

## FACULTY VITAE

February 11, 2020  
Elena Katok  
Jindal School of management

### **Educational History:**

- 1996 Ph.D., Department of Management Science and Information Systems, Penn State University, University Park, PA.
- 1992 MBA, Smeal College of Business, Penn State University, University Park, PA.
- 1987 B.S., Business Administration with emphasis in finance and economics, University of California, Berkeley, CA.

### **Employment History – principal positions since the Bachelor’s degree:**

- 2018- Present Ashok and Monica Mago Professor, Jindal School of Management, University of Texas at Dallas, Richardson, TX.  
The Center and Laboratory for Behavioral Operations and Economics (LBOE), Jindal School of Management, UT Dallas, co-director.
- 2012-2018 Ashbel Smith Professor, Jindal School of Management, University of Texas at Dallas, Richardson, TX.  
The Center and Laboratory for Behavioral Operations and Economics (LBOE), Jindal School of Management, UT Dallas, co-director.
- 2008-2012 Calvin E. and Pamela T. Zimmerman Endowed Fellow and Professor of Supply Chain Management, Smeal College of Business, Penn State University, University Park, PA.  
Laboratory for Economic Management and Auctions (LEMA), Smeal College of Business, PSU, co-director.
- 2004-2008 Associate Professor with tenure, Smeal College of Business, Penn State University, University Park, PA.
- 2007 Visiting Scholar, University of Cologne, Germany.
- 1999- 2004 Assistant Professor, Smeal College of Business, Penn State University, University Park, PA.
- 2000- 2001 Visiting Scholar, Harvard Business School, Boston, MA
- 1997-1998 Assistant Professor of Operations Research, Division of Economics and Business, Colorado School of Mines, Golden, CO.
- 1996 -1997 Visiting Assistant Professor of Operations Management, School of Management, State University of New York, Binghamton, NY.

**Employment History – concurrent temporary or visiting appointments, consultantships:**

2012-Present International Faculty Member, University of Cologne

**Professional recognitions and honors (study, teaching, research, service):**

Winner of the 2000 Franz Edelman Award for achievement in the practice of OR&MS.

**Professional memberships:**

The Institute for Operations Research and Management Sciences (INFORMS) 1994 - present  
Behavioral Operations Management (BOM) Section of INFORMS 2012-Present  
Economic Science Association (ESA) 1994 - present  
Production and Operations Management Society (POMS) 2009 - Present

**Achievements in original investigation:**

**Journal special issues edited or co-edited, etc.:**

Associate Editor *Management Science*, 2014 – present.

Department Editor *Production and Operations Management*, Behavioral Operations Department, 2012 – present.

Deputy Editor *Production and Operations Management*, 2012 – 2014.

Editor of the Special Issue on Behavioral Mechanism Design in Operations Management in *Production and Operations Management*, 2014.

Editor of the Special “Michael Rothkopf Memorial” Issue on Auctions in *Decision Analysis* (INFORMS journal), 2010.

**Edited Books**

*The Handbook of Behavioral Operations*

Karen Donohue, Stephen Leider, Elena Katok

Hoboken, NJ: John Wiley & Sons, Inc. (2019) 663 p.

**Articles in refereed journals; juried exhibition entries; juried film festival entries; theatrical productions, etc.:**

1. Ernan Haruvy, Elena Katok and Valery Pavlov, Bargaining Process and Channel Efficiency *Management Science* Published online in Articles in Advance 22 Jan 2020, <https://doi.org/10.1287/mnsc.2019.3360>.
2. Nicolas Fugger, Elena Katok and Achim Wambach, Trust in Procurement Interactions, *Management Science*, 2019 65(11), pp. 5110-5127.
3. Aadhaar Chaturvedi, Damian Beil and Elena Katok, Split Award Auctions: Insights from Theory and Experiments, *Management Science* 65, 2019, 65(1), 71-89.

4. Gary Bolton and Elena Katok, Cry Wolf or Equivocate? Credible forecast guidance in a cost-loss game, *Management Science*, 2018, 64(3), 1440-1457.
5. Nicolas Fugger, Elena Katok and Achim Wambach, Collusion in Dynamic Buyer-Determined Reverse Auctions, *Management Science*, 2016, 62(2), 518-533.
6. Andrew M. Davis, Elena Katok and Natalia Santamaria, Push, Pull, or Both? A Behavioral Study of Inventory Risk on Channel Efficiency, *Management Science*, 2014, 60(11), 2666-2683.
7. Andrew M. Davis, Elena Katok and Anthony M Kwasnica, Should Sellers Prefer Auctions? A Laboratory Comparison of Auctions and Sequential Mechanisms, *Management Science* (2014), 60(4), pp. 990-1008.
8. Rachel Croson, Karen Donohue, Elena Katok and John Sterman, Order Stability in Supply Chains: Coordination Risk and the Role of Coordination Stock, *Production and Operations Management*, February (2014).
9. Elena Katok, Valery Pavlov, and Tava Olson, Wholesale pricing under mild and privately known concerns for fairness, *Production and Operations Management*, February (2014).
10. Elena Katok and Valery Pavlov, Fairness in Supply Chain Contracts: A Laboratory Study, *Journal of Operations Management* 31, pp. 129-137, (2013).
11. Michael Becker-Peth, Elena Katok and Ulrich Thonemann, Designing Contracts for Irrational but Predictable Newsvendors, *Management Science* 59:8, pp. 1800-1816 (2013).
12. Zhixi Wan, Damian R. Beil and Elena Katok, When does it pay to delay supplier qualification? *Management Science*, 2012, 52(11), pp. 2057–2075.
13. Ernan Haruvy and Elena Katok, Increasing Revenue by Decreasing Information, *Production and Operations Management*, 2012 22(1), January-February 2013, pp. 19-35.
14. David Cantor and Elena Katok, The Bullwhip Effect and Order Smoothing in a Laboratory Beergame, *Transportation Research Part E* 48, 2012, pp. 781-794.
15. Wedad Elmaghraby, Elena Katok and Natalia Santamaria, A Laboratory Investigation of Rank Feedback in Procurement Auctions, *Manufacturing & Services Operations Management* 14(1), Winter 2012, pp. 128-144.
16. Elena Katok and Enno Siemsen, The Influence of Career Concerns on Task Choice: Experimental Evidence, *Management Science*, 2011, 57(6) pp. 1042-1054.
17. Andrew M. Davis, Elena Katok and Anthony M Kwasnica, Do auctioneers pick optimal reserve prices? *Management Science*, 2011, 57(1) pp. 177-192.
18. Elena Katok and Diana Wu, Contracting in Supply Chains: A Laboratory Investigation, *Management Science*, 2009, 55(12) pp. 1953-1968.
19. Richard Engelbrecht-Wiggans and Elena Katok, A Direct Test of Risk Aversion in First Price Sealed Bid Auctions, *Decision Analysis* 6(2) June 2009, pp. 75-86.
20. Richard Engelbrecht-Wiggans and Elena Katok. Regret and Feedback Information in First-Price Sealed-Bid Auctions, *Management Science*, 2008, 54(4) pp. 808-819.
21. Gary E Bolton and Elena Katok, Learning-by-Doing in the Newsvendor Problem: A Laboratory Investigation of the Role of Experience and Feedback, *Manufacturing and Service Operations Management*, 2008 10(3) pp. 519-538.

22. Elena Katok, Douglas Thomas, Andrew Davis, Inventory Service Level Agreements as Coordination Mechanisms: The effect of review periods, *Manufacturing and Service Operations Management*, 2008 10(4) pp 6-9-624.
23. Elena Katok and Anthony M. Kwasnica, Time is Money: The Effect of Clock Speed on Seller's Revenue in Dutch Auctions, *Experimental Economics*, 2008 11, pp. 344-494.
24. Richard Engelbrecht-Wiggans, Ernan Haruvy and Elena Katok A Comparison of Buyer-Determined and Price-Based Multi-Attribute Mechanisms *Marketing Science*, 2007 26(5) pp. 611-628.
25. Richard Engelbrecht-Wiggans and Elena Katok. Regret in Auctions: Theory and Evidence, *Economic Theory* 2007, 33 pp. 81-101.
26. Anthony M. Kwasnica and Elena Katok, The Effect of Timing on Bid Increments in Ascending Auctions, *Production and Operations Management*, 2007, 16(4) pp. 483-494.
27. Richard Engelbrecht-Wiggans and Elena Katok "e-Sourcing in Procurement: Theory and Behavior in Reverse Auctions with Non-Competitive Contracts," *Management Science* 52(4) April 2006, pp. 581-596.
28. Yan Wu and Elena Katok, Learning, Communication, and the Bullwhip Effect, *Journal of Operations Management* 24(6), December 2006, pp. 839-850.
29. Gary E Bolton, Elena Katok and Axel Ockenfels, Cooperation Among Strangers with Limited Information about Reputation, *Journal of Public Economics* 89(8), August 2005, pp. 1457-1468.
30. Gary E Bolton, Elena Katok and Axel Ockenfels, Trust Among Internet Traders, *Analyses & Kritik*, Vol. 26, December 2004, pp. 185-202.
31. Elena Katok and Alvin E. Roth Auctions of Homogeneous Goods with Increasing Returns: Experimental Comparison of Alternative "Dutch" Auctions, *Management Science* 50(8), August 2004, pp. 1044-1063.
32. Gary E Bolton, Elena Katok and Axel Ockenfels How Effective are Online Reputation Mechanisms? An Experimental Study, *Management Science* 50(11), November 2004, pp. 1587-1602.
33. Elena Katok, William Tarantino and Terry P. Harrison, Investment in Production Resource Flexibility: An Empirical Investigation of Methods for Planning Under Uncertainty, *Naval Research Logistics* 50:2, pp. 105-129, March 2003.
34. Elena Katok, Martin Sefton and Abdullah Yavas, Implementation by Iterative Dominance and Backward Induction: An Experimental Comparison, *Journal of Economic Theory*, 104, pp. 89-103, 2002.
35. ELENA KATOK, WILLIAM TARANTINO AND RALPH TIEDEMAN, IMPROVING PERFORMANCE AND FLEXIBILITY AT JEPPESEN: THE WORLD'S LEADING AVIATION INFORMATION COMPANY, INTERFACES EDELMAN ISSUE, 31(1), JAN-FEB 2001.
36. Elena Katok, Andrew Lathrop, William Tarantino and Susan Xu Using Dynamic Programming-Based DSS to Manage Inventory at Jeppesen, *Interfaces*, 30(6), pp. 54-65, Nov/Dec 2001.
37. Elena Katok and Dennis Ott, Using Mixed-Integer Programming to Reduce Label Changes in the World's Largest Single-Site Aluminum Can Manufacturing Facility, *Interfaces*, 30:2, pp. 1-13, March-April 2000.

38. Gary E Bolton, Jordi Brandts and Elena Katok, How Strategy Sensitive are Contributions? A Test of Six Hypotheses in a Two-Person Dilemma Game, *Economic Theory*, 15, pp. 367-387, 2000.
39. Elena Katok, Tomas Serrander and Mattias Wennstrom, Throughput Improvement and Scrap Reduction in Aluminum Can Manufacturing, *Production and Inventory Management Journal*, 49, pp. 36-42, 1999.
40. Elena Katok, Holly S. Lewis and Terry P. Harrison, Lot Sizing in General Assembly Systems with Setup Costs, Setup Times and Multiple Constrained Resources, *Management Science*, 44, pp. 859-877, 1998.
41. Gary E Bolton and Elena Katok, Reinterpreting Arbitration's Narcotic Effect: An Experimental Study of Learning in Repeated Bargaining, *Games and Economic Behavior*, 25, pp. 1-33, 1998.
42. Gary E Bolton, Elena Katok and Rami Zwick, Dictator Game Giving: Rules of Fairness versus Acts of Kindness, *International Journal of Game Theory*, 27, pp. 269-299, 1998.
43. Gary E Bolton and Elena Katok, An Experimental Test of the Crowding Out Hypothesis: the Nature of Beneficent Behavior,' *Journal of Economic Behavior and Organization*, 37, pp. 315-331, 1998.
44. Elena Katok, Tomas Serrander and Mattias Wennstrom, Setup Reduction Through Process Improvement in Aluminum Can Manufacturing, *Production and Inventory Management Journal*, 39, pp. 77-82, 1998.
45. Gary E Bolton and Elena Katok, An Experimental Test for Gender Differences in Beneficent Behavior, *Economics Letters*, 48, pp. 287-292, 1995.

**Articles appearing as chapters in edited volumes; self-mounted exhibitions, etc.:**

46. Elena Katok, Buyer Determined Procurement Auctions Experiments, *The Oxford Handbook of Market Design*, (Alvin Roth, Nir Vulkan, Zvika Neeman and Muriel Niederle Eds.) Oxford University Press, Oxford, UK, 2013.
47. Elena Katok, Using Laboratory Experiments to Build Better Operations Management Models, *Foundations and Trends<sup>®</sup> in Technology, Information and Operations Management*, Volume 5, No. 1 2011, pp. 1-84.
48. Elena Katok, Laboratory Experiments in Operations Management, in *TutORials in Operations Research* (J. Geunes Ed.). Presented at the INFORMS Annual Meeting, November 13-16, 2011, Chapter 2, pp. 15-35.
49. Robert F. Bordley, Elena Katok and L. Robin Keller, Honoring Michael H. Rothkopf's Legacy of Rigor and Relevance in Auction Theory: From the Editors, *Decision Analysis* 7(1), March 2010, pp. 1-4.
50. Gary E Bolton, Elena Katok and Axel Ockenfels, Bridging the Trust Gap in Electronic Markets: A Strategic Framework for Empirical Study, in *Applications of Supply Chain Management and E-Commerce Research in Industry* (E. Ackali, J. Geunes, P.M. Pardalos, H.E. Romeijn and Z.J. Shen Eds.) Springer, New York, 2005.
51. Richard Engelbrecht-Wiggans and Elena Katok, Experiments on Auction Valuation and Endogenous Entry, in *Experimental and Behavior Economics, Advances in Applied Microeconomics* (J. Morgan Ed.), Volume 13, Chapter 7, 2005, Elsevier, pp. 171-196.

52. Croson, R., K. K. Donohue, E. Katok and J. Sterman, Supply Chain Management: A Teaching Experiment, in Zwick, Rami and Amnon Rapoport (Eds.), *Experimental Business Research, Vol. 3: Marketing, Accounting, and Cognitive Perspectives*. Kluwer Academic Publishers: Norwell, MA and Dordrecht, The Netherlands, 2004.
53. Gary E Bolton and Elena Katok, The Role of Learning in Arbitration: A Laboratory Study, in *Advance in Understanding Strategic Behavior, Game Theory, Experiments and Bounded Rationality, Essays in Honor of Werner Güth* (S. Huck Ed.), 2004, Palgrave MacMillan, pp. 235-257.
54. Gary E Bolton, Jordi Brandts, Elena Katok, Axel Ockenfels and Rami Zwick, Testing Theories of Other-Regarding Behavior: A Sequence of Four Laboratory Studies, in *Handbook of Experimental Economics Results* Chapter 55, (Charles R. Plott and Vernon L. Smith Eds.), North-Holland: Amsterdam, 2008, pp. 488-499.

**Books/articles submitted for publication:** (note date of submission and to whom)

An Optimal Contract Under Asymmetric Information About Inequity Aversion.  
Valery Pavlov, Elena Katok and Wen Zhang.

*Manufacturing and Service Operations Management*, Minor revision December 2019.

“Now or Later?”: When to Deploy Qualification Screening in Open-Bid Auction for Re-Sourcing.  
Wen Zhang, Qi Chen and Elena Katok  
*Operations Research*, Major Revision August 2019.

How Supplier Scorecards Affect Procurement Quality: A Behavioral Study.  
Zhixi Wan and Elena Katok

*Production and Operations Management Journal*, Major Revision March 2019.

Negotiating Transfer Prices for Improving Supply Chain Transshipments  
Sebastián Villa and Elena Katok,

*Manufacturing and Service Operations Management*, Major revision June 2019.

A Behavioral Study of Capacity Allocation in Revenue Management  
Bahriye Cesaret and Elena Katok

*Production and Operations Management Journal*, Major Revision April 2019.

**Invited talks/presentations at professional meetings, seminars, or colloquia assemblies; invited performances or exhibitions, etc.:**

*Supplier Competition and Cost-Saving Incentives*

Elena Katok, Cuihong Li and Zhixi Wan.

Workshop on Market Design

Mannheim, Germany, October 14-15, 2019

*Negotiating Transfer Prices for Improving Supply Chain Transshipments*

Sebastián Villa and Elena Katok

INFORMS Annual Meeting 2019

Seattle, WA October 2019

*Cry Wolf or Equivocate? Credible forecast guidance in a cost-loss game*  
Gary Bolton and Elena Katok  
Technion, Haifa Israel, May 26, 2019.

*Supplier Competition and Cost-Saving Incentives*  
Elena Katok, Cuihong Li and Zhixi Wan.  
University of Arkansas, September 27, 2019

*Supplier Competition and Cost-Saving Incentives*  
Elena Katok, Cuihong Li and Zhixi Wan.  
University of Melbourne, Melbourne, Australia, October 29, 2019.

*Supplier Competition and Cost-Saving Incentives*  
Elena Katok, Cuihong Li and Zhixi Wan.  
University of Adelaide, Adelaide, Australia, November 6, 2019.

*Supplier Competition and Cost-Saving Incentives*  
Elena Katok, Cuihong Li and Zhixi Wan.  
University of South Carolina, November 14, 2019.

*Negotiating Transfer Prices for Improving Supply Chain Transshipments*  
University of Indiana  
March 1, 2018

*Bargaining Process and Channel Efficiency, Invited Keynote*  
Annual Meeting of the German Management Research  
Magdeburg, Germany, June 24 2018

*Procurement in the Presence of Supply Disruptions*  
Mannheim procurement workshop  
Mannheim, Germany, June 28, 2018

*Trust and Usability Numeracy and forecast compliance*  
INFORMS Annual Meeting 2018  
Phoenix, AZ November 2018

The Role of Bargaining in Supply Contract Performance, Invited Keynote  
Behavioral Operations Management Workshop, Guangzhou China

Research in Behavioral Operations Management  
Production and Operations Management Annual Meeting 2017 Seattle, Washington May 5-8 2017

Project Management under Risk-Sharing Contract  
INFORMS Annual Meeting 2017  
Houston, TX October 22-25 2017

Research in Behavioral Operations Management: Keynote Address

European Economic Association Annual Meeting Vienna, Austria, September 6-9 2017

Buyer-Determined Procurement Auctions  
Congreso Logística Universidad EAFIT, Medellín – Colombia, (6/2016)

Bargaining Process and Channel Efficiency  
Texas A&M, College Station, TX (4/2016)

Bargaining and the Hold-Up Problem in Supply Chains  
Durham University, Durham, Great Britain (6/2016)

Coordination in Project Management  
POMS BOM College Mini Conference, Orlando, FL (5/2016)

Laboratory Experiments Demonstration Using SoPHIE  
Behavioral Operations Conf., Madison, Wisconsin (7/2016)

Bargaining and the Hold-Up Problem in Supply Chains  
INFORMS Annual Meeting, Nashville, TN (11/2015)

Bargaining in Supply Chains  
INFORMS Annual Meeting, Nashville, TN (11/2015)

Bargaining Process and Channel Efficiency  
University of Wisconsin, Madison, Wisconsin (4/2015)

Bargaining Process and Channel Efficiency  
M&SOM Annual Meeting, Toronto, CN (7/2015)

Multi-sourcing in Auctions  
Procurement Workshop, Cologne, Germany (10/2015)

Bargaining Process and Channel Efficiency  
INFORMS Annual Meeting, Philadelphia, PA 11/2015)

Importance of Replications in Behavioral OM  
INFORMS Annual Meeting, Philadelphia, PA 11/2015)

Can Structured Bargaining Improve Channel Efficiency? Hong Kong University of Science and Technology (October 2014)

**External funding for original investigations (since 2012):**

**Grants/contracts awarded:**

Integrating Managerial Insight and Optimal Algorithms  
Elena Katok and Blair Flicker  
The National Science Foundation  
7/1/2018 – 6/30/2019, funded \$23,000

Buyer-Determined Procurement Auctions  
Elena Katok



September 2009-August 2013, \$68,000

**Teaching:**

**Doctoral advisement/direction (since 2012):**

Bahriye Cesaret, 2016, Assistant Professor, Ozyegin University, Turkey  
Blair Flicker, 2019, Assistant Professor, University of South Carolina  
Zhongwen Ma, 2019, Senior Scientist, Verizon  
Yulia Vorotyntseva, 2018, Visiting Temple University  
Sina Shokoohyar, 2018, Assistant Professor, St. Joseph's University  
Wen Zhang, Current

**Classroom teaching:**

2012, Fall, OPRE6371, Purchasing and Contract Management  
2013, Spring, OPRE6371, Purchasing and Contract Management (online)  
2014, Fall, OPRE 7309, Behavioral Operations Management  
2013, Fall, OPRE6371, Purchasing and Contract Management  
2014, Spring, OPRE6371, Purchasing and Contract Management (online)  
2014, Fall, OPRE6371, Purchasing and Contract Management  
2015, Spring, OPRE6371, Purchasing and Contract Management (online)  
2015, Spring, OPRE6355, Behavioral Management Science  
2015, Fall, OPRE6371, Purchasing and Contract Management  
2016, Spring, OPRE6371, Purchasing and Contract Management (online)  
2016, Spring, OPRE6355, Deal-making Strategies  
2016, Fall, OPRE6371, Purchasing and Contract Management  
2017, Spring, OPRE6371, Purchasing and Contract Management (online)  
2017, Spring, OPRE6355, Deal-making Strategies  
2017, Spring, OPRE 7309, Behavioral Operations Management  
2017, Fall, OPRE6371, Purchasing and Contract Management  
2018, Spring, OPRE6371, Purchasing & Cont. Mgmt (online)  
2018, Spring, OPRE6355, Deal Making Strategies  
2019, Spring, OPRE6371, Purchasing & Cont. Mgmt (online)  
2019, Spring, OPRE6355, Deal Making Strategies  
2020, Spring, OPRE6371, Purchasing & Cont. Mgmt.  
2020, Spring, OPRE6371, Purchasing & Cont. Mgmt (online)  
2020, Spring, OPRE6355, Deal Making Strategies  
2020, Spring, OPRE7309, Behavioral Operations Management

**Other:**

**Editorial Service**

Associate Editor Management Science, 2014 – present.  
Department Editor Production and Operations Management, Behavioral Operations Department, 2012 – present.  
Deputy Editor Production and Operations Management, 2012 – 2014.  
Editor of the Special Issue on Behavioral Mechanism Design in Operations Management in Production and Operations Management, 2014.  
Editor of the Special “Michael Rothkopf Memorial” Issue on Auctions in Decision Analysis (INFORMS journal), 2010.  
Senior Editor Production and Operations Management, 2007 – 2012.

Deputy Editor, Interfaces 1999 – 2004.

**Professional Service**

Co-organized the Annual Conference, 2006-present.

INFORMS Behavioral Operation Management Section, President 2010-2012.

INFORMS Behavioral Operation Management Section, Vice President 2008-2010.

Co-Organizer of the Michael H. Rothkopf Memorial Conference, at the Smeal College of Business, Penn State University, June 1-3 2009.

The National Science Foundation DRMS review panel 2004 – 2006.

**University Service**

Human Subjects protection (IRB) 2012 – 2019

Committee on Qualifications (CQ) 2014-2015 and 2017-2018

**School/Department Service**

PhD Coordinator for Operations Management area (2016 – present)

Faculty Search Committee Chair (2016-2017, 2018-2019, 2019-2020)