# Paul A. Pavlou

**Milton F. Stauffer Professor**
**Co-Director, Data Science Institute**
**Senior Associate Dean**
**Fox School of Business**
**Temple University**
pavlou@temple.edu

## BIO

**Paul A. Pavlou** is Senior Associate Dean for Faculty, Research, Doctoral Programs, and Strategic Initiatives at the Fox School of Business at Temple University. He is also the Milton F. Stauffer Professor of IT & Strategy. He also serves as the Co-Director of the university-wide Data Science Institute at Temple University.

Paul received his Ph.D. from the University of Southern California. He is ranked #1 in the world in publications in the two top Information Systems journals for 2010-2016. His research has been cited over 30,000 times by Google Scholar, and he is recognized among the "World's Most Influential Scientific Minds" by Thomson Reuters based on an analysis of "Highly Cited" authors in *Economics & Business* during the 2002-2012 period.

His research appeared in *Management Information Systems Quarterly*, *Information Systems Research*, *Journal of Marketing, Journal of Marketing Research, Journal of the Academy of Marketing Science*, *Decision Sciences*, *Journal of Management Information Systems, Journal of the Association of Information Systems*, among others. His research spans several disciplines (information systems, marketing, and management, and decision sciences), and it focuses on data science, business analytics, digital business strategy, and developing research methods.

Paul won several Best Paper recognitions for his research, including the Maynard Award nomination for the "Most Significant Contribution to Marketing" in the *Journal of Marketing* in 2015, the *ISR Best Paper* award in 2007, the 2006 *IS Publication of the Year* award, and the *Top 5 Papers* award in *Decision Sciences* in 2006. He also won the *Best Paper Award* in 2012, the *Runner-Up to the Best Paper* award of the 2005, the *Best Interactive Paper* award in 2002, and the *Best Student Paper* award in 2001 from the Academy of Management Conference. He won the Best Innovation Theme Track Paper of the International Conference on Information Systems in 2016. Paul also won the *Best Doctoral Dissertation* award of the 2004 International Conference on Information Systems.

Paul is a Senior Editor at *ISR* and earlier at *MISQ* and *JAIS*. Moreover, Paul also won several Reviewer awards, including the 2009 *Management Science* Meritorious service award, the 'Best Reviewer' award of the 2005 Academy of Management Conference, and the 2003 *MISQ* 'Reviewer of the Year' award.

As the Senior Associate Dean and Chief Research Officer, Paul oversees all research activities at the Fox School. Paul is responsible for the development and mentoring of research faculty and PhD students. During his tenure, five departments in the Fox School's ranked among the Top 10 in the nation in terms of research productivity. Paul initiated and implemented the FOX RESEARCH vision to enhance the Fox School's research visibility, including developing the 'Research Impact Report' to showcase the broader impact of the Fox School's research for academia, industry, practice, and society. He also oversees over $6M in research grants at the Fox School.

Paul is also responsible for all doctoral programs at the Fox School, such as the PhD in Business Administration, PhD in Statistics, the Inter-Disciplinary PhD program in Decision Neuroscience, and the Executive Doctorate in Business Administration (EDBA), a new doctoral program catered to senior executives in Philadelphia and China.

Paul also leads several strategic initiatives at the department, school, and university levels, such as Data Science. As Co-Director of the Data Science Institute, Paul oversees the business analytics programs at the Fox School, including Masters in Business Analytics, Masters in Statistical Science, and Bachelors in Statistical Science and Data Analytics. He also facilitates grant proposals across schools and promotes the Institute's fundraising efforts.

# EMPLOYMENT

7/16 – Present    Senior Associate Dean & Milton F. Stauffer Professor
Co-Director, Data Science Institute
Fox School of Business, Temple University

7/13 – 7/16    Associate Dean of Research, Doctoral Programs, and Strategic Initiatives
Milton F. Stauffer Professor of Information Technology and Strategy
Fox School of Business, Temple University

7/12 – 7/13    Professor of Information Systems, Marketing, and Strategic Management
Fox School of Business, Temple University

9/08 – 6/12    Associate Professor of Information Systems, Marketing, and Strategic Management
Fox School of Business, Temple University

7/08 – 9/08    Associate Professor of Information Systems (with tenure)
Anderson Graduate School of Management, University of California, Riverside

7/03 – 6/08    Assistant Professor of Information Systems
Anderson Graduate School of Management, University of California, Riverside

9/99 – 6/03    Research Assistant, Marshall School of Business, University of Southern California

9/98 – 8/99    Research Assistant, Viterbi School of Engineering, University of Southern California

6/97 – 8/98    Research Engineer, Sulzer Intermedics, Sulzer Medica, Houston, Texas

6/93 – 8/96    Electrical Engineer, Eldom Engineering Consultants, Nicosia, Cyprus

# EDUCATION

9/99 – 5/04    Ph.D. in Information Systems, Data Sciences and Operations Department
Marshall School of Business, University of Southern California
Dissertation Title: "IT-Enabled Dynamic Capabilities in New Product Development"
<u>Awards:</u> Best Doctoral Dissertation Award, International Conference on Information Systems

9/98 – 8/99    M.S. in Electrical Engineering, Viterbi School of Engineering, University of Southern California

9/96 – 5/98    B.S. in Electrical Engineering, Rice University, Houston, TX, (Magna Cum Laude)

# RESEARCH INTERESTS

❑ **Data Analytics**
  o Data Sciences, Business Analytics, Big Data

❑ **Electronic Commerce**
  o Online Markets, Online Auctions, Trust, Uncertainty, Information Asymmetry

❑ **Digital Business Strategy**
  o Dynamic Capabilities, IT Strategy in Dynamic Environments, Chief Information Officer

❑ **Research Methods**
  o Causal Models, Bayesian Networks, Longitudinal Growth Modeling, Neuroimaging Methods

# ACADEMIC RECOGNITIONS & AWARDS

- Emerald Citation of Excellence Award for a highly-cited paper in *MIS Quarterly*, 2017.

- Best Innovation Theme Track Paper, *International Conference on Information Systems*, 2016.

- Maynard Award nomination for "Most Significant Contribution to Marketing," *Journal of Marketing*, 2015.

- World's Most Influential Scientific Minds ("Highly Cited" for 2002-2012), Thomson Reuters, 2014.

- Researcher of the Year Award, MIS Department, Temple University, 2014.

- Dean's Research Honor Roll, Fox School of Business, Temple University, 2014.

- Researcher of the Year Award, MIS Department, Temple University, 2013.

- Dean's Research Honor Roll, Fox School of Business, Temple University, 2013.

- Researcher of the Year Award, MIS Department, Temple University, 2012.

- Dean's Research Honor Roll, Fox School of Business, Temple University, 2012.

- Best Paper Award, Academy of Management Conference (OCIS Division), 2012.

- Dean's Research Honor Roll, Fox School of Business, Temple University, 2011.

- Researcher of the Year Award, MIS Department, Temple University, 2011.

- Dean's Research Honor Roll, Fox School of Business, Temple University, 2010.

- *Management Science* Meritorious Service Award, 2009.

- Dean's Research Honor Roll, Fox School of Business, Temple University, 2008.

- Stauffer Senior Research Award, Temple University, 2008

- *Information Systems Research* Best Paper Award, 2007.

- *IS Publication of the Year* Award, 2006.

- *Top 5 Papers* Award, *Decision Sciences*, 2006.

- Best Paper (First Runner-Up), Academy of Management Conference, Honolulu, HI, 2005.

- Best Reviewer (OCIS Division), Academy of Management Conference, Honolulu, HI, 2005.

- Doctoral Dissertation Award (First Place), International Conference on Information Systems, 2004.

- Reviewer of the Year, *MIS Quarterly*, 2003.

- Best Interactive Paper, Academy of Management Conference, OCIS Division, 2002.

- Best Student Paper, Academy of Management Conference, OCIS Division, 2001.

- eBRC Doctoral Dissertation Award (sponsored by SAP America), 2001.

# SELECTED PUBLICATIONS

## JOURNAL PUBLICATIONS

1. Zhang, Bin, **Paul A. Pavlou**, and Ramayya Krishnan (2017), "Direct Versus Indirect Peer Influence in Large Social Networks," *Information Systems Research* (forthcoming).

2. Hong, Yili (Kevin) and **Paul A. Pavlou** (2017), "On Buyer Selection of Service Providers in Online Outsourcing Platforms for IT Services," *Information Systems Research*, 28, 2, (forthcoming).

3. Hong, Yili (Kevin), **Paul A. Pavlou**, Shi, Nan, and Kanliang Wang (2017), "On the Role of Social Distance and Fairness in Designing Effective Social Referral Systems," *MIS Quarterly* (forthcoming).

4. Hu, Nan, **Paul A. Pavlou**, and Jennifer Zhang (2017), "On Selection Biases in Online Product Reviews," *MIS Quarterly*, 41, 2, 449-471.

5. Atasoy, Hilal, Rajiv Banker, and **Paul A. Pavlou** (2016), "On the Longitudinal Effects of IT Use on Firm-Level Employment," *Information Systems Research*, 27, 1, 6-26. (Lead Article).

6. Hong, Yili (Kevin), Alex Wang, and **Paul A. Pavlou** (2016) "Comparing Open and Sealed Bid Auctions: Evidence from Online Labor Markets," *Information Systems Research*, 27, 1, 49-69.

7. Kartik, Ganju, **Paul A. Pavlou**, and Rajiv Banker (2016), "Does Information and Communication Technology Lead to the Well-Being of Nations? A Country-Level Empirical Investigation," *MIS Quarterly*, 40, 1, 417-430.

8. Söllner, Matthias, Benbasat, Izak, Gefen, David, Leimeister, Jan M., and **Paul A. Pavlou** (2016) "Trust," *MIS Quarterly* Research Curations, Ashley Bush and Arun Rai, Eds., October 31, 2016.

9. Venkatraman, Vinod, Angelika Dimoka, **Paul A. Pavlou**, Khoi Vo, William Hampton, Bryan Bollinger, Hal E. Hershfield, Masakazu Ishihara, and Russell S. Winer, (2015) "Predicting Advertising Success beyond Traditional Measures: New Insights from Neurophysiological Methods and Market Response Modeling," *Journal of Marketing Research*, 52, 4, 436-452.

10. Zheng, Zhiqiang (Eric), **Paul A. Pavlou,** and Bin Gu (2014), "Latent Growth Modeling in Information Systems Research: Basic Tenets, Extension, and Practical Guidelines," *Information Systems Research*, 25, 3, 547-568.

11. Yadav, Manjit and **Paul A. Pavlou** (2014), "Marketing in Computer-Mediated Environments: Research Synthesis and New Directions," *Journal of Marketing***, 78, 1, 20-40.

12. Hong, Yili and **Paul A. Pavlou** (2014), "Product Fit Uncertainty: Nature, Effects, and Antecedents," *Information Systems Research***, 25, 2, 328-344.

13. Ou, Carol, **Paul A. Pavlou**, and Robert Davison (2014), "Swift Guanxi in Online Marketplaces: The Role of Computer-Mediated-Communication Technologies," *MIS Quarterly*, 38, 1, 209-230.

14. Bharadwaj, Anandhi, Omar A. El Sawy, **Paul A. Pavlou**, and N. Venkatraman (2013), "Digital Business Strategy: Toward a Next Generation of Insights," *MIS Quarterly*, 37, 2, 471-482.

15. Bharadwaj, Anandhi, Omar A. El Sawy, **Paul A. Pavlou**, and N. Venkatraman (2013), "Visions and Voices on Emerging Challenges in Digital Business Strategy," *MIS Quarterly*, 37, 2, 633-661.

16. Gefen, David and **Paul A. Pavlou** (2012), "The Boundaries of Trust and Risk: The Quadratic Moderating Role of Institutional Structures," *Information Systems Research*, 23, 3, pp. 940-959.

17. Dimoka, Angelika, Yili (Kevin) Hong, and **Paul A. Pavlou** (2012), "On Product Uncertainty in Online Markets: Theory and Evidence," *MIS Quarterly*, 36, 2, pp. 395-426.

18. Rai, Arun, **Paul A. Pavlou**, Ghiyoung Im, and Steve Du (2012), "Inter-firm IT Capability Profiles and Communications for Co-Creating Relational Value: Evidence from the Logistics Industry," *MIS Quarterly*, 36, 1, 233-262.

19. Dimoka A., Banker, R.D., Benbasat, I., Davis, F.D., Dennis, A.R., Gefen, D., Gupta, A., Ischebeck, A., Kenning, P., **Pavlou, P. A.**, Müller-Putz, G., Riedl, R., vom Brocke, J., and Weber, B. (2012), "On the Use of Neurophysiological Tools in IS Research: Developing a Research Agenda for NeuroIS," *MIS Quarterly,* 36, 3, 679-702.

20. **Pavlou, Paul A.** (2011), "State of the Information Privacy Literature: Where Are We Now and Where Should We Go," *MIS Quarterly* 35, 4, pp. 977-988.

21. Dimoka, Angelika, **Paul A. Pavlou**, and Fred D. Davis (2011), "Neuro-IS: The Potential of Cognitive Neuroscience for Information Systems Research," *Information Systems Research*, 22, 4, 687-702.

22. Banker, Rajiv, Nan Hu, **Paul A. Pavlou** and Jerry Luftman (2011), "Strategic Positioning, CIO Reporting Structure, and Firm Performance," *MIS Quarterly*, 35, 2, 487-504.

23. **Pavlou, Paul A.** and Omar A. El Sawy (2011), "Understanding the Elusive Black Box of Dynamic Capabilities," *Decision Sciences*, 42, 1, 239-273.

24. El Sawy, Omar A., Arvind Malhotra, Youngki Park, and **Paul A. Pavlou** (2010), "Seeking the Configurations of Digital Ecodynamics: It Takes Three to Tango," *Information Systems Research*, 21, 4, 835-848.

25. **Pavlou, Paul A.** and Omar A. El Sawy (2010), "The 'Third Hand': IT-Enabled Competitive Advantage in Turbulence through Improvisational Capabilities," *Information Systems Research*, 21, 3, 443-471.

26. Zheng, Zhiqiang (Eric) and **Paul A. Pavlou** (2010), "Toward a Causal Interpretation for Structural Models: A New Bayesian Networks Method for Observational Data with Latent Variables," *Information Systems Research*, 21, 2, 365-391.

27. Benbasat, Izak, David Gefen, and **Paul A. Pavlou** (2010), "Introduction to the Special Issue on Novel Perspectives on Trust in Information Systems," *MIS Quarterly*, 34, 2, 367-371.

28. Varadarajan, Rajan, Raji Srinivasan, Gautham Gopal, Manjit Yadav, **Paul A. Pavlou**, Sandeep Krishnamurthy, and Tom Krause (2010) "Interactive Technologies and Retailing Strategy: A Review, Conceptual Framework, and Future Research Directions," *Journal of Interactive Marketing*, 24, 2, 96-110.

29. Hu, Nan, **Paul A. Pavlou**, and Jennifer Zhang (2009), "Why Do Product Reviews have a J-Shaped Distribution?" *Communications of the ACM*, 52, 10, 144-147.

30. Benbasat, Izak, Gefen, David, and **Paul A. Pavlou** (2008), "Trust in Online Environments: Introduction to the Special Issue, *Journal of Management Information Systems*, 24, 4, 5-11.

31. Benbasat, Izak, Gefen, David, and **Paul A. Pavlou** (2008), "A Research Agenda for Trust in Online Environments," *Journal of Management Information Systems*, 24, 4, 275-286.

32. El Sawy, Omar and **Paul A. Pavlou** (2008), "IT-Enabled Business Capabilities for Turbulent Environments," *MIS Quarterly Executive*, 7, 3, 139-150.

33. **Pavlou, Paul A.**, Huigang Liang, and Yajiong Xue (2007), "Understanding and Mitigating Uncertainty in Online Environments: A Principal-Agent Perspective," *MIS Quarterly*, 31, 1, 105-136.

34. **Pavlou, Paul A.** and Omar A. El Sawy (2006), "From IT Leveraging Competence to Competitive Advantage in Turbulent Environments," *Information Systems Research*, 17, 3, 198-227 (Lead Article). (Won the **2007 'ISR Best Paper'** award and the **2006 'Top IS Publication of the Year'** award).

35. Ettlie, John and **Paul A. Pavlou** (2006) "Technology-Based New Product Development Partnerships," *Decision Sciences*, 37, 2, 117-148 (Lead & Featured Article) (Runner Up to Best Paper Award).

36. **Pavlou, Paul A.** and Mendel Fygenson (2006), "Understanding and Predicting Electronic Commerce Adoption: An Extension of the Theory of Planned Behavior," *MIS Quarterly*, 30, 1, 115-143.

37. **Pavlou, Paul A.** and Angelika Dimoka (2006), "The Nature and Role of Feedback Text Comments in Online Marketplaces: Implications for Trust Building, Price Premiums, and Seller Differentiation," *Information Systems Research*, 17, 4, 391-412.

38. **Pavlou, Paul A.** and David Gefen (2005), "Psychological Contract Violation in Online Marketplaces: Antecedents, Consequences, and Moderating Role," *Information Systems Research*, 16, 4, 272-299.

39. **Pavlou, Paul A.**, Thomas Housel, Waymond Rodgers, and Eric Jansen (2005), "Measuring the Return on Information Technology: A Knowledge-Based Approach for Revenue Allocation at the Process and Firm Level," *Journal of the Association of Information Systems (JAIS)*, 7, 4, 199-226.

40. **Pavlou, Paul A.** and David Gefen (2004), "Building Effective Online Marketplaces with Institution-Based Trust," *Information Systems Research*, 15, 1, 27-53.

41. **Pavlou, Paul A.** (2003), "Consumer Acceptance of Electronic Commerce: Integrating Trust and Risk with the Technology Acceptance Model," *International Journal of Electronic Commerce*, 7, 3, 69-103.

42. **Pavlou, Paul A.** (2002), "Institution-Based Trust in Interorganizational Exchange Relationships: The Role of Online B2B Marketplaces on Trust Formation," *Journal of Strategic Information Systems*, 11, 5/6, 215-243.

43. Stewart, David W. and **Paul A. Pavlou** (2002), "From Consumer Response to Active Consumer: Measuring the Effectiveness of Interactive Media," *Journal of the Academy of Marketing Science*, 30, 4, 376-396.

44. Ba, Sulin and **Paul A. Pavlou** (2002), "Evidence of the Effect of Trust Building Technology in Electronic Markets: Price Premium and Buyer Behavior," *MIS Quarterly*, 26, 3, 243-268.

## JOURNAL MANUSCRIPTS UNDER REVIEW

1. Chen, Pei-yu, **Paul A. Pavlou**, and Yang, Yang, (2016), "Enhancing Open Innovation Contests in Online Markets," (under preparation for a 3rd round of review in ***Production and Operations Management***).

2. Tan, Choon-Huan, **Paul A. Pavlou**, Hock-Hai Teo, and Choon-Ling Sia (2016), "On the Design of Sequential Online Product Shopping Aids," (under 3rd round of review in ***Information Systems Research***).

3. Atasoy, Hilal, Rajiv Banker, and **Paul A. Pavlou** (2016), "Information Technology Skills and Employment Opportunities for Workers," (under preparation for a 2nd round of review in ***Management Science***).

4. Ganju, Kartik, Paul A. Pavlou, and Hilal Atasoy (2016), Do Electronic Medical Record Systems Inflate Medical Reimbursements?" (under preparation for a 2nd round of review in ***Management Science***).

5. Li, Ting and **Paul A. Pavlou** (2016), "The Network Value Versus Information Privacy Concerns Dilemma" (under preparation for a 2nd round of review in ***Information Systems Research***).

6. Park, YoungKi, **Paul A. Pavlou**, and Nilesh Saraf (2016), "Configurations of Innovation Ambidexterity using Information Technology." (under preparation for a 2nd round of review in ***Information Systems Research***).

7. Wu, Shin-yi and **Paul A. Pavlou** (2016), "Optimal Fixed-Up-To (FUT) Pricing for Information Services."

## WORKING PAPERS

- **Pavlou, Paul A**. and Manjit Yadav (2016), "The Next Generation of Transformation in Electronic Commerce: A Framework for Analysis and Future Research in Digital Environments.

- Banker, Rajiv, Cecilia Feng, and **Paul A. Pavlou** (2016), "What Makes an Appropriate CIO: CIO Background, Strategic Positioning, and Stock Market Reaction to CIO Appointments."

- Hong, Yili (Kevin), **Paul A. Pavlou**, and Pei-yu Chen (2016), "Quality-Adjusted Consumer Surplus: Measurement, Effects, and Antecedents in Online Markets."

- Pang, Min-Seok and **Paul A. Pavlou** (2016), "Does IT Use by the Police Keep the City's Finest Safer?"

- Li, Ting and **Paul A. Pavlou** (2016), "How Does Observational Learning Really Affect Consumer Decisions? Insights from an Eye Tracking Study.

- Dimoka, Angelika, **Paul A. Pavlou**, Benbasat Izak, and Lingyun Qiu (2015), "The Role of Similarity in Anthropomorphic Recommendation Agents: A Study of Similarity-Attraction and Dissimilarity-Repulsion."

- Venkatraman, N., El Sawy, Omar, **Paul A. Pavlou**, and Anandhi Bharadwaj (2015), "Theorizing Digital Business Innovation: Platforms and Capabilities in Ecosystems."

- Benbasat Izak, Angelika Dimoka, **Paul A. Pavlou**, and Lingyun Qiu (2015), "Explaining the Adoption of Anthropomorphic Online Recommendation Agents: A Functional Neuroimaging Study."

# SPONSORED RESEARCH

- 2017, **Office of the Inspector General**, United States Postal Service
  (co-PI, with Vinod Venkatraman and Angelika Dimoka), $158,000.

- 2016, **National Science Foundation**, Safe and Trustworthy Cyberinfrastructure (SaTC)
  (PI, with Angelika Dimoka and Crystal Reeck), $140,000.

- 2016, **Office of the Inspector General**, United States Postal Service
  (co-PI, with Angelika Dimoka and Vinod Venkatraman), $143,000.

- 2016, **Swiss National Science Foundation** (Senior Consultant, with Spyros Angelopoulos), $900,000.

- 2015, **National Science Foundation**, "Privacy in an Era of Big Data" (PI, with Sunil Wattal), $50,000.

- 2015, **United States Postal Service** (co-PI, with Angelika Dimoka and Vinod Venkatraman), $130,000.

- 2014, **Advertising Research Foundation** (co-PI, with Angelika Dimoka and Vinod Venkatraman), $320,000.

- 2013, **NET Institute** Summer Grant (co-PI, with Yili Hong and Alex Wang), $3,000.

- 2013, **CIBER** Grant Award, US Department of Education (co-PI, with Yili Hong), $5,000.

- 2012, **Big Data** Grant Competition, Institute for Business & Information Technology (PI, with Jichun Xie and Bin Zhang), $10,000.

- 2010, **CIBER** Grant Award, Department of Education CIBER Grant (co-PI, with Yili Hong), $5,000.

# INVITED PRESENTATIONS

1. University of Washington, Information Systems and Operations Management Department, Spring 2018.

2. McGill University, Dessaults School of Business, Information Systems Department, Spring 2018.

3. Johns Hopkins University, Carey School of Business, Fall 2017.

4. Queen's University, Smith School of Business, Fall 2017.

5. Keynote Address, 16th Wuhan International Conference on Electronic Business, Spring 2017

6. University of Minnesota, Information and Decision Sciences Department, Fall 2016.

7. University of Pennsylvania, The Wharton School, Spring 2016.

8. Carnegie Mellon University, The Heinz School, Fall 2015.

9. University of Arizona, Carey School of Business, Fall 2015.

10. Boston University, Information Systems Department, Fall 2014.

11. Keynote Address, Global Information Technology Management Association, Summer 2014.

12. Plenary Address, Big Data Expert Meeting, Amsterdam, Netherlands, Summer 2014.

13. University of Texas at Austin, McCombs School of Business, Spring 2014.

14. University of Florida, Warrington College of Business, Spring 2014.

15. Arizona State University, Carey School of Business, Spring 2014.

16. Erasmus University, Rotterdam School of Management, Fall 2013.

17. University of Florida, Warrington College of Business, Spring 2013.

18. University of Maryland, Robert Smith School of Business, Spring 2013.

19. University of Texas at Dallas, Jindal School of Management, Fall 2012.

20. University of British Columbia, Souder School of Business, Fall 2012.

21. Georgia State University, Robinson School of Business, Fall 2012.

22. Purdue University, Krannert School of Management, Spring 2012.

23. HEC Montreal, Montreal, Canada, Fall 2011.

24. Massachusetts Institute of Technology, Center for Digital Business, Spring 2011.

25. Indiana University, Rob Kling Center for Social Informatics, Spring 2011.

26. University of Pittsburgh, Information Systems Department, Spring 2011.

27. Washington State University, Information Systems Department, Fall 2010.

28. 16th Americas Conference on Information Systems, Panel on "The Credibility Crisis in IS," Summer 2010.

29. University of Southern California, Information & Operations Management Department, Spring 2010.

30. Johannes Keppler University, Business Informatics Department, Spring 2009.

31. Arizona State University, Carey School of Business, Spring 2009.

32. Georgia State University, Information Systems Department, Fall 2008.

33. University of Georgia, Department of Management Information Systems, Fall 2008.

34. Carnegie Mellon University, Tepper School of Business, Spring 2008.

35. University of Kansas, Department of Accounting & Information Systems, Spring 2008.

36. University of North Carolina, Greensboro, Information Systems Department, Spring 2008.

37. University of California, Los Angeles (UCLA), Information Systems Department, Fall 2007.

38. New Jersey Institute of Technology, School of Management, Fall 2007.

39. University of Houston, Information Systems and Decision Sciences Department, Fall 2007.

40. City University of Hong Kong, Information Systems Department, Summer 2007.

41. University of Texas at Austin, Information and Decision Sciences Department, Spring 2007.

42. University of Oklahoma, Information Systems Department, Winter 2007.

43. University of British Columbia, Information Systems Division, Fall 2006.

44. University of Minnesota, Management Information Systems Research Center, Spring 2006.

45. University of Virginia, Information Systems Department, Spring 2006.

46. Temple University, Information Systems Department, Spring 2006.

47. Naval Postgraduate School, Information & Operations Management Department, Spring 2006.

48. University of Arkansas, Sam Walton School of Business, Fall 2005.

49. Americas Conference on Information Systems, *Panel: Becoming a Great Reviewer*, Summer 2005.

50. Ohio State University, Department of Accounting and Information Systems, Spring 2005.

51. University of Cincinnati, Department of Business Information Technology, Spring 2005.

52. Boston College, Operations, Information, and Strategic Management Department, Fall 2004.

53. University of Georgia, Management Information Systems Department, Fall 2004.

54. Emory University, Decision and Information Analysis Department, Fall 2004.

55. New York University, Information, Operations, and Management Sciences Department, Spring 2003.

56. University of British Columbia, Information Systems Division, Spring 2003.

57. University of California, Los Angeles (UCLA), Information Systems Department, Fall 2002.

# TEACHING EXPERIENCE

- "MIS Pro-Seminar," PhD level, Management Information Systems Department, Temple University, Fall 2015, Fall 2014, Fall 2013.

- "Advanced Quantitative Research Methods II," PhD level, Fox School of Business, Temple University, Fall 2010, Fall 2011, Fall 2012, Spring 2013.

- "MIS Seminar in Electronic Commerce," PhD level, Fox School of Business, Temple University, Spring 2013.

- "Advanced Quantitative Research Methods III," PhD level, Fox School of Business, Temple University, Spring 2012, Spring 2013.

- "Managing Information in the Enterprise," Executive MBA Level, Management Information Systems Department, Fox School of Business, Temple University, Spring 2012.

- "MIS Introductory Seminar," PhD level, Management Information Systems Department, Temple University, Fall 2009/Spring 2010 & Fall 2010/Spring 2011.

- "Principles, Methods, and Tools for the Networked Economy," MBA level, Management Information Systems Department, Temple University, Fall 2009.

- "Markets for Information Goods," Undergraduate level, Management Information Systems Department, Temple University, Spring 2009.

- "Introduction to Information Systems," Undergraduate level, Management Information Systems Department, Temple University, Spring 2009.

- "Information Economics," Undergraduate level, Information Systems Dept., University of California, Riverside, Spring 2008, Winter 2007, Spring 2006.

- "Information Systems Resource Management," MBA level, Information Systems Dept., University of California, Riverside, Spring 2007, Spring 2006, Winter 2005, Winter 2004.

- "Information Systems Strategy," Undergraduate level, Information Systems Dept., University of California, Riverside, Spring 2007, Spring 2006.

- "Contemporary Issues in Management," Graduate level, Information Systems Dept., University of California, Riverside, Spring 2005.

- "Introduction to Management Information Systems," Undergraduate level, Information Systems Dept., University of California, Riverside, Spring 2005, Winter 2005, Fall 2003.

- "Strategies in Information Systems," Undergraduate level, Information Systems Dept., University of California, Riverside, Winter 2004.

- "Computer Systems for Management," Graduate level, Information Systems Dept., University of California, Riverside, Fall 2003.

- "Networks and Electronic Commerce," Information & Operations Management Dept., University of Southern California, Spring 2003.

# THESIS ADVISING

**INFORMATION SYSTEMS**

- Nina Huang, 2017, Arizona State University, Assistant Professor (Co-Chair)

- Kartik Ganju, 2016, McGill University, Assistant Professor (Chair)

- Kevin (Yili) Hong, 2014, Arizona State University, Assistant Professor (Chair)

    o ICIS Top Dissertation Award

    o INFORMS Nunamaker-Chen Best Dissertation Award Runner-Up

- Gordon Burtch, 2013, University of Minnesota, Assistant Professor (Member)

- Yang Yang, 2012, Harbin Institute of Technology, Assistant Professor (Member)

**TOURISM AND HOSPITALITY MANAGEMENT**

- James Du, 2015, Florida State University, Assistant Professor (Member)

# UNIVERSITY SERVICE

**Temple University**

- Co-Director, Data Science Institute (2012-Present)

- Member, Graduate Board, 2011-Present

- Member, Presidential Fellowship Committee

**Fox School of Business**

- Senior Associate Dean, 2016-Present

- Associate Dean of Research, Doctoral Programs, and Strategic Initiatives, 2013-2016

- Chair, Journal Vetting Committee, 2012-Present

- Chair, Distinguished Visiting Scholars Program, 2010-Present

- Chair, Inter-disciplinary Young Scholars Program, 2010-Present

**Management Information Systems (MIS) Department**

- Chair, Faculty Search Committee, 2011, 2012, 2013

- Member, Evaluation Metrics Committee, 2010-2011

- Chair or Member, Internal Faculty Evaluation Committees, 2009-2012

# PROFESSIONAL SERVICE

- **Senior Editor**
  o *Information Systems Research*, 2016-2018
  o *MIS Quarterly*, 2013-2015
  o *Journal of the Association of Information Systems*, 2011-2013
  o "Digital Business Strategy: Toward a New Generation of Insights," *MIS Quarterly*, 2010-2012
  o "Novel Perspectives of Trust in Information Systems," *MIS Quarterly*, 2008-2010
  o "Trust in Online Environments," *Journal of Management Information Systems*, 2006-2007

- **Editorial Boards**
  o *MIS Quarterly* (Associate Editor), 2007-2010
  o *International Journal of Electronic Commerce*, 2007-2011
  o *Electronic Commerce Research and Applications Journal,* 2007-2011
  o *DATABASE,* 2006-2009
  o *Journal of the Association of Information Systems*, 2006-2009

- **Program Co-Chair**
  o Conference on Information Technologies and Systems (CIST), Philadelphia, 2015
  o Americas Conference on Information Systems (AMCIS), Puerto Rico, 2015
  o 22nd Workshop on Information Systems Economics (WISE), Shanghai, China, 2011
  o 5th Mediterranean Conference on Information Systems, Nicosia, Cyprus, 2011
  o 4th Mediterranean Conference on Information Systems, Tel Aviv, Israel, 2010

- **Conference Track Chair**
  o "Electronic Business and Competitive Strategy" Track, *International Conference on Information Systems* (*ICIS*), Auckland, New Zealand, 2013
  o ICMB/Global Mobility Roundtable Conference, Athens, Greece, 2010
  o "Web-based Information Systems and Applications" Track, *International Conference on Information Systems* (*ICIS*), Phoenix, AZ, 2009
  o "Web-based Information Systems and Applications" Track, *International Conference on Information Systems* (*ICIS*), Montreal, Canada, 2007
  o "Electronic and Interactive Marketing" Track, *Academy of Marketing Science* (*AMS*) Conference, Coral Gables, FL, 2007
  o "Web-based Information Systems and Applications" Track, *International Conference on Information Systems* (*ICIS*), Milwaukee, WI, 2006
  o "Trust in an e-Business Context," *Americas Conference on Information Systems* (*AMCIS*), 2002
  o "Trust in Electronic Commerce," *Americas Conference on Information Systems* (*AMCIS*), 2001

- **Program Committee Member**
  o 11th International Conference on Electronic Commerce, Taipei, Taiwan, 2009
  o 11th *INFORMS* Conference on Information Systems and Technologies (*CIST*), Seattle, WA, 2007
  o *Association of Computing Machinery* Conference on Electronic Commerce, San Diego, CA, 2007
  o 9th *INFORMS* Conference on Information Systems & Technology (*CIST*), Denver, CO, 2004
  o 8th *INFORMS* Conference on Information Systems & Technology (*CIST*), Atlanta. GA, 2003
  o *International Resource Management Association* (*IRMA*) Conference, Philadelphia, PA, 2003

- **Reviewer**
  o *MIS Quarterly, Information Systems Research, Management Science, Organization Science, Journal of Marketing, Decision Sciences, Journal of Management Information Systems, Journal of the Association of Information Systems, International Journal of Electronic Commerce, Journal of the Academy of Marketing Science, Decision Support Systems.*

# LEADERSHIP EXPERIENCE

**Senior Associate Dean, Fox School of Business, Temple University (2016 – Present)**

**MAIN DUTIES**

**Research and Grants**

- Develops and articulates the vision, mission, and strategic goals for research and doctoral programs.
- Responsible for recruiting, mentoring, retaining, and providing leadership to over 120 tenure-track faculty and over 200 doctoral students.
- Directs the Office of Research, Doctoral Programs, and Strategic Initiatives and a staff of twelve.
- Oversees the Office operational budget that totals about $20,000,000 across all functions annually.
- Develops the research identity of the Fox School by identifying and promoting unique areas of excellence.
- Advocates and promotes the research program of the Fox School within and outside the University.
- Helps faculty and doctoral students increase their research productivity and impact by building a collegial environment for research founded on a culture of innovation, diversity, and respect.
- Coordinates with Department Chairs to develop Promotion & Tenure (P&T) and merit criteria.
- Sets goals for departments and provides incentives and support to faculty to achieve the departmental goals.
- Ensures all essential resources for faculty and doctoral students to engage in cutting-edge research by providing access to data, facilitating industry partnerships, and fostering collaborations.
- Enriches the research culture of the Fox School with conferences, colloquia, brown bag series, seminar series, and other professional and social activities catered to Fox faculty and PhD students.
- Identifies, evaluates, and leads disciplinary and inter-disciplinary areas of excellence in the school.
- Oversees and supports all research-oriented Centers and Institutes housed in the Fox School.
- Oversees all grants, sponsored research, and contracts from federal and state government and industry.
- Administers all Fox school databases purchases and subscriptions totaling over $400,000.
- Promotes the impact of research to alumni, donors, industry, employers, and other stakeholders.

**Academic Programs**

- Oversees the marketing, promotion, recruitment, and evaluation of all doctoral programs in the Fox School (e.g., PhD in Business Administration, PhD in Statistical Science, the Inter-disciplinary PhD Program on Decision Neuroscience, and the Executive Doctorate in Business Administration).
- Responsible for all executive doctoral programs (Executive DBA programs in Philadelphia and China).
- Advises all undergraduate and graduate programs in Data Sciences (e.g., Masters in Statistical Science, Masters in Business Analytics, and Bachelors of Science in Statistical Science & Data Analytics).
- Oversees the curricula, learning objectives, and Assurance of Learning of all programs in his purview.

**Strategic Initiatives and Industry Outreach**

- Leads multiple inter-disciplinary strategic initiatives at the university level and is the point of contact with the Vice President of Research, Associate Deans of Research, and faculty across campus.
- Chairs the committee in charge of vetting top journals in business, statistics, law, and actuarial science.
- Coordinates the AACSB accreditation process on behalf of research, faculty, and doctoral programs.
- Oversees business development activities with industry partners and the business community.
- Responsible for Dean's Council annual meeting in terms of topic, content, and activities.
- Actively participates in fundraising activities with alumni, donors, and industry.

**MAJOR ACCOMPLISHMENTS**

**Research**

- Developed the research vision and mission with an explicit goal to become a Top 25 business school, and promoted a set of strategic priorities toward achieving this goal.
- Five of nine Fox School departments are consistently ranked in the Top 10 in U.S. based on Research (Information Systems, Risk and Insurance, International Business, Management, Accounting).
  - o **MIS** department ranked #1 in the world for research productivity in 2010–16 according to the UT Dallas Business School Research Rankings.
  - o **Risk & Insurance** department ranked #2 in the nation for research published in the *Journal of Risk Management and Insurance*.
  - o **International Business** ranked #3 in the nation in research productivity in 2012–15 according to the UT Dallas Business School Research Rankings.
  - o **Management** ranked #7 nationally for research productivity of faculty in 2014 according to Texas A&M University's Management Department Productivity Ranking.
  - o **Accounting** ranked #3 nationally for archival audit research and #10 for overall research productivity across all methods and topics since 1990 by BYUaccounting.net.
- Doubled the annual number of publications in top journals, and the Fox School was among the Top 25 in publications in 2014 and Top 50 in 2010-2014 according to the UT Dallas ranking of top journals.
- The Fox School was #23 among all business schools in terms of new SSRN downloads (>40,000).
- Collaboratively developed a strategic vision for the Fox School that focuses on a set of disciplinary and inter-disciplinary research areas of excellence and corresponding strategic priorities, such as Data Sciences, International Business, Entrepreneurship, Decision Neuroscience, and Healthcare.
- Promoted inter-disciplinary strategic initiatives and created Centers and Institutes at the Fox School and Temple University by bringing together upper administration, colleges, departments, and faculty. The university-wide Data Science Institute serves as an example of a strategic initiative across several colleges.
- Worked with all departments to identify and pursue specific strategic areas of research prominence that could help them to propel their research reputation in specific high-profile areas of excellence. Each department at the Fox School has a clear vision for research with specific goals and priorities.
- Developed and implemented the FOX RESEARCH branding to stress the Fox School's visibility, including monthly newsletters, news stories on academic publications, and industry magazines.
- Established and implemented a formal career development and mentoring program for junior faculty. Promoted a "culture of mentorship" for junior faculty as a major hallmark of the Fox School.
- Created clear criteria for offering faculty incentives, such as fellowships, merit, and summer support.
- Developed a comprehensive program for the broad dissemination of research, including newsletters, publications, and bi-annual magazines on special topics, such as Entrepreneurship and Big Data.
- Supported the ascension of the Fox School in the rankings to be in the Top 50 business schools, and ranked highly in certain programs, such as #1 in the Online MBA (US News & World Report) for 3 years in a row.

**Grants**

- Developed P&T and merit criteria for rewarding faculty for obtaining competitive grants.
- Secured over $5,700,000 in grants from federal and state government and industry annually (up from <$1M).
- Created attractive incentives for Principal Investigators (PIs) to receive a part of the grant overhead, thus helping to double the number of grant applications submitted by the Fox School.
- Oversees over 25 active grants and funded projects each year, including effort reporting and compliance.
- Supports over 30 grant applications, such as to NSF and NIH, on an annual basis, exceeding $10M.

**Academic Programs**

- Developed the curriculum and implementation of the Executive DBA program that launched in Fall 2014. Over 100 senior executives with about 20 years of management experience enrolled in three cohorts.
- Led the development of a collaborative Executive DBA program with Tsinghua University in China, which commenced in Fall 2015 with two cohorts totaling about 100 students (about 50 students per year).
- Was responsible for the hiring of the Executive DBA program team that includes 12 faculty and staff.
- Helped to develop a comprehensive marketing campaign to promote the EDBA program.
- Oversaw the operating budget of the Executive DBA program in the USA and China, which exceeds $9M.
- Led a university-wide effort with three schools (Engineering, Science/Technology, Fox School) to promote undergraduate and graduate programs in Data Sciences, resulting in multiple new programs.
- Oversaw the curriculum development, implementation, marketing, recruiting, and successful launch of a new Masters program in Business Analytics, which successfully commenced in Fall 2016.
- Oversaw the development, implementation, and planning of the first Bachelors in Science (BSc) in Statistical Science & Data Analytics at the Fox School, which is poised to commence in Fall 2017.
- Spearheaded the Fox School's emphasis on Science, Technology, Engineering, and Math (STEM).

**Strategic Initiatives and Industry Outreach**

- Leads inter-disciplinary strategic initiatives in the Fox school in Data Science, Decision Neuroscience, and Entrepreneurship. These strategic initiatives received significant funding for new faculty and PhD students.
- Led a university-wide effort to promote inter-disciplinary Data Science research across colleges with $250,000 funding from the Vice President of Research and $100,000 from the Office of the Provost.
- Established 'Decision Neuroscience' as a university-wide strategic initiative, obtained support from the Provost's office for faculty hiring, and developed a joint program with Psychology (College of Liberal Arts). Participated in university-wide effort to secure a $2,370,000 instrumentation funding from the NSF.
- Founded and currently runs the inter-disciplinary 'Young Scholars' forum in the Fox School that provided over $250,000 in seed funding to faculty and doctoral students to support research and grants since 2010. Successful grant applications seed funded by the Young Scholars program already exceeded $2M.
- Led the Dean's Council on the potential of data science for industry and higher education.
- Oversaw the content of the Dean's Council discussions on the changing nature of work.

**Co-Director, Data Science Institute, Temple University (2012-Present)**

**MAIN DUTIES**

- Co-directs the Data Science Institute as one of the major university-wide research priorities.
- Supervises all activities and operations of the Data Science Institute and oversees its budget.
- Coordinates with other schools and departments on university-wide research activities and grants.
- Advises all educational programs related to Data Science in the Fox School, including Masters in Business Analytics, Masters in Statistics, and Bachelors in Statistical Science & Data Analytics.
- Developed and leads a university-wide Data Science Seminar Series with academic and industry speakers.
- Responsible for industry connections, industry advisory board, and university-wide activities.

**MAJOR ACCOMPLISHMENTS**

- Successfully proposed a plan to the Provost's Office to make Data Science a university-wide priority, resulting in collaborative research and programs across several colleges, departments, and faculty.
- Facilitated collaborative grant proposals across schools, including a $900,000 funding between the Fox School, Computer and Information Science, and the Biology Department by NSF (2014-2016).
- Personally secured $50,000 funding for a workshop on "Big Data and Privacy" by NSF (April 2015).
- Led the development of a university-wide IT infrastructure to support big data research in collaboration with Temple University's Computer Services.
- Funding of all Centers and Labs under the umbrella of the Big Data Institute exceeded $10,000,000.

**Associate Dean of Research, Doctoral Programs, and Strategic Initiatives (2013-2016)**

**MAIN DUTIES (additional duties were moved to Senior Associate Dean Role)**

- Oversees all research activities and research programs as the Fox School's Chief Research Officer.
- Administers all research grants, ensures grant compliance, and oversees effort reporting.
- Manages departmental research websites and individual webpages of over 200 Fox faculty.
- Oversees the Fox School SSRN Research Paper Series with over 1,000 papers by Fox faculty.
- Supports multiple events, conferences, lecture series, and workshops throughout the Fox School.

**MAJOR ACCOMPLISHMENTS**

- Led the development of the 'Research Impact Report' to summarize the achievements of the faculty and doctoral students, including publications, grants, awards, and other notable accomplishments in 2015. The Research Impact Report serves as a major recruiting and fundraising tool for the Fox School.
- Redefined the 'Research Roundtable', a school-wide body of senior faculty to promote the school's research agenda, help advance research, and provide mentorship in the Fox School.
- Developed rigorous processes and transparent criteria for Promotion & Tenure (P&T) and annual merit.
- Streamlined the process of accumulating faculty publications and other intellectual activity by leading the implementation of a university-wide software development (Symplectic Elements).
- Worked with the school's Communications group to enhance media mentions of faculty research, and multiple research studies were featured prominently in national and international media.
- Established research awards and recognitions for faculty, including awards for research impact and grants, junior fellowships for untenured faculty, and distinct awards for mid-career faculty.
- Encouraged all departments to develop their own disciplinary strategic vision and mission and focus on faculty hiring along the identified strategic areas to enhance each department's reputation.
- Created incentives for productive faculty in terms of endowed positions, reduced teaching load, startup support, and other rewards, in consultation with Department Chairs and the Dean's Office.
- Developed a staff appreciation day and several social events to enhance relationships with staff.

**Director, PhD Programs in Business Administration; Statistics; Decision Neuroscience (2010-Present)**

### MAIN DUTIES
- Oversees all aspects of the PhD program, such as curriculum, marketing, recruiting, and admissions.
- Oversees ten PhD-granting departments in the Fox School and supervises ten PhD Directors.
- Manages the budget of the PhD program, vision and mission, and Assurance of Learning (AoL).
- Responsible for AACSB accreditation of all doctoral programs in the Fox School.

### MAJOR ACCOMPLISHMENTS
- Improved the placement of PhD students to prestigious research institutions, such as Emory University, University of Minnesota, Arizona State University, University of Florida, University of Connecticut, National University of Singapore, McGill University, and Indian School of Business, among others.
- Enhanced the quality of incoming PhD students to the 95th percentile in terms of standardized scores.
- Developed the "FOX PHD" branding to highlight the school's emphasis on PhD education.
- Increased the number of prestigious University fellowships to Fox PhD students by over 300%.
- Promoted diversity in PhD recruiting, including minority PhD students in each cohort since 2010, and diversity in the PhD program doubled during his tenure as Program Director.
- Developed several programs to recruit PhD students from minority and under-represented groups, including programs with Historically Black Colleges and Universities (HBCUs).
- Led the development of a "Fox PhD" monthly newsletter to showcase the achievements of PhD students.
- Developed a "PhD Colloquium" with aspirant schools to enhance the quality of the PhD program.
- Built a collaboration with the Wharton School to allow PhD students to take courses in both schools.
- Developed a program to improve the professional development of PhD students in terms of communication, writing, and presentation skills and hired a full-time person to help PhD students.
- Established a PhD alumni program to enhance relationships and fundraising with Fox PhD alumni.

## Research Director, Institute for Business and Information Technology (IBIT) (2010-2012)

### MAIN DUTIES
- Oversaw the Institute's practice-oriented research program and industry publications.
- Coordinated research collaborations between Fox faculty and industry partners.
- Participated in the broader fundraising and development activities of the Institute.

### MAJOR ACCOMPLISHMENTS
- Initiated several industry-academic collaborations, including Merck, Campbell Soup, and SAP.
- Supported multiple collaborative research projects that resulted in publications and white papers.
- Participated in the Institute's fundraising efforts to support collaborative research projects with industry. IBIT annually raises about $500,000 from memberships and sponsored projects.