

# Gautam Ray

Associate Professor

## EDUCATION

- **PhD 2000**  
Business Administration, Ohio State University
- **MBA 1991**  
Business Administration, Bharathidasan University, Tiruchirapalli, India
- **BE 1989**  
Mechanical Engineering, Osmania University, Hyderabad, India

## EXPERTISE

- IT Value
- IT Governance
- IT and Firm Scope and Structure

## ABOUT

His research interests are in the area of impact of IT on firm scope and structure, and how does IT create value. His research has appeared in Communications of the ACM, Information Systems Research, Management Science, Marketing Science, MIS Quarterly, Journal of Management Information Systems and the Strategic Management Journal. He received his Ph.D. from the Ohio State University in year 2000.

## RECENT WORKS

1. "Managerial Incentives and IT Strategic Posture," Ling Xue, Gautam Ray, and Xia Zhao, forthcoming at Information Systems Research.
2. "IT Outsourcing and the Impact of Advisors on Clients and Vendors," Ravi Bapna, Alok Gupta, Gautam Ray, and Shweta Singh, forthcoming at Information Systems Research.
3. "The impact of supply-side electronic integration on customer service performance," Ling Xue, Gautam Ray, and V. Sambamurthy, Journal of Operations Management, Volume 31, Number 6, September 2013, pp. 363-375.

