

May 2017

Curriculum Vitae
Karthik Natarajan Kannan

ADDRESS

Krannert School of Management
West Lafayette, IN – 47907

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EXPERIENCE

2003- <i>Till date</i>	Krannert School of Management, Purdue University <i>Academic Director for MBA (2016-)</i> <i>Academic co-Director for MS BAIM (2015-)</i> <i>Professor of Management (2015-)</i> <i>Associate Professor of Management (2010-2015)</i> <i>Assistant Professor of Management (2003-2010)</i>	West Lafayette, IN
2013, 2014, 2015	ISB <i>Visiting Professor</i>	Hyderabad, India
2011, 2013	GISMA Business School <i>Visiting Professor</i>	Hanover, Germany
1998-2003	Carnegie Mellon University <i>Research Assistant: Ibiza Project (1998-2003) + Project for Census Bureau (1999-2000)</i>	Pittsburgh, PA
1996-1998	Infosys Technologies <i>Software Engineer, Developer, and Module Leader</i> <i>Liaison for the off-shore team at Congra, Omaha, NE</i>	Omaha, NE; Bangalore and Chennai, India

EDUCATION

Aug. 2003	H. John Heinz III School of Public Policy and Management, Carnegie Mellon University <i>Ph.D. in Information Systems</i>
May 2001	Electrical and Computer Engineering, Carnegie Mellon University <i>Master of Science in Electrical and Computer Engineering</i>
Aug. 2000	H. John Heinz III School of Public Policy and Management, Carnegie Mellon University <i>Master of Philosophy in Public Policy and Management</i>
May 1996	Regional Engineering College, Trichy, India <i>Bachelor of Electrical and Electronics Engineering</i>

PATENT

Chen, Y.-F., Jana, R., and Kannan, K. “Methods, systems and apparatus to facilitate ranked network priority” (US20130084878).

REFEREED JOURNAL PUBLICATIONS

Gupta, A., Kannan, K., and Sanyal, P. (2017 Forthcoming) “Research Commentary: Experimental Economics in Information Systems Research,” *Management Information Systems Quarterly*.

Hashim, M., Kannan, K., and Maximiano, S. (2016 Forthcoming) “Information Feedback, Targeting, and Coordination: An Experimental Study,” *Information Systems Research*.

Kannan, K., Rahman, M., and Tawarmalani, M (2016) “Implications of Restricted Patch Distribution,” *Management Science*, Vol. 62(11): 3161-3182.

Sha, Z., Kannan, K., and Panchal, J (2015) “Behavioral Experimentation and Game Theory in Engineering Systems Design,” *Journal of Mechanical Design*, 137(5).

Overby, E., and Kannan, K (2015). “Reduced Search Costs Bidder Distribution Auctions,” *Management Science*, 61(6), pp. 1398–1420.

Hashim, M., Kannan, K., Maximiano, S., and Rees, J (2014). “Digital Piracy, Teens, and the Source of Advice: An Experimental Study” *JMIS*, Vol. 31(2): 211-244.

Wang, T., Rees, J., and Kannan, K (2013). “The Textual Contents of Media Reports of Information Security Breaches and Profitable Short-Term Investment Opportunities,” *Journal of Organizational Computing and Electronic Commerce*, Vol. 23(3): 200-223.

Wang, T., Kannan, K., and Rees, J (2013). “The Association between the Disclosure and the Realization of Information Security Risk Factors,” *Information Systems Research*, Vol. 24(2):201-218.

Kim, A., Balachander, S., and Kannan, K (2012). “Optimal Number of Slots in Search Auctions,” *Marketing Letters*, Vol. 23(3): 851-868.

Kannan, K (2012). “Effects of Revelation Policies under Cost Uncertainty,” *Information Systems Research*, Vol. 23(1): 75-92.

Cason, T., Kannan, K., and Siebert, R (2011). “An Experimental Study of Information Revelation Policies in Sequential Auctions,” *Management Science*, Vol. 57(4): 667-688.

Kannan, K (2010). “Declining Prices in Sequential Auction with Complete Revelation of Bids,” *Economics Letters*, Vol. 108(1): 49-51.

Greenwald, A., Kannan, K., and Krishnan, R (2010). “On Evaluating Information Revelation Policies in Procurement Auctions: A Markov Decision Process Approach,” *Information Systems Research*, Vol. 20(4): 15-36.

Balachander, S., Kannan, K., and Schwartz, D (2009). “A Theoretical and Empirical Analysis of Alternate Auction Policies for Search Advertisements,” *Review of Marketing Science*, Vol. 7, Article 5.

Tawarmalani, M., Kannan, K., and De, P (2009). “Allocating Objects in a Network of Caches: Centralized and Decentralized Analyses,” *Management Science*, Vol. 55(1): 132-147.

Kannan, K., Rees, J., and Sridhar, S (2007). "Market Reactions to Security Breach Announcements: An Empirical Analysis," *International Journal of E-Commerce*, Vol. 12(1): 69-91.

Arora, A., Greenwald, A., Kannan, K., and Krishnan, R (2007). "Effects of Information Revelation Policies Under Market Structure Uncertainty," *Management Science*, Vol. 53(8): 1234-1248.

Koo, S., Kannan, K., and Lee, G (2006). "On Neighbor Selection Strategy in Hybrid Peer-to-Peer Networks," *Future Generation Computer Systems*, Vol. 22 (7): 732-741. The journal coordinated with organizers of *ICCCN, 2004* to select a few papers from the conference for a special issue. (See also the Papers in Refereed Conference Proceedings section.)

Kannan, K., and Telang, R (2005). "Markets for Software Vulnerabilities? Think again," *Management Science*, Vol. 51(5): 726-741.

PAPERS UNDER REVIEW

Wu, J., Tawarmalani, M., and Kannan, K. "Cardinality Bundles with Spence-Mirelees Reservation Prices" (under revision for *Management Science*).

Zhang, N., Kannan, K., and Shanthikumar, G. "Nudging Consumer Behavior: Recommender Systems with Capacity Constraints" (under revision for third round of review at *POMS*).

Khern-am-nuai, W., and Kannan, K. "How do Monetary Incentives Affect Online Reviews?" (minor revision at *ISR*).

Shimao, H., Khern-am-nuai, W., and Kannan, K. "So You Think You are Safe? Implications of Quality Uncertainty in Security Software," (under second round of review at *Management Science*).

Kannan, K., and Saha, R. "A Model of Online Trading Platforms: Provisioning Trust for Transactions versus Enabling Discoveries," (under revision for *ISR*).

T. Nguyen, and Kannan, K. "Welfare Implications of Intermediary Networks" (under first round of review for *ISR*).

WORK IN PROGRESS

Hashim, M., Kannan, K., and Wegener, D. "Nudging the Digital Pirate: A Central Role for Moral Obligations in Determining Intentions to Engage in Digital Piracy."

Zhang, N., Datta, S., and Kannan, K. "A Structural Model Analysis of Reward Structures on Kickstarter."

Wu, J., Tawarmalani, M., and Kannan, K. "Analyzing Mixed Bundling Pricing with Sub-Additive Constraints."

PAPERS IN REFEREED CONFERENCE PROCEEDINGS

Ghasemkhani, H., Khern-am-nuai, W., and Kannan, K. "Effect of Q&A on reviews," Poster session, CIST 2016.

Shimao, H., Khern-am-nuai, W., and Kannan, K. "So You Think You are Safe? Implications of Quality Uncertainty in Security Software," *Conference on Information Systems and Technology (CIST)* 2015.

Kannan, K., and Nguyen, T. "Competing Ad-Intermediaries and Welfare Implications," Ad Auctions Workshop, June 2014.

Chen, Y-F., Jana, R., and Kannan K. "Using Generalized Second Price Auction for Congestion Pricing," *IEEE Global Communication Conference*, December 2011.

Hashim, M., Kannan, K., and Maximiano, S. "Information Targeting and Coordination: An Experimental Study," *Proceedings of the Tenth Workshop on Economics of Information Security (WEIS)*, June 2011.

Dyaberi, J., Kannan, K., Pai, V., Chen, Y-F., Jana, R., Stern, D., and Wei, B. "Scholastic Streaming: Rethinking Mobile Video-On-Demand in a Campus Environment," *ACM Multimedia 2010 - Mobile Video Delivery (MoViD) Workshop*, October 2010.

Dyaberi, J., Kannan, K., and Pai, V., "Storage Optimization for a Peer-to-Peer Video-on-Demand Network," *ACM Multimedia Systems*, February 2010.

Wang, T., Rees, J., and Kannan, K. "Reading the Disclosures with New Eyes: Bridging the Gap between Information Security Disclosures and Incidents," *Proceedings of the Seventh Workshop on Economics of Information Security (WEIS)*, June 2008.

Rahman, M., Kannan, K., and Tawarmalani, M. "The Countervailing Incentive of Restricted Patch Distribution: Economic and Policy Implications," *Proceedings of the Sixth Workshop on Economics of Information Security (WEIS)*, June 2007.

Zhang, G., Kannan, K., and Tan, Y. "Optimal Patching Effort against Internet Worms," *Proceedings of the Sixteenth Annual Workshop on Information Technology and Systems (WITS)*, December 2006.

Tawarmalani, M., Kannan, K., and De, P. "A Mechanism for Allocating Objects in a Network of Symmetric Caches," *Proceedings of the Tenth Annual Workshop on Information Technology and Systems (WITS)*, December 2005. (Received the best paper award; see also the Awards and Honors section.)

Koo, S., Lee, G., and Kannan, K. "A Resource-trading Mechanism for Efficient Distribution of Large-volume Contents on Peer-to-Peer Networks," *Proceedings of the International Conference On Computer Communications and Networks (ICCCN)*, October 2005.

Koo, S., Lee, G., and Kannan, K. "An Incentive-compatible Capacity Assignment Algorithm for Bulk Data Distribution Using P2P," *Proceeding of the 24th Annual ACM SIGACT-SIGOPS Symposium on Principles of Distributed Computing (PODC)*, October 2005.

Kannan, K., Rees, J. and Sridhar, S. "The Effects of Information Security Breach Announcements on Stock Prices: Long-term Impacts and the Role of Technology Bubble," *Proceedings of the Ninth INFORMS Conference on Information Systems and Technology (CIST)*, October 2004.

Koo, S., Kannan, K., and Lee, G. "A Genetic-Algorithm-Based Neighbor-Selection Strategy for Hybrid Peer-to-Peer Networks," *Proceedings of the International Conference On Computer Communications and Networks (ICCCN)*, October 2004: 469-474. (See also the Invited Publication section.)

Kannan, K., and Telang, R. "An Economic Analysis of the Market for Software Vulnerability Disclosure," *Proceedings of the Third Workshop on Economics of Information Security (WEIS)*, May 2004.

Greenwald, A., Kannan, K., and Krishnan, R., "A Computational Approach to Compare Information Revelation Policies," *Proceedings of the International Conference on Information Systems (ICIS)*, Seattle, December 2003: 706-719.

Arora, A., Choudhary, V., Kannan, K., Krishnan, R. and Padman, R. "On Analyzing Interactions in a Software Agent Marketplace," *Proceedings of the Tenth Annual Workshop on Information Technology and Systems (WITS)*, December 2000. (Received the best paper award; see also the Awards and Honors section.)

PAPERS IN CONFERENCE PROGRAMS

Zhang, N., Datta, S., and Kannan, K. "A Structural Model Analysis of Reward Structures on Kickstarter," WISE 2014.

Kannan, K., Rahman, M., and Tawarmalani, M. "Implications of Restricted Patch Distribution," TEIS 2013.

Hashim, M., and Kannan, K. "Collaboration, Interdependency, and Transfer Prices: An Experimental Analysis," *Workshop on Information Systems Economics (WISE)*, December 2012.

Hashim, M., and Kannan, K. "Collaboration, Interdependency, and Transfer Prices," *Experimental Science Association (ESA) Conference*, October 2012.

Hashim, M., and Kannan, K. "Information Targeting and Coordination in a Piracy Context," *Utah BI-Winter Conference*, March 2012.

Hashim, M., Kannan, K., and Maximiano, S. "Information Targeting and Coordination: An Experimental Study," *Workshop on Information Systems Economics (WISE)*, December 2011.

Overby, E., and Kannan, K. "Higher Revenue with the Same Demand: Distributing Buyer Demand via Lower Transactions Costs Online," *Workshop on Information Systems Economics (WISE)*, December 2010.

Kannan, K., and Telang, R. "Analysis of Data Purge Policies," IT Security Workshop, University of Alberta, Edmonton, June, 2010.

Cason, T., Kannan, K. and Siebert, R. "Experimental Analyses on the Impact of Revelation Policies in Sequential Auctions with Cost Uncertainty," *Workshop on Information Systems Economics (WISE)*: Poster Session, December 2009.

Wang, T., Kannan, K., and Rees, J. "Investors' Perceptions on Information Security Incidents," *Workshop on Information Systems Economics (WISE)*, December 2008.

Kannan, K., and Siebert, R. "The Impact of Ex ante Licensing Contracts on Innovation: Evidence from the Semiconductor Industry," *Workshop on Information System Economics (WISE)*, December 2007.

Balachander, S., and Kannan, K. "Auctioning Online Advertisements," *The First Annual International Symposium on Information Systems (ISIS)*, December 2006.

Kumar, C., Altinkemer, A., De, P., and Kannan, K. “A Pricing and Allocation Mechanism for Peer-to-Peer Networks,” *Workshop on Information System Economics (WISE)*, December 2005.

Tawarmalani, M., Kannan, K., De, P., and Kumar C. “Allocating Objects in a Network of Caches,” *International Conference on Complementarity, Duality and Global Optimization in Science and Engineering (CDGO)*, August 2005.

Greenwald, A., Kannan, K., and Krishnan, R. “Effect of Information Revelation Policies Under Market Structure Uncertainty,” *Workshop on Information System Economics (WISE)*, December 2002.

Arora, A., Choudhary, V., Kannan, K., Krishnan, R. and Schneider, J. “Effect of Information Revelation Policies in a Web-Services Marketplace,” *Proceedings of Computational Analysis of Social and Organizational Systems (CASOS)*, June 2002.

Arora, A., Choudhary, V., Kannan, K., Krishnan, R. and Padman, R. “Hierarchies Vs Markets: Using software agent marketplace,” *Proceedings of Computational Analysis of Social and Organizational Systems (CASOS)*, June 2001.

INVITED TALKS/WORKSHOPS

“Amazon Q&A and its implications”

Carnegie Mellon University, March 2017

“Analysis of Payments for Reviews on Online Platform”

University of Illinois, Urbana-Champaign, September 2014; Indiana University, Bloomington, April 2015; University of Texas at Austin, August 2015; Texas A&M 2017.

“A Structural Model Analysis of Reward Structures on Kickstarter,” SMART August 2014.

“Cardinality Bundling with Spence-Mirelees Reservation Prices”:

UC Irvine, May 2014; Boston University, April 2014; University of Utah, April 2014; ISB, March 2014; University of Arizona, 2014; University of Florida, April 2015.

“Implications of Restricted Patch Distribution”:

Notre Dame Big 10 Symposium May 2013; Temple University, August 2013; Southern Methodist University, August 2013; University of Rochester, NY, August 2013; Erasmus University, July, 2013; UCSD April, 2013; ISB, March, 2013.

“Data Mining and Experimental Economics in Information Security Research,” Ninth Forum for Financial Information Systems and Cybersecurity: A Public Policy Perspective, *University of Maryland at College Park*, January 15th, 2013.

“Information Targeting and Coordination: An Experimental Study:”

Georgia Institute of Technology, January 2012; University of Illinois, Urbana Champaign, October 2011; University of Maryland, College Park, April 2011; Seattle, October 29th, 2010

Cyber Security Through a Behavioral Lens Workshop Scottsdale, AZ, July 2nd, 2011.

CIBER International Doctoral Consortium (faculty advisor), Seattle, Washington 2011.

“Higher Revenue with the Same Demand: Distributing Buyer Demand via Lower Transactions Costs Online,” INFORMS 2010.

Cyber Security Through a Behavioral Lens Workshop in the Capitol Hill, Washington DC, 2010.

“Analysis of Data Purge Policies,” University of Alberta, Edmonton, June 5th, 2010.

“Experimental Analyses on the Impact of Revelation Policies in Sequential Auctions with Cost Uncertainty:”

University of Connecticut, Storrs, April 9th, 2010; University of Calgary, Calgary, March 16th, 2010; University of Notre Dame University MIS Research Symposium, South Bend, May 8th, 2009; Carnegie Mellon University, Pittsburgh, January 30th, 2009; University of Washington, Seattle, October 31st, 2008.

“Prepositioning Video Content in a Peer-to-Peer Network,” AT&T Labs Research, Morristown, July 30th, 2009.

“Auctions in Electronic Market Contexts,” Annual Big 10 MIS Consortium, Indiana University, Bloomington, May 2nd, 2009.

“The Impact of Information Security Disclosures on Market Reactions to Security Breaches,” Georgia Institute of Technology, Atlanta, September 25th, 2008.

“Allocating Objects in a Network of Caches: Centralized and Decentralized Analyses,”

University of Minnesota, Minneapolis, February 21st, 2008; INFORMS 2006.

“Effects of Revelation Policies under Cost Structure Uncertainty,”

University of Texas at Dallas, September 21st, 2007; INFORMS 2004.

“Markets for Vulnerabilities? Think Again,” University of Illinois, Urbana-Champaign, April 8th, 2005.

“A Computational Approach to Compare Information Revelation Policies,”

University of Illinois, Chicago, April 1st, 2005; DIS Workshop, University of Florida, February 24th, 2005.

“Economic Analysis of Market for Information Security,” INFORMS 2004.

SPONSORED ACTIVITIES

Co-Principal Investigator (with Jitesh Panchal as the PI), NSF, “Crowdsourcing for Engineering Systems Design: Theoretical and Experimental Studies,” July 2014-June 2017, \$400,000.

Principal Investigator, AT&T Labs, “Pricing in Data Networks,” July 2011 – April 2012, \$50,000.

Co-Principal Investigator (with Vijay Pai as the PI), AT&T Labs, “Peer-to-Peer Strategies for a VOD Content Distribution Network,” July 2009 – April 2010, \$25,000.

Principal Investigator, (with Jackie Rees as another PI and Eugene Spafford as a Co-PI), McAfee Inc., “Unsecured Economies,” June 2008 – Jan. 2009, \$45,000.

TEACHING

Designing for human instincts, MBA elective course: Offered for the full-time MBA at Purdue University in Module 2 of fall 2012, 2013, 2014, and 2015; for the weekend MBA at Purdue University in Module 4 of spring 2016; Offered at ISB in Term 8 in Spring 2013, 2014, 2015, and 2016. Design thinking for operations: taught at Purdue for students visiting from SP Jain.

IT for Managers (formerly, Management Information Systems; MGMT 683): MBA course, Purdue University. In the 2-year MBA program (core): Module 4 of Spring 2006, 2007, and 2008; Module 3 of 2009, 2010, 2011, 2012, 2013, 2014, 2015, and 2016. In the 1-year program (core): Module 1 of Spring 2014, and 2015. In the weekend MBA program (cohort elective): Module 3 of Spring 2009, 2010, 2011, 2012, 2013, and 2014. In the Executive MBA program (cohort elective): Module 3 of Spring 2013, 2014, 2015, and 2016. In the IMM Global Executive MBA program: Module 6 of Spring 2015 and 2016.

Introduction to Management Information Systems (MGMT 382; formerly, MGMT 482): Undergraduate core course, Purdue University. Summer and Fall 2004, Summer 2005, Fall 2006, Summer 2008, Summer 2009, Fall 2009, Fall 2011, Fall 2012.

Database Management (MGMT 544), Purdue University. Spring 2004.

Doctoral Research Seminar in MIS (MGMT 690M): Purdue University. Fall 2003, 2005, and 2007, 2009, 2011, 2012, and 2014.

E-Commerce Technologies (95-729): MISM elective, Carnegie Mellon University. Summer 2002, Fall 2001, and Summer 2001.

E-Commerce (Co-taught with Professor Mike Smith; handled the technology component of the course; 95-730): MISM core course, Carnegie Mellon University. Spring 2000.

TEACHING CASE

Case: Johnsen, R., and Kannan, K. (2010) “Knowledge Management at Cap Gemini Ernst & Young (Abridged),” *IESE Publishing*. This is an abridged version of the case by Andreu, Lara, and Sieber with the title “Knowledge Management at Cap Gemini Ernst & Young.”

PROFESSIONAL ACTIVITIES

Track co-chair for Economics of Information Systems in *International Conferences on Information Systems*, 2016

Associate Editor for *Information Systems Research* (January 2010 – December 2012), *MIS Quarterly* (January 2012 – December 2013), and *Management Science* (January 2011 – till date). Associate Editor for a special issue in *Information Systems Research*.

Co-Chair for *Conference on Information Systems and Technology (CIST)* in 2010 with Anitesh Barua and Yong Tan; for *Workshop on Information Systems and Economics (WISE)* in 2012 with Tridas Mukhopadhyay, Param Singh, Mike Smith, and Rahul Telang.

Associate Editor for *International Conference on Information Systems (ICIS)* 2009, 2011, 2012, 2013, 2014; *Pacific Asia Conference on Information Systems (PACIS)* 2009.

Editorial review board member for *Journal of Database Management* May 2005 – April 2009.

Reviewer for *Management Science*, *Information Systems Research*, *International Journal of Electronic Commerce*, *Information Technology and Management*, *Decision Support*

Systems, Journal of Management Information Systems, Journal of Association of Information Systems, European Economic Review, Workshop on Information Technology and Systems (WITS), International Conference on Information Systems (ICIS), and Americas Conference on Information Systems (AMCIS).

Program committee member for *Conference on Information Systems and Technology (CIST)* 2005, 2006, 2007, 2008, 2009, 2011, 2013, 2014; *International Conference on Information Systems, Technology and Management (ICISTM)* 2007, 2008, 2009; *International Symposium of Information Systems (ISIS)* 2006, 2007; *World Wide Web*, 2008; and *Workshop on Economics of Information Security (WEIS)* 2008; *Workshop on Information Technology and Systems (WITS)* 2005, 2006, 2007, 2008, 2009, 2014.

Member of INFORMS, AIS, and POMS.

SERVICES

University Level

Search Committee: Executive Director for IT and Network Services, 2011-2012

ITNS Oversight Committee, 2010-2011

School Level

Co-director for Information and Analytics Center

Management Executive Council, 2015-2016

Co-Chair for MS in BAIM Program, 2013-till date.

MBA Review Committee, 2014-15.

Master's web promotion initiative, 2010-2012

DCCME/GSCM Advisory Committee, 2009-2010.

ByTE club, faculty advisor, 2012-14.

Grievance Committee, 2003-2009

IT Committee, 2004-2005

MIS Area Level

Area co-head 2015-16

Doctoral Student Admissions Committee, 2004-till date

Recruiting Committee at Purdue, 2005, 2011 (for a visiting professor) 2012, 2013, 2015 (Search Chair)

Course content review committees: MGMT 683 (2005-till date); MGMT 382 formerly, 482 (2005-2009)

Ph.D. Program Coordinator: 2003-2005 (served as a co-coordinator), 2010-2011(served as a co-coordinator), 2011- 2013

AWARDS AND HONORS

Jefferson Science Fellow, 2017.
Teaching Innovation Grant Award, 2015.
DCMME/GSCMI DeVos Award (Co-winner), 2011-2012.
Krannert Faculty Fellow Award, 2010.
Management Science Meritorious Service Award, 2010.
CERIAS Fellow since 2009.
PRF International Travel Grant, 2008.
Best Reviewer Award (Co-winner), *Information Systems Research*, 2007.
DCMME/GSCMI DeVos Award (Co-winner), 2006-2007.
CIBER International Travel Award, Spring 2006.
Distinguished Core Course Teacher in the MBA program at Purdue University for Module 4 of Spring 2006, 2007, and 2008; and Module 3 of Spring 2009, 2010, 2011, 2012, 2013, and 2014.
Distinguished Elective Course Teacher in the MBA program at Purdue University for Module 2 of Fall 2012, and 2013.
Best Paper Award, The 15th Annual Workshop on Information Technology and Systems, Las Vegas, 2005.
John and Mary Willis, Young Faculty Award, Krannert School of Management, Purdue University, 2005.
Nominated for the 1st International Doctoral Consortium, Delft, Netherlands, 2002.
Member of the Electrical Engineering honor society, Eta Kappa Nu, since 2002.
Best Paper Award, The 10th Annual Workshop on Information Technology and Systems, Brisbane, 2000.
Best “Y2k” Project, Infosys Technologies, India, 1998.

MEDIA AND OTHER NON-ACADEMIC INVITATIONS

“What to expect from Future Businesses: Design for Instincts,” Caterpillar, April 2014.
“Driving Innovation Through Gamification,” Cognizant Technology Solutions, Innovation Week, March 2013.
Quoted in an article written by U.S. Department of State’s International Bureau of International Information Programs (2009). “Low-Risk, High-Profit Opportunities Drive Up Cybercrime.”
Quoted in Forbes. (2009). “Putting a Price on CyberSpying.”
Unsecured Economies Report, the McAfee Inc. sponsored study, cited by the White House (2009, p.2). “Assuring a Trusted and Resilient Information and Communications Infrastructure.”

DOCTORAL STUDENT ADVISING

Warut Khern-am-nuai (Chair), Krannert School of Management, Purdue University (Initial placement: McGill).

Na Zhang (Co-Chair), Krannert School of Management, Purdue University (Initial placement: Amazon).

Jianqing Wu (Co-Chair), Krannert School of Management, Purdue University. Graduated 2014 (Initial placement: University of Washington).

Rajiv Mukherjee (Dissertation Committee), UT Austin. Graduated 2013 (Initial placement: Southern Methodist University).

Matthew Hashim (Co-Chair), “Nudging the Digital Pirate: Piracy and the Conversion of Pirates to Paying Customers,” Krannert School of Management, Purdue University. Graduated 2011 (Initial placement: University of Arizona).

Jagadeesh Dyaberi (Dissertation Committee), Electrical and Computer Engineering, Purdue University. Graduated 2011 (Initial placement: saavn.com).

Ta-wei Wang (Co-Chair), “Essays on Information Security from an Economic Perspective,” Krannert School of Management, Purdue University. Graduated 2009 (Initial placement: National Taiwan University).

Mohammad Rahman (Dissertation Committee), “A Study Of the Effects of Low Search Cost Online: How Product Selection Technology Usage and Spatiality Drive Consumer Demand,” Krannert School of Management, Purdue University. Graduated 2008 (Initial placement: University of Calgary).

Chetan Kumar (Co-Chair), “Essays on Peer-to-Peer Resource Allocation and Caching Mechanisms in Computer Networks,” Krannert School of Management, Purdue University. Graduated 2006 (Initial placement: California State University, San Marcos).

Simon Koo (Co-Chair), “Bulk Content Distribution Using Peer-to-Peer Overlay: Design and Analysis,” Electrical and Computer Engineering, Purdue University. Graduated 2006 (Initial academic placement: San Diego University).