

BINYAMIN (BENNY) MANTIN, Ph.D, P.Eng.

Full Professor
Luxembourg Centre for Logistics and Supply Chain Management (LCL)
Université Du Luxembourg
Faculté de Droit, d'Economie et de Finance (FDEF) 162A, avenue de la Faïencerie
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ACADEMIC EMPLOYMENT

University of Luxembourg, Full Professor, 01/2017 – present
University of Waterloo, Associate Professor with Tenure 07/2015 – 12/2016
University of Waterloo, Assistant Professor, 01/2008 – 06/2015

VISITING POSITIONS

Graduate School of Economics, Kyoto University, 07-08/2016
Jean-Jacques Laffont Digital Chair on Digital Economy at TSE and the IAST 04-06/2016
The Kühne Logistics University (KLU), visiting researcher 09/2015 – 03/2016
WHU - Otto Beisheim School of Management, visiting researcher 06/2012

EDUCATION

2008. Ph.D in Management Science (with minor in Marketing), University of British Columbia, Canada.
2002. M.Sc in Management Science – Decisions and Operations Research, Tel-Aviv University, Israel.
1997. B.Sc in Industrial Engineering, Tel-Aviv University, Israel.

RESEARCH INTERESTS

Dynamic Pricing and Revenue Management; Strategic Consumers
Supply Chain Management; Applied Game Theory; Marketing Models
Transportation Economics; Airline Industry; Empirical Analysis of Airfares

PROFESSIONAL APPOINTMENTS

Editorial Board: *Journal of Air Transport Management*
Advisory Board: *Hamburg Aviation Conference*

REFEREED PUBLICATIONS

- [J.1] Jiang, L. and B. Mantin. Strategic Inventories with Quality Deterioration. *European Journal of Operational Research* (accepted August 2016).
- [J.2] Kremer, M., B. Mantin, and A. Ovchinnikov. Dynamic Pricing in the Presence of Strategic Consumers: Theory and Experiment (previous title: Strategic Consumer, Myopic Retailers). *Production and Operations Management* (accepted July 2016).
- [J.3] Jiang, L., S. Dimitrov, and B. Mantin. P2P Marketplaces and Retailing in the Presence of Consumers' Valuation Uncertainty. *Production and Operations Management*, forthcoming (accepted February 2016).
- [J.4] Mantin, B. and E. Rubin. Fare Prediction Websites and Transaction Prices: Empirical Evidence from the Airline Industry. *Marketing Science*, 35(4): 640-655.
- [J.5] Lin, M.H. and B. Mantin. 2015. Airport Privatization in International Inter-Hub and Spoke Networks. *Economics of Transportation*, 4(4): 189-199.
- [J.6] Adler, N. and B. Mantin. 2015. Airline Contracts, Government Regulation and the International Airline Market. *Economics of Transportation*, 4(3): 166-177.
- [J.7] Yang, L., S. Dimitrov, and B. Mantin. 2014. Forecasting sales of new virtual goods with the Elo rating system. *Journal of Revenue and Pricing Management*, 13: 457-469.
- [J.8] Zschocke, M., B. Mantin, and E. Jewkes. 2014. The Effect of Competition on R&D Portfolio Investments. *Production and Operations Management*, 23(8): 1439-1449.
- [J.9] Gillen, D. and B. Mantin. 2014. The Importance of Concession Revenues in the Privatization of Airports. *Transportation Research Part E: Logistics and Transportation Review*, 68: 164-177.
- [J.10] B. Mantin, H. Krishnan, and T. Dhar. 2014. The Strategic Role of Third-Party Marketplaces in Retailing. *Production and Operations Management*, 23(11): 1937-1949.
- [J.11] Liu, J., B. Mantin, and H. Wang. 2013. Supply Chain Coordination with Customer Returns using Buyback Policy. *International Journal of Production Economics*, 148: 81-89.
- [J.12] Zschocke, M., B. Mantin, and E. Jewkes. 2013. Mature or emerging markets: Competitive duopoly investment decisions. *European Journal of Operational Research*, 228(3): 612-622.
- [J.13] Gillen, D. and B. Mantin. 2013. Transportation Infrastructure Management: One-and Two-sided Market Approaches. *Journal of Transport Economics and Policy*, 47(2): 207-227.
- [J.14] B. Mantin. 2012. Airport Complementarity: Private vs. Government Ownership and Welfare Gravitation, *Transportation Research Part B*, 46: 381-388.
- [J.15] Zschocke, M., B. Mantin, and E. Jewkes. 2012. Competitive Market Selection with Timing and Capacity Decisions. *IEEE Transaction on Engineering Management*, 60(1): 88-98.

- [J.16] Mantin, B. and E. Wang. 2012. Determinants of Profitability and recovery from shocks: the case of the U.S. domestic Airline Industry, *Journal of Airline and Airport Management*, 2(1), 1 – 33.
- [J.17] Rubin, E. and B. Mantin, B. 2012. Online Decision Aids and Airfare Pricing, *Electronic Commerce Research and Applications*, 11(2), 159 – 170.
- [J.18] Mantin, B. and D. Gillen. 2011. The Hidden Information Content of Price Movements, *European Journal of Operational Research*, 211(2): 385-393.
- [J.19] Mantin, B., D. Granot and F. Granot. 2011. Dynamic Pricing under First Order Markovian Competition, *Naval Research Logistics*, 58: 608-618.
- [J.20] Mantin, B. and B. Koo. 2010. Weekend Effect in Airfare Pricing, *Air Transport Management*, 16: 48-50.
- [J.21] Almehdawe, E. and B. Mantin. 2010. Vendor Managed Inventory with a Capacitated Manufacturer and Multiple Retailers: Retailer versus Manufacturer Leadership, *International Journal of Production Economics*, 128(1): 292-302.
- [J.22] Mantin, B. and B. Koo. 2009. Dynamic Price Dispersion in Airline Markets, *Transportation Research Part E: Logistics and Transportation Review*, 45: 1020-1029.
- [J.23] Gillen, D. and B. Mantin. 2009. Price Volatility in the Airline Markets, *Transportation Research Part E: Logistics and Transportation Review*, 45: 693-709.
- [J.24] Koo, B., B. Mantin, and P. O'Connor. 2009. Online Distribution of Airline Tickets: Should Airlines Adopt a Single or a Multi-Channel Approach?, *Tourism Management*. 32(1): 69-74.
- [J.25] Mantin, B. and A. Tishler. 2004. The Structure of the Defence Industry and the Security Needs of the Country: a Differentiated Products Model, *Defence and Peace Economics*, Volume 15, Issue 5, pp. 397-419. (Leading article)

PAPERS SUBMITTED TO REFEREED JOURNALS /UNDER REVISION

- [S.1] Pan, X., B. Mantin, and M. Dresner. Consumer Stockpiling Behavior in a Changing Economy: Implications for Retail Inventory Management. Submitted to *Manufacturing and Service Operations Management* (September 2016).
- [S.2] Zhang Y., B. Mantin, and Y. Wu. Inventory Decisions in the Presence of Strategic Customers: Theory and Behavioral Evidence. To be submitted to *Production and Operations Management*
- Presented at POMS conference, Washington, D.C., 2015
 - Presented at MSOM conference, Toronto, 2015
 - Presented at INFORMS conference, Philadelphia, 2015
- [S.3] Zschocke, M., B. Mantin, and E. Jewkes. Budget Constrained Multimarket Cournot Competition. To be submitted to *Manufacturing and Service Operations Management*
- Presented at POMS conference, Chicago April 2012
 - Presented at P&OM conference, Amsterdam July 2012

REFEREED CONFERENCE PROCEEDINGS

- Bishop, W., A. Hurst, B. Mantin, and S. Bedi. 2015. An Experiential Learning Activity to Promote Skill Development in First Year Engineering Students. *CEEA (Canadian Engineering Education Association) 2015 conference*.
- D. Gillen and B. Mantin. On concession and congestion in two-sided airport markets. *The 16th HKSTS International Conference*, December 2011, 8 pages.
- Mantin B. and D. Gillen, Price Volatility in the Airline Markets: Wait or Buy? *Proceedings of POMS 20th Annual Conference*, Orlando, May 2009, 42 pages.
- Koo, B. and B. Mantin, Online distribution channels of airline tickets: To join or not to join Expedia? *The 2009 International Joint Conferences on e-CASE and e-Technology*, Singapore, January 2009, 20 pages.
- Rubin, E. and B. Mantin. 2008. Online Decision-Aids and Pricing: Empirical Analysis of the Airline Industry, *ICIS (International Conference on Information Systems)*, Paris, December 2008, pp. 136-143 (acceptance rate: 24%).

WORK IN PROGRESS

- [IP.1] Mantin, B. and E. Rubin. The Implications of Airfare Price Volatility on Transacted Prices, Sales and Revenue
- Presented at POMS conference, Atlanta, 2014
 - Presented at CORS conference, Ottawa, May 2014
 - Presented at the Revenue Management and Pricing conference, Istanbul, June 2014
 - Presented at POMS conference, Washington, D.C., 2015
 - Presented at GORS conference, Vienna, 2015
 - Presented at POMS conference, Orlando, 2016
- [IP.2] Aviv, Y., D. Hermel, and B. Mantin. Targeted Dynamic Pricing in the Presence of Strategic Consumers.
- [IP.3] Eynan, A. and B. Mantin. Market segmentation: pricing vs quality decisions.
- Presented at INFORMS conference, San-Francisco, 2014
 - Presented at POMS conference, Washington, D.C., 2015
 - Presented at POMS conference, Orlando, 2016
- [IP.4] Steinker, S., K. Hoberg, and B. Mantin. Improving Aggregate Sales Forecasts of Automotive Manufacturers through the Endogenous Relationship of Sales, Inventories and Gross Margins.
- [IP.5] Mantin, B., D. Gillen, and T. Toru. Dynamic Capacity Adjustments: The Case of Airline Markets.
- Presented at Kuhmo Nectar conference, Oslo, 2015
- [IP.6] Gillen, D., B. Mantin, and T. Toru. Measuring Competition Intensity and Product Differentiation: Evidence from the Airline Industry.
- Presented at GARS workshop on “Current issues of aviation economics and policy”, Worms, 2016.
 - Presented at TBS seminar, Toulouse, 2016
 - Presented at ENAC seminar, Toulouse, 2016

- Presented at Kyoto University seminar, 2016
 - Presented at GRIPS seminar, Tokyo, 2016
- [IP.7] Pan, X., B. Mantin, and M. Dresner. Consumer Stockpiling Behavior: The role of package size.
- [IP.8] Bock, S., B. Mantin, H-M Niemeier, P. J. Forsyth. Bankruptcy protection in airline markets: Does the impact vary in international and US domestic markets?

WORKING PAPERS

- [WP.1] Hermel, D. and B. Mantin. Selling to Strategic Consumers: on the Benefits of Valuation Uncertainty.
- Presented at INFORMS 2012.
- [WP.2] Meng, Y. and B. Mantin. Dynamic pricing under demand uncertainty in the presence of strategic consumers
- Presented at M&SOM conference, Michigan 2011
 - Presented at POMS conference, Chicago April 2012
 - Presented at P&OM conference, Amsterdam July 2012
 - Presented at the Revenue Management and Pricing conference, Berlin, June 2012
- [WP.3] Lee, O. EM. and B. Mantin. Dynamic Pricing in The Presence of Strategic Consumer with Product and Intertemporal Substitution
- [WP.4] Mantin, B. and D. Granot. Dynamic Pricing in the Presence of Strategic Consumers and Inter-temporal Competition. Citations: 2.
- [WP.5] Ramasra R. and B. Mantin. Inventory Decisions for the Price Setting Retailer: Extensions to the EOQ Setting.
- [WP.6] Mantin, B., On the Persistency of Price Volatility in Airline Markets.
- [WP.7] Czerny, A. I., P.-J. Jost, and B. Mantin. Pricing in Overlapping Transport Networks.
- [WP.8] Josefchak, P. and B. Mantin. Offsets and Public Procurement.
- [WP.9] Liu, J., B. Mantin, and H. Wang. Price and store assistance level decisions in the presence of consumer returns.

THESES

- On the Effect of Competition and Strategic Consumer Behavior in Revenue Management, PhD thesis, University of British Columbia, 2008.
- The Structure of the Defense Industry and the Security Needs of the Country: a Differentiated Products Model, MSc thesis, Tel-Aviv University, 2002.

INVITED WORKSHOPS

- Air Transport Management. Kyoto University, Kyoto, August 2016.
- Strategic Consumer Behaviour in Revenue Management, Toulouse School of Economics, Toulouse, June 2016.

INVITED TALKS

- Measuring Competition Intensity and Product Differentiation: Evidence from the Airline Industry. Hitotsubashi University, Tokyo, July 2016.
- Measuring Competition Intensity and Product Differentiation: Evidence from the Airline Industry. GRIPS seminar, Tokyo, July 2016.
- Measuring Competition Intensity and Product Differentiation: Evidence from the Airline Industry. Kyoto University seminar, Kyoto, July 2016.
- Measuring Competition Intensity and Product Differentiation: Evidence from the Airline Industry. ENAC seminar, Toulouse, June 2016.
- Measuring Competition Intensity and Product Differentiation: Evidence from the Airline Industry. TBS seminar, Toulouse, June 2016.
- P2P Marketplaces and Retailing in the Presence of Consumers' Valuation Uncertainty. TSE, Toulouse, May 2016.
- P2P Marketplaces and Retailing in the Presence of Consumers' Valuation Uncertainty. EBS, Wiesbaden, March 2016.
- Measuring Competition Intensity and Product Differentiation: Evidence from the Airline Industry. GARS workshop on "Current issues of aviation economics and policy", Worms, February 2016.
- Cutting edge revenue management as a critical success factor – panelist at Hamburg Aviation Conference, February 2016.
- P2P Marketplaces and Retailing in the Presence of Consumers' Valuation Uncertainty. ESMT, Berlin, January 2016.
- Introduction to Revenue Management – guest speaker at HSB's Air Transport Business Administration, Bremen, January 2016.
- P2P Marketplaces and Retailing in the Presence of Consumers' Valuation Uncertainty. KLU, Hamburg, November 2015.
- Benchmarking in Air Transport – discussant at GARS workshop on Benchmarking in Public Utilities, HSB, Bremen, October 2015.
- P2P Marketplaces and Retailing in the Presence of Consumers' Valuation Uncertainty. University of Groningen, October 2015.
- Overhauling MSCI 100 Using a longitudinal backbone case, Engineering Integrative Learning, University of Waterloo, March 2015.
- Fare Prediction Websites and Transaction Prices: Empirical Evidence from the Airline Industry. German Aerospace Center (DLR), Institute of Air Transport and Airport Research, Cologne, Germany, August 2014
- Do Fare Prediction Websites Influence Transaction Prices? Empirical Evidence from the Airline Industry. Wilfrid Laurier University, SCM series, January 2014.

- Strategic Consumer, Myopic Retailers. University of Cologne. August 2013.
- Airline Contracts, Government Regulation and the International Airline Market. Anti-Trust Authority, Jerusalem, Israel, July 2013.
- Airline Contracts, Government Regulation and the International Airline Market. The Civil Aviation Authority, Airport City, Israel, July 2013.
- Airline Contracts, Government Regulation and the International Airline Market. University of Tokyo, December 2012.
- Pricing strategies for congested multi-sided airport markets. The University of Kyoto, December 2012
- Pricing strategies for congested multi-sided airport markets. The University of Tokyo, December 2012
- Airline Contracts, Government Regulation and the International Airline Market. University of Cologne. June 2012.
- Airline Contracts, Government Regulation and the International Airline Market. Worms University. June 2012.
- Bargaining in Dual-Format Retailing, Richard Ivey School of Business, University of Western Ontario, March 2012.
- Bargaining in Dual-Format Retailing. PSI conference, Park City, February 2011.
- Airport Governance and Regulation: Airports as One and Two-Sided Markets, UBC, Vancouver, May 2010.
- Dynamic pricing in the presence of strategic and store-switching consumers, University of Toronto, January 2009.
- On Price Volatility in the Airline Industry, The Hebrew University of Jerusalem, December 14, 2008.
- On Dynamic Pricing in the Airline Industry, Dept. of Management Sciences, University of Waterloo, September 22, 2008.
- A Dynamic Pricing Model under Competition, School of Economics and Management, Universidade Católica Portuguesa, Lisbon, May 9, 2007
- A Dynamic Pricing Model under Competition, Olin School of Business, Washington University at St. Louis, April 20, 2007
- A Dynamic Pricing Model under Competition, Dept. of Management Sciences, University of Waterloo, April 17, 2007
- Revenue Management of Perishable Products under Competition, ERIM Seminar, Erasmus University Rotterdam, February 15, 2007
- Revenue Management of Perishable Products under Competition, Universitat Pompeu Fabra, Barcelona, February 13, 2007
- Revenue Management of Perishable Products under Competition, OPLOG Division Seminar, Sauder School of Business, UBC, January 22, 2007

- Revenue Management of Perishable Products under Competition, OPLOG Division Seminar, Sauder School of Business, UBC, March 27, 2006
- A Dynamic Pricing under Duopoly Competition, Industrial Engineering Division Seminar, Tel-Aviv University, December 13, 2005

CONFERENCE PRESENTATIONS WITH REFEREED ABSTRACTS

- Revenue Management with Strategic Consumers: Theory and Behavioural Experiments. M&SOM, Toronto, June 2015.
- Dynamic Capacity Adjustments: The Case of Airline Markets. Kuhmo Nectar, Oslo, June 2015.
- Government and company contracts: The effect on service and prices in international airline markets. Kuhmo Nectar, Toulouse, June 2014.
- On the Effect of Strategic Consumer Behavior: Pricing Evidence from the Airline Industry. M&SOM, INSEAD, Fontainebleau, July, 2013.
- Dynamic pricing under demand uncertainty in the presence of strategic consumers, the 4th world conference P&OM, Amsterdam, July 2012.
- Airline Contracts, Government Regulation and the International Airline Market. Kuhmo Nectar, Berlin June 2012.
- Pricing strategies for congested multi-sided airport markets. Kuhmo Nectar, Berlin June 2012.
- Dynamic pricing under demand uncertainty in the presence of strategic consumers, 2011 M&SOM Annual Conference, June 2011, University of Michigan, Ann Arbor.
- Dynamic pricing in the presence of store-switching consumers, M&SOM, June 2010, Technion, Haifa, Israel.
- Dynamic Pricing under Zigzag Competition, M&SOM Conference, Northwestern University, June 28, 2005

CONFERENCE PRESENTATIONS

- The Implications of Airfare Price Volatility on Transacted Prices, Sales and Revenue. GORS conference, Vienna, September 2015.
- The Implications of Airfare Price Volatility on Transacted Prices, Sales and Revenue. POMS conference, Washington, D.C., May 2015.
- Revenue Management with Strategic Consumers: Theory and Behavioural Experiments. POMS conference, Washington, D.C., May 2015.
- Strategic Consumer, Myopic Retailers. POMS conference, Atlanta, May 2014
- P2P marketplaces and retailing in the presence of mismatch risk. POMS conference, Atlanta, May 2014
- The Implications of Airfare Price Volatility on Transacted Prices, Sales and Revenue. POMS conference, Atlanta, May 2014

- On the Effect of Strategic Consumer Behavior: Pricing Evidence from the Airline Industry. INFORMS Annual Meeting, Minneapolis, October, 2013 (invited)
- Airline Contracts, Government Regulation and the International Airline Market. INFORMS Annual Meeting, Minneapolis, October, 2013 (invited)
- Do fare prediction websites influence transacted prices? Empirical Evidence from the Airline Industry. POMS conference, Denver, May 2013
- Do fare prediction websites influence transacted prices? Empirical Evidence from the Airline Industry. CORS conference, Vancouver, May 2013
- Airline Contracts, Government Regulation and the International Airline Market. INFORMS Annual Meeting, Phoenix, October, 2012 (invited)
- Dynamic pricing under demand uncertainty in the presence of strategic consumers. INFORMS Annual Meeting, Phoenix, October, 2012 (invited)
- Consumer Loyalty, Strategic Behavior and Retailers' Dynamic Pricing Strategy: Theory and Experiments. INFORMS Annual Meeting, Phoenix, October, 2012 (invited)
- Dynamic pricing under demand uncertainty in the presence of strategic consumers, the 12th Annual INFORMS Revenue Management and Pricing Conference, the European School of Management and Technology, Berlin, June 2012.
- Budget Constrained Multimarket Cournot Competition. POMS conference, Chicago, May 2012.
- On Concession and Congestion in Two-Sided Airport Markets. The 16th HKSTS International Conference, Hong-Kong, December 2011
- Price Volatility in the Airline Markets: Wait or buy? POMS conference, Vancouver, May 2010.
- Price Volatility in the airline industry, CORS conference, Toronto, June 16, 2009.
- Monopolistic and Duopolistic Dynamic Pricing in the Presence of Strategic Consumers, CORS conference, Toronto, June 15, 2009.
- Price Volatility in the Airline Industry, the 20th annual POMS conference, Orlando, May 3, 2009.
- Dynamic Price Dispersion in Airline Markets, INFORMS Annual Meeting, Washington DC, October 14, 2008 (invited)
- Price Volatility in the Airline Markets, INFORMS Annual Meeting, Washington DC, October 14, 2008 (invited)
- Dynamic Pricing of Perishable Goods for a Monopoly and a Duopoly in the Presence of Strategic Consumers, Revenue management and pricing section viiith annual conference, Montréal, June 19, 2008
- Retailing as a Two-Sided Platform: The Amazon Case, 30th Annual Marketing Science Conference, Vancouver, June 14, 2008
- A Dynamic Pricing Model under Duopoly Competition, INFORMS Annual Meeting, Seattle, November 6, 2007 (invited)

- A Dynamic Pricing Model under Duopoly Competition, CORS Conference, London, May 14, 2007
- Revenue Management of Perishable Products under Competition, INFORMS Annual Meeting, Pittsburgh, November 7, 2006 (invited)
- Revenue Management of Perishable Products under Competition, CORS Conference, Montreal, May 9, 2006
- Dynamic Pricing under Zigzag Competition, INFORMS Annual Meeting, San-Francisco, November 14, 2005 (invited)
- The Structure of the Defense Industry and the Security Needs of the Country: a Differentiated Products Model, Tel-Aviv University's Jaffee Center for Strategic Studies (JCSS) conference on Economics and National Security, May 22, 2002 (invited)

INDUSTRY AND POLICY PROJECTS/EXPERT OPINION

- Revenue Management workshop for Air Malta. 2015.
- Expert Opinion: "Perras, et al v. Boucher, et al" 2014. Wrote the report "On the economic challenges faced by those in the small airline industry in the Kapuskasing area from 1998 to 2010 with a focus on Commercial Aviation".
- Economic Impacts of U.S. Airports. 2013. ACRP 03-28. Report to the Transportation Research Board, National Academy of Sciences, USA. I am an ongoing member of a team that investigates the economic and productivity impact of airports and airport networks at a local and regional level to guide policy makers in their ongoing expenditures decision.
- Weekend effect in airfare pricing. 2013. I have guided the Office of National Statistics, UK, on airfare data collection strategies.
- Airport complementarity: Private vs. Government ownership and welfare gravitation. 2013. I have provided my views to the Airports Economic Regulatory Authority of India on airport privatization.
- Economic Productivity and Transportation Investment Priorities. 2013. NCHRP 02-24. Report to the Transportation Research Board, National Academy of Sciences, USA. I was a member of the team that sought to develop a methodology and guide for incorporating productivity gains in analysis and prioritization of transportation investments.
- Gillen D and B. Mantin. 2012. Analysis of aviation regulation – international comparison. Report to the Department of Transport, South Africa. In this report we have undertaken a comprehensive assessment of the organization and governance of aviation and aviation regulation in Argentina, Australia, Brazil, Canada, Germany, and provided recommendations regarding the appropriateness and effectiveness for introduction in South Africa.
- Kraus Carpets: process improvement and scheduling (initial project in 2010, follow up project with two exchange Master's students in 2012)
- WestJet: analysis of dynamic pricing (initial analysis in 2009, master's student thesis in 2011)

ADDITIONAL EVIDENCE OF IMPACT

- **Media:**
 - BBC radio's Newshour: Interviewed by host, James Coomarasamy, about airlines' route planning and economics following the disaster in Ukraine. July 30, 2014.
- **Other:**
 - A visualization tool using airline market share data for the US domestic market that directly cites my work: <http://www.cs.umn.edu/~groves/airhhi/>. The visualization allows for interactive exploration of market concentration over time at both the city and route (itinerary origin-destination pair) levels.
 - Two of my works are cited on the case study "Case: Predicting the price of airline tickets over time - farecast.com" which can be found on <http://www.chrissnijders.com/CaseFiles2011/jv/case.html>

AWARDS, HONORS, & GRANTS

- NSERC Discovery Grants Program – Individual: 2015-2019, \$20,000 per annum
- UW/SSHRC 4A Award – Insight Grant, 2014: \$8,000.
- NSERC Engage: A Dynamic Pricing and Revenue Management Algorithm for a Ride-Share Commuting System, 2013: \$25,000
- German Academic Exchange Service (Deutscher Akademischer Austauschdienst, DAAD), (one month) faculty research visit grant, 2012: €1,729.
- MITACS, Project Portfolio Management for Large Portfolios, 2010, non NCE Federal: \$30,000, NCE Federal: \$10,000
- NSERC Discovery Grants Program – Individual: 2009-2014, \$19,000 per annum
- NSERC Discovery Grants Program – Individual: 2011-2014, \$5,000 per annum
- UW/SSHRC Seed Grant, 2008: \$4,285
- INFORMS Doctoral Colloquium Participation, 2006
- SSHRC (Social Sciences and Humanities Research Council of Canada) Doctoral Fellowship, 2004-2006
- E. D. MacPhee Memorial Fellowship, UBC, 2002-2005
- Faculty of Graduate Studies Partial International Fee Scholarship, UBC, 2002-2003
- Leslie G. J. Wong Memorial Scholarship, UBC, 2002-2003
- German Academic Exchange Service (Deutscher Akademischer Austauschdienst, DAAD), (one month) intensive language course scholarship, 2001

STUDENT SUPERVISION

PhD

- PhD.1 Xiaodan Pan, in process, co-supervised (Martin Dresner). Consumer stockpiling. University of Maryland.
- PhD.2 Jian Liu, 2014. At Institute of Systems Engineering, School of Economics and Management, Southeast University, Nanjing, China. I supervised Jian on two of her papers (out of 5).
- PhD.3 Mark Zschocke, 2011, co-supervised (Elizabeth M Jewkes), now at Fibernetics (previously a partner at Open Options, Inc.) Thesis: Competitive Project Portfolio Management.

Master

- M.1 Sebastian Bock, 2016, co-supervised (Hans-Martin Niemeier, Peter Forsyth). Chapter 11 and the North Atlantic Market. Hochschule Bremen.
- M.2 Shengling Wu, MMSc, 2014. Worked on the NSHRC/Engage project A Dynamic Pricing and Revenue Management Algorithm for a Ride-Share Commuting System.
- M.3 Lifei Jiang, MASc, 2014, co-supervised (Stanko Dimitrov). P2P marketplaces and retailing in the presence of mismatch risk
- M.4 Lin Yang, MASc, 2014, co-supervised (Stanko Dimitrov). Pricing Virtual Goods: Using Intervention Analysis and Products' Usage Data.
- M.5 Patricia Ann Theresa Josefchak, MMSc, withdrew from the MASc in 2012 upon completion of research paper. Thesis: Offsets and Public Procurement.
- M.6 Zdzislaw Wapiennik, MASc, 2012, now at Echologics. Thesis: Ascertaining the Effects of Malevolent Acts in Developing Market on the Stock Returns of Firms Operating in Those Markets.
- M.7 Lars Gehrke, Exchange student at Master's level, 2012. Thesis: Development of a Solution for the Calculation of Needed Material for the Beaming Operation at Kraus Carpet LP. Joint with Julian Siegmund.
- M.8 Julian Siegmund, Exchange student at Master's level, 2012. Thesis: Development of a Solution for the Calculation of Needed Material for the Beaming Operation at Kraus Carpet LP. Joint with Lars Gehrke.
- M.9 Mehrdad Varedi, MASc. 2011, now at Diamond Municipal Solutions. Thesis: Forecasting seat sales in passenger airlines: introducing the round-trip model
- M.10 Olive EunMi Lee, MASc. 2011. Thesis: Dynamic Pricing in The Presence of Strategic Consumer with Product and Intertemporal Substitution
- M.11 Yinhan Meng, MASc. 2011, now at the University of Waterloo. Thesis: Dynamic pricing under demand uncertainty in the presence of strategic consumers.
- M.12 Ray Ramasra, MASc. 2011, now at CIBC. Thesis: Inventory Decisions for the Price Setting Retailer: Extensions to the EOQ Setting.

M.13 Jen-Hung Edward Wang, M.A.Sc. 2009, now at Walt Disney World. Thesis: Determinants of Profitability and Recovery from Shocks: the case of the U.S. Domestic Airline Industry.

Master Project Advisor (at ITU)

MP.1 Süleyman Serdar Yağci, 2015. Payment System Management

MP.2 Fatma Elif Demirhan, 2015. Exploring Price Volatility and Implication on Transacted Prices at Turkish Airlines

MP.3 Tülin Başiplikçi, 2015. Managing Irregular Operations: Reducing the consequences of disruption events for Turkish Airlines (co-advised with David Gillen)

MP.4 Bertan Ceviren, 2015. Sustainable or not? The business models of Gulf Carriers and Turkish Airlines

Undergraduate

U.1 Jalabi Amer, Nikita Kumar, Abier Ali Mahmoud, and Karim Naguib. MSCI401/402 Management Engineering Design project, 2014-2015. Project: Process improvement and redesign at Rockwell Automation.

U.2 Yu Jane Zhang. 2013 (Fall). Project: Shall firms guarantee upgrades, and what are the implications for quality choices?

U.3 Arun Mistry, Dong-Min (Christine) Lee, Johnathan Fisseha, and Xiaotian (Josse) Ma, MSCI401/402 Management Engineering Design project, 2012-2013. Project: Airline Market Entry Decision Making.

U.4 Dhanusha Ambagahawita, Jordan Frost, and Andrew Novokowsky, MSCI401/402 Management Engineering Design project, 2011-2012. Project: ACMS Export Inc.'s Inventory Management System.

U.5 Stephen Chang, 2011. Project: Flight-Price Movement and Purchase Timing, Term Project.

U.6 Bennet Müllem, 2008. Project: Virtual code-sharing in the U.S airline industry, Term Project.

TEACHING EXPERIENCE:

Courses Taught:

At the University of British Columbia:

- COMM 399: Logistics and Operations Management (Fall 2006)
- COMM 291 - Applications of Statistics in Business (Winter 2006)

At the University of Waterloo:

- MSCI 100 – Management Engineering Concepts (F2014, F2013, F2012, F2011, F2010) (double teaching load)
- MSCI 261 – Engineering Economics (S2009 two sections)

- MSCI 432 – Production and Service Operations Management (F2016, W2015, F2014, W2012, F2011, W2011, W2010 two sections, F2009, W2009, S2008)
- MSCI 633 – Production and Inventory Management (W2015, W2014, W2013, W2010 – co-listed with MSCI 432)
- MSCI 700 - Topics in Operations Research and Management: Topics in Pricing and Revenue Management: Directed Reading (W2009)

At The Aviation Institute of Istanbul Technical University (ITU):

M.Sc. In Air Transport Management (partnership between Turkish Airlines and Boeing):

- Logistics Management in Air Transportation (June 2014, December 2014, December 2015)
- Advance Information Systems and Business Analytics for Air Transportation (June 2015, May 2016)

At Western University (Canada):

- ECONOMICS 2166G - Economics of Air Transportation (Winter 2013)

At the University of Cologne:

- Cologne International Summer University (CISU) 2013 – Operations Management – Undergraduate level (Summer 2013)
- Cologne International Summer University (CISU) 2014 – Topics in Operations Management – graduate level (Summer 2014)
- Cologne International Summer University (CISU) – Inventory and Revenue Management – graduate level (Summer 2015); undergraduate level (Summer 2016)

At the Kühne Logistics University (KLU):

- Sourcing and Procurement Management - Graduate level (Fall 2015)

Course Development:

- MSCI 100: F2013 and F2012
- MSCI 633: W2013
- ITU Logistics Management for Air Transportation
- ITU Advance Information Systems and Business Analytics in Air Transportation
- ECONOMICS 2166G: W2013
- CISU: S2013, S2014
- The KLU: Sourcing and Procurement Management

PRIOR WORK EXPERIENCE

- 1997-2001: Senior Academic Officer in the Communication, Control and Computers Section of the Planning Branch of the Israel Defence Forces (IDF). Responsibilities: Analysis, approval and monitoring of major projects as well as annual and multi-year plan and control budget and projects.

- 1996-1997: Consultant at Operation, Information, Control (O.I.C.), Israel. Responsibilities: Process modeling and analysis as well as application of ABC cost accounting method (activities-based costing).

PROFESSIONAL MEMBERSHIPS

- INFORMS (M&SOM, Marketing Science, Revenue Management and Pricing)
- Canadian Operational Research Society (CORS)
- Production and Operations Management Society (POMS)
- International Transportation Economics Association (ITEA)
- German Aviation Research Society (GARS)

SERVICE

Thesis reader:

- Master's:
 - Abbas Attarwala (2016)
 - Mohammadreza Farahani (2015)
 - Yan Wang (2015)
 - Ruiqi Yan (2014)
 - Forough Pourhossein (2014)
 - Razib Alam (2014)
 - Mustafa Demirbilek (2013)
 - Raymond Kwong (2012)
 - Daniel Bayer (2012)
 - Mahsa Shateri (2011)
 - Elspeth Clair Adams (2010)
 - Christie Kong (2010)
 - Hisatoshi Kurehira (2009)
 - Mark Zschocke (2008)
 - Mohammad Majedi (2008)
- Examiner delegate for Ismael El-Samahy's PhD thesis (2008).
- PhD chair: Keyvan Kasiri (2013) – UW, System Design

Internal:

- E&P (Examination and Promotion) officer – March-August 2015.
 - The E&P committee resolves students' petitions brought up for decisions generally relating to academic standing.
 - The E&P officer reviews students' petitions, summarizes and presents the requests and additional relevant factors.

- Chair nominating committee – Department of Management Sciences (2013)
 - The committee consulted with members of the department to identify, seek, and interview the best candidates, internally and externally, to lead the department.
- Dept. seminar series coordinator (since 2009)
 - The coordinator invites 10-20 speakers annually accounting for the department's different areas of interest, manages the speakers' visits, and the budget.
- DUGS (Department Undergraduate Studies) committee member (since 2009)
 - The committee oversees all aspects pertaining to the Management Engineering undergraduate program and other undergraduate courses offered by the department
- CEAB (Canadian Engineering Accreditation Board) accreditation committee member (2011, 2012)
 - Following the successful initial accreditation of the Management Engineering program, the process was folded into the DUGS committee
- WEEF (Waterloo Engineering Endowment Foundation) application (2010)
 - To promote excellence in engineering teaching we have successfully applied to purchase a conveyer system
- 3A class prof. (2010)
- Fraser Award referee, UW (2008, 2009, 2013, 2015)
- March break open house (2009, 2011)
- ExpecTAtion – faculty mentor (2010)

External:

- POMS Pricing and Revenue Management Track co-chair (2016)
- Journal reviewer:
 - Management Science
 - Operations Research
 - Manufacturing & Service Operations Management
 - Production and Operations Management
 - European Journal of Operations Research
 - Naval Research Logistics
 - Flexible Services and Manufacturing
 - Transportation Research Part A
 - Transportation Research Part B
 - Transportation Research Part E
 - International Journal of Production Economics
 - Journal of Transport Economics
 - Journal of Operation Society
 - Omega

- Journal of Business Research
- Journal of Air Transport Management
- Empirical Economics
- Transportmetrica A
- Decision Sciences
- Journal of Transport Economics and Policy
- International Journal of Manufacturing Technology and Management
- Operations Research Letters
- Journal of Systems Science and Systems Engineering
- The Japanese Economic Review
- Conference reviewer:
 - 13th WCTR (2012),
 - M&SOM conference (2010, 2012),
- Competition and grant reviewer:
 - NSF referee (2016)
 - NSERC referee (2011, 3 applications; 2013)
 - CORS student competition reviewer (2011, 2013)
 - German Israeli Foundation (2013, 1 application)
- CORS student best paper competition, open category, judge (2014, 2015)
- German Aviation Research Society (GARS) conference, Bremen June 1012 – Discussant
- German Aviation Benchmarking (GAB) conference, Berlin June 2012 - Discussant
- POMS session chair: 2013, 2014.
- INFORMS session chair: 2012, 2013.
- CORS session chair: CORS conference 2009, 2011, 2013.
- Session Chair, The Asia Pacific Gateway and Corridor Initiative: Toronto Workshop, 2010.

Other:

- Paintin' Place day care Board member (2009-2012)
- Paintin' Place day care President (2011-2012)
- "Shave the Prof. - Save the kids": fund-raising for the kids in the village of Bukavu, Democratic Republic of Congo, raised \$759.
- PSS (PhD Student Society) board member at UBC (2004-2005)