

ANANDASIVAM GOPAL

Robert H. Smith School of Business
University of Maryland, College Park, MD 20742
301-405-9681

agopal@rhsmith.umd.edu, scholar.rhsmith.umd.edu/anandgopal/

AFFILIATIONS

Professor

Robert H. Smith School of Business, University of Maryland
August 2017 - Present

Associate Professor (with Indefinite Tenure)

Van Munching Faculty Fellow (2013-2015)

Robert H. Smith School of Business, University of Maryland
August 2010 – June 2017

Assistant Professor

Robert H. Smith School of Business, University Of Maryland
August 2003 – June 2010

Lecturer

Robert H. Smith School of Business, University Of Maryland
August 2002 – June 2003

Associate, E-Business Engineering and Telecommunications

PRTM Inc, Waltham MA

2000 – 2003

EDUCATION

Ph.D., Information Systems and Economics, 2001

Carnegie Mellon University, Graduate School of Industrial Administration (Tepper School of Business)

Dissertation: Essays in Empirical Software Engineering: Communications, Software Processes and Contracts

Dissertation Chair: Dr. Tridas Mukhopadhyay

M.S. Information Science, 1995

University of North Carolina, Chapel Hill

M.Sc (Tech), Information Systems, 1993

Birla Institute of Technology and Science, Pilani, India

RESEARCH PAPERS (INCLUDING PROVISIONALLY ACCEPTED)

A. Gopal and B. Greenwood. 2017. "Traders, Guns, and Money: The Effects of Mass Shootings on Stock Prices of Firearm Manufacturers in the U.S". Forthcoming, *PLOS-ONE*

W. Elmaghraby, A. Gopal and A. Pilehvar. 2017. "Starting Prices in Liquidation Auctions for IT Equipment: Evidence from Field Experiments". Forthcoming, *Production and Operations Management*

B. Greenwood and A. Gopal. 2017. "Ending the Mending Wall: Herding, Media Coverage, and Co-Location in IT Entrepreneurship", Forthcoming, *MIS Quarterly*

Y. Qiu, A. Gopal and I. Hann. 2017. "On Synthesizing Market and Professional Logics in Nascent Entrepreneurship: A Study of iOS App Entrepreneurs". Forthcoming, *Information Systems Research*. Articles in Advance: <http://dx.doi.org/10.1287/isre.2016.0664>

B. Greenwood, Ritu Agarwal, Rajshree Agarwal and A. Gopal. 2016. "The When and Why of Abandonment: The Effect of Organizational Incentives on Technology Lifecycles", Forthcoming, *Management Science*. Articles in Advance: <http://dx.doi.org/10.1287/mnsc.2016.2490>

A. Pilehvar, W. Elmaghraby and A. Gopal. 2016. "Market Information and Bidder Heterogeneity in Secondary Markets Online B2B Auctions". Forthcoming, *Management Science*. Articles in Advance: <http://dx.doi.org/10.1287/mnsc.2016.2444>

- **Finalist, Best Student Paper, Operations Management Division, Academy of Management Conference 2013**

K. Kim, A. Gopal and G. Hoberg. 2016. "Does Product Market Competition Drive CVC Investment? Evidence from the U.S. IT Industry". *Information Systems Research*. Vol. 27, 2. Pp. 259-281

B. Greenwood and A. Gopal. 2015. "'Tiger Blood': Broadcast Media, Social Media, and Firm Founding". *Information Systems Research*. Vol. 26, 4. Pp. 812-828

- **Best Empirical Paper Award, Entrepreneurship Division, Academy of Management Conference 2012**

S. Yu, A. N. Mishra, A. Gopal, S. Slaughter and T. Mukhopadhyay. 2014. "E-Procurement Infusion Dimensions and their Performance Impacts: Disentangling Complementary and Substitutive Effects". *Production and Operations Management*. Vol. 24, 7. Pp. 1054-1070

A. Gopal, M. Goyal, S. Netessine and M. Reindorp. 2013. "The Impact of New Product Introduction on Plant Productivity in the North American Automotive Industry". *Management Science*. Vol. 59, 10. Pp. 2217-2236

A. Gopal and B. Koka. 2012. "The Asymmetric Benefits of Relational Flexibility: Evidence from Software Development Outsourcing". *MIS Quarterly*. Vol. 36, 2. Pp.553-576

A. Gopal, J.A. Espinosa, S. Gosain, and D. Darcy. 2011. "Coordination and Performance in Global Software Services Delivery: The Vendor's Perspective", *IEEE Transactions on Engineering Management*, Vol.58, 4, Pp.772-785

G. Gao, A. Gopal and R. Agarwal. 2010. "The Contingent Effects of Quality Signaling: Evidence from the Indian Offshore IT Services Industry". *Management Science*, Vol. 56, 6. Pp. 1012-1029

V. Ramachandran and A. Gopal. 2010. "Managers' Judgments of Performance in IT Services Outsourcing". *Journal of Management Information Systems*. Vol. 26, 4. Pp. 181-218

A. Gopal and B. Koka. 2010. "The Role of Contracts in Quality and Returns to Quality in Offshore Software Development". *Decision Sciences* Vol. 41, 3. Pp. 491-516

A. Gopal and S. Gosain. 2010. "The Role of Formal Controls and Boundary Spanning in Software Development Outsourcing: Implications for Project Performance". *Information Systems Research*. Vol. 21, 4. Pp. 960-928

- Reprinted in "*Boundary-Spanning in Organizations: Network, Influence, and Conflict*", (Eds: J. Langan-Fox and C. L. Cooper), Routledge, 2013

A. Gopal and G. Gao. 2009. "Certification in the Indian Offshore IT Services Industry", *Manufacturing and Service Operations Management*. Vol. 11, 3. Pp.471-492

A. Gopal and K. Sivaramakrishnan. 2008. "On Vendor Preferences for Contract Types in Offshore Software Projects: The Case of Fixed Price versus Time and Materials Contracts ", *Information Systems Research*. Vol. 19, 2. Pp.202-220

A. Gopal and B. Koka. 2009. "Determinants of Service Quality in Offshore Software Outsourcing", In *Information Systems Outsourcing: Enduring Themes, New Perspectives and Global Challenges, 3rd Edition*, (Eds: R. Hirschheim and A. Heinzl)

A. Gopal, T. Mukhopadhyay and M.S Krishnan. 2005. "The Impact of Institutional Forces on Software Metrics Programs ". *IEEE Transactions on Software Engineering*. Vol. 31, 8. Pp. 679-694

A. Gopal, T. Mukhopadhyay, M.S. Krishnan and K. Sivaramakrishnan. 2003. "Contracts in Offshore Software Development: An Empirical Analysis", *Management Science*, Vol. 49, 12. Pp. 1671-1683

- Reprinted in "*Research Studies In Information Technology Outsourcing: Perspectives, Practices and Globalization*", (Eds: M. Lacity and L. Willcocks), SAGE Series, 2009

A. Gopal, T. Mukhopadhyay, M.S Krishnan and D. Goldenison. 2002. "Measurement Programs in Software Development: Determinants of Success", *IEEE Transactions on Software Engineering*, Vol. 28, 9. Pp. 863-875

A. Gopal, T. Mukhopadhyay and M.S. Krishnan. 2002. "The Role of Communication and Processes in Offshore Software Development" *Communications of the ACM*, Vol. 45, 4ve. Pp. 193-200

- Reprinted in "*Research Studies In Information Technology Outsourcing: Perspectives, Practices and Globalization*", (Eds: M. Lacity and L. Willcocks), SAGE Series, 2009

Total Google Scholar Citations: 1584 (April 2017)

PAPERS IN REVIEW

Y. Pan, P. Huang and A. Gopal. "New Entry Threats, Firm Governance and Innovation in the US IT Industry", In Third Review, *Information Systems Research*

- **Nominated for Best Student Paper, TIM Division, Academy of Management Conference 2015**

Y. Pan, P. Huang, and A. Gopal. "New Entry Threats and Firm Performance in the IT Industry: The Moderating Role of Board Independence". In Second Review, *MIS Quarterly*

B. Greenwood, Ritu Agarwal, Rajshree Agarwal and A. Gopal. "The Role of Individual and Organizational Expertise in Adoption of New Practices", In Second Review, *Organization Science*

S. Mankad, S. Hu, and A. Gopal. "Single Stage Prediction with Online Reviews for Mobile App Development and Management", In Second Review, *Annals of Applied Statistics*

A. Gopal, S. Karmegham, B. Koka, and W. Rand. "Is the Grass Greener? On the Strategic Implications of Moving Along the Value Chain for IT Service Providers". In Second Review, *Information Systems Research*

J. Mejia, S. Mankad, and A. Gopal. "Watch where you Eat: Restaurant Hygiene Inspections in New York City and Moral Hazard", In First Round, *Management Science*

Y. Qiu, A. Gopal and I. Hann. "From Invisible Hand to Visible Hand: Platform Governance and Institutional Logic in the Independent Mac Developer Community". In First Review, *MIS Quarterly*

J. Mejia, A. Gopal and M. Trusov. "Deal or No Deal? Competition, Online Daily Deals and Consumer Quality Perceptions", In First Review, *Information Systems Research*

WORKING PAPERS

J. Mejia, S. Mankad, and A. Gopal. "More Than Just Words: Using Latent Semantic Analysis in Online Reviews to Explain Restaurant Closures"

- **Provisional Patent Application Filed, Disclosed Invention UMD IS-2015-15**

D. Lee, A. Gopal and S. Park. ““Mobile & Me”: A Randomized Field Experiment of Customer Heterogeneity and Channel Use in Recommendation Systems”

A. Gopal and S. Mankad. “Service Quality and Benchmarking Through Online Reviews: Implications for Mobile App Development”

D. Lee and A. Gopal. “When Push Comes to Shop: On Identifying the Effects of Push Notifications on Mobile Retail Sales”.

B. Koka and A. Gopal. ““Is Your Manager Paying Attention?”: Integrating Managerial Attention, Categorization and Interruptions into Models of IT Outsourcing Performance”

J. Mejia, A. Gopal and M. Trusov. “Deal or No Deal? Competition, Online Daily Deals and Consumer Quality Perceptions”

A. Gopal, B. Koka and W. Rand. “Pure Versus Hybrid Strategies: Exploring the Limits of Adaptability Using an Agent-Based Model”

J. Mejia and A. Gopal. “Now and Later? Mentorship, Investor Ties and New Venture Performance in Entrepreneurial Seed Accelerators”

N. Langer and A. Gopal. “Signaling and Human Capital in Online Software Outsourcing Platforms”

Y. Pan, P. Huang, and A. Gopal. “Is Board Capital A Double-Edged Sword? The Moderating Effect of Board Capital, New Entry Threats and Firm Performance”

Dongwon Lee, A. Gopal, and Dokyun Lee. “Micro-Giving: On the Use of Mobile Devices and Monetary Subsidies in Charitable Giving”

PEER-REVIEWED CONFERENCE PRESENTATIONS

“Is the Grass Greener? On the Strategic Implications of Moving Along the Value Chain for IT Service Providers”, Academy of Management Annual Meeting, Atlanta GA, 2017

“New Entry Threats and Firm Performance in the IT Industry: The Moderating Role of Board Independence”, Academy of Management Annual Meeting, Atlanta GA, 2017

“When Push Comes to Shop: On Identifying the Effects of Push Notifications on Mobile Retail Sales”, International Conference on Information Systems, Dublin Ireland. December 2016

"Deal or No Deal? Consumer Expectations and Competition in Daily Deals", International Conference on Information Systems, Dublin Ireland. December 2016

- **Best Paper Award in Track (Human Behavior in IS)**
- **Nominated for Best Paper Award, ICIS 2016**

““Mobile & Me”: A Randomized Field Experiment of Customer Heterogeneity and Channel Use in Online Recommendation Systems”, Academy of Management Conference, Anaheim CA 2016

“Traders, Guns, and Money”, Academy of Management Conference, Anaheim CA 2016

“New Entry Threats, Firm Governance and Innovation in the US IT Industry”, International Conference on Information Systems 2015, Dallas TX, December 2015

“More Than Just Words: Using Latent Semantic Analysis in Online Reviews to Explain Restaurant Closures”, Joint Statistical Meeting (JSM) 2015, Seattle WA, August 2015

“Enemies at the Gate? Product Market Threats, Firm Governance and Patenting in the US IT Industry”, Academy of Management Conference, Vancouver Canada, August 2015

- ***Included in the Best Paper Proceedings, Technology and Innovation Management Division (Top 10% of accepted papers)***

“More Than Just Words: Using Latent Semantic Analysis in Online Reviews to Explain Restaurant Closures”, Academy of Management Conference, Vancouver Canada, August 2015

“Field Experiments in B2B Auctions”, POMS Annual Conference, Washington DC, May 2015

“From Invisible Hand to Visible Hand: Platform Governance and Institutional Logic in the Independent Mac Developer Community”. International Conference on Information Systems. December 2013

"A Tale of Three Tensions: Changes in Decision Making After Information Shocks". Academy of Management Conference. Orlando, FL. August 2013.

“Pure Versus Hybrid Strategies: Exploring the Limits of Adaptability Using an Agent-Based Model”. Academy of Management Conference. Orlando, FL. August 2013.

“Reference Prices and Bidder Heterogeneity in Secondary Markets Online B2B Auctions”. Academy of Management Conference. Orlando, FL. August 2013.

- ***Finalist, Best Student Paper, Operations Management Division, Academy of Management Conference 2013***

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

“Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis”. Academy of Management Conference. August 2012.

- ***Included in the Best Paper Proceedings, Technology and Innovation Management Division (Top 10% of accepted papers)***

““Tiger Blood”: Availability Cascades, New Firm Formation, and the Acquisition of Venture Capital in the I.T. Industry”. Academy of Management Conference. August 2012.

- ***Best Empirical Paper Award, Entrepreneurship Division, 2012***
- ***Included in the Best Paper Proceedings, Entrepreneurship Division (Top 10% of accepted papers)***

“Synthesizing Market and Professional Logics Amongst Independent Software Entrepreneurs: A Study of Mobile Software Developers on the Apple AppStore”. International Conference on Information Systems, Shanghai, China. December 2011

“The Impact of New Product Introduction on Plant Productivity in the North American Automotive Industry”. Academy of Management Conference, San Antonio, TX. August 2011

- ***Hahn Chan Award for the Best Paper in Operations Management, 2011***
- ***Included in the Best Paper Proceedings, OM Division (Top 10% of accepted papers)***

“Ending the Mending Wall: Exploring Entrepreneur – Venture Capitalist Co-location in IT Ventures”, International Conference on Information Systems, St Louis, MO. December 2010

“Managerial Attention and Project Outcomes in Technology Outsourcing: Integrating Categorization and Contextual Approaches to Attention”, Academy of Management Conference (BPS). August 2010

“Ending the Mending Wall: Exploring Entrepreneur – Venture Capitalist Co-location in IT Ventures”, Academy of Management Conference (OCIS), Montreal. August 2010

“When do Vendors Benefit from Relational Governance? The Relationship between Contracts, Relational Governance and Vendor Profitability in the Software Outsourcing Industry”. International Conference on Information Systems 2009, Phoenix, AZ

“IT Infusion and its Performance Impacts: An Empirical Investigation of E-Procurement in the Service Industry”, International Conference on Information Systems 2009, Phoenix, AZ

“When do Vendors Benefit from Relational Governance? The Relationship between Contracts, Relational Governance and Vendor Profitability in the Software Outsourcing Industry”. Academy of Management Annual Meeting, Chicago. August 2009

- **Best Paper Proceedings, BPS Division (Top 10% of accepted papers)**

“Opportunism on the Margin? The Effect of Contracts on the Quality-Margin Relationship in Offshore IT Outsourcing”, Academy of Management Conference, Anaheim CA. August 2008

“To CMM or not to CMM: Antecedents and Consequences of CMM Certification in the Indian IT Industry”, International Conference on Information Systems, Montreal, Canada. December 2007

“Examining Managers' Judgments of Performance: Testing the Input Bias in the Field”, Academy of Management Conference, Philadelphia, August 2007

“Organizational Control Systems and Software Quality: A Cross-national Study”, International Conference on Information Systems, Seattle, December 2003

NON-PEER REVIEWED CONFERENCE PRESENTATIONS

“Mobile Generosity: On the Use of Mobile Devices and Monetary Subsidies in Charitable Giving”, Workshop on Information Systems and Economics (WISE), Dublin Ireland, December 2016

“Watch Where You Eat: Moral Hazard in New York City Restaurant Hygiene Inspections”, Workshop on Information Systems and Economics (WISE), Dublin Ireland, December 2016

“Mobile Generosity: On the Use of Mobile Devices and Monetary Subsidies in Charitable Giving”, CODE@MIT, Cambridge MA, October 2016

“Watch Where You Eat: On the Use of eWOM in Identifying Moral Hazard in New York City Restaurant Hygiene Inspections”, Workshop on Health Information Technology and Economics (WHITE), Washington DC, October 2016

“New Entry Threats and Firm Performance: On Examining the Moderating Role of Board Capital”, Conference on Information Systems and Technologies (CIST), Informs Annual Meeting, Nashville TN, November 2016

“Watch Where You Eat: On the Use of eWOM in Identifying Moral Hazard in New York City Restaurant Hygiene Inspections”, Conference on Information Systems and Technologies (CIST), Informs Annual Meeting, Nashville TN, November 2016

“Restaurant Hygiene Grades and Online Reviews: A Text-Based Analysis”, POMS Annual Meeting, Orlando FL 2016

“Deal or No Deal? Merchant Characteristics and Competition, Online Daily Deals and Consumer Quality Perceptions”, Workshop on Information Systems and Economics, Dallas TX 2015

““Mobile & Me”: A Randomized Field Experiment of Customer Heterogeneity and Channel Use in Online Recommendation Systems”, Workshop on Information Systems and Economics, Dallas TX 2015

“New Entry Threats, Firm Governance and Innovation in the US IT Industry”, Conference on Information Systems and Technologies, Informs Annual Meeting, Philadelphia 2015

“More Than Just Words: Using Latent Semantic Analysis in Online Reviews to Explain Restaurant Closures”, Conference on Information Systems and Technologies, Informs Annual Meeting, Philadelphia 2015

“Cannibalization within B2B Secondary Markets: Evidence from a Field Experiment”, 10th Annual Behavioral Operations Conference, Cornell NY, June 2015

“Cannibalization within B2B Secondary Markets: Evidence from a Field Experiment”, MSOM Conference, Toronto, Canada. June 2015

“Now and Later? Mentorship, Investor Ties and New Venture Performance in Entrepreneurial Seed Accelerators”, SMS Annual International Conference, Denver CO, October 2015

“More Than Just Words: Using Latent Semantic Analysis in Online Reviews to Explain Restaurant Closures”, Joint Statistical Meeting (JSM) 2015, Seattle WA, August 2015

“Now and Later? Mentorship, Investor Ties and New Venture Performance in Entrepreneurial Seed Accelerators”, Druid Conference 2015, Rome, June 2015

“Field Experiments in B2B Auctions”, POMS Annual Conference, Washington DC, May 2015

“Enemies at the Gate? Product Market Threats, Firm Governance and Patenting in the US IT Industry”, Utah Winter Conference on Business Intelligence, February 2015 (Poster)

“More Than Just Words: Using Latent Semantic Analysis in Online Reviews to Explain Restaurant Closures”, Utah Winter Conference on Business Intelligence, February 2015

“A Brief History of Stenting: Technology Adoption and Abandonment in Cardiac Disease”, Utah Winter Conference on Business Intelligence, February 2015 (Poster)

“A Brief History of Stenting: Technology Adoption and Abandonment in Cardiac Disease”, Workshop on Information Systems and Economics, Auckland, New Zealand, December 2014

“Pure Versus Hybrid Strategies: Exploring the Limits of Adaptability Using an Agent-Based Model”, 5th World Congress on Social Simulation, Sao Paulo Brazil. November 2014

“The Role of Mentorship and Investor Ties in Early-stage Entrepreneurial Seed-Accelerators: Evidence from Startup Chile”, Informs Annual Conference 2014

“Deal or No Deal? Merchant Characteristics and Competition, Online Daily Deals and Consumer Quality Perceptions”, Conference on Information Systems and Technologies, Informs Annual Conference 2014

- **Best Poster Award, Third Position, CIST 2014**

“Signaling and Human Capital in Online Software Outsourcing Platforms”, Statistical Challenges in E-Commerce Research, Tel Aviv. June 2014

““Shark Repellents” and Innovation in the High-Tech Sector: The Moderating Role of Product Market Competition”, Statistical Challenges in E-Commerce Research, Tel Aviv. June 2014

"The Impact of Starting Price and Market Thickness on Recovery Rate: Evidence from a Field Experiment in the Online B2B Secondary Market Auctions", Conference on Information Systems and Technologies, Informs Annual Meeting, Minneapolis. October 2013

"The Impact of Starting Price and Market Thickness on Recovery Rate: Evidence from a Field Experiment in the Online B2B Secondary Market Auctions". INFORMS MSOM Conference. INSEAD, France. July 2013

"Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis". Conference on Information Systems and Technology. Informs Annual Meeting. October 2012. Darden Entrepreneurship and Innovation Research Conference. University of Virginia. May 2013

"The Shadow of Goliath: Scientific Discovery and the Abandonment of Stenting in Heart Disease Treatment", Workshop on Information Systems and Economics. Orlando, FL. December 2012

"Reference Prices and Bidder Heterogeneity in Secondary Markets Online B2B Auctions", Workshop on Information Systems and Economics. Orlando, FL. December 2012

"The Shadow of Goliath: Scientific Discovery and the Abandonment of Stenting in Heart Disease Treatment", Workshop on Health IT and Economics. Washington DC. October 2012

"Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis". Conference on Information Systems and Technology. Informs Annual Meeting. October 2012.

"The Shadow of Goliath: Scientific Discovery and the Abandonment of Stenting in Heart Disease Treatment", Conference on Information Systems and Technology. Informs Annual Meeting. October 2012.

"Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis". SCECR 2012. Montreal, Canada. June 2012

"Tiger Blood": Availability Cascades, New Firm Formation, and the Acquisition of Venture Capital in the I.T. Industry". Darden Entrepreneurship and Innovation Research Conference (DEIRC). University of Virginia. May 2012

"Experience and Concurrency in Online B2B Auctions". POMS Annual Meeting. Chicago IL. April 2012

"Tiger Blood": Availability Cascades, New Firm Formation, and the Acquisition of Venture Capital in the I.T. Industry". Utah Winter Conference on Business Intelligence. March 2012

"Tiger Blood": Availability Cascades, New Firm Formation, and the Acquisition of Venture Capital in the I.T. Industry". Workshop on Information Systems and Economics. Shanghai. December 2011

"Experience and Concurrency in Online B2B Auctions". Informs Annual Meeting. Charlotte NC. November 2011

"On Dynamic Resource Allocation in IT Outsourcing Projects: Integrating Managerial Attention, Categorization and Interruptions in an Agent-Based Model", Informs Annual Meeting. Charlotte NC. November 2011

"Tiger Blood": Availability Cascades, New Firm Formation, and the Acquisition of Venture Capital in the I.T. Industry". Informs Annual Meeting. Charlotte NC. November 2011

"On Dynamic Resource Allocation in IT Outsourcing Projects: Integrating Managerial Attention, Categorization and Interruptions in an Agent-Based Model", Frontiers in Service Conference. May 2011.

"Ending the Mending Wall: Exploring Entrepreneur – Venture Capitalist Co-location in IT Ventures", Conference on Information Systems and Technologies (CIST), Informs Annual Meeting, Austin, TX. November 2010

"The Impact of New Product Introduction on Plant Productivity in the North American Automotive Industry", Informs Annual Meeting, MSOM Division, Austin, TX. November 2010

“On Dynamic Resource Allocation in IT Outsourcing Projects: Integrating Managerial Attention, Categorization and Interruptions in an Agent-Based Model”, Annual Complexity in Business Conference. University of Maryland. College Park, MD. November 2010

“Ending the Mending Wall: Exploring Entrepreneur – Venture Capitalist Co-location in IT Ventures”, Sloan Industry Studies Conference, Chicago. May 2010

“The Asymmetric Benefits of Relational Governance: Evidence from Software Development Outsourcing”, Workshop on Information Systems and Economics, 2009, Phoenix.

“The Contingent Effects of Quality Signaling: Evidence from the Indian Offshore IT Services Industry”, Conference on Information Systems and Technologies, 2009 INFORMS Meeting, San Diego. October 2009

“How Does CMM Certification Create Value? Service Diversification, Location, and Competition in the Indian Software Exports Industry”, Sloan Foundation Conference on Industry Studies. Chicago. May 2009

“How Does CMM Certification Create Value? Service Diversification, Location, and Competition in the Indian Software Exports Industry”, CIBER Conference on Sourcing, Duke University. April 2009

“IT Infusion and its Performance Impacts: An Empirical Investigation of E-Procurement in the Service Industry”, S. Yu, A. Mishra, A. Gopal, S. Slaughter and T. Mukhopadhyay, Conference on Information Systems and Technologies (CIST), 2008 INFORMS Meeting, Washington DC. 2008

"Contracts in Offshore Software Development: An Empirical Analysis", Workshop on Information Systems and Economics, Charlotte NC, December 1999

INVITED PRESENTATIONS

“Now and Later? Mentorship, Investor Ties and New Venture Performance in Entrepreneurial Seed Accelerators”, The First Sandra Slaughter Memorial Software Conference, Georgia Tech, May 2015

“Processes and Capabilities in IT Outsourcing; The Vendor Perspective”, Conference on Collaborating and Sourcing in the Global Economy, CITGE, American University, Washington DC. September 2008

“Processes and Capabilities in IT Outsourcing; The Vendor Perspective”, NYU Workshop on Global Sourcing, New York. May 2008

“The Role of Contracts on Quality and Returns to Quality in Offshore Software Outsourcing”, 3rd International Conference on Outsourcing of Information Services, Heidelberg, Germany, May 2007

“Certification in the Indian IT Services Industry”, Duke-CIBER Research Conference and Workshop on Offshoring, Duke University, April 2007

“To CMM or not to CMM: Antecedents and Consequences of CMM Certification in the Indian IT Industry”, NYU-IBM Workshop on Global Sourcing, NYU, January 2007

CAMPUS PRESENTATIONS

“Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis”. London Business School. November 2012

“Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis”. Fisher College of Business, Ohio State University. November 2012

“Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis”. Imperial College London Business School. May 2012

“Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis”. Stern School of Business. New York University. March 2012

“Product Market Competition and Corporate Venture Capital in the IT Industry: An Empirical Analysis”. McCombs School of Business. University of Texas at Austin. November 2011

“Ending the Mending Wall: Exploring Entrepreneur – Venture Capitalist Co-location in IT Ventures”, National University of Singapore, Singapore. May 2010

“Ending the Mending Wall: Exploring Entrepreneur – Venture Capitalist Co-location in IT Ventures”, Nanyang Business School, Singapore. March 2010

“The Role of Contracts on Quality and Returns to Quality in Offshore Software Outsourcing”, University of Mannheim, Germany, May 2007

“To CMM or not to CMM: Antecedents and Consequences of CMM Certification in the Indian IT Industry”, Tepper School of Business, Carnegie Mellon University, November 2006

“Institutional Effects on Software Metrics Programs: A Structural Equation Model”, Kogod School of Business, American University, Washington DC. October 2003

“Contracts in Offshore Software Development: An Empirical Analysis”

- University of Maryland, Smith School of Business. January 2002
- Georgia Institute of Technology, Dupree School of Management. January 2002
- University of Texas, Dallas, Texas. February 2002

“The Role of Communication and Processes in Offshore Software Development”. Presented at the following institutions

- Infosys Technologies Limited, Bangalore, India, August 1999
- Graduate School of Industrial Administration, Carnegie Mellon University, February 2000
- University of British Columbia, Vancouver, Canada. February 2000
- University of Texas, Austin, Texas. February 2000
- Georgia Institute of Technology, School of Management, Atlanta, Georgia. February 2000
- University of North Carolina at Chapel Hill, Chapel Hill, NC. February 2000
- New York University, Stern School of Business, New York. February 2000
- University of Texas, Dallas, Texas. March 2000
- INSEAD, Fontainebleau, France. March 2000

GRANTS

NET Institute, New York University. Summer Research Grant. “Reference Prices and Bidder Heterogeneity in Secondary Markets Online B2B Auctions”. 2012. \$5,000

CIBER, University of Maryland. Summer Research Grant. “Micro-Contracting for IT Services: On Analyzing an Emerging Global Marketplace”. 2010. \$4000

Social Value Creation Summer Grant, University of Maryland, “The Structure and Performance of Public-Private Alliances: The Case of Global Development Alliances at USAID”, 2009, \$5,000

Lattanze Center for Management, Loyola University of Maryland, “Organizational Controls and Boundary Spanning: Implications for Project Performance”, with S. Gosain, \$5,000

Center for Electronic Commerce and Enterprises, University of Maryland. "Organizational Control Systems and Software Quality: A Cross-national Study". With D. Darcy and S. Gosain, \$5,000

Carnegie Bosch Institute for International Management; Grant for study of Contracts in the Indian Software Industry, 1998-2000. With T. Mukhopadhyay, \$85,000

DOCTORAL STUDENTS SUPERVISED

Dissertation Chair / Co-Chair

- Yang Pan, Expected Graduation: 2017
 - Placement – Louisiana State University, Baton Rouge, LA
- Dongwon Lee, Expected Graduation: 2017
 - Placement – HKUST, Hong Kong
- Jorge Mejia, 2016
 - Placement – Kelley School of Business, Indiana University, IN
- Brad Greenwood, Dissertation Co-Chair, 2014
 - Placement – Temple University, Philadelphia, PA
- Yixin Qiu, Dissertation Co-Chair, 2013
 - Placement – Health Grades LLC, Easton, MD
- Ali Pilehvar, Dissertation Co-Chair, 2013
 - Placement – Liquidity Services Inc (LSI), Washington DC

Dissertation Committee Member

- Vickie Wolcott, 2015
 - Placement – US Army
- Keongtae Kim, 2015
 - Placement - City University of Hong Kong
- Catherine Anderson, 2010
 - Placement - University of Virginia (Clinical Track)
- Sherae Daniels, 2007
 - Placement - University of Pittsburgh
- Seunghye Yu (Carnegie Mellon University), 2004
 - Placement - HKUST

Advising and Mentoring

- Abdullah Alhauil (2016-2017)
- Sabari Karmegham (2015-2017)
- Lanfei Shi (2014-2015)
- Vandana Ramachandran (2007-2009)

HONORS AND AWARDS

Best Associate Editor, *Information Systems Research*, 2010-2011

Best Research Paper, Dingman Center for Entrepreneurship, University of Maryland, 2010

Top 15% Teaching Faculty in MBA Program, University of Maryland

- 2003-2004, 2004-2005, 2008-2009 and 2009-2010

ICIS Doctoral Consortium, Charlotte NC, 1999

Carnegie Bosch Doctoral Dissertation Fellowship, Carnegie Mellon University, 1999 – 2000

William Larimer Mellon Fellowship, Carnegie Mellon University, 1995 – 1998

MCI Fellowship for Information Science, 1994, UNC-Chapel Hill (Top 2 in class)

Dean's Prize for Best Master's Thesis, 1995, UNC-Chapel Hill

Nominated to Beta Phi Mu Honor Society for Information Management, 1995

PROFESSIONAL SERVICE

Senior Editor, *Information Systems Research*, January 2017 – December 2019

Track Chair, Research Philosophy and Methods, *ICIS 2017*, Seoul, South Korea

Conference Co-organizer (for UMD), *NASSCOM Big Data Symposium 2015*, Hyderabad, India

Associate Editor, Social Media and Digital Collaborations, *ICIS 2015*

Associate Editor, *Information Systems Research*, January 2010 – December 2012

Guest Associate Editor, *Management Science*, 2009-2010

Guest Associate Editor, *JMIS*, Special Issue on Services, 2008-2009

Track Chair, General Research Stream, *ICIS 2009*, Phoenix, AZ

Conference Co-Chair, *Conference on Information Systems and Technologies (CIST) 2008*, Washington DC

Associate Editor, Global Issues in IT, *ICIS 2011*, Montreal, Canada

Associate Editor, OCIS, *Academy of Management Conference*, 2010

Associate Editor, Economics of IS Track, *ICIS 2007*, Montreal, Canada

Program Committee, *Workshop on Information Systems and Economics*, 2007, Montreal

Formal Reviewer for *Information Systems Research*, *MIS Quarterly*, *Management Science*, *Strategic Management Journal*, *Journal of International Business Studies*, *IEEE Transactions on Software Engineering*, *Organization Science*, *MS&OM*, *Production and Operations Management*

UNIVERSITY SERVICE

Chair, Faculty Recruiting Committee, DOIT, 2016-2017

Nominated, University of Maryland Senate (2014-2016)

Member, Selection Committee for Bancker-Key Scholarships, Honors College, UMD (2013, 2014, 2015)

Member, Smith School MBA Oversight Committee (2014-2016)

Member, DOIT MS Oversight Committee (2013-2016)

Member, DOIT Program and Curriculum Committee (2012-2015)

Career Coach, Business Analytics Track, Full-time MBA Program

Member of various school-level task forces (Smith IT, PT MBA Redesign, MSIS Program)

MEDIA

November 2003 "Near-Sourcing of IT Services", *Baltimore Sun*

Fall 2004, "Contracts Matter in IT Outsourcing", *Smith Research Magazine*

December 2005, "Outsourcing services and electioneering", *The Hindu (India)*

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<i>Marketing Pilgrim</i>	http://www.marketingpilgrim.com/2014/12/can-yelp-reviews-predict-restaurant-closures-researchers-say-yes.html
<i>OnlySoftwareBlog</i>	http://onlysoftwareblog.com/2014/12/researchers-use-text-mining-software-to-predict-success-failure-of-dc-restaurants/
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<i>Pizza Marketplace</i>	http://www.pizzamarketplace.com/news/researchers-use-text-mining-software-to-predict-success-failure-of-dc-restaurants/
<i>UMD Right Now</i>	http://www.umdrightnow.umd.edu/news/new-research-method-predicts-success-failure-dc-restaurants
<i>Fast Casual</i>	http://www.fastcasual.com/news/researchers-use-text-mining-software-to-predict-success-failure-of-dc-restaurants/
<i>Yahoo News</i>	http://news.yahoo.com/researchers-text-mining-software-predict-success-failure-d-193400620.html
<i>Virtual Strategy Magazine</i>	http://www.virtual-strategy.com/2014/12/15/researchers-use-text-mining-software-predict-success-failure-dc-restaurants#axzz3M4GWTUyV
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<i>Thrillist</i>	http://www.thrillist.com/eat/nation/university-of-maryland-study-uses-yelp-data-to-predict-restaurant-success
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