

Daewon Sun

Professor, Department of IT, Analytics, and Operations

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Education

- Dec. 2004 **Doctor of Philosophy**
Management Science & Information Systems,
The Pennsylvania State University, Pennsylvania, USA
- May 1999 **Master of Business Administration**
College of Business, Bowling Green State University, Ohio, USA
- Feb. 1994 **Bachelor of Business Administration**
College of Business Administration, Korea University, Seoul, Korea

Academic Experience

- July 2018 - Present: Professor, Department of IT, Analytics, and Operations, Mendoza College of Business, University of Notre Dame
- July 2015 – June 2018: The Notre Dame Associate Professor of IT, Analytics, and Operations, Term Chair, Mendoza College of Business, University of Notre Dame
- July 2012 – June 2018: Associate Professor (with tenure), Department of IT, Analytics, and Operations, Mendoza College of Business, University of Notre Dame
- August 2005 - June 2012: Assistant Professor, Department of Management, Mendoza College of Business, University of Notre Dame
- August 2004 - July 2005: Instructor, Department of Management, Mendoza College of Business, University of Notre Dame.

Research Interests

- Contracting and Competition under Asymmetric Information
- eBusiness Strategies
- IT Product Pricing and Launching Strategies
- Operations Management and Marketing Interface
- Supply Chain Conflict and Coordination

Academic Publications

Refereed Journal Papers

(* denotes that the authors contributed equally and are listed in alphabetical order.)

1. Z. Li, S. Lu, J. Ryan, and D. Sun* (2020): “Impact of Organizational Structure on Development Strategy under Equity-Based Incentives,” *Production and Operations Management*, Forthcoming
2. Shao, L., J. Ryan, and D. Sun (2020): “Responsible Sourcing under Asymmetric Information: Price Signaling vs. Supplier Disclosure,” *Decision Sciences*, Forthcoming
3. Guo, H., L. Hao, T. Mukhopadhyay, and D. Sun* (2019): “Selling Virtual Currency in Digital Games: Implications on Gameplay and Social Welfare,” *Information Systems Research*, 30(2), 430–446
4. Li, Z., J.K. Ryan, L. Shao, and D. Sun* (2019): “Incentive-Compatible in Dominant Strategies Mechanism Design for an Assembler under Asymmetric Information,” *Production and Operations Management*, 28(2), 479-496
5. Yu, D., T. Cheong, and D. Sun (2017): “Impact of Supply Chain Power and Drop-Shipping on a Manufacturer’s Optimal Distribution Channel Strategy,” *European Journal of Operational Research*, 259(2), 554-563
6. Li, Z., J.K. Ryan, and D. Sun* (2017): “Selling through Outlets: The Impact of Quality, Product Development Risk, and Market Awareness,” *International Journal of Production Economics*, 186, 71-80
7. O’Neil, S., X. Zhao, D. Sun, and J. Wei (2016): “Newsvendor Problems with Demand Shocks and Unknown Demand Distributions,” *Decision Sciences*, 47(1), 125-156.
8. Li, Z., L. Shao, and D. Sun* (2015): “Designing Multi-Attribute Procurement Mechanisms for Assortment Planning,” *Decision Sciences*, 46(3), 597–622.
9. Li, Z., J.K. Ryan, L. Shao, and D. Sun* (2015): “Supply Contract Design for Competing Heterogeneous Suppliers under Asymmetric Information,” *Production and Operations Management*, 24(5), 791–807.
10. Sun, D., R. Easley, and B. Kim (2015): “Optimal Digital Rights Management with Uncertain Piracy,” *Decision Sciences*, 46(1), 165-191.
11. Li, Z., J.K. Ryan, and D. Sun* (2015): “Multi-Attribute Procurement Contracts,” *International Journal of Production Economics*, 159, 137-146.
12. Bhargava, H.K., B. Kim, and D. Sun* (2013): “Commercialization of Platform Technologies: Launch Timing and Versioning Strategy,” *Production and Operations Management*, 22(6), 1374–1388.
13. Porter, C., S. Devaraj, and D. Sun (2013): “A Test of Two Models of Value Creation in Virtual Communities,” *Journal of Management Information Systems*, 30(1), 261-292.

14. Ryan, J.K., D. Sun*, and X. Zhao (2013): “Coordinating a Supply Chain with a Manufacturer-Owned Online Channel: A Dual Channel Model under Price Competition,” *IEEE Transactions on Engineering Management*, 60(2), 247-259.
15. Hayya, J.C., R.V. Ramasesh, J.E. Tyworth, J.G. Kim, and D. Sun (2013): “JIT Delivery with Stochastic Lead Time,” *Journal of the Operational Research Society*, 64(1), 97-105.
16. Yu, D., X. Zhao, and D. Sun (2013): “Optimal Pricing and Capacity Investment for Lead Time Sensitive Demand,” *IEEE Transactions on Engineering Management*, 60(1), 124-136.
17. Dai, T., Z. Li, and D. Sun* (2012): “Equity-Based Incentives and Supply Chain Buy-Back Contracts,” *Decision Sciences*, 43(4), 661-686.
18. Ryan, J.K., D. Sun*, and X. Zhao (2012): “Competition and Coordination in Online Marketplaces,” *Production and Operations Management*, 21(6), 997-1014.
19. Li, Z., F. Tao, and D. Sun (2012): “On Jointly Optimizing the Changes of Seasonable Goods and Inventory Replenishment,” *International Journal of Systems Science*, 43(6), 1064-1076.
20. Li, Z., and D. Sun* (2012): “Acquisition and Disclosure of Operational Information,” *Decision Sciences*, 43(3), 459-487.
21. Sun, D., Z. Li, and J.C. Hayya (2010): “The Optimal Format to Sell a Product through the Internet: Posted Price, Auction, and Buy-Price Auction,” *International Journal of Production Economics*, 127(1), 147-157.
22. Sun, D., J. Ryan, and H. Shin (2008): “Why Do We Observe Stockless Operations on the Internet? – Stockless Operation under Competition,” *Production and Operations Management*, 17(2), 139-149.
23. Sun, D. (2008): “Dual Mechanism for an Online Retailer,” *European Journal of Operational Research*, 187(3), 903-921.
24. Hayya, J.C., U. Bagchi, J.G. Kim, and D. Sun (2008): “On Static Stochastic Order Crossover,” *International Journal of Production Economics*, 114(1), 404-413.
25. Bhargava, H.K., and D. Sun* (2008): “Pricing under Quality of Service Uncertainty: Market Segmentation via Statistical QoS Guarantees,” *European Journal of Operational Research*, 191(3), 1189-1204.
26. Bhargava, H.K., D.J. Power, and D. Sun* (2007): “Progress in Web-based Decision Support Technologies,” *Decision Support Systems*, 43(4), 1083-1095.
27. Bhargava, H.K., D. Sun*, and S.H. Xu (2006): “Stockout Compensation: Joint Inventory and Price Optimization in Electronic Retailing,” *INFORMS Journal on Computing*, 18(2), 255-266.

28. Kim, J.G., D. Sun, X.J. He, and J.C. Hayya (2004): “The (s, Q) Inventory Model with Erlang Lead Time and Deterministic Demand,” *Naval Research Logistics*, 51(6), 906-923.

Refereed Conference Proceedings

1. Easley, R., B.C. Kim, and D. Sun (2012): “Optimal Digital Rights Management with Uncertain Piracy,” In *Proceedings of the Forty-Fifth Hawaii International Conference on System Sciences (HICSS-45)*, Maui, Hawaii, January 4-7, 2012
2. Bhargava, H.K., and D. Sun (2005): “Performance-Contingent Pricing for Broadband Services,” In *Proceedings of the Thirty-Eighth Hawaii International Conference on System Sciences (HICSS-38)*, Big Island, Hawaii, January 3-6, 2005
3. Kim, J.G., J.D. Hong, D. Sun, and J.C. Hayya (2003): “On a Redefinition of Lead Time in Stochastic Lead-Time Inventory Systems,” In *Proceedings of the 34th Annual Meeting of the Decision Science Institute (DSI2003)*, Washington DC, November 22-25, 2003
4. Sun, D. (2003): “Dual Mechanism in Electronic Retailing,” In *Proceedings of the Americas Conference on Information Systems (AMCIS2003)*, Tampa, Florida, August 4-6, 2003 (*Best Paper Award*)
5. Bhargava, H.K. and D. Sun (2003): “Quality-Contingent Differentiated Pricing for Broadband Services,” In *Proceedings of the Americas Conference on Information Systems (AMCIS2003)*, Tampa, Florida, August 4-6, 2003
6. Bhargava, H.K., D. Sun, and S.H. Xu (2002): “Stockout Compensation and Inventory Management for an Electronic Retailer,” In *Proceedings of the First Workshop on e-Business (WEB2002)*, pp. 217-227, Barcelona, Spain, December 14-15, 2002
7. Sun, D. (2002): “Best Allocation Strategy for an Online Retailer: Posted Price or Auction,” In *Proceedings of the Seventh Annual Conference on Information Systems & Technology (CIST2002)*, San Jose, California, November 16-17, 2002

Academic Presentations

1. “How Should an Assembler Cope with Information Asymmetry?” *INFORMS 2018 International Conference*, Taipei, Taiwan, June 17-20, 2018
2. “Procurement Mechanism Design for an Assembler under Asymmetric Information,” Invited Research Seminar, University of Hong Kong, Hong Kong, September 21, 2016
3. “Procurement Mechanism Design for an Assembler under Asymmetric Information,” Invited Research Seminar, Seoul National University, Seoul, Korea, December 2, 2015

4. "Selling Virtual Currency in Digital Games: Implications on Gameplay and Social Welfare," Invited Research Seminar, University of Hong Kong, Hong Kong, May 26, 2015
5. "Stockout Compensation: Joint Inventory and Price Optimization in Electronic Retailing," *INFORMS 2014 Annual Meeting*, San Francisco, CA, November 9-12, 2014
6. "Procurement Contract Design for Competing Buyers under Asymmetric Information," *Korea Management Science and Operations Research Conference*, Seoul, Korea, November 1, 2014
7. "Optimal Contract Design for Platform Products and User-Developed Applications," *Korea MIS Conference*, Seoul, Korea, November 8, 2013
8. "Procurement Contracts under Information Asymmetry and Demand Uncertainty," *Twenty Fourth Annual Conference of POMS*, Denver, CO, May 3 – 6, 2013
9. "Competition and Coordination in Online Marketplaces," *INFORMS 2012 Annual Meeting*, Phoenix, AZ, October 13-17, 2012
10. "Competition and Coordination in Online Marketplaces," Invited Research Seminar, University of Sydney, Sydney, Australia, June 15, 2012
11. "Competition and Coordination in Online Marketplaces," *Twenty Third Annual Conference of POMS*, Chicago, IL, April 20 – 23, 2012
12. "Product Launch Timing and Versioning Strategy," *INFORMS 2011 Annual Meeting*, Charlotte, NC, November 12-16, 2011
13. "Commercialization of Platform Technologies," *Twenty Second Annual Conference of POMS*, Reno, NV, April 29 – May 2, 2011
14. "Coordinating a Supply Chain with a Manufacturer-Owned Online Channel", *INFORMS 2010 Annual Meeting*, Austin, TX, November 7-10, 2010
15. "Manufacturer-Retailer Conflicts in an E-Commerce Setting," Research Seminar, Seoul National University, Seoul, Korea, June 15, 2010
16. "Manufacturer-Retailer Conflicts in an E-Commerce Setting," *Korea MIS Conference*, Seoul, Korea, June 11, 2010
17. "Manufacturer-Retailer Conflicts in an E-Commerce Setting," Research Seminar, Korea University, Seoul, Korea, June 9, 2010
18. "Coordinating a Supply Chain with a Manufacturer-Owned Online Channel: A Dual Channel Model under Price Competition", *INFORMS 2009 Annual Meeting*, San Diego, CA, October 11-14, 2009
19. "Coordinating a Supply Chain with a Manufacturer-Owned Online Channel - A Dual Channel Model under Price Competition," *Notre Dame ITM Symposium*, Notre Dame, IN, May 8, 2009

20. "Coordinating a Supply Chain with a Manufacturer-Owned Online Channel - A Dual Channel Model under Price Competition," *Twentieth Annual Conference of POMS*, Orlando, FL, May 1-4, 2009
21. "Price and Quantity Competition in Online Retailing: Amazon's Marketplace Contract," *INFORMS 2008 Annual Meeting*, Washington DC, October, 12-15, 2008
22. "Price and Quantity Competition between Outlets and Retail Stores: Why Manufacturers Restructure Outlets," *Nineteenth Annual Conference of POMS*, La Jolla, CA, May 9-12, 2008
23. "Stockout Compensation in Online Retailing," MIS Research Seminar, Purdue University, November 9, 2007
24. "Performance of Single-Unit Auctions," *Eighteenth Annual Conference of POMS*, Dallas, TX, May 4-7, 2007
25. "The Optimal Format to Sell a Product through the Internet: Posted Price, Pure Auction, or Buyout Auction," *37th Annual Meeting of the Decision Science Institute (DSI2006)*, San Antonio, Texas, November 18-21, 2006
26. "The Role of Stockless Operations in Electronic Retailing," *INFORMS 2006 Annual Meeting*, Pittsburg, Pennsylvania, November 4-8, 2006
27. "Why Can We Observe Stockless Operations on the Internet? – Stockless Operation under Competition," *Seventeenth Annual Conference of POMS*, Boston, MA, April 28 - May 1, 2006
28. "Dual Mechanism for an Online Retailer," MIS Research Seminar, University of Illinois at Urbana-Champaign, March 11, 2005
29. "Performance-Contingent Pricing for Broadband Services," *Thirty-Eighth Hawaii International Conference on System Sciences (HICSS-38)*, Big Island, Hawaii, January 3-6, 2005
30. "Multi-Unit Auction with Buy-It-Now," Notre Dame MIS Research Symposium, University of Notre Dame, Notre Dame, April 23, 2004
31. "Contingency Pricing Enables Versioning of Broadband Internet Access Services," *INFORMS 2003 Annual Meeting*, Atlanta, Georgia, October 2003
32. "Dual Mechanism in Electronic Retailing," *Americas Conference on Information Systems (AMCIS2003)*, Tampa, Florida, August 4-6, 2003 (**Best Paper Award**)
33. "Quality-Contingent Differentiated Pricing for Broadband Services," *Americas Conference on Information Systems (AMCIS2003)*, Tampa, Florida, August 4-6, 2003
34. "Pricing Strategy and Resource Management in the Digital Era," *Americas Conference on Information Systems (AMCIS2003)*, Tampa, Florida, August 4-6, 2003
35. "Quality-Contingent Differentiated Pricing for Broadband Services," *Second Big 10 IS Research Symposium*, Columbus, Ohio, May 2003

36. "Pricing Strategy and Resource Management in the Digital Era," Research Seminar, New Jersey Institute of Technology, Newark, New Jersey, April 2003
37. "Best Allocation Strategy for an Online Retailer: Posted Price, Auction, or Both?" *INFORMS Computing Society Conference (ICS2003)*, Chandler, Arizona, January 2003
38. "Stockout Compensation and Inventory Management for an Electronic Retailer," *First Workshop on e-Business (WEB2002)*, Barcelona, Spain, December 14-15, 2002
39. "Best Allocation Strategy for an Online Retailer: Posted Price or Auction," *Seventh Annual Conference on Information Systems & Technology (CIST2002)*, San Jose, California, November 16-17, 2002
40. "Quality-Contingent Differentiated Pricing for Broadband Services," *INFORMS 2002 Annual Meeting*, San Jose, California, November 2002
41. "Stockout Compensation and Contingency Pricing Strategies in IT-enabled Commerce," *DSI Service Workshop*, Bloomington, Indiana, May 2002
42. "Joint Inventory and Price Optimization for an Electronic Retailer," *Workshop on Information Systems and Economics (WISE2001)*, New Orleans, Louisiana, December 2001
43. "Joint Inventory and Price Optimization for an Electronic Retailer," *INFORMS 2001 Annual Meeting*, Miami, Florida, November 2001
44. "Inventory Management in e-business: An EOQ Approach with Compensation Policy," *eBusiness Workshop*, Pennsylvania State University, January 2001 (*Best Paper Award*)

Teaching Experience

University of Notre Dame (8/2008 - Present)

(Note: In fall 2008 the University of Notre Dame implemented Course Instructor Feedback (CIF), a secure online system for gathering student feedback on teaching)

- Predictive Analytics (MSBA Chicago Required): 2020
- Predictive Analytics (MSBA South Bend Required): 2019, 2020 (2 sections)
- Predictive Analytics (MBA/MSBA Dual Degree Required): 2018, 2019, 2020
- Predictive Analytics (MBA Elective): 2018, 2019, 2020
- Business Intelligence (MBA Elective): 2013 (2 sections), 2014 (2 sections), 2015 (2 sections), 2016 (2 sections), 2017 (2 sections)
- Systems Analysis and Design (Undergraduate Required): 2009 (2 sections), 2010 (2 sections), 2011 (2 sections), 2012 (2 sections), 2013, 2014, 2015, 2016, 2017, 2018, 2019
- Introduction to Process Analytics (Undergraduate Required): 2009 (4 sections), 2010 (2 sections), 2012 (2 sections)

University of Notre Dame (8/2004 – 5/2008)

- Systems Analysis and Design (Undergraduate Required): 2005 (2 sections), 2006 (2 sections), 2007, 2008 (2 sections)
- Introduction to Process Analytics (Undergraduate Required): 2008 (2 sections)
- Operations and Competitive Enterprises (Undergraduate Required): 2007 (4 sections)
- MIS Capstone Project (Undergraduate Elective, Co-taught with Prof. Ghiaseddin): 2006

The Pennsylvania State University (6/2000 – 5/2004)

- Information Systems Analysis, Design, and Implementation (Undergraduate Required): 2003, 2004
- Information Processing and Database Management Systems (Undergraduate Required): 2001, 2002
- Introduction to Business Information Systems (Undergraduate Required): 2000, 2001

Recent Teaching Performance

ITAO 70210 Predictive Analytics (MSBA South Bend Required)

Course rating: 5=Excellent; 4=Very Good; 3=Good; 2=Satisfactory; 1=Poor; 0=Very Poor

Fall 2019 Overall Composite Score: 4.9

MGTI 30630 Systems Analysis and Design (Undergraduate Required)

Course rating: 5=Excellent; 4=Very Good; 3=Good; 2=Satisfactory; 1=Poor; 0=Very Poor

Spring 2019 Overall Composite Score: 4.9

Honors and Awards

1. **James Dincolo Outstanding Undergraduate Professor Award** (2020), Mendoza College of Business, University of Notre Dame, This award is voted by the graduating seniors
2. **2013 AIS Best Information Systems Publications Award of the Year**, *Association for Information Systems (AIS)*, December 2014, Paper titled, “A Test of Two Models of Value Creation in Virtual Communities,” *Journal of Management Information Systems*, 30(1), 261-292.
3. **2009 eBusiness Section of INFORMS Best Paper Award**, *eBusiness Section of the Institute for Operations Research and the Management Sciences (INFORMS)*, San Diego, CA, October 11-14, 2009, Paper titled “Coordinating a Supply Chain with a Manufacturer-Owned Online Channel: A Dual Channel Model under Price Competition”

4. **2004 Operations Research Meritorious Service Award**, Awarded for outstanding service to *Operations Research* (an INFORMS journal)
5. **AMCIS Best Paper Award**, *Americas Conference on Information Systems (AMCIS2003)*, *Digital Economy Track*, Tampa, Florida, August 4-6, 2003, Paper titled “Dual Mechanism in Electronic Retailing”
6. **eBusiness Workshop Best Paper Award**, *eBusiness Workshop* (co-sponsored by the eBusiness Research Center and the Institute for the Study of Business Markets), January 2001, Paper titled “Inventory Management in e-Business: An EOQ Approach with Compensation Policy”
7. **Graduate Assistantship** (8/1999 - 5/2004), Management Science & Information Systems, Smeal College of Business Administration, Pennsylvania State University, Pennsylvania
8. **Certificate of Appreciation**, Graduate Business Students Association, Bowling Green State University, Ohio, December 1998
9. **Graduate Assistantship** (1/1998 - 5/1999), Department of Finance, College of Business Administration, Bowling Green State University, Ohio
10. **Certificate of Honor**, Republic of Korea Air Force, Korea, 1996

Service

Professional Service

1. **Senior Editor** (3/2016 - Present): *Production and Operations Management*
2. **Associate Editor** (6/2012 – Present): *Decision Sciences*
3. **Track Chair for Decision Models in Supply Chain Management** (10/2016 – 7/2017): *Asia Pacific DSI Conference*, Seoul, Korea, July 2017
4. **Senior Editor** (4/2015 - 2016): *Production and Operations Management* (Special Issue on *Operations Management and Information Systems Interface*)
5. **Associate Editor** (2012): International Conference on Information Systems (ICIS) 2012, Orlando, Florida, December (E-Business and Competitive Strategy Track)
6. **President** (1/2011 – 12/2011): *eBusiness Section of The Institute for Operations Research and the Management Sciences (INFORMS)*
7. **Cluster Chair for eBusiness Cluster** (3/2010 – 11/2010): *INFORMS Annual Meeting 2010*, Austin, Texas, November 2010
8. **President Elect** (1/2010 – 12/2010): *eBusiness Section of The Institute for Operations Research and the Management Sciences (INFORMS)*

9. **Affiliated Faculty Member** (1/2008 – 12/2012): Center for Supply Chain Research (CSCR), Pennsylvania State University
10. **Cluster Chair for eBusiness Cluster** (3/2009 – 10/2009): *INFORMS Annual Meeting 2009*, San Diego, California, October 2009
11. **Co-Guest Editor** (2/2003 - 3/2005): *Decision Support Systems* Special Issue on *Web-based Decision Support*
12. **Conference Coordinator and Web Master** (2/2002 - 1/2003), *Eighth INFORMS Computing Society Conference (ICS2003)*, Chandler, Arizona, January 2003
13. **Program Committee Member**
 - *INFORMS Conference on Information Systems and Technology (CIST2015)*, Philadelphia, Pennsylvania, October 31 - November 1, 2015
 - *Ninth Bi-Annual International Conference on Decision Support Systems (ISDSS 07)*, Indian Institute of Management, Calcutta, India, January 2-4, 2007
 - *INFORMS Conference on Information Systems and Technology (CIST2006)*, Pittsburg, Pennsylvania, November 4 -5, 2006
 - *Tenth INFORMS Conference on Information Systems and Technology (CIST2005)*, New Orleans, Louisiana, November 12-13, 2005
 - *Ninth INFORMS Conference on Information Systems and Technology (CIST2004)*, Denver, Colorado, October 23-24, 2004
 - *Eighth INFORMS Computing Society Conference (ICS2003)*, Chandler, Arizona, January 2003
14. **Reviewer:** *Production and Operations Management, Decision Sciences, Journal of Management Information Systems, Journal on Computing, Naval Research Logistics, Management Science, Operations Research, Marketing Science, MIS Quarterly, European Journal of Operational Research, Decision Support Systems, International Journal of Production Economics, IBM Systems Journal, Electronic Commerce Research and Applications*

Department Service

1. Elected Member (2019 – Present): *Executive Committee on Appointments and Promotions*, Department of IT, Analytics, and Operations, University of Notre Dame
2. Committee Member (2017 - Present): *Curriculum Committee*, Department of IT, Analytics, and Operations, University of Notre Dame
3. Committee Member (2016 - Present): *Committee on Appointments and Promotions (CAP)*, Department of IT, Analytics, and Operations, University of Notre Dame
4. Committee Chair (2020 – Present): *Operations Management Faculty Search Committee*, Department of IT, Analytics, and Operations, University of Notre Dame

5. Committee Member (2019 – 2020): *Business Analytics Faculty Search Committee*, Department of IT, Analytics, and Operations, University of Notre Dame
6. Committee Member (2018 – 2020): *Business Analytics Chair Search Committee*, Department of IT, Analytics, and Operations, University of Notre Dame
7. Committee Member (2018 – 2019): *Information Technology Management Faculty Search Committee*, Department of IT, Analytics, and Operations, University of Notre Dame
8. Committee Member (2018 – 2019): *Operations Management Faculty Search Committee*, Department of IT, Analytics, and Operations, University of Notre Dame
9. Committee Member (2017 – 2018): *Business Analytics Faculty Search Committee*, Department of IT, Analytics, and Operations, University of Notre Dame
10. Committee Member (2016 – 2018): *Operations Management Faculty Search Committee*, Department of Management, University of Notre Dame
11. Committee Member (2012 - 2016): *Committee on Appointments and Promotions*, Department of Management, University of Notre Dame
12. Committee Member (2012 – 2013): *Information and Technology Management Faculty Search Committee*, Department of Management, University of Notre Dame
13. Committee Member (2012 – 2013): *Operations Management Faculty Search Committee*, Department of Management, University of Notre Dame
14. Judge (2012): *Deloitte Case Competition*, Department of Management, University of Notre Dame
15. Committee Member (2011 – 2012): *Information and Technology Management Faculty Search Committee*, Department of Management, University of Notre Dame
16. Committee Member (2011 – 2012): *Operations Management Faculty Search Committee*, Department of Management, University of Notre Dame
17. Committee Member (2008 – 2009): *Information and Technology Management Faculty Search Committee*, Department of Management, University of Notre Dame
18. Faculty Advisor (2007 - 2009): *Information Technology Management Club*, Department of Management, University of Notre Dame
19. Research Seminar Coordinator (2006 - 2010): *Management Seminar Series*, Department of Management, University of Notre Dame
20. Committee Member (2006 – 2007): *Information and Technology Management Faculty Search Committee*, Department of Management, University of Notre Dame
21. Committee Member (2006 – 2007): *Operations Management Faculty Search Committee*, Department of Management, University of Notre Dame

College Service

1. Elected Member (2018 – Present): *College Council*, Mendoza College of Business, University of Notre Dame
2. Committee Member (2014 - Present): *Master of Business Administration Curriculum Committee*, Mendoza College of Business, University of Notre Dame
3. Committee Member (2013 - 2014): *Director of Business Analytics Search Committee*, Mendoza College of Business, University of Notre Dame
4. Committee Member (2013 - 2014): *Organization and Development Committee for the Master of Science in Business Analytics Program*, Mendoza College of Business, University of Notre Dame

University Service

1. Elected Representative (2019 – Present): *Committee on Internationalization*, University of Notre Dame
2. Elected Representative (2019 – Present): *Faculty Senate*, University of Notre Dame
3. Faculty Advisor (2009 - 2015): *Korean Student Association (KSA)*, University of Notre Dame
4. Faculty Advisor (2006 - 2016): *Korean Graduate Student Association (KGSA)*, University of Notre Dame

Research Grant

1. **Best Paper Prize (\$500)**, *eBusiness Section of the Institute for Operations Research and the Management Sciences (INFORMS)*, San Diego, CA, October 11-14, 2009, Paper titled “Coordinating a Supply Chain with a Manufacturer-Owned Online Channel: A Dual Channel Model under Price Competition”
2. **Research Grant (\$3,000)**, “Price and Quantity Competition between Outlets and Retail Stores: Why Manufacturers Restructure Outlets” Center for Supply Chain Research (CSCR), Pennsylvania State University, January 2008
3. **Research Grant (\$3,000)**, “Why Can We Observe Stockless Operation on the Internet? – Stockless Operation under Competition” Center for Supply Chain Research (CSCR), Pennsylvania State University, May 2006
4. **Research Grant (\$20,500)**, “Value of Virtual Communities” (with Sarv Devaraj and Constance Porter), Mendoza College of Business, University of Notre Dame, January 2006

5. **Research Grant (\$6,000)**, “Best Selling Mechanism for an Online Retailer: Posted Price, Auction, or Dual?” Center for Supply Chain Research (CSCR), Pennsylvania State University, November 2002
6. **Research Grant (\$3,000)**, “Stockout Compensation and Inventory Management for an Electronic Retailer” (with Hemant K. Bhargava and Susan Xu), Center for Supply Chain Research (CSCR), Pennsylvania State University, June 2001
7. **Best Paper Prize (\$500)**, *eBusiness Workshop* co-sponsored by the eBusiness Research Center (eBRC) and the Institute for the Study of Business Markets (ISBM), January 2001, Paper titled “Inventory Management in e-Business: An EOQ Approach with Compensation Policy.”

Other Work Experience

1. **Conference Coordinator** (2/2002 - 1/2003), *INFORMS Computing Society Conference (ICS2003)*
2. **Graduate Assistant** (8/1999 - 5/2004), Management Science & Information Systems, Smeal College of Business Administration, Pennsylvania State University, Pennsylvania
3. **Graduate Lecturer** (Summer 2000, Summer 2001, Summer 2002), Management Science & Information Systems, Smeal College of Business Administration, Pennsylvania State University, Pennsylvania
4. **Graduate Assistant** (1/1998 - 5/1999), Department of Finance, College of Business Administration, Bowling Green State University, Ohio
5. **First & Second Lieutenant** (7/1994 - 6/1997), Republic of Korea Air Force, Korea

Extra-Curricular Service

1. **Vice President** (8/2001 - 9/2002), Pennsylvania State University Student Chapter of *INFORMS*
2. **President** (6/1998 - 5/1999), Korean Students Association, Bowling Green State University, Ohio
3. **Committee Member** (8/1998 - 5/1999), Technical Committee, Graduate Business Students Association, Bowling Green State University, Ohio