

## WHARTON RESEARCH (ALPHABETICAL)

A.....	2
B.....	6
C.....	14
D.....	20
E.....	25
F.....	27
G.....	30
H.....	37
I.....	45
J.....	47
K.....	49
L.....	55
M.....	60
N.....	67
O.....	69
P.....	70
R.....	73
T.....	89
U.....	91
V.....	92
W.....	94
Y.....	99
Z.....	102

## A

### **Andrew B. Abel**

[abel@wharton.upenn.edu](mailto:abel@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/abel.html>

<http://finance.wharton.upenn.edu/~abel/>

**Ronald A. Rosenfeld Professor; Professor of Finance and Economics**

**PhD, Massachusetts Institute of Technology, 1978; AB, Princeton University, 1974**

#### **Research Areas**

Macroeconomics; saving and investment; monetary economics; asset pricing; social security

#### **Current Projects**

Using general equilibrium asset pricing models to understand behavior of asset returns.

Developing stochastic models of capital investment with various forms of adjustment costs.

Analyzing social security and its effects on the economy.

### **Franklin Allen**

[allenf@wharton.upenn.edu](mailto:allenf@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/allenf.html>

<http://finance.wharton.upenn.edu/~allenf/>

**Nippon Life Professor of Finance; Professor of Economics**

**Co-Director, [Financial Institutions Center](#)**

**DPhil, University of Oxford, 1980; MPhil, University of Oxford, 1979; BA, University of East Anglia, 1977**

#### **Research Areas**

Corporate finance; asset pricing; economics of information

#### **Current Projects**

Comparison of different countries financial systems; Financial crises.

### **W. Bruce Allen**

[allen@wharton.upenn.edu](mailto:allen@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/allen.html>

**Professor of Business and Public Policy, Regional Science, and Transportation  
Director, Wharton Transportation Program**

**PhD, Northwestern University, 1969; BA, Brown University, 1964**

**Research Areas**

Freight demand theory; impact of transit investments; supply chain management/logistics; railroad and motor carrier economics; transportation regulation

**Current Projects**

Assessing transportation impact with Input-Output analysis; The Economics of Short Line Railroads; Transportation Pricing using bundling and two- part tariffs; The Economics of the Parcel, Courier, and Express business.

**Raphael (Raffi) Amit**

[amit@wharton.upenn.edu](mailto:amit@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/amit.html>

<http://www-management.wharton.upenn.edu/amitresearch/>

**Robert B. Goergen Professor of Entrepreneurship; Professor of Management  
Academic Director, [The Goergen Entrepreneurial Management Programs](#); Academic  
Director, [The Wharton Global Family Alliance](#)**

**PhD, Northwestern University, 1977; MA, The Hebrew University of Jerusalem (Israel),  
1975; BA, The Hebrew University of Jerusalem (Israel), 1973**

**Research Areas**

Entrepreneurship; family business; strategic management; venture capital financing; eBusiness

**Current Projects**

Family Ownership, Control and Management and Firm Performance; Family Office; Business Model Design and Performance; Venture Capital Financing of Entrepreneurial Firms; Growth of Emerging Businesses; Strategic Alliance Activity and Firm Performance.

**Krishnan S. Anand**

[anandk@wharton.upenn.edu](mailto:anandk@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/anand.html>

<http://opim.wharton.upenn.edu/~anandk/>

**Assistant Professor of Operations and Information Management**

**PhD, Stanford University, 1998; MS, University of Rochester, 1991; B.Tech, Indian Institute of Technology, Madras, 1986**

**Research Areas**

Information, incentives and inventories in supply chains; strategic issues in e-commerce—e-supply chains and e-procurement; supply chain management; modeling information systems

**Current Projects**

"Long-Term versus Short-Term Contracting: Information, Inventories and the Ratchet Effect" (with Ravi Anupindi and Yehuda Bassok). "Business-to-Consumer E-Commerce: The Effects of Online Marketing on Traditional Retail Channels" (with Terry Hendershott). "Web-Based Market Mechanisms" (with Ravi Aron). "Supply Chain competition: How more information can hurt you" (with Haim Mendelson).

**Bernard E. Anderson**

[bernarda@wharton.upenn.edu](mailto:bernarda@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/anderson.html>

**Whitney Young Term Professor; Practice Professor of Management**

**PhD, University of Pennsylvania, 1969; MA, Michigan State University, 1961; AB, Livingstone College, 1959**

**Research Areas**

Workplace and employment standards; workforce diversity; international labor standards; wage determination

**Christopher Stephen Armstrong**

[carms@wharton.upenn.edu](mailto:carms@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/armstrong.html>

**Assistant Professor of Accounting**

**PhD, Stanford University, (expected) 2008; MPA, The University of Texas at Austin, 2000; BS, The University of Virginia, 1999**

**Research Areas**

Executive compensation and incentives; corporate governance; financial accounting; early-stage companies; international accounting

**Current Projects**

(1) Examination of the relationship between CEOs' equity incentives and the incidence of accounting misreporting. (2) Analysis of the role of compensation consultants in the executive

compensation process. (3) Analysis of the relative importance of adverse selection and moral hazard in executive compensation contract design.

## **J. Scott Armstrong**

[armstrong@wharton.upenn.edu](mailto:armstrong@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/armstroj.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=52>

### **Professor of Marketing**

**PhD, Massachusetts Institute of Technology, 1968; MS, Carnegie Mellon University, 1965; BS, Lehigh University, 1960; BA, Lehigh University, 1959 <BR**

### **Research Areas**

Forecasting methods; strategic planning; survey research; research methods and communication; educational methods; social responsibility in management; persuasive advertising

### **Current Projects**

Conducted a series of studies showing that competitor-oriented objectives(e.g. market share) have detrimental effects on long-term profitability of firms. Developed rule-based forecasting, an expert systems approach to forecasting that integrates managerial judgment and statistical extrapolations; Validation studies have shown rule-based forecasting to be more accurate than other approaches for extrapolation of annual data. Developed [principles of forecasting](#), so that research findings can be used by practitioners and researchers. Developing [principles for advertising](#)

## **Martin A. Asher**

[asherm@wharton.upenn.edu](mailto:asherm@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/asher.html>

<http://finance.wharton.upenn.edu/~asherm/>

### **Adjunct Professor of Finance**

**Director, Research and Scholars Programs**

**PhD, University of Pennsylvania, 1986; MA, University of Pennsylvania, 1979; BA, Stanford University, 1977**

### **Research Areas**

Law and economics; antitrust; income distribution; gender and race wage differentials

## B

### **David F. Babbel**

[babbel@wharton.upenn.edu](mailto:babbel@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/babbel.html>

<http://insr.wharton.upenn.edu/babbel/>

**Professor Emeritus of Insurance and Risk Management and Finance**

**PhD, University of Florida, 1978; MBA, University of Florida, 1975; BA, Brigham Young University and George Mason University, 1973**

#### **Research Areas**

Default insurance; interest-sensitive stochastic valuation, investment strategies; optimal insurance contract design; asset/liability management for insurers, fixed income securities, life insurance

#### **Current Projects**

Analysis of basis risk in asset/liability management. Valuation of interest-sensitive cash flows.

### **Elizabeth E. Bailey**

[baileye@wharton.upenn.edu](mailto:baileye@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/baileye.html>

**John C. Hower Professor of Business and Public Policy**

**PhD, Princeton University, 1972; MS, Stevens Institute of Technology 1966; BA, Radcliffe College, 1960**

#### **Research Areas**

Economic deregulation; contestability theory; strategic management of economic, environmental, and international regulation; corporate governance and social responsibility

#### **Current Projects**

Current research on airline industry structure in the aftermath of deregulation; on links between CEO succession and executive performance.

### **Stanley Baiman**

[baiman@wharton.upenn.edu](mailto:baiman@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/baimans.html>

## **Ernst & Young Professor of Accounting**

**PhD, Stanford University, 1974; BS, Ohio State University, 1968**

### **Research Areas**

Managerial accounting; auditing; organizational design

### **Recent Consulting**

Bristol Myers-Squibb, Mellon Bank

### **Current Projects**

Supply chain contracting, IPO contracting, Design of internal markets.

## **Sigal Barsade**

[barsade@wharton.upenn.edu](mailto:barsade@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/barsade.html>

<http://www-management.wharton.upenn.edu/barsade>

## **Associate Professor of Management**

**PhD, University of California, Berkeley, Haas School of Business, 1994; BA, University of California, Los Angeles, 1986**

### **Research Areas**

Micro-organizational behavior; emotions in organizations; team dynamics; organizational culture; emotional intelligence; senior management teams

### **Current Projects**

Affective Organizational Culture: Its influence on employees, clients and families in a long term health care facility. Is it better to suppress or express anger at work? How the propensity to experience emotional contagion influences first impressions. The role of silence in negotiations. Cynical Attribution Error: A Study of the American Workforce. Emotional and Cognitive Transparency in Negotiations. The role of organizational disrespect on burnout in the health care field.

## **David R. Bell**

[davidb@wharton.upenn.edu](mailto:davidb@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/bell.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=53>

## **Associate Professor of Marketing**

**PhD, Stanford University, 1996; MS, Stanford University, 1996; MCom (Hons), University of Auckland, New Zealand, 1989; BCom, University of Auckland, New Zealand, 1986**

**Research Areas**

Choice behavior; retailing; pricing; spatial diffusion and contagion

**Current Projects**

Social contagion and neighborhood effects; Price dispersion and sales; Menu-dependent choice; Customer value with referrals

**Janice R. Bellace**

[bellace@wharton.upenn.edu](mailto:bellace@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/bellace.html>

**Samuel A. Blank Professor of Legal Studies and Business Ethics; Professor of Management**

**MSc, London School of Economics, 1975; JD, University of Pennsylvania, 1974; BA, University of Pennsylvania, 1971**

**Research Areas**

International human rights; freedom of association; American and European labor and employment law; labor law in Western Europe; European equal employment law; American equal employment law

**Current Projects**

The social utility of international human rights standards as applied to employment; Age discrimination legislation in Europe and the United States and their application in refusal to hire cases.

**Mary J. Benner**

[benner@wharton.upenn.edu](mailto:benner@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/benner.html>

<http://www-management.wharton.upenn.edu/benner/>

**Assistant Professor of Management**

**PhD, Columbia University, 2002; MPhil, Columbia University, 1999; MBA, Stanford University, 1989; BS, University of Minnesota, 1982**

**Research Areas**

Organization theory; strategy; technology and innovation; organizational change; process management

### **Current Projects**

Current research explores how process management practices and institutional pressures affect organizations' innovation, adaptation, and performance in the face of technological change.

### **Jonah Berger**

[jberger@wharton.upenn.edu](mailto:jberger@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/berger.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=208>

**Assistant Professor of Marketing**

**PhD, Stanford University, 2007; BA, Stanford University, 2002**

### **Research Areas**

Consumer decision making; social contagion and trends; social influence; product adoption and abandonment; identity

### **Current Projects**

Examining social epidemics, or how products, ideas, and behaviors catch on and become popular as well as die out and become abandoned. How processes of consumer decision making and social influence between individuals aggregate to macro-level phenomena such as social contagion and trends.

### **Heather Berry**

[berryh@wharton.upenn.edu](mailto:berryh@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/berry.html>

<http://www-management.wharton.upenn.edu/berry/>

**Assistant Professor of Management**

**PhD, University of California, Los Angeles, 2001; MSc, University of Edinburgh, Scotland 1991; BA McGill University, Montreal, Canada, 1989**

### **Research Areas**

Global strategy, foreign direct investment, trade policy, and competitiveness

### **Current Projects**

Analyzing how multinational firms develop their intangible assets in foreign markets; Comparing how US and Japanese MNEs develop and exploit their intangible assets in foreign markets; Exploring the impact of geographic and product diversification on firm performance.

## **Omar Besbes**

[obesbes@wharton.upenn.edu](mailto:obesbes@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/besbes.html>

**Assistant Professor of Operations and Information Management**

**PhD candidate, Columbia University, expected 2008; MSc, Stanford University, 2000; Ing., École Polytechnique, France, 1999**

### **Research Areas**

Dynamic pricing & revenue management; data-driven decision-making; performance analysis and control of stochastic systems

## **Jennifer Blouin**

[blouin@wharton.upenn.edu](mailto:blouin@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/blouin.html>

**Assistant Professor of Accounting**

**PhD, University of North Carolina - Chapel Hill, 2004; BS, Indiana University, 1992**

### **Research Areas**

Taxation; effects of taxes on asset pricing; taxes and corporate payout behavior

## **Marshall E. Blume**

[blume@wharton.upenn.edu](mailto:blume@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/blume.html>

**Howard Butcher III Professor of Financial Management; Professor of Finance  
Director, [Rodney L. White Center for Financial Research](#)**

**PhD, University of Chicago, 1968; MBA, University of Chicago, 1965; SB, Trinity College, 1963**

### **Research Areas**

Financial markets; investments; investment behavior; fixed income securities

### **Current Projects**

The institutional organization of the organized equity markets. Of particular interest is how the pricing of brokerage services, the rules of the exchanges, and ownership patterns of equities influence the structure and efficiency of this industry.

## **Lisa Bolton**

[boltonl@wharton.upenn.edu](mailto:boltonl@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/bolton.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=7>

### **Assistant Professor of Marketing**

**PhD, University of Florida; M.H.Sc, University of Toronto, 1990; B.Eng., Royal Military College of Canada, 1987**

### **Research Areas**

Judgement; prediction and decision-making by managers and consumers, with substantive interests in new products, pricing, consumer finances, health marketing, and marketing strategy

### **Current Projects**

Current empirical work investigates how managers forecast the success of new products, how consumers estimate prices and judge price fairness, how remedies alter risk perceptions and risky behavior, and how consumers estimate personal spending and plan budgets.

## **Philip Bond**

[pbond@wharton.upenn.edu](mailto:pbond@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/bond.html>

<http://finance.wharton.upenn.edu/~pbond/>

### **Assistant Professor of Finance**

**PhD, University of Chicago, 1999; BA, Oxford University, 1993**

### **Research Areas**

Financial contracting; financial intermediation; law and economics

### **Current Projects**

Statutory investor protection vs. corporate charters. Crime waves. Persistent corruption.

## **Eric T. Bradlow**

[ebradlow@wharton.upenn.edu](mailto:ebradlow@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/bradlow.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=8>

**The K.P. Chao Professor; Professor of Marketing, Statistics, and Education**  
**Academic Director, [Wharton Small Business Development Center](#)**

**PhD, Harvard University, 1994; AM, Harvard University, 1990; BS, University of Pennsylvania, 1988**

**Research Areas**

Bayesian computation; latent variable models; missing data problems

**Current Projects**

Bayesian estimation with aggregate data, Approximate Bayesian methods, Models for Path Data

**Lawrence D. Brown**

[lbrown@wharton.upenn.edu](mailto:lbrown@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lbrown.html>

**Miers Busch, W'1885, Professor and Professor of Statistics**

**PhD, Cornell University, 1964; BS, California Institute of Technology; 1961**

**Research Areas**

Statistical decision theory; statistical inference; nonparametric function estimation; foundations of statistics; sampling theory (census data); empirical queueing science

**Lawton R. Burns**

[burnsl@wharton.upenn.edu](mailto:burnsl@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/burnsl.html>

<http://hcmg.wharton.upenn.edu/burnsl/>

**James Joo-Jin Kim Professor; Professor of Health Care Systems and Management**  
**Director, [Wharton Center for Health Management and Economics](#)**

**PhD, University of Chicago, 1981; MBA, University of Chicago, 1984; MA, University of Chicago, 1976; BA, Haverford College, 1973**

**Research Areas**

Hospital-physician relationships; strategic change; integrated health care; supply chain management; health care management; formal organizations; physician networks; physician practice management firms

**Current Projects**

Health care supply chain. Structure, process, and outcomes of integrated delivery systems in health care.

## **Andreas Buja**

[buja@wharton.upenn.edu](mailto:buja@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/buja.html>

<http://www-stat.wharton.upenn.edu/~buja/>

**Liem Sioe Liong/ First Pacific Company Professor; Professor of Statistics**

**PhD, Swiss Federal Institute of Technology (ETHZ), 1980**

### **Research Areas**

Multivariate statistics; nonparametric statistics; data visualization

## **Brian J. Bushee**

[bushee@wharton.upenn.edu](mailto:bushee@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/bushee.html>

**Associate Professor of Accounting**

**PhD, University of Michigan, 1997; AB, Duke University, 1990**

### **Research Areas**

Institutional investors; corporate disclosure; stock market anomalies; fundamental analysis

## C

### **Gérard P. Cachon**

[cachon@wharton.upenn.edu](mailto:cachon@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/cachon.html>

<http://opim-sun.wharton.upenn.edu/~cachon/>

**The Fred Sullivan Professor; Professor of Operations and Information Management**

**PhD, University of Pennsylvania, 1995; MS, University of Pennsylvania, 1991; BAS, University of Pennsylvania, 1989; BS, University of Pennsylvania, 1989**

#### **Research Areas**

Supply chain management; incentives in operations management; assortment planning

#### **Current Projects**

Coordination issues in supply chain management, forecasting for inventory and production planning, assortment planning

### **T. Tony Cai**

[tcai@wharton.upenn.edu](mailto:tcai@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/cai.html>

<http://www-stat.wharton.upenn.edu/~tcai/>

**Professor of Statistics**

**PhD, Cornell University, 1996; MS, Shanghai Jiao Tong University, 1989; BS, Hangzhou University, 1986**

#### **Research Areas**

Nonparametric function estimation; high dimensional sparse inference; large-scale multiple comparisons; wavelet methodology and applications; functional data analysis; Statistical decision theory

#### **Current Projects**

Large-scale multiple testing; High-dimensional inference; Adaptation theory for nonparametric function estimation; Wavelet methods for functional data analysis and nonparametric estimation

## **Peter Cappelli**

[cappelli@wharton.upenn.edu](mailto:cappelli@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/cappelli.html>

**George W. Taylor Professor of Management**

**Director, [Center for Human Resources](#)**

**DPhil, University of Oxford, 1983; BS, Cornell University, 1978**

### **Research Areas**

Human resource practices, talent and performance management, public policy related to employment

### **Current Projects**

Completing a major study of worker characteristics and establishment performance with the Bureau of the Census.

## **Mary Ellen Carter**

[carterme@wharton.upenn.edu](mailto:carterme@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/carter.html>

<http://accounting.wharton.upenn.edu/faculty/carter/>

**Assistant Professor of Accounting**

**PhD, Massachusetts Institute of Technology, 1998; MBA, Boston College, 1993; BS, Babson College, 1988**

### **Research Areas**

Effect of corporate financial reporting on firm behavior; executive compensation and incentives

### **Current Projects**

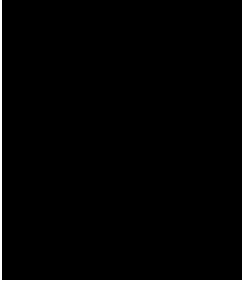
Effects of accounting and tax rules on compensation; use of performance measures in compensation contracts.

## **Gavin Cassar**

[cassar@wharton.upenn.edu](mailto:cassar@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/cassar.html>

<http://accounting.wharton.upenn.edu/faculty/cassar>



accounting

### **Assistant Professor of Accounting**

**PhD, University of California at Berkeley, 2005; BCom Hons (I), University of Newcastle, 1998**

#### **Research Areas**

Budgeting and forecasting; earnings management; entrepreneurship; financial disclosure; financing choice and investment; management

## **Olivier Chatain**

[chatain@wharton.upenn.edu](mailto:chatain@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/chatain.html>

<http://www-management.wharton.upenn.edu/chatain/Default.htm>

### **Assistant Professor of Management**

**PhD, INSEAD, Fontainebleau, 2007; MS, INSEAD, Fontainebleau, 2004; DEA, Université Paris I Panthéon-Sorbonne, 1999; Diplôme, ESSEC, Cergy-Pontoise, 1998.**

#### **Research Areas**

Competitive strategy; Formal models applied to business strategy; Value creation and value capture in buyer-supplier relationships; Competition in markets for highly-skilled individuals.

#### **Current Projects**

How competition between suppliers of professional services affects their ability to capture value from their client relationships. How the mobility of key individuals influences value capture and sharing in high skill service industries.

## **Saikat Chaudhuri**

[saikatc@wharton.upenn.edu](mailto:saikatc@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/chaudhuri.html>

### **Assistant Professor of Management**

**DBA, Harvard University, 2004; MSE, Stanford University, 1998; BS, University of Pennsylvania, 1997; BSE, University of Pennsylvania, 1997**

#### **Research Areas**

Technological innovation; mergers and acquisitions; organizational adaptation

#### **Current Projects**

Understanding operational drivers of performance in innovation-targeted acquisitions, based on

multi-method field research with leading telecommunications and software companies. Examining the impact of ex-ante conditions in technologies, organizations, and markets on financial and time to market performance, as well as the role of integration strategies in managing these effects.

## **Eric K. Clemons**

[clemons@wharton.upenn.edu](mailto:clemons@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/clemons.html>

<http://opim.wharton.upenn.edu/~clemons>

**Professor of Operations and Information Management and Management**

**PhD, Cornell University, 1976; MS, Cornell University, 1974; SB, Massachusetts Institute of Technology, 1970**

### **Research Areas**

Information technology and business strategy; risk-reward tradeoffs in outsourcing and off-shoring; information technology and financial markets; making the decision to invest in strategic information technology ventures; managing the risk of strategic information technology implementations; strategic implications of electronic commerce for channel power and profitability

### **Current Projects**

Reginald Jones Center research project on strategic and competitive information technology. Working with major corporations to study impacts of information technology on the future of their firms and industries; special focus on financial services, consumer packaged goods distribution.

## **Morris A. Cohen**

[cohen@wharton.upenn.edu](mailto:cohen@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/cohen.html>

**Panasonic Professor of Manufacturing and Logistics; Professor of Operations and Information Management and Systems Engineering**

**Co-Director, [Fishman-Davidson Center for Service and Operations Management](#)**

**PhD, Northwestern University, 1974; MSc, Northwestern University, 1971; BAsC, University of Toronto, 1970**

### **Research Areas**

Service supply chain strategy & solutions; supply chain coordination; global operations strategy; product design management; benchmarking of manufacturing/logistics systems; manufacturing/marketing interfaces; procurement/supplier management.

### **Current Projects**

1) Supply chain coordination — Development of incentives and information sharing policies to

support material management in supplier/buyer relationships. 2) Service supply chain customer service differentiation and revenue models. Digital transformation of the Value Network — Empirical evaluation of e-Commerce impact on design and management of supply chain procurement, design and other functions. 3) Semiconductor equipment supply chain — Evaluation of customer/supplier relationships for capital equipment procurement (semiconductor industry) and the role of information sharing. 4) Scheduled maintenance material consumption in the airline industry.

## **John E. Core**

[jcore@wharton.upenn.edu](mailto:jcore@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/core.html>

<http://accounting.wharton.upenn.edu/faculty/jcore/>

### **Professor of Accounting**

**PhD, The Wharton School, University of Pennsylvania, 1995; BA, Yale University, 1983**

#### **Research Areas**

Executive compensation and incentives; employee stock options; corporate governance; governance of charities; firm valuation and cost of capital; corporate disclosure

#### **Current Projects**

Determinants of CEO pay and incentives; wealth-based contracting; measuring disclosure quality with computational linguistics; determinants of the equity cost of capital; how much endowment should a charity hold?; how to give money to maximize charity.

## **J. David Cummins**

[cummins@wharton.upenn.edu](mailto:cummins@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/cummins.html>

### **Harry J. Loman Professor Emeritus of Insurance and Risk Management**

**PhD, University of Pennsylvania, 1972; MA, University of Pennsylvania, 1971; BA, University of Nebraska, 1968**

#### **Research Areas**

Insurance economics; financial risk management, productivity and efficiency; securitization

#### **Current Projects**

Productivity and efficiency analysis of insurance firms; operational risk in insurance and banking; arbitrage-free pricing of insurance contracts; financing of catastrophic risk.

## **Domenico Cuoco**

[cuoco@wharton.upenn.edu](mailto:cuoco@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/cuoco.html>

**Associate Professor of Finance**

**PhD, University of California at Berkeley, 1994; MBA, University of California at Berkeley, 1992; BS, Libera Università Internazionale degli Studi Sociali, Rome, 1987**

### **Research Areas**

Optimal policies and equilibrium with incomplete markets and portfolio constraints; pricing and hedging of derivative instruments; models of the term structure

## D

### **Patricia M. Danzon**

[danzon@wharton.upenn.edu](mailto:danzon@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/danzon.html>

<http://hc.wharton.upenn.edu/danzon/index.htm>

**Celia Z. Moh Professor; Professor of Health Care Systems and Insurance and Risk Management  
Chairperson, Health Care Systems Department**

**PhD, University of Chicago, 1973; MA, University of Chicago, 1969; BA, University of Oxford, 1968**

#### **Research Areas**

Health care; pharmaceuticals; insurance; liability; medical malpractice; industrial organization

#### **Current Projects**

Pharmaceutical pricing, regulation, alliances, R&D productivity, vaccine supply, Medicare payment for pharmaceuticals. Medical malpractice insurance cycles. Health care financing in the U.S. and internationally.

### **Guy David**

[gdavid2@wharton.upenn.edu](mailto:g david2@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/david.html>

**Assistant Professor of Health Care Systems**

**PhD, University of Chicago, 2004; MA, Tel-Aviv University, 1997; BA, Tel-Aviv University, 1995**

#### **Research Areas**

Health economics; industrial organization; nonprofit organizations; applied microeconomics

#### **Current Projects**

The dynamics of mixed-ownership competition in healthcare markets; Evaluation of policies towards nonprofit providers; Regulation in the home health care industry; The economics of Emergency Medical Services; The industrial organization of the addiction treatment system; Specialization in hospital medicine; Welfare effects of specialty hospitals and ambulatory surgery centers; Direct-to-consumer advertising and drug safety.

## **George S. Day**

[dayg@wharton.upenn.edu](mailto:dayg@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/dayg.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=9>

**Geoffrey T. Boisi Professor; Professor of Marketing  
Co-Director, Mack Center for Technological Innovation  
Director, Emerging Technologies Management Research Program**

**PhD, Columbia University, 1968; MBA, University of Western Ontario, Canada, 1962; BAsC,  
University of British Columbia, Canada, 1959**

### **Research Areas**

Competitive strategies in global markets; new product development and management; market structure and competitive analysis; strategic planning processes and methods; marketing management

### **Current Projects**

Competitive strategies in markets for emerging technologies, including how firms survive shake-outs. How innovative organizations choose their growth directions. Building market-driven organizations. Capabilities for forging customer relationships.

## **Stuart Diamond**

[diamonds@wharton.upenn.edu](mailto:diamonds@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/diamond.html>

**Practice Professor of Legal Studies; Adjunct Professor of Law**

**JD, Harvard University, 1990; MBA, The Wharton School, University of Pennsylvania, 1992;  
BA, Rutgers College, 1970**

### **Research Areas**

Negotiation, problem-solving and creativity; cross-cultural diversity; communication; strategic marketing; emerging markets; ; dealing with terrorism; crisis management; sales negotiation; gender negotiation

### **Current Projects**

Work on bridging cross-cultural differences; New methods of solving problems, managing different perceptions inside organizations; New models for developing creative ideas; Developing value-added exports in emerging markets; Research on interpersonal styles and effect on communication. Executive development

## **Neil A. Doherty**

[doherty@wharton.upenn.edu](mailto:doherty@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/doherty.html>

**Frederick H. Ecker Professor of Insurance and Risk Management  
Chairperson, Insurance and Risk Management**

**PhD, Cranfield Institute of Technology, 1979; BPhil, University of York, 1969; BA,  
University of York, 1968**

### **Research Areas**

Insurance pricing; optimal insurance; financial intermediaries; asset/liability management for insurers; insurance economics; risk management

### **Current Projects**

Studies include: Insurance and the design of liability rules; Crises and cycles in insurance markets; Adverse selection in insurance markets; Securitization of catastrophe risk.

## **Thomas Donaldson**

[donaldst@wharton.upenn.edu](mailto:donaldst@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/donaldst.html>

<http://lgst.wharton.upenn.edu/donaldst/>

**Mark O. Winkelman Professor; Professor of Legal Studies and Business Ethics**

**PhD, University of Kansas, 1976; BS, University of Kansas, 1967**

### **Research Areas**

Business ethics; leadership; risk management; corporate compliance

### **Current Projects**

Writing articles on: 1. Cash management practices at non-profit organizations; 2. Designing corporate risk management programs

## **Xavier Drèze**

[xdreze@wharton.upenn.edu](mailto:xdreze@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/dreze.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=12>

**Assistant Professor of Marketing**

**PhD, The University of Chicago, 1995; MBA, The University of Chicago, 1991; MS, Université Catholique de Louvain, Belgium, 1988**

**Research Areas**

Internet marketing; retailing; direct marketing; pricing

**Current Projects**

Currently working on issues related to the valuation of marketing databases, the design of frequent shopper programs, and movie sales.

**Thomas W. Dunfee**

[dunfeet@wharton.upenn.edu](mailto:dunfeet@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/dunfeet.html>

<http://lgst.wharton.upenn.edu/dunfeet/>

**Joseph Kolodny Professor of Social Responsibility in Business; Professor of Legal Studies and Business Ethics**

**Chairperson, Legal Studies and Business Ethics Department**

**LLM, New York University, 1969; JD, New York University, 1966; AB, Marshall University, 1963**

**Research Areas**

Social contracts; social responsibility of business; ethics

**Current Projects**

Current research focus is on (1) corporate social initiatives, and (2) global business ethics.

**Gary Dushnitsky**

[gdushnit@wharton.upenn.edu](mailto:gdushnit@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/dushnitsky.html>

<http://www-management.wharton.upenn.edu/dushnitsky>

**Assistant Professor of Management**

**PhD, New York University, 2004; MS, Tel-Aviv University, 1999; BA, Tel-Aviv University, 1994**

**Research Areas**

Economics of innovation and entrepreneurship; corporate strategy in knowledge industries; venture capital; intellectual property rights

**Current Projects**

Study the conditions under which established corporations succeed, or fail, to partner with innovative startups, and the implication to corporate innovativeness; Investigate direct and indirect relationships between corporate venture capital investors and independent venture capital funds in the market for entrepreneurial financing.

## E

### **Alex Edmans**

[aedmans@wharton.upenn.edu](mailto:aedmans@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/edmans.html>

<http://finance.wharton.upenn.edu/~aedmans>

**Assistant Professor of Finance**

**PhD, Massachusetts Institute of Technology, 2007; BA, University of Oxford, 2001**

#### **Research Areas**

Corporate governance; executive compensation; information asymmetry and investment decisions; investment banking; behavioral finance

#### **Current Projects**

The role of large shareholders in corporate governance; Firms' incentives to engage in long-run, intangible investment; The effect of stock prices on firm decisions; Optimal executive compensation schemes

### **Jehoshua Eliashberg**

[eliashberg@wharton.upenn.edu](mailto:eliashberg@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/eliashbj.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=14>

**Sebastian S. Kresge Professor of Marketing; Professor of Operations and Information Management**

**DBA, Indiana University, 1978; MBA, Tel-Aviv University, 1973; BSc, Technion-Israel Institute of Technology, 1970**

#### **Research Areas**

Marketing/operations/R&D interface; marketing research; pricing; new product planning and forecasting models; marketing and strategic issues related to the entertainment and pharmaceutical industries

#### **Current Projects**

R&D/Marketing Interface. Emerging technologies. Supply-chain issues in the entertainment industry. New products introduction and management.

**Hülya K. K. Eraslan**

[eraslan@wharton.upenn.edu](mailto:eraslan@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/eraslan.html>

<http://finance.wharton.upenn.edu/~eraslan/>

**Gilbert and Shelley Harrison Term**

**Assistant Professor of Finance**

**PhD, University of Minnesota, 2001; MA, State University of New York at Buffalo, 1994; BS, Bilkent University, 1991**

**Research Areas**

Corporate finance; game theory; applied econometrics

**Current Projects**

Corporate bankruptcy reorganizations

## F

### **Peter S. Fader**

[fader@wharton.upenn.edu](mailto:fader@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/faderp.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=16>

**Frances and Pei-Yuan Chia Professor; Professor of Marketing**

**PhD, Massachusetts Institute of Technology, 1987; SM, Massachusetts Institute of Technology, 1985; SB, Massachusetts Institute of Technology, 1983**

#### **Research Areas**

Using behavioral data to understand and forecast customer shopping/purchasing activities across a wide range of industries such as consumer packaged goods, e-commerce, financial services, and music (online and offline). Managerial applications focus on topics such as customer relationship management, lifetime value of the customer, and sales forecasting for new products. Much of his research highlights the common behavioral patterns that exist across these and other seemingly different domains.

#### **Current Projects**

Modeling and forecasting the complete portfolio of products/services obtained (and dropped) by a customer over time; Understanding the relationship between customer retention patterns and the overall value of an entire customer base; Modeling the relationship between in-store movements and actual purchases by shoppers in a retail store; Trying to tease apart the intertwined influences of radio airplay, digital downloads, Billboard chart patterns, and album sales.

### **Gerald R. Faulhaber**

[faulhabe@wharton.upenn.edu](mailto:faulhabe@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/faulhabe.html>

**Professor of Business and Public Policy, Management, and Law**

**PhD, Princeton University, 1975; MA, Princeton University, 1974; MS, New York University, 1964; AB, Haverford College, 1962**

#### **Research Areas**

Spectrum policy for wireless telecommunications; network neutrality for the Internet, file sharing and fair use copyright; telecommunications; regulation; industrial organization; applied microeconomics

#### **Current Projects**

Spectrum management reform; network neutrality analysis; Copyright and fair use provisions with

music/movie file sharing via peer-to-peer networks; prospects for deregulation in telecommunications; broadband deployment; network effects and antitrust analysis; access and antitrust analysis

## **Fernando Vendramel Ferreira**

[fferreir@wharton.upenn.edu](mailto:fferreir@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/ferreira.html>

<http://real.wharton.upenn.edu/~fferreir>

**Assistant Professor of Real Estate**

**PhD, University of California, Berkeley, 2004; MA, Federal University of Rio Grande do Sul, Brazil, 1999; BA, State University of Maringá, Brazil, 1997**

### **Research Areas**

Urban economics and real estate; public economics; labor economics

### **Current Projects**

Effects of property taxes on household mobility and housing choice; capitalization of school quality on housing prices; air quality legislation and heterogeneity in exposure rates to pollution; impact of local politics on housing prices and other economic outcomes.

## **Marshall L. Fisher**

[fisher@wharton.upenn.edu](mailto:fisher@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/fisher.html>

**UPS Transportation Professor for the Private Sector; Professor of Operations and Information Management**

**Co-Director, [Fishman-Davidson Center for Service and Operations Management](#)**

**PhD, Massachusetts Institute of Technology, 1970; SM, Massachusetts Institute of Technology, 1969; SB, Massachusetts Institute of Technology, 1965**

### **Research Areas**

Supply chain management, retailing

### **Current Projects**

Sloan Foundation Industry study of retailing. Managing logistics supply chains to improve the ability to match supply with demand for short-lifetime, high-fashion products with volatile demand. Managing Product Portfolios in an environment of high product variety.

## **Dean P. Foster**

[dean\\_foster@wharton.upenn.edu](mailto:dean_foster@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/fosterd.html>

<http://gosset.wharton.upenn.edu/~foster/>

**Professor of Statistics**

**PhD, University of Maryland, 1988; MSc, Rutgers University, 1984; MA, University of Maryland, 1982; BSc, University of Maryland, 1980**

### **Research Areas**

Statistical inference for stochastic processes; game theory; variable selection

## **Stewart D. Friedman**

[friedman@wharton.upenn.edu](mailto:friedman@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/friedman.html>

<http://www-management.wharton.upenn.edu/friedman/>

**Practice Professor of Management**

**Director, Wharton Work/Life Integration Program**

**PhD, University of Michigan, 1984; MA, University of Michigan, 1983; BA, State University of New York at Binghamton, 1974**

## G

### **Noah F. Gans**

[gans@wharton.upenn.edu](mailto:gans@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/gans.html>

<http://opim.wharton.upenn.edu/~gans/>

**Associate Professor of Operations and Information Management**

**PhD, Columbia University, 1996; MPPM, Yale School of Management, 1987; AB, Harvard College, 1983**

#### **Research Areas**

Service operations management; logistics systems; stochastic processes and the control of queueing systems

#### **Current Projects**

Effective management of telephone call centers. Modeling customer reactions to variations in product and service quality. Effective simulation protocols for evaluating competing system designs.

### **Nicolae Gârleanu**

[garleanu@wharton.upenn.edu](mailto:garleanu@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/garleanu.html>

<http://finance.wharton.upenn.edu/~garleanu/>

**Assistant Professor of Finance**

**PhD, Stanford University, 2002; BA and MA, University of Pennsylvania, 1997.**

#### **Research Areas**

Asset pricing; liquidity; contracting and information

#### **Current Projects**

Debt covenants design. Search issues in financial markets.

### **Christopher C. Geczy**

[geczy@wharton.upenn.edu](mailto:geczy@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/geczy.html>  
<http://finance.wharton.upenn.edu/~geczy/>

**Assistant Professor of Finance**

**PhD, The University of Chicago, 1999; BA, The University of Pennsylvania, 1990**

**Research Areas**

Asset pricing; financial econometrics; risk management

**Edward I. George**

[edgeorge@wharton.upenn.edu](mailto:edgeorge@wharton.upenn.edu)  
<http://www.wharton.upenn.edu/faculty/george.html>  
<http://www-stat.wharton.upenn.edu/~edgeorge/>

**Universal Furniture Professor; Professor of Statistics**

**PhD, Stanford University, 1981; MS, SUNY at Stony Brook, 1976; AB, Cornell University, 1972**

**Research Areas**

Hierarchical Modeling; model uncertainty; shrinkage estimation; treed modeling; variable selection; wavelet regression

**Current Projects**

Bayesian treed modeling, default priors for model spaces, minimax Bayes model averaging, modeling the customer base of a brand.

**Thomas P. Gerrity**

[gerrity@wharton.upenn.edu](mailto:gerrity@wharton.upenn.edu)  
<http://www.wharton.upenn.edu/faculty/gerrity.html>

**Joseph J. Aresty Professor; Professor of Management**

**PhD, Massachusetts Institute of Technology, 1970; MSEE, Massachusetts Institute of Technology, 1964; BSEE, Massachusetts Institute of Technology, 1963**

**Research Areas**

Leadership and organizational development

## **Jamshed K.S. Gandhi**

[gandhij@wharton.upenn.edu](mailto:gandhij@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/gandhij.html>

**Associate Professor Emeritus of Finance**

**Director, Huntsman Program in International Studies & Business**

**PhD, University of Cambridge, 1960; MA, University of Cambridge, 1960; MA, University of Pennsylvania, 1957; BS, University of Pennsylvania, 1956**

### **Research Areas**

Financial aspects of economic development; stabilization policies; operation of financial institutions and capital markets

### **Current Projects**

Asset sales and bank strategy. Reforming financial systems.

## **Michael R. Gibbons**

[gibbons@wharton.upenn.edu](mailto:gibbons@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/gibbons.html>

**I.W. Burnham II Professor of Investment Banking**

**Deputy Dean, The Wharton School**

**PhD, University of Chicago, 1980; MS, University of Chicago, 1979; BS, Butler University, 1975**

### **Research Areas**

Asset pricing; portfolio theory; econometrics

### **Current Projects**

Developing models of the term structure of interest rates. Analyzing the volatility of stock returns.

## **Itay Goldstein**

[itayg@wharton.upenn.edu](mailto:itayg@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/goldstein.html>

<http://finance.wharton.upenn.edu/~itayg/>

**Assistant Professor of Finance**

**PhD, Tel-Aviv University, 2001; MA, Tel-Aviv University, 1998; BA, Tel-Aviv University, 1994**

**Research Areas**

Corporate finance; financial markets; financial institutions

**Current Projects**

Financial fragility and strategic complementarities; The feedback effect from Financial markets to the real economy.

**Joao F. Gomes**

[gomesj@wharton.upenn.edu](mailto:gomesj@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/gomesj.html>

<http://finance.wharton.upenn.edu/~gomesj/>

**Associate Professor of Finance**

PhD, University of Rochester, 1997; MA University of Rochester, 1996; BA, New University of Lisbon, Portugal, 1991

**Research Areas**

Macroeconomics; financial economics; labor markets.

**Current Projects**

Firm and aggregate level investment; corporate investment and asset prices.

**Nicholas Gonedes**

[gonedes@wharton.upenn.edu](mailto:gonedes@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/gonedes.html>

**Professor of Accounting and Finance**

PhD, University of Texas at Austin, 1969; BS, University of Pennsylvania, 1967

**Research Areas**

Capital market equilibrium; corporate finance; external accounting; mathematical models in accounting; portfolio theory

**Gary B. Gorton**

[gorton@wharton.upenn.edu](mailto:gorton@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/gorton.html>

**Robert Morris Professor of Banking; Professor of Finance**

PhD, University of Rochester, 1983; MA, University of Rochester, 1980; MA, Cleveland State University, 1977; MA, University of Michigan, 1974; BA, Oberlin College, 1973

**Research Areas**

Banking; corporate finance; asset pricing

**Paul E. Green**

[greene@wharton.upenn.edu](mailto:green@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/green.html>

<http://hops.wharton.upenn.edu/people/faculty/green.html>

**Professor Emeritus of Marketing**

PhD, University of Pennsylvania, 1961; AM, University of Pennsylvania, 1953; AB, University of Pennsylvania, 1950

**Research Areas**

Multivariate data analysis; marketing research methods; conjoint analysis; multidimensional scaling; optimal product design; cluster analysis and segmentation; optimal product bundling

**Current Projects**

Optimal product and product line design. New methods for market segmentation. Marketing strategy in competitive reaction environments.

**Wayne R. Guay**

[guay@wharton.upenn.edu](mailto:guay@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/guay.html>

<http://accounting.wharton.upenn.edu/faculty/guay/>

**Associate Professor of Accounting**

PhD, University of Rochester, 1998; MS, University of Rochester, 1996; MBA, Northeastern University, 1993; BS, Clarkson University, 1989

**Research Areas**

Executive stock options, compensation, stock ownership and incentives; financial accounting for employee stock options, derivative securities and risk management; firm valuation and cost of capital

**Current Projects**

Corporate governance and contracting issues related to executive stock options and stock-based incentives; estimating the equity cost of capital; the informational and governance role of the media.

## **Monique Guignard-Spielberg**

[guignard@wharton.upenn.edu](mailto:guignard@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/spielbem.html>

**Professor of Operations and Information Management**

**Doctorat es-Sciences Mathematiques, Universite des Sciences et Techniques de Lille, 1980; Doctorat de Specialite, Universite des Sciences et Techniques de Lille, 1967; Diplome D'Etudes Approfondies, Universite des Sciences et Techniques de Lille, 1965**

### **Research Areas**

Integer programming (esp. Lagrangean relaxation and decomposition, pre-processing techniques, dual ascent methods); duality; graph theory; knapsack problems; location problems; mathematical programming; network flows; nonlinear programming; optimality conditions; production scheduling

### **Current Projects**

"Relax-and-Cut", a technique for strengthening Lagrangean relaxations in integer programming. Theoretical study of cuts, design of algorithms, applications. Management of natural resources, especially timber. Combining cutting and road building decisions. Modeling issues. Optimization methods.

## **Mauro F. Guillen**

[guillen@wharton.upenn.edu](mailto:guillen@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/guillen.html>

<http://www-management.wharton.upenn.edu/guillen/>

**Dr. Felix Zandman Professor in International Management; Professor of Management and Sociology**

**Director, Joseph H. Lauder Institute for Management & International Studies**

**PhD, Yale University, 1992; MPhil, Yale University, 1990; MA, Yale University, 1989; Doctorate, Universidad de Oviedo, 1991; Licenciatura, Universidad de Oviedo, 1987**

### **Research Areas**

Multinational and comparative management; sociology of organizations

### **Current Projects**

Emerging multinational firms; globalization

## **N. Bulent Gultekin**

[gultekin@wharton.upenn.edu](mailto:gultekin@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/gultekin.html>

**Associate Professor of Finance**

PhD, University of Pennsylvania, 1976; AM, University of Pennsylvania, 1975; MA, Bogazici University, 1974; BSc, Robert College, 1969

### **Research Areas**

Corporate finance and capital markets, financial development, privatization

## **Joseph Gyourko**

[gyourko@wharton.upenn.edu](mailto:gyourko@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/gyourko.html>

<http://real.wharton.upenn.edu/~gyourko/index.htm>

**Martin Bucksbaum Professor of Real Estate and Finance**

**Acting Chairperson, Real Estate Department**

**Director, [Samuel Zell and Robert Lurie Real Estate Center](#)**

PhD, University of Chicago, 1984; AB, Duke University, 1978

### **Research Areas**

Real estate finance; urban and real estate economics; housing markets

### **Current Projects**

Land use regulations and the rise in housing prices; superstar cities and house prices in coastal markets; local politics and political partisanship

## H

### **Martine Haas**

[mrhaas@wharton.upenn.edu](mailto:mrhaas@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/haas.html>

**Associate Professor of Management**

**PhD, Harvard University, 2002; MA, Harvard University, 1999; MA, Yale University, 1993; BA, Oxford University, 1991**

#### **Research Areas**

Knowledge work; collaboration; teams; international management; strategic capabilities

### **Luzi Hail**

[lhail@wharton.upenn.edu](mailto:lhail@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hail.html>

<http://accounting.wharton.upenn.edu/faculty/lhail/>

**Assistant Professor of Accounting**

**PhD, University of Zurich, Switzerland, 1996; MS, University of Zurich, 1992**

#### **Research Areas**

International accounting; financial disclosure and capital markets; cost of capital; accounting harmonization; law and finance

#### **Current Projects**

Reporting incentives and quality of accounting numbers. Disclosure regulation and firms' cost of capital. Cost of capital effects of U.S. cross-listings. Effects of taxes on asset pricing.

### **William F. Hamilton**

[hamilton@wharton.upenn.edu](mailto:hamilton@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hamiltow.html>

**Ralph Landau Professor of Management and Technology; Professor of Management, Operations and Information Management, and Systems Engineering  
Director, Jerome Fisher Management and Technology Program**

PhD, London School of Economics and Political Science, 1967; MBA, University of Pennsylvania, 1964; MS, University of Pennsylvania, 1964; BS, University of Pennsylvania, 1961

**Research Areas**

Technology strategy and planning; entrepreneurship; technological innovation

**Scott Harrington**

[harring@wharton.upenn.edu](mailto:harring@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/harrington.html>

**Alan B. Miller Professor; Professor of Health Care Systems and Insurance and Risk Management**

PhD, University of Illinois at Urbana-Champaign, 1979; MS, University of Illinois at Urbana-Champaign, 1976; AB, University of Illinois at Urbana-Champaign, 1975

**Research Areas**

Insurance economics and finance; health care finance; risk management

**Current Projects**

Capital decisions and capital adequacy in insurance and reinsurance markets; product and capital market discipline in insurance and reinsurance markets; price volatility in liability insurance markets

**Witold Henisz**

[henisz@wharton.upenn.edu](mailto:henisz@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/henisz.html>

<http://www-management.wharton.upenn.edu/henisz/>

**Associate Professor of Management**

PhD, University of California at Berkeley, 1998; MA, Johns Hopkins University, 1993; BA, Stanford University, 1991

**Research Areas**

Impact of political hazards on international investment strategy; analyzes(1) the political and economic determinants of substantive changes in government policy; government attempts to redistribute investor returns to the broader polity; (2) the strategic responses by organizations to such policy changes; (3) the determinants of the success of these strategic responses; large capital intensive investments with a high degree of political salience often in emerging market settings

**Current Projects**

Predicting disputes between investors and host country governments in electricity generation and wireless telecommunications services; performance of wireless carriers as a function of regulatory and market structures; predicting trade liberalizations; examining the political risk management strategies of firms in the energy industry.

**Richard J. Herring**

[herring@wharton.upenn.edu](mailto:herring@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/herring.html>

**Jacob Safra Professor of International Banking; Professor of Finance**  
Co-Director, [Wharton Financial Institutions Center](#)

PhD, Princeton University, 1973; MA, Princeton University, 1970; BA, Oberlin College, 1968

**Research Areas**

International banking; international finance; money and banking

**Current Projects**

The regulation of financial conglomerates. The development of bond markets. A study of the value of liquid secondary markets. Organized economics and finance sessions of Wharton's International Forum.

**John C. Hershey**

[hershey@wharton.upenn.edu](mailto:hershey@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hershey.html>

**Daniel H. Silberberg Professor; Professor of Operations and Information Management**

PhD, Stanford University, 1970; MS, Stanford University, 1970; BS, Carnegie Mellon University, 1965

**Research Areas**

Decision processes; health services research; operations management research

**Current Projects**

Lab and field studies investigating the effects of individual biases and problem framing on insurance purchase decisions. Analysis of public choice problems using experimental economics. Evaluation of patient utilities and probability estimates for medical outcomes. Development of improved diagnostic procedures.

## **Shawndra Hill**

[shawndra@wharton.upenn.edu](mailto:shawndra@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hill.html>

**Assistant Professor of Operations and Information Management**

**PhD, New York University, expected Jan 2007; MPhil, New York University, 2003; BEE, Georgia Institute of Technology, 1995; BS, Spelman College, 1995**

### **Research Areas**

Statistical relational learning, data mining/knowledge discovery in databases; machine learning; network-based marketing; dynamic networks

### **Current Projects**

Use of consumer networks for target marketing and fraud detection; Data mining, machine learning and statistical relational learning and their alignment with business problems.

## **Lorin M. Hitt**

[lhitt@wharton.upenn.edu](mailto:lhitt@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hitt.html>

<http://grace.wharton.upenn.edu/~lhitt/>

**Alberto Vitale Term Associate Professor of Operations and Information Management**

**PhD, Massachusetts Institute of Technology, 1996; MS, Brown University, 1989; ScB, Brown University, 1988**

### **Research Areas**

Information technology and productivity; information systems and organization; economics of electronic commerce; intangible assets; applied econometrics

### **Current Projects**

The relationship between information technology investment and intangible assets; pricing and strategy in electronic commerce

## **Stephen J. Hoch**

[hochs@wharton.upenn.edu](mailto:hochs@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hoch.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=13>

**Patty and Jay H. Baker Professor; Professor of Marketing  
Director, [Jay H. Baker Retailing Initiative](#)**

**PhD, Northwestern University, 1983; MBA, University of California, Los Angeles, 1976; BA, Stanford University, 1974**

**Research Areas**

Retail merchandising, assortment, pricing, and promotion strategy; decision support systems and the psychology of forecasting; psychology of self-control; consumer behavior and learning; private label products

**Current Projects**

Determinants of successful private label programs; variety of assortments; pattern matching and expert judgment; loyalty programs; key drivers of retail store traffic; cherry-picking.

**Robert W. Holthausen**

[holthausen@wharton.upenn.edu](mailto:holthausen@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/holthaur.html>

**The Nomura Securities Co. Professor; Professor of Accounting and Finance and Management  
Chairperson, Accounting Department**

**PhD, University of Rochester, 1980; MBA, University of Rochester, 1971; BA, St. Lawrence University, 1969**

**Research Areas**

Effects of organizational structure on financial performance; management compensation issues; effects of information on prices and volume; valuation; accounting choice and organizational structure

**Current Projects**

Current projects primarily deal with issues in valuation and explaining variation in firm performance as a function of their governance structures, compensation practices, managerial equity ownership and capital structure decisions.

**Kartik Hosanagar**

[kartikh@wharton.upenn.edu](mailto:kartikh@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hosanagar.html>

<http://opim.wharton.upenn.edu/~kartikh/>

**Assistant Professor of Operations and Information Management**

**PhD, Carnegie Mellon University, 2003; M.Phil., Carnegie Mellon University, 2002; MS, Birla Institute of Technology and Science (BITS), Pilani, India, 1999; BE, Birla Institute of Technology and Science (BITS), Pilani, India, 1999**

**Research Areas**

Design and pricing of technology products and services; search engines; peer to peer networks; product management in IT (eCommerce, telecommunications, and software) firms; content delivery strategies in ecommerce

**Current Projects**

Product Diffusion and Incentive Mechanisms in Peer to Peer Networks; Design of Search Engines; Ad Ranking Policies in Search Engines; Rating Systems in Online Marketplaces; Content Delivery.

**Robert House**

[house@wharton.upenn.edu](mailto:house@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/house.html>

**Joseph Frank Bernstein Professor of Organizational Studies; Professor of Management**

**PhD, Ohio State University, 1960; MBA, University of Detroit, 1958; BS, University of Detroit, 1955**

**Research Areas**

Leadership; motivation; personality and performance; cross-cultural organizational behavior

**Lawrence G. Hrebiniak**

[hrebiniak@wharton.upenn.edu](mailto:hrebiniak@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hrebinil.html>

**Associate Professor of Management**

**PhD, State University of New York at Buffalo, 1971; MBA, State University of New York at Buffalo, 1968; AB, Cornell University, 1964**

**Research Areas**

Strategy implementation; organizational structure and design; strategy formulation; organizational adaptation

**Nien-hê Hsieh**

[nhsieh@wharton.upenn.edu](mailto:nhsieh@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hsieh.html>

<http://lgst.wharton.upenn.edu/nhsieh>

**Associate Professor of Legal Studies and Business Ethics**

**PhD, Harvard University, 2000; MPhil, Oxford University, United Kingdom, 1994; BA, Swarthmore College, 1992**

**Research Areas**

Ethics; distributive justice; managerial authority; corporate social responsibility; theories of value and choice

**Current Projects**

The justified exercise of managerial authority; incommensurable values and justified choice; multinational corporations and the ethics of assistance

**David Hsu**

[dhsu@wharton.upenn.edu](mailto:dhsu@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hsu.html>

<http://www-management.wharton.upenn.edu/hsu/>

**Edward B. and Shirley R. Shils Term Assistant Professor of Management**

**PhD, Massachusetts Institute of Technology, 2001; MPP, Harvard University, 1996; AB, Stanford University, 1992**

**Research Areas**

Start-up innovation; strategies for commercializing technological innovation; venture capital; intellectual property rights

**Current Projects**

Intellectual property and patenting strategies by start-ups; competition between industry incumbents and start-ups in high-tech industries; entrepreneurship and innovation

**Waheed Hussain**

[whussain@wharton.upenn.edu](mailto:whussain@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/hussain.html>

<http://lgst.wharton.upenn.edu/whussain/>

**Assistant Professor of Legal Studies and Business Ethics**

**PhD, Harvard University, 2005; AM, Harvard University, 1999; AB, Princeton University, 1995**

**Research Areas**

Social and Political philosophy; moral philosophy; normative issues in economic life; Hegel and Marx

**Current Projects**

Alienation, Freedom and Economic Democracy: Argues for a social democratic conception of freedom, then uses this conception to argue for a more democratic form of capitalism.

**John Wesley Hutchinson**

[wes@marketing.wharton.upenn.edu](mailto:wes@marketing.wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/jwhutch.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=18>

**Stephen J. Heyman Professor; Professor of Marketing**

**PhD, Stanford University, 1981; BS, Duke University, 1975**

**Research Areas**

Consumer and managerial decision making; information search and learning; marketing research methods; multidimensional scaling and cluster analysis

**Current Projects**

Normative and descriptive models of brand awareness, statistical reasoning and learning by consumers and managers, visual attention to in-store displays, social distance, and measurement methods for heterogeneous decision processes.

**Robert Inman**

[inman@wharton.upenn.edu](mailto:inman@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/inman.html>

**Richard King Mellon Professor of Finance; Professor of Finance and Economics, Business and Public Policy, Law and Economics (Law School), Real Estate Vice Dean and Director, Doctoral Programs Senior Fellow, Leonard Davis Institute of Health Economics**

**PhD, Harvard University, 1971; MEd, Harvard University, 1967; AB, Harvard University, 1964**

**Research Areas**

Public finance; political economy; urban fiscal policy

**Current Projects**

Economic federalism in the United States, Europe, Russia, and South Africa. Efficient and equitable financing of public services in urban economies.

**Christopher Ittner**

[ittner@wharton.upenn.edu](mailto:ittner@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/ittner.html>

**Ernst & Young Professor of Accounting**

**DBA, Harvard University, 1992; MBA, University of California, Los Angeles, 1986; BS, California State University, Long Beach, 1983**

**Research Areas**

Cost accounting; performance measurement; intangible assets

**Recent Consulting**

Measurement of intangible assets, customer profitability systems.

**Current Projects**

The use and performance implications of non-financial performance measures. The identification and measurement of value drivers. Performance-based stock options.

## **Raghuram Iyengar**

[riyengar@wharton.upenn.edu](mailto:riyengar@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/iyengar.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=22>

### **Assistant Professor of Marketing**

**PhD, Columbia University, 2005; M. Phil., Columbia University, 2002; B. Tech., I.I.T. Kanpur, 1998**

### **Research Areas**

Pricing; networks; bayesian methods; structural models; experimental economics

### **Current Projects**

1) A Demand Analysis of Wireless Services under Nonlinear Pricing Schemes, under 2'nd review at *Marketing Science*; 2) Semiparametric Bayesian Thurstonian Models for Choice (with Asim Ansari), conditionally accepted at *Psychometrika*; 3) A Model for Consumer Learning for Quality and Usage of Services (with Asim Ansari and Sunil Gupta); 4) Optimal Nonlinear Pricing of Products and Services: A Hierarchical Bayesian Conjoint Approach (with Kamel Jedidi and Rajeev Kohli); 5) The Price of Popularity (with Sunil Gupta and Sangman Han); 6) Learning with a Meddlesome Boss: An Experiment in Supervision Relationships (with Andrew Schotter)

## J

### **Jeffrey Jaffe**

[jaffe@wharton.upenn.edu](mailto:jaffe@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/jaffe.html>

**Associate Professor of Finance**

PhD, University of Chicago, 1972; MBA, University of Chicago, 1971; BA, University of Chicago, 1968

### **Anjani Jain**

[jaina@wharton.upenn.edu](mailto:jaina@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/jain.html>

**Adjunct Professor of Operations and Information Management**  
**Vice Dean and Director, Wharton Graduate Division**

PhD, University of California, Los Angeles, 1987; MBA, Indian Institute of Management, Ahmedabad, 1979; BSc, University of Indore, India, 1977

#### **Research Areas**

Analysis and design of manufacturing systems; optimization algorithms; probabilistic analysis of combinatorial problems; auction-based mechanisms for resource allocation

#### **Current Projects**

Impact of product variety on manufacturing.

### **Shane Jensen**

[stjensen@wharton.upenn.edu](mailto:stjensen@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/jensen.html>

<http://stat.wharton.upenn.edu/~stjensen/>

**Assistant Professor of Statistics**

**PhD, Harvard University, 2004; AM, Harvard University, 2001; MS, McGill University, 1999; BS, McGill University, 1997**

**Research Areas**

Bayesian multi-level modeling; applications in bioinformatics; statistical computing and MCMC methods; statistics in sports

**Current Projects**

Investigation of the sequence-based factors that influence gene expression in model organisms. Improvement of current methods in statistical computing for large-scale sequence analysis. Integration of biological data for regulatory network discovery. Examination of the effects of evolution on cell regulation. Comprehensive models for player performance and prediction in baseball

**Urban J. Jermann**

[jermann@wharton.upenn.edu](mailto:jermann@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/jermann.html>

<http://finance.wharton.upenn.edu/~jermann/>

**Safra Professor of International Finance and Capital Markets; Professor of Finance**

**PhD, The Graduate Institute of International Studies, Geneva, Switzerland, 1994; MA, The Graduate Institute of International Studies, Geneva, Switzerland, 1991; Licence mention economie politique, Universite de Geneve, Faculte des sciences economiques et sociales, Geneva, Switzerland, 1988**

**Research Areas**

International finance; macroeconomics; asset pricing

**Current Projects**

Extracting information from asset prices about the long-run behavior of the economy. International capital flows.

## K

### **Sarah Kaplan**

[slkaplan@wharton.upenn.edu](mailto:slkaplan@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kaplan.html>

<http://www-management.wharton.upenn.edu/kaplan/>

**Assistant Professor of Management**

**PhD, Massachusetts Institute of Technology, Sloan School of Management, 2004; MA, Johns Hopkins University, The Nitze School of Advanced International Studies, 1990; BA, University of California at Los Angeles, 1986**

#### **Research Areas**

Innovation; strategic management; cognition; technical change

#### **Current Projects**

Understanding the role of managerial cognition in shaping firm response to discontinuities with a particular focus on strategic choice and action. Studies of the biotech, PDA and telecoms industries.

### **Anastasia V. Kartasheva**

[karta@wharton.upenn.edu](mailto:karta@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kartasheva.html>

**Assistant Professor of Insurance and Risk Management**

**PhD, University of Toulouse, France, 2004; MA, New Economics School, Moscow, 1998; BS, Lomonosov Moscow State University, 1997**

#### **Research Areas**

Contract theory and mechanism design; dynamic contracts and applications; information intermediation

#### **Current Projects**

Analysis of the impact of competition and entry regulation in rating industry on the quality of risk estimates produced by rating agencies

## **Howard Kaufold**

[kaufold@wharton.upenn.edu](mailto:kaufold@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kaufold.html>

**Adjunct Professor of Finance**

**Director, Wharton MBA Program for Executives**

**PhD, Princeton University, 1981; MA, Princeton University, 1977; BS, University of Pennsylvania, 1975**

### **Research Areas**

Corporate and international finance

## **Donald B. Keim**

[keim@wharton.upenn.edu](mailto:keim@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/keim.html>

<http://finance.wharton.upenn.edu/~keim/>

**John B. Neff Professor of Finance**

**PhD, University of Chicago, 1983; MBA, University of Chicago, 1980; BSBA, Bucknell University, 1975**

### **Research Areas**

Asset pricing; behavior of institutional traders; measurement of institutional investor trading costs; risks and returns of stock market based real estate investments

### **Current Projects**

Investment style, trade behavior and price impacts; Implementation costs of institutional investors in international equity markets; The interrelation between REITs, stocks, and bonds

## **Richard E. Kihlstrom**

[kihlstro@wharton.upenn.edu](mailto:kihlstro@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kihlstro.html>

**Ervin Miller-Arthur M. Freedman Professor of Finance and Economics  
Chairperson, Finance Department**

**PhD, University of Minnesota, 1968; BA, Purdue University, 1964**

### **Research Areas**

Information and uncertainty in economics; financial market equilibrium; managerial incentives

## **Dana Kiku**

[kiku@wharton.upenn.edu](mailto:kiku@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kiku.html>

<http://finance.wharton.upenn.edu/~kiku/>

**Assistant Professor of Finance**

**PhD, Duke University, expected Spring 2007**

### **Research Areas**

Asset pricing; applied time-series econometrics

### **Current Projects**

Long-run risks and equity returns; Time-diversification and asset allocation

## **John R. Kimberly**

[kimberly@wharton.upenn.edu](mailto:kimberly@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kimberly.html>

**Henry Bower Professor of Entrepreneurial Studies; Professor of Management, Health Care Systems, and Sociology**

**Executive Director, Wharton/INSEAD Alliance**

**PhD, Cornell University, 1970; MS, Cornell University, 1967; BA, Yale University, 1964**

### **Research Areas**

Organizational design; organizational change; institutional creation; health policy; managerial innovation

### **Current Projects**

Innovation across national borders. Competition and collaboration among health care organizations in local markets. Organizational identity and its consequences. Structure and mobility of managerial elites. Competition and change in business education. The business of addiction treatment.

## **Steven O. Kimbrough**

[kimbrough@wharton.upenn.edu](mailto:kimbrough@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kimbrous.html>

**Professor of Operations and Information Management**

**PhD, University of Wisconsin, 1982; MS, University of Wisconsin, 1981; BA, University of Wisconsin, 1973**

**Research Areas**

Decision support systems; electronic commerce; artificial intelligence and computational rationality; logic modeling; evolutionary computation (including genetic algorithms and genetic programming)

**Current Projects**

Knowledge-based decision support systems, U.S. Coast Guard; Intelligent filtering and retrieval of multi-media information, The Historic New Orleans Collection; Computational modeling of intelligent adaptation, The University of Pennsylvania Research Foundation.

**Katherine J. Klein**

[KleinK@wharton.upenn.edu](mailto:KleinK@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/klein.html>

<http://www-management.wharton.upenn.edu/klein/>

**Edward H. Bowman Professor; Professor of Management**

**PhD, University of Texas, 1984; BA, Yale University**

**Research Areas**

Multilevel organizational theory and research; organizational psychology; team composition, leadership, and effectiveness; organizational innovation processes

**Current Projects**

Shock trauma research project: Team leadership, team performance, and individual learning in a dynamic setting; Team composition, team leadership, and team social networks over time; Stock options and employee attitudes.

**Paul R. Kleindorfer**

[kleindorfer@wharton.upenn.edu](mailto:kleindorfer@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kleindop.html>

**Anheuser-Busch Professor Emeritus of Management Science at Wharton; Professor Emeritus of Operations and Information Management**

**PhD, Carnegie Mellon University, 1970; BS, U.S. Naval Academy, 1961**

**Research Areas**

Pricing and capacity policies for capital-intensive industries; regulation in network industries; risk management and environmental policy

### **Current Projects**

Managing disruption risk in global supply chains, Network-based competencies and strategies, Liberalization of postal markets in the EU; catastrophe insurance and mitigation in the OECD.

### **Stephen J. Kobrin**

[kobrins@wharton.upenn.edu](mailto:kobrins@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kobrins.html>

<http://www-management.wharton.upenn.edu/kobrin/>

**William H. Wurster Professor of Multinational Management**

Director, [The Joseph H. Lauder Institute of Management & International Studies](#)

PhD, University of Michigan, 1975; MBA, University of Pennsylvania, 1961; BMgtE, Rensselaer Polytechnic Institute, 1960

### **Research Areas**

International political economy; globalization; , global strategy, impact of the information revolution

### **Current Projects**

Liberalization of FDI policy in developing countries; globalization, multinationals and human rights, global governance.

### **Abba M. Krieger**

[krieger@wharton.upenn.edu](mailto:krieger@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/krieger.html>

**Robert Steinberg Professor; Professor of Statistics and Operations Research, Operations and Information Management, and Marketing**

**Chairperson, Statistics Department**

PhD, Harvard University, 1974; MS, Harvard University, 1973; BS, MS, Massachusetts Institute of Technology, 1972

### **Research Areas**

Bootstrap; grouped data; density estimation; observational studies; applied probability; worst case analysis of heuristics; complex sample surveys; applications in the law, operations management and marketing

### **Current Projects**

Developing new statistical methodology with applications for real-world problems. Recent study undertaken, sponsored by AARP, to help frame health care legislation.

## **Howard Kunreuther**

[kunreuther@wharton.upenn.edu](mailto:kunreuther@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/kunreuth.html>

**Cecilia Yen Koo Professor; Professor of Decision Sciences and Business and Public Policy**

**Co-Director, [Risk Management and Decision Processes Center](#)**

**PhD, Massachusetts Institute of Technology, 1965; AB, Bates College, 1959**

### **Research Areas**

Decision processes; insurance; low-probability events and decision making; managerial economics; operations management; regulation; risk assessment

### **Current Projects**

Current research projects are associated with ways that society can deal more effectively with problems of managing catastrophic risks. Also concerned with how insurance can be utilized to deal with natural hazards and environmental risk more effectively through a better understanding of the concepts of insurability and interdependent security.

## L

### **Richard A. Lambert**

[lambertr@wharton.upenn.edu](mailto:lambertr@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lambert.html>

**Miller-Sherrerd Professor; Professor of Accounting**

**PhD, Stanford University, 1982; MS, Stanford University, 1980; BEE, Georgia Institute of Technology, 1977**

#### **Research Areas**

Theoretical and empirical research in performance measurement; incentive compensation plans; cost analysis; financial reporting

#### **Current Projects**

Valuation, granting, and incentive effects of employee stock option plans; Information and the cost of capital.

### **Marguerite Lane**

[pblane@wharton.upenn.edu](mailto:pblane@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lane.html>

**Adjunct Associate Professor of Accounting**

**Deputy Vice Dean, Wharton Graduate Division**

**PhD, Northwestern University, 1995; BBA, Texas Christian University, 1985**

#### **Research Areas**

Accrual management; regulated industries, particularly financial institutions

#### **Current Projects**

Examination of firms' use of accounting accruals to effect regulation and investor perceptions.

### **William S. Laufer**

[lauferw@wharton.upenn.edu](mailto:lauferw@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lauferw.html>

**Professor of Legal Studies and Business Ethics, Sociology, and Criminology**  
**Director, [Carol and Lawrence Zicklin Center for Business Ethics Research](#)**  
**Chairperson, Department of Criminology, School of Arts and Sciences**

**PhD, Rutgers University, 1987; JD, Northeastern University School of Law, 1983; BA, The Johns Hopkins University, 1979**

**Research Areas**

Corporate criminal law; corporate ethics; law and psychology; criminology

**Current Projects**

Exploring a theoretical foundation for the corporate criminal law and corporate social control.

**Chris P. Lee**

[cpclee@wharton.upenn.edu](mailto:cpclee@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/leec.html>

**Assistant Professor of Operations and Information Management**

**PhD, Stanford University, 2006; MS, Stanford University, 2003; BCom (Hon.), University of British Columbia, 2000**

**Research Areas**

Operations and policy modeling for healthcare; models and algorithms for web search and Internet traffic; computation- and data-intensive models for operations management; machine learning and computational pattern discovery

**Current Projects**

Incorporating computer models, algorithms and clinical evidence into medical decision-making; cost-effectiveness analysis of medical interventions; society's willingness-to-pay for medicine and related policy issues; machine learning algorithms for functional and survival data.

**Thomas Y. Lee**

[thomas.lee@wharton.upenn.edu](mailto:thomas.lee@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lee.html>

<http://opim.wharton.upenn.edu/~thomasyl/>

**Assistant Professor of Operations and Information Management**

**PhD, Massachusetts Institute of Technology, 2002; SM, Massachusetts Institute of Technology, 1994; BS, Stanford University, 1992; BA, Stanford University, 1992**

**Research Areas**

Databases; database integration; semi-structured data management; information extraction, information flow in the value-chain; intellectual property policy

**Jean Lemaire**

[lemaire@wharton.upenn.edu](mailto:lemaire@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lemaire.html>

**The Julian Aresty Professor; Professor of Insurance and Actuarial Science**

PhD, Free University of Brussels, 1973; MS, Free University of Brussels, 1972; Certificate of Operations Research, Free University of Brussels, 1972; MS, Free University of Brussels, 1969; Agregation de l'enseignement moyen de degre superieur, Free University of Brussels, 1969

**Research Areas**

Evaluation of adverse selection in insurance markets due to genetic testing; the impact of firearm deaths on life expectancies in the United States; merit-rating systems in automobile insurance

**Current Projects**

Create an index of development of insurance markets in emerging countries; compare merit-rating systems in force in Asia.

**Daniel A. Levinthal**

[Levinthal@wharton.upenn.edu](mailto:Levinthal@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/levinthd.html>

**Reginald H. Jones Professor of Corporate Management; Professor of Management  
Chairperson, Management Department**

PhD, Stanford University, 1985; BA, Harvard University, 1979

**Research Areas**

Industry evolution; organizational learning; technological competition

**Karen K. Lewis**

[lewisk@wharton.upenn.edu](mailto:lewisk@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lewisk.html>

<http://finance.wharton.upenn.edu/~lewisk>

**Joseph and Ida Sondheimer Professor in International Economics and Finance**  
Co-Director, [Weiss Center for International Financial Research](#)

PhD, University of Chicago, 1985; MA, University of Chicago, 1982; BA, University of Oklahoma, 1979

**Research Areas**

International financial markets; monetary economics

**Peter D. Linneman**

[linnemap@wharton.upenn.edu](mailto:linnemap@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/linneman.html>

<http://www.linnemanassociates.com/>

**Albert Sussman Professor of Real Estate; Professor of Finance and Business and Public Policy**

PhD, University of Chicago, 1977; MA, University of Chicago, 1976; AB, Ashland College, 1973

**Research Areas**

Real estate finance and strategy; mergers and acquisitions

**Current Projects**

Examining the commercial property markets; the evolution of real estate securities markets; corporate real estate usage; international real estate investments

**Leonard M. Lodish**

[lodish@wharton.upenn.edu](mailto:lodish@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lodishl.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=15>

**Samuel R. Harrell Professor; Professor of Marketing**

Vice Dean, Wharton West; Senior Director, Global Consulting Practicum

PhD, Massachusetts Institute of Technology, 1968; AB, Kenyon College, 1965

**Research Areas**

Marketing decision support systems; marketing experimentation; entrepreneurial marketing; expert systems in marketing; sales force decision support; marketing resource allocation; promotion and advertising decision support

**Current Projects**

Using store scanner to estimate attribute importances & marketing mix impacts; command and control systems for marketing mix planning and execution.

**Mark Low**

[lowm@wharton.upenn.edu](mailto:lowm@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/lowm.html>

**Professor of Statistics**

**PhD, Cornell University, 1989; ScB, Brown University, 1983**

**Research Areas**

Statistical inference; nonparametric function estimation; decision theory

## M

### **John Paul MacDuffie**

[macduffie@wharton.upenn.edu](mailto:macduffie@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/macduffj.html>

**Associate Professor of Management**

**PhD, Massachusetts Institute of Technology, 1991; BA, Harvard University, 1977**

#### **Research Areas**

Flexible/lean production systems; organizational learning and knowledge transfer; modularity and "build-to-order"; managing organizational and technological change; collaborative design and production; international comparative human resource strategies; the changing employment contract

### **A. Craig MacKinlay**

[acmack@wharton.upenn.edu](mailto:acmack@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/mackinlc.html>

**Joseph P. Wargrove Professor of Finance**

**PhD, University of Chicago, 1985; MBA, University of Chicago, 1983; MBA, University of Western Ontario, 1980; BS, University of Western Ontario, 1978**

#### **Research Areas**

Asset pricing models; stock market behavior; market microstructure; behavior of futures prices; econometric modeling

#### **Current Projects**

Portfolio selection. Intertemporal relation of credit risk and bond ratings. Execution of limit orders.

### **Ian C. MacMillan**

[macmilli@wharton.upenn.edu](mailto:macmilli@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/macmilli.html>

**The Dhirubhai Ambani Professor of Innovation and Entrepreneurship; Professor of Management**

Director, [Sol C. Snider Entrepreneurial Research Center](#)

DBA, University of South Africa, 1975; MBA (cum laude), University of South Africa, 1972; BS, University of Witwatersrand, 1963

**Research Areas**

Organizational competence; new venture management; entrepreneurship; strategic management

**Current Projects**

Technology strategy, rapid growth firms, societal wealth enterprising.

**Richard Marston**

[marstonr@wharton.upenn.edu](mailto:marstonr@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/marstonr.html>

<http://finance.wharton.upenn.edu/~marstonr/>

**James R.F. Guy Professor of Finance; Professor of Economics**

Director, [Weiss Center for International Financial Research](#)

PhD, Massachusetts Institute of Technology, 1972; BPhil, University of Oxford, 1968; AB, Yale University, 1966

**Research Areas**

International investments; international asset pricing; foreign exchange risk management

**Current Projects**

International asset pricing, exchange rate exposure of firms

**Andrea M. Matwyszyn**

[amatwys@wharton.upenn.edu](mailto:amatwys@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/matwyszyn.html>

<http://lgst.wharton.upenn.edu/amatwys/>

**Assistant Professor of Legal Studies and Business Ethics**

PhD, Northwestern University, 2004; JD, Northwestern University, 1999; Doctoral Certificate, Northwestern University 1999; MA, Northwestern University, 1996; BA, Northwestern University, 1996

**Research Areas**

Corporate information security and risk management; information technology regulation and policy, contracts

**Current Projects**

Transformation in the corporate form and its relationship to the information technology revolution and data vulnerability; Legal strategies for combating information crime

**Ann E. Mayer**

[mayera@wharton.upenn.edu](mailto:mayera@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/mayera.html>

<http://lgst.wharton.upenn.edu/mayera/>

**Associate Professor of Legal Studies and Business Ethics**

PhD, University of Michigan, 1978; Certificate, School of Oriental and African Studies, University of London, 1977; JD, University of Pennsylvania, 1975; MA, University of Michigan, 1966; BA, University of Michigan, 1964

**Research Areas**

Middle Eastern law; international human rights law; human rights and globalization; women's international human rights; law and international business; comparative constitutional law

**Current Projects**

Problems of human rights universality; human rights and globalization; recent developments affecting human rights and constitutionalism in the Middle East.

**Jon David McAuliffe**

[mcjon@wharton.upenn.edu](mailto:mcjon@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/mcauliffe.html>

<http://stat.wharton.upenn.edu/~mcjon>

**Assistant Professor of Statistics**

PhD, University of California, Berkeley, 2005; MS, Harvard University, 1995; BA, Harvard University, 1995

**Research Areas**

Comparative genomics; methods for bioinformatics; nonparametric inference; statistical computing

**Current Projects**

Analysis of the relationship between phylogenetic tree structure and the power to detect

evolutionary conservation. Implications for choosing species to sequence. Efforts to synthesize phylogenetic substitution models and hidden Markov models of biological function: multi-species gene finding, multi-species cis-regulatory module detection. Smooth nonparametric empirical Bayes for Dirichlet process mixture models.

### **Gerald A. McDermott**

[mcdermott@wharton.upenn.edu](mailto:mcdermott@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/mcdermott.html>

<http://www-management.wharton.upenn.edu/mcdermott/>

**Assistant Professor of Management**

**PhD, Massachusetts Institute of Technology, 1998; BA, Middlebury College, 1988**

#### **Research Areas**

Institutions; networks; governance; emerging markets

#### **Current Projects**

Work has focused on problems of institutional and organizational learning in the formation of meso-level, public-private governance institutions in emerging market and post-socialist economies, particularly regarding alliances, network assets, and restructuring. Currently extending analytical framework to examine the impact of domestic financial and industrial institutions on foreign investment strategies in high value-added sectors in Latin America and East-Central Europe.

### **Andrew Metrick**

[metrick@wharton.upenn.edu](mailto:metrick@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/metrick.html>

<http://finance.wharton.upenn.edu/~metrick/>

**Associate Professor of Finance**

**PhD, Harvard University, 1994; BA, Yale University, 1989**

#### **Research Areas**

Venture capital; corporate governance; decision-making under uncertainty

### **Marshall W. Meyer**

[meyer@wharton.upenn.edu](mailto:meyer@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/meyer.html>

**Richard A. Sapp Professor; Professor of Management and Sociology**

**PhD, University of Chicago, 1967; MA, University of Chicago, 1965; AB, Columbia University, 1964**

**Research Areas**

Management in China; measurement of organizational performance; organizational design; organizational change

**Current Projects**

State-owned enterprise reform in China; internationalization of Chinese firms; technology and knowledge transfer in Chinese high-tech industrial parks.

**Robert Meyer**

[meyerr@wharton.upenn.edu](mailto:meyerr@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/meyerr.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=28>

**Gayfryd Steinberg Professor; Professor of Marketing**

**Chairperson, Marketing Department**

**Co-Director, [Risk Management and Decision Processes Center](#)**

**PhD, University of Iowa, 1979; MS, Florida State University, 1976; BS, Florida State University, 1974**

**Research Areas**

Consumer decision analysis; sales response modeling; decision making under uncertainty; dynamic decision making; behavioral game theory

**Current Projects**

Currently involved in a two-year interdisciplinary project to study the optimality of competitive new technology adoption decisions by firms. The work integrates research streams in operations management and behavioral science.

**Olivia S. Mitchell**

[mitchelo@wharton.upenn.edu](mailto:mitchelo@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/mitchelo.html>

<http://rider.wharton.upenn.edu/~mitchelo/OSMsf1401.pdf>

**International Foundation of Employee Benefit Plans Professor; Professor of Insurance and Risk Management and Business and Public Policy**

**Executive Director, [Pension Research Council](#); Director, [Boettner Center for Pensions and Retirement Research](#)**

**PhD, University of Wisconsin-Madison, 1978; MA, University of Wisconsin-Madison, 1976; BA, Harvard University, 1974**

**Research Areas**

Economics of public and private pensions; international private and social insurance; employee benefits and compensation; risk and crisis management; health/retirement analysis and policy; labor economics and public finance

**Current Projects**

Global social security and pension reform; retirement, wealth, and health; annuities and health insurance.

**Jennifer S. Mueller**

[jennm@wharton.upenn.edu](mailto:jennm@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/mueller.html>

**Assistant Professor of Management**

**PhD, Brandeis University, 2002**

**Research Areas**

Interpersonal relationships in organizations; creativity and innovation; team dynamics; emotions at work

**Current Projects**

Some of the questions I am currently examining in my research are: Do big or small groups perform better and why? (e.g. problems with coordination, motivation, or relationships). How do employee relationships influence the selection of creative ideas in innovative contexts? What is the relationship between positive mood and creativity in organizations? When does conflict among team members harm or help performance? How does emotional intelligence influence positive negotiation outcomes? When do envious employees harm others – and how?

**David K. Musto**

[musto@wharton.upenn.edu](mailto:musto@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/musto.html>

<http://finance.wharton.upenn.edu/~musto/>

**Associate Professor of Finance**

**PhD, University of Chicago, 1995; BA, Yale University, 1987**

**Research Areas**

Financial intermediation; consumer credit; capital markets

**Current Projects**

Economics of mutual funds; portfolio risk of consumer credit; predatory lending; shareholder voting.

## N

### **Serguei Netessine**

[netessine@wharton.upenn.edu](mailto:netessine@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/netessine.html>

<http://www.netessine.com/>

**Associate Professor of Operations and Information Management**

**PhD, University of Rochester, 2001; MS, University of Rochester, 2000; MS, Moscow State Institute of Electronic Engineering, Russia, 1995; BS, Moscow State Institute of Electronic Engineering, Russia, 1993**

#### **Research Areas**

Supply chain management; retailing; revenue management; decentralized decision making, incentives

#### **Recent Consulting**

Performance based logistics (Lockheed Martin), Retail store execution (Procter and Gamble, Gillette)

#### **Current Projects**

Supplier bankruptcy in the automotive industry, best practices in retail store execution.

### **Philip M. Nichols**

[nicholsp@wharton.upenn.edu](mailto:nicholsp@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/nicholsp.html>

<http://lgst.wharton.upenn.edu/nicholsp/>

**Associate Professor of Legal Studies and Business Ethics**

**JD, Duke University, 1988; LLM, Duke University, 1988; AB, Harvard University, 1982**

#### **Research Areas**

International trade and investment; emerging economies

#### **Current Projects**

Developing materials for the use of corporate codes in controlling corruption; developing business-lead initiatives to combat corruption.

## **Gregory Nini**

[greg30@wharton.upenn.edu](mailto:greg30@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/nini.html>

**Assistant Professor of Insurance and Risk Management**

**PhD, University of Pennsylvania, Wharton School, 2002; BA, Swarthmore College, 1994**

### **Research Areas**

Contract theory, financial intermediation, applied econometrics

### **Current Projects**

Testing contract theory in insurance markets, the role of debt contracts in corporate financial and investment decisions, the costs and benefits of securitization.



## **Mary A. O'Sullivan**

[mosulliv@wharton.upenn.edu](mailto:mosulliv@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/osullivan.html>

<http://www-management.wharton.upenn.edu/osullivan/>

### **Associate Professor of Management**

Phd, Harvard University, 1996; MBA, Harvard University, 1992; B. Comm., University College Dublin, 1988

### **Research Areas**

Corporate governance; comparative economic systems; globalization

### **Current Projects**

Major programme of research on the relationship between financial institutions and the corporate economy across countries and over time. Results will form the basis for a book, tentatively titled *Money In, Money Out: Financial Systems and Economic Change across Nations, Industries and Firms*.

## **Eric W. Orts**

[ortse@wharton.upenn.edu](mailto:ortse@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/ortse.html>

<http://lgst.wharton.upenn.edu/ortse/>

Guardsmark Professor; Professor of Legal Studies and Business Ethics and Management Director, [Environmental Management Program](#)

JSD, Columbia University, 1994; JD, University of Michigan, 1988; MA, New School for Social Research, 1985; BA, Oberlin College, 1982

### **Research Areas**

Corporate and securities law; corporate governance; environmental law and policy

### **Current Projects**

A social theory of the business enterprise; informational regulation of the environment in the digital age (with Paul Kleindorfer).

## P

### **Howard Pack**

[packh@wharton.upenn.edu](mailto:packh@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/packh.html>

**Professor of Business and Public Policy, Economics, and Management**

**PhD, Massachusetts Institute of Technology, 1964; BBA, The City College of New York, 1959**

#### **Research Areas**

Industrial development; Asian and Arab Economies, productivity; industrial policy; competitiveness; foreign aid; technology transfer

#### **Current Projects**

Evaluation of the impact of government economic intervention in selected Asian countries.  
Productivity in African manufacturing.

### **Janet Rothenberg Pack**

[packj@wharton.upenn.edu](mailto:packj@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/packj.html>

**Professor of Business and Public Policy and Real Estate**

**PhD, University of California, Berkeley, 1965; MA, University of California, Berkeley, 1963; BBA, City College/CUNY, 1959**

#### **Research Areas**

Fiscal federalism and intergovernmental relations; political economy of economic policy; urban and regional economic development; foreign aid; privatization

#### **Current Projects**

Private governments in urban America - a study of the increasing role of the private sector in providing services traditionally the responsibility of local governments. Changes in Urban Development: Differences among regions and across decades.

### **Stavros Panageas**

[panageas@wharton.upenn.edu](mailto:panageas@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/panageas.html>  
<http://finance.wharton.upenn.edu/~panageas/>

**Assistant Professor of Finance**

**PhD, Massachusetts Institute of Technology, 2005; University of St. Gallen (lic.oec.), 1997**

**Research Areas**

Asset pricing and macroeconomics; international economics

**Current Projects**

Technological growth and asset prices; Bubbles and investment; Robust retirement systems; The incentive effects of explicit and implicit options.

**Mark V. Pauly**

[pauly@wharton.upenn.edu](mailto:pauly@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/pauly.html>

**Bendheim Professor; Professor of Health Care Systems, Business and Public Policy, Insurance and Risk Management, and Economics**

**PhD, University of Virginia, 1967; MA, University of Delaware, 1965; AB, Xavier University, 1963**

**Research Areas**

Medical economics; health policy; health insurance; other insurance; public finance/public choice; regulation

**Current Projects**

Analysis of health reform; conceptual foundations for cost-benefit analysis of drugs; incentives in managed care.

**Johannes M. Pennings**

[pennings@wharton.upenn.edu](mailto:pennings@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/pennings.html>

<http://www-management.wharton.upenn.edu/pennings/>

**Marie and Joseph Melone Professor of Management**

**PhD, University of Michigan, 1973; MA, University of Leiden, 1968; BA, University of Utrecht, 1965**

**Research Areas**

Innovation and evolutionary theory; technological trajectories; human and social capital as sources of competitive advantage

**Current Projects**

Competitive dynamics among firms due to movements of their members. Breakthrough innovations in the tennis racket industry. Product architecture and firm modularity. Technological innovations in the imaging sector.

**Georgette Chapman Phillips**

[poing@wharton.upenn.edu](mailto:poing@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/phillips.html>

<http://real.wharton.upenn.edu/~poing/>

**David B. Ford Professor of Real Estate; Professor of Legal Studies and Law  
Vice Dean, Wharton Undergraduate Division**

**JD, Harvard University, 1985; AB, Bryn Mawr College, 1981**

**Research Areas**

Real estate law; urban and regional planning; housing

**Devin G. Pope**

[dpope@wharton.upenn.edu](mailto:dpope@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/pope.html>

<http://opimweb.wharton.upenn.edu/people/faculty.cfm?id=155>

**Assistant Professor of Operations and Information Management**

**PhD, University of California, Berkeley, 2007; BA, Brigham Young University, 2002**

**Research Areas**

Behavioral economics; labor economics; consumer decision making

**Current Projects**

Current research involves identifying the impact of the internet on matching markets, understanding college-choice decisions, and exploring the gender gap in test scores.

## R

### **Daniel M.G. Raff**

[raff@wharton.upenn.edu](mailto:raff@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/raffd.html>

**Associate Professor of Management**

PhD, Massachusetts Institute of Technology, 1987; BPhil, Oxford University, 1978; MPA, Princeton University, 1976; BA, New College, 1973

#### **Research Areas**

Business history and strategy

#### **Current Projects**

Automobile manufacturing, banking, and retailing; competitive strategy in cyclical downturns; the diffusion of new methods in manufacturing and distribution.

### **Jagmohan S. Raju**

[rajuj@wharton.upenn.edu](mailto:rajuj@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/rajuj.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=11>

**Joseph J. Aresty Professor; Professor of Marketing**

PhD, Stanford University, 1988; MA, Stanford University, 1988; MS, Stanford University, 1987; MBA, Indian Institute of Management, Ahmedabad, 1982; BTech, Indian Institute of Technology, Delhi, 1976

#### **Research Areas**

Pricing; retailing; Salesforce Compensation; Strategic Alliances

#### **Current Projects**

Implementing category management practice, effective use of private labels, understanding internet affiliate programs, and coordinating multiple distribution channels

### **Krishna Ramaswamy**

[krishna@wharton.upenn.edu](mailto:krishna@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/ramaswak.html>

**Edward Hopkinson, Jr. Professor of Investment Banking; Professor of Finance**

**PhD, Stanford University, 1978; MBA, Duke University, 1973; BTech, Indian Institute of Technology, Kharagpur, India, 1971**

**Research Areas**

Investment management in equity and bond markets; options and futures

**Current Projects**

Testing an important model describing the relation between interest rates and maturities with Treasury Bill data. Similar tests with alternative models and data are under development.

**Evan Rawley**

[rawley@wharton.upenn.edu](mailto:rawley@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/rawley.html>

<http://www-management.wharton.upenn.edu/rawley/>

**Assistant Professor of Management**

**PhD, University of California, Berkeley, 2007; MBA, University of Chicago, 1988; BA, Michigan State University, 1993**

**Research Areas**

Organizational economics; learning, firm performance, technology

**Current Projects**

Diversification, Adjustment Costs and Competitive Advantage: Evidence from Microdata; Horizontal Diversification and Vertical Contracting: Firm Scope and Asset Ownership in Taxi Fleets; Mobile Information Technology, Firm Organization and Performance; Diversification and Distraction: Evidence from Hedge Funds; Learning and Performance: A Natural Experiment in Liver Transplants

**Americus Reed II**

[amreed@wharton.upenn.edu](mailto:amreed@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/reed.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=27>

**Associate Professor of Marketing**

**PhD, University of Florida, 2000; MS, Georgia State University, 1995; MS, Georgia State University, 1994; BA, Georgia State University, 1992**

**Research Areas**

Consumer attitude generation and recruitment; effects of social identity on consumer decisions; impact of social influence mechanisms and brand preference; impression management and self-presentational behavior; social identity and group dynamics: inter-group and intra-group conflict processes

**Current Projects**

How social influence, the self concept, social identification, values, attitudes and judgements interact in shaping purchase decisions and consumer behavior. The research focus is at the "molar" (rather than "molecular") level of human functioning and strongly reflects the impact of both the immediate context and the continuity of a person's life.

**David J. Reibstein**

[reibstein@wharton.upenn.edu](mailto:reibstein@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/reibsted.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=17>

**William Stewart Woodside Professor; Professor of Marketing**

**PhD, Purdue University, 1975; BA, University of Kansas, 1971; BS, University of Kansas, 1971**

**Research Areas**

Marketing metrics, competitive marketing strategies; market segmentation; product variety; brand equity

**Current Projects**

Marketing Metrics: Developing company dashboards: Understanding the value of marketing spending; Competitive marketing strategies. Under what conditions will our competitors react to marketing actions we take? Can we anticipate this reaction and use that in our strategizing, what action should be taken? Simulation of competitive strategies; Product breadth: As new products are introduced should they be under the same brand name? What is the appropriate breadth of your product line?

**Michael R. Roberts**

[mrrobert@wharton.upenn.edu](mailto:mrrobert@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/roberts.html>

<http://finance.wharton.upenn.edu/~mrrobert>

**Assistant Professor of Finance**

**PhD, University of California at Berkeley, 2001; MA, University of California at Berkeley, 2001; BA, University of California at San Diego, 1992**

**Research Areas**

Corporate investment and financial policies, applied econometrics

**Current Projects**

The link between debt contracting and corporate investment, how credit ratings impact corporate investment and financial policies, the dividend policies of publicly- and privately-held firms.

**Thomas S. Robertson**

[robertson@wharton.upenn.edu](mailto:robertson@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/robertson.html>

**Reliance Professor of Management and Private Enterprise; Professor of Marketing and Management**

**Dean, The Wharton School**

**PhD, Northwestern University, 1966; MA, Northwestern University, 1966; BA, Wayne State University, 1963**

**Research Areas**

Marketing strategy and competitive behavior; diffusion of innovation; market signaling and competitive defense

**Paul R. Rosenbaum**

[rosenbap@wharton.upenn.edu](mailto:rosenbap@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/rosenbap.html>

<http://www-stat.wharton.upenn.edu/~rosenbap/index.html>

**Robert G. Putzel Professor; Professor of Statistics**

**PhD, Harvard University, 1980; AM, Harvard University, 1978; BA, Hampshire College, 1977**

**Research Areas**

Observational studies; discrete data; biostatistics; psychometrics; quality design

**Jerry S. Rosenbloom**

[rosenblj@wharton.upenn.edu](mailto:rosenblj@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/rosenblj.html>

**Frederick H. Ecker Professor Emeritus of Insurance and Risk Management  
Academic Director, Certified Employee Benefit Specialist (CEBS) Program**

**PhD, University of Pennsylvania, 1965; MA, University of Pennsylvania, 1964; BS, Temple University, 1961**

**Research Areas**

Employee benefits; financial planning; financial services industry; risk and risk management; international risk and risk management; international employee benefits

**Lori Rosenkopf**

[rosenkopf@wharton.upenn.edu](mailto:rosenkopf@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/rosenkol.html>

<http://www-management.wharton.upenn.edu/rosenkopf/>

**Associate Professor of Management**

**PhD, Columbia University, 1994; MS, Stanford University, 1986; BS, Cornell University, 1984**

**Research Areas**

Technological and organizational evolution; innovation diffusion; learning in interorganizational networks

**Current Projects**

Understanding how networks of technical professionals and firms shape technological evolution; Evaluating the strategic value of alliances and hiring from competitors for knowledge acquisition in the semiconductor industry; tracking connections between technical committee activity, director/officer interlocks and alliances in the cellular industry; exploring how and when social capital of individuals accrues to firms.

**Arnold J. Rosoff**

[rosoffa@wharton.upenn.edu](mailto:rosoffa@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/rosoffa.html>

<http://lgst.wharton.upenn.edu/rosoffa/personalpage.htm>

**Professor of Legal Studies and Business Ethics and Health Care Systems  
Senior Fellow, Leonard Davis Institute of Health Economics**

**CLU, American College of Life Underwriters, 1973; JD, Columbia University, 1968; BS, University of Pennsylvania, 1965**

**Research Areas**

Health care law; legal, business and ethical aspects of health care; legal and regulatory controls on health care cost and quality; patients' rights, especially "informed consent" issues; Pharmacy benefits management; Private and governmental financing of health care; legal implications of clinical practice guidelines; antitrust in health care; comparative health care systems, especially Japan and U.S.

**Current Projects**

Changing structures and functions of pharmacy benefits managers; legal implications of new costs containment directions in health care, with emphasis on patient consent issues and the use of clinical practice guidelines; comparative health care law and policy, especially comparing the U.S. with Asian nations, principally Japan and Korea

**Nancy P. Rothbard**

[nrothbard@wharton.upenn.edu](mailto:nrothbard@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/rothbard.html>

<http://www-management.wharton.upenn.edu/rothbard/>

**Assistant Professor of Management**

PhD, University of Michigan, 1998; AB, Brown University, 1990

**Research Areas**

Work motivation and engagement; emotion and identity; work-life and career development

**Nikolai Roussanov**

[nroussan@wharton.upenn.edu](mailto:nroussan@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/roussanov.html>

<http://finance.wharton.upenn.edu/~nroussan/>

**Assistant Professor of Finance**

PhD, University of Chicago, expected 2008; AB, Harvard University, 2001

**Research Areas**

Asset pricing; household finance; macroeconomics; econometrics.

**Current Projects**

Portfolio choice; risk sharing; consumer behavior; entrepreneurship; cross-section of stock returns; econometrics of asset pricing models.

## S

### **Albert Saiz**

[saiz@wharton.upenn.edu](mailto:saiz@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/saiz.html>

<http://real.wharton.upenn.edu/~saiz>

**Assistant Professor of Real Estate**

**PhD, Harvard University, 2002; BA, Universitat Autònoma de Barcelona, 1995**

#### **Research Areas**

Real estate economics; urban economic development; local public finance

#### **Current Projects**

Immigration and housing markets; regulation and real estate markets; the elasticity of housing supply; the location decisions of immigrants; the political economy of assemblies; the financial returns to bilingualism.

### **Pavel Savor**

[psavor@wharton.upenn.edu](mailto:psavor@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/savor.html>

**Assistant Professor of Finance**

**PhD, Harvard University, 2006; MA, Harvard University, 2004; MA, Yale University, 1999; BA, Yale University, 1999**

#### **Research Areas**

Empirical corporate finance; empirical asset pricing; behavioral finance

#### **Current Projects**

Studying the impact of market-timing on corporate decision-making. Determining how information (or lack thereof) affects post-event returns. Analyzing the relationship between past losses and current trading activity.

### **Catherine M. Schrand**

[schrand@wharton.upenn.edu](mailto:schrand@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/schrandc.html>  
<http://credit.wharton.upenn.edu/faculty/schrand/webpage.html>

**Associate Professor of Accounting**

PhD, University of Chicago, 1994; MBA, University of Chicago, 1994; BBA, University of Michigan, 1985

**Research Areas**

Accounting for derivatives; effects of accounting rules on firm behavior; accounting disclosures

**Katja Seim**

[kseim@wharton.upenn.edu](mailto:kseim@wharton.upenn.edu)  
<http://www.wharton.upenn.edu/faculty/seim.html>  
<http://bpp.wharton.upenn.edu/kseim>

**Assistant Professor of Business and Public Policy**

PhD, Yale University, 2001; BA, Franklin & Marshall College, 1995

**Research Areas**

Applied microeconomics; industrial organization, entry; nonlinear pricing; information goods

**Current Projects**

Analysis of firms' decisions to introduce and place new products relative to competition, research on the effect of entry and consolidation among wireless service providers on pricing strategies in the industry, study on price discrimination and consumer choice.

**Maurice E. Schweitzer**

[Schweitzer@wharton.upenn.edu](mailto:Schweitzer@wharton.upenn.edu)  
<http://www.wharton.upenn.edu/faculty/schweitzer.html>  
<http://opim.wharton.upenn.edu/~schweitz/>

**Associate Professor of Operations and Information Management**

PhD, University of Pennsylvania, 1993; MA, University of Pennsylvania, 1991; BA, University of California, 1989

**Research Areas**

Deception and trust; negotiations; behavioral decision research

**Current Projects**

The influence of emotions on trust; Trust recovery; Envy and unethical behavior

**Paul Shaman**

[shaman@wharton.upenn.edu](mailto:shaman@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/shaman.html>

**Professor of Statistics**

PhD, Columbia University, 1966; MA, Columbia University, 1964; AB, Dartmouth College, 1961

**Research Areas**

Time series analysis; missing data problems; nonlinear modeling; Bayesian estimation; biostatistics; inversion of Toeplitz matrices

**Current Projects**

Current research deals with bias in time series estimation problems and higher-order spectral properties of nonlinear time series models, especially bilinear models.

**G. Richard Shell**

[shellric@wharton.upenn.edu](mailto:shellric@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/shellric.html>

<http://lgst.wharton.upenn.edu/shellric/>

**Thomas Gerrity Professor; Professor of Legal Studies and Business Ethics and Management**

JD, University of Virginia, 1981; BA, Princeton University, 1971

**Research Areas**

Negotiation, power and influence in organizations; the psychology of success; commercial arbitration; contracts; legal and political aspects of competitive strategy

**Current Projects**

Researching a book tentatively titled *The Success Seminar: Defining and Achieving Success in Business and Everyday Life*.

**Kenneth L. Shropshire**

[shrop@wharton.upenn.edu](mailto:shrop@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/shropshk.html>  
<http://www.kennethshropshire.com/>

**David W. Hauck Professor; Professor of Legal Studies and Business Ethics  
Director, [Wharton Sports Business Initiative](#)**

**JD, Columbia University School of Law, 1980; AB, Stanford University, 1977**

**Research Areas**

The sports industry; sports law; contracts; antitrust; negotiation and dispute resolution

**Current Projects**

Negotiation lessons from sports for business; Educating professional athletes

**Jeremy J. Siegel**

[siegel@wharton.upenn.edu](mailto:siegel@wharton.upenn.edu)  
<http://www.wharton.upenn.edu/faculty/siegel.html>  
<http://www.jeremysiegel.com/>

**Russell E. Palmer Professor of Finance**

**PhD, Massachusetts Institute of Technology, 1971; BA, Columbia University, 1967**

**Research Areas**

Macroeconomics; financial markets, long-run asset returns; demographics

**Nicolaj Siggelkow**

[siggelkow@wharton.upenn.edu](mailto:siggelkow@wharton.upenn.edu)  
<http://www.wharton.upenn.edu/faculty/siggelkow.html>  
<http://www-management.wharton.upenn.edu/siggelkow/>

**Associate Professor of Management**

**PhD, Harvard University, 1998; MA, Harvard University, 1997; BA, Stanford University, 1993**

**Research Areas**

Competitive strategy; evolution of fit; firms as systems of interconnected choices

**Current Projects**

Studying the effects of focus on performance and growth in the mutual fund industry; longitudinal

studies of firms' strategies and growth trajectories; organizational design for interdependent decision problems

## **Gustav Sigurdsson**

[gustav@wharton.upenn.edu](mailto:gustav@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/sigurdsson.html>

**Assistant Professor of Finance**

**BSc, University of Iceland, 2001; PhD, Princeton University, 2007**

### **Research Areas**

Corporate finance, game theory

### **Current Projects**

The use of auctions in bankruptcy reorganizations, auctions as incentive mechanisms.

## **Uri Simonsohn**

[uws@wharton.upenn.edu](mailto:uws@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/simonsohn.html>

<http://dp.wharton.upenn.edu/>

**Assistant Professor of Operations and Information Management**

**PhD, Carnegie Mellon University, 2003; BA, Pontificia Universidad Católica de Chile**

### **Research Areas**

Behavioral economics; judgment and decision making; psychology of preferences; experimental economics and consumer behavior

### **Current Projects**

Ongoing research: The impact of previous experiences in the shaping of preferences, seller strategy in on-line auctions, the influence of personal experience on empathy.

## **Todd Sinai**

[sinai@wharton.upenn.edu](mailto:sinai@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/sinai.html>

<http://rider.wharton.upenn.edu/~sinai/>

**Associate Professor of Real Estate**

**PhD, Massachusetts Institute of Technology, 1997; BA, Yale University, 1992**

**Research Areas**

Risk and pricing in housing markets; taxation of real estate and capital gains; commercial real estate and real estate investment trusts; air traffic delays; real estate and public economics

**Current Projects**

How households respond to housing risk; house price bubbles; “superstar” cities; why airlines do not report accurate flight times

**Harbir Singh**

[singhh@wharton.upenn.edu](mailto:singhh@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/singh.html>

**The Mack Professor; Professor of Management  
Acting Chairperson, Management Department  
Co-Director, Mack Center for Technological Innovation**

**PhD, University of Michigan, 1984; MBA, Indian Institute of Management, Ahmedabad, 1978; BTech, Indian Institute of Technology, Delhi, 1975**

**Research Areas**

Strategies for corporate acquisitions; Corporate governance; joint ventures; management buyouts; corporate restructuring

**Jitendra V. Singh**

[singhj@wharton.upenn.edu](mailto:singhj@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/singhj.html>

**Saul P. Steinberg Professor of Management**

**PhD, Stanford University, 1983; MA, Stanford University, 1982; MBA, Indian Institute of Management, Ahmedabad India, 1975; BS, Lucknow University, India, 1972**

**Research Areas**

Business Process Outsourcing; Developing Firm Capabilities; Organizational Evolution; Organizational Change

**Current Projects**

Business process outsourcing, Custom software pricing, Simulation models of organizational processes.

## **Deborah Small**

[deborahs@wharton.upenn.edu](mailto:deborahs@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/smalld.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=25>

**Assistant Professor of Marketing and Psychology**

**PhD, Carnegie Mellon University , 2004; BA, University of Pennsylvania, 1999**

### **Research Areas**

Judgment and decision making; emotion; sympathy biases and charitable giving; consumer behavior; gender

### **Current Projects**

Friends of Victims: Sympathy Transference and Prosocial Behavior" (with Uri Simonsohn); "The Face of Need: Emotion Expression on Charity Advertisements" (with Nicole Verrochi); "Reference-Dependent Sympathy."

## **Dylan Small**

[dsmall@wharton.upenn.edu](mailto:dsmall@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/small.html>

<http://www-stat.wharton.upenn.edu/~dsmall/>

**Assistant Professor of Statistics**

**PhD, Stanford University, 2002; BA, Harvard University, 1997**

### **Research Areas**

Longitudinal data analysis; instrumental variables regression; statistical methods for applications to problems in economics, medicine and psychology

### **Current Projects**

Methods for combining overidentification test and sensitivity analysis for instrumental variables regression; methods for instrument and model selection in instrumental variables regression; methods for analyzing randomized trials with longitudinal data and non-adherence.

## **Kent Smetters**

[smetters@wharton.upenn.edu](mailto:smetters@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/smetters.html>

<http://irm.wharton.upenn.edu/smetters.htm>

**Associate Professor of Insurance and Risk Management**

**PhD, Harvard University, 1995; MA, Harvard University, 1992; BS, Ohio State University, 1990**

**Research Areas**

Social insurance programs; incomplete markets; annuity markets; tax reform; pricing government guarantees

**Nicholas S. Souleles**

[souleles@wharton.upenn.edu](mailto:souleles@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/souleles.html>

<http://finance.wharton.upenn.edu/~souleles/>

**Associate Professor of Finance**

**PhD, Massachusetts Institute of Technology, 1995; BA, University of Oxford, 1991; BSE, Princeton University, 1988**

**Research Areas**

Applied econometrics, finance, and macroeconomics; household consumption, saving/borrowing, and investments

**Current Projects**

Consumer credit: bankruptcy and default, credit cards, securitization and portfolio analysis. Housing and rental markets. Household portfolio choice: transactions costs and hedging motives; online financial services. Physician income and practice behavior. The relationship of household consumption and saving to income: the effects of credit constraints, taxes and college tuition; the role of consumer confidence.

**Robert F. Stambaugh**

[stambaugh@wharton.upenn.edu](mailto:stambaugh@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/stambaur.html>

<http://finance.wharton.upenn.edu/~stambaug/>

**Ronald O. Perelman Professor of Finance**

**PhD, University of Chicago, 1981; MBA, University of Chicago, 1976; AB, Dickinson College, 1974**

**Research Areas**

Asset pricing; portfolio theory; econometrics

**Current Projects**

Predictive systems; Bayesian methods; mutual funds; hedge funds

## **J. Michael Steele**

[steele@wharton.upenn.edu](mailto:steele@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/steele.html>

<http://www-stat.wharton.upenn.edu/~steele/>

**C.F. Koo Professor; Professor of Statistics and Operations and Information Management**

**PhD, Stanford University, 1975; BA, Cornell University, 1971**

### **Research Areas**

Applications of probability; statistical modeling; mathematical finance; modeling of price processes

### **Current Projects**

Empirical and theoretical investigation of price processes

## **Betsey Stevenson**

[betseys@wharton.upenn.edu](mailto:betseys@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/stevenson.html>

<http://bpp.wharton.upenn.edu/betseys>

**Assistant Professor of Business and Public Policy**

**PhD, Harvard University, 2001; AM, Harvard University, 1999; BA, Wellesley College, 1993**

### **Research Areas**

Labor economics; internet; technology; law and economics; applied microeconomics

### **Current Projects**

Title IX and female sports participation, Internet job search and worker flows, Divorce law and investment in marriage

## **Robert A. Stine**

[stine@wharton.upenn.edu](mailto:stine@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/stine.html>

<http://www-stat.wharton.upenn.edu/~stine/>

**Professor of Statistics**

**PhD, Princeton University, 1982; MA, Princeton University, 1979; BS, University of South Carolina, 1977**

**Research Areas**

Credit scoring; model selection; pattern recognition and classification; statistical computing and graphics; time series analysis and forecasting

**Current Projects**

Use of spatial patterns in modeling credit defaults; auction strategies for selecting predictive factors in statistical models; models for the convenience yield of commodities.

**Jonathan R. Stroud**

[stroud@wharton.upenn.edu](mailto:stroud@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/stroud.html>

<http://www-stat.wharton.upenn.edu/~stroud>

**Assistant Professor of Statistics**

**PhD, Duke University, 1999; MS, Duke University, 1996; BA, Boston University, 1994**

**Research Areas**

Bayesian statistics; financial econometrics; stochastic volatility; spatial and spatio-temporal modeling.

**Current Projects**

Dynamic portfolio selection; sequential parameter estimation; hydrodynamic modeling and satellite data assimilation.

**Alan Strudler**

[strudler@wharton.upenn.edu](mailto:strudler@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/alanstr.html>

**Associate Professor of Legal Studies and Business Ethics**

Director, [Wharton Ethics Program](#)

**JD, University of Arizona, 1985; PhD, University of Arizona, 1983**

**Research Areas**

Ethics; moral issues in finance; corporate responsibility; moral reasoning in different cultures

**Current Projects**

Deception; law and ethics of insider trading; rational commitment in decision-making.

## T

### **Christian Terwiesch**

[terwiesch@wharton.upenn.edu](mailto:terwiesch@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/terwiesch.html>

<http://opim.wharton.upenn.edu/~terwiesch/>

**Associate Professor of Operations and Information Management**

**PhD, INSEAD, 1997; Masters in Business and Information Technology, University of Mannheim, Germany, 1993**

#### **Research Areas**

Information sharing in teams and in supply chains; managing the R&D portfolio; project management; product customization; business processes design

#### **Current Projects**

Capacity planning in product development; user design and product customization; process improvement in healthcare

### **Louis A. Thomas**

[thomas@wharton.upenn.edu](mailto:thomas@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/thomas.html>

**Associate Professor of Management**

**PhD, Harvard University, 1992; AM, Harvard University, 1990; BA, Yale University, 1986**

#### **Research Areas**

Industrial organization economics; game theory; competitive strategy

#### **Current Projects**

Radical and incremental innovation in the computer disk drive industry. Product location choice in a differentiated product market.

### **Mikhail Traskin**

[mtraskin@wharton.upenn.edu](mailto:mtraskin@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/traskin.html>

### **Assistant Professor of Statistics**

**Phd, University of California, Berkeley, 2007; MSc, Nizhny Novgorod State University, Russia, 2000; BSc, Nizhny Novgorod State University, Russia, 1998**

#### **Research Areas**

Statistical learning theory, machine learning, model selection, multitask learning, prediction with expert advice.

#### **Current Projects**

Random forests.

### **Irem Tuna**

[tunaai@wharton.upenn.edu](mailto:tunaai@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/tuna.html>

<http://accounting.wharton.upenn.edu/faculty/tunaai/>

### **Assistant Professor of Accounting**

**PhD, University of Michigan 2003; MAS, University of Illinois at Urbana-Champaign, 1997; BS, Middle East Technical University, 1995**

#### **Research Areas**

Firm valuation; earnings management; accounting and corporate governance; disclosure; accounting and contracting

### **William C. Tyson**

[tysonw@wharton.upenn.edu](mailto:tysonw@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/tysonw.html>

### **Associate Professor of Legal Studies and Business Ethics, Accounting, Management, and Law**

**JD, Harvard University, 1970; AB, Princeton University, 1967**

#### **Research Areas**

Securities regulation; taxation; real estate financing and development; corporation law; international business transactions; Soviet law

#### **Current Projects**

Insider trading

## U

### **Karl T. Ulrich**

[ulrich@wharton.upenn.edu](mailto:ulrich@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/ulrich.html>

<http://opim.wharton.upenn.edu/~ulrich/>

**CIBC Professor; Professor of Operations and Information Management  
Chairperson, Operations and Information Management Department**

**ScD, Massachusetts Institute of Technology, 1988; SM, Massachusetts Institute of  
Technology, 1985; SB, Massachusetts Institute of Technology, 1984**

#### **Research Areas**

Innovation; product design and development; entrepreneurship

#### **Current Projects**

Managing innovation pipelines; opportunity identification; collaboration tools for innovation

### **Michael Useem**

[useem@wharton.upenn.edu](mailto:useem@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/useem.html>

[http://leadership.wharton.upenn.edu/l\\_change/Useem\\_biosketch.shtml](http://leadership.wharton.upenn.edu/l_change/Useem_biosketch.shtml)

**The William and Jacalyn Egan Professor; Professor of Management  
Director, [Center for Leadership and Change Management](#)**

**PhD, Harvard University, 1970; MA, Harvard University, 1966; BS, University of Michigan,  
1964**

#### **Research Areas**

Leadership, decision making, and governance; corporate change and restructuring

#### **Current Projects**

Decision making in leadership; leadership development; Indian leadership and governance;  
global leadership; leading organizational change and restructuring; leadership during periods of  
challenge, stress, and uncertainty; lateral and upward leadership.

## V

### **Christophe Van den Bulte**

[vdbulte@wharton.upenn.edu](mailto:vdbulte@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/vanden.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=24>

#### **Associate Professor of Marketing**

**PhD, Pennsylvania State University, 1998; MA, University of Antwerp, Belgium, 1991; BA, University of Antwerp, Belgium, 1988**

#### **Research Areas**

New product diffusion; social networks; industrial marketing

#### **Current Projects**

The impact of social network position and social contagion on new drug adoption by physicians. Social contagion and marketing effects across unobserved stages of the new product adoption process. The drivers of diffusion speed at early versus late points in the new product diffusion process. Analyzing variations in the speed at which best practices get shared within organizations.

### **Skander Van den Heuvel**

[vdheuvel@wharton.upenn.edu](mailto:vdheuvel@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/vandenheuvel.html>

<http://finance.wharton.upenn.edu/~vdheuvel/>

#### **Assistant Professor of Finance**

**PhD, Yale University, 2001; M.Phil, Yale University, 1997; MA, Yale University, 1995; Drs, University of Groningen, Netherlands, 1994**

#### **Research Areas**

Macroeconomics; financial economics; banking and monetary economics

#### **Current Projects**

Effect of monetary policy on bank in the presence of capital adequacy regulations. Welfare cost of bank capital requirements.

## **Senthil Veeraraghavan**

[senthilv@wharton.upenn.edu](mailto:senthilv@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/veeraraghavan.html>

<http://opim-sky.wharton.upenn.edu/~senthilv/>

**Assistant Professor of Operations and Information Management**

**PhD, Carnegie Mellon University, 2004**

### **Research Areas**

Stochastic modeling of inventory systems; supply sourcing and delivery choices; supply chain management; capacity planning for services

## **Robert E. Verrecchia**

[verrecchia@wharton.upenn.edu](mailto:verrecchia@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/verreccr.html>

**Elizabeth F. Putzel Professor; Professor of Accounting**

**PhD, Stanford University, 1976; MS, University of North Carolina at Chapel Hill, 1972; ScB, Brown University, 1970**

### **Research Areas**

Financial accounting; information economics; discretionary disclosure

## W

### **Jessica A. Wachter**

[jwachter@wharton.upenn.edu](mailto:jwachter@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/wachterj.html>

<http://finance.wharton.upenn.edu/~jwachter>

**Assistant Professor of Finance**

**Phd, Harvard University, 2000; AB, Harvard College, 1996**

#### **Research Areas**

Asset pricing; financial econometric; portfolio choice

#### **Current Projects**

General equilibrium models of stocks and bonds; Mutual fund performance evaluation; Optimal portfolio choice under parameter uncertainty.

### **Susan M. Wachter**

[wachter@wharton.upenn.edu](mailto:wachter@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/wachter.html>

**Richard B. Worley Professor of Financial Management; Professor of Real Estate, Finance and City and Regional Planning**

**PhD, Boston College, 1974; BA, Harvard College, 1965**

#### **Research Areas**

Real estate economics; urban economics; housing finance

#### **Current Projects**

Modeling default and delinquency; tenure choice and homeownership affordability; real estate price index methodologies; modeling neighborhood change

### **Joel Waldfogel**

[waldfogj@wharton.upenn.edu](mailto:waldfogj@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/waldfogel.html>

<http://bpp.wharton.upenn.edu/waldfogj/>

**Joel S. Ehrenkranz Family Professor; Professor of Business and Public Policy  
Chairperson, Business and Public Policy Department**

**PhD, Stanford University, 1990; BA, Brandeis University, 1984**

**Research Areas**

Industrial organization; law and economics; public economics; economics of media industries

**Current Projects**

Distributional effects in product markets; local media markets: race, localism, and political participation; intellectual property piracy; information intermediaries and competition in online markets.

**Keith Weigelt**

[weigelt@wharton.upenn.edu](mailto:weigelt@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/weigelt.html>

**Rebecca and Morris Marks Professor; Professor of Management**

**PhD, Northwestern University, 1986; MBA, Michigan State University, 1975; BS, Michigan State University, 1973**

**Research Areas**

Game theory; compensation; experimental economics; economics of sports; eastern thought; corporate strategy; microfinancing

**Kevin Werbach**

[werbach@wharton.upenn.edu](mailto:werbach@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/werbach.html>

<http://werbach.com/>

**Assistant Professor of Legal Studies and Business Ethics**

**JD, Harvard University, 1994; BA, University of California at Berkeley, 1991**

**Research Areas**

Emerging internet technologies; telecommunications policy; electronic commerce; wireless communication; regulation

**Current Projects**

Layered models for Internet and communications policy; Implementation of wireless spectrum commons; Legal implications of pervasive networked sensors; Conference on decentralization in software, communications, and media.

## **Matthew White**

[mawhite@wharton.upenn.edu](mailto:mawhite@wharton.upenn.edu)

[http://www.wharton.upenn.edu/faculty/acad\\_depts/bpubdept.cfm](http://www.wharton.upenn.edu/faculty/acad_depts/bpubdept.cfm)

<http://bpub.wharton.upenn.edu/mawhite/>

**Class of 1965 Wharton Term Assistant Professor of Business and Public Policy**

**PhD, University of California, Berkeley, 1995; MA, University of California, Berkeley, 1994**

### **Research Areas**

Applied econometrics; microeconomics; market regulation and organization

### **Current Projects**

Analysis of electricity deregulation, market designs, and demand behavior; Empirical models of price discrimination and consumer choice.

## **Patricia Williams**

[pattiw@wharton.upenn.edu](mailto:pattiw@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/williams.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=21>

**Associate Professor of Marketing**

**PhD, University of California, 1999; MBA, University of California, 1993; BA, Stanford University, 1989**

### **Research Areas**

Emotions, consumer memory, persuasion, and cross-cultural comparisons

### **Current Projects**

"Reflections of Reality: Mixed Emotions and Perceptions of Verisimilitude," (with Jennifer Aaker); "Layered Not Stirred: Negative Mixing for Emotional Intensity," (with Kirsten Grasshoff); "The Moderating Influence of Product Category Type and Time Horizons on Responses to Emotional Advertising Appeals," (with Aimee Drolet)

## **Yoram (Jerry) Wind**

[windj@wharton.upenn.edu](mailto:windj@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/windj.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=19>

**The Lauder Professor; Professor of Marketing**  
Director, [SEI Center for Advanced Studies in Management](#); Academic Director, The Wharton Fellows Program; Editor, [Wharton School Publishing](#)

PhD, Stanford University, 1966; MA, The Hebrew University Jerusalem, 1963; BSocSc, The Hebrew University Jerusalem, 1961

**Research Areas**

Marketing strategy; new product and business development; global marketing strategy; marketing-driven corporate strategy; growth strategies

**Current Projects**

Toward a New Theory of the Firm; Competing in a Flat World; The Future of Advertising; Managing Creative People; Innovative Growth strategies.

**Sidney G. Winter**

[winter@wharton.upenn.edu](mailto:winter@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/winters.html>

**Deloitte and Touche Professor of Management**

Co-Director, [Reginald H. Jones Center for Management Policy, Strategy, and Organization](#)

PhD, Yale University, 1964; MA, Yale University, 1957; BA, Swarthmore College, 1956

**Research Areas**

Firm capabilities; technological change; competitive advantage

**Regina Wittenberg-Moerman**

[rwittenb@wharton.upenn.edu](mailto:rwittenb@wharton.upenn.edu)

[http://www.wharton.upenn.edu/faculty/wittenberg\\_moerman.html](http://www.wharton.upenn.edu/faculty/wittenberg_moerman.html)

**Assistant Professor of Accounting**

PhD, The University of Chicago, Graduate School of Business, 2006; MBA, The University of Chicago, Graduate School of Business, 2006; BA, The Hebrew University of Jerusalem, 1996.

**Research Areas**

Financial reporting quality; financial contracting and information asymmetry; financial intermediation, economic growth and financial reporting

**Current Projects**

"The Role of Information Asymmetry and Financial Reporting Quality in Debt Contracting:

Evidence from the Secondary Loan Market.” 2006; “The Impact of Information Asymmetry on Debt Pricing and Maturity.” 2006.

## **Justin Wolfers**

[jwolfers@wharton.upenn.edu](mailto:jwolfers@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/wolfers.html>

<http://bpp.wharton.upenn.edu/jwolfers>

**Assistant Professor of Business and Public Policy**

**PhD, Harvard University, 2001; AM, Harvard University, 2000; B.Ec, University of Sydney, 1994**

### **Research Areas**

Labor economics; macroeconomics; social policy; behavioral economics; political economy; law and economics

### **Current Projects**

Uses and limitations of prediction markets; Happiness trends; Economic consequences of elections; Election forecasting; Measuring discrimination; Empirical analysis of the law.

## **Grace Wong**

[wongg@wharton.upenn.edu](mailto:wongg@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/wong.html>

<http://real.wharton.upenn.edu/~wongg>

**Assistant Professor of Real Estate**

**PhD, Princeton University, 2004; MSc, London School of Economics, 2000; BSc, London School of Economics, 1999**

### **Research Areas**

Applied microeconomics; real estate economics; Asian housing markets; living conditions and health.

### **Current Projects**

The microeconomics of housing bubbles; impact of environmental improvements on housing prices; housing prices and extreme events; housing design and health.

## Y

### **Valery Yakubovich**

[valeryy@wharton.upenn.edu](mailto:valeryy@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/yakubovich.html>

**Associate Professor of Management**

**PhD, Stanford University, 2001; MA, University of Warwick, 1994; MS, Moscow University, 1985**

#### **Research Areas**

Labor markets; virtual organizations; social networks; post-socialist economies

#### **Current Projects**

Motivation, performance, and learning in firms characterized by arm's-length employment relationships; the impact of organizational hierarchies and cliques on performance in post-socialist firms.

### **Amir Yaron**

[aron@wharton.upenn.edu](mailto:aron@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/yaron.html>

<http://savage.wharton.upenn.edu/>

**Associate Professor of Finance**

**PhD, University of Chicago, 1994; MA, University of Chicago, 1991; MA, Tel-Aviv University, 1988; BA, Tel-Aviv University, 1985**

#### **Research Areas**

Asset Pricing; Macroeconomics; International Finance; Econometrics

#### **Current Projects**

Asset returns and long run risks, Incomplete markets and the distribution of income and returns, Financing frictions and asset pricing.

### **Ayako Yasuda**

[yasuda@wharton.upenn.edu](mailto:yasuda@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/yasuda.html>  
<http://ayakoyasuda.com/>

**Assistant Professor of Finance**

**PhD, Stanford University, 2001; BA, Stanford University, 1993**

**Research Areas**

Economics of financial intermediation, particularly investment banking, commercial banking, and venture capital/private equity; corporate finance

**Current Projects**

Economics of private equity funds; Reputation as incentive device in sell-side research; Changing roles of banks

**Bilge Yilmaz**

[yilmaz@wharton.upenn.edu](mailto:yilmaz@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/yilmaz.html>

<http://finance.wharton.upenn.edu/~yilmaz/>

**Assistant Professor of Finance**

**PhD, Princeton University, 2000; MA, Princeton University, 1994; BS, Bogazici University, 1991; BS, Bogazici University, 1991**

**Research Areas**

Corporate finance; political finance; microstructure of financial markets; game theory

**Current Projects**

Corporate governance; capital structure under asymmetric information; security design; auction theory

**Motohiro Yogo**

[yogo@wharton.upenn.edu](mailto:yogo@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/yogo.html>

<http://finance.wharton.upenn.edu/~yogo/>

**Assistant Professor of Finance**

**PhD, Harvard University, 2004; AB, Princeton University, 2000**

**Research Areas**

Asset pricing; econometrics

**Current Projects**

Understanding the relationship between cash flow and expected stock returns. Explaining household consumption and portfolio choice.

## Z

### **Gal Zauber**

[zauber@wharton.upenn.edu](mailto:zauber@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/zauber.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=55>

**Associate Professor of Marketing**

**PhD, Duke University, 2000; BA, The University of North Carolina, Chapel Hill, 1994**

#### **Research Areas**

Consumer behavior; judgment and decision-making; time and decisions; experiences over time; memory and choice

#### **Current Projects**

Malkoc, Selin, Gal Zauber, and James R. Bettman: It Is in the Mindset! The Effect of Processing Specificity on Consumer Impatience. Zauber, Gal, James R. Bettman, Selin Malkoc, and B. Kyu Kim: Time Horizon Neglect: Prospective Duration Insensitivity in Intertemporal Choice. Zauber, Gal, Rebecca K. Ratner, and B. Kyu Kim: Strategic Memory Protection in Choice over Time.

### **Z. John Zhang**

[zjzhang@wharton.upenn.edu](mailto:zjzhang@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/zhang.html>

<http://marketing.wharton.upenn.edu/people/faculty.cfm?id=10>

**Professor of Marketing**

**PhD, University of Michigan, 1994; PhD, MA, University of Pennsylvania, 1989; BA, Huazhong University of Science and Technology, Hubei, China, 1982**

#### **Research Areas**

Pricing; targeted pricing strategies; retail management; competitive strategies

#### **Current Projects**

Benefit of behavior-based targeted pricing with strategic consumers (with Y. Chen); Targeted pricing and channel management (with Y. Liu); Coordinating a dominant retailer channel (with J. Raju); Demand collection systems: competitive implications (with Y. Chen).

## **Yu-Sheng Zheng**

[zheng@wharton.upenn.edu](mailto:zheng@wharton.upenn.edu)

<http://www.wharton.upenn.edu/faculty/zheng.html>

**Professor of Operations and Information Management**

**PhD, Columbia University, 1987; M.Phil, Columbia University, 1987; MA, Columbia University, 1985; MS, Zhejiang University, 1981; BS, Fudan University, 1968**

### **Research Areas**

Operations management; inventory control; production planning; supply chain coordination; stochastic models; management science

### **Current Projects**

Stock positioning in multi-echelon service parts inventory systems; components inventory management; supply chain coordination and incentive issues; Supervising MBA students interested in Asian business.