



I. Personal Information

Elmaghraby, Wedad Jasmine
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RH Smith School of Business
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I.B. Academic Appointments at UMD

Professor R. H. Smith School of Business, University of Maryland, July 2017 – present
ADVANCE professor 2019-2020
Co-Director of Smith Analytics Consortium, 2018-present

Associate Professor R. H. Smith School of Business, University of Maryland, July 2008 - present

Assistant Professor, R. H. Smith School of Business, University of Maryland, September 2005- 2008

Visiting Assistant Professor, R. H. Smith School of Business, University of Maryland, January 2005- September 2005

I.C. Other Employment

Research Scholar, Federal Energy Regulatory Commission, 2002 – 2004.

Assistant Professor, ISyE Georgia Institute of Technology, Spring 2000-August 2005
(on leave August 2002 - August 2005)

Assistant Professor, Stern School of Business, New York University Fall 1998-Fall 1999

Instructor, School of Business, San Francisco State University (Fall 1995)

Visiting Researcher, Central Research Institute of Electric Power Industry, Tokyo, Japan (Summer 1995)

Economist, Research Triangle Institute, RTP, N.C. (1993)

I.D. Educational Background

University of California at Berkeley, Berkeley, California
Doctor of Philosophy, Department of Operations Research and Industrial Engineering, July 1998

University of California at Berkeley, Berkeley, California
Masters of Science, Department of Operations Research and Industrial Engineering, Dec. 1995

Cornell University, Ithaca, New York
Bachelor of Science in Operations Research and Industrial Engineering, December 1992
Bachelor of Arts in Economics, December 1992

II. Research, Scholarly and Creative Activities

II.A. Chapters

II.A.1. Books

1. W.J. Elmaghraby and E. Katok (2016) “Strategic Sourcing Decision” invited chapter to appear in Handbook on Behavioral Operations, Wiley N.J.
2. W. Elmaghraby (2004), “ Auctions and Pricing in Emarketplaces,” in *Handbook of Quantitative Supply Chain Analysis: Modeling in the eBusiness Era*, eds. D. Simchi-Levi, S. D. Wu, and Z.-J. Shen, Kluwer Academic Press, pp. 231-245
3. W. Elmaghraby and P. Keskinocak (2003), “Combinatorial Auctions in Procurement,” in *The Practice of Supply Chain Management*, eds. C. Billington, T. Harrison, H. Lee, J. Neale, Kluwer, pp. 245-258

II.B. Articles in Refereed Journals

1. K. Bimpikis, W. J. Elmaghraby, K. Moon and W. Zheng (2019), “Mitigating Monitoring Costs via Auction Listing Policies”, accepted at *Management Science*
2. A. Coskuna, W. Elmaghraby, M. Karaman, and F. Salman (2019), “Relief Aid Stocking Decisions under Bilateral Agency Cooperation”, *Socio-Economic Planning Sciences*, Vol. 67, September <https://www.sciencedirect.com/science/article/pii/S0038012118302143?dgcid=author>
3. A. Devlin, W. Elmaghraby and R. Hamilton (2017), “Why Do Suppliers Prefer Wholesale Price Contracts: The Role of Retailer Incentives for Investing Marketing Effort”, (Accepted at *Journal of the Academy of Marketing Science*)
4. W. J. Elmaghraby, A. Gopal and A. Pilehvar (2017), “Starting Prices in Liquidation Auctions: Evidence from Field Experiments (Accepted at *Production and Operations Management*)
5. W. J. Elmaghraby, A. Gopal and A. Pilehvar (2017) “Reference Prices and Heterogeneity in Secondary Markets Online B2B Auctions” *Management Science*, Vol. 63, No. 5, pp. 1493-1518
6. W. J. Elmaghraby, W. Jank, S. Zhu and I. Karaesmen, (2015) “Sales Force Behavior, Pricing Information and Pricing Decisions” *M&SOM*. Vol. 17, No. 4, pp. 495-510
7. W. Elmaghraby, W. Jank, I. Karaesmen, S. Zhu, (2012), “ An Exploratory Analysis of B2B Price Changes”, *Journal of Pricing and Revenue Management*, Vol.11, pp. 607-624

8. W. J. Elmaghraby and N. Larson (2012), "Explaining Deviations from Equilibrium in Auctions with Avoidable Fixed Costs", *Games and Economic Behavior*, pp. 131-159
9. W. J. Elmaghraby, E. Katok, N. Santamaria (2012), "A Laboratory Investigation of Rank Feedback in Procurement Auctions" *M&SOM*, Vol. 14, pp. 128-144
10. W. J. Elmaghraby, S. A. Lippman, C. S. Tang and R. Yin (2009), "Will More Purchasing Options Benefit Customers?" *Production and Operations Management*, Vol. 18, No. 4 pp. 381-401
11. W. J. Elmaghraby, A. Gulcu, P. Keskinocak (2008), Designing Optimal Markdown Mechanisms in the Presence of Rational Customers with Multi-unit Demands," *M&SOM*, Vol. 10, No. 1, pp. 126 - 148
12. W. J. Elmaghraby (2007), "Auctions within e-Sourcing Events", *Production and Operations Management*, Vol. 16, No. 4, pp. 409-422
13. W. J. Elmaghraby (2005) , "The Effect of Asymmetric Bidder Size on the Performance of an Auction: Are More Bidders Always Better?," *Management Science*, Vol. 51, No. 12 pp. 1763-1776
14. S. Deng and W. J. Elmaghraby, (2005) "Parallel Sourcing with a Tournament," *Production and Operations Management*, Vol. 14, No. 2, pp. 252-276
15. W. J. Elmaghraby (2005), "Multi-Unit Auctions with Dependent Valuations: Issues of Efficiency in Electricity Auctions," *European Journal of Operations Research* Vol. 166, pp. 430-448
16. N. An, W. J. Elmaghraby and P. Keskinocak (2005), "Bidding strategies and their impact on auctioneer's revenue in combinatorial auctions" *Journal of Revenue and Pricing Management*, Vol. 3, No. 4, pp. 337-357
17. W. J. Elmaghraby, R. O'Neill, M. Rothkopf and W. Stewart (2004), "Pricing and Efficiency in Lumpy Energy Markets" *The Electricity Journal*, June, pp. 54-64
18. W. J. Elmaghraby and P. Keskinocak (2003), "Dynamic Pricing in the Presence of Inventory Considerations," *Management Science*, Vol. 49, No. 10, pp. 1287-1309
19. W. J. Elmaghraby (2003), "The Importance of Ordering in Sequential Auctions", *Management Science*, Vol. 49, No. 5, pp.673-682
20. W. J. Elmaghraby (2000), "Supply Contract Competition and Sourcing Policies" *M&SOM*, Vol. 2, No. 4, pp. 350-371
21. W. J. Elmaghraby and S. S. Oren (1999), "The Efficiency of Multi-Unit Electricity Auctions," *The Energy Journal*, Vol. 20, No. 4, pp. 89-116

II.C. Published Conference Proceedings

1. N. An, W. Elmaghraby, P. Keskinocak (2004), "Bidding in Combinatorial Auctions," Proceedings of the Institute of Industrial Engineers (IIE) Annual Conference, Houston, Texas, May 15-19.

2. M. Berhault, H. Huang, P. Keskinocak, Sven Koenig, W. Elmaghraby, P. Griffin, A. Kleywegt (2003), "Robot Exploration with Combinatorial Auctions," Proceedings of the IEEE/RSJ International Conference on Intelligent Robots and Systems, Las Vegas, October 27-31.
3. W. Elmaghraby, A. Gulcu†, P. Keskinocak (2001), "Analysis of a Price Markdown Mechanism," Proceedings of the Third International Workshop on Advanced Issues of E-Commerce and Web-Based Information Systems (WECWIS), Milpitas, CA, June 21-22, 170-177

II.D. Conferences, Workshops, and Talks

II.D.1. Keynotes

Behavioral Operations Management International Symposium, Shanghai Polytechnic University, Shanghai, China, December 15-16

II.D.2. Recent Invited Talks/Tutorials (since 2010)

2020: Foster School of Business at University of Washington, Mays School of Business at Texas A&M

2019: Johnson School of Business at Cornell University, INFORMS Business Analytics Conference (Tutorial), Energy and Market Engineering Symposium in Honor of Shmuel Oren, Ross School of Business at University of Michigan, Carey School of Business at John Hopkins University

2018: Bensadoun School of Retail Management at McGill University, Stern School of Business at NYU, Poole School of Management at NCSU, Marketplace Innovation Workshop, London School of Economics, Operations Research Program at NSCU, Smeal College of Business at Penn State

2017: INSEAD in Singapore, HKUST

2016: Darden at University of Virginia, George Washington University School of Business,

2015: Brandeis International Business School, Cologne Workshop on Auctions and Procurement, Cologne, Germany, IBM Watson Research Lab,

2014: University of Maryland Smith School Supply Chain Analytics Workshop, Georgia Tech, Scheller School of Management at Georgia Tech

2013: UT Dallas, Naveen Jindal School of Management, ESEI Market Design Center at the University of Zurich

2012: Kellogg Business School at Northwestern University, HEC, Paris, London Business School, UVA, Darden School of Business,

2011: Mirage School of Business, UC Irvine

2010: Marshall School of Business, USC, Georgetown University, Fuqua School of Business, Duke University, INSEAD,

II.E. Professional Publications

II.E.1. Reports and Non-Refereed Monographs

1. W. Elmaghraby, P. Keskinocak, M. Rothkopf (2005), "Introduction to the Special Issue Dynamic Pricing Policies in Electronic Commerce," *Electronic Commerce Research Journal*, Vol. 5, No. 2, 175-180.
2. P. Keskinocak and W. Elmaghraby (2000), "Ownership in Digital Marketplaces," *European American Business Journal*, November, 71-74.

II.F. Sponsored Research

II.F.1. Grants

NET Institute at NYU, "Reference Prices and Bidder Heterogeneity in B2B Auctions", with Anand Gopal and Ali Pilehvar, \$4,500, July – August 2012

ADVANCE Program for Inclusive Excellence (*NSF-HRD # 1008117*): "Understanding the Appeal of Suboptimal Contracts", with Rebecca Hamilton, \$20,000, May 2011- April 2012

NSF-SBE # 0624202: "Collaborative Research -Consumer Choice and Organizational Decision-Making", with Marco Castillo, Laurie Garrow, Julie Swann and Pinar Keskinocak, \$670,000 (\$82,785.00 for UMD), January 2007 – December 2009

Hewlett Packard Labs, "The Design of Procurement Auctions," \$30,000, 2007

NSF-EECS # 0323322: "Designing Competitive Markets for Transmission and Generation Expansion", \$134,786, August 2003 – December 2006

AFOSR (Air Force Office of Scientific Research) : "Coordinated Resource Allocation Among Multiple Agents with Application to Autonomous Refueling and Servicing of Satellite Constellations," co-PI with Panagiotis Tsiotras, \$273,027, January 2004 – December 2006

The Logistics Institute – Asia Pacific, Georgia Institute of Technology: E-Commerce group, co-PI with P. Keskinocak, \$54,124, January 2002 – December 2002.

The Logistics Institute – Asia Pacific, Georgia Institute of Technology: E-Commerce group, co-PI with P. Keskinocak, \$115,000 January 2000 -December 2001

Center for Information Intensive Organizations, NYU, co-PI with Y. Bakos, \$10,000, 1999

II.G. Submissions and Works in Progress

Wedad Elmaghraby, Professor
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301-405-0531 • welmaghr@rhsmith.umd.edu

II.G.1. Manuscripts under Review

1. A. Alhali, W. Elmaghraby and A. Gopal (2019) Open Versus Closed? The Impact of Mobile Phone Platform Openness in Online B2B Secondary Market Auctions, first round at *MISQ*

II.G.2. Manuscripts in Preparation

1. A. Devlin, W. Elmaghraby and R. Hamilton (2018), “The Effect of Contract Type on Retailer’s Willingness to Accept Product Risk”
2. B. Flicker, W. Elmaghraby, and E. Katok, (2016) “In for the Long Haul: Behavioral Preferences for Long-Term Partnerships in Dynamic Procurement”

III. Teaching, Mentoring and Advising.

III.A. Courses Taught over last 3 years

eMBA Operations Management
Full-time MBA Operations Management
Undergraduate Operations Management
PhD Seminar in Operations Management

III.B. Advising: Research or Clinical

III.B.1. Undergraduate

SUSA Business Analytics Track, New York City Track Advisor, November 2016

III.B.2. Doctoral

Dissertation Committee Chair

Wenchang Zhang, expected graduation date April 2020

Anna Devlin, currently Clinical Faculty at Drexel University, graduate 2014

Ali Pilehvar, co-advisor with Anand Gopal, currently at Liquidity Services Inc., graduated 2013

Altan Gulcu, co-advisor with P. Keskinocak, currently at SAS Cary, NC, graduated 2008 from Georgia Institute of Technology

Na An, co-advisor, with P. Keskinocak, currently at Operations Research Analyst at Transportation and Logistics Services, Redlands, CA, graduated 2006 from Georgia Institute of Technology,

Se-Kyoung Oh, currently at SK research center, Seoul, Korea, graduated 2002 from Georgia Institute of Technology

Dissertation Committee Member

Huan Cao (4th year PhD student)

Daehoon Noh (5th year PhD student)

Weiming Zhu, currently at IESE in Barcelona, Spain, graduated 2016

Wenlin Chen, UNSW Australia, thesis reader June 2015.

He Chen, currently at the World Bank, Washington D.C., graduation 2014,

Prem Swaroop, graduation 2013, committee member

Yongjae Kim, graduation 2012, committee member

Varan J. Prabhakar, graduation 2011, Dean's Representative, Department of Mechanical Engineering

Kiran Panchamgam, graduation 2010

III.C. Mentorship

III.C.1. Junior Faculty

Ashish Kabra, Assistant Professor in DOIT, Fall 2017 –

Courtney Paulson, Assistant Professor in DOIT, Fall 2016 – 2019

IV. Service and Outreach

IV.A. Editorships, Editorial Boards, and Reviewing Activities

IV.A.1. Editorships

Special Issue of Production and Operations Management on “Operations Management in Business to Business Markets: Practice and Research” with Christopher S. Tang, 2011, Vol. 20, No. 2.

Special Issue of *Electronic Commerce Research Journal* on “Dynamic pricing strategies for e-commerce” with P. Keskinocak and M. Rothkopf, 2005, Vol. 5, No. 2.

IV.A.2. Editorial Boards

Invited Guest AE, MSOM Special Issue on Responsible Research (2020)

Invited Guest AE, Management Science Special Issue on Business and Climate Change (2020)

Invited Senior Editor, Production and Operations Management (2017 - 2019)

Invited Associated Editor, Management Science (2015)

Invited Senior Editor, Production and Operations Management (2015)

Associate Editor, Management Science (2007 - 2014)

Associate Editor, Manufacturing and Service Operations Management (2008 – 2014)

Invited Associate Editor, Decision Analysis (2014)

Senior Editor, Production and Operations Management (2009 – 2014)

Invited Associate Editor for M&SOM, Special Issue on the Environment (2011)

Invited Senior Editor for POM, Special Issue on Behavioral Mechanism Design in Operations Management, Guest Editors E. Katok and C. Loch, (2011)

Invited Senior Editor for POM, special issue of POMS on "Global Supply Chain Risk Management, Guest Editors Haresh Gurnani, Saibal Ray and Yunzeng Wang (2011)

Member of Editorial Board Journal of Pricing and Revenue Management (2003 – 2006)

IV.A.3. Reviewing Activities for Journals and Presses

Invited Reviewer of Undergraduate textbook in Operations Management, McGraw-Hill Publishers

Invited Reviewer of Prospectus for Handbook on Behavioral Operations Management, Wiley Publishers

Reviewer for Refereed Journals:

Operations Research

Management Science

Manufacturing and Service Operations Management

Production and Operations Management

European Journal of Operational Research

International Journal of Production Research

The Energy Journal

IEEE Transactions on Engineering Management

Journal of Behavioral and Experimental Economics

Journal of Economic Behavior & Organization

Games and Economic Behavior

Journal of Political Economy

IV.A.4. Reviewing Activities for Agencies and Foundations

National Science Foundation ad hoc Reviewer (2017)

National Science Foundation Panel Reviewer (2017)

National Science Foundation Panel Reviewer (2015)

National Science Foundation Panel Reviewer (2014)

Ad Hoc Expert Reviewer for National Science Foundation (2012)

National Science Foundation Panel Reviewer (2009)

National Science and Engineering Research Council (2006)

National Science Foundation Panel Reviewer (2004)

Committee Member of Industrial Engineering Grant Selection Committee, National Science and Engineering Research Council (2003 - 2004)

IV.A.5. Reviewing Activities for Conferences

Co-Chair of Elmaghraby Student Paper Prize, ILS Conference, 2020

Chair (and creator) of M&SOM Prize in Responsible Research Award, 2019 – present

Chair for Dantzig Dissertation Prize Committee, 2017

Judge for Dantzig Dissertation Prize, 2016

Judge for JFIG Competition, 2012, 2013, 2015

Judge for POMS Student Competition, 2007, 2009, 2012, 2014

Judge for the Nicholson Student Competition, 2002, 2003, 2005, 2011, 2012, 2016

Judge for MSOM Student Competition, 2003, 2004, 2005, 2013

IV.B. Committees, Professional & Campus Service

IV.B.1. Campus Service – Department

Operations Management and Business Analytics Undergraduate Committee, Chair, May 2016 – present

Course Coordinator for Core Operations Management BUSI 634 January 2016 –

PhD Program Coordinator for OMMS group in DO&IT, May 2009 – August 2016

Chair, Undergraduate OM Outreach Committee, Fall 2012 – 2014

OMMS Search Committee, Member 2011-2012

Behavioral Lab Assistant Recruiting Committee, Spring 2011

Operations Management Search Committee, Chair, 2010-2011

CRC P&T Committee, 2010

Operations Management Group Strategic Vision Committee, Chair, Fall 2010

Operations Management Visitor Search Committee, member, Spring 2010

Tyser Teaching Fellow Process Committee, March – June 2010

Tyser Teaching Fellow Search Committee, Spring 2009

Operations Management Search Committee, Chair, Spring 2009

Operations Management Hiring Committee 2006-2007, 2007-2008, 2009

Departmental Web and Media Committee, Chair (Faculty Group), 2006-2007, 2007-2008

Operations Management Seminar Series, Chair, (Faculty Group) Fall 2005, 2007-2008

IV.B.2. Campus Service – College

ADVANCE Professor, 2019 – 2020

Faculty Council Member, 2019 – 2020

Chair, Undergraduate Oversight Committee, Fall 2016 – present

Smith School IRB Liason, Fall 2013 – Fall 2016

Netcentricity Behavioral Lab Committee 2008 – present

Co-Chair, Smith School Departmentalization Task Force, Fall 2012 – Spring 2013

CRC P&T Committee, Fall 2012

Strategic Planning Committee: Operations and Supply Chain 2008-2009

Panelist for SAWMBA 2006 conference

IV.B.3. Campus Service – University

RASA Summer Support Committee Member, Fall 2010

Supervise Masters in Engineering and Public Policy Student (Casey Dunagan), 2008

IV.B.4. Offices and Committee Memberships

Past President M&SOM Society (July 2019 – July 2020)

President M&SOM Society (July 2018 – July 2019)

President-Elect M&SOM Society (June 2017 – July 2018)

INFORMS Subdivision Liaison for M&SOM Society (2016 – 2017)

President of Behavioral Operations Management Society of INFORMS (Fall 2014 – Fall 2016)

VP of Meetings, M&SOM Society (2015 – 2016)

President of POMS College for Human Behavior in OM (2014 – 2015)

MSOM Special Committee on Doctoral Recruitment (Fall 2013 – Summer 2014)

VP of Behavioral Operations Management Society of INFORMS (2012 – 2014)

VP of POMS College for Human Behavior in OM (2013 – 2015)

VP of Meetings, M&SOM Society (2008 – 2009)

VP of Conferences, Women in ORMS forum (2004 - 2006)

Secretary/Treasurer of the Energy and Natural Resource (ENRE) subdivision of INFORMS (September 2000- 2002)

IV.B.5. Leadership Roles in Meetings and Conferences

Co-Chair of Tutorial Track at INFORMS 2020

MSOM Cluster Co-Chair, INFORMS 2017, Houston, TX

Organizing Committee for 10th Annual Behavioral Operations Management Workshop, Cornell University, June 2015

Organizing Committee for 8th Annual Behavioral Operations Management Workshop, University of Michigan, June 2013

Chair of 7th Annual Behavioral Operations Management Workshop, University of Maryland, June 2012

Organizing Committee, Memorial Conference in Honor of Michael Rothkopf, Penn State, 2009

Organizing Committee MSOM 2009 conference, MIT

Co-Chair of MSOM 2008 conference hosted at The R. H. Smith School of Business, UMD

Co-Cluster Chair on Auctions at INFORMS 2008, Washington D.C.

Cluster Chair on Auctions at INFORMS 2006, Hong Kong

Cluster Chair on Auctions at INFORMS 2003, Atlanta, GA

IV.C. External Service and Consulting

IV.C.1. International Activities

External Expert for Operations Management department, London School of Economics

Thesis reader for doctoral candidate, *Wenlin Chen*, UNSW Australia, 2015.

V. Awards, Honors and Recognition

V.A. Research Fellowships, Prizes and Awards

Winner, 2017 IBM Service Science Best Student Paper Award, W. Zhang, K. Bimpikis, W. Elmaghraby and K. Moon, . “Managing Market Thickness in Online B2B Markets.”

2013 Finalist for the Best Student Paper in the OM Division. “Reference Prices and Heterogeneity in Secondary Markets Online B2B Auctions" W. Elmaghraby, A. Gopal and A. Pilehvar, Academy of Management Conference

2012 Olian Prize for the best summer research proposal, with R. Hamilton, Smith School of Business, UMD

2004 Best Student Paper Award in the Computer Science category at the Georgia Institute of Technology Student Paper Competition sponsored by Science Applications International Corporation (SAIC), *M. Berhault, H. Huang, P. Keskinocak, S. Koenig, W. Elmaghraby, P. Griffin, A. Kleywegt*, “Robot Exploration with Combinatorial Auctions,” *Proceedings of the IEEE/RSJ International Conference on Intelligent Robots and Systems, Las Vegas, October 27-31.*

2002 INFORMS Case Competition Finalist, “Technology for Transportation Bidding at The Home Depot”, with P. Keskinocak

2002 Frank Batten Young Scholar, awarded by School of Business Administration, College of William and Mary, July 2002

V.B Service Awards and Honors

2019-2020 ADVANCE Professor R. H. Smith School of Business

2016 INFORMS Volunteer Service Award at the Distinguished level

2014 M&SOM Meritorious Service Award

2008 Management Science Service Award

VI. Industry Collaborations

BStock Solutions. 2015 – present. Empirical analysis of B2B platform growth and listing policies. Advised on drivers of bidding participation.

Liquidity Services Inc. 2011 – 2013. Empirical analysis and field experiment of online B2B auctions: Advised on auction format design and information content on site.

Genco Marketplace. 2009-2011. Empirical analysis of liquidation auction across wide range of electronics in B2B space. Advised on auction design and observed bidding behavior.

Zilliant Inc. 2008 – 2009. Empirical analysis of pricing recommendation system to B2B salespeople. Advised on key behavioral elements in salespeople acceptance of price recommendations.