

IL-HORN HANN

Associate Professor
Robert H. Smith School of Business
University of Maryland
Spring 2018

PERSONAL DATA

Family Status: Married, two sons.
Citizenship: German

EDUCATION

2000 Ph.D., Operations and Information Management, The Wharton School, University of Pennsylvania
“Competition in Electronic Markets”
(Eric Clemons, Paul Kleindorfer, David Reibstein, Lorin Hitt, David Croson)

1994 Diplom, Computer Science and Business Administration, Technical University Darmstadt, Darmstadt, Germany

FORMER POSITIONS AND PRESENT POSITIONS

2008 – Associate Professor, Robert H. Smith School, University of Maryland
Co-Director for the Center of Digital Innovation, Technology, and Strategy

2002 – 2008 Assistant Professor, Marshall School of Business, University of Southern California

2000 – 2002 Assistant Professor, GSIA, Carnegie Mellon University

PUBLICATIONS

Articles in refereed journals

1. Koh, B. and Hann, I.H., and Raghunathan, S., “Digitization, Unbundling, and Piracy: Consumer Adoption amidst Disruptive Innovations in the Music Industry,” *MIS Quarterly*, forthcoming.
2. Ye, S., Viswanathan, S., Hann, I.H., “The Value of Reciprocity in Online Barter Markets: An Empirical Investigation,” *MIS Quarterly*, forthcoming.
3. Wang, A.C., Zhang, M. and Hann, I.H., “Social Bias in Online Product Ratings: A Quasi-Experiment,” *Information Systems Research*, forthcoming.
4. Qiu, Y., Gopal, A., and Hann, I.H., “Synthesizing Professional and Market Logics: A Study of iOS App Entrepreneurs,” *Information Systems Research*, Vol. 28, No. 2, June 2017, pp. 225-249.
5. Hann, I.H. and J.H. Oh, “Combating Prerelease Piracy: Modeling the Effects of Antipiracy Measures in P2P Networks,” *INFORMS Journal on Computing*, Vol. 29, No. 1, Winter 2017, pp. 92-107.
6. Hann, I.H., Niculescu, M.F., and Koh, B., “The Double-Edged Sword of Backward Compatibility: The Adoption of Multi-Generational Platforms in the Presence of Intergenerational Services,” *Information Systems Research*, Vol. 27, No. 1, March 2016, pp. 112-130.
7. Hinz, O., Spann, M., and Hann, I.H., “Can’t Buy Me Love, or Can I? Social Capital Attainment Through Conspicuous Consumption,” *Information Systems Research*, Vol. 26, No. 4, September 2015, pp. 859 – 870.
8. Hann, I.H., Roberts, J., Slaughter, S. and Fielding, R., “What is the Economic Value of Volunteering in Open Source Software Communities: An Empirical Analysis of the Apache Projects,” *Information Systems Research*, Vol. 24, No. 3, September 2013, pp. 520-538.

9. Hinz, O., Hann, I.H., and Spann, M., "Price Discrimination in E-Commerce? An Examination of Dynamic Pricing in Name-Your-Own-Price Markets," *MIS Quarterly*, Vol. 35, No. 1, June 2011.
10. Abbas, A. and Hann, I.H., "Measuring Risk Aversion in a Name-Your-Own-Price Channel," *Decision Analysis*, Vol. 7, No. 1, March 2010, pp. 123-136.
11. Hann, I. H., Hui, K.L., Lee, T., and Png, I., "Consumer Privacy and Marketing Avoidance: A Static Model," *Management Science*, Vol. 54, No. 6, June 2008, pp. 1094-1103.
12. Hann, I. H., Hui, K.L., Lee, T., and Png, I., "Overcoming Information Privacy Concerns: An Information Processing Theory Approach," *Journal of Management Information Systems*, Vol. 24, No. 2, pp. 13-42, Fall 2007.
13. Hann, I. H., Hui, K.L., Lai, Y.L., Lee, T., and Png, I., "Who Gets Spammed?" *Communication of the ACM*, Vol. 49, No. 10, October 2006.
14. Roberts, J., Hann, I.H. and Slaughter, S., "Understanding the Motivations, Participation, and Performance of Open Source Software Developers: A Longitudinal Study of the Apache Projects," *Management Science*, Vol. 52, No 7, July 2006.
15. Terwiesch, C., Savin, S., and Hann, I.H., "Online Haggling at a Name-Your-Own Price Retailer: Theory and Application," *Management Science*, Vol. 51, No. 3, March 2005.
16. Hann, I.H. and Terwiesch, C., "Measuring the Frictional Costs of Online Transactions: The Case of a Name-Your-Own-Price-Channel," *Management Science*, Vol. 49, No. 11, November 2003.
17. Clemons, E.K., Hann, I.H., and Hitt, L., "Price Dispersion and Differentiation in Online Travel: An Empirical Investigation," *Management Science*, Vol. 48, No. 4, April 2002.
18. Clemons, E.K., Hann, I.H., "Rosenbluth International: Strategic Transformation of a Successful Enterprise," *Journal of Management Information Systems*, Vol. 16, No. 2, Fall 1999.

Book chapters

1. Roberts, J., Hann, I.H., and Slaughter, S., "Communication Networks in an Open Source Software Project," in *Open Source Systems*, eds. E. Damiani, B. Fitzgerald, W. Scacchi, M. Scotto, and G. Succi, Springer-Verlag, New York, 2006, pp. 297-306.

Articles in conference proceedings

1. Qiu, Y., Hann, I.H., and Gopal, A., "From invisible hand to visible hand: platform governance and institutional logic of independent Mac developers, 2001-2012," Academy of Management Conference, Philadelphia, PA, August 2014.
2. Hann, I.H., Koh, B., and Niculescu, M. "The Adoption of Multi-Generational Platforms in the Presence of Intergenerational Services," Platform Strategy Research Symposium, Boston University, July 2014.
3. Qiu, Y., Hann, I.H., and Gopal, A., "From invisible hand to visible hand: platform governance and institutional logic of independent Mac developers, 2001-2012," 34th International Conference on Information Systems, General IS Topics Track, Milan, Italy, December 2013.
4. Qiu, Y., Gopal, A., and Hann, I.H., "Synthesizing Professional and Market Logics: A Study of Independent iOS App Entrepreneurs," 32nd International Conference on Information Systems, Break-through Ideas Track, Shanghai, China, December 2011.
5. Ye, S., Hann, I.H., and Viswanathan, S.. "Truck, Barter, and Exchange: An Empirical Investigation of Reciprocity in Online P2P Barter Markets," 32nd International Conference on Information Systems, Shanghai, China, December 2011.
6. Hinz, O., Spann, M., and Hann, I.H., "Prestige Goods and Social Status in Virtual Worlds," Paper 190. In: Proceedings of the 31st International Conference on Information Systems, Completed Research Track, St. Louis, MO, December 2010.

7. Hinz, O., Hann, I.H., and Spann, M., "The Validity of Decision Making in Virtual Worlds: An Experimental Test of Altruism, Fairness, and Presence," 18th European Conference on Information Systems (ECIS), Pretoria, South Africa, June 2010.
8. Hann, I. H., Hui, K.L., Lee, T., and Png, I., "Analyzing Information Privacy Concerns: An Information Processing Theory Approach," Proceedings of the 40th Hawaii International Conference on System Sciences (HICSS), Hawaii, January 2007.
9. Hann, I.H., Roberts, J. and , Slaughter, S., "Why Developers Participate in Open Source Software Projects: An Empirical Investigation," Proceedings of the 25th International Conference on Information Systems, Completed Research Track, Washington, D.C., December 2004.
10. Hann, I.H., Roberts, J., Slaughter, S. and Fielding, R., "Economics of Open Source Software: Can Project Participation Be Explained by Career Concerns?" In: Proceedings of the 23rd International Conference on Information Systems, Completed Research Track, Barcelona, December 2002.
11. Hann, I. H., Hui, K.L., Lee, T., and Png, I., "Online Information Privacy: Measuring the Cost-Benefit Trade-off," In: Proceedings of the 23rd International Conference on Information Systems, Completed Research Track, Barcelona, December 2002.
12. Hann, I.H., Roberts, J., Slaughter, S., and Fielding, R., "Why Do Developers Contribute to Open Source Projects: First Economic Evidence," In: Proceedings of the Meeting Challenges and Surviving Success: 2nd Workshop on Open Source Software Engineering, International Conference on Software Engineering, Orlando, May 2002.
13. Clemons, E. and Hann, I.H., "Rosenbluth International: Strategic Transformation of a Successful Enterprise," Proceedings of the 32nd Hawaii International Conference on System Sciences (HICSS), January 1999.

NON-PUBLISHED PAPERS

Completed working papers

1. Kim, K. and Hann, I.H., "Democratizing Access to Capital: Credit Availability, Internet Connectivity, and Crowdfunding," Status: under review at *Information Systems Research*, 3rd round.
2. Qiu, Y., Hann, I.H., and Gopal, A., "From invisible hand to visible hand: platform governance and institutional logic of independent Mac developers, 2001-2012," Status: submitted to *Strategic Management Journal*.
3. Hann, I.H., J.H. Oh, and Kim, S.T., "The Case of Bitcoin Under Currency Risks," Working Paper, March 2018
4. Hann, I.H. and Oh, J.H., G. James, "From Piracy to Business Intelligence: A Functional Data Analysis of P2P Traffic," Working Paper, June 2017.
5. Hann, I.H., Roberts, J., and Slaughter, S., "Motivation of Open Source Software Contributors," Working Paper, April 2016.
6. Al-Hasan, A., Hann, I.H., Viswanathan, S., "Information Spillover and Strategic Behaviors in Open Innovation Crowdsourcing Contests: An Empirical Investigation," Working Paper, March 2014.

PROFESSIONAL ACTIVITIES

Awards, prizes, honors

Best Student Paper Award: Kim, K. and Hann, I.H., "Crowdfunding and the Democratization of Access to Capital: A Geographical Analysis," Conference for Information Systems and Technology, October 2013.

Top 15% Teaching Award Winners, Robert H. Smith School of Business, University of Maryland, 2008-2009.

Service Award “Information Systems Research,” August 2007.

Nominated for Best Paper Award: “Analyzing Information Privacy Concerns: An Information Processing Theory Approach,” 40th Hawaii International Conference on System Sciences (HICSS), Hawaii, January 2007.

Best Theme Paper Award: “Why Developers Participate in Open Source Software Projects: An Empirical Investigation,” 25th International Conference on Information Systems, Washington, D.C., December 2004.

Runner-Up, Best Research Paper Award: “Economics of Open Source Software: Can Project Participation Be Explained by Career Concerns?” 23rd International Conference on Information Systems, Barcelona, Spain, December 2002.

Runner-Up, Best Theme Paper Award: “Online Information Privacy: Measuring the Cost-Benefit Trade-off,” 23rd International Conference on Information Systems, Barcelona, Spain, December 2002.

Honorable Mention, Roman Weil Prize. GSIA, Carnegie Mellon University 2001.

Conference presentation

Workshop on Information Systems and Economics (WISE), “Seeing the Writing on the Wall: Detecting Early Piracy Momentum Through Functional Maxima Detection,” Seoul Korea, December 2017

Workshop on Information Systems and Economics (WISE), “Revenue Sharing and User Engagement in Social Media: Theory and Evidence from YouTube,” Poster presentation, Seoul Korea, December 2017.

Academy of Management Conference, “From invisible hand to visible hand: platform governance and institutional logic of independent Mac developers, 2001-2012,” Philadelphia, PA, August 2014.

Platform Strategy Research Symposium, “The Adoption of Multi-Generational Platforms in the Presence of Intergenerational Services,” Boston University, July 2014.

Workshop on Information Systems and Economics (WISE), “Digitization, Unbundling, and Piracy: Consumer Adoption amidst Disruptive Innovations in the Music Industry,” Milan, Italy, December 2013.

33rd International Conference on Information Systems, “From invisible hand to visible hand: platform governance and institutional logic of independent Mac developers, 2001-2012,” Milan, Italy, December 2013.

Conference on Information Systems and Technology (CIST), “Crowdfunding and the Democratization of Access to Capital: A Geographical Analysis,” Minneapolis, Minnesota, November 2013.

Workshop on Information Systems and Economics (WISE), “Giving the Old Platform a New Lease on Life: The Unintended Effect of Backward Compatibility on Platform Adoption Decisions,” Poster presentation, Orlando, FL, December 2012.

Academy of Management Conference, Entrepreneurship Division, “Synthesizing Market and Professional Logics Amongst Independent Software Entrepreneurs: A Study of Mobile Software Developers on the Apple AppStore,” Boston, MA, August 2012.

34th INFORMS Marketing Science Conference, “From Piracy to Business Intelligence: Using Pre-release Piracy Data to Predict Music Sales,” Boston, MA, June 2012

Workshop on Information Systems and Economics (WISE), “Truck, Barter, and Exchange: An Empirical Investigation of Reciprocity in Online P2P Bartering,” Shanghai, China, December 2011.

32nd International Conference on Information Systems (ICIS), “Truck, Barter, and Exchange: An Empirical Investigation of Reciprocity in Online P2P Barter Markets,” Shanghai, China, December 2011.

32nd International Conference on Information Systems (ICIS), “Synthesizing Professional and Market Logics: A Study of Independent iOS App Entrepreneurs,” Shanghai, China, December 2011.

Stanford Institute for Economic Policy Research, Fall 2011 SIEPR Policy Forum: Social Media and the Economy, "Measuring Facebook's Spinoffs & Economic Impact," Palo Alto, CA, November 2011.

Conference on Information Systems and Technology (CIST), "Truck, Barter, and Exchange: An Empirical Investigation of Reciprocity in Online P2P Bartering," Charlotte, North Carolina, November 2011.

INFORMS 2011 Annual Meeting, "Max Headroom and Bob Dylan Walk into a Bundle: Digital Distribution in the Post Napster Era," Charlotte, North Carolina, November 2011.

31st International Conference on Information Systems (ICIS), "Prestige Goods and Social Status in Virtual Worlds," St. Louis, MO, December 2010.

Workshop on Information Systems and Economics (WISE), "Social Bias in Online Product Ratings: A Quasi-Experimental Analysis," St. Louis, MO, December 2010.

Workshop on Information Systems and Economics (WISE), "The Interplay between Seeders and Pirates in P2P Networks: An Empirical Analysis," St. Louis, MO, December 2010.

18th European Conference on Information Systems (ECIS), "The Validity of Decision Making in Virtual Worlds: An Experimental Test of Altruism, Fairness, and Presence," Pretoria, South Africa, June 2010.

Workshop on Information Systems and Economics (WISE), "Piracy Propagation in P2P Networks," Phoenix, Arizona, December 2009.

Workshop on Information Systems and Economics (WISE), "Decision-making in Virtual Worlds," Paris, France, December 2008.

Workshop on Information Systems and Economics (WISE), "Forecasting Early Music Sales Based on Online Word-of-Mouth," Montreal, Quebec, Canada, December 2007.

40th Hawaii International Conference on System Sciences, "Analyzing Information Privacy Concerns: An Information Processing Theory Approach," Big Island, Hawaii, January 2007.

40th Hawaii International Conference on System Sciences, "Motivations of Open Source Contributors," Big Island, Hawaii, January 2007.

Workshop on Information Systems and Economics (WISE), "Dynamic Pricing in Name-Your-Own-Price Channels: Bidding Behavior, Seller Profit and Price Acceptance," Evanston, Illinois, December 2006.

2nd International Conference on Open Source Systems, "Communication Networks in an Open Source Software Project," Como, Italy, June 2006.

INFORMS Annual Meeting 2005, "Consumer Privacy and Marketing Avoidance," San Francisco, CA, November 2005.

Workshop on Information Systems and Economics (WISE), "Risk Sensitive Bidding in NYOP Channels," Irvine, California, December 2005.

25th International Conference on Information Systems, "Why Developers Participate in Open Source Projects: An Empirical Investigation," Washington, D.C., December 2004.

Workshop on Information Systems and Economics (WISE), "Economic Returns to Open Source Participation: A Panel Data Analysis," Washington, D.C., December 2004.

American Economic Association (AEA), "Economic Returns to Open Source Participation" San Diego, California, January 2004.

American Economic Association (AEA), "Direct Marketing: Privacy and Competition" San Diego, California, January 2004.

Workshop on Information Systems and Economics (WISE), "Direct Marketing: Privacy and Competition" Washington, Seattle, December 2003.

Workshop on Information Systems and Economics (WISE), "Explaining Participation in Open Source Projects: For the Love, the Money, or Both?" Barcelona, Spain, December 2002.

Workshop on Information Systems and Economics (WISE), "Online Haggling and Price-Discrimination in a Name-Your-Own Price Channel," Barcelona, Spain, December 2002.

23rd International Conference on Information Systems, “Economics of Open Source Software: Can Project Participation Be Explained by Career Concerns?” Barcelona, December 2002.

23rd International Conference on Information Systems, “Online Information Privacy: Measuring the Cost-Benefit Trade-off,” Barcelona, December 2002.

Institut d’Economie Industrielle (IDEI) and the Center for Economic Policy Research (CEPR): Open Source Software: Economics, Law and Policy (Toulouse, France), “Delayed Returns to Open Source Participation: An Empirical Analysis of the Apache HTTP Server Project,” June 2002.

2nd Workshop on Open Source Software Engineering, International Conference on Software Engineering (Orlando), “Why Do Developers Contribute to Open Source Projects: First Economic Evidence,” May 2002.

Workshop on Information Systems and Economics (WISE, New Orleans). “Moving Towards First Degree Prize Discrimination: What Type of Browsing Behavior Matters for Purchasing?” December 2001.

TIM/OCIS Doctoral Consortium of the Academy of Management. “Competition in Electronic Markets,” August 1998.

INFORMS Spring 1998 (Montreal, CAN), Technology Management Track, “The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings,” April 1998.

Workshop on Information Systems and Economics (WISE, Atlanta). “The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings,” December 1997.

Workshop on Information Systems and Economics (WISE). “Competitive Upgrade Pricing in Software Sales,” December 1997 (presented by David Croson).

ICIS Doctoral Consortium. “Market Transparency, Channel Power and Vertical Encroachment: Theory and Analysis of Current Competition in Electronic Distribution of Travel-Related Services,” December 1997.

Workshop on Information Systems and Economics (WISE, Cleveland). “Managing Software Piracy: The Role of Strategic Copy Protection in Interfirm Competition,” December 1996.

INFORMS Fall 1996 (Atlanta), Marketing Science Track, “Managing Software Piracy: The Role of Strategic Copy Protection in Interfirm Competition,” November 1996.

Seminars at other academic institutions

Michigan State University, Crowdfunding and the Democratization of Access to Capital: A Geographical Analysis,” September 2016.

University of Minnesota, “Digitization, Unbundling, and Piracy: Consumer Adoption amidst Disruptive Innovations in the Music Industry,” May 2015.

New York University, Stern School of Business, “Social Bias in Online Product Ratings: A Quasi-Experiment,” November 2012.

Carnegie Mellon University, Tepper School of Business, “Piracy Propagation of Information Goods: Demand and Supply-side Dynamics in P2P Networks,” November 2011.

Technical University of Darmstadt, “Piracy Propagation of Information Goods: Demand and Supply-side Dynamics in P2P Networks,” July 2011.

University of Calgary, Haskayne School of Business, “Piracy Propagation of Information Goods: Demand and Supply-side Dynamics in P2P Networks,” March 2011.

Purdue University, Krannert School of Business, “From Piracy to Business Intelligence: A Functional Data Analysis of P2P Traffic,” February 2010.

Temple University, Fox School of Business, “From Piracy to Business Intelligence: A Functional Data Analysis of P2P Traffic,” November 2009.

McGill University, Desautels Faculty of Management, “Price Discrimination in E-Commerce? An Examination of Dynamic Pricing in Name-Your-Own-Price Markets,” October 2009.

University of Texas at Dallas, School of Management, "Price Discrimination in E-Commerce? An Examination of Dynamic Pricing in Name-Your-Own-Price Markets," October 2009.

University of Maryland, Robert H. Smith School of Business, "Risk Aversion in Name-Your-Own-Price Channels," March 2008.

University of California at Irvine, Graduate School of Management, "What is the Economic Value of Volunteering in Open Source Software Communities: An Empirical Analysis of the Apache Projects," December 2007.

University of Maryland, Robert H. Smith School of Business, "Economic Returns to Open Source Participation," October 2006.

New York University, Stern School of Business, "Measuring Risk Aversion in Name-Your-Own-Price Channels," April 2006.

Carnegie Mellon University, Heinz School of Public Policy and Management, "Measuring Risk Aversion in Name-Your-Own-Price Channels," April 2006.

University of Texas at Austin, McCombs School of Business, "Measuring Risk Aversion in Name-Your-Own-Price Channels," April 2006.

University of Frankfurt (Germany), Institute for E-Commerce, "Consumer Privacy and Marketing Avoidance," December 2005.

Hong Kong University of Science and Technology, "An Empirical Investigation of Returns to Open Source Participation," October 2005.

University of Washington at Seattle, Business School, "An Empirical Investigation of Returns to Open Source Participation," January 2005.

Georgia Institute of Technology, College of Management, "Customer Acquisition and Competition," November 2004.

Federal Trade Commission (FTC), Bureau of Economics, "Online Information Privacy Regulations – Policy Implications," March 2004.

University of California at Irvine, Graduate School of Management, "Online Haggling and Price-Discrimination in a Name-Your-Own Price Channel," May 2003.

University of California at Los Angeles, Anderson School of Business, "Measuring Frictional Cost of Online Transactions: The Case of a Reverse Buying Site," May 2002.

University of Pennsylvania, The Wharton School, Marketing – OPIM, "Measurement of Frictional Costs in a Reverse Buying Site," May 2001.

University of Southern California, Marshall School of Business, "Frictional Costs in E-Commerce," May 2001.

University of California at Berkeley, Haas School of Business, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," March 1999.

MIT, Sloan School of Management, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," March 1999.

New York University, Stern School of Business, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," February 1999.

University of Maryland, Smith School of Business, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," February 1999.

University of Texas at Austin, College and Graduate School of Business Administration, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," February 1999.

University of Minnesota, Carlson School of Management, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," January 1999.

Stanford University, Graduate School of Business, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," January 1999.

University of Washington at Seattle, School of Business Administration, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," January 1999

Carnegie Mellon University, Graduate School of Industrial Administration, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," January 1999.

University of Southern California, Marshall School of Business, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," January 1999.

Ohio State University, Fisher College of Business, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," December 1998.

University of Karlsruhe (Germany), Institute for Statistics and Economic Theory, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," July 1998.

University of Frankfurt (Germany), Institute for Management Information Systems, "The Nature of Competition in Electronic Markets: An Empirical Investigation of Online Travel Agent Offerings," July 1998.

Applied Economics Seminar, The Wharton School, University of Pennsylvania, "Competitive Upgrade Pricing in Software Sales," December 1997.

University of Karlsruhe (Germany), Institute for Statistics and Economic Theory, "Managing Software Piracy: The Role of Strategic Copy Protection in Interfirm Competition," March 1997.

University of Frankfurt (Germany), Institute for Marketing, "Managing Software Piracy: The Role of Strategic Copy Protection in Interfirm Competition," March 1997.

PROFESSIONAL SERVICE

Editorial Roles

Senior Editor, *Information Systems Research*, January 2011 – 2015.

Associate Editor, *Management Science*, June 2006 – 2014.

Associate Editor, *Information Systems Research*, January 2004 – January 2007.

Associate Editor, 'Special Issue: The Interplay Between Digital and Social Networks,' *Information Systems Research*, 2006.

Associate Editor, 'Special Issue: The Digitally Enabled Extended Enterprise in a Global Economy,' *Information Systems Research*, 2006.

Associate Editor, International Conference on Information Systems (ICIS 2006), December 2006.

Program committee member, Open Source Software Conference (OSS-2006).

Associate Editor, Hawaii International Conference on System Sciences (HICS 2003), January 2003.

Program committee member, INFORMS Conference on Information Systems and Technology (CIST-2002).

Ad hoc reviewer for *Journal of Management Information Systems*, *Information Systems Research*, *International Journal of Industrial Organization*, *Management Science*, *Marketing Science*, International Conference on Information Systems, Hawaii International Conference on System Sciences, National Science Foundation.

University

Co-Chair of the Business Analytics Recruiting Committee, Robert H. Smith School of Business, University of Maryland, Fall 2012.

Chair of the Candidate Review Committee (CRC) for Michael Trusov, Robert H. Smith School of Business, University of Maryland, Fall 2012.

Committee member, Candidate Review Committee (CRC) for Gordon Gao, Robert H. Smith School of Business, University of Maryland, Fall 2012.

Ph.D. Coordinator, IS Group, Decision, Operations, & Information Technologies, Robert H. Smith School of Business, University of Maryland, August 2010 – 2016.

Co-Director of the Center for Digital Innovation, Technology, and Strategy (DIGITS), Robert H. Smith School of Business, University of Maryland, August 2008 – .

Chair of the IS Recruiting Committee, Robert H. Smith School of Business, University of Maryland, Fall 2009.

Chair of the Candidate Review Committee (CRC) for Anand Gopal, Robert H. Smith School of Business, University of Maryland, Fall 2009.

Member, DO&IT Strategic Planning Committee, Robert H. Smith School of Business, University of Maryland, 2008.

Marshall Research Committee, Marshall School of Business, USC, August 2006 – July 2007.

Recruiting Search Committee Chair Information Systems, Marshall School of Business, USC, Winter 2005.

Faculty Advisor, Graduate Studies, Information systems, Marshall School of Business, USC, 2004 – current.

Coordinator, Information Systems Website, Marshall School of Business, USC, 2004 – current.

Coordinator, Information Systems Seminar Series, Marshall School of Business, USC 2002 – current.

Coordinator, Information Systems Seminar Series, GSIA, Carnegie Mellon University 2000-2002.

CONSULTING ENGAGEMENTS

Douban: Measuring Social Bias in Online Review Ratings

Habbo Hotel: Analyzing the Relationship between Consumption of Virtual Goods and Status

MovieLabs: Measuring Consumption of Content Through Cyberlocker and Streaming Sites

Facebook: Measuring the Employment Impact of the Facebook App Economy

Peer Media Technologies: Forecasting Music Sales from P2P Piracy Data

Peer Media Technologies: Analyzing the Demand and Supply of Content in P2P Networks

GRANTS AND CONTRACTS

Awarded to date

The Cost of Privacy: An Exploratory Study, Carnegie Bosch Institute, October 2001, \$10,000.

Vertical Control and Market Dominance, Carnegie Bosch Institute, October 1999, \$10,000.

TEACHING AND EDUCATION

Courses

Robert H. Smith School of Business, University of Maryland

BUDT 758F Google Online Challenge and Analytics, Master's Elective.

BUSI 622 Managing Digital Businesses and Markets, MBA Elective and online EMBA class.

BMGT 808O Economics of Information Systems, Ph.D. seminar.

BMGT 301 Introduction Into Information Systems, Undergraduate Core class.

Marshall School of Business, University of Southern California

GSBA 581 Information Management, MBA Core class.
Theme IV Information Strategy, EMBA Core class.
GSBA 610 Information Systems Seminar, Ph.D. seminar.
IOM 431 Business Information Systems, Undergraduate class.
IOM 445 Networks and E-Commerce, Undergraduate class.

Tepper School of Business, Carnegie Mellon University

45-871 Information Strategy, Systems, and Economics, MBA Core class.
45-889 Introduction into E-Commerce, MBA Elective
45-954 Information Systems Seminar, Ph.D. seminar.
70-456 Telecommunications for Business, Undergraduate class.

Student Advising

Doctoral Students

Keongtae Kim, Decision, Operations, & Information Technologies, Robert H. Smith School, University of Maryland, Dissertation Committee Chair, 2014.
Shun Ye, Decision, Operations, & Information Technologies, Robert H. Smith School, University of Maryland, Dissertation Committee Chair, 2013.
Dobin Yim, Decision, Operations, & Information Technologies, Robert H. Smith School, University of Maryland, Dissertation Committee Member, 2013.
Abrar Al-Hasan, Decision, Operations, & Information Technologies, Robert H. Smith School, University of Maryland, Dissertation Committee Member, 2013.
Joo Hee Oh, Information and Operations Management, Marshall School of Business, USC: 1st year advisor, Summer Paper advisor, 2007; Dissertation Committee Co-Chairman, 2011.
Mingfeng Lin, Decision, Operations, & Information Technologies, Robert H. Smith School, University of Maryland, Dissertation Committee Member, 2010.
Xiaosong Lou, Internet and Grid Computing Laboratory, USC: Dissertation Proposal Committee Member (External Reader), 2006.
Baoshi Yan, Information Science Institute, USC: Dissertation Proposal Committee Member, 2004; Dissertation Committee Member (External Reader), 2006.
Jeff Roberts, Tepper School of Business, CMU: Summer Paper Reader 2001; Summer Paper Reader, 2002; Dissertation Proposal Committee Co-Chairman, 2004; Dissertation Committee Co-Chairman, 2006.
Torna Omar Soro, Economics, USC: Dissertation Proposal Committee Member, 2003; Dissertation Committee Member (External Reader), 2006.
Raymond Sin, Marshall School of Business, USC: Dissertation Proposal Committee Member, 2004; Dissertation Committee Member, 2005.
Meng Zhaoli, Department of Information Systems, National University of Singapore: Dissertation Committee Member (External Reader), 2005.
Roghieh Gholami, Department of Information Systems, National University of Singapore: Dissertation Committee Member (External Reader), 2005.
David Nathan Yates, Marshall School of Business, USC: Qualifying Exam Committee Member, 2004.
Chenhui Wu, Marshall School of Business, USC: Dissertation Proposal Committee Member, 2003.