

Alok Gupta

Associate Dean of Faculty and Research, Curtis L. Carlson Schoolwide Chair in Information Management, Professor



EDUCATION

- **PhD 1996**
Management Science and Information Systems, University of Texas-Austin
- **MS 1991**
Electrical Systems, Pennsylvania State University
- **BS 1988**
Mining Engineering, Institute of Technology, Banaras Hindu University

EXPERTISE

- Data Communications
- Information Security and Digital Rights Management
- Decision Support Systems
- Real-time Mechanism
- Information Economics
- Network Externality and Pricing
- Online Auctions

ABOUT

Alok Gupta is Curtis L. Carlson Schoolwide Chair in Information Management at the Carlson School of Management, University of Minnesota, and former chair of the IDSc Department at the Carlson School; from 1996 to 2001 he was an Assistant Professor at Dept. of OPIM, University of Connecticut. He received his Ph.D. in Management Science and Information from the University of Texas, Austin. His research has been published in various information systems, economics, and computer science journals such as Management Science, ISR, MIS Quarterly, CACM, JMIS, Journal of Economic Dynamics and Control, Computational Economics, Decision Support Systems, IEEE Internet Computing, International Journal of Flexible Manufacturing Systems, Information Technology Management, and Journal of Organizational Computer and Electronic Commerce. In addition, his articles have been published in several leading books in the area of economics of electronic commerce. He was awarded a prestigious NSF CAREER Award for his research on dynamic pricing mechanisms on the internet. From 1999-2001, he served as co-director of Treibick Electronic Commerce Initiative (TECI), an endowed research initiative at Dept. of OPIM, University of Connecticut. He is also an affiliate of the Center for Research in Electronic Commerce (CREC) at the University of Texas at Austin. He serves as Senior Editor for ISR and an Associate Editor for Management Science. He also serves on the editorial boards of JMIS, DSS and Brazilian Electronic Journal of Economics. He has been serving as Publisher of MIS Quarterly since 2005. He teaches courses in the areas of computer networking, electronic commerce, decision support, IT infrastructure, and computer programming at the undergraduate, MBA and Ph.D. levels. In 2014 he was named an INFORMS Information Systems Society (ISS) Distinguished Fellow.

RECENT WORKS

1. Hogenboom, A., Ketter, W., Van Dalen, J., Kaymak, U., Collins, J., Gupta, A., “Adaptive Tactical Pricing in Multi-Agent Supply Chain Markets using Economic Regimes,” *Decision Sciences*, forthcoming, 2014.
2. Shantanu Bhattacharya, Alok Gupta, Sameer Hasija, “Joint Product Improvement by Client and Customer Support Center: The Role of Gain-Share Contracts in Coordination,” *Information Systems Research*, Vol. 25, No. 1, March 2014, pp. 137–151.
3. Gedas Adomavicius, Shawn Curley, Alok Gupta and Pallab Sanyal, “User acceptance of complex electronic market mechanisms: Role of information feedback,” *Journal of Operations Management*, 31 (6), 2013, 489–503.