

# Abhishek Roy

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Marketing and Supply Chain Management  
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## EDUCATION

**The University of Texas at Austin, McCombs School of Business** Austin, TX, USA.

**PhD** Information, Risk, and Operations Management. 2018

*Specialization:* Supply Chain and Operations Management.

*Dissertation:* Essays on Strategic Interactions in Vertical Supply Chains and Multi-sided Markets.

*Committee:* Stephen M. Gilbert, Edward G. Anderson, Guoming Lai, Geoffrey G. Parker.

**MS** Information, Risk, and Operations Management. 2014

*Specialization:* Supply Chain and Operations Management.

**Indian Institute of Management Ahmedabad** Ahmedabad, GJ, India.

**MBA** Post Graduate Diploma in Management. 2007

**Jadavpur University** Kolkata, WB, India.

**BE, Honours** Production Engineering. 2005

## PROFESSIONAL EMPLOYMENT

**Temple University, Fox School of Business** Philadelphia, PA, USA.

Assistant Professor of Supply Chain Management. Since 07/2018

**Miebach Consulting India Pvt. Ltd.** Bengaluru, KA, India.

Supply Chain and Logistics Consulting. 05/2007 – 07/2012

## RESEARCH

### Research Interests

1. **Supply Chain and Operations Management.** Application of Game Theory in Supply Chain Management, Strategic Interactions among Firms and Consumers, Contracts and Incentives in Supply Chains, Intersections of OM/Marketing, OM/Finance, OM/Information Economics.
2. **Multi-Sided Markets and Platforms.** Platform Economics, Strategic Openness of Platforms, Platform Fragmentation, Seller Heterogeneity and Bargaining in Multi-Sided Markets, OM for Platforms.

## Publications

1. **Abhishek Roy**, Stephen M. Gilbert, and Guoming Lai (2019). The Implications of Visibility on the Use of Strategic Inventory in a Supply Chain. *Management Science* 65(4): 1752-1767. <https://doi.org/10.1287/mnsc.2018.3033>

**Presented in** ISB-POMS 2017, INFORMS 2017, MSOM 2017 (by Stephen M. Gilbert), INFORMS 2016.

## Manuscripts Under Review

1. Shubham Gupta, **Abhishek Roy**, Subodha Kumar, and Ram Mudambi (2020). When Worse Is Better: Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment. *Under Review in Management Science*.

**Presented in** POMS 2020 (by Shubham Gupta, canceled due to COVID-19), ORSI 2019, POMS India 2019, CIST 2019 (by Shubham Gupta), INFORMS 2019 (by Shubham Gupta), POMS 2019 (by Shubham Gupta).

2. Siddharth Bhattacharya, **Abhishek Roy**, Subodha Kumar, and Sunil Wattal (2020). Friend or Foe: Search Engine Advertising Strategies when Contracting with an Online Search Infomediary. *Under Review in Information Systems Research*.

**Presented in** WISE 2019 (by Siddharth Bhattacharya), POMS India 2019, CIST 2019 (by Siddharth Bhattacharya), POMS 2019 (by Siddharth Bhattacharya).

## Manuscripts in Preparation

1. Abhishek Roy, Stephen M. Gilbert, and Guoming Lai. Strategic Inventory in Non-exclusive Reselling Environments.

**Presented in** POMS 2019, DSI 2018, INFORMS 2018, POMS 2018, DSI 2017, INFORMS 2017, POMS 2017.

2. Abhishek Roy, Edward G. Anderson, and Geoffrey G. Parker. Product Line Decisions in Multisided Markets.

**Presented in** POMS 2020 (canceled due to COVID-19), POMS 2019, DSI 2018, POMS 2018, DSI 2017, INFORMS 2017, POMS 2017.

3. Prasenjit Mandal, Abhishek Roy, Preetam Basu. Cooperating with Your Competitor: A Strategic Analysis of Accepting Competitor's Returns.

**Presented in** ISMS 2020 (by Prasenjit Mandal).

4. Abhishek Roy and Subrata Saha. The Impact of Reference Price Effects on Strategic Inventory in a Supply Chain.

**Presented in** POMS 2020 (canceled due to COVID-19).

## Research in Progress

1. Abhishek Roy, Stephen M. Gilbert, and Guoming Lai. Information Preferences in the Supply Chain under Strategic Inventory and Demand Uncertainty.

- Presented in** SOM 2019, DSI 2016, POMS 2016, INFORMS 2015, POMS 2015.
2. Abhishek Roy, Debjit Roy, and Jan-Kees van Ommeren. Designing Service System in the Age of Yelp: Incorporating Reviews in Queueing Decisions.  
**Presented in** POMS 2020 (*by Debjit Roy, canceled due to COVID-19*), INFORMS 2019.
  3. Vishwakant Malladi, Abhishek Roy, and Changseung Yoo. Seeking the Value in Leftovers: An Analysis of the Procurement and Pricing Decisions Involving Stock-lots.  
**Presented in** DSI 2019, INFORMS 2019.
  4. Abhishek Roy, Zhuping Liu, and Subodha Kumar. Ripple Effects: The Impact of Shipping and Return Policies of Omnichannel Retailers on Supply Chain Performance and Relationships.  
**Presented in** ISMS 2020, POMS 2020 (*canceled due to COVID-19*).
  5. Hao Jiang, Abhishek Roy, Joydeep Srivastava. How Market Conditions Affect Firms' Participation in Cooperative Ventures.  
**Presented in** POMS 2020 (*by Hao Jiang, canceled due to COVID-19*).

## ACADEMIC RECOGNITION

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### Research Awards

1. 31<sup>st</sup> POMS Annual Conference. Minneapolis, MN, USA. 04/2020  
**Honorable Mention**, *PITM Best Student Paper Competition*, for the paper, "When Worse Is Better: Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment." *Student: Shubham Gupta*.
2. XXIII Annual International Conference of the Society of Operations Management. Indian Institute of Technology Kanpur, UP, India. 12/2019  
**Winner**, *SAS Best Paper Award*, for the paper, "Information Preferences in the Supply Chain Under Strategic Inventory and Demand Uncertainty."
3. 50<sup>th</sup> Annual Meeting of the Decision Sciences Institute, New Orleans, LA, USA. 11/2019  
**Finalist**, *the Elwood S Buffa Doctoral Dissertation Award*, for the dissertation, "Essays on Strategic Interactions in Vertical Supply Chains and Multi-sided Markets."
4. 3<sup>rd</sup> Dept. of Information, Risk, and Operations Management Fall PhD Research Symposium. U. of Texas at Austin McCombs School of Business. Austin, TX, USA. 10/2016  
**Winner**, *Best Paper Presentation*, for the paper, "The Implications of Visibility on the Use of Strategic Inventory in a Supply Chain."

### Academic Fellowships

1. Temple University, Fox School of Business.
  - (a) 18<sup>th</sup> Young Scholars Interdisciplinary Forum startup grant. 05/2019  
*Student: Shubham Gupta*.
  - (b) 17<sup>th</sup> Young Scholars Interdisciplinary Forum startup grant. 11/2018  
*Students: Siddharth Bhattacharya, Shubham Gupta*.

2. The University of Texas at Austin
  - (a) William W. and Ruth F. Cooper Endowed Presidential Fellowship in Business. 2014, 2016
  - (b) Kay and Abraham Charnes Endowed Presidential Scholarship. 2016
  - (c) Eugene and Dora Bonham Memorial Fund in Business Fellowship. 2013, 2015
  - (d) McCombs School of Business MSBA Fellowship. 2015
  - (e) McCombs School of Business Dean's Fellowship. 2012, 2013, 2014, 2015
  - (f) McCombs School of Business Recruiting Fellowship. 2012
  - (g) McCombs Supply Chain Management Center Travel Grant. 2015, 2016, 2017
  - (h) Office of Graduate Studies Professional Development Award. 2017
3. Jadavpur University
  - Graduated Bachelor of Production Engineering with Honours. 2005

## RESEARCH TALKS AND CONFERENCES

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### Invited Seminars

1. Indian School of Business. Hyderabad, TS, India. 12/2019
2. Indian Institute of Management Calcutta. Kolkata, WB, India. 12/2019
3. Temple U., Fox School of Business. Philadelphia, PA, USA. 02/2018
4. U. of North Carolina at Greensboro, Bryan School of Bus. & Econ. Greensboro, NC, USA. 01/2018
5. U. of Illinois at Urbana-Champaign, Gies College of Business. Champaign, IL, USA. 01/2018
6. Penn State U. Behrend, Black School of Business. Erie, PA, USA. 01/2018
7. Nanyang Technology University, Nanyang Business School. Singapore. 01/2018
8. Clarkson U., David D. Reh School of Business. Potsdam, NY, USA. 01/2018
9. Indian School of Business. Hyderabad, TS, India. 12/2017
10. Indian Institute of Management Ahmedabad, Ahmedabad, GJ, India. 09/2011
11. Department of Production Engineering, Jadavpur University, Kolkata, WB, India. 08/2011

### Participation in Selective Colloquia

1. DSI New Faculty Development Consortium, Chicago, IL, USA. 11/2018
2. INFORMS New Faculty Colloquium, Phoenix, AZ, USA. 11/2018
3. DSI Post-Proposal PhD Student Consortium, Washington DC, USA. 11/2017
4. Inaugural McCombs School of Business PhD Conference, Austin, TX, USA. 11/2017
5. INFORMS Doctoral Student Colloquium, Houston, TX, USA. 10/2017
6. POMS Doctoral Consortium, Seattle, WA, USA. 05/2017

### Peer-Reviewed Conferences

1. 42<sup>nd</sup> ISMS Marketing Science Conference (ISMS 2020).  
Duke U. Fuqua School of Business. Raleigh, NC, USA. 06/2020  
*Note:* Organized online due to the COVID-19 pandemic.
2. XXIII Annual Intl. Conference of the Society of Operations Management (SOM 2019).  
Indian Institute of Technology Kanpur. Kanpur, UP, India. 12/2019

3. 30<sup>th</sup> Workshop on Information Systems and Economics (WISE 2019).  
Munich, Germany. 12/2019
4. 52<sup>nd</sup> Annual Convention of the Operational Research Society of India (ORSI 2019).  
Indian Institute of Management Ahmedabad. Ahmedabad, GJ, India. 12/2019
5. POMS International Conference in India (POMS India 2019).  
K. J. Somaiya Institute of Management Studies and Research. Mumbai, MH, India. 12/2019
6. 11<sup>th</sup> Conference on Information Systems & Technology (CIST 2019).  
Seattle, WA, USA. 10/2019
7. 5<sup>th</sup> ISB-POMS Workshop (ISB-POMS 2017).  
Indian School of Business. Hyderabad, TS, India. 12/2017
8. Manufacturing and Services Operations Management Conference (MSOM 2017).  
U. of North Carolina at Chapel Hill, Kenan-Flagler Bus. School. Chapel Hill, NC, USA. 06/2017

## Other Conferences

1. 31<sup>st</sup> POMS Annual Conference (POMS 2020). Minneapolis, MN, USA. 04/2020  
*Note: Canceled due to the COVID-19 pandemic.*
2. 50<sup>th</sup> DSI Annual Meeting (DSI 2019). New Orleans, LA, USA. 11/2019
3. INFORMS Annual Meeting (INFORMS 2019). Seattle, WA, USA. 10/2019
4. 30<sup>th</sup> POMS Annual Conference (POMS 2019). Washington, DC, USA. 05/2019
5. 49<sup>th</sup> DSI Annual Meeting (DSI 2018). Chicago, IL, USA. 11/2018
6. INFORMS Annual Meeting (INFORMS 2018). Phoenix, AZ, USA. 11/2018
7. 29<sup>th</sup> POMS Annual Conference (POMS 2018). Houston, TX, USA. 05/2018
8. 48<sup>th</sup> DSI Annual Meeting (DSI 2017). Washington, DC, USA. 11/2017
9. INFORMS Annual Meeting (INFORMS 2017). Houston, TX, USA. 10/2017
10. 28<sup>th</sup> POMS Annual Conference (POMS 2017). Seattle, WA, USA. 05/2017
11. 47<sup>th</sup> DSI Annual Meeting (DSI 2016). Austin, TX, USA. 11/2016
12. INFORMS Annual Meeting (INFORMS 2016). Nashville, TN, USA. 11/2016
13. 27<sup>th</sup> POMS Annual Conference (POMS 2016). Orlando, FL, USA. 05/2016
14. INFORMS Annual Meeting (INFORMS 2015). Philadelphia, PA, USA. 11/2015
15. 26<sup>th</sup> POMS Annual Conference (POMS 2015). Washington, DC, USA. 05/2015

## TEACHING EXPERIENCE

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### Instructor

**Temple University, Fox School of Business** Philadelphia, PA, USA.

1. **SCM 3517** Inventory and Warehouse Management. Undergraduate Elective. Required for Supply Chain Management Major.
  - (a) Teaching mode: Online (35-45 students) Sp 2019, Sp 2020
  - (b) Teaching mode: In-class (35+ students) Fa 2018, Fa 2019

Created this course in its current form, including syllabus design, compilation and creation of reading materials, creation of lecture videos, assignments and exams.

2. **MSOM 310I** Operations Management. Undergraduate Core Course.

- (a) Teaching mode: Online (40+ students) Sp 2020
- (b) Teaching mode: In-class (50+ students) Sp 2019

**The University of Texas at Austin, McCombs School of Business** Austin, TX, USA.

1. **OM 335** Operations Management. Upper-division Undergraduate Core Course.

- (a) Teaching mode: In-class (50+ students) Fa 2015

*Recognition:* Sole recipient of the **Clock Award** from the Department of Information, Risk, and Operations Management for the 2015 Fall semester, awarded by the department of Services for Students with Disabilities, Division of Diversity and Community Engagement, at the University of Texas at Austin.

## Teaching Assistant

**The University of Texas at Austin, McCombs School of Business** Austin, TX, USA.

1. BBA courses

- (a) **OM 367** Strategic Supply Chain Management. Fa 2017, Sp 2015, Sp & Fa 2014, Fa 2013
- (b) **OM 335H** Operations Management (Honors). Fa 2017
- (c) **OM 335** Operations Management. Sp 2014

2. MBA courses

- (a) **OM 386** Supply Chain Management. Sp & Fa 2016, Sp 2015, Sp & Fa 2014, Sp 2013, Fa 2012
- (b) **RM 392** Financial Modeling and Optimization. Fa 2016
- (c) **BA 380N** Exec. M.B.A. Operations Management. Sp 2013, Fa 2012

3. PhD courses

- OM 392** Economic Supply Chain Models. Fa 2013

## INDUSTRY EXPERIENCE

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### Supply Chain and Logistics Consulting

**Miebach Consulting India Pvt. Ltd.** Bengaluru, KA, India.

2007 – 2012

#### Locations

- (a) India.
- (b) Middle East (Saudi Arabia, UAE, Bahrain).

#### Roles

Project Manager.  
Senior Consultant.

01/2011 – 07/2012  
01/2010 – 12/2010

Consultant.	05/2007 – 12/2009
Third-Party Logistics Market Segment Developer.	05/2007 – 07/2012
Responsible for Middle East Market entry.	01/2009 – 07/2012

**Scope of Projects**

- (a) Business planning for logistics service and infrastructure providers.
- (b) Supply chain network design; Warehouse facility and process design.
- (c) Business process re-engineering; Cost optimization; Program management.

**Industry Verticals**

- (a) Logistics service providers and logistics infrastructure.
- (b) Retail, fashion and lifestyle.
- (c) Consumer packaged goods.
- (d) Chemicals and industrial gases.

**Recognition**

- (a) Miebach Special Recognition Award. 09/2011  
For successful project implementation, and advancement of the Third-Party Logistics Market Segment.
- (b) Miebach Excellence Award. 09/2011  
For outstanding performance and excellence in projects, organizational initiatives, and professional conduct.

**Trade Publication**

1. **Abhishek Roy** (2011). State of the Industry: Warehousing in India – The SMART Way. *The Warehousing Handbook 2*: 12-34. Hamburg Media Private Limited, Mumbai, India.

**Professional Certifications**

**Association for Supply Chain Management (ASCM)** Chicago, IL, USA.

Certifications provided either by the APICS Division (*American Production and Inventory Control Society*) of ASCM, or by the AST&L (*American Society of Transportation and Logistics, part of APICS since 2015*).

1. Certification in Transportation and Logistics (CTL). AST&L. 05/2012
2. Professional Designation in Logistics and Supply Chain Management (PLS). AST&L. 12/2011
3. Certified Supply Chain Professional designation (CSCP). APICS. 06/2011

**SERVICE**

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**Doctoral Students**

Temple University, Fox School of Business

1. Completed Dissertation

- Member, DBA Dissertation Committee. Michael Morand, DBA 2020. 2019 – 2020  
*Dissertation:* Hospital Supply Chain Integration and its Impact on Outcomes. 01/2019
2. Ongoing Dissertation
- (a) Co-supervisor, PhD Dissertation Chapter. Samayita Guha (SCM). Since 2020
  - (b) Co-supervisor, PhD Dissertation Chapter. Hao Jiang (SCM). Since 2019
  - (c) Co-supervisor, PhD Dissertation Chapter. Siddharth Bhattacharya (MIS). Since 2018
  - (d) Co-supervisor, PhD Dissertation Chapter. Shubham Gupta (SCM). Since 2018

## Service to Profession

### 1. Organizing and/or Chairing Sessions

- (a) 31<sup>st</sup> POMS Annual Conference (POMS 2020). Minneapolis, MN, USA. 04/2020  
*Organized:* Strategic Decisions in Operations Management Involving Information Systems.  
*Note:* Canceled due to the COVID-19 pandemic.
- (b) 50<sup>th</sup> DSI Annual Meeting. New Orleans, USA. 11/2019  
*Chaired:* Supply Network Relationships.
- (c) INFORMS Annual Meeting. Seattle, WA, USA. 10/2019  
*Chaired:* Supply Chain Management Session V.
- (d) 30<sup>th</sup> POMS Annual Conference. Washington, DC, USA. 05/2019  
*Organized:* Economic Models for Strategic Decision-Making in SCM and Operations Management.
- (e) 49<sup>th</sup> DSI Annual Meeting. Chicago, IL, USA. 11/2018  
*Chaired:* (a) Topics in OM/IS Interface. (b) Supply Chain Inventory Research.
- (f) INFORMS Annual Meeting. Phoenix, AZ, USA. 11/2018  
*Organized:* Economic Models in Supply Chain Management.
- (g) 28<sup>th</sup> POMS Annual Conference. Seattle, WA, USA. 05/2017  
*Organized:* Information in Operations Management. *With Hemant Bhargava.*
- (h) INFORMS Annual Meeting. Nashville, TN, USA. 11/2016  
*Organized:* Supply Chain Channel Management. *With Guoming Lai.*

### 2. Journal Referee

- (a) GSJ Global Strategy Journal. Since 2020
- (b) MIR Management International Review. Since 2020
- (c) INFOR Information Systems and Operational Research. Since 2020
- (d) M&SOM Manufacturing & Service Operations Management. Since 2019
- (e) MS Management Science. Since 2018
- (f) POM Production and Operations Management. Since 2018
- (g) Omega The International Journal of Management Science. Since 2018
- (h) ISR Information Systems Research. Since 2017

### 3. Other Service

- INFORMS Academic Resume Reviewer. 2018

## Service to Institution

### 1. Temple University, Fox School of Business



- (a) Evaluator, 19<sup>th</sup> Young Scholars Interdisciplinary Forum (YSIF). 2019
  - (b) Organizer, Inaugural Supply Chain Management Seminar Series. Since 2019
  - (c) Member, Faculty Search Committee for Supply Chain Management. Since 2018
  - (d) Member, MS in Supply Chain Management Committee. 2018
2. The University of Texas at Austin, McCombs School of Business
- (a) Department Representative to the Graduate Student Assembly (UTGSA). 2013 – 2018
  - UTGSA Rep. to the PTS Campus Shuttle Bus Committee. 2016 – 2017
  - (b) Department PhD Representative to AACSB Review Committee Meeting. 2016
  - (c) Co-Organizer (with Changseung Yoo), OM Brown Bag Seminar Series. 2013 – 2014
3. Indian Institute of Management Ahmedabad
- (a) Member, Student Cultural Committee. 2006 – 2007
  - (b) Member, Faculty-Student Interaction Cell. 2006 – 2007

## Service to Industry

Miebach Consulting India Pvt. Ltd.

- (a) Member, Miebach India Organizational Development Team. 2010 – 2012
- (b) Mentor for Summer Interns and Junior Consultants. 2009 – 2012
- (c) Member, MBA Recruitment Committee. 2007 – 2012
- (d) Administrator and Co-author. Link: The Supply Chain Excellence Case Contest. 2011
- Miebach Case Competition at IIM Ahmedabad and IIM Bangalore.
- (e) Editor, Designer, and Individual Contributor. Behind the Scenes. 2008 – 2010
- Miebach India Annual Yearbook.

## AFFILIATIONS

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1. AOM, the Academy of Management. Since 2017
2. DSI, the Decision Sciences Institute. Since 2016
- Alpha Iota Delta International Honor Society in the Decision Sciences and Information Systems.
3. POMS, the Production and Operations Management Society. Since 2015
4. INFORMS, the Institute for Operations Research and the Management Sciences. Since 2013
- (a) MSOM, the Manufacturing & Service Operations Management Society.
- (b) Omega Rho International Honor Society for Operations Research and Management Science.
- (c) JFIG, the INFORMS Junior Faculty Interest Group.
- (d) ISS, the Information Systems Society.
- (e) ISMS, the INFORMS Society for Marketing Science.
- (f) DAS, the INFORMS Decision Analysis Society.
- (g) INFORMS Optimization Society
- (h) TSLS, the Transportation Science and Logistics Society.
- (i) INFORMS Service Science Section.
- (j) INFORMS Strategy Science Section.

- (k) INFORMS Technology Innovation Management & Entrepreneurship Section.
5. CSCMP, the Council of Supply Chain Management Professionals. Since 2011
  6. APICS, the American Production and Inventory Control Society. Since 2010