Senior Advisor, Management Science - 1983 - 1985**

Exxon Corporation

Florham Park, NJ

Responsible for worldwide coordination of Exxon Corporation's management science and decision support systems activities.

- Managed research and development of new operations research techniques and applications including production planning, multi-criteria decision making, and vehicle routing and scheduling.
- Formed and led multi-regional working group to share knowledge, experience and best practices in the field of expert systems.
- Sponsored and organized annual decision support systems conference held in Houston and New Jersey corporate locations and attended by hundreds of Exxon employees.

**Manager, Headquarters Systems - 1981 - 1983**  
Exxon Chemical Europe                      Brussels, Belgium

Responsible for information systems activities at the European regional headquarters of Exxon Chemical Company.

- Brought development of multi-million dollar sales reporting system under control and to successful conclusion.
- Ensured smooth running of new data center and telecommunications links to Exxon's worldwide network.
- Negotiated contracts for worldwide licenses for the purchase of financial modeling software and PCs.
- Developed replacement plans for key individuals and positions across the region's headquarters and eight affiliates throughout Europe.

**Manager, Planning Systems - 1979 - 1981**  
Exxon Chemical Europe                      Brussels, Belgium

Responsible for the identification, development and support of systems for business planning and decision making, at both regional headquarters and at affiliate plant and headquarters sites throughout Europe.

- Demonstrated annual benefit of installed systems to be \$10 million.
- Created innovative computer-assisted approach to developing pricing strategies.
- Organized courses for entire 250-person organization in consulting and communication skills.

**Manager, Operations Research- 1976 - 1979**  
Esso Australia                                      Sydney, Australia

Responsible for setting up a comprehensive approach to applying quantitative techniques to the company's wide variety of business activities.

- Recruited and developed the most prolific and successful corporate operations research activity in Australia. The group solved problems in support of project investment analysis and offshore, refining and minerals operations.
- With staff, created models used on a worldwide basis in Exxon Corporation to support decision making on projects involving tens of millions of dollars.
- Wrote and published quarterly newsletter recognized by senior management as instrumental in gaining their support for using operations research to solve business problems.

## **CONSULTING AND OTHER EXPERIENCE**

***Consultant***

**2003 – Present**

Develop probabilistic and statistical models to aid decision making. Clients include Exxon Mobil, Dow Chemical, Petrobras and Optioneer. Teach three-day short course in decision making. Conducted one-day seminars for the Institute for Management Studies and for Insuperity.

***ExcelNow!***

**2011 – Present**

Founder and President of Excel add-in and eLearning course used by several universities, companies and individuals around the world.

***InstantGrader!***

**2013 – 2019**

Founder and President of software used for administering and grading statistics homework and exams.