ABHIJEET GHOSHAL
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EDUCATION

The University of Texas at Dallas, Richardson, TX — August 2011
Doctoral Studies in Management Information Systems, PhD

Indian Institute of Technology, BHU, Varanasi, India — 2002
Bachelor of Technology in Mechanical Engineering

ACADEMIC APPOINTMENT

Visiting Assistant Professor
University of Minnesota, Minneapolis, MN — 2011 – to date

AREAS OF INTEREST

Research: Recommendation and Personalization Systems, Knowledge Management, e-Commerce
Teaching: Business Intelligence, Business Analytics, Visual Basic, Java, Database Management Systems, Introduction to Management Information Systems

METHODOLOGIES OF INTEREST

Game Theory, Deterministic Models in Operations Research, Optimal Control Theory, Regression Analysis, Simulation

RESEARCH PAPERS

"Association Rules for Recommendations with Multiple Items", under review (3rd round) in *INFORMS Journal on Computing*, co-authored with Sumit Sarkar.

"Recommendations Using Information from Multiple Association Rules: A Probabilistic Approach", under review in *Management Science*, co-authored with Syam Menon and Sumit Sarkar.

"The Profit Impact of Recommender Systems: A Competitive Analysis", under review at *Management Information Systems – Quarterly*, co-authored with Subodha Kumar and Vijay Mookerjee.

"Economic Impact of Recommender Systems on Firms and Customers", Manuscript under preparation, co-authored with Vijay Mookerjee and Sumit Sarkar.

"A Framework for Personalized Sponsored Search", work in progress, co-authored with Pelin Atahan, Syam Menon and Sumit Sarkar.

"Optimal Resource Allocation of Shared Resources among Call Center Services and Knowledge Management Tasks", work in progress, co-authored with Alok Gupta and Mani Subramani.

"An Empirical Study of Factors Affecting Knowledge Management System Usage", work in progress, co-authored with Alok Gupta and Mani Subramani.

TEACHING EXPERIENCE

Instructor - University of Minnesota, Minneapolis

- **IDSC 6421**: Financial Information Systems and Technologies.
  A master's level elective taught with full responsibility.
  Spring 2012 - Evaluation: 4.77/6.00.
- **IDSC 3102** – Intermediate Programming
  An undergraduate required course for Programming in Visual Basic taught with full responsibility
  Fall 2011 - Evaluation: 3.61/6.00, Spring 2012 - Evaluation: 4.38/6.00
  Fall 2012 - Ongoing.
- **IDSC 4204W**: Information Services Management
  An undergraduate writing intensive required course taught with full responsibility
  Fall 2011 - Evaluation: 4.30/6.00
  Fall 2012 - Ongoing.

Instructor - The University of Texas at Dallas

- **BA4318** - Programming in Visual Basic
  An undergraduate business elective taught with full responsibility
  Summer 2009 - Evaluation: 3.3/5.0.
- **BA3351**: Introduction to Management Information Systems
  An undergraduate business core taught with full responsibility
  Spring 2010 - Evaluation: 4.1/5.0.

Teaching Assistant - The University of Texas at Dallas

- Graduate courses: Database Management System, Information Technology and MIS Fundamentals, Programming in Java.
- Undergraduate courses: Introduction to Management Information Systems, Database Management System.

PAPERS IN REFEREED CONFERENCES

Allocating Shared Resources Optimally for Call Center Operations and Knowledge Management Activities. A. Ghoshal, A. Gupta, M. Subramani. *International Conference on Information Systems (ICIS) 2012*, December 16-19, 2012, Orlando, Florida, *forthcoming*.

Sponsored Search: The Sum is Larger than its Parts. A. Ghoshal, S. Menon, S. Sarkar and P. Atahan. *Fourteenth Annual Workshop on Information Technologies and Systems*, 2011, Charlotte, North Carolina.

Locking Effects of Recommender Systems: Impact of Data Sharing. A. Ghoshal, S. Kumar, V. Mookerjee. *Proceedings of the Twentieth Annual Workshop on Information Technologies and Systems*, Ray Patterson and Erik Rolland Eds., December 11-12, 2010, St. Louis, Missouri.

Recommendations Using Information from Multiple Association Rules. A. Ghoshal, S. Menon and S. Sarkar. *Proceedings of the Nineteenth Annual Workshop on Information Technologies and Systems*, Vijay Khatri and Huimin Zhao, Eds., December 14-15, 2009, Phoenix, Arizona, pp 13-18.

Do Recommender Systems Always Benefit Firms by Reducing Consumer Search Effort? A. Ghoshal, V. Mookerjee, S. Sarkar. *Proceedings of International Conference on Information Systems (ICIS) 2009*, December 15-18, 2009, Phoenix, Arizona.

Mining Association Rules with Disjunctions in Consequents. A. Ghoshal, S.Sarkar. *Proceedings of the Conference on Information Systems and Technology 2008, Washington DC*, Anand Gopal, Syam Menon, Siva Viswanathan, Eds., October 11-12, 2008, Washington DC.

CONFERENCE PRESENTATIONS: REFEREED

Recommendations Using Information from Multiple Association Rules. A. Ghoshal, S. Menon and S. Sarkar. *4th International Conference on Design Science Research in Information Systems and Technology*, Bala Ramesh and Jan Pries-Heje, Eds., May 7-8, 2009, Philadelphia, Pennsylvania.

OTHER CONFERENCE PRESENTATIONS

Allocating Shared Resources Optimally for Call Center Operations and Knowledge Management Activities. A. Ghoshal, A. Gupta, M. Subramani. *INFORMS* 2012 Annual Meeting, October 14-17, 2012, Phoenix, Arizona, *forthcoming*.

Locking Effects of Recommender Systems: A Competitive Analysis. A. Ghoshal, S. Kumar, V. Mookerjee. *INFORMS 2011 Annual Meeting*, November 13-16, 2011, Charlotte, North Carolina.

A Framework for Personalized Sponsored Search. A. Ghoshal, S. Menon, S. Sarkar, P. Atahan. *INFORMS* 2011 Annual Meeting, November 13-16, 2011, Charlotte, North Carolina.

Mining Association Rules with Disjunctions in Consequents. A. Ghoshal, S.Sarkar. *INFORMS 2009 Annual Meeting*, October 11-14, 2009, San-Diego, California.

Recommendations Using Information from Multiple Association Rules. A. Ghoshal, S. Menon and S. Sarkar. *Seventh Annual Big XII+ MIS Research Symposium*, April 4-5, 2009, Lincoln, Nebraska.

RELEVANT COURSE WORK

Probability and Stochastic Processes
Stochastic Models in Operations Research
Game Theory
Data Analysis with SAS and GAUSS
Deterministic Models in Operations Research
Database Management System
Teaching and Writing Workshop
Probability and Statistics II
Advanced Managerial Economics
Introduction to Econometrics
Optimal Control Theory
Scheduling
Advanced Topics in Knowledge Management

Doctoral Seminars on:
Economics of IT security
Sponsored Search
Empirical Research Methods in IS
Continuous Optimization Methods in IS
Economics of Open Source paradigm
Recommender Systems
Discrete Optimization Methods in IS

PROFESSIONAL SERVICES

Reviewer for Journal

- Information Technology and Management
- Management Information Systems Quarterly

Reviewer for Conference

- Hawaii International Conference on System Sciences, January 2012 (HICSS-45)
- Hawaii International Conference on System Sciences, January 2011 (HICSS-44)
- Hawaii International Conference on System Sciences, January 2010 (HICSS-43)
- International Conference on Web Services, July 2009 (ICWS 2009)

Program Committee

- Workshop on Information Technologies and Systems, December 2010 (WITS 2010)
- Conference on Information Systems and Technologies, November 2011 (CIST 2011)
- Conference on Information Systems and Technologies, October 2012 (CIST 2012)

ASSOCIATIONS AND HONOURS

Member INFORMS, ISS, AIS.
Nominated and accepted for Big XII+ Doctoral Consortium, 2009.
Nominated and accepted for DESRIST Doctoral Consortium, 2009.

Nominated and accepted for ICIS Doctoral Consortium, 2010.

WORK EXPERIENCE

2002 – 2004 Employed at Tata Steel, India as Manager (Outsourcing).
2004 – 2006 Employed at Infosys Technologies Limited, India as Software Engineer

REFERENCES

Sumit Sarkar
Charles and Nancy Davidson Chair of Information Systems
Academic Director, ICDRiA
Jindal School of Management
The University of Texas at Dallas
Richardson, Texas 75080-3021
Email: sumit@utdallas.edu; Phone: (972)-883-6854

Vijay Mookerjee
Charles & Nancy Davidson Distinguished Professor of Information Systems
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Syam Menon
Associate Professor of Information Systems
Jindal School of Management
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Email: syam@utdallas.edu; Phone: (972)-883-4779

Alok Gupta
Chair (With Faculty Rank) (Information and Decision Sciences)
Carlson School Professor of Information & Decision Sciences
3-436 CarlSMgmt, Carlson School of Management,
321, 19th Avenue South,
Minneapolis, MN, 55455
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Mani Subramani
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