

KRISHNAN S. ANAND

Address:

Department of Operations and Information Systems
David Eccles School of Business
1655 East Campus Center Drive
Spencer Fox Eccles Business Building, # 7211
University of Utah, Salt Lake City, UT 84112.
Webpage: <http://www.business.utah.edu/~k.anand>

Email: anand@eccles.utah.edu

Tel: (801) 585 9593 (O)

Fax: (801) 581 7731

CURRENT EMPLOYMENT

Professor and David Eccles Scholar, Department of Operations and Information Systems, David Eccles School of Business, University of Utah.

EMPLOYMENT HISTORY

2009-present	David Eccles School of Business, University of Utah
2000-2009	The Wharton School, University of Pennsylvania
1996-2000	Kellogg Graduate School of Management, Northwestern University.
1991-1996	Stanford Graduate School of Business, Stanford University (Graduate Research Assistant during PhD).
1988-1989	Senior Systems Analyst, Frontier Information Technologies Ltd., Hyderabad, India.
1986-1988	Founder and Director-Systems, Juggernaut Systems Consultants, Bangalore, India (undertaking large turnkey software projects).

EDUCATION

- Ph.D. in Business with specialization in Operations, Information, Technology (OIT), Stanford Graduate School of Business, Stanford University (1998).
- M.S. in Management Science, W.E.Simon School of Business, University of Rochester (1991).
- B.Tech in Computer Science, Indian Institute of Technology, Madras (1986).

MAJOR TEACHING AND RESEARCH AWARDS at the University of Utah

(for a comprehensive list of awards, see section “ACADEMIC DISTINCTIONS AND SCHOLARSHIPS”, pages 4-5)

(A) Teaching:

1. Brady Superior teaching award (for teaching supply chain management to MBAs and Senior Undergrads), 2019
2. The Daniels Fund Leadership in Ethics Education Award (twice), 2016 and 2020.
3. Outstanding Honors Faculty Award, David Eccles School of Business, 2011

(B) Research:

1. Finalist for the best paper award out of 300 submissions at the *Conference on Information Systems and Technology (CIST)* in Phoenix, 2023.
2. Faculty Research Excellence award, University of Utah, 2021.
3. Winner of the best paper award at the 21st *Conference on Information Systems and Technology (CIST)*, held in November 2016 at Nashville, TN. Out of 4 finalists selected by a jury from 200 submissions to the conference.
4. Winner of the *Management Science* best paper in Operations award for the three-year period 2010-2012. Out of 4 finalists selected from over 100 papers published in *Management Science*.

RESEARCH

Articles published or forthcoming

- 1) Anand, Krishnan S. and F. Giraud-Carrier (2020), “Pollution Regulation of competitive markets,” *Management Science*, September 2020, v66n9, pp. 4193–4206.
- 2) Kang, Polly, K.S. Anand, P. Feldman and M. Schweitzer (2020), “Insincere Negotiation: Using the negotiation process to pursue non-agreement motives,” *Journal of Experimental Social Psychology (JESP)*, July 2020, Volume 89.
- 3) Anand, Krishnan S. and M. Goyal (2019), “Ethics, Bounded Rationality and IP Sharing in IT Outsourcing,” *Management Science*, November 2019, v65n11, pp. 5252-5267.
 - Winner of the best paper award at the *Conference on Information Systems and Technology (CIST)*, held at INFORMS in November 2016 at Nashville, TN. Out of 4 finalists selected by a jury from 200 submissions to the conference.
 - Winner of the Daniels Fund Leadership in Ethics Education Award, University of Utah, 2016.
- 4) Anand, Krishnan S., M. Pac and S. Veeraraghavan (2011), “Quality-Speed Conundrum: Tradeoffs in Customer-Intensive Services,” *Management Science*, January 2011, v57n1, pp. 40-56.

Winner of the *Management Science* best paper in Operations award, among all papers published in *Management Science* in the three-year period 2010-2012. The selection process is described below.

 - *Management Science* has an 8% acceptance rate for submitted papers, and is considered the premier journal for a variety of disciplines including Operations Management.
 - Over 100 papers published in *Management Science* were nominated for this award.
 - A jury of experts, including Associate Editors of *Management Science*, selected FOUR finalists.
 - The entire membership of the *Manufacturing and Service Operations Management Society (MSOM)* (Academic membership around 1,200) voted for the winner among the four finalists.
- 5) Anand, Krishnan S. and M. Goyal (2009), “Strategic Information Management under Leakage in a Supply Chain,” *Management Science*, March 2009, v55n3, pp. 438-452.
- 6) Anand, Krishnan S., R. Anupindi and Y. Bassok (2008), “Strategic Inventories in Vertical Contracts,” *Management Science*, October 2008, v54n10, pp. 1792-1804.
- 7) Anand, Krishnan S. and K. Girotra (2007), “The Strategic Perils of Delayed Differentiation,” *Management Science*, May 2007, v53n5, pp. 697-712.
- 8) Anand, Krishnan S. and T. Hendershott (2006), “An Economic view of Information Systems,” *Decision Support Systems*, 41, Number 4, May 2006.
- 9) Anand, Krishnan S. and R. Aron (2003), “Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms,” *Management Science*, November 2003, v49n11, pp. 1546–1562.
- 10) Anand, Krishnan S. and H. Mendelson (1997), “Information and Organization for Horizontal Multimarket Coordination,” *Management Science*, December 1997, v43n12, pp. 1609-1627.

Completed unpublished research (manuscript drafts available on request)

- 1) Anand, Krishnan S. and M. Goyal, *Ethics and the evolution of trust*. To be submitted to *Nature*.

- A previous version of this paper, *Trust and the holdup problem in IT Outsourcing*, was a finalist for the best paper award out of 300 submissions at the *Conference on Information Systems and Technology (CIST)* in Phoenix, 2023.
- 2) Anand, Krishnan S. and N. Penmetsa, “*Coordination of Platform Markets: Decision Rights and Information.*” To be submitted to ***Management Science***.
- 3) Anand, Krishnan S. and F. Giraud-Carrier, “*Fairness in pollution regulation.*” To be submitted to ***Management Science***.
- 4) Anand, Krishnan S., M. Goyal and N. Penmetsa, “*Ethics and Platforms.*” To be submitted to ***Management Science***.
- 5) Anand, Krishnan S., P. Feldman and M. Schweitzer, “*The use and abuse of the negotiation process.*” To be submitted to ***Operations Research***.
- 6) Anand, Krishnan S., “*Can Information and Inventories be Complements?*” To be submitted to ***Management Science***.
- 7) Anand, Krishnan S. and Haim Mendelson, “*Postponement and Information in a Supply Chain.*” Received a ‘Revise and Resubmit’ from ***Manufacturing and Service Operations Management (MSOM)***.
- 8) Anand, Krishnan S. and F. Giraud-Carrier, “*Diffusion of Abatement Innovations under Pollution Regulations.*” To be submitted to ***Management Science***.
- 9) Anand, Krishnan S., Elmaghraby W. J and M. Goyal, “*Right-of-First-Refusal in Sequential Procurement Auctions.*” To be submitted to ***Information Systems Research***.

Selected Research in Progress

- 1) “*Coordination Mechanisms for Humanitarian Relief Operations*” (with Manu Goyal)
- 2) “*Optimal Pollution Control within a Supply Chain*” (with Francois Giraud-Carrier)
- 3) “*Information under Supply Chain competition: strategic substitutes or complements?*”
- 4) “*Long-Term versus Short-Term Contracts: Information, Inventories and the Ratchet Effect*” (with Ravi Anupindi and Yehuda Bassok).

CURRENT RESEARCH INTERESTS

Ethics in Business; Sustainable Operations; Supply Chain Contracts; Information, Incentives and Inventories in Supply Chain Management; Managing Information Flows within a firm’s supply chain; Modeling Information Systems.

TEACHING INTERESTS

Operations Management, specifically Supply Chain Management; Internet-based strategies; Information Systems.

- Courses taught at David Eccles School of Business, University of Utah (2009-present):
 - OIS 3661: *Operations Management for Honors Students*
 - OIS 5620: *Global Supply Chain Management* (meets *International Requirement* criteria)
 - OIS 6620: *Supply Chain Management* for Professional MBA students
 - OIS 7720: *Special Topics in Operations Management* for PhD students
 - OIS 7740: *Research Topics in Operations Management* for PhD students

- Courses taught at the Wharton School, University of Pennsylvania (2000-2009):
 - OPIM 210: *Management Information Systems* for undergraduates
 - OPIM 632: *Supply Chain Management* for MBA students
 - OPIM 667: *Business Transformation* for MBA students
 - OPIM 670: *Topics in Information Strategy* for MBA students
 - OPIM 677: *Business Models and the Internet: Strategy, Operations, Information* for MBA students
 - OPIM 940: *Research in Operations Management: Issues and Methods* for PhD students
 - OPIM 941: *Advanced Operations Management* for PhD students
 - OPIM 989: *Supply Chain Coordination* for PhD students
- Courses taught at Kellogg Graduate School of Management, Northwestern University (1996-2000):
 - *Operations Management core class* for MBA students
- Courses taught at Stanford Graduate School of Business, Stanford University:
 - *Probability and Statistics* for incoming Doctoral students in Business, Economics and Industrial Engineering

CURRICULUM DEVELOPMENT

- Designed and taught the following courses:

At the David Eccles School of Business, University of Utah:

- OIS 3661: *Operations Management for Honors Students*
- OIS 5620: *Global Supply Chain Management* (meets *International Requirement* criteria)
 - o Designed classroom, online and hybrid versions
- OIS 6620: *Supply Chain Management for MBA students*
 - o Designed classroom, online and hybrid versions
- OIS 7720: *Special Topics in Operations Management* for PhD students
- OIS 7740: *Research Topics in Operations Management* for PhD students

At the Wharton School, University of Pennsylvania:

- OPIM 677: *Business Models and the Internet: Strategy, Operations, Information* for MBA students
- OPIM 989: *Supply Chain Coordination* for PhD students
- “E-Commerce, E-Fulfillment and the Supply Chain,” 3-week module for OPIM 210: *Management Information Systems*

At Stanford Graduate School of Business, Stanford University:

- *Probability and Statistics* for incoming Doctoral students in Business, Economics and Industrial Engineering

- Developed “*Internal Revenue Service (1994-1995)*” (with Haim Mendelson), Stanford Business School case # S-OIT-10, 11/95, used in the MBA program at Stanford University.

ACADEMIC DISTINCTIONS AND SCHOLARSHIPS

- Finalist for the best paper award out of 300 submissions at the *Conference on Information Systems and Technology (CIST)* in Phoenix, 2023.
- Faculty Research Excellence award, University of Utah, 2021.
- Brady Superior Teaching Award, David Eccles School of Business, 2019.
- Winner of the *Management Science* best paper in Operations award for the three-year period 2010-2012. Out of 4 finalists selected from over 100 papers published in *Management Science*.

- Winner of the best paper award at the 21st *Conference on Information Systems and Technology (CIST)*, held at INFORMS in November 2016 at Nashville, TN. Out of 4 finalists selected by a jury from 200 submissions to the conference.
- *POM* Journal Distinguished Service Award as Senior Editor, 2017.
- David Eccles Scholar, David Eccles School of Business, University of Utah, 2009-present.
- The Daniels Fund Leadership in Ethics Education Award, 2016 and 2020 (twice).
- *M&SOM* Journal Meritorious Service Award, 2012.
- Finalist, Best Paper award; INFORMS Section for Public Programs, Services and Needs, 2012.
- Outstanding Honors Faculty Award, David Eccles School of Business, University of Utah, 2010-2011.
- Ernst and Young Foundation/ICIS Doctoral Consortium Fellow, 1994.
- ORSA Doctoral Colloquium Fellow, 1994.
- IBM Fellow, University of Rochester, 1989-90.
- National Talent Scholar, 1980-1986: one among 200 students selected on an all-India basis.
- Secured all-India 70th and zonal 11th ranks in the Joint Entrance Examination for admission to the Indian Institutes of Technology (IITs) from 80,000 applicants, 1982.

SEMINARS AND CONFERENCE PRESENTATIONS

- Research presentations by invitation at leading Business Schools, including Carnegie Mellon University, City University of Hong Kong, Chinese University of Hong Kong, Columbia University, Dartmouth College, Duke University, Emory University, George Washington University, Harvard University, Hong Kong University of Science and Technology (HKUST), Johns Hopkins University, Lehigh University, Massachusetts Institute of Technology, New York University, Northwestern University, Ohio State University, Pennsylvania State University, Purdue University, Rutgers University, Stanford University, Southern Methodist University, University of British Columbia (Vancouver, Canada), University of Calgary (Canada), University of California at Berkeley, University of California at Davis, University of California at Irvine, University of California at Los Angeles, University of Chicago, University of Hong Kong (HKU), University of Maryland at College Park, University of Miami, University of Michigan, University of North Carolina at Chapel Hill, University of Pennsylvania, University of Pittsburgh, University of Rochester, University of South Florida, University of Southern California, University of Texas at Austin and University of Utah. (Details below)
- Research presentations and Panelist at leading conferences in Operations Management and Information Systems, including INFORMS National Meetings; POMS Annual Conference; MSOM conference; Utah Winter Operations conference; Supply Chain Thought Leaders Round Table; Multi-Echelon Inventory Conference; MIT OM Summer Camp; Workshop on Information Systems and Economics (WISE); Theory in Economics of Information Systems (TEIS) Workshop; Decision and Information Sciences (DIS) workshop and Conference on Information Systems and Technology (CIST). (Details below)

SEMINAR TALKS AT LEADING UNIVERSITIES, BY INVITATION (in chronological order)

- 1) **Stanford School of Business, Stanford University:** “Information Systems, Coordination and Inventory under Demand Uncertainty,” November 1996.
- 2) **Sloan School of Management, Massachusetts Institute of Technology:** “Information Systems, Coordination and Inventory under Demand Uncertainty,” January 1996.
- 3) **Kellogg Graduate School of Management, Northwestern University:** “Information Systems, Coordination and Inventory under Demand Uncertainty,” January 1996.
- 4) **Columbia Graduate School of Business, Columbia University:** “Information Systems, Coordination and Inventory under Demand Uncertainty,” February 1996.
- 5) **The Wharton School, University of Pennsylvania:** “Information and Organization for Horizontal Multimarket Coordination,” February 1996.
- 6) **Stanford School of Industrial Engineering, Stanford University:** “Information Systems, Coordination and Inventory under Demand Uncertainty,” March 1996.
- 7) **Stern School of Business, New York University:** “Information and Organization for Horizontal Multimarket Coordination,” March 1996.
- 8) **Ross School of Business, University of Michigan:** “Information and Organization for Horizontal Multimarket coordination”, October 1997.
- 9) **Kellogg Graduate School of Management, Northwestern University:** “Can Information and Inventories be Complements?”, March 1999.
- 10) **Katz School of Business, University of Pittsburgh:** “Can Information and Inventories be Complements?”, May 1999.
- 11) **Graduate School of Industrial Administration, Carnegie-Mellon University:** “Can Information and Inventories be Complements?”, May 1999.
- 12) **The Wharton School, University of Pennsylvania:** “Can Information and Inventories be Complements?”, September 1999.
- 13) **Graduate School of Business, University of Chicago:** “Can Information and Inventories be Complements?”, October 1999.
- 14) **Fuqua School of Business, Duke University:** “Can Information and Inventories be Complements?”, October 1999.
- 15) **Kenan-Flagler Business School, University of North Carolina at Chapel Hill:** “Can Information and Inventories be Complements?”, October 1999.
- 16) **Stern School of Business, New York University:** “Can Information and Inventories be Complements?”, January 2000.

- 17) **Graduate School of Industrial Administration, Carnegie-Mellon University:** “The Strategic Use of Inventories in Procurement Contracts”, January 2000.
- 18) **The Wharton School, University of Pennsylvania:** “The Strategic Use of Inventories in Procurement Contracts”, February 2000.
- 19) **Smeal College of Business Administration, The Pennsylvania State University:** “Can Information and Inventories be Complements?”, February 2000.
- 20) **Simon School of Business Administration, University of Rochester:** “Can Information and Inventories be Complements?”, March 2000.
- 21) **Fisher College of Business, Ohio State University:** “The Strategic Use of Inventories in Procurement Contracts”, January 2001.
- 22) **The Wharton School, University of Pennsylvania:** “Web-based Group-Buying”, December 2001.
- 23) **Fuqua School of Business, Duke University:** “The Strategic Use of Inventories in Procurement Contracts”, October 2002.
- 24) **Kenan-Flagler Business School, University of North Carolina at Chapel Hill:** “The Strategic Use of Inventories in Procurement Contracts”, October 2002.
- 25) **Harvard Business School, Harvard University:** “Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms”, November 2002.
- 26) **Engineering Systems Group, Massachusetts Institute of Technology:** “The Strategic Use of Inventories in Procurement Contracts”, November 2002.
- 27) **The Anderson School of Business, University of California at Los Angeles:** “Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms”, January 2003.
- 28) **Marshall School of Business, University of Southern California at Los Angeles:** “Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms”, January 2003.
- 29) **Graduate School of Management, University of California at Irvine:** “Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms”, January 2003.
- 30) **Rutgers Electronic Commerce Association, Rutgers University [Distinguished Guest Speaker Series]:** “Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms”, May 2003.
- 31) **The Wharton School, University of Pennsylvania:** “The Strategic Perils of Delayed Differentiation”, October 2004.
- 32) **Department of Industrial and Systems Engineering, Lehigh University:** “Can Information and Inventories be complements?”, December 2004.
- 33) **Graduate School of Management, University of California at Davis:** “Can Information and Inventories be complements?”, January 2005.
- 34) **Stern School of Business, New York University:** “The Strategic Perils of Delayed Differentiation”, April 2005.

- 35) **Haas School of Business, University of California at Berkeley:** “Strategic Inventories in Vertical Contracts”, October 2006.
- 36) **Robert H. Smith School of Business, University of Maryland at College Park:** “Strategic Inventories in Vertical Contracts”, November 2007.
- 37) **The Wharton School, University of Pennsylvania:** “Strategic Information Management under Leakage in a Supply Chain,” March 2008.
- 38) **Marshall School of Business, University of Southern California at Los Angeles:** “Strategic Information Management under Leakage in a Supply Chain,” May 2008.
- 39) **McCombs School of Business, University of Texas at Austin:** “Strategic Inventories in Vertical Contracts”, September 2008.
- 40) **Tuck School of Business, Dartmouth College:** “Strategic Information Management under Leakage in a Supply Chain,” November 2008.
- 41) **College of Business, University of South Florida:** “Strategic Information Management under Leakage in a Supply Chain,” November 2008.
- 42) **Krannert School of Management, Purdue University:** “Strategic Information Management under Leakage in a Supply Chain,” December 2008.
- 43) **David Eccles School of Business, University of Utah:** “Strategic Information Management under Leakage in a Supply Chain,” December 2008.
- 44) **Kenan-Flagler Business School, University of North Carolina at Chapel Hill:** “Strategic Information Management under Leakage in a Supply Chain,” January 2009.
- 45) **Robert H. Smith School of Business, University of Maryland at College Park:** “Can Information and Inventories be Complements?”, January 2009.
- 46) **Cox School of Business, Southern Methodist University:** “Strategic Information Management under Leakage in a Supply Chain,” February 2009.
- 47) **School of Business, George Washington University:** “Strategic Information Management under Leakage in a Supply Chain,” March 2009.
- 48) **Carey School of Business, Johns Hopkins University:** “Strategic Information Management under Leakage in a Supply Chain,” March 2009.
- 49) **College of Business and Economics, Lehigh University:** “Strategic Information Management under Leakage in a Supply Chain,” March 2009.
- 50) **Goizueta Business School, Emory University:** “Strategic Information Management under Leakage in a Supply Chain,” May 2009.
- 51) **Haskayne School of Business, University of Calgary:** “Trembling into myopia: Honesty in the dynamic hold-up problem,” September 2010.
- 52) **David Eccles School of Business, University of Utah:** “Pollution Regulation and Production,” OIS Department Speaker Series, October 2011.
- 53) **Sauder School of Business, University of British Columbia:** “Pollution Regulation and Production,” October 2011.

- 54) **Haas School of Business, University of California at Berkeley:** “Pollution Regulation and Production,” October 2011.
- 55) **David Eccles School of Business, University of Utah:** “Pollution Regulation and Production,” Finance Department Speaker Series, November 2011.
- 56) **Krannert School of Management, Purdue University:** “Trembling into myopia: Honesty in the dynamic hold-up problem,” October 2012.
- 57) **Marshall School of Business, University of Southern California at Los Angeles:** “Trembling into myopia: Honesty in the dynamic hold-up problem,” November 2012.
- 58) **School of Business Administration, University of Miami:** “Trembling into myopia: Honesty in the dynamic hold-up problem,” April 2013.
- 59) **Kenan-Flagler Business School, University of North Carolina at Chapel Hill:** “Pollution Regulation: An Operations Perspective”, October 2016.
- 60) **Fuqua School of Business, Duke University:** “Pollution Regulation: An Operations Perspective”, October 2016.
- 61) **City University of Hong Kong:** “Pollution Regulation and Production”, November 2017.
- 62) **University of Hong Kong (HKU):** “Pollution Regulation and Production”, November 2017.
- 63) **Chinese University of Hong Kong:** “Pollution Regulation and Production”, November 2017.
- 64) **Hong Kong University of Science and Technology (HKUST):** “Pollution Regulation and Production”, November 2017.
- 65) **Ross School of Business, University of Michigan:** “Fairness in Pollution Regulation”, March 2019.
- 66) **Booth School of Business, University of Chicago:** “Fairness in Pollution Regulation”, September 2020.

SELECTED CONFERENCE PRESENTATIONS

- 1) “Information Systems and Organizational Structure under Demand Uncertainty”, International Conference on Information Systems (ICIS) Doctoral Consortium, Victoria, Canada, December 1994.
- 2) “Information Systems and Organizational Structure under Demand Uncertainty”, Panelist, Workshop on Information Systems and Economics (WISE), Vancouver, Canada, December 1994.
- 3) “Information and Organization for Horizontal Multimarket Coordination,” Bay Area Information Research Society (BAIRS), Stanford, January 1995.
- 4) “Information, Inventory and Postponement in a Supply Chain,” Invited talk, Institute for Operations Research and Management Sciences (INFORMS), San Diego, California, May 1997.

- 5) "Information Systems and Inventory in a Manufacturing Firm's Supply Chain," Invited talk, INFORMS, Dallas, Texas, October 1997.
- 6) "Long-Term versus Short-Term Contracting: Information, Inventories and the Ratchet Effect", Invited talk, INFORMS, Seattle, October 1998.
- 7) "Postponement and Information in a Supply Chain," WISE, New York, December 1998.
- 8) "Postponement and Information in a Supply Chain," Invited talk, Decision and Information Sciences (DIS) workshop(attendance by invitation only) on the theme of "IT/Operations Interface", hosted by the University of Florida, Gainesville, February 1999.
- 9) "Can Information and Inventories be Complements?", Massachusetts Institute of Technology Summer Camp in Operations, Boston, MA, June 1999.
- 10) "Can Information and Inventories be Complements?", Multiechelon Inventory Conference, Purdue University, West Lafayette, IN, June 1999.
- 11) "Inventories versus Incentives: The Strategic Use of Inventories in Supplier-Retailer Contracts", Invited talk, INFORMS, Philadelphia, October 1999.
- 12) "Can Information and Inventories be Complements?", WISE, Charlotte, NC, December 1999.
- 13) "Strategic Inventories in Procurement Contracts", Invited talk, Supply Chain Thought Leaders Roundtable, Boston, MA, August 2000.
- 14) "Can Information and Inventories be Complements?", Invited talk, Production and Operations Management Society (POMS) conference, Orlando, FL, March 2001.
- 15) "Volume-Buying on the Web: Quantity Discounts and the Coordination Problem", Invited talk, INFORMS, Maui, HA, June 2001.
- 16) "Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms", Invited talk, Supply Chain Thought Leaders Roundtable, INSEAD, France, August 2001.
- 17) "Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms", WISE, New Orleans, LA, December 2001.
- 18) "Auction Theory for Supply Chain Coordination", Invited Tutorial Session, Supply Chain Thought Leaders Round Table, Como, Italy, July 2002.
- 19) "Group-Buying On The Web: A Comparison Of Price Discovery Mechanisms", Invited talk, 7th Annual Conference on Information Systems and Technology (CIST), San Jose, CA, November 2002.
- 20) "Strategic Inventories in Procurement Contracts," Invited talk, INFORMS, San Jose, CA, November 2002.
- 21) "Auction Theory for Supply Chain Management," Invited tutorial talk, Supply Chain Thought Leaders Round Table, Como, Italy, July 2003.
- 22) "Forward and Reverse Aggregation Equilibria in Electronic B2B Markets: Pricing and Market Efficiency," WISE, Seattle, WA, December 2003.
- 23) "The Strategic Perils of Delayed Differentiation", Invited talk, INFORMS, Denver, CO, October 2004.

- 24) “Impact of Information Leakage in a Supply Chain”, Invited talk, INFORMS, Denver, CO, October 2004.
- 25) “Impact of Information Leakage in a Supply Chain”, WISE, WashingtonDC, December 2004.
- 26) “The Strategic Perils of Delayed Differentiation”, Multiechelon Inventory Conference, Northwestern University, Chicago, IL, June 2005.
- 27) “Incentives for Information Acquisition and Dissemination in a Supply Chain”, MSOM Conference, Northwestern University, Chicago, IL, June 2005.
- 28) “The Strategic Perils of Delayed Differentiation”, MSOM Conference, Northwestern University, Chicago, IL, June 2005.
- 29) “Incentives for Information Flows in Supply Chains”, Invited Talk, Supply Chain Thought Leaders Round Table, Heidelberg, Germany, July 2005.
- 30) “The Strategic Perils of Delayed Differentiation”, WISE, Irvine, CA, December 2005.
- 31) “Information Asymmetry and Advance Purchase Discounts in Supply Chains”, Invited talk, INFORMS, Pittsburgh, PA, November 2006.
- 32) “Incentives for Information Flows in a Vertical Contract”, Invited talk, INFORMS, Pittsburgh, PA, November 2006.
- 33) “The Use and Abuse of the Negotiation Process with an Application to a Supply Chain”, Invited talk, INFORMS, Pittsburgh, PA, November 2006.
- 34) “Incentives for Information Acquisition and Dissemination in a Supply Chain”, Conference on Information Systems and Technology (CIST), Pittsburgh, PA, November 2006.
- 35) “Quality, Incentives and Inspection Regimes in Offshore Service Supply Chains: Theoretical Predictions and Behavioral Outcomes”, International Symposium on Information Systems, IndianSchool of Business, Hyderabad, India, December 2006.
- 36) “Quality, Incentives and Inspection Regimes in Offshore Service Supply Chains: Theoretical Predictions and Behavioral Outcomes”, WISE, Chicago, IL, December 2006.
- 37) “Strategic Information Management Under Leakage in a Supply Chain”, POMS, Dallas, TX, May 2007.
- 38) “Strategic Information Management Under Leakage in a Supply Chain”, Indiana Conference on Supply Chain Design, Bloomington, IN, May 2007.
- 39) “Strategic Information Management Under Leakage in a Supply Chain”, Invited talk, INFORMS, Seattle, WA, November 2007.
- 40) “Structure of the Inspection Regime, Inspection Intensity & Extent, and Output Quality in Offshore Outsourcing of Services: Theory and Evidence”, WISE, Montreal, Canada, December 2007.
- 41) “Strategic Information Management Under Leakage in a Supply Chain”, MSOM 2008 Supply Chain Management SIG Conference, University of Maryland at College Park, MD, June 2008.

- 42) “Quality-Speed Tradeoff in Services: The waiting/service time conundrum”, MSOM Conference, University of Maryland at College Park, MD, June 2008.
- 43) “Getting to NO: Theory and Evidence for Instrumental Negotiations”, Academy of Management Annual Meeting, Anaheim, California, August 2008.
- 44) “Quality-Speed conundrum: Tradeoffs in Labor-Intensive Services”, Invited talk, INFORMS, Washington DC, October 2008.
- 45) “Quality-Speed conundrum: Tradeoffs in Labor-Intensive Services”, INFORMS Revenue Management and Pricing Conference, Evanston, IL, June 2009.
- 46) “Quality-Speed conundrum: Tradeoffs in Customer-Intensive Services”, Invited talk, INFORMS, San Diego, CA, October 2009.
- 47) “Quality-Speed conundrum: Tradeoffs in Customer-Intensive Services”, Utah Winter Operations Conference, Salt Lake City, UT, January 2010.
- 48) “Trembling into myopia: Honesty in the dynamic hold-up problem”, Utah Winter Operations Conference, Salt Lake City, UT, February 2011.
- 49) “Trembling into myopia: Honesty in the dynamic hold-up problem”, Invited talk, Production and Operations Management Society (POMS) conference, Reno, NV, April 2011.
- 50) “Market Mechanisms for Pollution Control: a Comparative Study of Cap-and-Trade, Cap and Emission Taxes”, Invited talk, Production and Operations Management Society (POMS) conference, Reno, NV, May 2011.
- 51) “Trembling into myopia: Honesty in the dynamic hold-up problem”, Invited talk, Theory in Economics of Information Systems (TEIS) Workshop, Lake Tahoe, NV, June 2011.
- 52) “Trembling into myopia: Honesty in the dynamic hold-up problem”, MSOM Conference, University of Michigan at Ann Arbor, June 2011.
- 53) “Pollution and Production”, Invited talk, INFORMS, Charlotte, NC, November 2011.
- 54) “Stage-Gate Contracts for NPD Projects”, Invited talk, Production and Operations Management Society (POMS) conference, Chicago, IL, April 2012.
- 55) “Pollution and Production”, Invited talk, Production and Operations Management Society (POMS) conference, Chicago, IL, April 2012.
- 56) “Honesty as an Optimal Policy under Bounded Rationality”, Invited talk, Production and Operations Management Society (POMS) conference, Chicago, IL, April 2012.
- 57) “Pollution Regulation and Production”, MSOM Conference, New York, NY, June 2012.
- 58) “Incentives for Innovation in Pollution Abatement”, Invited talk, INFORMS, Phoenix, AZ, October 2012.
- 59) “Optimal Pollution Control within a Supply Chain”, Invited talk, INFORMS, Phoenix, AZ, October 2012.
- 60) “Stage-Gate Contracts for New Product Development”, Invited talk, INFORMS, Phoenix, AZ, October 2012.

- 61) “Trembling into Myopia: Honesty in the dynamic hold-up problem,” Invited talk, INFORMS, Phoenix, AZ, October 2012.
- 62) “Does Cap-and-Trade enable Collision?”, Invited talk, Theory in Economics of Information Systems (TEIS) Workshop, Monterey, CA, June 2013.
- 63) “Does Cap-and-Trade enable Collision?”, Invited talk, INFORMS, Minneapolis, MN, October 2013.
- 64) “Stage-Gate Contracts for Screening Agents for New Product Development”, Invited talk, INFORMS, Minneapolis, MN, October 2013.
- 65) “Honesty in Incomplete Supply Chain Contracts”, Invited talk, INFORMS, Minneapolis, MN, October 2013.
- 66) “Does Cap-and-Trade enable Collision?”, Invited talk, Production and Operations Management Society (POMS) conference, Atlanta, GA, May 2014.
- 67) “Incentives to Invest in Pollution Abatement Innovations under Cap, Cap-and-Trade and Tax”, Invited talk, Production and Operations Management Society (POMS) conference, Atlanta, GA, May 2014.
- 68) “Pollution Regulation of Firms producing Partial Substitutes”, Invited talk, Production and Operations Management Society (POMS) conference, Atlanta, GA, May 2014.
- 69) “Honesty in Incomplete Supply Chain Contracts”, Invited talk, Production and Operations Management Society (POMS) conference, Atlanta, GA, May 2014.
- 70) “Does Cap-and-Trade enable Collision?”, Invited talk, INFORMS, San Francisco, CA, November 2014.
- 71) “Honesty in Incomplete Supply Chain Contracts”, Invited talk, INFORMS, San Francisco, CA, November 2014.
- 72) “Incentives to Invest in Pollution Abatement Innovations”, Invited talk, INFORMS, San Francisco, CA, November 2014.
- 73) “Pollution Regulation and Market Structure”, Invited talk, INFORMS, San Francisco, CA, November 2014.
- 74) “Stage-Gate Contracts for New Product Development”, Invited talk, INFORMS, San Francisco, CA, November 2014.
- 75) “IT Outsourcing, Incomplete Contracts and Ethical Free Agency,” Invited talk, Theory in Economics of Information Systems (TEIS) Workshop, Calgary, Canada, March 2015.
- 76) “Honesty, Ethical Free Agency and The Hold-up Problem”, Invited talk, INFORMS, Nashville, TN, November 2016.
- 77) “Bounded Rationality And IP Sharing In Knowledge-based Outsourcing”, Invited talk, INFORMS, Nashville, TN, November 2016.
- 78) “Ethics, Bounded Rationality And IP Sharing In IT Outsourcing”, Conference on Information Systems and Technology (CIST), Nashville, TN, November 2016.
 - **Winner of the best conference paper award**, out of 4 finalists selected by a jury from 200 submissions to the conference.

- 79) “Pollution Regulation and Market Structure: Equilibria, Profits and Welfare Effects”, Invited talk, INFORMS, Nashville, TN, November 2016.
- 80) “Pollution Regulation and Market Structure: An Operations Perspective”, Invited talk, Production and Operations Management Society (POMS) conference, Seattle, WA, May 2017.
- 81) “Pollution Regulation and Market Structure”, Invited talk, MSOM Conference, Chapel Hill, NC, June 2017.
- 82) “Ethics, Bounded Rationality and the Hold-up Problem”, Invited talk, INFORMS, Houston, TX, October 2017.
- 83) “Pollution Regulation: An Operations Perspective”, Invited talk, INFORMS Conference, Houston, TX, October 2017.
- 84) “Pollution Regulation and Fairness”, Invited talk, Utah Winter Operations Conference, Salt Lake City, UT, February 2018.
- 85) “Make versus Buy? Ethics in Knowledge-Based Outsourcing”, MSOM conference, Dallas, TX, July 2018.
- 86) “Pollution Regulation under Imperfect Competition”, Invited talk, MSOM Sustainability Special Interest Group (SIG), Dallas, TX, July 2018.
- 87) “Breaking the trust trap in IT outsourcing”, Invited talk, Theory in Economics of Information Systems (TEIS) Workshop, Newport Beach, CA, March 2020.
- 88) “Ethics and trust-building under bounded rationality”, Invited talk, Production and Operations Management Society (POMS) conference, Minneapolis, MN, April 2020.
- 89) “Coordination of Platform Markets: Decision Rights and Information”, Invited talk, Theory in Economics of Information Systems (TEIS) Workshop, San Francisco, CA, March 2023.
- 90) “Trust and the holdup problem in IT Outsourcing”, Conference on Information Systems and Technology (CIST), Phoenix, October 2023.
- 91) “Organization of Platform Markets: Coordination, Decision Rights and Information”, Conference on Information Systems and Technology (CIST), Phoenix, AZ, October 2023.
- 92) “Fairness in Pollution Regulation”, Invited talk, INFORMS Conference, Phoenix, AZ, October 2023.
- 93) “Organization of Platform Markets: Coordination, Decision Rights and Information”, Invited talk, INFORMS Conference, Phoenix, AZ, October 2023.

SERVICE ACTIVITIES

(A) UNIVERSITY OF UTAH, September, 2009 – present:

I. University-level:

- i. Dean Search Committee for the David Eccles School of Business, 2021 – 2022.

- ii. Senate Faculty Review Standards Committee (Formerly, University RPT Standards Committee), 2013 – 2015.
- iii. Graduate Council, 2013 – 2015.
- iv. Chair, Ad hoc committee of the Graduate Council, for review of the Department of *Education, Art and Culture*, 2015.
- v. Ad hoc committee of the Graduate Council, for review of the Department of *Civil and Environmental Engineering*, 2014.

II. School-level:

- i. Retention, Promotion and Tenure (RPT) Committee, 2017 – present.
- ii. Chair, Master's Program Committee, 2013 – 2014.
- iii. Member, Master's Program Committee, 2013 – 2015.
- iv. Chair and Organizer, Utah Winter Operations Conference: Canyons, Utah (2010) and Snowbird, Utah (2011); Conference Advisory Board (2012 - 2015). See <http://org.business.utah.edu/opsconf/>.
- v. Internal Advisory Board, Daniels Fund Ethics Initiative, 2013-2014.
- vi. Emma Eccles Jones Committee, 2011-2012.
- vii. Chair, Faculty Recruiting Committee in Operations, 2009-2010.
- viii. David Eccles School of Business Doctoral Committee, 2010-2014.
- ix. Doctoral Program Coordinator for OIS Department, 2010-2014.
- x. Doctoral Program Coordinator for Operations, 2009-2014.
- xi. Research Resources Policy and Allocation Committee (Advisory to the Dean of Faculty and Research), 2009-2010.
- xii. Faculty Productivity and Assessment Task Force (part of the school-wide *Strategic Planning Initiative*), 2010-2011.
- xiii. David Eccles School of Business Honors Committee, 2010.
- xiv. Advising Doctoral students:
 - Principal Advisor to Francois Giraud-Carrier (Now Assistant Professor at the University of Illinois at Springfield)

(B) EXTERNAL SERVICE ACTIVITIES (In relation to the community of scholars):

- Editorial positions in the leading journals of two different disciplines: *Informations Systems* and *Operations Management*. These include:
 - Associate Editor, *Management Science* journal, 2020- 2023.

- Senior Editor, *Productions and Operations Management* journal in several Departments: Supply Chain Management, Operations-Marketing Interface and Operations-Economics Interface; 2003-2015.
 - Received *POM* Journal Distinguished Service Award as Senior Editor, 2017.
- Associate Editor, *Management Science* journal, 2004-2008.
- Associate Editor (Guest), *Operations Research*, in both Information Systems and Operations Management areas.
- Associate Editor (Guest), *Information Systems Research*.
- Associate Editor (Guest), *Management Science* in both Information Systems and Operations Management departments.
- Guest Editor (by invitation) for *The Journal of Decision Support Systems*, Special Issue on *Economics and Information Systems* (Volume 41, Number 4, May 2006).
- Chair and Organizer, Utah Winter Operations Conference: Canyons, Utah (2010) and Snowbird, Utah (2011).
- Co-Principal Investigator, Project on “*Distributed and Collaborative Supply Chain Integration Via Electronic Markets*” (Principal Investigator: Morris Cohen), Subcontract No. 540075-8001 with Lehigh University, NSF Prime Grant No. DMI01-21395.
- *M&SOM* Journal Meritorious Service Award, 2012.
- Member, Nicholson Committee, for 2002-2003 and 2006-2007. (The Nicholson prize, awarded by INFORMS each year, honors the best student papers in the field of operations research and the management sciences.)
- Member, Editorial Review Board, *MSOM* Conferences: New York, NY (2012); Boston, MA (2009); College Park, MD (2008); Atlanta, GA (2006).
- Session Chair, *Information Technology and Operations*, Symposium on Supply Chain Integration, Kellogg Graduate School of Management, Northwestern University.
- Member, Program Committee for the International Conference on Information Systems (ICIS) 2000 conference.
- Advising Doctoral students and serving on their doctoral thesis committees.
 - Advisor to Francois Giraud-Carrier (David Eccles School of Business, University of Utah)-- placed at University of Illinois, Springfield.
 - Co-Advisor to Karan Girotra (The Wharton School)-- placed at INSEAD, France.
 - Research collaborations with Doctoral students listed below:
 - Graduated Doctoral students, their degree-granting institutions and placements:
 - Francois Giraud-Carrier (David Eccles School of Business, University of Utah); placed at University of Illinois, Springfield.
 - Karan Girotra (The Wharton School, University of Pennsylvania); placed at INSEAD, France.
 - Manu Goyal (The Wharton School, University of Pennsylvania)— placed at University of Maryland, College Park.

- Pnina Feldman (The Wharton School, University of Pennsylvania)— placed at University of California, Berkeley.
- M. Fazil Pac (The Wharton School, University of Pennsylvania)— placed at McKinsey Consulting.
- Doctoral Dissertation Committee member for Thomas Weber (The Wharton School),Karan Girotra (The Wharton School), Manu Goyal (The Wharton School), Pnina Feldman (The Wharton School), Banu Gemici (College of Engineering, Lehigh University), M. Fazil Pac (The Wharton School) and Francois Giraud-Carrier (David Eccles School of Business, University of Utah).
- Discussant for papers at the Workshop on Information Systems and Economics (WISE).
- Discussant for papers at the Theory in Economics of Information Systems (TEIS) Workshop.
- Adhoc referee for *European Journal of Operational Research, Management Science, Information Systems Research, Operations Research, Marketing Science, IIE Transactions, Manufacturing and Service Operations Management (MSOM), Journal of Organizational Computing, Journal of Decision Support Systems(DSS) and POMS Journal*.
- Member of Institute for Operations Research and Management Sciences (INFORMS) and of Manufacturing and Service Operations Management society (MSOM).

(C) THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA:

- Ph.D Admissions Committee, 2000 – 2002; Strategic Course Planning Committee, 2000 – 2001; Seminar Committee, 2002 – 2003 and 2004 –2007; Penn Reading Project, 2003-2007.

HOBBIES AND INTERESTS

Chess, Jungian Psychology, Sanskrit, Vedanta Philosophy, Yoga.

CITIZENSHIP AND VISA STATUS

Citizen of the United States.