

Wedad J. Elmaghraby
Assistant Professor
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University of Maryland

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I. EARNED DEGREES

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

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

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

II. EMPLOYMENT

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

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

Visiting Scholar, Federal Energy Regulatory Commission, September 2002 – September 2004

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

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

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

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

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

III. TEACHING

A. Individual Student Guidance

PhD Students Graduated

- Se-Kyoung Oh, “ Structuring Buyer-Supplier Relationships,” Dec. 2005, currently in a Postdoc at Georgia Institute of Technology, School of Management
- Na An, “Bidding in Combinatorial Auctions,” Dec. 2004, Co-Advisor

PhD Students Currently Advising

- Altan Gulcu, “Design of Optimal Markdown Mechanisms,” co-advise with P. Keskinocak, passed Logistics comps, (currently at SAS, Cary, NC)

B. Other Teaching Activities

Case Study : W. Elmaghraby and P. Keskinocak, “Technology for Transportation Bidding at the Home Depot,” 2000

New courses developed: ISyE 6230 – Economic Decision Analysis (Spring 2000)
 ISyE 8800 – Auctions and Pricing in E-Commerce (Fall 2000)

IV. EDITORIAL

Member of Editorial Board

- Manufacturing and Service Operations Management (2004 – 2005)
- Production and Operations Management (2004 – present)
- Journal of Pricing and Revenue Management (2003 – 2006)

Co-editor of Journal

- Special Issue of Electronic Commerce Research Journal on “Dynamic pricing strategies for e-commerce” with P. Keskinocak and M. Rothkopf, Vol. 5, No. 2.
- Special Issue of Production and Operations Management on “Operations Management in Business to Business Markets: Practice and Research” with Christopher S. Tang.

Reviewer for journals:

Operations Research, Management Science, Manufacturing and Service Operations Management, Production and Operations Management, European Journal of Operational Research, International Journal of Production Research, The Energy Journal , IEEE Transactions on Engineering Management

V. SCHOLARLY ACCOMPLISHMENTS

A. Published Books and Part of Books

W. Elmaghraby (2004), “ Auctions and Pricing in Emarketplaces,” in *Handbook of Quantitative Supply Chain Analysis: Modeling in the eBusiness Era*, eds. D. Simchi-Levi, D. Wu, and Z.-J. Shen, Kluwer Academic Press

W. Elmaghraby and P. Keskinocak (2003), “Combinatorial Auctions in Procurement,” in *The Practice of Supply Chain Management*, eds. C. Billington, T. Harrison, H. Lee, J. Neale, Kluwer

B. REFEREED PUBLICATIONS:

Published in refereed journals

W. J. Elmaghraby (2005) , “The Effect of Asymmetric Bidder Size on the Performance of an Auction: Are More Bidders Always Better?,” *Management Science*, Vol. 51, No. 12 pp. 1763-1776

S. Deng and W. J. Elmaghraby, (2005) “Parallel Sourcing with a Tournament,” *Productions and Operations Management*, Vol. 14, No. 2, pp. 252-276

W. J. Elmaghraby (2005), “Multi-Unit Auctions with Dependent Valuations: Issues of Efficiency in Electricity Auctions,” *European Journal of Operations Research* Vol. 166, No. 2, pp. 430-448

N. An, W. J. Elmaghraby and P. Keskinocak (2005), “Bidding strategies and their impact on auctioneer’s

revenue in combinatorial auctions” *Journal of Revenue and Pricing Management*, Vol. 3, No. 4, 337-357

W. Elmaghraby, R. O’Neill, M. Rothkopf and W. Stewart (2004), “Pricing and Efficiency in Lumpy Energy Markets” *The Electricity Journal*, June, pp. 54-64

W. J. Elmaghraby and P. Keskinocak (2003), “Dynamic Pricing in the Presence of Inventory Considerations,” *Management Science*, Vol. 49, no. 10, pp.1287-1309

W. J. Elmaghraby (2003), “The Importance of Ordering in Sequential Auctions”, *Management Science*, Vol. 49, no. 5, pp.673-682

W. J. Elmaghraby (2000), “Supply Contract Competition and Sourcing Policies” *MSOM* Vol. 2, no 4 pp. 350-371

W. J. Elmaghraby and S. S. Oren (1999), “The Efficiency of Multi-Unit Electricity Auctions,” *The Energy Journal*, Vol. 20, no.4, pp. 89-116

Accepted in refereed journals

W. J. Elmaghraby (2006), “Auctions within the e-Sourcing Process”, *Productions and Operations Management*

W. J. Elmaghraby, A. Gulcu, P. Keskinocak , “Optimal Markdown Mechanisms in the Presence of Rational Customers with Multi-unit Demands,” *MSOM*

Submitted to refereed journals

W. J. Elmaghraby, S. A. Lippman, C. S. Tang and R. Yin, “Pre-announced Pricing Strategies with Reservations” submitted to *Marketing Science*

W. Elmaghraby and S. Oh, “Procurement Auctions and Eroding Price Contracts in the Presence of Learning by Doing” submitted to *MSOM*

Publications in refereed conference proceedings

M. Berhault, H. Huang, P. Keskinocak, Sven Koenig, W. Elmaghraby, P. Griffin, A. Kleywegt (2003), “Robot Exploration with Combinatorial Auctions,” Proceedings of the IEEE/RSJ International Conference on Intelligent Robots and Systems, Las Vegas, October 27-31.

C. OTHER PUBLICATIONS

W. Elmaghraby, P. Keskinocak, M. Rothkopf (2005), “Introduction to the Special Issue Dynamic Pricing Policies in Electronic Commerce,” *Electronic Commerce Research Journal*, Vol. 5, No. 2, 175-180.

W. Elmaghraby, A. Gulcu, P. Keskinocak (2001), “Analysis of a Price Markdown Mechanism,” Proceedings of the *Third International Workshop on Advanced Issues of E-Commerce and Web-Based Information Systems (WECWIS)*, Milpitas, CA, June.

P. Keskinocak and W. Elmaghraby (2000), “Ownership in Digital Marketplaces,” *European American Business Journal*, November.

W. Elmaghraby and P. Keskinocak (2000), “Technology for Transportation Bidding at the Home Depot,” teaching case.

W. J. Elmaghraby (1997), “Electricity Auctions,” *San Francisco International Association for Energy Economists* conference proceedings, September.

Working Papers

W. Elmaghraby and N. Larson, "Auction Design with Nonconvex Costs: An Experimental Approach"

W. J. Elmaghraby, R. O'Neill, M. Rothkopf, and W. Stewart (2003), "Deriving Meaningful Economic Prices in Two-sided Iterative Non-convex Auctions"

W. Elmaghraby, A. Gulcu, P. Keskinocak (2004), "Markdown Mechanisms with Incomplete Demand Information"

R. O'Neill, R. Baldick, W. J. Elmaghraby, M. Rothkopf, and W. Stewart, "Finding Two-Part Tariffs that Support Efficient Equilibria in Non-Convex Markets"

VI. SERVICE

A. PROFESSIONAL CONTRIBUTIONS

Conferences

- Chair of MSOM 2008 to be hosted at The R. H. Smith School of Business, UMD
- Cluster Chair on Auctions at INFORMS 2006, Hong Kong
- Cluster Chair on Auctions at INFORMS 2003, Atlanta, GA

Professional Committees

- VP of Conferences, Women in ORMS forum (2004 - 2006)
- Secretary/Treasurer of the Energy and Natural Resource (ENRE) subdivision of INFORMS (September 2000- 2002)

Proposal Review Panels

- National Science and Engineering Research Council (2006)
- NSF Grant Panel Reviewer for Service Enterprise Engineering (2004)
- Committee Member of Industrial Engineering Grant Selection Committee, National Science and Engineering Research Council (2003 - 2004)

Paper Competition Reviewer

- Judge for the Nicholson Student Competition, 2002, 2003, 2005
- Judge for MSOM Student Competition, 2003, 2004, 2005

B. CAMPUS CONTRIBUTIONS

Operations Management Hiring Committee 2006-2007

Web and Media Committee, chair, Faculty Group, Fall 2005

Operations Management Seminar Series, chair, Faculty Group, Fall 2005

Panelist for SAWMBA 2006 conference

VII. GRANTS AND CONTRACTS

A. AS PRINCIPAL AND CO-PRINCIPAL INVESTIGATOR

Funded

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

Hewlett Packard Labs, “The Design of Procurement Auctions,” \$30,000

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

NSF – CNCI: “Designing Competitive Markets for Transmission and Generation”, \$137,000, September 2003 – August 2005

NSF – ITR: “Auction Mechanisms for Complex Resource Allocation Problems”, 2001, co-PI with P. Griffin, P. Keskinocak, A. Kleywegt, and S. Koenig, \$499,998 September 2001 – August 2004.

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

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

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

VIII. HONORS AND AWARDS

General Research Board Summer Award, University of Maryland, 2007

Young Scholars Roundtable, INFORMS Practice Conference, Palm Springs VA, 2005

Finalist, Best Teaching Case, INFORMS, San Jose CA, 2002

Junior Teaching Fellow, Georgia Institute of Technology, 2001

U.C. Dissertation-Year Fellowship, 1997-8

NSF Summer Institute in Japan Scholarship, 1995

Graduate Opportunities Fellowship, U.C. Berkeley, 1993-5

SUPERB Fellowship, U.C. Berkeley, Summer 1992

IX. PRESENTATIONS

INVITED TALKS AT UNIVERSITIES OR WORKSHOPS

- Penn State, Smeal School of Business, December 2006
- University of Connecticut, April 2006
- Anderson School of Business, UCLA, December 2005
- HP Research Labs, Palo Alto, July 2005
- University of North Carolina, Chapel Hill, April 2005

- William and Mary, April 2004
- Fuqua School of Business, Duke University, February 2004
- Kellogg OM Workshop, Northwestern University, July 2004
- R. H. Smith School of Business, University of Maryland, December 2003
- Lehigh University, November 2003
- Georgia Institute of Technology (Economics Department), September 2003
- George Mason University, February 2003
- R. H. Smith School of Business, University of Maryland, December 2002
- North Carolina State University, November 2002
- Revenue Management Conference, Columbia University, June 2002
- National University of Singapore, May 2001
- Kellogg Business School, Northwestern University, November 2000
- Workshop on Production Planning and Control, Mons Belgium October 2000
- Stern School of Business, New York University, October 2000
- Stern School of Business, New York University, February 1998
- Fuqua School of Business, Duke University, February 1998
- Penn State, February 1998

X. CONSULTING

PER SEMPRE Wines by Di Loreto Family Cellars