

Dr. Joseph P. Bailey

Research Associate Professor
QUEST Executive Director

Contact Information:

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Academic Degree Programs

Ph.D. 1993 - 1998

Massachusetts Institute of Technology, Technology, Management and Policy Ph.D. Program, Dissertation Title: "Intermediation and Electronic Markets: Aggregation and Pricing in Internet Commerce," completed May 1998. Ph.D. Committee members: Lee McKnight, chair, Center for Technology, Policy, and Industrial Development; Erik Brynjolfsson, Sloan School of Management; David Clark, Laboratory for Computer Science.

M.S. 1992-1993

Stanford University, Department of Engineering-Economic Systems.

B.S. 1988 - 1992

Carnegie Mellon University, Department of Electrical and Computer Engineering. Dual degree in Electrical Engineering and Engineering and Public Policy.

Academic and Professional Experience

2004 -

Research Associate Professor, Decision and Information Technologies, The Robert H. Smith School of Business, University of Maryland. Teaching and research in the area of information systems and economics with an emphasis on electronic markets.

2009 -

Executive Director, QUEST Program, University of Maryland. Teaching and administration of an undergraduate honors program that engages 200 students in business, engineering, and computer science.

2006 – 2008

Associate Department Chair, Decision and Information Technologies, The Robert H. Smith School of Business, University of Maryland. Leadership in the area of course scheduling, graduate and teaching assistants, supervision of administrative support, and faculty development.

2004 - 2008

Director, Center for Electronic Markets and Enterprises, The Robert H. Smith School of Business, University of Maryland. Leadership of a research center promoting excellence in education and research in the area of electronic markets and enterprises.

1998 – 2004

Assistant Professor, Logistics, Business, and Public Policy Department, The Robert H. Smith School of Business, University of Maryland. Teaching and research in the areas of information systems economics and policy.

1993 - 1998

Research Assistant, Research Program on Communications Policy, MIT Center for Technology, Policy, and Industrial Development. Interdisciplinary research focus on information technology and public policy. Internet economics, interoperability, and Internet commerce research..

Summer 1994

Science Assistant, National Science Foundation. Researched cost accounting and recovery goals of the federal Internet community.

Publications

Books

McKnight, L. W., J. P. Bailey, eds. (1997) Internet Economics. MIT Press, Cambridge, MA.

Peer Reviewed

Bailey, J. P. and J. Y. Bakos (1997) “An Exploratory Study of the Emerging Role of Electronic Intermediaries.” *International Journal of Electronic Commerce*, v. 1 no. 3, pp. 7-20.

Bailey, J. P., S. Faraj, and Y. Yao (2007) “The Road More Traveled: Web Traffic and Price Competition in Internet Retailing,” *International Journal of Electronic Commerce*, v. 17, no. 1.

Bailey, J. P., L. W. McKnight, and P. Bosco. (1995) “The Economics of Advanced Services in an Open Communications Infrastructure: Transaction Costs, Production Costs, and Network Externalities.” *Information Infrastructure and Policy*, vol. 4, no. 4, pp. 255-278.

Bailey, J. P. and E. Rabinovich (2005) “Internet Book Retailing and Supply Chain Management: An Analytical Study of Inventory Location Speculation and Postponement,” *Transportation Research – Part E: Logistics and Transportation Review*, vol. 41, no. 3, pp. 159-177.

Bailey, J. P. and E. Rabinovich (2006) "The Adoption of Inventory Postponement and Speculation: An Empirical Assessment of Oligopolistic Internet Retailers," *Transportation Research – Part E: Logistics and Transportation Review*, vol. 42, no. 4, pp. 258-271.

Kavassalis, P., J. P. Bailey, and T. Y. Lee, and J. P. Bailey, (2000) "Open Layered Networks: The Growing Importance of Market Coordination," *Decision Support Systems*, v. 28, n. 1-2, pp. 137-153.

McKnight, Lee W., and Joseph P. Bailey. (1997) "Internet Economics: When Constituencies Collide in Cyberspace." *IEEE Internet Computing* 1 (6):30-37.

McKnight, L. W., J. P. Bailey and B. A. Jacobson. (1996) "Modeling the Economics of Interoperability: Standards for Digital Television." *Revue d'Economie Industrielle*, v.0, n. 75, pp. 187-210.

Palmer, J. W., J. P. Bailey, and S. Faraj. (2000) "The Role of Intermediaries in the Development of Trust on the WWW: The Use and Prominence of Trusted Third Parties and Privacy Statements," *Journal of Computer Mediated Communication*, v. 5, n. 3.

Porterfield, T. E., J. P. Bailey, and P. T. Evers, (forthcoming) "B2B eCommerce: An empirical investigation of information exchange and firm performance," *International Journal of Physical Distribution and Logistics*.

Rabinovich, E. and J. P. Bailey. (2004) "Physical Distribution Service Quality in Internet Retailing: Service Pricing, Transaction Attributes, and Firm Attributes," *Journal of Operations Management*, v. 21, n. 6, pp. 651-673.

Rabinovich, E., J. P. Bailey, and C. R. Carter, (2003) "A Transaction-Efficiency Analysis of an Internet Retailing Supply Chain in the Music CD Industry," *Decision Sciences*, v. 34, n. 1.

Book Chapters

Bailey, J. P. (1997) "The Economics of Internet Interconnection Agreements." In McKnight and Bailey, eds., Internet Economics, MIT Press, pp. 155-168.

Bailey, J. P. (2001) "Retail Services: Continuing the Internet Success." In The Economic Payoff from the Internet Revolution, R. Litan and A. Rivlin, eds. Brookings Institution Press, Washington, D.C., pp. 172-188.

Bailey, J. P., I. Gamvros, and S. Raghavan (2005) "Ex-Post Internet Charging: An Effective Bandwidth Model," *ACM Transactions on Internet Technology*, revise and resubmit.

Bailey, J. P. and L. W. McKnight. (1997) "Scalable Internet Interconnection Agreements and Integrated Services." in Coordination of the Internet. B. Kahin and J. Keller, eds. MIT Press, Cambridge, MA

Bailey, J. P., J. Nagel, and S. Raghavan. (2007) "Ex-Post Internet Charging: An Effective Bandwidth Model," in Extending the Horizons: Advances in Computing, Optimization, and Decision Technologies, Baker, E. K., Joseph, A., Mehrotra, A., and Trick, M. A., eds., Springer, pp. 221-245.

Bailey, J. P. and E. Rabinovich (2002) "Internet Retailers' Dilemma of Operational and Market Efficiencies," in Future Directions in Supply Chain and Technology Management, R. Ganeshan and T. Boone, eds. The American Management Association (AMACOM), New York, pp. 39-57.

Neil, S. C., L. W. McKnight and J. P. Bailey. (1995) "The Government's Role in the HDTV Standards Process: Model or Aberration?" in Standards Policy for Information Infrastructure. B. Kahin and J. Keller, eds. MIT Press, Cambridge, MA, pp. 276-288.

Smith, M. D., J. P. Bailey, and E. Brynjolfsson (2000) "Understanding Digital Markets: Review and Assessment," in Understanding the Digital Economy: Data, Tools, and Research, E. Brynjolfsson and B. Kahin, eds. MIT Press, Cambridge, MA, pp. 99-136.

Conference Papers and Others

Bailey, J. P. (2000) "High Speed Internet Access Diffusions: An Analysis of Internet Service Providers' Firm Strategy," Presented at the 28th Telecommunications Policy Research Conference, Alexandria, VA. September 23-25.

Bailey, J. P. (1999) "The Industrial Organization of the U.S. Internet Service Provider Industry," Presented at the 27th Telecommunications Policy Research Conference, Alexandria, VA, September 25-27.

Bailey, J. and J. Biegel, "The Insatiable Demand for Bandwidth and the Effect on Competition," INFORMS Annual Meeting, November 2007.

Bailey, J. P. and E. Brynjolfsson (1997) "In Search of "Friction-Free Markets": An Exploratory Analysis of Prices for Books, CDs and Software Sold on the Internet." Presented at the 25th Telecommunications Policy Research Conference, Alexandria, VA. September 27-29.

Bailey, J. P., D. Cantor, and C. Grimm (2008) "The Impact of IT Investment on Product Innovation: Theory and Evidence from the Pharmaceutical Industry."

Bailey, J. P., D. Cantor, and C. Grimm (2003) "IT Investment and Innovation: An Empirical Study of the Pharmaceutical Industry," Decision Sciences Institute Annual Meeting, Washington, DC, November.

Bailey, J., G. Gao, W. Jank, M. Lin, and H. Lucas, "Estimating Online Sales Distribution: the Short End of the Long Tail," Statistical Challenges in eCommerce Research Symposium, Stamford, CT, May 2007.

Bailey, J. P., Gao, G., Jank, W., Lin, M., Lucas, H., and S. Viswanathan, "The Long Tail is Longer Than You Think," 2008 Workshop on Information Systems and Economics, Paris, France, December 2008. Available from SSRN:
http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1132723

Bailey, J. P., C. Grimm, and L. Zou (2005) "Internet or Enter Not? Determinants of Traditional Retailers' Internet Expansion," working paper, Robert H. Smith School of Business, University of Maryland.

Bailey, J. P., J. Nagel, and S. Raghavan. (2008) "Ex-Post Internet Charging," in Proceedings of The 9th INFORMS Telecommunications Conference, Raghavan, S., B. Golden, and E. Wasil, eds.

Bailey, J. P., J. Nagel, and S. Raghavan (1999) "Ex-Post Internet Pricing," Presented at the MIT/Tufts Workshop on Internet Service Qualities and Economics, Cambridge, MA, December 2-3.

Bailey, J. P., Y. Yao, and S. Faraj (1999) "Price Dispersion Among Internet Retailers," Workshop on Information Systems and Economics, Charlotte, NC, December.

Cantor, D., C. Grimm, T. Corsi, and J. P. Bailey (2005) "IT Resources and Risk Management in the Motor Carrier Industry," Decision Sciences Institute Annual Meeting, San Diego, CA, November.

Iyengar, D. and J. P. Bailey (2003) "Information Sharing and Disintermediation in Long Supply Chains, Decision Sciences Institute Annual Meeting, Washington, DC, November.

Iyengar, D. J. P. Bailey, and P. Evers (2005), "Empirical investigation into Supply Chain Length," Decision Sciences Institute Annual Meeting, San Diego, CA, November.

Iyengar, D. and J. P. Bailey (2006), "Centrality, Power, and Ego States of Multi-echelon Supply Chains," Decision Sciences Institute Annual Meeting, San Antonio, TX, November.

Lin, M., J. Bailey, and H. Lucas, "Banking Efficiency from Internet Adoption," 2007 Workshop in Information Systems and Economics, Montreal, December 2007.

Porterfield, T., J. Bailey, and P. Evers, "The Relational Effects of Information Exchange in Industrial Supply Chains."

Porterfield, T., J. P. Bailey, and C. Grimm (2005), "Information Technology and B2B Interactions: Impact of EDI on Supplier Concentration," Decision Sciences Institute Annual Meeting, San Diego, CA, November.

Porterfield, T., J. P. Bailey, and C. Grimm (2006), "The Performance Effects of Directional Information Exchange in a Supply Chain Network," Decision Sciences Institute Annual Meeting, San Diego, CA, November.

Yao, O., J. Bailey, and M. Dresner (2001) "Electronic Supply Chains and Channel Competition" presented at the 2001 Workshop on Information Systems and Economics, New Orleans, LA, December 2001.

Zhang, T., S. Faraj, and J. P. Bailey (2003) "Online Retailer's Strategies to Survive in Homogeneous Product Market: An Exploratory Analysis," International Conference on Information Systems, Seattle, WA, December.

Research Grants and Awards

Bailey, J. P. (1999) "Internet Economics and Policy," General Research Board, University of Maryland, \$6,250 for one year of summer support.

Bailey, J. P. (2002) "Information Asymmetries in Electronic Hierarchies," Center for Electronic Markets and Enterprises, The Robert H. Smith School of Business, University of Maryland, \$10,000 for summer support.

Bailey, J. P. and J. W. Herrmann (2010) "Workshop on Undergraduate Action Learning: Outcomes of Multidisciplinary Engineering, Technology and Management Programs, National Science Foundation, CCLI, \$40,000.

Bailey, J. P. and S. Raghavan (2000 - present) "Network Management and Internet Pricing," Laboratory for Telecommunications Sciences, National Security Agency, \$120,000/year

Teaching Experience

Winter 2011

"Doing Business in China," QUEST Honors Program Elective, University of Maryland.

Spring 2010 (3 sections), Spring 2009, Spring 2008 (2 sections)

"Managing Digital Business and Markets," MBA Selective Class, Smith School of Business, BUSI622, University of Maryland.

Spring 2010, Spring 2008

"Strategic and Transformational Information Technology," MBA Selective Class, BUSI621, Smith School of Business, University of Maryland.

Fall 2009, Fall 2010

"QUEST Consulting and Innovation Practicum," Smith School of Business and Clark School of Engineering undergraduate honors course, BMGT/ENES490H, University of Maryland.

Fall 2009, Fall 2010

"Introduction to Design and Quality," Smith School of Business and Clark School of Engineering undergraduate honors course, BMGT/ENES190H, University of Maryland.

Spring 2009

“Systems Thinking for Managerial Decision Making,” Smith School of Business and Clark School of Engineering undergraduate honors course, BMGT/ENES390H, University of Maryland.

Spring 2008

“Operations Management,” MBA Class, BUDT724, Smith School of Business, University of Maryland.

Spring 2007, Fall 1999, Fall 1998

“Telecommunications and Technology Policy,” ENTS631, M.S. in Telecommunications Program, University of Maryland.

Fall 2007, Fall 2006, Fall 1999, Fall 1998

“The Economics of Telecommunications,” ENTS630, M.S. in Telecommunications Program, University of Maryland.

Fall 2006, Spring 2005, Spring 2003, Spring 2001, “Research Seminar on eBusiness and Supply Chain Management,” Ph.D. Seminar, BMGT808.

Spring 2006, “Strategic Information Systems,” MBA Core Class, BUSI620, Smith School of Business, University of Maryland.

Fall 2004 (2 sections), Fall 2003 (3 sections), Fall 2000-2002 (2 sections/year)

“Managerial Economics and Public Policy,” MBA Core Class, BUSI681, Smith School of Business, University of Maryland.

Winter 2002, Spring 2000 (2 sections), Spring 1999

“Telecommunications and Technology Policy: Internet Economics,” BMGT798V, Smith School of Business, University of Maryland.

Summer 2001

“International Technology Policy and Global Internet Economics,” MBA Elective, BMGT Study Trip to Ireland.

Advisors on postgraduate work

Lee W. McKnight, MIT (now at Syracuse)

David Clark, MIT

Erik Brynjolfsson, MIT

Honors

2010 Legg Mason Teaching Innovation Award, Smith School, University of Maryland
Top 15% Teaching Award, Smith School, University of Maryland, 1998, 1999, 2004, 2005, 2006, 2007, and 2008.

2004 Krowe Teaching Award, Smith School, University of Maryland

2004 Legg Mason Teaching Innovation Award, Smith School, University of Maryland

Frank Batten Young Scholar, College of William and Mary, 2000 and 2002

Telecommunications Policy Research Conference Student Paper Award, 2nd Place, September 1998

NASA Fellow, 1995-1998