Alok Gupta
Senior Associate Dean of Faculty, Research and Administration
Curtis L. Carlson Schoolwide Chair in Information Management

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I. EDUCATION

Doctor of Philosophy, 1996
The University of Texas at Austin
Major: Management Science and Information Systems Supporting Fields: Economics & Statistics

Master of Science, 1991
The Pennsylvania State University
Major: Mine Electrical Systems

Bachelor of Technology, 1988
Institute of Technology, Banaras Hindu University,India
Major: Mining Engineering

II. ACADMIC AND PROFESSIONAL APPOINTMENTS

2008 – Present	Curtis L. Carlson Schoolwide Chair in Information Management
2005 – 2008	Carlson Endowed Professor of Information and Decision Sciences
2005 – Present	Professor, Dept. of IDSC, Carlson School of Management, U. of Minnesota
2004 – 2006	Academic Director, Carlson Consulting Enterprise
2001 – 2005	Associate Prof., Dept. of IDSC, Carlson School of Mgmt., U. of Minnesota
1997 – 2001	Assistant Prof., Dept. of OPIM, University of Connecticut
1996 – 1997	Visiting Assistant Prof., Dept. of OPIM, University of Connecticut

III. MAJOR PROFESSIONAL APPOINTMENTS

2017 – 22	Editor-in-Chief, Information Systems Research
2016 – 17	INFORMS Publication Committee Member
2012 -- 14	Dept. Editor, Management Science Special Issue on Business Analytics.
2008 -- 15	Senior Editor, Information Systems Research

IV. ACADEMIC HONORS

2021	AIS LEO Award
2021	INFORMS ISS Design Science Award
2021	INFORMS ISS Practical Impacts Award

2021	INFORMS ISS President's Service Award
2021	ISR Best Paper Award
2020	Inaugural AIS Impact Award
2016	AIS Fellow
2014	INFORMS ISS Distinguished Academic Fellow
2012	INFORMS ISS Design Science Award, for project titled: *Design of Automated Agents Capable of Recognizing and Forecasting the Economic Environment*$^{\nabla}$
2011	INFORMS ISS Design Science Award, for project titled: *CoCoA: Continuous Combinatorial Auction*$^{\nabla}$
2009	Best Poster Award, WEB 2009, Phoenix, AZ.
2009	Best Paper Award, eBusiness Section of INFORMS 2009.
2009	Runner-up, best paper award, ICEC 2009
2009	Recognized among the top MIS researchers in an article in CAIS
2006	IS Publications of the year award from Senior IS scholars (AIS)
2006	Best paper award from Journal of AIS
2007	Nominated for Best paper award at WITS 2007
2006	Recognized among the top MIS researchers in an article in CAIS
2006	Nominated for Best paper award at WITS 2006
2005	Recognized among the top 20 MIS researchers in an article in CAIS
2002	Nominated for Best Paper Award at WITS 2002
2002	Honorable mention for being nominated for teaching the best IDSC course
2002	NSF Grant for Comparative Study of Internet Traffic Pricing
2002	Nominated for the Best Paper Award at HICSS-35
2001	NSF CAREER award for research on Online Mercantile Processes
2000	Innovation in Teaching Award, School of Business Administration, UCONN
1999	Intro to C++ syllabus was chosen as one of the examples of well-constructed syllabi by the SBA teaching and learning enhancement committee.
1999	Citation of Excellence, for a research article published in DSS, from UK based ANBAR Electronic Intelligence http://www.anbar.co.uk/
1998	UCONN Small Research Grant, $1,000
1996	Runner-up for the Best Paper Award in International Conference of Information Systems
1996	University of Texas Summer Tuition Fellowship
1995	CISM Research Fellowship
1994	Nominated for the Best Paper Award in European Simulation Multi-Conference
1992	Purdue Research Foundation Summer Fellowship.

V.   SUMMARY OF MAJOR FUNDRAISING ACTIVITIES

- 1998: as a junior assistant professor, I wrote the proposal for Electronic Commerce Research center which resulted in obtaining $600K from Richard Treibick and $300K from the State of Connecticut to establish Treibick Electronic Commerce Initiative to support linkage of academic research to business problems. I served as the Co-director of the

initiative till 2001, when I left University of Connecticut.

- 1999 – 2000: along with Jim Marsden and Paulo Goes, I made several presentations and developed proposal for senior GE Capital executives to establish a unique experiential learning program for MBA students where MBA students tackled real-world business problems at GE capital. In 2000, this resulted in over $13MM in corporate investment and endowment from GE capital to University of Connecticut. I served as the executive committee member with GE executives to select the projects and oversee the initiative till leaving University of Connecticut in 2001.
- 2004 – Present: took over as MIS Quarterly publisher with primary responsibility for operations and financial health. From a net loss in 2004 took the journal to substantial profits and more than $1 MM in reserves by building strategic alliances, streamlining publishing operations and by developing nearly $300K in philanthropic endowment.
- 2009 – Present: raised over $300,000 from local companies to support student activities to enhance student experience such as participation in international case competitions.
- 2012 – 2014: developed significant strategic partnerships with substantial commitments from a wide array of firms to support the new Business Analytics masters (MSBA) program at Carlson School of Management. Companies contribute on average $700K per year to engage in our experiential learning program called Carlson Analytics Lab.
- 2016 – Present: developed prospects, plans and engaged in stewarding Faculty Research component in our Driven Campaign that ended in 2021. Worked with the dean and our institutional development team to help close several gifts totaling to somewhere in the region of $18-$20MM. Also developed a demand fund with single a donor in the amount of $1MM to be used over multiple years for faculty retention and augmentation for mid-career stars both in research and teaching dimensions.

VI.   ADMINISTRATIVE APPOINTMENTS & ACCOMPLISHMENTS

1. **Senior Associate Dean of Faculty, Research and Administration, Carlson School of Management, University of Minnesota, January 2015 – present:** Responsible for a wide portfolio besides faculty issues and research including the school's $135MM budget, information technology, instructional infrastructure, facilities, security and curricular integrity. All programs have a budgetary reporting obligation, although operational details are handled by respective program associate deans. Some of the key initiatives that I am involved in and some of the accomplishments so far are listed below:
   - **DEI Initiative –** We have committed a $9MM over next 3 to 5 years towards developing a DEI center with its goals being: i) increasing the representation of underrepresented minorities amongst our students, staff and faculty; ii) help the school in creating an inclusive environment by supporting communities of learning, social inclusion and interaction, and pursuing developing pathways of success for all our students, staff and faculty. The investment is already showing greater engagement from students, staff and faculty in creating more inclusive spaces.
   - **Covid-19 Investments –** Invested $1.5MM in modernizing our classrooms to effectively and safely conduct classes in remote and hybrid formats. This resulted in a more innovative sets of courses including remote and hi-flex classes with real-time interaction capabilities in a safe environment.
   - **Fiscal Stewardship, budgeting and Financial Management** -- Considering the national trends and market analysis, led the development of new degree programs and

program offerings. From a structural deficit of $3MM in 2014-15 academic year (with 3 prior years of structural losses), we generated a profit of $1.2MM in 2016-17 and $850K in 2017-18. Except for 2015-16 where I was dealing with legacy budget and Covid related deficit in 2019-20 year where we had a modest deficit of less than $1 MM (which was subsequently recouped in 2020-21 year with a profit of $3.5 MM). While post-Covid variations in international enrollments have been challenging, we are on a path to use creative strategies to increase enrollment for a better financial outcomes in next 2 years.

- **Faculty Recruitment** -- Investing in a net gain of 8 new tenure track (TT) lines growing the decade long static number of TT lines to 111 from 103 and an additional 8 full time teaching positions since 2015 with the additional revenues despite continued softness in MBA program numbers. Although, regrettably due to retirements and modest turnover we are back at 104 TT faculty, we remain in reasonable strong financial foundation and are poised for growth as we invest in new initiatives and grow our revenues.

- **AACSB Accreditation** -- Led the successful renewal of AACSB continuing review for the school in 2015 when I was suddenly asked to take the responsibility and in February-March 2021 under the new AACSB standards.

- **Faculty Support** – Raised $1MM in demand fund for investment in retaining top level mid-career faculty. In addition, deployed another $100K to support teaching innovations. Helped institutional development team in closing faculty research support gifts somewhere in the neighborhood of $12-15MM during our latest campaign that ended in 2021. In addition:
  i. Invested in developing a more dynamic computational support process for faculty research, increasing access and better utilization by developing shared resources to complement existing resources.
  ii. Developed instructional design infrastructure for faculty support to develop online and dynamic instructional content.

As a result of these investments, Carlson School's Faculty productivity in top journals has increased by 25% in last 7 years

- **Shared Governance and Policy Innovations** -- Created a better shared governance environment increasing the faculty involvement and engagement. Some initiatives to help increase shared governance included:
  i. Development of a data-driven principled and transparent approach for research evaluation of faculty, generating a more trustworthy and explainable process for our annual review process. Subsequently teaching and service dimension evaluation have been updated also to facilitate more qualitative discussions. Updated the research calibration in 2022.
  ii. Developed new approach for faculty annual award process that focuses on long-term faculty contributions rather than volatile single year metrics.
  iii. Developed new continuous approach to facilitate on-demand small grant process, removing artificial constraints in availability of funding.
  iv. Developed new compensation policy for overload teaching that encourages all faculty to teach overloads when possible.
  v. Developed transparency in most faculty related decision processes by developing explicit guidelines and decision criteria, increasing efficiency and consistency.

2. **Department Chair, Information and Decision Sciences, Carlson School of**

Management, University of Minnesota, July 2006 – September 2014: Became the ad-hoc department chair in 2005 almost as soon as I was promoted as a full professor. Some of the key accomplishments during my tenure were:

- **Reinvigorate faculty** – I was given the department leadership task when the undergraduate enrollment in the program were at historic lows and there was a sense of resignation among the faculty. I worked with each faculty member individually to get them engaged with various facets of the program from curriculum development to external engagement to create a sense of excitement about the program.
- **Strategic Planning and Vision** – Given the historic lows, I developed and presented a strategic plan to the dean with 30 days of taking up department chair position with a clear implementation plan. Over the next 3-years, the dean, Alison Davis-Blake, often cited the success and execution efficiency of the strategic plan.
- **Faculty Recruitment, growth, retention and development** – The growth in program resulted in recruitment opportunity. Recognizing the increasing breadth of the filed, I lobbied for and successfully changed the recruitment perspective from trying to create centers of excellence to hiring the best people regardless of current research focus. This resulted in amazing research innovations, curricular innovations and deep collaborations, uplifting the research profile of the entire department. Our informal but strong mentoring of faculty resulted in 100% tenure rate (many with early tenure) and a 100% retention rate for tenure track faculty during my tenure.
- **Curricular and Program Innovation** – department worked tirelessly with external stakeholders and a reinvigorated curricular advisory board to create a better industry aligned curriculum for undergraduate major and I worked collaboratively across the university and school to develop a new masters program in business analytics that grew to capacity and is the key reason of financial solvency of the school. The undergraduate major rose from the bottom to becoming one of the largest major in the school with more than 10 fold growth in the 8 years I was department chair.
- **Fundraising and external engagement** – Besides engaging in curriculum issues, I worked with local companies to develop financial support for student activities and engagement. At department level, we are not allowed to engage with foundations for support since these functions are centralized. Therefore, I worked with functional managers to develop a sustained support that required continuous engagement.
- **Student engagement** – Student engagement and word of mouth was a key factor in departmental success. Our student club that struggled to invite external speakers now has a waiting list for companies that want to engage with our students. Among several initiatives was the student led initiative to participate in international case competition and host one at Minnesota, I was happy to generated financial support for the initiative and the initiative is successfully continuing with its 8th year of operation this year.

3. **Publisher, MIS Quarterly, University of Minnesota, August 2004 – present**
   - **Fiscal stewardship** – MIS Quarterly is one of the two premier journals in the field of information systems. The publisher role is to primarily ensure financial viability of this non-profit journal. When I started as publisher, the journal was losing money and on verge of financial insolvency. I negotiated with professional organizations as well as third party consolidators to create sustained revenue streams to make the journal not only solvent but being able to support various research initiatives, including author and

reviewer training, supporting dissertation research and monograph publications.

- **Professional stewardship and engagement** – I worked with Association for Information Systems to provide wide access to MIS quarterly through the association. Within a couple of years, the impact factor of the journal doubled and both the alignment of research published in the journal and the editorial board became more representative of the field.
- **Publication growth** – Due to financial challenges and limited engagement from some areas of MIS research, MIS Quarterly used to publish 4-5 papers per issue. At present the journal publishes approximately 15-20 articles in each issue, with a planned steady state of more than 65 articles over the next two years.

4. **Academic Director, Carlson Consulting Enterprise, Carlson School of Management, July 2004 – June 2006**
   - **Financial stewardship** – Enterprises are a manifestation of Carlson School's experiential learning approach. Students work on real-world projects where corporate clients pay the school to provide solutions to existing or emergent problems. The enterprises are designed to be financially self-sufficient including the expenses for professional program directors that usually "sell" the projects and provide project management for a project. From being a net recipient of financial support from the school, during the two years I directed the enterprise, I brought the fiscal discipline and appropriate project pricing to make the consulting enterprise a net contributor to the school.
   - **Broadening the focus** – from primary focus on operational consulting, I broadened the focus to strategic, marketing, and technology consulting to make the enterprise more broadly appealing to students as well as to the potential clients.
   - **External engagement** – worked with a broad range of companies to convince them of the value in engaging with such an arrangement with the school while providing educational opportunity to the students and potentially identifying candidates for future hiring. Some of the companies we worked with included: 3M, General Mills, Best Buy, Target, Ecolab, Valspar, Cummins,
   - **Skill development for students** -- Put a more cohesive curriculum for students that involved getting familiar with consulting approaches as well as methodological approaches for practical problem solving.

5. **Executive Committee Member, edgeLab, University of Connecticut and General Electric (GE) joint Initiative, January 2000 – July 2001**
   - **Sales Pitch** – I always have believed in deep experiential learning where students learn from doing not just in a capstone project but with real-world consequences for existing problems. I, along with Jim Marsden and Paulo Goes, developed the proposal for GE capital and spent nearly a year in presenting and addressing the benefits GE Capital would enjoy from a formal relationship. Ultimately, GE capital gave $13MM to the University of Connecticut with a substantial (60%) of the money going towards an experiential learning environment for MBA students.
   - **Academic stewardship** – Even though, I was an untenured assistant professor at that time, I was invited to join the executive committee along with Prof. James Marsden (dept. chair at that time) and Prof. Paulo Goes (Dean A. B. Freeman School of Business, Tulane University; Dean, Eller School at University of Arizona 2016 - 2021) on academic side along with COO, CFO and CIO or GE capital. We selected projects that

were submitted by various units of GE capital and that the se1ected students worked on for their experiential learning.

- **Curricula development** – I designed or helped in developing several novel courses that ranged from tools (such as programming, project management) to more enterprise issues such as security, technology strategy, technology evaluation, etc.
- **Scholarship development** – I worked with GE capital to develop an IP policy that allowed publication of major theoretical and practical insights developed during the project. As a result several high quality publications were produced that arose from this engagement.

6. **Co-director, Treibick Electronic Commerce Initiative, University of Connecticut, August 1999 – July 2001**
   - **Proposal development** – In my first year as a tenure track assistant professor, I was charged with developing a proposal for a research center as apart of university portfolio of request for Mr. Richard Treibick. The EC initiative was the only academic initiative funded in the amount of $900K as an endowment.
   - **External engagement** – During my tenure as the co-director, I regularly presented to the board apprising them of the achievements and initiatives of the center. I was asked to present and advise several initiatives including security initiative for State f Connecticut and several corporate presentations including at UBD Warburg, GE Supply, and Priceline.
   - **Faculty development** – I developed the policy of using the funds from the endowment payout to support faculty research including moneys for developing tools, collecting data and conducting experiments, resulting in a four-fold increase of faculty research output within the two years.

PUBLICATIONS
Journals
1. Mochen Yang, Xuan Bi, Alok Gupta, "Understanding Partnership Formation and Repeated Contributions in Federated Learning: An Analytical Investigation," *Management Science*, forthcoming, 2023 (Accepted July 13, 2023).
2. Micha Kahlen, Karsten Schroer, Wolfgang Ketter, Alok Gupta, "Smart Markets for Real-Time Allocation of Multiproduct Resources: The Case of Shared Electric Vehicles," *Information Systems Research*, forthcoming, 2023 (Accepted, May 16, 2023). https://doi.org/10.1287/isre.2022.204
3. H. M. Truong, Alok Gupta, Wolf Ketter, Eric van Heck, "The Effect of Posted Prices on Auction Prices: An Empirical Investigation of a Multi-channel B2B Market," *MIS Quarterly*, forthcoming, 2023 (Accepted, Jan. 18, 2023).
4. Abayomi Baiyere, Varun Grover, Kalle Lyytinen, Stephanie Woerner, Alok Gupta, "Digital 'x' – Charting a Path for Digital-Themed Research, *Information Systems Research*, 34(2), 463-486. (Accepted, Oct. 12, 2022). https://doi.org/10.1287/isre.2022.1186
5. H. M. Truong, Alok Gupta. Wolf Ketter, Eric van Heck, "Buyers' Strategic Behavior in B2B Multichannel Auction Markets: When an Online Posted Price Channel is Incorporated into a Dutch Auction System," *Information Systems Research*, 33(4), 1344-1367, 2022. (Accepted, Sep. 14, 2022). https://doi.org/10.1287/isre.2022.1180
6. Monideepa Tarafdar, Guohou Shan, Jason Thatcher, Alok Gupta, "Intellectual Diversity in IS Research: Discipline-Based Conceptualization and an Illustration from Information Systems

Research," *Information Systems Research*, 33(4):1490-1510. (Accepted, Aug. 31, 2022). https://doi.org/10.1287/isre.2022.1176

7. Ravi Bapna, Alok Gupta, Gautam Ray, Shweta Singh, "Single-Sourcing vs Multisourcing: An Empirical Analysis of Large IT Outsourcing Arrangements," *Information Systems Research*, forthcoming, 2022 (Accepted, Aug. 17, 2022). https://doi.org/10.1287/isre.2022.1170

8. Andreas Fügener, Jörn Grahl, Alok Gupta, Wolf Ketter, "Cognitive challenges in human-AI collaboration: Investigating the path towards productive delegation," *Information Systems Research*, 33:2, 2022, 678-696. (Accepted, Sep. 30, 2021). https://doi.org/10.1287/isre.2021.1079.

9. Karsten Schroer, Wolfgang Ketter, Thomas Lee, Alok Gupta, Micha Kahlen, Data-driven competitor-aware positioning in on-demand vehicle rental networks," *Transportation Science*, forthcoming, 56:1, 2022, 182-200. (Accepted, Aug 27, 2021). https://doi.org/10.1287/trsc.2021.1097

10. Gediminas Adomavicius, Alok Gupta and Mochen Yang, " Bidder Support in Multi-Item Multi-Unit Continuous Combinatorial Auctions: A Unifying Theoretical Framework," *Information Systems Research*, 33(4), 1174-95, 2022. (Accepted, Aug 21, 2021). https://doi.org/10.1287/isre.2021.1068

11. Chengxin Cao, Mani Subramani, Gautam Ray and Alok Gupta, "Enterprise Systems and M&A Outcomes for Acquirers and Targets," *MIS Quarterly,* 46(3), 1295-1322,,2022, (Accepted, Aug 12, 2021). https://doi.org/10.25300/MISQ/2022/15994

12. Chengxin Cao, Mani Subramani, Gautam Ray and Alok Gupta, "Enterprise Systems and the Likelihood of Horizontal, Vertical and Conglomerate M&A," *MIS Quarterly*, 46(2), 1227-42, 2022. (Accepted, May 16, 2021) https://doi.org/10.25300/MISQ/2022/15631

13. Andreas Fügener, Jörn Grahl, Alok Gupta, Wolf Ketter, "Will Humans-in-the-Loop Become Borgs? Merits and Pitfalls of Working with AI," *MIS Quarterly*, 45:3b, 2021, 1527-1556. (Accepted, April 4, 2021) https://doi.org/10.25300/MISQ/2021/16553

14. Yixin Lu, Alok Gupta, Wolf Ketter, Eric van Heck, "Designing Hybrid Mechanisms to Overcome Congestion: Evidence from a Large Field Experiment," *MIS Quarterly*, 46:1, 2022, 457-490. (Accepted, March 15, 2021). https://doi.org/10.25300/MISQ/2022/16472

15. Jaehwuen Jung, Ravi Bapna, Alok Gupta, Soumya Sen, "Impact of Incentive Mechanism in Online Referral Programs: Evidence from Randomized Field Experiments," *Journal of MIS*, 38:1, 2021, 59-81. https://doi.org/10.1080/07421222.2021.1870384

16. Zhuojun Gu, Ravi Bapna, Jason Chan, Alok Gupta, "Measuring the Impact of Crowdsourcing Features on User Engagement and Retention: A Randomized Field Experiment, *Management Science*, 68:2, 2022, 1297-1329. (Accepted, Nov. 2020) https://doi.org/10.1287/mnsc.2020.3943

17. Mani Subramani, Mihir Wagle, Gautam Ray and Alok Gupta, "Capability Development through Just-In-Time Access to Knowledge in Document Repositories: A Longitudinal Examination of Technical Problem Solving," *MIS Quarterly*, 45:3a, 2021, 1287-1308. https://doi.org/10.25300/MISQ/2021/15635

18. Gedas Adomavicius, Shawn Curley, Alok Gupta and Pallab Sanyal, "How Decision Complexity Affects Outcomes in Combinatorial Auctions," *Production and Operations Management*, 29 (11), 2020, 2579-2600. https://doi.org/10.1111/poms.13249

19. Zhihong Ke, Daniel Brass, Alok Gupta and De Liu, "Assimilate or Differentiate? Contributors' Choice of Subjects in User-Generated Content," *Decision Sciences*, 51 (5), 2020, 1265-1287. **https://doi.org/**10.1111/deci.12410

20. Jingjing Zhang, Gediminas Adomavicius, Alok Gupta, Wolfgang Ketter, "Connsumption and Performance: Understanding Longitudinal Dynamics of Recommender Systems via an Agent-Based Simulation Framework," *Information Systems Research*, 31(1), 2020, 76-101. https://doi.org/10.1287/isre.2019.0876

21. Gediminas Adomavicius, Alok Gupta, Mochen Yang, "Designing Real-Tie Feedback for Bidders in Homogeneous-Item Continuous Combinatorial Auctions," *MIS Quarterly*, 43(3), 2019, 721-743. https://doi.org/10.25300/MISQ/2019/14974

22. Eric Zheng, Yong Tan, Paulo Goes, Ramnath Chellappa, D.J. Wu, Michael Shaw, Olivia Sheng, Alok Gupta "When Econometrics Meets Machine Learning," Data and Information Management, 2019, 1 (2).

23. Mochen Yang, Gediminas Adomavicius, Alok Gupta, "Efficient Computational Strategies for Dynamic Inventory Liquidation," *Information Systems Research*, 30 (2), 2019, 595-615. https://doi.org/10.1287/isre.2018.0819

24. Yixin Lu, Alok Gupta, Wolf Ketter, Eric VanHeck, "Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure," *Management Science*, 65 (9), 2019, 4261-4279. https://doi.org/10.1287/mnsc.2018.3143

25. Yixin Lu, Alok Gupta, Wolf Ketter, Eric VanHeck, "Dynamic Decision-Making in B2B Sequential Auctions: A Structural Econometric Approach," *Management Science*, 65 (8), 2019, 3853-3876. https://doi.org/10.1287/mnsc.2018.3118

26. Shantanu Bhattacharya, Alok Gupta, Sameer Hasija, "Single-Sourcing versus Multi-Sourcing: The Roles of Output Verifiability and Task Modularity," *MIS Quarterly*, 42(4), 2018, 1171-1186.

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34. Shantanu Bhattacharya, Alok Gupta, Sameer Hasija, "Joint Product Improvement by Client and Customer Support Center: The Role of Gain-Share Contracts in Coordination," *Information Systems Research*, Vol. 25, No. 1, March 2014, pp. 137–151.

35. Gedas Adomavicius, Shawn Curley, Alok Gupta and Pallab Sanyal, "User acceptance of complex electronic market mechanisms: Role of information feedback," *Journal of Operations Management*, 31 (6), 2013, 489–503.

36. Nelson Granados and Alok Gupta, ""Transparency Strategy: Competing with Information in a Digital World," *MIS Quarterly*, 37 (2), 2013, 637-641.

37. Ravi Bapna, Nishtha Langer, Amit Mehra, Ram Gopal and Alok Gupta, "Human Capital

Investments and Employee Performance: An Analysis of IT Services Industry," *Management Science*, 59 (3), 2013, 641-658.

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42. Gedas Adomavicius, Alok Gupta and Pallab Sanyal, "Effect of Information Feedback on the Dynamics of Multisourcing Multiattribute Procurement Auctions," *Journal of MIS*, 28 (4), 2012, 199-230.

43. Alok Gupta and Dmitry Zhdanov, "Growth and Sustainability of Managed Security Services Networks: An Economic Perspective," *MIS Quarterly*, 36 (4), 2012, 1109-1130.

44. Gedas Adomavicius, Shawn Curley, Alok Gupta and Pallab Sanyal, "A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions," *Management Science*, 58 (4), 2012, 811-830.

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48. Alok Gupta, Boris Jukic, Dale O. Stahl and Andrew B. Whinston, "An Analysis of Incentives for Network Infrastructure Investment Under Different Pricing Strategies," *Information Systems Research*, 22 (1), 2011, 215-232.

49. Martin Bichler, Alok Gupta and Wolfgang Ketter, "Designing Smart Markets," *Information Systems Research*, 21 (4), 2010, 688-699.

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81. Gupta, Alok, Dale O. Stahl and Andrew B. Whinston, "A Conceptual Framework for Applying Parallel Computing to Flexible Manufacturing Systems," *Proceedings of NSF Conference on Design and Manufacturing*, Cambridge, MA, January 1994.

Editorials & Other Publications

1. Alok Gupta, "Editorial Thoughts: What and How ISR Publishes," *Information Systems Research*, 2017, 28 (1), pp. 1-4.
2. Alok Gupta, "Editorial—The Year in Review and Path Forward," *Information Systems Research*, 2017, 28 (4), pp. 681--685.
3. Alok Gupta, "Editorial Responsibilities and a Note on Research Notes," *Information Systems Research*, 2017, 29 (1), pp. 1--3.
4. Alok Gupta, "Traits of Successful Research Contributions for Publication in ISR: Some Thoughts for Authors and Reviewers," *Information Systems Research*, 2017, 29 (4), pp. 779--786.
5. Sam Ransbotham, Robert G. Fichman, Ram Gopal, Alok Gupta, "Special Section Introduction—Ubiquitous IT and Digital Vulnerabilities," *Information Systems Research*, 2016, 27 (4), pp. 834 –847.
6. Dimitris Bertsimas, Eric Bradlow, Noah Gans, Alok Gupta, "Introduction to the Special Issue on Business Analytics," *Management Science*, 2014, 60 (6), pp. iv-vii.
7. Bapna, Ravi, Alok Gupta and Joni Jones, "Guest Editorial: Special Issue on Online Auctions," *Information Technology & Management*, 7(3), 2006, pp. 155-156.
8. Gupta, Alok, "Introduction: The Special Issue on Economics of Electronic Commerce," *Decision Support Systems*, 24, 1998, pp. 1-2.

Keynote Presentations

1. Big Data and Business Research, *Center for Research in Intelligent Storage Big Data and Storage Systems Workshop*, April 29, 2016.
2. Simulation Based Research in Information Systems, *City University of Hong Kong*, May 29, 2017.
3. Computational and simulation Based research in Information Systems, *China Summer Workshop on Information Management*, June 24, 2017.
4. Publishing Societal Impact Research in IS/IT in Top Journals, *Pacific Asia Conference on Information Systems*, July 18, 2017.
5. Keeping an Eye on the Future: Computational and Simulation Based Research in IS, *MIS Summer Program at Harbin Institute of Technology*, China, July 5, 2017.
6. Digital Innovation, *Information Systems Doctoral Student Association (ISDSA) Conference*, Boston, August 9, 2017.
7. Security research in Information Systems, *Dewald Roode Workshop in IS Security* (*IFIP WG 8.11 Workshop)*, Tampa, October 7, 2017.
8. Big Data IS Research: A Personal Reflection from the Past and Looking Ahead, *WEB 2017*, Seoul, Korea, December 10, 2017.
9. Competitive Benchmarking: An IS Research Approach to Address Wicked Problems with Big Data and Analytics, *PANIIM Conference*, Lucknow, India, December 15, 2017.
10. Little Things that Matter: Creating Time Through Analytics and Mechanism Design, *Innovation and Connection Economy Research Workshop*, National University of Singapore, July 19, 2018.

11. Little Things that Matter: Adventures in Market Design with Economic Engineering and Analytics, *MIS Summer Program at Harbin Institute of Technology*, China, July 23, 2018.
12. Business Analytics, *Carlson Day at 3M*, May 9, 2018.
13. Welcome Home: Carlson School's 50 Years at the Forefront of MIS Education, MIS-50 Workshop, University of Minnesota, May 31, 2018.

Professional and Invited Presentations (exclusive of the ones listed under proceedings)
1. Economics of Network Traffic Pricing, *MIT IS Workshop*, Cambridge, MA, March 1996.
2. Designing Incentive Compatible Mechanisms for Internet Traffic Pricing, *DIMACS Workshop on Economics, Game Theory, and the Internet*, Piscataway, NJ, April 1997.
3. Estimating Internet Users' Demand Characteristics, *INFORMS*, Oct. 1997.
4. Efficient Multicasting with Pricing: Charging the Pushers, *CREC Conference on Electronic Marketplace and Economics*, Austin TX, February 1998. (Invited Presentation)
5. Economic Incentives in Multi-Owner Integrated Services Networks, *INFORMS*, Montreal, Canada, April 1998. (Invited Presentation)
6. Internet Traffic Economics, *CSIM Simulation Symposium*, Austin, TX, August 1998. (Invited Presentation). http://www.mesquite.com/schedulepage.htm
7. Impact of Congestion Pricing on Network Infrastructure Investment, *The Workshop of IT/OM Interface,* sponsored by Indiana University and University of Florida, Gainesville Florida, February 1999.
8. Economic Incentives of Service Providers in Electronic Markets, *INFORMS*, May 1999, Cincinnati, OH. (Invited Presentation)
9. Impact of Congestion Pricing on Network Infrastructure Investment, *MIT/Tufts Workshop on Internet Service Quality Economics*, Dec 1999, Boston, MA.
10. Estimating Internet Users' Demand Characteristics, *Fifth International Conference of the Society for Computational Economics*, June 1999, Boston, MA.
11. Analysis and Design of Multi-Item On-Line Auctions, *The Workshop of IT/OM Interface*, sponsored by Indiana University and University of Florida*,* Indiana University, Bloomington, IN, October 1999.
12. Online Mercantile Processes for Digital Products under Quality of Service and Uncertain Demand, *The Workshop of IT/OM Interface*, sponsored by Indiana University and University of Florida, Sabanci University, Istanbul, Turkey, June 2000.
13. On-line Mercantile Processes on the Web, *Indian Institute of Management*, Lucknow, India, January 2000. (Invited Presentation)
14. A Dynamic Pricing Mechanism to Determine Optimal Capacity and Service Mix in Quality of Service Environments, *INFORMS*, San Antonio, TX, October 2000.
15. An Analysis of Business to Consumer On-Line Auctions, INFORMS, San Antonio, TX, October 2000.
16. Optimal Design of Multi-item Online Auctions, *INFORMS*, Miami, FL, October 2001.
17. Replicating Online Yankee Auctions to Analyze Design Parameters and Bidders' Strategies, *IDSC Workshop*, University of Minnesota, April 2001. (Invited Presentation)
18. Business to Consumer Online Auctions, *MSIS Research Seminar*, University of Texas at Austin, September 2001. (Invited Presentation)
19. Analysis of Consumer Bidding Strategies in Online Multi-unit Auctions, *IFORS 2002*, Edinburgh, Scotland, July 2002.
20. Consumer Heterogeneity in Online Auctions: Longitudinal and Learning Effects, *INFORMS*

2002, San Jose, November 2002.

21. Predicting Bidder Valuations In Online Multi-item Ascending Price Auctions, *INFORMS* 2002, San Jose, November 2002.

22. Bidder Behavior In Multi-Unit Online Auctions: An Empirical Exploration, *WISE 2002*, Barcelona, Spain, December 2002.

23. Usable Cutting Edge IT Solutions, *MISRC*, Minneapolis, MN, April 4, 2003.

24. Business Perspectives of Emerging Disruptive Technologies – Making Technology Usable, *Intelligent Storage Workshop*, Digital Technology Center, Minneapolis, MN, May 21, 2003.

25. Predicting Bidders' Willingness to Pay in Online Multi-Unit Ascending Auctions: Analytical and Empirical Insights, *Workshop on Revolutionary Strategies and Tactics In Research Design And Data Collection For E-Business Management Research*, Pittsburgh, PA, September 30, 2003.

26. A Real-Time Computational Infrastructure to Aid Bidders in Combinatorial Auctions, *Workshop on Revolutionary Strategies And Tactics In Research Design and Data Collection For E-Business Management Research*, Pittsburgh, PA, September 30, 2003.

27. Strategic Bidding in Multi-unit Online Auctions: Insights and Analysis, *INFORMS*, Atlanta, GA, October 20, 2003.

28. Consumer Bidding Strategies in Multi-Unit Online Auctions – Towards Smarter Agents, *Managing IT in Networked Organizations*, Tucson, AZ, October 25, 2003.

29. Designing and Managing On-line Service Quality and Product Mix Under Uncertain Demand and Fixed Short-term Capacity, University of Texas at Dallas, Feb. 6, 2004.

30. Designing and Managing On-line Service Quality and Product Mix Under Uncertain Demand and Fixed Short-term Capacity, University of Washington, April 2, 2004.

31. Predicting Bidders' Willingness to Pay in Online Multi-Unit Auctions, Carnegie Melon University, April 9, 2004.

32. An Ecosystem Model of Technology Evolution, CIST 2004, Denver, CO, October 24, 2004.

33. Towards a Theory on the Move to Unbiased Electronic Markets, JAIS Theory Workshop 2004, Washington D.C., December 15, 2004.

34. Overlay Networks and GSW Pricing: Revisiting the Research Opportunities, University of Texas at Austin, March 3, 2005.

35. Bidder Support in Iterative Combinatorial Auctions, University of Texas at Austin, March 4, 2005.

36. Bidder Support in Iterative Combinatorial Auctions, Texas Tech. University, March 25, 2005.

37. Applying Economic Rationale to Electronic Commerce Problems: Research Overview and an Example, University of Maryland, April 19, 2005.

38. Identifying and Forecasting Economic Regimes in Electronic Marketplaces, INFORMS 2005, San Francisco, November 14, 2005.

39. Market Transparency in Internet-Based Selling: Modeling and Empirical Analysis, INFORMS 2005, San Francisco, November 13, 2005.

40. Generalized Overlapping Online Auctions: An Empirical Examination of Revenue Equivalence, Bidder Behavior and Market Forces, WISE 2005, Irvine, December 10, 2005.

41. Empirical Analysis of Internet Enabled Market Transparency: Impact on Demand, Price Elasticity, and Firm Strategy, WISE 2005, Irvine, December 10, 2005.

42. Trading Higher Software Piracy for Higher Profits: The Case of Phantom Piracy, DIS Workshop, University of Florida, February 10-11, 2006.

43. Market Transparency And Multi-channel Strategy: Modeling And Empirical Analysis Of Online Travel Agents, Michigan State University, East Lansing, January 27, 2006.
44. Market Transparency And Multi-channel Strategy: Modeling And Empirical Analysis Of Online Travel Agents, University of Colarado, Denver, March 6, 2006.
45. Strategic Sales Management Guided by Economic Regimes, 2nd Statistical Challenges in E-Commerce Research Symposium, May 22-23, 2006.
46. Strategic Sales Management Guided By Economic Regimes, Smart Business Networks Initiative Discovery Session, Kasteel De Vanenburg, Putten, The Netherlands, June 14 - 16, 2006.
47. Trading Higher Software Piracy for Higher Profits: The Case of Phantom Piracy, INFORMS, Pitsburgh, Nov. 6-9, 2006.
48. Designing a Social Network Based Electronic Market: Trust Incentives and Welfare, International Symposium of Information Systems, Indian School of Business, Hyderabad, India, December 16, 2006.
49. Bidder Feedback in Iterative Combinatorial Auctions, Georgia Tech. University, January 18, 2007.
50. Predicting Bidders? Willingness to Pay in Online Multi-Unit Ascending Auctions: Analytical and Empirical Insights, New York University, January 25, 2007.
51. Overlapping Liquidation Auctions: Empirical Characterization of Bidder Strategies and Auction Prices, Statistical Challenges in Ecommerce Research, Stamford, May 19-20, 2007.
52. Information Strategies for Information Age: In Search of a Theory of IT-Enabled Market Transparency, INFORMS Annual Meeting, Seattle, 2007.
53. Monetizing Information Transparency through Design of Online Mercantile Mechanisms, University of Illinois, October 12, 2007.
54. Adventures in Design and Analysis of Online Mercantile Processes, Erasmus University, Rotterdam, The Netherlands, October 16, 2007.
55. Nurturing Innovation and Educational Impact for Research in Information Systems, CIST Panel, Nov. 3, 2007.
56. Pricing and Resource Allocation for Intelligent Trading Agents using Economic Regimes, International Symposium on Information Systems (ISIS), Indian School of Business, Hyderabad, India, Dec. 22, 2007.
57. Connecting the IS Core with IT Research and Practices, International Symposium on Information Systems (ISIS), Indian School of Business, Hyderabad, India, Dec. 23, 2007.
58. Adventures In online Market Design, University of Texas at Austin, April 11, 2008.
59. Adventures In online Market Design, Erasmus University, Rotterdam, The Netherlands, October 11, 2008.
60. Making Sense of and Predicting IT Trends: An IT Ecosystem Perspective, ACCENTURE, Bengaluru, India, December 18, 2008.
61. Attrition of IT workers in the context of Offshore Outsourcing: The Economic Impact of Training Agreements, International Symposium on Information Systems (ISIS), Indian School of Business, Hyderabad, India, December 20, 2008.
62. Teaching Prediction Markets in MBA curriculum, Big-10 MIS Research Symposium, Indiana University, May 2, 2009.
63. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions, Utah Winter IS Conference, Feb 28, 2009.
64. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions,

Oakland University, March 20, 2009.
65. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions, Temple University, March 27, 2009.
66. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions, Carnegie Mellon University, April 3, 2009.
67. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions, University of Maryland, April 24, 2009.
68. Does Training Improve Performance of Offshore IT Workers? Satistical Challenges in E-Commerce Reasearch, Carnegie Mellon University, Pittsburg, May 29-31, 2009.
69. Impact of Information Feedback in Continuous Combinatorial Auctions: An Experimental Study of Economic Performance, Hong Kong University of Science and Technology, June 23, 2009.
70. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions, National Sun Yat Sen University, Taiwan, June 26, 2009.
71. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions, National Chen Kung University, Taiwan, June 29, 2009.
72. Does Training Improve Performance of Offshore IT Workers? Erasmus University, July 30, 2009.
73. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions, Emory University, August 27, 2009.
74. A Data-Driven Exploration of Bidder Strategies in Continuous Combinatorial Auctions, Auction Cluster, INFORMS 2009, San Diego, October 10-14.
75. An Agenda for NeroIS Research, Panel on NeuroIS, Gmunden, Austria, September 22-24, 2009.
76. NeroIS: Challenges and Opportunity, INFORMS 2009, October 10-14, 2009, San Diego, CA.
77. Examining Return on Human Capital Investments in the Context of Offshore IT Workers, WISE 2009, Dec. 13, 2009, Phoenix, AZ.
78. Real-time Support for Auctioneers to Determine Optimal Clock Start for Multi-unit Sequential Dutch Auctions , WEB 2009 -- The Eighth Worshop on eBusiness, Dec. 13, 2009, Phoenix, AZ.
79. Fairness and Insider Compliance with Information Security Policies, 2010 University of Alberta Workshop on IT Security, May 28-29, 2010.
80. Adventures in Online Market Design, National Central University, Taiwan, July 13, 2010.
81. A Data-Driven Exploration of Bidder Behavior in Continuous Combinatorial Auctions, University of Arizona, August 27, 2010.
82. Modeling Supply-Side Dynamics of it Components, Products, and Infrastructure, INFORMS, Austin TX, Nov. 8, 2010.
83. Neural Networks Based Agent for Determining Starting Price in Multi-unit Sequential Dutch Auctions, INFORMS, Austin TX, Nov. 8, 2010.
84. Optimal Design of Multiple Overlapping Online Auction Market,   INFORMS, Austin TX, November 9, 2010.
85. Exploring Bidder Heterogeneity in B2B Dutch Flower Auctions: Using Business Intelligence to Facilitate Real-Time Decision Making, University of South Florida, November 19, 2010.
86. Exploring bidder heterogeneity in B2B Dutch Flower Auctions: Using Business Intelligence to Facilitate Real – Time Decision Making, International Symposium of Information Systems, December 18-19, 2010.

87. Behavioral Crisis in Econ of IS, WISE, 2010.
88. Examining Return on Human Capital Investments in the Context of Offshore IT Workers, University of Arkansas, March 5, 2011.
89. On Trust, Social Distance and Electronic Markets: An Online Social Network based Field Experiment, Winter Conference on Business Intelligence, Sal Lake City, Utah,March 10-12, 2011.
90. Examining Returns from Sniping on eBay, SCECR, Rio de Janeiro, Brazil, June 9-10, 2011.
91. On Trust, Social Distance and Electronic Markets: An Online Social Network Based Field Experiment, SCECR, Rio de Janeiro, Brazil, June 9-10, 2011.
92. Panel presentation in the panel on: Smart-Everything: Cyber Analytics Platforms and Real-Time Monitoring of the Real World, SCECR, Rio de Janeiro, Brazil, June 9-10, 2011.
93. Exploring Bidder Heterogeneity in B2B Dutch Flower Auctions: Evidence from Dutch Flower Auctions, University of Utah, October 28, 2011.
94. Tactical and Strategic Sales Management for Intelligent Agents Guided by Economic Regimes, University of Texas at Austin, October 18, 2011.
95. Information Systems Program Rankings: Past, Present and Future, MIS Department Chairs/Program Directors Conference, UT Dallas, Oct. 20-21, 2011.
96. MIS Undergraduate Curriculum, MIS Department Chairs/Program Directors Conference, UT Dallas, Oct. 20-21, 2011.
97. An empirical model of multi-unit sequential dutch flower auctions, Winter BI Conference, University of Utah, March 1-3, 2012.
98. Analyzing IT Outsourcing Contracts: The Role of Advisors, Carnegi Mellon University, 11/12/12
99. Exploring Bidder Heterogeneity in Multi-Channel Auctions: Evidence from the Dutch Flower Auctions, Michigan State University, 10/26/12.
100. Analyzing IT Multisourcing: The Coordination Challenge, SCECR 2012, Montreal, June 28-29, 2012, Ravi Bapna, Shweta Singh, Gautam Ray
101. A Stochastic Model of Winning Bids in the Dutch Flower Auctions, SCECR 2012, Montreal, June 28-29, 2012
102. Panel Moderator: Big data Analytics, Health IT, and Social Media, CIST 2012, Phoenix, Oct. 13-14, 2012
103. Allocating Shared Resources Optimally for Call Center Operations and Knowledge Management Activities, INFORMS 2012, October 15, 2012
104. Joint Product Improvement by Client and Customer Support Center: The Role of Gain-Share Contracts, INFORMS 2012, October 16, 2012
105. Single versus Multisourcing: The Role of Effort Interdependence and Metric-Outcome Misalignment, INFORMS 2012, October 17, 2012
106. Structural Analysis and its Application to Multi-unit Sequential Dutch Auctions, INFORMS 2012, October 16, 2012
107. Business Analytics for Uncovering Strategy for Dutch Flower Auctioneers, Univ. of Illinois Conference on Business Analytics, Champaign, Nov. 2, 2012
108. Panel Presentation: Big Data Oppurtunities in Education, Univ. of Illinois Conference on Business Analytics, Champaign, Nov. 2, 2012
109. Flexible Decision Support in Multi-Unit Sequential B2B Auctions: A Structural Estimation Based Framework, SCECR 2013, Lisbon, Portugal, June 27-28, 2013.
110. Designing a Viral Incentive Scheme Based on Predicting Altruistic Preferences from

Online Social Networks, SCECR 2013, Lisbon, Portugal, June 27-28, 2013.

111. Single Sourcing vs Multisourcing, INFORMS Annual Meeting, Minneapolis, Oct 6-9, 2013.

112. The Impact of Winner Information on the Competitive Bidding in B2B Sequential Dutch Auctions, INFORMS Annual Meeting, Minneapolis, Oct 6-9, 2013.

113. Towards Flexible Decision Support in Multi-unit Sequential B2B Auctions, INFORMS Annual Meeting, Minneapolis, Oct 6-9, 2013.

114. A Structural Econometric Framework to Design Intelligent Software Agents for B2B Multi-unit Sequential Dutch, Wharton School, University of Pennsylvania, April 30, 2013

115. Managing Research in Academic Program, MIS Academic Leadership Conference, Indiana University, Oct. 24-26, 2013.

116. Information Technology for Smart Grids, Erasmus Energy Forum, June 21, 2013, Rotterdam, The Netherlands.

117. Specialization, Integration, and Multi-sourcing: A study of Large IT Outsourcing Projects, Erasmus University, June 2013, Rotterdam, The Netherlands.

118. Designing Intelligent Software Agents For Sequential B2B Auctions: A Structural Econometric Approach, ISB, March 21, 2014.

119. Designing Intelligent Software Agents For Sequential B2B Auctions: A Structural Econometric Approach, Georgia Tech. University, April 18, 2014.

120. Designing Intelligent Software Agents for Sequential B2B Auctions: A Structural Econometric Approach, University of Florida, February 27, 2015.

121. Analyzing the Impact of Incentive Structure on the Diffusion of Mobile Social Games: A Randomized Field Experiment, Erasmus University, May 25, 2015.

122. Information Transparency in B2B Auction Markets: Theory and Evidence from a Field Experiment, University of Washington, January 15, 2016.

123. Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure, Carnegie Mellon University, April 17, 2017.

124. Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure, Iowa State University, October 19, 2017.

125. Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure, McGill University, November 10, 2017.

126. Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure, University of Michigan, November 17, 2017.

127. Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure, University of Texas at Dallas, March 23, 2018.

128. Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure, Virginia Research Seminar Series, March 30, 2018.

129. Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure, University of Connecticut, April 6, 2018.

130. Net Neutrality and Data Pricing, Smart Data Pricing Workshop, Minneapolis, May 18, 2018.

131. Information Transparency in B2B Auction Markets: The Role of Winner Identity Disclosure, IIM Lucknow, August 1, 2018.

132. AI Slaves or Collaborators: A Preliminary Experimental Investigation into Future of Work, Indiana University, September 7, 2018.

133. AI Slaves or Collaborators: A Preliminary Experimental Investigation into Future of

Work, Georgia State University, September 21, 2018.

134. AI Slaves or Collaborators: A Preliminary Experimental Investigation into Future of Work, University of Calgary, September 28, 2018.

135. AI Slaves or Collaborators: A Preliminary Experimental Investigation into Future of Work, Case Workshop on Digital Innovation, October 19, 2018.

136. AI Slaves or Collaborators: A Preliminary Experimental Investigation into Future of Work, Michigan State University, October 26, 2018.

Major External Research Grants

1. **NSF Career Grant:** *Economic Analysis of Online Mercantile Process*, 2001. Total Grant Amount: $325,000 for the duration 2001 – 2006.
2. **NSF Information Technology Research Initiative Grant:** *A Unified Experimental Testbed to Compare Bandwidth Contract Choices for Differentiated Service Networks*, 2002. Total grant amount $499,000. (with Dale O. Stahl and Andrew B. Whinston, University of Texas at Austin)
3. **NSF Grant:** *Strategies, Performance, and Acceptability in the Dynamic, Competitive Environment of Continuous Combinatorial Auctions*, 2010. Total Grant Amount: $393,775 for the duration 2010 – 2013. (with Gedas Adomavicius and Shawn Curley)

PROFESSIONAL SERVICES
Editorial Board, Journal Editing, and National Panels
ISS Practical Impact Award, Chair, 2022
ICIS Junior Faculty Consortium co-Chair, 2021
ISS Distinguished Fellow Committee Chair, 2021
ISS Distinguished Fellow Committee Member, 2020
ICIS Doctoral Consortium Faculty, 2019
ICIS General Conference Advisory Board (India), 2018-2020
Editor-in-Chief, *Information Systems Research,* 2017 -
Chair, AIS Leo Award Committee, 2017.
Member, AIS Leo Award Committee, 2017.
Member, INFORMS Publication Committee, 2016-2017.
Special Issue Editor, *Information Systems Research*, 2014-2016
Special Issue Editor, Management Science, 2012—2014
Track Chair, Econ of IS, ICIS 2013
Best paper award committee, ICIS 2012.
Department Editor for Management Science Special Issue on Business Analytics, 2012-14.
AMCIS Doctoral consortium Co-Chair, 2011 Ad-hoc Senior Editor, MIS Quarterly, 2009.
Ad-hoc Departmental Editor (IS), Management Science, 2009 – 2014
INFORMS IS Cluster Chair, 2009.
Publishing Editor, MISQ, 2004 –
Senior Editor, Information Systems Research, 2008 –
Area Editor, Decision Support Systems, 2004 –2011
Associate Editor, Management Science, 2007 – 2 0 1 6
Associate Editor, JMIS, 2006 – 2015
Associate Editor, Information Systems Research, 2002 – 2007
Ad-hoc Associate Editor, Management Science, 2005 -- 2007

Associate Editor, Decision Support Systems 1997 – 2004.

Associate Editor, Brazilian Electronic Journal of Economics, 1997 – present

Program Committee Member, CIST 2002 – present

Program Committee Member WITS 2003 -- present

Conference co-chair, CIST 2005.

Special Issue Editor of Decision Support Systems (1998)

Member, NSF's Information Technology Research (ITR) Panel, May 2000 Member, NSF's Information Technology Research (ITR) Panel, Feb 2001 Session Chair, INFORMS 2001

Session Chair, CIST 2001 Discussant, WISE 2001

Mini-Track Co-Chair, HICSS 2002 Session Chair, IFORS 2002

Special Issue Co-Editor for Information Technology Management 2002 Associate Editor, ICIS 2002

Session Chair, ICIS 2002 Discussant, WISE 2002

Member, NSF's Information Technology Research (ITR) Panel, 2002 Member, NSF's Small Business Innovation Research (SBIR) panel, 2002 Mini-Track Co-Chair, HICSS 2003 -- 2007

Program Committee Member, WEB 2003 Conference

Session Chair, Workshop on Revolutionary Strategies and Tactics in Research Design And Data Collection for E-Business Management Research, 2003

Session Chair, ICEC, 2003

Member, NSF's Information Technology Research (ITR) Panel, Feb 2003 Member, NSF's Small Business Innovation Research (SBIR) panel, Sep. 2003 Mini-Track Co-Chair, HICSS 2004

Member, NSF's Information Technology Research (ITR) Panel, May 2004 Session Chair, ICIS 2004

Mini-Track Co-Chair, HICSS 2005 Mini-Track Co-Chair, HICSS 2006

Manuscript and Proposal Review
 Ad-hoc reviewer:
JASA (2006 – Present)

Journal of Retailing (2006 – Present) American Economic Review (2003 – present) IEEE Internet Computing (1998-2000)

ISR   (1996 – present)

Management Science (1996 – present) MISQ (2002 -- present)

Decision Support Systems (1994 – present)

Journal of Management Information Systems (1999 – present) CACM (1997 – present)

Information Technology Management Journal (1998 – present)

IEEE Transactions on Pattern Analysis and Machine Intelligence (1999 – present) Journal of Organizational Computing and Electronic Commerce (1996 – present)

International Journal of Electronic Commerce (1998 – present) Journal of Economic Dynamics and Control (2000 – present) Electronic Commerce Research Journal (2001 – present) Interfaces (2002 – present)

ICIS (1996 – present) HICCS (2000

– present) NSF (1998 – present)
Reviewer for McKnight Grant Proposals at CSOM Reviewer for
UCONN Large Grant Proposals

Ph.D. STUDENTS

Ravi Bapna[*], Ph.D. in OPIM, at University of Minnesota.
Andrew Chen, Ph.D. in OPIM, at Kansas State University.
Robert Moore, Ph.D. in Marketing, at Mississippi State University.
Bo-Chiuan Su[*], Ph.D. in OPIM, at National Central University, Taiwan.
Gilbert Karuga, Ph.D. in OPIM, at Kansas State University.
Jungpil Hahn, Ph.D. in MIS, at Purdue University.
Bin Wang, Ph.D. in MIS, University of Texas, Pan American.
Angsana Techatassanasoontorn, Ph.D. candidate in MIS.
Darin A. England, Ph.D. in Computer Science, Ingenix.
Wolfgang Ketter, Ph.D. in Computer Science, Erasmus University.
Nelson Granados[*], Ph.D. in MIS, Pepperdine University.
Kunsoo Han, Ph.D. in MIS, McGill University.
Shariffah Zamoon, Ph.D. in MIS, Kuwait University.
Seok-Joo Chang, Ph.D. in OPIM, SUNY, Albany.
Dmitry Zhdanov[*], Ph.D. in MIS, Georgia State University.
Jesse Bockstedt[*], Ph.D. in MIS, George Mason University.
Rohit Agarwal, Ph.D. in OPIM, University of Utah.
Pallab Sanyal[*], Ph.D. in MIS, George Mason University.
Ping (Amy) Wu[*], Ph.D. in MIS, Pricewaterhouse Coopers.
Jingjing Zhang, Ph.D. in MIS, Indiana University.
Shweta Singh[*], Ph.D. in MIS, IIT Kanpur.
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[*]Major Advisor to these students

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