

Shahryar Doosti

CONTACT INFORMATION	Chapman University Argyros School of Business and Economics Phone: (714) 744-2112 One University Drive, Beckman 406C E-mail: doosti@chapman.edu Orange, California 92866 Website: sdoosti.com
CURRENT POSITION	Chapman University , <i>Argyros School of Business</i> , Orange, CA Assistant Professor of Management Science 2019-
EDUCATION	University of Washington , Seattle, WA PhD Business Administration, Information Systems 2014-2019 University of Washington , Seattle, WA MSBA, Information Systems 2014-2016 Sharif University of Technology , Tehran, Iran MBA 2008-2011 Sharif University of Technology , Tehran, Iran B.S., Civil Engineering 2004-2008
RESEARCH INTERESTS	Topics: Business analytics, E-commerce, Crowdsourcing, Demand of digital goods, Big data, Online reviews and ratings, Social media, Mobile analytics Methodologies: Econometrics, Structural modeling, Statistical machine learning and deep learning, Natural language processing
RESEARCH PAPERS	[1] <i>“How Rewarding is the Reward? Demand Estimation of Crowdfunding Platforms”</i> with Yong Tan. [2] <i>“Do Mobile Applications Bring Longer Tail? An Empirical Study of Sales Concentration in Online Channels”</i> with Yong Tan, and Youwei Wang, invited for 2nd round review in <i>Information Systems Research</i> . [3] <i>“Facebook Paid Partnership: The Role of Relevance in Video Sponsorship”</i> with Stephanie Lee and Yong Tan. [4] <i>“The Effect of Learning on Social Network Adoption”</i> with Hema Yoganarasimhan.
RESEARCH IN PROGRESS	<ul style="list-style-type: none">• <i>“The Value of Information in Incomplete Contracts”</i> with Patrick Bajari, Behnaz Bojd, Omid Rafeian, and Eugene Pavlov.• <i>“Demand Estimation in Mobile Apps of Online Retailing”</i> with Yong Tan, and Youwei Wang.• <i>“Causal Impact of Wikipedia Donation Campaigns on Information Consumption”</i>.
CONFERENCE PROCEEDINGS	[1] Doosti, S.; Wang, Y.; Tan, Y., <i>“Do Mobile Applications Bring Longer Tail? An Empirical Study of Sales Concentration in Online Channels”</i> (2017), <i>ICIS 2017 Proceedings</i> , 29.
CONFERENCE PRESENTATIONS	<ul style="list-style-type: none">• <i>“Facebook Paid Partnership: The Role of Relevance in Video Sponsorship”</i> with Stephanie Lee, and Yong Tan. (2019) <i>CIST</i>, Seattle, WA. (scheduled)• <i>“How Rewarding is the Reward? Demand Estimation of Crowdfunding Platforms”</i> with Yong Tan. (2018). <i>WISE</i>, San Francisco, CA.

- “Sponsorship Effectiveness of Branded Contents on Social Media” with Stephanie Lee. (2018). *INFORMS*, Phoenix, AZ.
- “Do Mobile Applications Bring Longer Tail? An Empirical Study of Sales Concentration in Online Channels” with Yong Tan, and Youwei Wang. (2017) *ICIS*, Seoul, South Korea.
- “Do Mobile Applications Bring Longer Tail? An Empirical Study of Sales Concentration in Online Channels” with Yong Tan, and Youwei Wang. (2017) *CIST*, Houston, TX.
- “How Rewarding is the Reward? Demand Estimation of Crowdfunding Platforms” with Yong Tan. (2017) *CIST*, Houston, TX.
- “How Rewarding is the Reward? Demand Estimation of Crowdfunding Platforms” with Yong Tan. (2017). *INFORMS*, Nashville, TN.
- “Do Mobile Applications Bring Longer Tail? An Empirical Study of Sales Concentration in Online Channels” with Yong Tan, and Youwei Wang. (2016) *INFORMS*, Nashville, TN.

INVITED TALKS

- Kelley School of Business, Indiana University, 2018.
- Argyros School of Business and Economics, Chapman University, 2018.
- Jindal School of Management, University of Texas at Dallas, 2018.
- Foster School of Business, University of Washington, 2018.

AWARDS AND HONORS

- The Foster School of Business Dean’s Achievement Award, 2017
- Bertauche Transportation Endowment Fellowship, 2017
- Foster School of Business PhD Program Fellowship, 2014, 2015, 2016, 2017, 2018
- Runner-up in Structural Modeling Workshop (SMART) Challenge, Carnegie Mellon University, Pittsburgh, PA, 2015
- Chosen as a Talent in National Foundation of Exceptional Talents, Iran, 2008
- Ranked top 0.1% (ranked 19th) among more than 50,000 participants in the National Universities Entrance Exam in Graduate level, Iran, 2008
- Ranked top 0.1% among more than 500,000 participants in the National Universities Entrance Exam, Iran, 2004

TEACHING

Chapman University:

- Statistical Models in Business Analytics, MGSC 310.

University of Washington:

- *Lab Instructor*: Business Data Communication, IS 410 (40 students), Evaluation: 4.4/5.0
- *Lab Instructor*: Introduction to Information Systems, IS 300 (80 students)
- *Lab Instructor*: Managing and Mining Big Data, MSCM 530 (Graduate)
- *Teaching Assistant*: System Analysis and Design, IS 460 (Undergraduate)
- *Teaching Assistant*: Business Data Analysis, MSIS 502 (Graduate)
- *Teaching Assistant*: Business Decision Models, MSIS 503 (Graduate)
- *Teaching Assistant*: Information Security and Assurance in a Networked World, MSIS 512 (Graduate)
- *Teaching Assistant*: Managing in the Era of Cloud Computing, MSIS 547 (Graduate)
- *Teaching Assistant*: Executive-MBA Summer Math Workshop (Graduate)

Guest Lecturer:

- Stochastic Models for Research in Business, PhD course, *Fall 2017 and 2018*.
- Business Data Communications, Undergraduate course, *Spring 2017*.
- Research Topics in Information Systems, PhD course, *Winter 2017 and 2018*.

PRIOR POSITIONS **ZEEEN**, *Design Craft Retailer*
 Marketing Manager 2011-2014

Solico Group (Kalleh), *Dairy Company*
 Product Manager 2010-2011

Pars Khodro, *Automaker Company*
 Research Analyst 2009-2010

PROGRAMMING SKILLS • Python, R, Matlab, C, C++, Tensorflow, PyTorch, Hadoop, Stata, SQL, Hive, Pig

ACADEMIC SERVICE **Reviewer**

- Marketing Science
- European Journal of Operational Research
- Conference on Information Systems and Technology (CIST) 2016, 2017, 2018
- International Conference on Information Systems (ICIS) 2017, 2018, 2019
- Workshop on Information Technologies and Systems (WITS) 2016

REFERENCES Professor **Yong Tan**
 Michael G. Foster Professor of Information Systems
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 University of Washington
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Professor **Stephanie Lee**
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 University of Washington
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 Associate Professor of Information Systems
 University of Washington
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