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Associate Dean of Faculty and Research
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EMPLOYMENT

2015 – Present, Associate Dean of Faculty and Research, Carlson School of Management
2008 – Present, Curtis L. Carlson Schoolwide Chair in Information Management
2006 – 2014, Dept. Chair, Dept. of IDSc, Carlson School of Management, U. of Minnesota
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 Professor, Dept. of IDSC, Carlson School of Management, U. of Minnesota
1997 – 2001, Assistant Professor, Dept. of OPIM, University of Connecticut
1996 – 1997, Visiting Assistant Professor, Dept. of OPIM, University of Connecticut

EDUCATION

Doctor of Philosophy, 1996

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

Master of Science, 1991

The Pennsylvania State University
University Park, PA
Major: Mine Electrical Systems

Bachelor of Technology, 1988

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

DOCTORAL DISSERTATION

Title: A Real-Time Priority Pricing Approach for Resource Allocation in Multi Service Class Data Communication Networks

Chairs: Professor Andrew B. Whinston and Professor Dale O. Stahl

RESEARCH INTERESTS

Electronic Commerce

Data Communications

Information Modeling

Online Mercantile Processes

Decision Support Systems

Real-Time Mechanisms

Computational Mechanism Design

Information Security

Publications

Journals

1. Gupta, A., Kannan, K., Sanyal, P., "Experimental Economics in Information Systems," *MIS Quarterly*, forthcoming, 2017.
2. Bapna, R., Gupta, A., Rice, S., Sundararajan, A., "Trust and the Strength of Ties in Online Social Networks: An Exploratory Field Experiment," *MIS Quarterly*, forthcoming, 2017.
3. Bapna, R., Gupta, A., Ray, G., Singh, S., "IT Outsourcing and the Impact of Advisors on Clients and Vendors," *Information Systems Research*, 27(3), 2016, 636–647.
4. Ketter, W., Peters, M., Collins, J., Gupta, A., "Competitive Benchmarking: An IS Research Approach to Address Wicked Problems with Big Data and Analytics," *MIS Quarterly*, 40 (4) 2016, 1057-1080.
5. Lu, Y., Gupta, A., Ketter, W., vanHeck, E., Exploring Bidder Heterogeneity in Multi-Channel Sequential B2B Auctions," *MIS Quarterly*, 40 (3), 2016, 645-662.
6. Ketter, W., Peters, M., Collins, J., Gupta, A., "A Multiagent Competitive Gaming Platform to Address Societal Challenges," *MIS Quarterly*, 40 (2), 2016, 447-460.
7. Hogenboom, A., Ketter, W., Van Dalen, J., Kaymak, U., Collins, J., Gupta, A., "Adaptive Tactical Pricing in Multi-Agent Supply Chain Markets using Economic Regimes," *Decision Sciences*, Vol. 46, No. 4, August 2015, pp. 791-818.
8. 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.
9. 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.
10. Nelson Granados and Alok Gupta, "'Transparency Strategy: Competing with Information in a Digital World,'" *MIS Quarterly*, 37 (2), 2013, 637-641.
11. 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.
12. Gedas Adomavicius, Shawn Curley, Alok Gupta and Pallab Sanyal, "Impact of Information Feedback in Continuous Combinatorial Auctions: An Experimental Study of Economic Performance," *MIS Quarterly*, 37 (1), 2013, 55-76.
13. Alok Gupta, Steve Parente and Pallab Sanyal, "Competitive bidding for health insurance contracts: lessons from the online HMO auctions," *International Journal of Health Care Finance and Economics*, 12 (4), 2012, 303-322.
14. Rohit Aggarwal, Ram Gopal and Alok Gupta, "Putting Money where Mouth is: the Relation between New Venture Financing and Electronic Word-of-Mouth," *Information Systems Research*, 23 (3:2), 2012, 976–992. doi:10.1287/isre.1110.0402
15. Wolf Ketter, John Collins, Maria Gini, Alok Gupta, and Paul Schrater, "Real-time Tactical and Strategic Sales Management for Intelligent Agents Guided By Economic Regimes" *Information Systems Research*, 23 (4), 2012, 1263–1283. doi:10.1287/isre.1110.0415
16. 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.

17. Alok Gupta and Dmitry Zhdanov, "Growth and Sustainability of Managed Security Services Networks: An Economic Perspective," *MIS Quarterly*, 36 (4), 2012, 1109-1130.
18. 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.
19. A. Dimoka, R. D. Banker, I. Benbasat, F. D. Davis, A. R. Dennis, , D. Gefen, A. Gupta, A. Ischebeck, P. Kenning, P. A. Pavlou, G. Müller-Putz, R. Riedl, J. vom Brocke, and B. Weber, "On the Use of Neurophysiological Tools in IS Research: Developing a Research Agenda for NeuroIS," *MIS Quarterly*, 2012, 36 (3), 679-702.
20. Nelson Granados, Alok Gupta and Rob Kauffman, "Online and Offline Demand and Price Elasticities: Evidence From the Air Travel Industry," *Information Systems Research*, 23 (1), 2012, 164-181.
21. Gedas Adomavicius, Jesse Bockstedt, and Alok Gupta, "Modeling Supply-Side Dynamics of IT Components, Products, and Infrastructure: An Empirical Analysis Using Vector Autoregression," *Information Systems Research*, 23 (2), 2012, 397-417.
22. 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.
23. Martin Bichler, Alok Gupta and Wolfgang Ketter, "Designing Smart Markets," *Information Systems Research*, 21 (4), 2010, 688-699.
24. Ram Gopal and Alok Gupta. "Trading Higher Software Piracy for Higher Profits: The Case of Phantom Piracy," *Management Science*, 56 (11), 2010, 1946-1962.
25. R. Riedl, R. D. Banker, I. Benbasat, F. D. Davis, A. R. Dennis, A. Dimoka, D. Gefen, A. Gupta, A. Ischebeck, P. Kenning, G. Müller-Putz, P. A. Pavlou, D. W. Straub, J. vom Brocke, and B. Weber, "On the Foundations of NeuroIS: Reflections on the Gmunden Retreat," *Communications of the AIS*, Vol. 27, Article 15, pp. 243-264, August 2010.
26. Nelson Granados, Alok Gupta and Rob Kauffman, "Information Transparency in Business-To-Consumer Markets: Concepts, Framework, and Research Agenda," *Information Systems Research*, 21 (2), 2010, 207-226.
27. Ravi Bapna, Seok-Joo Chang, Paulo Goes, and Alok Gupta, "Overlapping Online Auctions: Empirical Characterization of Bidder Strategies and Auction Prices," *MIS quarterly*, 33 (4), 2009, 763-783.
28. Gedas Adomavicius, Alok Gupta and Dmitry Zhdanov, "Designing Intelligent Software Agents for Auctions with Limited Information Feedback," *Information Systems Research*, 20 (4), 2009, 507-526.
29. Wolfgang Ketter, John Collins, Maria Gini, Alok Gupta, Paul Schrater, "Detecting and Forecasting Economic Regimes in Automated Exchanges," *Decision Support Systems*, 47 (4), 2009, 307-318.
30. Ravi Bapna, Paulo Goes, and Alok Gupta, "Computational Infrastructure for Auctioning Vertically Integrated Online Services," *Journal of MIS*, 25 (3), Winter 2009, 65 - 98.
31. Gedas Adomavicius, Jesse Bockstedt, Alok Gupta and Rob Kauffman, "Making Sense of Technology Trends in the IT Landscape: A Design Science Approach," *MIS Quarterly*, 32 (4), 2008, 779-809.
32. Ravi Bapna, Paulo Goes, Alok Gupta and Gilbert Karuga, "Predicting Bidders' Willingness to Pay in Online Multi-Unit Ascending Auctions: Analytical and Empirical Insights," *INFORMS Journal of Computing*, 20 (3), 2008, 345-355.
33. Nelson Granados, Alok Gupta, Rob Kauffman, "Designing Online Selling Mechanisms: Transparency Levels And Prices," *Decision Support Systems*, 45, 2008, 729-745.

34. Gedas Adomavicius, Jesse Bockstedt, Alok Gupta and Robert J. Kauffman, "Understanding Evolution in Technology Ecosystems," *Communications of the ACM*, 51 (10), 2008, 117-122.
35. Gedas Adomavicius, Jesse Bockstedt, Alok Gupta and Robert J. Kauffman, "Technology Roles in An Ecosystem Model of Technology Evolution," *Information Technology Management*, 8 (2), 2007, 185-202.
36. Granados, Nelson, Alok Gupta, and Robert J. Kauffman, "IT-Enabled Transparent Electronic Markets: The Case of The Air Travel Industry," *Information Systems and e-Business Management*, 2006, DOI 10.1007/s10257-006-0038-5.
37. Walter, Zhiping, Alok Gupta, Bo-Chiuan Su, "The Sources of On-Line Price Dispersion Across Product Types: An Integrative View of On-Line Search Costs and Price Premiums," *International Journal of Electronic Commerce*, 11(1), 37-62.
38. Granados, Nelson, Alok Gupta, and Robert J. Kauffman, "Market Forces and Unbiased Electronic Markets: A Theoretical Framework," *Journal of AIS*, 7 (3), 148-178, 2006 (Winner Best Paper Award for JAIS, 2006 & Awarded IS Publications of the Year Award at ICIS 2007).
39. Chen, Andrew N. K., Paulo B. Goes, Alok Gupta and James R. Marsden, "Heuristics for Selecting Robust Database Structures with Dynamic Query Patterns," *European Journal of Operations Research*, 168 (1), 2006, 200-220.
40. Bapna, Ravi, Paulo Goes, and Alok Gupta, "Pricing and Allocation for Quality Differentiated Online Services," *Management Science*, 51 (7), 2005, 1141-1150.
41. Adomavicius, Gedas and Alok Gupta, "Towards Comprehensive Real-Time Bidder Support in Iterative Combinatorial Auctions," *Information Systems Research*, 16 (2), 2005, 169-185.
42. Gupta, Alok, Bo-Chiuan Su, and Zhiping Walter, "Risk Profile and Consumer Shopping Behavior in Electronic and Traditional Channels," *Decision Support Systems*, 38 (3), 2004, 347-367.
43. Albert, Terri, Paulo Goes, and Alok Gupta, "GIST: A Model for Design and Management of Content and Interactivity of Customer-Centric Web Sites," *Management Information Systems Quarterly*, 28 (2), 2004, 161-182.
44. Gupta, Alok, Bo-Chiuan Su, and Zhiping Walter, "An Empirical Study of Consumer Switching from Traditional to Electronic Channel: A Purchase Decision Process Perspective," *International Journal of Electronic Commerce*, 8 (3), 2004, 131-161.
45. Chen, Andrew, Paulo Goes, Alok Gupta, and James Marsden, "Database Design in the Modern Organization - Identifying Robust Structures Under Changing Query Patterns and Arrival Rate Conditions," *Decision Support Systems*, 37 (3), 2004, 435-447.
46. Bapna, Ravi, Paulo Goes, Alok Gupta and Yiwei Jin, "User Heterogeneity and its Impact on Electronic Auction Market Design: An Empirical Exploration," *Management Information Systems Quarterly*, 28 (1), 2004, 21-43.
47. Gupta, Alok, Y. Alex Tung, James R. Marsden, "Digital Signature: Use and Modification to Achieve Success in Next Generational E-Business Processes," *Information & Management*, 41 (5), 2004, 561-575.
48. Bapna, Ravi, Paulo Goes, and Alok Gupta, "Replicating Online Yankee Auctions to Analyze Auctioneers' and Bidders' Strategies," *Information Systems Research*, 14:3, 2003, 244-268.
49. Bapna, Ravi, Paulo Goes, and Alok Gupta, "Analysis and Design of Business-to-Consumer Online Auctions," *Management Science*, 49:1, 2003, 85-101.
50. Bapna, Ravi, Paulo Goes, Alok Gupta, and Gilbert Karuga, "Optimal Design of the Online Auction Channel: Analytical, Empirical and Computational Insights," *Decision Sciences*, 33:4, 2002, 557-577.
51. Chellappa, R. K. and Gupta, A., "Managing Computing Resources in Active Intranets," *International Journal of Network Management*, 12, 2002, 117-128.

52. Gupta, Alok, Boris Jukic, Mingzhi Li, Dale O. Stahl, and Andrew B. Whinston, "Estimating Internet Users' Demand Characteristics," *Computational Economics*, 17:2-3, 2001, 203-218.
53. Bapna, Ravi, Paulo Goes and Alok Gupta, " Online Auctions: Insights and Analysis," *Communications of the ACM*, 44:11, 2001, 42-50.
54. Bapna, Ravi, Paulo Goes and Alok Gupta, "Comparative Analysis of Multi-Item Online Auctions: Evidence from the Laboratory," *Decision Support System*, 32:2, 2001, 135-153.
55. Gupta, Alok, Leigh Linden, Dale O. Stahl and Andrew B. Whinston, "Benefits and Costs of Adopting Usage-Based Pricing in a Subnetwork," *Information Technology Management*, 2:2, 2001, 175-191.
56. Konana, P., Alok Gupta, and Andrew B. Whinston, "Integrating User Preferences and Real-time Workload in Electronic Commerce," *Information Systems Research*, 11:2, 2000, 177-196.
57. Gupta, Alok, Boris Jukic, Dale O. Stahl, and Andrew B. Whinston " Extracting Consumers' Private Information for Implementing Incentive-Compatible Internet Traffic Pricing," *Journal of MIS*, 17:1, 2000, 9-29.
58. Bapna, Ravi, Paulo Goes and Alok Gupta, "A Theoretical and Empirical Investigation of Multi-item On-line Auctions," *Information Technology Management*, 1:1, 2000, 1-23.
59. Gupta, Alok, Dale O. Stahl, and Andrew B. Whinston, " The Economics of Network Management," *Communications of the ACM*, 42:9, 1999, 57-63.
60. Gupta, Alok, Dale O. Stahl, and Andrew B. Whinston, "Managing Computing Resources in Intranets: An Electronic Commerce Perspective," *Decision Support Systems*, 24, 1998, 55-69. (Received a [Citation of Excellence](#) from UK based ANBAR Electronic Intelligence).
61. Gupta, Alok, Boris Jukic, Manoj Parameswaran, Dale O. Stahl, and Andrew B. Whinston, " Streamlining the Digital Economy: How to Avert a Tragedy of the Commons," *IEEE Internet Computing*, December 1997, 38-46.
62. Gupta, Alok, Dale O. Stahl, and Andrew B. Whinston, "A Decentralized Approach to Estimate Activity Based Costs and Near-Optimal Resource Allocation in Flexible Manufacturing Systems," *International Journal of Flexible Manufacturing Systems*, 9, 1997, 167-193.
63. Gupta, Alok, Dale O. Stahl, and Andrew B. Whinston, "A Stochastic Equilibrium Model of Internet Pricing," *Journal of Economic Dynamics and Control*, 21, 1997, 697-722.
64. Gupta, Alok, Dale O. Stahl, and Andrew B. Whinston, "An Economic Approach to Network Computing with Priority Classes," *Journal of Organizational Computing and Electronic Commerce*, 6(1), 1996, 71-95.

Refereed Book Chapters

1. Ketter, W., J. Collins, M. Gini, A. Gupta, P. Schrater, "Strategic Sales Management Guided By Economic Regimes," in P. Vervest, Diederik van Liere, Li Zheng (eds.), *The Network Factor*, Springer Verlag, Berlin, Germany, 2008.
2. Ketter, W., J. Collins, M. Gini, A. Gupta, P. Schrater, "Identifying and Forecasting Economic Regimes in TAC SCM," in H. Poutre, N. Sadeh, S. Janson (eds.) *Agent-Mediated Electronic Commerce: Designing Trading Agents and Mechanisms*, Agent-Mediated Electronic Commerce: Designing Trading Agents and Mechanisms, Springer-Verlag, Berlin, Germany, 2006, 113-125.

3. Alok Gupta, Dale O. Stahl and Andrew B. Whinston, "Pricing Traffic On Interconnected Networks: Issues, Approaches, And Solutions," in *Handbook of Telecommunications Economics*, Sumit Majumdar, Ingo Vogelsang and Martin Cave (eds.), Elsevier, Amsterdam, The Netherlands, 2005, 413-439.
4. Granados, Nelson, Alok Gupta and Robert J. Kauffman, "Transparency Strategy In Internet-Based Selling," in *Advances in the Economics of Information Systems*, Kerem Tomak (ed.), Idea Group Publishing, Harrisburg, PA, 2005, 80-112.
5. Gupta, Alok, Boris Jukic and Prabhudev Konana, "Congestion Based Pricing and Management of Distributed Computational Resources," in *Business Modelling: A MultiDisciplinary Approach – Essays in honor of Andrew B. Whinston*, C. Holsapple, V. Jacob, H. R. Rao eds., Kluwer Academic Publishers, Boston, MA, 2001, pp. 205 - 233.
6. Bapna, Ravi and Alok Gupta, "Online Auctions: A Closer Look, in *The E-Business Handbook*, P. B. Lowry, R. J. Watson, and J. O. Cherrington eds., St. Lucie Press, Boca Raton, FL, 2002, pp. 85-98.
7. Gupta, Alok, Dale O. Stahl and Andrew B. Whinston, "Application of Parallel Computing to Resource Pricing and Scheduling in Flexible Manufacturing Systems," in *Operations Research: Methods, Models, and Applications*, J. E. Aronson and S. Zionts eds., Quorum Books, Westport, CT, 1998, pp. 313 - 337.
8. Gupta, Alok, Dale O. Stahl and Andrew B. Whinston, "The Internet: A Future Tragedy of the Commons?" in *Computational Approaches to Economic Problems*, H. Amman, B. Rustem, and A. B. Whinston eds., Kluwer Academic Publishers, Dordrecht, The Netherlands, 1997, pp. 347 - 361.
9. Gupta, Alok, Dale O. Stahl and Andrew B. Whinston, "Priority Pricing of Integrated Services Networks, in *Internet Economics*, L. W. McKnight and J. P. Bailey, eds., MIT Press, Cambridge, MA, 1997, pp. 323 - 352. (An earlier version was published in [Journal of Electronic Publishing](#) under the title "[A Priority Pricing Approach to Manage Multi-Service Class Networks in Real-Time](#)," 2:1, 1996.)
10. Gupta, A., Dale O. Stahl, and Andrew B. Whinston, "Economic Issues in Electronic Commerce," in *Readings in Electronic Commerce*, Ravi Kalakota and Andrew B. Whinston eds., Addison Wesley, Reading, MA, pp.197-227, 1996. Parts Reprinted under the same title in *Legal Issues in Electronic Commerce*, R.L. Campbell ed., Captus Press, Ontario, Canada, pp. 31-34, 2002.
11. Gupta, Alok, Dale O. Stahl and Andrew B. Whinston, "Pricing of Services on The Internet," in *IMPACT: How IC² Research Affects Public Policy and Business Markets*, Quorum Books, Westport, 1997. (An earlier version of the paper was titled "[Managing The Internet as an Economic System](#)," *Technical Report*, The University of Texas at Austin, 1994).

Refereed Conference Proceedings/Presentations (Based on Full Length Articles)

1. Gediminas Adomavicius, Alok Gupta, Zach Sheffler and Mochen Yang, "Computational Strategies for Inventory Liquidation," WITS 2015.
2. Konstantina Valogianni, Alok Gupta, Wolfgang Ketter, Soumya Sen and Eric Van Heck, "Maximizing Social Welfare in Grid Resource Allocation for Electric Vehicle Charging," WITS 2015.
3. Konstantina Valogianni, Alok Gupta, Wolfgang Ketter, Soumya Sen and Eric van Heck, "Maximizing Social Welfare in Grid Resource Allocation for Electric Vehicle Charging," CIST 2015.
4. Bapna, R., Gupta, A., Jung, J., Sen, S, "Analyzing the Impact of Incentive Structure on the Diffusion of Mobile Social Games: A Randomized Field Experiment," Workshop on Information Systems Economics, 2014.
5. Accepted. Lu, Y., Gupta, A., Ketter, W., vanHeck, E. (in press). Information

Transparency in Multi-Channel B2B Auctions: A Field Experiment. ICIS 2014 Proceedings.

6. Alok Gupta, Wolf Ketter, Yixin Lu, Eric van Heck, "Applying Structural Econometric Analysis to B2B Sequential Dutch Auctions," Proceedings of CIST, Oct. 5-6, 2013.
7. G. Adomavicius, A. Gupta, W. Ketter, and J. Zhang. Understanding Longitudinal Dynamics of Recommender Systems Performance: An Agent-Based Modeling Approach. 23rd Workshop on Information Technology and Systems (WITS 2013), December 2013.
8. G. Adomavicius, A. Gupta, W. Ketter, and J. Zhang. Impact of Product Consumption Patterns on Recommender Systems Performance: An Agent-Based Modeling Approach. 2013 Winter Conference on Business Intelligence, March 2013 [poster].
9. Changxin Cao, Alok Gupta, Gautam Ray, Mani Subramani, "Enterprise IT Systems and Mergers & Acquisitions," WISE 2013, December 2013. [poster]
10. Ravi Bapna, Alok Gupta, Gautam Ray, Shweta Singh, "Specialization, Integration, and Multi-sourcing: A study of Large IT Outsourcing Projects," International Conference on Information Systems (ICIS 2013), December 2013.
11. Alok Gupta, Wolf Ketter, Yixin Lu, Eric van Heck, "Designing Intelligent Software Agents for B2B Multi-unit Sequential Dutch Auctions: A Structural Econometric Approach," International Conference on Information Systems (ICIS 2013), Milan, Italy, December 2013.
12. Yixin Lu, Alok Gupta, Wolfgang Ketter and Eric Van Heck, "Exploring Bidder Heterogeneity in Multi-channel b2b Auctions: Evidence from the Dutch Flower Auctions," CIST 2012, Phoenix, Oct. 13-14, 2012.
13. Yixin Lu, Alok Gupta, Wolfgang Ketter and Eric Van Heck, "Buy it now or later: the Impact of Mari on Multi-unit Sequential Dutch Auctions," WITS 2012, Orlando, December 15-16, 2012.
14. Ravi Bapna, Alok Gupta, Gautam Ray and Mihir Wagle, "How Do IT Service Firms Grow: The Contrasting Impacts of Technical and Organizational Experiential Diversity," WISE 2011, Shanghai, China, December 8-9, 2011.
15. Ravi Bapna, Alok Gupta, Sarah Rice and Arun Sundararajan, "Trust, Reciprocity and the Strength of Friendship Ties: Experiments on an Online Social Network," WISE 2011, Shanghai, China, December 8-9, 2011.
16. Yixin Lu, Wolfgang Ketter, Jan Van Dalen, Alok Gupta and Eric Van Heck, "An Empirical Model for Multi-Unit Sequential Dutch Auctions: the Dutch Flower Auctions Case," WITS 2011, Shanghai, China, December 2-3, 2011.
17. Ravi Bapna, Zhoujun Gu and Alok Gupta, "Examining Returns from Sniping on eBay," CIST 2011, Charlotte, NC, November 12-13, 2011.
18. Ravi Bapna, Alok Gupta, Sarah Rice and Arun Sundararajan, "Trust, Reciprocity and the Strength of Social Ties: An Online Social Network based Field Experiment," CIST 2011, Charlotte, NC, November 12-13, 2011.
19. Bapna, R., Gupta, A., Sundararajan, A., Rice, S., "Trust, Reciprocity and the Strength of Friendship Ties: Experiments on an Online Social Network," Workshop on Information in Networks (WIN), NYU, New York, Sep. 30 – Oct. 1, 2011.
20. Gupta, A., Ketter W., van Dalen, J., van Heck, E. and Wasesa, M., "Neural Network Based Recommendation Agent for Determining Initial Starting Price in Multi-Unit Sequential Dutch Auctions," Proceedings of WITS 2010, Saint Louis, Dec. 11-12, 2010.
21. Ravi Bapna, Alok Gupta, Gautam Ray, Shweta Singh, "Analyzing IT Outsourcing Contract Outcomes: The Role of Intermediaries," WISE 2010, Saint Louis, Dec. 11-12, 2010.
22. Alexander Hogenboom, Wolfgang Ketter, Jan van Dalen, Uzay Kaymak, John Collins, and Alok Gupta, "Adaptive Pricing in Multi-Agent Supply Chain Markets using Economic Regimes," Proceedings of CIST 2009, October 10-11, 2009.

23. Alexander Hogenboom, Wolfgang Ketter, Jan van Dalen, Uzay Kaymak, John Collins and Alok Gupta, "Product Pricing Using Adaptive Real-Time Probability of Acceptance Estimations based on Economic Regimes," Proceedings of ICEC-09, Taipei, Taiwan, August 12-15, 2009. (Awarded **Runner-up, Best Paper Award**)
24. Frederik Hogenboom, Wolfgang Ketter, Jan van Dalen, Uzay Kaymak, John Collins and Alok Gupta, "Identifying and Predicting Economic Regime in Supply Chains Using Sales and Procurement Information," Proceedings of ICEC-09, Taipei, Taiwan, August 12-15, 2009.
25. Alexander Hogenboom, Wolfgang Ketter, Jan van Dalen, Uzay Kaymak, John Collins and Alok Gupta, "Product Pricing in TAC SCM using Adaptive Real-Time Probability of Acceptance Estimations based on Economic Regimes," Proceedings of TADA-09, Pasadena, CA, July 13, 2009.
26. Frederik Hogenboom, Wolfgang Ketter, Jan van Dalen, Uzay Kaymak, John Collins and Alok Gupta, "Economic Regime Identification and Prediction in TAC SCM Using Sales and Procurement Information," Proceedings of TADA-09, Pasadena, CA, July 13, 2009.
27. Ravi Bapna, Alok Gupta, Amit Mehra and Vallabh Sambamurthy, "Attrition of IT Workers in the Context of Offshore Outsourcing: The Economic Impact of Training," WISE 2008, Dec. 13-14, 2008, Paris, France.
28. Gedas Adomavicius, Alok Gupta and Pallab Sanyal, "Design and Evaluation of Feedback Schemes for Multiattribute Procurement Auctions," International Conference on Information Systems (ICIS 2008), Paris, France, December 14-17, 2008.
29. Alok Gupta, Steve Parente and Pallab Sanyal, "Nature of Competition among Managed Care Providers: Evidence from the HMO Online Auctions," CIST 2008, Washington D.C., October 11-12, 2008.
30. Alok Gupta, Rob Kauffman, Amy Wu, "Do Firm R&D Investments Drive Decisions to Join? On the Value of Standard-Setting in the Electronics Industry," Proceedings of the HICSS-41, Big Island, Hawaii, January 2008.
31. Gedas Adomavicius, Shawn Curley, Alok Gupta, Pallab Sanyal, "Design and Effects of Information Feedback in Continuous Combinatorial Auctions," International Conference on Information Systems, Montreal, Canada, December 9-12, 2007.
32. Rohit Aggarwal, Ram Gopal and Alok Gupta, "Putting Your Money Where Mouth is: Role of Electronic Word-of-Mouth on New Venture Funding," Proceedings of WITS 2007, Montreal, December 8-9, 2007.
33. Gediminas Adomavicius, Shawn Curley, Alok Gupta and Pallab Sanyal, "Impact of Information Feedback on Bid Characteristics in Continuous Combinatorial Auctions," Proceedings of WITS 2007, Montreal, December 8-9, 2007.
34. Gedas Adomavicius, Shawn Curley, Alok Gupta and Pallab Sanyal, "User Perceptions in Continuous Combinatorial Auctions: Effects of Information Feedback," Proceedings of the CIST, Seattle, November 3-4, 2007.
35. Wolfgang Ketter, John Collins, Maria Gini, Alok Gupta, Paul Schrater, "A Predictive Empirical Model for Pricing and Resource Allocation Decisions," Proceedings of ICEC, August 2007.
36. Gupta, Alok and Dmitry Zhdanov, "Growth and sustainability of MSSP networks," Proceedings of Sixth Workshop on the Economics of Information Security, Pittsburgh, June 7-8, 2007.
37. Adomavicius, Gedas, Alok Gupta and Pallab Sanyal, "Computational Feedback Mechanisms for Iterative Multi-Unit Multiattribute Auctions," Proceeding of WITS 2006, Milwaukee, December 9-10, 2006. (**Nominated for Best Conference Paper Award**)

38. Gupta, Alok and Dmitry Zhdanov, "Trust and Fairness as Incentives for Compliance with Information Security Policies," Proceeding of WITS 2006, Milwaukee, December 9-10, 2006.
39. Gupta, Alok and Dmitry Zhdanov, "Role of Performance Incentives in Compliance with Information Security Policies," Proceedings of CIST, Pittsburgh, November 4-5, 2006.
40. Ketter, Wolfgang, John Collins, Maria Gini, Alok Gupta and Paul Schrater, "A Computational Approach to Predict Economic Regimes in Automated Exchanges," Proceedings of WITS 2005, Las Vegas, December 10-11, 2005.
41. Nelson Granados, Alok Gupta, Rob Kauffman, "Designing Internet-based Selling Mechanisms: Optimal Market Transparency Levels and Prices across Distribution Channels," Proceedings of WITS 2005, Las Vegas, December 10-11, 2005..
42. Ketter, Wolfgang, John Collins, Maria Gini, Alok Gupta, and Paul Schrater, "Identifying and Forecasting Economic Regimes in TAC SCM," *IJCAI-05 Workshop on Trading Agent Design and Analysis*, Edinburgh, Scotland, August 1, 2005.
43. Nelson Granados, Alok Gupta, Rob Kauffman, "Identifying Facilitators and Inhibitors of Market Structure Change: A Hybrid Theory of Unbiased Electronic Markets," Proceedings of the 38th Annual Hawaii International Conference on System Sciences, IEEE, 2005.
44. Adomavicius, Gedas and Alok Gupta, "Providing Real-Time Feedback to Bidders: Homogeneous- versus Heterogeneous-Item Combinatorial Auctions," *Proceedings of WITS-14*, Washington D. C., December 11-12, 2004.
45. Granados, Nelson, Alok Gupta, Rob Kauffman, "Identifying Facilitators and Inhibitors of Market Structure Change: A Hybrid Theory of Unbiased Electronic Markets," *Proceedings of HICSS-38*, Big Island, HI, January, 2005.
46. Adomavicius, Gedas and Alok Gupta, "Towards Comprehensive Bidder Support in Online Combinatorial Auctions," *Proceedings of WITS-13*, Seattle, December 13-14, 2003.
47. Granados, Nelson, Alok Gupta and Robert J. Kauffman, "Can You See What I See? Market Transparency, Consumer Demand, and Strategic Pricing in B2C Electronic Commerce," *Proceedings of the 8th INFORMS Conference on Information Systems and Technology*, Atlanta, GA, October 2003.
48. Bapna, Ravi, Paulo Goes, Alok Gupta, and Gilbert Karuga, "Predictive Calibration of Online Multi-Unit Ascending Auctions," *Proceedings of WITS-12*, Barcelona, Spain, December 14-15, 2002. (***Nominated for best paper award***)
49. Gopal, Ram and Alok Gupta, "Trading Higher Software Piracy for Higher Profits: The Case of Phantom Piracy," *Proceedings of HICSS-35*, Big Island, HI, January, 2002. (***Nominated for best paper award***)
50. Bapna, Ravi, Paulo Goes, and Alok Gupta, "Simulating Online Yankee Auctions to Optimize Sellers Revenue," *Proceedings of HICSS-34*, Maui, HI, January, 2001.
51. Bapna, Ravi, Paulo Goes, and Alok Gupta, "Online Mercantile Processes for Digital Products under Quality-of-Service and Uncertain Demand," *Proceedings of WITS*, Sydney, Australia, December, 2000.
52. Konana, P., Alok Gupta, Dale O. Stahl and Andrew B. Whinston, "Pricing of Information Services Using Real-Time Database: A Framework for Integrating User Preferences and Real-Time Workload," *Proceedings of ICIS*, Cleveland, OH, December, 1996. (***Winner of Runner-up award for best conference paper***)

53. Konana, P., Alok Gupta, Dale O. Stahl and Andrew B. Whinston, "Research Issues in Real-time DBMS in the Context of Electronic Commerce," *Proceedings of ACM for Workshop on Databases: Active and Real-time* (In association with 5th International Conference on Information and Knowledge Management), 1996.
54. Gupta, Alok and Douglas J. Morrice, "Transient Sensitivity Analysis in Computer Simulation," *Proceedings of European Simulation Multiconference*, Barcelona, Spain, June, 1994. (*Nominated for best paper award*)
55. 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.

Other Publications

1. Dimitris Bertsimas, Eric Bradlow, Noah Gans, Alok Gupta, "Introduction to the Special Issue on Business Analytics," *Management Science*, 2014, 60 (6), iv-vii.
2. Sam Ransbotham, Robert G. Fichman, Ram Gopal, Alok Gupta, "Special Section Introduction—Ubiquitous IT and Digital Vulnerabilities," *Information Systems Research*, 2016, 27 (4), 834 –847.
3. Bapna, Ravi, Alok Gupta and Joni Jones, "Guest Editorial: Special Issue on Online Auctions," *Information Technology & Management*, 7(3), 2006, 155-156.
4. Gupta, Alok, "Introduction: The Special Issue on Economics of Electronic Commerce," *Decision Support Systems*, 24, 1998, pp. 1-2.

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 Mellon 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 Colorado, 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, Pittsburgh, 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? Statistical Challenges in E-Commerce Research, 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 Workshop 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, Carnegie 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 Opportunities 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, 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. Analyzing the Impact of Incentive Structure on the Diffusion of Mobile Social Games: A Randomized Field Experiment, Erasmus University, May 25, 2015.

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

Special Issue Editor, Information Systems Research, 2014

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 --
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 --

Associate Editor, JMIS, 2006 – present

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

Other Professional Services

Chair, MIS Program Review, University of Arizona, 2013.

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, University of Connecticut.
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.
Yixin Lu, Ph.D. in MIS, Erasmus University, The Netherlands.
Shweta Singh, Ph.D. in MIS, University of Minnesota.
Zhuojun Gu, Ph.D. Candidate in MIS, University of Minnesota.
Ali M. Adeli, Ph.D. Candidate in MIS, University of Minnesota.
Chengxin Cao, Ph.D. Candidate in MIS, University of Minnesota.

*Major Advisor to these students

COURSES TAUGHT

The University of Minnesota (8/01 – present)

- IT Security (MBA)
- Systems Design (Ph.D. Seminar)
- Online Auctions and Exchanges (MBA)
- E-Business Practicum (MBA)
- Information System Technologies (MBA)
- B2B Processes and Technologies (MBA)
- Information Technologies and Systems (MBA)
- Online Auctions and Exchanges (MBA)
- IT Infrastructure (Undergraduate)
- Network Security and Threats (Undergraduate)
- O-O Programming Using Java (Undergraduate)

The University of Connecticut (8/96 – 5/01)

- Managing Electronic Commerce (MBA)
- Electronic Commerce Technology (MBA/Executive MBA)
- Computer Networking and Electronic Commerce (Part-time MBA)
- Decision Support Systems (MBA)

- Web Database Integration (Executive MBA)
- Introduction to MIS (Executive MBA)
- Research in Electronic Commerce (Ph.D.)
- Introduction to C++ (Undergraduate)
- Client Side Programming with JAVA (Undergraduate)
- Database Management (Undergraduate)

The University of Texas at Austin (8/92 - 12/92)

- Teaching Assistant, Introduction to Management Science and Information System (for non-business majors) - responsible for writing documentation for software introduction, grading assignments and exams.

Krannert Graduate School of Management (8/90 - 5/92)

- Instructor, Introduction to Business Statistics (for business juniors) - responsible for designing the course outline, preparing and grading assignments and exams.

ACADEMIC HONORS

2014	INFORMS ISS Distinguished Academic Fellow
2012	INFORMS ISS Design Science Award, for project titled: <i>Design of Automated Agents Capable of Recognizing and Forecasting the Economic Environment</i> [∇]
2011	INFORMS ISS Design Science Award, for project titled: <i>CoCoA: Continuous Combinatorial Auction</i> [∇]
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 [⊗]
2007	IS Publications of the year award from Senior IS scholars (AIS)
2007	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

[∇] <http://mis.eller.arizona.edu/events/informs/winners/index.asp>

[∇] <http://mis.eller.arizona.edu/events/informs/winners/index.asp>

[⊗] Clark, J.G., J. Warren and Y. Au, "Assessing Researcher Publication Productivity in the Leading Information Systems Journals: A 2003-2007 Update," CAIS, 24, 2009, 225-254.

[°] Clark, J.G. and J. Warren, "In Search of the Primary Suppliers of IS Research: Who are They and Where did They Come From?" CAIS, 18, 2006, 296-328.

^{*} Hsieh-Hong Huang and Jack Shih-Chieh Hsu, "An Evaluation of Publication Productivity in Information Systems: 1999 To 2003," CAIS, 15, 2005, 555-564.

- 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
1993 DuPont Travel Grant.
1992 Purdue Research Foundation Summer Fellowship.

PROFESSIONAL AFFILIATIONS

INFORMS

AIS

ICIS

WITS

WISE

HICCS

ACM

CREC, University of Texas at Austin.

CISDRIS, University of Connecticut.

SRITNE, Indian School of Business, Hyderabad.