

CURRICULUM VITAE

Mohammad E. Nikoofal

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RESEARCH INTERESTS

Context: Homeland Security, Public-Private Partnership, Supply Chain Risk Management, OM-Finance Interface

Methodology: Game Theory, Mechanism Design, Robust Optimization

ACADEMIC/PROFESSIONAL EXPERIENCE

Ted Rogers School of Management

Assistant Professor, Global Management Studies, July 2016 – Present

Católica Lisbon School of Business & Economics

Assistant Professor, Supply Chain & Operations Management, September 2014 – July 2016

EDUCATIONAL BACKGROUND

McGill University, Montreal, QC

Ph.D., Operations Management (minor in economics), February 2015.

Thesis: Risk management under information asymmetry: applications in homeland security and supply disruption

Amirkabir University of Technology (Teheran Polytechnic), Tehran, Iran

M.Sc., Industrial Engineering, August 2006.

Isfahan University of Technology, Isfahan, Iran

B.S., Industrial Engineering, February 2004.

REFEREED JOURNAL PAPERS

- [J1] **Nikoofal, M. E.** and M. Gumus, (2017) Quality at the Source or Quality at the End? Managing Supplier's Quality under Information Asymmetry. <https://doi.org/10.1287/msom.2017.0652>
Manufacturing & Service Operations Management (FT top-50 Journal).
- [J2] **Nikoofal, M. E.** and Zhuang, J., (2015) On the Value of Secrecy and Exposure of Defense System: First-Mover Advantage vs. Robustness, 246 (1), 320 – 330, *European Journal of Operational Research*.
- a. Finalist at INFORMS Decision Analysis Society (DAS) 2013, Best Student Paper Award (among 6 finalists out of 34)
- [J3] **Nikoofal, M. E.** and M. Gumus, (2015) On the Value of Terrorist's Private Information in Government's Defensive Resource Allocation Problem, 47, 1 – 23, *IIE Transactions*.
- a. Winner of GERAD (Group for Research in Decision Analysis) Doctoral Student Award
- b. Featured Article in IE (Industrial Engineer) Magazine, May 2015, Volume 47, Number 5
- c. Finalist in Canadian Operational Research Society (CORS) 2012, Best Student Paper Award (Among 4 papers accepted)
- d. Media coverage: "Spending defence budgets the wrong way risks major damage from terrorist"

attacks”, URL: <http://www.sourcewire.com/news/85616/spendingdefence-budgets-the-wrong-way-risks-major-damage-from#.VMvkKl6fKVp>

- [J4] **Nikoofal, M. E.** and Zhuang, J. (2012), Robust Allocation of a Defensive Budget Considering an Attacker's Private Information, 32 (5): 930 – 943, *Risk Analysis*.
- [J5] **Nikoofal, M. E.** and Sadjadi, S. J. (2010), A robust optimization model for p-median problem with uncertain edge lengths. *The International Journal of Advanced Manufacturing Technology*, 50 (1-4), 391 – 397.
- [J6] **Nikoofal, M. E.** and Moattar Hussein, S. M. (2010), An inventory model with dependent returns and disposal cost, *International Journal of Industrial Engineering Computations*, 1 (1), 45 – 54.

PAPERS IN REVIEW/UNDER REVISION

- [J1] Ertekin, N, M. Gumus and **M. E. Nikoofal**, The Rise of Ship-to-Store: Theoretical and Empirical Analyses of Its Impact on Online Sales, under review.
- [J2] **Nikoofal, M. E.** and M. Gumus, Supply Diagnostic Incentives under Endogenous Information Asymmetry, under review.
- [J3] **Nikoofal, M. E.** and M. Pourakbar and M. Gumus, Public-Private Partnership to Enhance Containerized Supply Chain Security, under revision.

WORKING PAPERS

- [J4] M. E. Nikoofal, Contracting for Security: Public Incentives for Private Partnership, **status:** Model formulation, and analysis are done.
- [J5] M. Pourakbar, M. E. Nikoofal, Towards a Counterfeit-Proof Global Supply Chain, **status:** initial draft is ready.
- [J6] M. E. Nikoofal, M. Gumus, The Effect of Audit on Agency Costs: A Supply Chain Analysis.
- [J7] M. E. Nikoofal, S. Samiedaluie, M. Pourakbar and M. Gumus, Does Punishment work? On the Value of Manufacturer’s Commitment in Supplier’s Continuous Improvement.
- [J8] M. Pourakbar, M. E. Nikoofal, Combatting Counterfeiters in the Reverse Channel, status: analysis is done.
- [J9] Samiedaluie, S., M. E. Nikoofal, Verter, V., Emergency Medical Service Location Models: A Review, working paper, McGill University, 2010.

CONFERENCE PROCEEDINGS

- [J10] **Nikoofal, M. E.** and Mehmet Gumus. How To (and How Not To) Manage Supplier’s Process Improvement: Delegation, Incentives, or Audit. **M&SOM 2012**, *Conference Proceedings*, Columbia University, New York, 2012.
- [J11] **Nikoofal, M. E.** and M. Gumus, Supply Diagnostic Incentives in New Product Development, **M&SOM 2013**, *Conference Proceedings*, INSEAD, Paris, 2013.

TEACHING EXPERIENCE

Ted Rogers School of Management, Ryerson University

- Operations Management (GMS 401)
- Project Management (GMS 450)
- Manufacturing Management (GMS 805)

Católica Lisbon School of Business & Economics

- Operations Management, February 2015
Required course for M.Sc. program
- Supply Chain Management, April 2015, November 2015
Elective course for M.Sc. program
- Operations Management, February 2016
Required course for undergraduate program

Desautels Faculty of Management, McGill University

- *Instructor* [with Full Course Responsibility], Operations Management, Summer 2012
Required course for Bachelor of Commerce Program, Evaluation (4/5)
Teaching Assistant, Operations Management, Winter and Fall 2010, Winter 2011, 2012
Teaching Assistant, Quantitative Spreadsheet Modeling, Fall 2012

Iran Industrial Management Organization

- *Instructor* [with Full Course Responsibility], Introduction to Operations Research and Mathematical Modeling, Fall and Winter 2007 and 2008 (4 semesters)
Iran Industrial Management Organization, MBA program
- *Instructor* [with Full Course Responsibility], Production planning and Inventory Management, Fall and Winter 2008 (2 semesters)
Iran Industrial Management Organization, MBA program

I. HONORS AND AWARDS

- Public Safety Canada, Policy Development Contribution Program 2017 – 2019, Project: Designing Public Incentives for Private Partnership in Homeland Security, \$28,000. Role: **Principal Investigator**.
- Ryerson Social Sciences and Humanities Research Council Canada Institutional Grant 2017 – 2018, \$9,230. Role: **Principal Investigator**.
- SSHRC Insight Development Grant 2016, Project: Public-Private Partnership to Enhance Homeland Security, \$60,000\$. Role: **Co-applicant**.
- Finalist of the INFORMS Decision Analysis Society (DAS) Student Paper Award, 2013
- Finalist of the CORS (Canadian Operational Research Society) Student Paper Award, 2012
- GERAD (Group for Research in Decision Analysis), 6,500\$, 2011 Doctoral Student Financial Award
- Rathlyn Foundation PhD Fellowship, 6,500\$, 2013
- National Bank Financial Group Fellowship, 5,000\$, 2012
- McGill University PhD Fellowship, 2009

INVITED SEMINAR PRESENTATIONS

- [S1] Supply Diagnostic Incentives under Endogenous Information Asymmetry, Ted Rogers School of Management, Ryerson University, Toronto, Ontario, April 2016.
- [S2] Supply Diagnostic Incentives under Endogenous Information Asymmetry, Rotterdam School of Management, Erasmus University, Rotterdam, Netherland, September 2015.
- [S3] Value of Information in Contract Manufacturing, IESE Business School, Department of Managerial Decision Sciences, Barcelona, Spain, February 2014.
- [S4] Value of Information in Contract Manufacturing, Católica Lisbon School of Business and

Economics, Lisbon, Portugal, December 2013.

[S5] On the Value of Terrorist's Private Information in Government's Defensive Resource Allocation Problem CIPSS 2012 (Center for International Peace and Security Studies conference, University de Montreal, Canada, March 2012.

[S6] How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, Group for Research in Decision Analysis (GERAD), Montreal, Canada, May 2012.

CONFERENCE PRESENTATIONS¹

[C1] **Mohammad Nikoofal** and Mehmet Gumus. Supply Diagnostic Incentives in New Product Launch, 22nd EurOMA Conference, July 2015, Neuchatel, Switzerland.

[C2] **Mohammad Nikoofal** and Mehmet Gumus. The Value of Diagnostic Test in Contract Manufacturing under Supply Risk, Annual POMS Conference, May 2015, Washington, DC.

[C3] Morteza Pourakbar, **Mohammad Nikoofal**, Saied Samiedaluie, and Mehmet Gumus. Does Punishment Work? On the Value of Buyer's Commitment in Supplier's Dynamic Improvement, Annual INFORMS Conference, Nov 2014, San Francisco, CA.

[C4] **Mohammad Nikoofal** and Mehmet Gumus. Supply Diagnostic Incentives in New Product Launch, Annual INFORMS Conference, Nov 2014, San Francisco, CA.

[C5] **Mohammad Nikoofal** and Mehmet Gumus. The Value of Audit in Managing Supplier's Process Improvement, Annual INFORMS Conference, Nov 2014, San Francisco, CA.

[C6] **Mohammad Nikoofal** and Mehmet Gumus. The Value of Diagnostic Test in Contract Manufacturing under Supply Risk, Annual CORS Conference, May 2014, Ottawa, ON.

[C7] **Mohammad Nikoofal** and Mehmet Gumus. The Value of Diagnostic Test in Contract Manufacturing under Supply Risk, Annual POMS Conference, May 2014, Atlanta, GA.

[C8] **Mohammad Nikoofal** and Mehmet Gumus. Supply Diagnostic Incentives in New Product Launch, Annual INFORMS Conference, MSOM 2013 Conference, July 2013, INSEAD, Paris, France.

[C9] **Mohammad Nikoofal** and Mehmet Gumus. On the Value of Terrorist's Private Information in Government's Defensive Resource Allocation, Annual POMS Conference, May 2013, Denver, CO.

[C10] **Mohammad Nikoofal** and Mehmet Gumus. Supply Diagnostic Incentives in New Product Launch, Annual POMS Conference, May 2013, Denver, CO.

[C11] **Mohammad Nikoofal** and Mehmet Gumus. The Value of Audit in Managing Supplier's Process Improvement, Annual INFORMS Conference, Oct 2013, Minneapolis, MN.

[C12] **Mohammad Nikoofal** and Mehmet Gumus. Supply Diagnostic Incentives in New Product Development, Annual INFORMS Conference, Oct 2013, Minneapolis, MN.

[C13] **Mohammad Nikoofal** and Mehmet Gumus. How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, Annual INFORMS Conference, Oct 2012, Phoenix, AZ.

[C14] **Mohammad Nikoofal** and Mehmet Gumus, What would you know about the next terrorist attack? Target Information vs. Rationality of the Attacker, 2012 CORS/MOPGP International Joint Conference, June 2012, Niagara Falls, ON.

[C15] **Mohammad Nikoofal** and Mehmet Gumus, How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, 2012 CORS/MOPGP International Joint Conference, June 2012, Niagara Falls, ON.

[C16] **Mohammad Nikoofal** and Mehmet Gumus, How To (and How Not To) Manage Supplier's Process

¹ Presenter is underlined.

- Improvement: Delegation, Incentives, or Audit. **MSOM** 2012 Conference, June 2012, Columbia University, New York City, NY.
- [C17] **Mohammad Nikoofal** and Mehmet Gumus, How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, Annual **POMS** Conference, April 2012, Chicago, IL.
- [C18] **Mohammad Nikoofal** and Mehmet Gumus. What would you know about the next terrorist attack? Target Information vs. Rationality of the Attacker, Annual **INFORMS** Conference, Nov 2011, Charlotte, NC.
- [C19] **Mohammad Nikoofal** and Mehmet Gumus. How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, Annual **INFORMS** Conference, Nov 2011, Charlotte, NC.
- [C20] **Mohammad Nikoofal** and Mehmet Gumus. How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, The 7th **INTRIM** Conference, August 2011, Montreal.
- [C21] **Mohammad Nikoofal** and Jun Zhuang. On the Robustness of Secrecy and Exposure of Defense System in Defender-Attacker Games, Annual **INFORMS** Conference, Oct 2012, Phoenix, AZ.