

March 2026

Curriculum Vitae

Karthik Natarajan Kannan

dean@eller.arizona.edu

EXPERIENCE

2022-Till Date	Eller College of Management, University of Arizona <i>Dean (2022-)</i> <i>Halle Chair in Leadership (2022-)</i> <i>Professor of MIS (2022-)</i>	Tucson, AZ
2003-2022	Krannert School of Management, Purdue University (now called Daniels School of Business) <i>Associate Dean for Research and Partnerships (2020-22)</i> <i>Director of Krenicki Center for BA and ML (2018-22)</i> <i>Thomas Howatt Chair in Management (2017-22)</i> <i>Professor of Management (2015-2022)</i> <i>Associate Professor of Management (2010-15)</i> <i>Assistant Professor of Management (2003-10)</i>	West Lafayette, IN
2013, 2014, 2015, 2018, 2019, 2020, 2021	ISB (Indian School of Business) <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</i>	Pittsburgh, PA
1996-1998	Infosys Technologies <i>Software Engineer, Developer, and Module Leader</i> <i>Liaison at ConAgra, Omaha, NE, for an offshore team</i>	Omaha, NE; Bangalore and Chennai, India

EDUCATION

Aug. 2003	H. John Heinz III School of Public Policy and Management (now Heinz College), 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 Heinz School of Public Policy and Management (now Heinz College), Carnegie Mellon University
Master of Philosophy in Public Policy and Management
- May 1996 Regional Engineering College, Trichy, India (now called the National Institute of Technology)
Bachelor of Engineering in Electrical and Electronics Engineering

PATENT

Collaboration with AT&T: Chen, Y.-F., Jana, R., and Kannan, K. "Methods, systems and apparatus to facilitate ranked network priority" (US20130084878).

REFEREED JOURNAL PUBLICATIONS

- 33 Borwankar, S., Mukherjee, R., and Kannan, K. "To be or not to be Social? Socially Embedded Marketplace Design." Conditionally accepted at *POMS*
- 32 Khern-am-nuai, W., Shimao, H., Kannan, K., and Cohen, M. (2025). "Ensuring Strategic Best-Response Fairness in Machine Learning: Enhanced Color-Blind Algorithm." *Information Systems Research*, Vol. 36 (4): 1949-2412.
- 31 Khern-am-nuai, W., Ghasemkhani, H., Qiao, D., and Kannan, K. (2024). "How Questions and Answers Shape Online Marketplaces: The Case of Amazon Answer." *Information Systems Research*, Vol. 35(2): 747-765.
- 30 Kannan, K., Pamuru, V., Rosokha, Y. (2023) "Analyzing Frictions in Generalized Second-Price Auction Markets," *Information Systems Research*, Vol. 34(4):1437-1454.
- A version of this was the Runner-up Best Paper Award, WITS 2019
- 29 Deng, Y., Zhang, J., Huang, L., and Kannan, K. (2023) "Let Artificial Intelligence Be Your Shelf Watchdog: The Impact of AI-powered Shelf Monitoring on Product Sales" *MIS Quarterly*, Vol. 47(3): 1045-1072.
- 28 Kannan, K., Saha, R., and Khern-am-nuai, W. (2022). "Identifying Perverse Incentives in Buyer Profiling on Online Trading Platforms." *Information Systems Research*, Vol. 33(2): 464-475.
- 27 Deng, Y., Zhang, J., Khern-am-nuai, W., and Kannan, K. (2022) "More than the Quantity: The Value of Editorial Reviews for a UGC Platform," *Management Science* Vol. 68(9): 6355-7064.
- 26 Ray, A., Ventresca, M., and Kannan, K. (2021) "A Graph-Based Ant Algorithm for the Winner Determination Problem in Combinatorial Auctions," *Information Systems Research*, Vol 32 (4): 1099-1499.
- 25 Khern-am-nuai, W., Pamuru, V., and Kannan, K. (2021). "The Impact of an Augmented Reality Game on Local Businesses: A Study of Pokémon Go on Restaurants," *Information Systems Research*, Vol. 32 (3): 675-1097.

- 24 Zhang, N., Kannan, K., and Shanthikumar, G. (2021) "Nudging Consumer Behavior: Recommender Systems with Capacity Constraints," *Production and Operations Management Society*, Vol. 30(1): 11–27.
- 23 T. Nguyen, and Kannan, K. (2021) "Welfare Implications of Intermediary Networks," *Information Systems Research*, Vol. 32(2): 378-393.
- 22 Wu, J., Tawarmalani, M., and Kannan, K. (2019) "Cardinality Bundles with Spence-Mirelees Reservation Prices," *Management Science*, Vol. 65(4): 1455-1947.
- 21 Khern-am-nuai, W., Kannan, K., and Ghasemkhani, H. (2018). "Extrinsic versus Intrinsic Rewards to Participate in a Crowd Context: An Analysis of a Review Platform," *Information Systems Research*, Vol. 29(4): 871-892.
- 20 Gupta, A., Kannan, K., and Sanyal, P. (2018) "Research Commentary: Experimental Economics in Information Systems Research," *Management Information Systems Quarterly*, Vol 42(2): 595-606.
- 19 Hashim, M., Kannan, K., and Wegener, D. (2018) "Nudging the Digital Pirate: A Central Role for Moral Obligations in Determining Intentions to Engage in Digital Piracy," *JMIS*, Vol. 30: 934-963.
- 18 Hashim, M., Kannan, K., and Maximiano, S. (2017) "Information Feedback, Targeting, and Coordination: An Experimental Study," *Information Systems Research*, Vol 28(2): 289-308.
- Runner-up Best Paper Award, *ISR*, 2018
- 17 Kannan, K., Rahman, M., and Tawarmalani, M (2016) "Implications of Restricted Patch Distribution," *Management Science*, Vol. 62(11): 3161-3182.
- 16 Sha, Z., Kannan, K., and Panchal, J (2015) "Behavioral Experimentation and Game Theory in Engineering Systems Design," *Journal of Mechanical Design*, 137(5).
- 15 Overby, E., and Kannan, K (2015). "Reduced Search Costs Bidder Distribution Auctions," *Management Science*, 61(6), pp. 1398–1420.
- Finalist for Best Paper Award in *Management Science*, 2018
- 14 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.
- 13 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.
- 12 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.
- Notable contribution to the literature, American Accounting Association, AIS Section, 2018
- 11 Kim, A., Balachander, S., and Kannan, K (2012). "Optimal Number of Slots in Search Auctions," *Marketing Letters*, Vol. 23(3): 851-868.

- 10 Kannan, K (2012). "Effects of Revelation Policies under Cost Uncertainty," *Information Systems Research*, Vol. 23(1): 75-92.
- 9 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.
- 8 Kannan, K (2010). "Declining Prices in Sequential Auctions with Complete Revelation of Bids," *Economics Letters*, Vol. 108(1): 49-51.
- 7 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.
- 6 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.
- 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.
 - A version of this paper won the Best Paper Award in WITS, 2004
- 4 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.
- 3 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.
- 2 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 the 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.)
- 1 Kannan, K., and Telang, R (2005). "Markets for Software Vulnerabilities? Think again," *Management Science*, Vol. 51(5): 726-741.

PAPERS UNDER REVIEW

Xie, T., Ge, Y., and Kannan, K. "Crypto Airdrop Success Blueprint: A High-dimensional Causal Study Using Double Machine Learning." Invited to revise and resubmit to *Information Systems Research* (Second round, Major revision).

Borwankar, S., Khern-am-nuai, W., Kannan, K., and Ghosh, A. "Unraveling the Impact: An Empirical Investigation of ChatGPT's Exclusion from Stack Overflow." Invited to revise and resubmit to *Information Systems Research* (Third round, Major revision).

Ding, J., Lu, F., and Kannan, K. "What Can Online Personal Statements Tell Us? Insights about Physicians' Personality Traits and Clinical Performance." Invited to revise and resubmit to *Information Systems Research* (Third round, Major revision).

Borwankar, S., Zheng, J., Kannan, K. "Democratization of Misinformation Monitoring: The Impact of Twitter's Birdwatch Program". Invited to revise and resubmit to *Information Systems Research* (Third round, Major revision).

WORK IN PROGRESS

Wang, W., Zheng, J., Ren, F., Kannan, K. "Estimating the Value of Destination Disclosure: A Dynamic Structural Model in a Transportation Network" (under revision for the second round of review at *Management Science*).

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

PAPERS IN REFEREED CONFERENCE PROCEEDINGS OR CONFERENCE PROGRAMS

Borwankar, S., Zheng, J., and Kannan, K. "Unveiling the Impact of Privacy-Preserving Policies in Crowd-based Misinformation Monitoring Program", Conference on Information Systems and Technology (CIST), Seattle, WA, October 2024.

Borwankar, S., Zheng, J., and Kannan, K. "Impact of Privacy-Preserving Policies in Crowd-based Misinformation Monitoring Program", Platform Strategy Research Symposium, Boston, MA, July 2024.

Borwankar, S., Zheng, J., and Kannan, K. "Unveiling the Impact of Privacy-Preserving Policies in Crowd-based Misinformation Monitoring Program", Symposium on Statistical Challenges in Electronic Commerce Research (SCECR), Lisbon, Portugal, June 2024.

Borwankar, S., Khern-am-nuai, W., and Kannan, K. "Unraveling the Impact: An Empirical Investigation of ChatGPT's Exclusion from Stack Overflow." Workshop on Information Technologies and Systems (WITS), Hyderabad, India, December 2023.

Borwankar, S., Khern-am-nuai, W., and Kannan, K. "Unraveling the Impact: An Empirical Investigation of ChatGPT's Exclusion from Stack Overflow." Conference on Information Systems and Technology (CIST), Phoenix, AZ, USA, October 2023.

Borwankar, S., Zheng, J., and Kannan, K. "Can Crowdsourcing Cure Misinformation? The Impact of Twitter's Birdwatch Program on Content Generation," WISE 2021

Wang, W., Zheng, J., and Kannan, K. "Estimating the Value of Internet Celebrity for Online Sellers: An Empirical Analysis," CIST 2021

Deng, Y., Zheng, J., Huang, L., and Kannan, K. "The Impact of AI-powered Shelf Monitoring on Product Sales," International Conference on Information Systems 2020.

Wang, W., Zheng, J., and Kannan, K. "Who Should I Collaborate With? The Matching Value between Advertisers and Streamers," WISE 2020.

Ding, J., Lu, F., and Kannan, K. "What Can Online Personal Statements Tell Us? Insights about Physicians' Personality Traits and Their Medical Performance," CIST 2020.

Deng, Y., Zheng, J., Huang, L., and Kannan, K. "Let Artificial Intelligence Be Your Shelf Watchdog: The Impact of AI-powered Shelf Monitoring on Product Sales" CIST 2020.

Wang, W., Zheng, J., Kannan, K., and Ren, F. "More Profit or More Fairness or Both? A Dynamic Structural Model in a Transportation Network" CIST 2020.

Deng, Y., Zheng, J., Huang, L., and Kannan, K. "Let Artificial Intelligence Be Your Shelf Watchdog: The Impact of AI-powered Shelf Monitoring on Product Sales" SCECR 2020.

Pamuru, V., Yaroslav, R., and Kannan, K. "Using Machine Learning for Modeling Human Behavior and Analyzing Friction in Generalized Second Price Auctions," Workshop on Information Technology and Systems, Munich, Germany, 2019.

Wang, W., Zheng, J., Kannan, K. N., Ren, F. "Estimate the Value of Destination Disclosure: A Dynamic Structural Model of Transportation Network," Workshop on Information Systems and Economics (WISE), Munich, Germany, 2019.

Deng, Y., Zheng, J., Kannan, K. N., Khern-am-nuai, W. "More than the Quantity: Estimating the Value of Editorial Review for UGC Platform," International Conference on Information Systems (ICIS), Munich, Germany, 2019.

Deng, Y., Zheng, J., Huang, L., Kannan, K. N. "The Impact of AI-powered Shelf Monitoring on Product Sales: Analysis of a Natural Experiment," Workshop on Information Systems and Economics (WISE), Munich, Germany, 2019.

Deng, Y., Zheng, J., Kannan, K. N., Li, G. "When Donation Meets Reward: An Empirical Examination of Contribution Dynamics in Crowdfunding," Conference of Information Systems and Technology (CIST), Seattle, WA, United States, 2019.

Hajime, S., Khern-am-nuai, W., Komayama, J., and Kannan, K. "Strategic Best Response Fair Algorithms," Conference of Information Systems and Technology (CIST), Seattle, WA, United States, 2019.

Pamuru, V., Khern-am-nuai, W., and Kannan, K. "The Impact of Augmented Reality Games on Businesses: A Study of Pokémon Go on Restaurants," SCECR 2019.

Wang, W., Zheng, J., Kannan, K. N., Ren, F., "Information Affecting Market Efficiency and Fairness: Estimating a Structural Model for Transportation Network," China Summer Workshop on Information Management (CSWIM), Shenzhen, China, 2019.

Fang, Z., Zheng, J., Kannan, K. N., Yin, G. "Would Users Post More? A Hidden Markov Model of Reviewer Learning Dynamics in User-generated Content Platform," China Summer Workshop on Information Management (CSWIM), Shenzhen, China, 2019.

Pamuru, V., Khern-am-nuai, W., and Kannan, K. "Pokémon Go and Local Businesses: An Empirical Study," Workshop on Information Systems and Economics (WISE), San Francisco, California, 2018.

Deng, Y., Zheng, J., Kannan, K. N., Khern-am-nuai, W. "More than the Quantity: Estimating the Value of Editorial Review for UGC Platform," China Summer Workshop on Information Management (CSWIM), Qingdao, China, 2018.

Kannan, K., Pamuru, V., and Rosokha, Y. "Efficiency of Generalized Second Price Auctions in Continuous Time," Statistical Challenges in Electronic Commerce Research (SCECR), Rotterdam, Netherlands, 2018

Kannan, K., Pamuru, V., and Rosokha, Y. "GSP Auctions with Market Frictions," Conference on Information Systems and Technology (CIST), INFORMS, Phoenix, Arizona, 2018

Ray, A., Ghasemkhani, H., and Kannan, K. "Adblockers, Advertisers & the Internet - The Economic Implications of AdBlocking," ICIS 2017.

Pamuru, V., Khern-am-nuai, W., and Kannan, K. "When Virtual Meets Real: The Effect of Pokémon Go on Local Restaurants," ICIS 2017.

Ghasemkhani, H., Khern-am-nuai, W., and Kannan, K. "Effect of Q&A on reviews," WISE 2017.

Ray, A., Ghasemkhani, H., and Kannan, K. "Extortionists or Digital Age Robin Hoods?" CIST 2017.

Pamuru, V., Khern-am-nuai, W., and Kannan, K. "When Virtual Meets Real: The Effect of Pokémon Go on Local Restaurants," CIST 2017.

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.

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.

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.

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.

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.

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

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

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.

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.

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.

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

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.)

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.

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," *Proceedings of the 24th Annual ACM SIGACT-SIGOPS Symposium on Principles of Distributed Computing (PODC)*, October 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.

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.

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.

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.)

INVITED TALKS/WORKSHOPS

"Decision-Making When Experimentation is Costly and with Vague Causal Information."

Facebook 2019

"Welfare Implications of Intermediaries"

Temple University 2019, University of South Florida 2019

“GSP Auction: Experiment and Computational Model” (differing titles used)

University of Texas at Dallas, November 2018; Michigan State University, 2018; and McGill, 2018

“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, April 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; Amazon, 2018.

“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 on 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

Principal Investigator (Ilias Bilinois as the Co-PI), Facebook, “Data Driven Decision Making When Experimentation is Costly,” \$65,000.

Co-Principal Investigator (with Jitesh Panchal as the PI), NSF, “Understanding Information Acquisition Decisions in Systems Design through Behavioral Experiments and Bayesian Analysis,” July 2017-June 2020, \$650,000.

Co-Principal Investigator (with Jitesh Panchal as the PI), NSF, “Crowdsourcing for Engineering Systems Design: Theoretical and Experimental Studies,” July 2014-June 2019, \$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 graduate students, the weekend MBA students, and EMBA students at Purdue, at ISB; taught at Purdue for students visiting from SP Jain.

IT for Managers (formerly, Management Information Systems; MGMT 683): in the MBA program at Purdue; in the weekend MBA program; in the Executive MBA program; in the IMM Global Executive MBA program; in the MS BAIM program.

Introduction to Management Information Systems (MGMT 382; formerly, MGMT 482): Undergraduate core course, Purdue University.

Database Management (MGMT 544), Purdue University.

Doctoral Research Seminar in MIS (MGMT 690M): Purdue University.

E-Commerce Technologies (95-729): MISM elective, Carnegie Mellon University.

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

TEACHING CASE

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

PROFESSIONAL ACTIVITIES

Senior Editor for *Information Systems Research* (January 2022-)

Co-Chair, CIST 2022

Panel chair in POMS 2017, POMS 2018, and CIST 2017.

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 – December 2023). 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

Integrated Data Science Initiative, Steering Committee, 2017-

Data Science Initiative, Faculty Representative, 2017-18

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

ITNS Oversight Committee, 2010-2011

Southern Arizona Leadership Council, 2022 to date

School Level

Online MBA committee, 2017-2020

Director for Krenicki Center for BA and ML (formerly, Business Information and Analytics Center), 2018-2022.

Co-director for Business Information and Analytics Center, 2015-2018

Management Executive Council, 2015-2017

Academic Director for MBA, 2016-2018

Academic Co-Director for MS BAIM, 2015-2018

Co-Chair for MS in BAIM Program, 2013-2018

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 head: 2015-16 (served as a co-head); 2016-2018

Doctoral Student Admissions Committee, 2004-2022

Recruiting Committee at Purdue, 2005, 2011 (for a visiting professor), 2012, 2013;
Search chair in 2015, 2016, and 2017

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

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

AWARDS AND HONORS

Eugene S. Sanders Faculty Fundraising Award, 2024

INFORMS ISS Distinguished Fellow, 2024

Runner-up Best Paper Award, WITS 2019

Best Workshop Paper, CSWIM 2019

Runner-up Best Paper Award, *ISR*, 2018

Notable contribution to the literature, American Accounting Association, AIS Section, 2018

Finalist for Best Paper Award in *Management Science*, 2018

Purdue Insights Forum Fellow, 2018.

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.

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.

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, 2014, 2015, 2016, 2018, and 2019.

Distinguished Elective Course Teacher in the MBA program at Purdue University for Module 2 of Fall 2012, 2013, and 2014; Module 3 of 2016, and 2017.

MEDIA AND OTHER NON-ACADEMIC INVITATIONS

Education

<https://www.analyticsinsight.net/interview-with-karthik-kannan-director-of-business-information-analytics-center-at-purdues-krannert-school-of-management/>

<https://www.usnews.com/education/best-graduate-schools/top-business-schools/articles/2018-01-11/ask-these-questions-about-how-mba-programs-are-taught>

<https://www.purdue.edu/newsroom/releases/2018/Q3/purdue-offers-two-year-concurrent-masters-degrees-in-engineering-and-management.html>

<https://bized.aacsb.edu/articles/2019/january/business-education-in-a-jetsons-world>

Facebook

<http://www.econtentmag.com/Articles/News/News-Feature/Lessons-Learned-from-the-Facebook-Data-Scandal-125346.htm>

<https://www.purdue.edu/newsroom/releases/2018/Q3/discounts-for-data-californias-internet-privacy-law,-the-strictest-in-the-country,-has-far-reaching-implications.html>

California Data Protection Law

<http://www.econtentmag.com/Articles/News/News-Feature/How-the-California-Consumer-Privacy-Act-May-Impact-the-Digital-Media-Industry-126518.htm>

<http://www.homelandsecuritynewswire.com/dr20180703-california-s-strict-internet-privacy-law-has-far-reaching-implications>

Research on Pokémon Go

<http://www.ssuchronicle.com/2017/10/03/augmented-reality-apps-cause-restaurant-profits-to-rocket/>

<http://www.krannert.purdue.edu/konline/2018s/features/pokemon1.php>

Digital Transformation:

<https://www.alvexo.com/blog/business/business-trends-2018-year-machines-rise/>

<https://amp.jconline.com/amp/878917002>

<https://www.axios.com/tag/convenience-stores/>

Alternate cryptocurrency model:

<https://www.cnet.com/news/youtube-star-phil-defranco-cryptocurrency-props-wants-a-payday-for-you/>

<https://www.ibj.com/articles/69038-innovation-issue-theres-promise-in-cryptocurrencies-but-plenty-of-skepticism-too>

Amazon HQ2

<http://www.wlfi.com/content/news/What-benefits-would-an-Indy-Amazon-HQ-have-for-Greater-Lafayette-470060503.html>

On cryptocurrency sell-off: <https://www.cnet.com/news/cryptocurrency-bitcoin-faces-more-growing-pains-amid-another-sell-off/>

“Big Data to Better Decisions,” GS1 Exposition, Lima (Peru), October 2017.

“Digital Transformations and Nature of Future Work,”

Back to School Program, Purdue University, October 2017. WALLA (Wabash Area Lifetime Learning Association), March 2018.

“Digital Transformations and Nature of Future Work,” GE (Telepresence), September 2017.

“Digital Transformations,” GE (Boston), February 2017.

“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 the 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

Ilango (Dissertation Committee), Krannert School of Management, Purdue University, 2023.

Jianing Ding (Co-Chair), Krannert School of Management, Purdue University, 2022

Weilong Wang (Co-Chair), Krannert School of Management, Purdue University, 2022

Sameer Borwankar (Co-Chair), Krannert School of Management, Purdue University, 2022.

Yipu Deng (Co-Chair), Krannert School of Management, Purdue University. Graduated 2020 (initial placement: HKUST)

Ashish Chaudhary (Dissertation Committee), Mechanical Engineering Department, Purdue University. Graduated 2020 (initial placement: post-doc at Texas A&M)

Salar Safarkhani (Dissertation Committee), Mechanical Engineering Department, Purdue University. Graduated 2020 (initial placement: post-doc at Purdue University)

Murtuza Shergadwala (Dissertation Committee), Mechanical Engineering Department, Purdue University. Graduated 2020 (initial placement: post-doc)

Vandith Pamuru (Chair), Krannert School of Management, Purdue University. Graduated 2020 (Initial placement: assistant professor at the Indian School of Business)

Abhishek Ray (Chair), Krannert School of Management, Purdue University. Graduated 2019 (Initial placement: assistant professor at George Mason University).

Zhenghui Sha (Dissertation Committee), Mechanical Engineering Department, Purdue University. Graduated 2015 (initial placement: post-doc at Northwestern University; assistant professor at the University of Arkansas)

Warut Khern-am-nuai (Chair), Krannert School of Management, Purdue University. Graduated in 2016 (Initial placement: assistant professor at McGill University).

Na Zhang (Co-Chair), Krannert School of Management, Purdue University. Graduated in 2015 (Initial placement: Data Analyst at Amazon).

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

Rajiv Mukherjee (Dissertation Committee), UT Austin. Graduated in 2013 (Initial placement: assistant professor at 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 in 2011 (Initial placement: assistant professor at the 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 in 2009 (Initial placement: faculty member, 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 in 2008 (Initial placement: assistant professor at the 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: assistant professor, 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 in 2006 (Initial academic placement: assistant professor at San Diego University).