

PAULO B. GOES

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Salter Distinguished Professor of Management and Technology
Department Head, Management Information Systems
Eller College of Management, University of Arizona

EDUCATION

1991 Ph.D., William E. Simon Graduate School of Business Administration University of Rochester, Rochester NY. Major Field: Computers and Information Systems

1987 M.S. Operations Research, University of Rochester

1985 M.S. Production Engineering. Concentration: Operations Research, Federal University of Rio de Janeiro, Brazil

1979 B.S. Civil Engineering, Federal University of Minas Gerais, Brazil

ACADEMIC POSITIONS

2008- Salter Distinguished Professor and Department Head, MIS Department, Eller College of Management, University of Arizona

2003-2008 Gladstein Professor of Information Technology and Innovation, Operations and Information Management, School of Business, University of Connecticut

2005 (Fall) Visiting Professor, Federal University of Minas Gerais, Brazil

1996-2003 Associate Professor, Operations and Information Management, School of Business, University of Connecticut

1996-1999 Director of Technology, School of Business Administration, University of Connecticut. Responsible for strategic planning, implementation and oversight of IT infrastructure and support operations on three campuses, 1,500 students and 200+ faculty and staff.

1991- 1996 Assistant Professor, Operations and Information Management, School of Business Administration, University of Connecticut.

1990-1991 Instructor, Operations and Information Management, School of Business Administration, University of Connecticut.

1985-1990 Research and Teaching Assistant, William E. Simon Graduate School of Business Administration, University of Rochester.

1983-1984 Instructor, Federal University of Rio de Janeiro, Brazil.

NON-ACADEMIC POSITION

1979-1982 Junior and Senior Engineer, M.B. Roscoe S/A in Brazil, Construction Management, Planning and Cost Control.

RESEARCH AND OUTREACH CENTERS

2012- Associate Director of INSITE – Center for Business Intelligence and Analytics, University of Arizona

2005 – 2008 Director of CIDRIS – Center for Internet Data Research and Intelligence Services, School of Business, University of Connecticut. (Conceptualized proposal and oversaw implementation of research center funded by \$400,000 UConn Provost Research Grant .

2000-2008 Associate Director of CITI - Connecticut Information Technology Institute, University of Connecticut. (Assisted in management and oversight of joint university/industry information technology initiative aggregating a variety of academic programs, professional development activities and University/industry partnerships).

2000-2008 edgelab co-founder, faculty and steering committee member. (edgelab (<http://edgelab.ge.com/Pages/Index.asp>) is a high-level academic-business partnership with General Electric (GE), a business laboratory at UConn-Stamford, where faculty-student teams work side-by-side with GE managers on GE strategic projects. 100+ high level projects have been completed to-date.)

1999-2008 Director of the Treibick Electronic Commerce Initiative (TECI), School of Business, University of Connecticut. (Conceptualized proposal and implemented \$900,000 endowed initiative to support top-notch research in e-commerce).

ACADEMIC HONORS

2008- Salter Distinguished Professor of Management and Technology

2000-2008 UConn Gladstein Professorship in Information Technology and Innovation

2006 UConn School of Business Best Paper Award Runner Up

2003 UConn School of Business Research Excellence Award

2002 UConn School of Business Best Research Paper Award for "Bin-CVC – Confidentiality Protection of Binary Data and Inside Threats ", with R. Gopal and R. Garfinkel

2002 UConn School of Business Best Service Contribution Award

2001 UConn School of Business Best Research Paper Award for “Confidentiality via Camouflage: the CVC Approach to Database Security”, with R. Gopal and R. Garfinkel

2001	UConn University Chancellor's Information Technology Innovation Award for conceptualization and implementation of edgelab, an unique research/teaching partnership with General Electric
2001	UConn School of Business Best Service Contribution Award for work with establishing edgelab with General Electric
1998	UConn School of Business Administration Best Research Paper Award for "Interval Protection of Confidential Information in a Database", with R. Gopal and R. Garfinkel
1997-2000	UConn Larry Ackerman Scholarship
1997	UConn School of Business Administration Best Service Contribution Award
1995	Elected Professor of the Year by the UConn School of Business Administration students
1994	Undergraduate Outstanding Teaching Award, UConn School of Business Administration
1989	The Institute of Management Science College on Information Systems Doctoral Dissertation Award at 10th ICIS, Boston.
1983	Teaching Recognition Honor by the 1983 Production Engineering Class at the Federal University of Rio de Janeiro.
1982-1984	CNPq Fellowship from the Brazilian Ministry of Science and Technology.

MIS DEPARTMENT HEAD – MAJOR INITIATIVES – 2008- present

Development of strategic plan for the department that leverages core research competencies, solidifies and furthers academic programs and establishes revenue generating initiatives.

Enhancement of full time Masters program:

- Increased size of incoming class from 30 in 2008 to 91 in 2011
- Redesigned curriculum with concentrations around main department competencies:
 - Security and Information Assurance
 - Business Intelligence
 - Supply Chain and Operations
- Introduced MS Project course as team based, semester long activity with real companies in a consulting-like environment

Advisory Board consolidation and enhancement

- Added new members gearing towards employment of students and strengthening industry relationships
- Secured over \$100,000 of annual contributions from board members

Established Zipperman Scholars Program supported by donor

- Reaching out and engagement of pre-business sophomores and freshmen
- Faculty team designs and implements series of activities to promote the IT field
- Over 140 students in the program

- Achieved concrete results in terms of 100% increase in undergraduate MIS admissions

Distance Learning Initiatives

- Secured \$205,000 TRIF funds for development of DL courses
- Developed Graduate Certificate Program in Enterprise Information Security
- Achieved National Security Agency Center of Excellence Status
- Development of Graduate Certificate Program In Business Intelligence and Data Analytics
- Working towards launching full online MS MIS program in January 2013

Summer Global MS Dual Program

- Conceptualized, developed and obtained approval for dual MS degree program with City University of Hong Kong, KAIST (Korea) and Harbin Institute of Technology (China)
- Program launched in Summer 2011

RESEARCH INTERESTS

Innovation Evaluation, Crowdsourcing, Electronic markets, On-Line Auctions, Business Intelligence, Database and Datawarehousing Technology and Systems, Database Security and Confidentiality Protection, Technology Infrastructure.

JOURNAL PUBLICATIONS

1. "Bidding Behavior Evolution in Sequential Auctions: Characterization and Analysis", (with A. Tripathi and G. Karuga), accepted for publication in *Management Information Systems Quarterly*.
2. "Live-Chat Agent Assignments to Heterogeneous e-Customers under Imperfect Classification," (with N. Ilk, J.L. Zhao, T.Wei), *ACM Transactions in Management Information Systems*, Volume 2 Issue 4, December 2011.
3. "Evaluating Success Factors of Selling Practices in Electronic Marketplaces," (with A. Pereira, D. Duarte and W. Meira, Jr.), *Int. J. Electronic Business*, Vol. 9, Nos. 5/6, 2011
4. "Computational Intelligence for Smart Markets: Individual Behavior and Preferences," *IEEE Intelligent Systems*, November-December 2011, 92-96.
5. "A Finite Mixture Model to Examine and Predict B2B Electronic Payments System Adoption" (with J. Zhang, K.K. Wei and R. Bapna), *Information Systems Research*, 2011, 22:118-133.

6. "Understanding Willingness to Pay Formation of Repeat Bidders in Online Sequential Auction", *Information Systems Research*, vol. 21, No. 9, December 2010 (with G. Karuga and A. Tripathi).
7. "Semantic Enrichment Process: An Approach to Software Component Reuse in Modernizing Enterprise Systems," (with N. Ilk, L. Zhao and P. Hoffman), November 2010 *Information Systems Frontiers*.
8. "The Design and Use of Information Preference Markets (I-PREFS) for Early Stage Emerging Technology Evaluation," (with C. Li, J. Marsden and J. Zhang), *Journal of Management Information Systems*, Vol. 26, No. 3, Winter 2009-10, 45-70.
9. "Preference Markets for Innovation Identification and Selection," (with C. Li, J. Marsden and J. Zhang), *Interfaces*, Vol. 40, No. 2, March-April 2010.
10. "Overlapping Liquidation Auctions: Empirical Characterization of Bidder Strategies and Auction Prices" (with S-J Chang, R. Bapna and A. Gupta), *Management Information Systems Quarterly* Vol. 33, No.4 December 2009, 763-783.
11. "Reactivity Based Model to Study Online Auctions Dynamics," *Information Technology and Management* (with F. Mourao, A. Pereira, L. Rocha and W. Meira), Vol 10, No1, March 2009, 21-37.
12. "A Cost Base Range Estimation for Mapping Top-K Selection Queries over Relational Databases", (with A. Ayanso and K. Mehta), *Journal of Database Management*, vol. 20, no. 4, October 2009, 1-25.
13. "Auctioning Vertically Integrated Online Services: Computational Approaches for Real-Time Allocation" (with R. Bapna and A. Gupta), *Journal of Management Information Systems*, Vol. 25, No. 3, Winter 2008-2009, 10-64.
14. "Online Auctions Hidden Metrics: Understanding Unsuccessful Auction Transactions," (with. Y. Tu and Y.A. Tung), *Communications of the ACM*, April 2008, vol. 52, no.4, 147-149.
15. "Predicting Bidders' Willingness to Pay in Online Multi-Unit Ascending Auctions: Analytical and Empirical Insights," *INFORMS Journal on Computing*, vol. 20, no. 3, pp. 345-355, Summer (2008) (with R. Bapna, A. Gupta and G. Karuga).
16. "A Practical Approach for Efficiently Answering Top-k Relational Queries," *Decision Support Systems*, Vol. 44, Issue 1, November (2007) (with A. Ayanso and K. Mehta), pp. 326-349.
17. "Periodic Cache Replacement Policy for Dynamic Content at Application Servers", *Decision Support Systems*, 43(2), pp. 336-348 (2007) (with R. Chiang and J. Zhang)

18. "Moving from Data-Constrained to Data-Enabled Research: Experiences and Challenges in Collecting, Validating, and Analyzing Large-Scale E-Commerce Data," *Statistical Science* Vol. 21, No. 2, 116-130, (2006) (with R. Bapna, R. Gopal and J. Marsden)
19. "Supporting Timely Managerial Decision Making - Methods for Selecting Robust Database Structures with Dynamic Query Patterns", *European Journal of Operational Research*, (with A. Chen, A. Gupta and J. Marsden), No. 168 (2006)
20. "Pricing and Allocation for Quality-Differentiated Online Services," *Management Science* Vol. 51, No. 7, July 2005 (with R. Bapna and A. Gupta)
21. "GIST: a Model for Design and Management of Content and Interactivity of Customer-Centric Web Sites", *Management Information Systems Quarterly* Vol.8, No.2, June 2004 (with T. Albert and A. Gupta)
22. "Database Design in the Modern Organization – Identifying Robust Structures Under Changing Query Patterns and Arrival Rate Conditions", *Decision Support Systems* Volume 37, No. 3, June 2004, pp. 435-447 (with A. Chen, A. Gupta and J. Marsden)
23. "User Heterogeneity and its Impact on Electronic Auction Market Design: An Empirical Exploration," *Management Information Systems Quarterly* Vol 8, No.1, March 2004, (with R. Bapna, A. Gupta and Y. Jin)
24. "Replicating Online Auctions to Analyze Auctioneers' and Bidders' Strategies", *Information Systems Research* Vol.14, No. 3, September 2003 (with R. Bapna and A. Gupta)
25. "Analysis and Design of Business-to-Consumers Online Auctions", *Management Science* Vol. 49, No.1, January 2003, pp. 85-101, (with R. Bapna and A. Gupta)
26. "A Query-Driven Approach to the Design and Management of Flexible Database Systems", *Journal of Management Information Systems* Vol. 19, No. 3, Winter 2002-3, pp. 100-121, (with A. Chen and J. Marsden)
27. "Optimal Design of the Online Auction Channel: Analytical, Empirical and Computational Insights", *Decision Sciences* Vol. 33, No. 4, Fall 2002 (with R. Bapna, A. Gupta and G. Karuga)
28. "Bin-CVC – Confidentiality Protection of Binary Data and Inside Threats", *Management Science* Vol. 48, No. 6, June 2002, pp. 749-764 (with R. Garfinkel and R. Gopal)
29. "Confidentiality Via Camouflage: the CVC Approach to Database Security," *Operations Research*, Vol. 50, No. 3, May-June 2002, pp. 501-516 (with R. Gopal and R. Garfinkel)

30. "Comparative Analysis of Multi-item Online Auctions: Evidence from the Laboratory", *Decision Support Systems*, Vol. 32, No. 2, December 2001, pp. 135-153 (with R. Bapna and A. Gupta).
31. "On-Line Auctions: Insights and Analysis," *Communications of the ACM*, Vol. 44, No. 11, November 2001, pp. 42-50 (with R. Bapna and A. Gupta).
32. "A Theoretical and Empirical Investigation of Multi-Item On-Line Auctions", *Information Technology and Management*, Vol. 1, No. 1,2, 2000, pp. 1-24 (with R. Bapna and A. Gupta)
33. "Interval Protection of Confidential Information in a Database", *INFORMS Journal on Computing* Vol. 10, No. 3, (1998) (with R. Gopal and R. Garfinkel)
34. "Query Evaluation Management: Design and Prototype Implementation, *Decision Support Systems*, Vol. 19, (1997), pp. 23-42, (with R. Gopal and N.K. Chen).
35. "A Closed Queueing Network Model to Evaluate the Impact of Recovery Operations on the Performance of Database Servers", *Journal of the Operational Research Society* , 1996, Vol. 47, pp. 122-135, (with U. Sumita)
36. "A Stochastic Model for Performance Evaluation of Main Memory Resident Database Systems", *INFORMS Journal on Computing*, Vol. 7, No. 3, Summer 1995, pp. 269-282.
37. "Stochastic Models for Performance Analysis of Database Recovery Control", *IEEE Transactions on Computers*, Vol. 44, No. 4, pp. 561-576 (1995) (with U. Sumita)
38. "Analysis of a New Thruway Communication System with Discrete Minimal Zones", *IEEE Transactions on Communications*, Vol. 40, No. 4, pp 754-764, (1992) (with H. Kawashima and U. Sumita).
39. "Performance Management in Flexible Manufacturing Systems", *International Journal of Flexible Manufacturing Systems*, Vol. 4, pp. 17-50 (1991), (with P. Schweitzer and A. Seidmann).
40. "Analysis of Effective Service Time with Age Dependent Interruptions and Its Application to Optimal Rollback Policy for Database Management", *Queueing Systems: Theory and Applications*, Vol. 4, 1989, pp.193-212, (1989). (with U. Sumita and N. Kaio).

REFEREED CONFERENCE ARTICLES

1. Bidders' Attrition in Online Sequential Auctions, WITS 2010 – Workshop on Information Technology and Systems, December 2010 (with A. Tripathi)
2. Live-chat Agent Assignments in Two-Class e-Customer Queues under Imprecise Profiling, WITS 2010 – Workshop on Information Technology and Systems, December 2010, (with N. Ilk and L. Zhao)
3. Individual Buyer – Bidding Strategies in Sequential Auctions, WITS 2010 – Workshop on Information Technology and Systems, December 2010 (with A. Tripathi)
4. A Framework to Support Service-oriented Architecture Investment Decision, ICIS 2010 – International Conference on Information Systems December 2010 (with N. Ilk and L. Zhao)
5. PEREIRA, Adriano Cesar Machado ; DUARTE, D. ; MEIRA JR, Wagner ; ALMEIDA, V. ; GOES, P. . Analyzing seller practices in a Brazilian marketplace. In: WWW 09: 18th international conference on World Wide Web, 2009, Madrid. Proceedings of the 18th international conference on World Wide Web (WWW'09), 2009.
6. PEREIRA, Adriano Cesar Machado ; DUARTE, D. ; MEIRA JR, Wagner ; GOES, P. . Selling Practices in Online Fixed-price Marketplaces. In: IEEE SAINT - Symposium on Applications and the Internet, 2009, Seattle, US. Proceedings of the 9th IEEE Annual International Symposium on Applications and the Internet, 2009.
7. PEREIRA, Adriano Cesar Machado ; DUARTE, D. ; MEIRA JR, Wagner ; GOES, P. . Assessing success factors of selling practices in electronic marketplaces. In: ACM Conference on Management of Emergent Digital EcoSystems, 2009, Lyon. Proc. of MEDES 09: International ACM Conference on Management of Emergent Digital EcoSystems. Paris : ACM France, 2009. p. 261-268.
8. ROCHA, L. ; PEREIRA, Adriano Cesar Machado ; Mourão, Fernando ; SILVA, A. ; MEIRA JR, Wagner ; GOES, P. . Evaluating Longitudinal Aspects of Online Bidding Behavior. In: Fourth International Conference on Web Information Systems and Technologies, 2008, Funchal. Proceedings of the Fourth International Conference on Web Information Systems and Technologies, 2008. v. 2. p. 423-430.
9. PEREIRA, Adriano Cesar Machado ; ROCHA, L. ; Mourão, Fernando ; MEIRA JR, Wagner ; GOES, P. . Reactivity in Online Auctions: Understanding Bidding Behavior through Reactive Transitions. In: 10th IEEE Conference on E-Commerce Technology (IEEE CEC' 08), 2008, Washington. Proc. of the 10th IEEE Conference on E-Commerce Technology (IEEE CEC' 08). Los Alamitos, CA : IEEE Computer Society Press, 2008. p. 279-284.
10. SILVA, A. ; GUERRA, P. H. C. ; PEREIRA, Adriano Cesar Machado ; Mourão, Fernando ; MEIRA JR, Wagner ; GOES, P. . A Seller's Perspective Characterization Methodology

for Online Auctions. In: International Conference on Electronic Commerce (ICEC'08), 2008, Innsbruck. Proc. of the International Conference on Electronic Commerce (ICEC'08), 2008.

11. "Information Quality and Customer Acquisition: a Risk Management Approach for Record Matching," WITS 2008 – Workshop on Information Technology and Systems, Paris, France, December (2008) (with P. Alirezazadeh and F. Boylu)
12. "Incentives, Trader Participation, and Information Markets Performance: An Empirical Analysis," WeB 2007, Workshop on eBusiness, Montreal 2007 (with L. Chen, J. Marsden and J. Zhang)
13. "Information Quality and Customer Acquisition: A Risk Management Approach for Private Label Cards," ISIS 2007 – International Symposium on Information Systems, Hyderabad, India, December 2007
14. "A Comparison of Multi-Unit Uniform Auctions and Simultaneous Multi-Unit Auctions: A Theoretical Model and Laboratory Experiment," WISE 2007 – Workshop on Information Systems Economics, Montreal 2007 (with R. Bapna, C. Li and S. Rice)
15. PEREIRA, Adriano Cesar Machado ; ROCHA, L. ; F. Mourao ; MEIRA JR, Wagner ; GOES, P. . Characterization of Online Auctions: Correlating Negotiation Patterns and Bidding Behavior. In: 5th Latin American Web Congress - LA-Web, 2007, Santiago, Chile. Proceedings of the 5th Latin American Web Congress, 2007. p. 100-109.
16. F. Mourao ; PEREIRA, Adriano Cesar Machado ; Rocha, Leonardo ; MEIRA JR, Wagner ; GOES, P. . Metodologia de Caracterização em Leilões Eletrônicos para Descoberta de Padrões de Negociação. In: XXVI Concurso de Trabalhos de Iniciação Científica (CTIC 2007), 2007, Rio de Janeiro. Revista Eletrônica de Iniciação Científica da Sociedade Brasileira de Computação / SBC, 2007.
17. "Characterizing Bidding Behavior in Internet Auctions," NAEC 2007 – Networking and Electronic Commerce Research Conference, Lake Garda, Italy, 2007 (with A. Pereira, L. Rocha and W. Meira)
18. "Analyzing eBay Negotiation Patterns," at WEBIST 07 – Third International Conference on Web Information Systems and Technologies, Barcelona, Spain, March 2007 (with A. Pereira, W. Meira and L. Rocha).
19. "A Hierarchical Characterization Model for Online Auctions," at ICISTM 07 – First International Conference on Information Systems, Technology and Management, New Delhi India, March 2007 (with A. Pereira, W. Meira and L. Rocha).

20. "Reactivity in Online Auctions", Workshop 'Reactivity on the Web' at the International Conference on Extending Database Technology (EDBT 2006), Munich, March 2006 (with Pereira and W. Meira)
21. PEREIRA, Adriano Cesar Machado ; ROCHA, L. ; F. Mourao ; MEIRA JR, Wagner ; GOES, P. . Modeling Complex Patterns in e-Commerce. In: Compmo06: LNCC Meeting on Computational Modelling, 2006, Petrópolis. Compmo06: LNCC Meeting on Computational Modeling, 2006.
22. "Business-to-Business Electronic Payments Adoption: An Exploratory Study," CoDE 2005 – Conference on Digital Environments, Shanghai, China, July 2005 (with J. Zhang)
23. "Bidder Behavior In Multi-Unit Online Auctions: An Empirical Exploration," WISE 2002 – Workshop on Information Systems and Economics - Barcelona, Spain, December 2002 (with R. Bapna, A. Gupta and Y. Jin)
24. "Predictive Calibration of Online Multi-Unit Ascending Auctions," WITS 2002 – Workshop on Information Technology and Systems, Barcelona, Spain (with R. Bapna, A. Gupta and G. Karuga)
25. "Optimal Caching Design for Dynamic Web Content", 9th Conference on Information Systems and Technology, San Jose CA, November 2002 (with R. Chiang)
26. "Simulating Online Yankee Auctions to Optimize Sellers Revenue", Thirty-Fourth Hawaii International Conference on System Sciences (HICSS-34), January 2001 (with A. Gupta and R. Bapna)
27. "Online Mercantile Processes for Digital Products under Quality of Service and Uncertain Demand", Workshop on Information Technology and Systems, Brisbane, Australia, December 2000 (with A. Gupta and R. Bapna)
28. "The CVC Approach to Database Security: Binary Confidential Data and Insider Threat", Proceedings in Computational Statistics 2000, COMPSTAT 2000, Utrecht, The Netherlands, August 2000. (with R. Garfinkel and R. Gopal)
29. "Confidentiality via Camouflage: the CVC Approach to Database Query Management", Proceedings of the Conference on Statistical Data Protection 98, Lisbon, Portugal (1998) (with R. Gopal and R. Garfinkel)
30. "A Database Security Control Model to Provide Interval Protection of Confidential Data", in Proceedings of the 4th Workshop on Information Technology and Systems, WITS 94.(1994) (with R. Gopal and R. Garfinkel).

31. "Performance Tradeoffs in Flexible Manufacturing Systems", Proceedings of 13th International Teletraffic Congress (ITC13), pp. 219-223, Copenhagen, Denmark, June 1926, (1991), (with P. Schweitzer and A. Seidmann).
32. "Computerized Models for Performance Optimization in FMS", Proceedings of the International Manufacturing Technology Conference , Chicago Illinois, September 1990. (with P. Schweitzer and A. Seidmann).

BOOK CHAPTER

"Stochastic Models for Database Recovery Control" in Recovery Mechanisms in Database Systems" eds. Kumar, V. and Hsu, M., Prentice-Hall, 1998.

ARTICLES UNDER REVIEW

"When Is the Right Time to Refresh Knowledge Discovered from Data?" (with X. Fang and O. Sheng)

"Extended Forward Looking Statements: Recognition and Economic Implications," (with H. Lu, H. Chen, T. Chen and S. Li)

"Product Comparison Networks for Competitive Analysis of Online Word-of-Mouth," (with C. Guo and Z. Zhang)

"Optimal Identity Matching via Statistical Estimation and Information Acquisition," (with P. Alirezazadeh, F. Boylu, R. Garfinkel and R. Gopal)

IN PREPARATION

"Characterization and Analysis of Participation in a Crowd Sourcing Expert Platform" (with M. Lin and C. Guo)

"Understanding Information Unraveling in Online Labor Markets" (with M. Lin)

"Impact of Social Position on Online Reviews", (with M. Lin)

"Understanding, Tracking and Evaluating Innovation Ecosystems" (with R. Lusch)

"A Framework for Assessing the Value of Service-oriented Architecture Investments" (with N. Ilk and L. Zhao)

An Ontology-based Approach to Software Component Reuse in SOA Services Development," (with N. Ilk and L. Zhao)

"Reactivity in Online Auctions", (with A. Pereira, W. Meira and M. Zaki)

"Seller Heterogeneity in Electronic Marketplaces: An Exploratory Study" (with Y. Tu and A.

Tung)

“An Empirical Study on Sellers’ Behavior in Online Auctions” (with Y. Tu and A. Tung)

“Effective Selling Strategies in Electronic Marketplaces: A Data Mining Approach” (with Y. Tu and A. Tung)

“Comparative Studies of Multi-Unit Online Auctions: an Experimental Approach” (with R. Bapna, C. Li and S. Rice)

PH. D. THESIS COMMITTEES

- Mary Burns, University of Arizona (committee member)
- Doug Derrick, University of Arizona (committee member)
- Brent Langhais, University of Arizona (committee member)
- Jun Liu, University of Arizona (committee member)
- Arun Sun, University of Arizona (committee member)
- Nai-Kuang Chen (co-chair), currently Assistant Professor at University of Kansas
- Ravi Bapna (co-chair), selected to participate in the ICIS Doctoral Consortium, Helsinki 98, currently Associate Professor at University of Minnesota and Indian School of Business
- Kelley Donalds (co-chair), selected to participate in the ICIS Doctoral Consortium, New Orleans, 2001.
- Gilbert Karuga (co-chair), currently Associate Professor at University of Kansas
- Anteneh Ayanso (co-chair), selected to participate in the ICIS Doctoral Consortium, Seattle, 2003, currently Assistant Professor at Brock University, Canada.
- Peter Tarasewich (committee member), currently Assistant Professor at Northeastern University.
- Seok-Joo Chang (co-chair), currently Assistant Professor, SUNY Albany
- Yanbin Tu (co-chair), currently Assistant Professor at Robert Morris University.
- Adriano Pereira (committee member) at Federal University of Minas Gerais, Brazil.
- Leonardo Rocha (committee member) at Federal University of Minas Gerais, Brazil.

EDITORIAL SERVICES

- Senior Editor (2010-present) – *Decision Sciences Journal*
- Guest Senior Editor (2010) – *Management Information Systems Quarterly*
- Guest Associate Editor (2010) – *Management Science*
- Associate Editor Special Issue in Business Intelligence (2010) *Management Information Systems Quarterly*
- Senior Editor (2005 – 2008) – *Information Systems Research*
- Associate Editor (2002 – 2008) – *Management Science*
- Associate Editor (2002-2005) – *Information Systems Research*
- Associate Editor (2001 – 2006) – *INFORMS Journal on Computing*
- Associate Editor (2003-2007)– *Decision Sciences Journal*
- Associate Editor (2006-present) – *Journal of Management Information Systems*
- Guest Associate Editor (2006) – *Management Information Systems Quarterly* Special Issue on Design Science

Guest Associate Editor (2005)– *Information Systems Research* Special Issue on Digitally Enabled Extended Enterprise
Guest Associate Editor (2001-2002) – *Management Science* Special Issue on e-Business
Editorial Board (2003-present) *Production and Operations Management*
Editorial Board (2000 – 2006) *Journal of Database Management*
Guest Editor (2005) *Information Technology and Management* Special WITS 2004 Issue

PROFESSIONAL SERVICES AND CONFERENCE ORGANIZATION

2011 Program Co-Chair AMCIS 2011
2011 Co-chair Seventh Statistical Challenges in eCommerce Research – SCECR 11
2009 ICIS Sponsorship Committee Chair
2009 PACIS Doctoral Consortium Co-chair – Hyderabad, India
2007 INFORMS Committee to evaluate *Information Systems Research* Editor-in-Chief Reappointment
2006 Elected President (2007 – 2009) of WITS- Workshop on Information Technology and Systems Organization
INFORMS Information Systems Society Advisor (2007-2010)
Co-chair Third Statistical Challenges in eCommerce Research – SCECR 07 – Stamford, CT
Conference co-chair CIST 2007 – Seattle, WA
ICIS Doctoral Consortium Faculty (2006)
Information Systems Cluster Chair – INFORMS 2006 – Pittsburgh
Conference co-chair WITS 2004 Workshop on Information Technology and Systems
Associate Editor – ICIS 2004 – Information Technology and Systems Track Auctions Cluster co-chair – INFORMS 2001 – organized 10 sessions with 32 presentations
Liaison for Latin America – WITS 2006, WITS 2005, WITS 2003, WITS 2000, WITS 1999
Program Committee – WITS 2007, WITS 2008, WITS 2009, WITS 2010, ER 2010, ER 2009, ER 2006, WITS 2006, WITS 2005, WITS 2003, WITS 2002, WITS 2001, WITS 2000, WITS 99, WITS 98, ICIS 2001, ICIS 1999, ER 2002, ER 2000, INFORMS Computing Society Conference 2003, WEB 2003, CIST 2006, CIST 2005, CIST 2004, CIST 2003
Mini-track co-chair - AMCIS 2001
Session Chair – WITS 2003, WITS 99, WITS 98, INFORMS 2000, INFORMS 97, IFORS 93
Session Discussant – ICIS 99

AD HOC REFEREEING

Operations Research, Management Science, Information Systems Research, Management Information Systems Quarterly, Communications of the ACM, Decision Sciences, Production and Operations Management, Journal of Organizational Computing, Decision Support Systems, Naval Research Logistics, IIE Transactions, INFORMS Journal on Computing, IEEE Transactions Systems Man and Cybernetics, Information Technology and Management, Telecommunication Systems, European Journal of Operational Research, Annals of Operations Research, Information Systems Frontiers, Mathematical and Computer Modeling, Computers and Mathematics, Electronic Markets, Foundations of Computing and Decision Sciences, International Conference on Information Systems, Conference on Very Large Database Systems, Workshop on Information Technology and Systems, Statistical Data Protection Conference, Conference on Entity Relationship Modeling, IEEE INFOCON

PRESENTATIONS

Conferences: several each year at WITS, WISE, INFORMS, IFORS, CIST, COMPSTAT, Statistical Database Security, among others.

Invited talks at: KAIST – Korea Advanced Institute of Science and Technology, Zhengzhou University, Harbin Institute of Technology, Zhejiang University, Shanghai Jiaotong University, University of Arizona, University of Utah, Carnegie-Mellon University, Georgia Tech, Indian School of Business, University of South Florida, Oakland University, Arizona State University, University of Kansas, University of California at Irvine, Tsinghua University, China, Fudan University, China, Hefei University of Technology, China, Hong Kong University of Science and Technology, University of Texas at Dallas, Federal University of Minas Gerais - Brazil, University of Washington, Pennsylvania State University, University of Minnesota, UCLA, University of Florida, Indiana University, Sabanci University - Turkey, Northwestern University, University of Rochester, University of Wisconsin, University of Virginia, Western New England College, Raytheon, IBM – Watson Research, General Electric, Development Bank of Minas Gerais, Brazil, among others.

TEACHING INTERESTS

Electronic Commerce and e-business, Data Mining and Business Intelligence, Database Technology and Systems, Client Server Technology, Networking and Data Communications, Programming Languages, Management Information Systems

COURSES TAUGHT (University of Arizona)

Graduate MIS 545 Data Mining for Business Intelligence

Executive MBA BNAD 596A: Information technology

COURSES TAUGHT (University of Connecticut)

Undergraduate OPIM 220 Business Software Development
 OPIM 221 Business Database Systems
 OPIM 222 Computer Networks and Data Communication
 OPIM 298 Client-Server Systems
 OPIM 298 Evaluation of E-Business Practices
 OPIM 298 Collaboration Technologies
 OPIM 298 Data Mining and Business Intelligence

MBA OPIM 300 Evaluation of E-Business Practices
 OPIM 365 Management Information Systems
 OPIM 370 Business Intelligence
 OPIM 372 Database Systems
 OPIM 300 Collaboration Technologies

Executive MBA OPIM 300 Internet Technologies and Server Management
 OPIM 365 Information Systems for Managers

Ph.D. OPIM 403 PhD Seminar in Management Information Systems
Advanced Database Technology
Analytic Modeling of Information Systems
Data Mining
Group Decision Support (co-taught)

PARTNERSHIPS AND BUSINESS INITIATIVES

Co-Founder and Co-Developer of edgelab, a Business Research Laboratory at UConn Stamford, in partnership with General Electric: 9500+ sq.ft edgelab, a team-developed and implemented center, includes technology rotunda, technology "sandpit", demonstration lab, and collaborative workspace for 25 students on co-ops, three senior GE managers in-residence at edgelab; GE providing \$7.5M+ for space build out and initial operating funds 100+ projects completed since 2000

Since 1999 has established working partnerships with various companies. Developed the partnership model including supervised students working on real e-commerce and business problems for GE Supply, Lydall, Connecticut Steel, Pitney-Bowes, Talent Partners.

Organized the Conference Surviving and Thriving in the E-Business World, for businesses in the Hartford, CT area. October 1999.

GRANTS AND RESEARCH FUNDING (within the University of Connecticut)

Distance Learning Graduate Certificate in Security Development - \$105,000 TRIF 2010, \$150,000, TRIF 2009.

Establishment of CIDRIS – Center for Internet Data Research and Intelligence Services, UConn Provost Grant Competition – Principal Investigator \$400,000

Establishment of TECI - Treibick Electronic Commerce Initiative \$900,000

CIBER 2005, 2006 and 2007 grants – Brazilian Electronic Markets \$15,000

School of Business Administration Research Grant Summer 91, 92, 93, 94

Operations and Information Management Research Grant Summer 95, 96, 97

Oracle Research Grant \$9,700

1997-1999 Microsoft Teaching Software Grant \$85,000

1995-1997 Microsoft Teaching Software Grant \$11,000

1996 UCONN Research Equipment Grant \$17,000

SERVICE CONTRIBUTIONS

Promotion and Tenure Reviewer

Arizona State University, University of California Davis, Carnegie-Mellon University, University of Pennsylvania Wharton School, Emory University, University of Florida, Indiana University, Boston University, University of South Florida, University of Colorado at Denver, Purdue University, Penn State University, University of Texas at Dallas, Notre Dame University, University of Minnesota, University of Maryland, George Mason University, Clarkson University, University of Alberta, Santa Clara University, Oakland

University, University of Utah, University of Texas at Austin, University of California at Riverside.

University of Arizona

Leadership Institute member

HEADS UP (Department Heads Organization) Steering Committee

University of Arizona – Eller College of Management

Strategic Planning Committee

Dean's Search Committee

McGuire Entrepreneurship Center Steering Committee

Chair of Eller Technology and Distance Learning Committee

Chair of Math Requirements Task Force

Member of Heads-Up Steering Committee.

Task Force Evening Undergraduate Cohort

Center for Health Care Innovation Management

University of Connecticut Level

Elected School of Business Representative to the Graduate Council

CITI - Connecticut Information Technology Steering Committee

GE - UConn edgelab Partnership Steering Committee

Teaching and Learning Technologies Committee

Student Laptop Requirement Committee

Year 2000 Compliance Committee

Computer Authentication Committee

Stamford Campus Technology Advisory Committee

Equipment Research Grant Evaluation Committee

School of Business Dean Search Committee

School of Business Dean Evaluation Committee

School of Business Level, University of Connecticut

Dean's Council (elected faculty representative, 2002-2005)

CIBER – Center for International Business and Economics Research faculty advisor

Promotion, Tenure and Reappointment Committee

Strategic Planning Committee

MBA Curriculum Committee

Research and Teaching Enhancement Committee

Fox Chair in Finance Recruiting Committee

Departmental Level, University of Connecticut

Faculty Recruiting (1991-2008)

Promotion, Tenure and Reappointment Committee (1996-2008)

PhD Program Committee (1993-2008)

MIS Curriculum Development (1990-2008)

Gladstein MIS Research Lab Coordinator (2002-2008)

MIS Internship Program Conceptualization and Coordination (1994-2000)
Information Management Association Faculty Advisor (1990-2000)

PROFESSIONAL ORGANIZATIONS AND HONORS SOCIETIES

INFORMS -Institute for Operations Research and Management Sciences

INFORMS Information Systems Society and e-Business Cluster Member

ACM - Association for Computing Machinery

Beta Gamma Sigma

Delta Sigma Pi