

Paul A. Pavlou
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BIO

Paul A. Pavlou is Senior Associate Dean responsible for 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 Big Data Institute at Temple University.

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 proposed and implemented the FOX RESEARCH brand to enhance the Fox School's research visibility, including developing the 'Research Impact Report' to demonstrate the broader impact of the Fox School's research for academia, industry, practice, and society. He also oversees over \$5M in research grants.

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 Big Data 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.

Paul received his Ph.D. from the University of Southern California. He was ranked first in the world in publications in the two top MIS journals (*MISQ* and *ISR*) for 2010-2014. His work has been cited over 22,000 times by Google Scholar. Paul was also recognized among the "World's Most Influential Scientific Minds" by Thomson Reuters based on analysis of "Highly Cited" authors during the 2002-2012 period.

His research appeared in *MIS Quarterly (MISQ)*, *Information Systems Research (ISR)*, *Journal of Marketing*, *Journal of Marketing Research*, *Journal of Management Information Systems*, *Journal of the Association of Information Systems*, *Journal of the Academy of Marketing Science*, and *Decision Sciences*, among many others. His research spans multiple disciplines---information systems, marketing, and strategic management---and it focuses on data analytics, e-commerce strategy, and the development of 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, the *Top 5 Papers* award in *Decision Sciences* in 2006, the *Runner-Up to the Best Paper* award of the 2005 Academy of Management Conference, the *Best Doctoral Dissertation* award of the 2004 International Conference on Information Systems (*ICIS*), the *Best Interactive Paper* award of the 2002 Academy of Management Conference, and the *Best Student Paper* award and the *Best Paper Award* of the Academy of Management Conference in 2001 and 2012, respectively.

Paul is a Senior Editor at *ISR* and earlier at *MISQ* and *JAIS*. Earlier, 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 (OCIS Division), and the 2003 *MISQ* 'Reviewer of the Year' award.

PROFESSIONAL RECOGNITIONS & AWARDS

- 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.

WORK EXPERIENCE

2016 - Present **Senior Associate Dean, Fox School of Business, Temple University**

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

MAIN DUTIES

- Responsible for recruiting, mentoring, and retaining a world-class faculty and doctoral students.
- Helps faculty and doctoral students increase their research productivity and impact by building a nurturing environment for research founded on a culture of innovation, diversity, and ethics.
- Fosters all research activities and research programs as the Fox School's Chief Research Officer.
- Identifying, evaluating, and pursuing disciplinary and inter-disciplinary areas of excellence.
- Administers all research grants, ensures grant compliance, and oversees effort reporting.
- Oversees and supports all research-oriented Centers and Institutes housed in the Fox School.
- Responsible for marketing, recruiting, and evaluation all doctoral programs at the Fox School (e.g., PhD in Business Administration, PhD in Statistics, the Inter-disciplinary PhD Program on Decision Neuroscience, and the Executive Doctorate in Business Administration).
- Oversees undergraduate and graduate programs in Data Sciences---Masters in Statistical Science, Masters in Business Analytics, and BS in Statistical Science and Data Analytics.
- Enhances the quality of the curriculum and learning objectives of all programs in his purview.
- Directs the Office of Research, Doctoral Programs, and Strategic Initiatives and twelve staff.
- Coordinates AACSB Accreditation process on behalf of research, faculty, and doctoral programs.
- Leads multiple inter-disciplinary strategic initiatives at the school and university level.

MAJOR ACCOMPLISHMENTS

Research

- Five of nine Fox departments have been ranked in the Top 10 in U.S. based on research (Information Systems, Risk and Insurance, International Business, Accounting, Management).
 - **MIS** department ranked #1 in the world for research productivity in 2010–16 according to the UT Dallas Business School Research Rankings.
 - The **Risk & Insurance** department ranked #2 in the nation for research published in the *Journal of Risk Management and Insurance*.
 - **International Business** ranked #3 in the nation in research productivity in 2012–15 according to the UT Dallas Business School Research Rankings.
 - **Management** ranked #7 nationally for research productivity of faculty in 2014 according to Texas A&M University's Management Department Productivity Ranking.
 - **Accounting** ranked #3 nationally for archival audit research and #10 for overall research productivity across all methods and topics since 1990 by BYUaccounting.net.
- Developed the research vision and mission with the goal to become a Top 25 business school.
- 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.
- Led the development of the 'Research Impact Report' to summarize the achievements of the faculty and doctoral students, including publications, grants, awards, and other recognitions. The Research Impact Report serves as a major recruiting and fundraising tool for the Fox School.
- Established and implemented a formal development and mentoring program for junior faculty.
- Developed rigorous processes and transparent criteria for Promotion & Tenure (P&T).
- Created clear criteria to enhance faculty incentives, such as fellowships and summer support.
- 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.
- 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 (<http://jindal.utdallas.edu/the-utd-top-100-business-school-research-rankings/>).

Grants

- Manages over \$5,000,000 in research grants from federal and state government and industry.
- Oversees over 25 active grants, including effort reporting and compliance.
- Supports over 30 grant applications, such as NSF and NIH, on an annual basis, exceeding \$10M.
- Developed P&T and merit criteria for rewarding faculty for obtaining competitive grants.

Strategic Initiatives

- Leads inter-disciplinary strategic initiatives in the Fox school in the domain of Data Science and Data Analytics, Decision Neuroscience, and Entrepreneurship. These strategic initiatives received significant internal and external funding for new faculty, PhD students, and research.
- Established ‘Decision Neuroscience’ as a university-wide strategic initiative, obtained support from the Provost’s office for faculty hiring, and developed joint graduate programs with Psychology.
- Founded and oversees the inter-disciplinary ‘Young Scholars’ forum that provided over \$250,000 in total seed funding to faculty and PhD students to support research and grant applications. Successful grant applications seed funded by the Young Scholars program exceeded \$1,500,000.

Data Sciences Programs

- Oversaw the curriculum development, implementation, marketing, and successful launch of a Masters program in Business Analytics that commences in Fall 2016.
- Oversees the development, implementation, and launch of the first Bachelors in Science (BS) in Statistical Science & Data Analytics at the Fox School.
- Leads a university-wide effort with three schools (Engineering, Science/Technology, Fox School) to promote undergraduate and graduate programs in Data Sciences.
- Spearheads the Fox School’s emphasis on Science, Technology, Engineering, and Math (STEM).

Executive Doctorate in Business Administration (EDBA)

- Led the curriculum and implementation of the EDBA 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 EDBA program with Tsinghua University in China, which commences in Fall 2016 with an expected cohort of about 50-60 EDBA students per year.

Office of Research, Doctoral Programs, and Strategic Initiatives

- Oversees the office budget that totals about \$12,000,000 annually.
- Administers all Fox school databases purchases and subscriptions totaling over \$400,000.
- Manages departmental research websites and individual webpages of over 200 Fox faculty.
- Streamlined the process of accumulating faculty publications and other intellectual activity by leading the implementation of a university-wide software development (Symplectic Elements).
- Oversees the Fox School SSRN Research Paper Series with over 1,000 papers by Fox faculty. The Fox School was #23 among all business schools in the number of new downloads (37,500).
- Supports multiple events, conferences, lecture series, and workshops throughout the Fox School.
- Leads and energizes an office staff of six full-time and six part-time employees.

2014 – Present **Co-Director, Big Data Institute, Temple University**

MAIN DUTIES

- Advises all educational programs related to big data in the Fox School, including Masters in Business Analytics, Masters in Statistics, and Bachelors in Statistical Science & Data Analytics.
- Oversees all research centers related to the Big Data Institute that are housed in the Fox School.
- Coordinates with other schools and departments on university-wide research activities and grants.
- Supervises all events and operations of the Big Data Institute and oversees its budget.
- Responsible for industry connections and industry advisory board.

MAJOR ACCOMPLISHMENTS

- Advised the development of data analytics programs, including a ‘Masters in Business Analytics’ and a Bachelors in ‘Statistical Science & Data Analytics’, both launching in Fall 2016.
- Successfully proposed a plan to the Provost’s Office to make Big Data a university-wide priority, resulting in collaborative research and programs across several schools and departments.
- Led the development of a university-wide IT infrastructure to support big data research in collaboration with Temple University’s Computer Services.
- Facilitated collaborative grant proposals across schools, including a \$900,000 NSF funding between the Fox School, Computer and Information Science, and the Biology Department (2014-2016).
- Personally secured \$50,000 NSF funding for a workshop on “Big Data and Privacy” (April 2015).
- Led the Dean’s Council on a fundraising effort on the potential of big data for higher education.
- Funding of all Centers and Labs under the umbrella of the Big Data Institute exceeds \$10,000,000.

2010 – Present **Director, PhD Program in Business Administration**

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 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 96th percentile in 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.
- Led the development of a “Fox PhD” newsletter to showcase the achievements of PhD students.
- 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.

2010 – 2013 **Research Director, Institute for Business and Information Technology (IBIT)**

MAIN DUTIES

- Oversaw the Institute’s practice-oriented research program and industry publications.
- Coordinated research collaborations between Fox faculty and industry partners.

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.
- Helped with the Institute’s fundraising efforts to support collaborative research with industry.

EMPLOYMENT

- 07/16 – Present Senior Associate Dean & Milton F. Stauffer Professor
Fox School of Business, Temple University
- 07/13 – 07/16 Milton F. Stauffer Professor of Information Technology and Strategy
Associate Dean of Research, Doctoral Programs, and Strategic Initiatives
Fox School of Business, Temple University
- 7/12 – 07/13 Professor of Information Systems, Marketing, and Strategic Management
Fox School of Business, Temple University
- 9/08 – 06/12 Associate Professor of Information Systems, Marketing, and Strategic Management
Fox School of Business, Temple University
- 7/08 – 09/08 Associate Professor of Information Systems (with tenure),
Anderson Graduate School of Management, University of California, Riverside
- 7/03 – 06/08 Assistant Professor of Information Systems,
Anderson Graduate School of Management, University of California, Riverside
- 9/99 – 5/04 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”
Awards: 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**
 - Data Sciences, Business Analytics, Big Data
- ❑ **Electronic Commerce**
 - Online Markets, Online Auctions, Trust, Uncertainty, Information Asymmetry
- ❑ **Digital Business Strategy**
 - Dynamic Capabilities, IT Strategy in Dynamic Environments, Chief Information Officer
- ❑ **Research Methods**
 - Causal Models, Bayesian Networks, Longitudinal Growth Modeling, Neuroimaging Methods

SELECTED PUBLICATIONS

JOURNAL PUBLICATIONS

1. 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).
2. Hu, Nan, **Paul A. Pavlou**, and Jennifer Zhang (2017), "On Selection Biases in Online Product Reviews," *MIS Quarterly* (forthcoming).
3. 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).
4. 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.
5. 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.
6. 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.
7. 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.
8. Yadav, Manjit and **Paul A. Pavlou** (2014), "Marketing in Computer-Mediated Environments: Research Synthesis and New Directions," *Journal of Marketing*, 78, 1, 20-40.
9. Hong, Yili and **Paul A. Pavlou** (2014), "Product Fit Uncertainty: Nature, Effects, and Antecedents," *Information Systems Research*, 25, 2, 328-344.
10. 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.
11. 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.
12. 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.
13. 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.
14. 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.
15. 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.

16. 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.
17. **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.
18. 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.
19. 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.
20. **Pavlou, Paul A.** and Omar A. El Sawy (2011), "Understanding the Elusive Black Box of Dynamic Capabilities," *Decision Sciences*, 42, 1, 239-273.
21. 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.
22. **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.
23. 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.
24. 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.
25. 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.
26. 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.
27. 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.
28. 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.
29. El Sawy, Omar and **Paul A. Pavlou** (2008), "IT-Enabled Business Capabilities for Turbulent Environments," *MIS Quarterly Executive*, 7, 3, 139-150.
30. **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.
31. **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).
32. Etlie, 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).

33. **Pavlou, Paul A.** and Mendel Fygenon (2006), "Understanding and Predicting Electronic Commerce Adoption: An Extension of the Theory of Planned Behavior," *MIS Quarterly*, 30, 1, 115-143.
34. **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.
35. **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.
36. **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.
37. **Pavlou, Paul A.** and David Gefen (2004), "Building Effective Online Marketplaces with Institution-Based Trust," *Information Systems Research*, 15, 1, 27-53.
38. **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.
39. Featherman, Mauricio and **Paul A. Pavlou** (2003), "Predicting E-Services Adoption: A Perceived Risk Facets Perspective," *International Journal of Human-Computer Studies*, 59, 4, 451-474.
40. **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.
41. 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.
42. Ba, Sulim 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. 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*).
2. Chen, Pei-yu, **Paul A. Pavlou**, and Yang, Yang, (2016), "Enhancing Open Innovation Contests in Online Markets," (under 3rd round of review in *Production and Operations Management*).
3. Zhang, Bin, **Paul A. Pavlou**, and Ramayya Krishnan (2016), "Direct Versus Indirect Peer Influence in Large Social Networks," (under preparation for a 3rd round of review in *Information Systems Research*).
4. Hong, Yili (Kevin) and **Paul A. Pavlou** (2016), "On Buyer Selection of Service Providers in Online Outsourcing Platforms for IT Services," (under 2nd round of review in *Information Systems Research*).
5. 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*).
6. 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*).
7. 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*).

SPONSORED RESEARCH

- 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.
- 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.

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.”
- Park, YoungKi, **Paul A. Pavlou**, and Nilesh Saraf (2016), “Configurations of Innovation Ambidexterity using Information Technology.”
- Wu, Shin-yi and **Paul A. Pavlou** (2016), “Optimal Fixed-Up-To (FUT) Pricing for Information Services.”
- 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.”

INVITED PRESENTATIONS

1. University of Minnesota, Information and Decision Sciences Department, Fall 2016.
2. University of Pennsylvania, The Wharton School, Spring 2016.
3. Carnegie Mellon University, Heinz School, Fall 2015.
4. University of Arizona, Carey School of Business, Fall 2015.
5. Boston University, Information Systems Department, Fall 2014.
6. Keynote Address, Global Information Technology Management Association, Summer 2014.
7. Plenary Address, Big Data Expert Meeting, Amsterdam, Netherlands, Summer 2014.
8. University of Texas at Austin, McCombs School of Business, Spring 2014.
9. University of Florida, Warrington College of Business, Spring 2014.
10. Arizona State University, Carey School of Business, Spring 2014.
11. Erasmus University, Rotterdam School of Management, Fall 2013.
12. University of Florida, Warrington College of Business, Spring 2013.
13. University of Maryland, Robert Smith School of Business, Spring 2013.
14. University of Texas at Dallas, Jindal School of Management, Fall 2012.
15. University of British Columbia, Souder School of Business, Fall 2012.
16. Georgia State University, Robinson School of Business, Fall 2012.
17. Purdue University, Krannert School of Management, Spring 2012.
18. HEC Montreal, Montreal, Canada, Fall 2011.
19. Massachusetts Institute of Technology, Center for Digital Business, Spring 2011.
20. Indiana University, Rob Kling Center for Social Informatics, Spring 2011.
21. University of Pittsburgh, Information Systems Department, Spring 2011.
22. Washington State University, Information Systems Department, Fall 2010.
23. 16th Americas Conference on Information Systems, Panel on “The Credibility Crisis in IS,” Summer 2010.
24. University of Southern California, Information & Operations Management Department, Spring 2010.
25. Johannes Kepler University, Business Informatics Department, Spring 2009.
26. Arizona State University, Carey School of Business, Spring 2009.

27. Georgia State University, Information Systems Department, Fall 2008.
28. University of Georgia, Department of Management Information Systems, Fall 2008.
29. Carnegie Mellon University, Tepper School of Business, Spring 2008.
30. University of Kansas, Department of Accounting & Information Systems, Spring 2008.
31. University of North Carolina, Greensboro, Information Systems Department, Spring 2008.
32. University of California, Los Angeles (UCLA), Information Systems Department, Fall 2007.
33. New Jersey Institute of Technology, School of Management, Fall 2007.
34. University of Houston, Information Systems and Decision Sciences Department, Fall 2007.
35. City University of Hong Kong, Information Systems Department, Summer 2007.
36. University of Texas at Austin, Information and Decision Sciences Department, Spring 2007.
37. University of Oklahoma, Information Systems Department, Winter 2007.
38. University of British Columbia, Information Systems Division, Fall 2006.
39. University of Minnesota, Management Information Systems Research Center, Spring 2006.
40. University of Virginia, Information Systems Department, Spring 2006.
41. Temple University, Information Systems Department, Spring 2006.
42. Naval Postgraduate School, Information & Operations Management Department, Spring 2006.
43. University of Arkansas, Sam Walton School of Business, Fall 2005.
44. Americas Conference on Information Systems, *Panel: Becoming a Great Reviewer*, Summer 2005.
45. Ohio State University, Department of Accounting and Information Systems, Spring 2005.
46. University of Cincinnati, Department of Business Information Technology, Spring 2005.
47. Boston College, Operations, Information, and Strategic Management Department, Fall 2004.
48. University of Georgia, Management Information Systems Department, Fall 2004.
49. Emory University, Decision and Information Analysis Department, Fall 2004.
50. New York University, Information, Operations, and Management Sciences Department, Spring 2003.
51. University of British Columbia, Information Systems Division, Spring 2003.
52. 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

- Kartik Ganju, 2016, McGill University, (Chair)
- Kevin (Yili) Hong, 2014, Arizona State University, Assistant Professor (Chair)
 - ICIS Top Dissertation Award
 - INFORMS Nunamaker-Chen Best Dissertation Award Runner-Up
- Gordon Burch, 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

- Member, Graduate Board, 2011-Present

Fox School of Business

- 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**
 - *Information Systems Research*, 2016-2018
 - *MIS Quarterly*, 2013-2015
 - *Journal of the Association of Information Systems*, 2011-2013
 - “Digital Business Strategy: Toward a New Generation of Insights,” *MIS Quarterly*, 2010-2012
 - “Novel Perspectives of Trust in Information Systems,” *MIS Quarterly*, 2008-2010
 - “Trust in Online Environments,” *Journal of Management Information Systems*, 2006-2007
- **Editorial Boards**
 - *MIS Quarterly* (Associate Editor), 2007-2010
 - *International Journal of Electronic Commerce*, 2007-2011
 - *Electronic Commerce Research and Applications Journal*, 2007-2011
 - *DATABASE*, 2006-2009
 - *Journal of the Association of Information Systems*, 2006-2009
- **Program Co-Chair**
 - Conference on Information Technologies and Systems (CIST), Philadelphia, 2015
 - Americas Conference on Information Systems (AMCIS), Puerto Rico, 2015
 - 22nd Workshop on Information Systems Economics (WISE), Shanghai, China, 2011
 - 5th Mediterranean Conference on Information Systems, Nicosia, Cyprus, 2011
 - 4th Mediterranean Conference on Information Systems, Tel Aviv, Israel, 2010
- **Conference Track Chair**
 - “Electronic Business and Competitive Strategy” Track, *International Conference on Information Systems (ICIS)*, Auckland, New Zealand, 2013
 - ICMB/Global Mobility Roundtable Conference, Athens, Greece, 2010
 - “Web-based Information Systems and Applications” Track, *International Conference on Information Systems (ICIS)*, Phoenix, AZ, 2009
 - “Web-based Information Systems and Applications” Track, *International Conference on Information Systems (ICIS)*, Montreal, Canada, 2007
 - “Electronic and Interactive Marketing” Track, *Academy of Marketing Science (AMS) Conference*, Coral Gables, FL, 2007
 - “Web-based Information Systems and Applications” Track, *International Conference on Information Systems (ICIS)*, Milwaukee, WI, 2006
 - “Trust in an e-Business Context,” *Americas Conference on Information Systems (AMCIS)*, 2002
 - “Trust in Electronic Commerce,” *Americas Conference on Information Systems (AMCIS)*, 2001
- **Program Committee Member**
 - 11th International Conference on Electronic Commerce, Taipei, Taiwan, 2009
 - 11th *INFORMS* Conference on Information Systems and Technologies (*CIST*), Seattle, WA, 2007
 - *Association of Computing Machinery* Conference on Electronic Commerce, San Diego, CA, 2007
 - 9th *INFORMS* Conference on Information Systems & Technology (*CIST*), Denver, CO, 2004
 - 8th *INFORMS* Conference on Information Systems & Technology (*CIST*), Atlanta, GA, 2003
 - *International Resource Management Association (IRMA)* Conference, Philadelphia, PA, 2003
- **Reviewer**
 - *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*.