

Eli M. Snir, Ph.D.
Curriculum Vitae

Assistant Professor of Information Technologies and Operations Management

SMU - Cox School of Business

PO Box 750333

Dallas, Texas 75275-0333

Tel: (214) 768-1082

Fax: (214) 768-4099

e-mail: esnir@mail.cox.smu.edu

URL: <http://tecom.cox.smu.edu/esnir/>

MAIN RESEARCH INTEREST

Research emphasizes investigates the economic behavior of markets from a economics and supply chain perspectives using theoretical and empirical methods.

EDUCATIONAL BACKGROUND

The Wharton School, Operations and Information Management Department

Ph.D. Dec. 2000

Main interest - Information: Systems, Strategy and Economics

Dissertation Topic: *Economics of Information Technology Outsourcing and Markets*

Faculty of Industrial Engineering and Management Technion - Israel Institute of Technology

M.Sc. Aug. 1996 Operations Research and Systems Analysis

Thesis Subject: *Forecasting Personnel Enlistment in the Ground Corps*

Faculty of Industrial Engineering and Management Technion - Israel Institute of Technology

B.Sc. Mar. 1991 Cum Laude

Concentrations: Economics and Management, Operations Research and Statistics

ACADEMIC APPOINTMENTS

Cox School of Business, SMU- Information Technologies & Operations Management 2001

Assistant Professor - Teaching MBA courses in e-Business; e-Supply Chain Management;

Statistics; and Quantitative Modeling

Teaching advanced Excel sessions to MBA and EMBA students

The Wharton School - Operations and Information Management Department 1997 - 2000

Lecturer: Taught a MBA course in Advanced Topics in Information Strategy; Spring 2001

Successfully completed the Wharton Teacher Development Program; Spring 1997

The Reginald H. Jones Center for Management Policy, Strategy, and Organization of the Wharton School 2000

Fellow in Information Economics

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Wharton Financial Institutions Center 1999

Sloan Fellow

Wharton Risk Management and Decision Processes Center 1997 - 1999

Graduate Fellow

GRANTS AND AWARDS

Faculty Research Fellowship 2004, 2005, 2006 & 2007 – Cox School of Business, SMU

Teaching Excellence Award 2006, 2007 & 2008 – Business Leadership Center, Cox School of Business, SMU

Outstanding Decision Science Journal Reviewer 2006 – *Decision Sciences Journal*

NAPM Doctoral Grant 2000 – National Association of Purchasing Management

ICIS Best Paper Nomination 1999 - Eli M. Snir and Lorin M. Hitt (1999) “Vendor Screening in IT Contracting with a Pilot Project,”

Best Teaching Assistant 1998-9 – Operations and Information Management Department, The Wharton School

Outstanding Teaching Assistant 1997-8 - Operations and Information Management Department, The Wharton School

RESEARCH

- Eli M. Snir (2000) “Economics of Information Technology Outsourcing and Markets,” *Unpublished Doctoral Dissertation, The Wharton School, University of Pennsylvania*

Journal Publications

- Eli M. Snir and Lorin M. Hitt (2003) “Costly Bidding in Online Markets for IT Services,” *Management Science* Vol. 49, No. 11, November 2003, pp. 1504–1520
- Eli M. Snir (2006) “Online Auctions Enabling the Secondary Computer Market,” *Information Technology and Management* Volume 7, Issue 3 (September 2006), pp 213-234
- Eli M. Snir and Lorin M. Hitt (2004) “Vendor Screening in IT Contracting with a Pilot Project,” *Journal of Organizational Computing and Electronic Commerce* Vol. 14 No. 1, pp. 61–88
- Eli M. Snir (2001) “Liability as a Catalyst for Product Stewardship,” *Production and Operations Management*, Vol. 10, No. 2, Summer 2001, pp. 190-206.
 - Wharton Risk Management and Decision Processes Center *Working Paper* 99-04-15, 1999

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Refereed Conference Publications

- Chambers, Chester and Eli Snir (2006a) “Supply Chain Postponement Contracts: A Game Theoretical Model,” *Proceedings of the 2006 M&SOM Conference*, Atlanta, GA, June 2006
- Chambers, Chester and Eli Snir (2006b) “Supply Chain Postponement Contracts: A Game Theoretical Model,” *Proceedings of the 2006 POMS Conference*, Boston, MA, April 28 – May 1
- Marion G. Sobol and Eli M. Snir “Case: United Way Of America: Annual Campaign Contribution Forecasting For Major Cities,” *Proceedings of the 36th Annual Meeting of the Decision Sciences Institute*, San Francisco, CA, 2005, pp. 11661-11665
- Eli M. Snir and Marion G. Sobol “Using Online Auctions to Choose Optimal Product Configurations,” *The 25th Annual International Conference on Information System (ICIS)*, December 2004, Washington D.C.
- Eli M. Snir (2003) “The Record Industry in an Era of File Sharing: Lessons from Vertical Differentiation,” in *Proceedings of the 24th Annual International Conference on Information Systems (ICIS)*, S. T. March, A. Massey, and J. I. DeGross (Eds.), Seattle, WA, December 14-17, 2003 pp. 72-84
- Eli M. Snir (2002) “Empirical Investigation of Auctions for Off-Lease Computers,” in Janice I. DeGross and Reagan Ramsower Eds. *Proceedings of the Eighth Americas Conference on Information Systems (AMCIS 2002)*, Dallas, Texas, August 9-11, 2002, pp. 390-399
- Eli M. Snir and Lorin M. Hitt (1999) “Vendor Screening in IT Contracting with a Pilot Project,” in De, Prabuddha and Janice I. DeGross (Eds.) *Proceedings of the 20th Annual International Conference on Information Systems (ICIS)*, Charlotte, North Carolina, December 13-15, 1999 pp. 324-327. Nominated for Best Paper.

Refereed Conference Presentations

- Jeffrey S. McCullough and Eli Snir (2007) “Monitoring Technology and Firm Boundaries: Physician-hospital Integration and Technology Utilization” *The Nineteenth Annual Workshop on Information Systems and Economics (WISE)*, Dec. 8 – 9, 2007, Montreal, Canada
- Eli Snir and Diwakar Gupta (2007) “Auctions for A+B Construction Contracts,” *Proceedings of the 2007 POMS Conference*, Dallas, TX, May 4 – 7, 2007
- Eli M. Snir (2004) “Online, Descending-Price, Multi-attribute, Procurement Auctions,” *The Sixteenth Annual Workshop on Information Systems and Economics (WISE)*, Dec. 2004, Washington, DC
- Eli M. Snir (2003) “Competing with Free,” Presented at *The Fifteenth Annual Workshop on Information Systems and Economics (WISE)*, Dec. 2003, Seattle, WA

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- Eli M. Snir “Prices in Online Auctions for Off-Lease Computers,” *The Fourteenth Annual Workshop on Information Systems and Economics (WISE)*, Dec. 2002, Barcelona, Spain
- Eli M. Snir and Lorin M. Hitt “Costly Bidding in Online Markets for IT Services,” *The Twelfth Annual Workshop on Information Systems and Economics (WISE)*, Dec. 2000, Brisbane, Australia
- Eli M. Snir and Lorin M. Hitt “Participation Costs in Internet-enabled IT Service Markets,” *The Twelfth Annual Workshop on Information Systems and Economics (WISE)*, Dec. 2000, Brisbane, Australia
- Eli M. Snir and Lorin M. Hitt “Vendor Screening in IT Contracting with a Pilot Project,” *Third European PMI Conference – Israel*, June 11-16, 2000
- Lorin M. Hitt and Eli M. Snir “The Role of Information Technology in Modern Production: Complement or Substitute to Other Inputs,” *The Tenth Annual Workshop on Information Systems and Economics (WISE)*, Dec. 1998, New York, NY

Other Publications

- Marion G. Sobol and Eli M. Snir (2008) “Business Forecasting Case Selection: The United Way Example,” Chapter 10 in *Advances in Business and Management Forecasting, Volume 5*, Kenneth D. Lawrence and Michael D. Geurts eds. New York: Elsevier
- Paul R. Kleindorfer and Eli M. Snir (2001) “Environmental Information in Supply Chain Design and Coordination,” in *Information Systems and the Environment*, Deanne. J. Richards, Braden R. Allenby and Dale Compton, eds. Washington, D.C.: National Academy Press.
 - Reprinted in: *Corporate Social Responsibility : Sustainable Supply Chains*, Sumati Reddy and Stefan Seuring, eds. ICFAI University Press, 2004 pp. 161-183

Papers under Review

- Chester Chambers, Panos Kouvelis, and Eli Snir (2008) “Lead-Time Based Supply Chain Contracts and Coordination,” Under Review *M&SOM*
- Chester Chambers and Eli Snir (2008) “A Framework for Internet-Enabled Procurement,” Under review *POM*
- Chester Chambers, Eli Snir, and Asad Ata (2007) “The Use of Flexible Manufacturing Capacity in Pharmaceutical Product Introductions,” Revise & Resubmit *Decision Sciences*

Invited Presentations

- Paul R. Kleindorfer (1997) “Environmental Information in Supply Chain Design and Coordination,” *National Academy of Engineering, Annual Industrial Ecology Workshop*, July 20-22, 1997, Wood's Hole, MA.

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Research in Progress

- Chester Chambers, and Eli Snir (2007) “Research Note: Coordinating Buy-Back Contracts Under Asymmetric Information,”
- Eli M. Snir, Marion G. Sobol, and William R. Dillon (2007) “Leveraging Online Auctions: Capturing Willingness to Pay and Optimizing Product Assortment” *Mimeo*
- Lorin M. Hitt and Eli M. Snir “The Role of Information Technology in Modern Production: Complement or Substitute to Other Inputs,” *Mimeo*
- Eli M. Snir and Lorin M. Hitt “Participation Costs in Internet-enabled IT Service Markets,” *Mimeo*
- Eli M. Snir “Online, Descending-Price, Multi-attribute, Procurement Auctions,” *Mimeo*
- Eli M. Snir (2003) “Competing with Free,” *Mimeo*
- Eric K. Clemons, Lorin M. Hitt and Eli M. Snir (2000) "A Risk Analysis Framework for Information Technology Outsourcing," *Mimeo*

TEACHING

Teaching core and elective MBA level courses at the Cox School of Business since 2001. My teaching philosophy is to develop in students the ability to successfully analyze business problems. The tools needed are at times quantitative and at times strategic. My teaching emphasizes different types of tools as I offer a breadth of courses, utilizing methodologies as diverse as statistics, optimization and strategy.

- **e-Supply Chain Management** – 1 section of MBA elective offered annually since 2001. Recent course evaluation: 6.0 / 7
- **Business Modeling Using Spreadsheets** – 1 or 2 sections of MBA elective offered annually since 2003. Recent course evaluation: 6.4 / 7
- **Managerial Statistics** – 3 sections of MBA core course taught annually since 2003. Recent course evaluation: 5.9 / 7
- **Introduction to e-Business** – 1 or 2 sections offered annually in 2001 – 2002. Recent course evaluation: 5.5 / 7

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JOURNAL EDITORIAL RESPONSIBILITIES

- Decision Sciences Journal Editorial Review Board: 2005-2006
- Reviewer: Decision Sciences (2005-2007)
- Reviewer: Management Science (2002-2008)
- Reviewer: Information Systems Research (2000-2008)
- Reviewer: Operations Research (2006-2007)
- Reviewer: European Journal of Operations Research (EJOR) (2007)
- Reviewer: MIS Quarterly (2003-2004)
- Reviewer: Information Technology & Management (2004)
- Reviewer: Decision Support Systems (2003)
- Reviewer: International Conference on Information Systems – ICIS (2000, 2003, 2004)
- Reviewer: Book Chapter: *Managing in the Information Economy: Current Research Issues* (2003)
- Reviewer: Journal of Production and Operations Management (POM) (2000)
- Reviewer IIE Transactions (2005-2006)
- Reviewer: Journal of Policy Analysis and Management (1998)
- Discussant: *23rd Annual International Conference on Information Systems – ICIS (2002)*, Dec. 2002, Barcelona Spain
- Discussant: *14th Annual Workshop on Information Systems and Economics (WISE 2002)*, Dec. 2002, Barcelona, Spain
- Discussant: *16th Annual Workshop on Information Systems and Economics (WISE 2004)*, Dec. 2004, Washington D.C.
- Discussant: *19th Annual Workshop on Information Systems and Economics (WISE 2007)*, Dec. 2007, Montreal, Canada

CONSULTING ENGAGEMENTS

- Rosenbluth International
- Entrust

PROFESSIONAL EXPERIENCE

Budget Officer - Israel Defense Forces - Rank: Captain 1991 - 1996

Supported critical decisions in the IDF, as part of multi-disciplined teams, by developing numerous cost-benefit analyses for major military R&D weapon systems and organizational changes in several army units and commands. Promoted and expanded the use of budget and financial research in military decision-making. Initiated and implemented audit and control mechanisms for periodic evaluation of major military investments. Provided economic training for senior officers.

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Head of Analyses Section 1994 - 1996

Responsible for the Analyses Section of 10 junior officers and reserve specialists, providing professional and managerial guidance for cost-benefit analyses, project audits, financial database design and implementation, and budget auditing.

PROFESSIONAL AFFILIATION

- Institute for Operations Research and the Management Sciences (INFORMS) since 1997
- Association for Information Systems (AIS) since 2000
- Production and Operations Management Society (POMS) since 2002
- Institute for Supply Management (ISM) since 2002
- Decision Sciences Institute since 2005