

## **Sanjeev Dewan**

University of California, Irvine  
Irvine, CA 92697-3125  
Paul Merage School of Business  
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Website: <http://web.merage.uci.edu/~sdewan>

### **Education**

PhD, Univ. of Rochester, William E. Simon Graduate School of Business Administration, 1991.  
Major: Business Administration  
Dissertation Title: Timeliness and Management of Information Systems  
Advisor: Mendelson, H.

MS, Univ. of Rochester, William E. Simon Graduate School of Business Administration, 1988.  
Major: Business Administration

Bachelor of Technology, Indian Institute of Technology, 1985.  
Major: Mechanical Engineering  
Minor: Operations Research

### **Professional Positions**

Full Professor, Paul Merage School of Business, UC Irvine (2010 - present)  
Associate Professor, Paul Merage School of Business, UC Irvine (2001 - 2010).  
Assistant and Associate Professor (with tenure), University of Washington Business School.  
(1998 - 2001).  
Visiting Assistant Professor, Graduate School of Management, University of California, Irvine.  
(1996 - 1998).  
Assistant Professor of Decision Sciences and MIS, George Mason University, School of Business  
Administration. (1991 - 1996).

### **Awards and Honors**

Best Paper Award from the *INFORMS Conference on Information Systems and Technology*  
(October 2009)  
INFORMS Service Award. (February 2009).  
For five years of service (2004-2008) as a senior editor at Information Systems Research.  
INFORMS Certificate of Appreciation. (December 2008).  
For service on the editorial board of Management Science  
Membership to Beta Gamma Sigma Honor Society, Beta Gamma Sigma Honor Society. (1991).  
University of Rochester Fellowship, University of Rochester, William E. Simon Graduate School  
of Business Administration. (1985 - 1990).

### **Professional Memberships**

Association for Computing Machinery (ACM).  
Institute for Operations Research and Management Sciences (INFORMS).  
UC Irvine Center for Research on Information Technology and Organizations (CRITO).  
UC Irvine Bren School Secure Computing and Networking Center (SCONCE).

## RESEARCH

### Research Interests

Business Value of IT Investments; Electronic Commerce; Impact of Online Social Media

### Publications

#### Journal Articles, Peer-Reviewed

18. Dewan, S., Ren, F. Information Technology and Firm Boundaries: Impact on Firm Risk and Return Performance. *Information Systems Research*, forthcoming.
17. Dewan, S., Ganley, D., Kraemer, K. L. Complementarities in the Diffusion of Personal Computers and the Internet: Implications for the Global Digital Divide. *Information Systems Research*, forthcoming.
16. Dewan, S., Shi, C., Gurbaxani, V. C. (2007). Investigating the Risk-Return Relationship of Information Technology Investment: Firm-Level Empirical Analysis. *Management Science*, 53(12), 1829-1842.
15. Dewan, S., Ren, F. (2007). Risk and Return of Information Technology Initiatives: Evidence from Electronic Commerce Announcements. *Information Systems Research*, 18(4), 370-394.
14. Dewan, S., Riggins, F. (2005). The Digital Divide: Current and Future Research Directions. *Journal of the Association for Information Systems*, 6(12), 298-337.
13. Dewan, S., Ganley, D., Kraemer, K. L. (2005). Across the Digital Divide: A Cross-Country Multi-Technology Analysis of the Determinants of IT Penetration. *Journal of the Association of Information Systems*, 6(12), 409-432.
12. Dewan, S., Hsu, V. (2004). Adverse Selection in Electronic Markets: Evidence from Online Stamp Auctions. *The Journal of Industrial Economics*, LII(4), 497-516.
11. Dewan, S., Mendelson, H. Information Technology and Trader Competition in Financial Markets: Endogenous Liquidity. *Management Science*, 47(12), 1581-1587.
10. Dewan, S., Kraemer, K. (2000). Information Technology and Productivity: Evidence from Country-Level Data. *Management Science*, 46(4), 548-562.
9. Dewan, S., Michael, S. C., Min, C. (1998). Firm Characteristics and Investments in Information Technology: Scale and Scope Effects. *Information Systems Research*, 9(3), 219-232.
8. Dewan, S., Kraemer, K. L. (1998). International Dimensions of the Productivity Paradox. *Communications of the ACM*, 41(8), 56-62.
7. Dewan, S., Mendelson, H. (1998). Information Technology and Time-Based Competition in Financial Markets. *Management Science*, 44(5), 595-609.
6. Dewan, S., Min, C. (1997). The Substitution of Information Technology for Other Factors of Production: A Firm-Level Analysis. *Management Science*, 43(12), 1660-1675.

5. Dewan, S. (1996). Pricing Computer Services Under Alternative Control Structures: Tradeoffs and Trends. *Information Systems Research*, 7(3), 301-307.
4. Dewan, R. M., Dewan, S. (1995). Managerial Incentives and the Value of Information Systems Timeliness. *Journal of Organizational Computing*, 5(3), 277-294.
3. Dewan, S., Mendelson, H. (1990). User Delay Costs and Internal Pricing for a Service Facility. *Management Science*, 36(12), 1502-1517.
2. Kumar, S., Dewan, S., Agrawal, V. K. (1989). Application of Goal Programming for Capacity Waste Minimization. *International Journal of Operations and Production Management*, 9(3).
1. Kumar, S., Dewan, S., Agrawal, V. K. (1988). Capacity Waste Minimization of a Batch Manufacturing Industry: A Conceptual Formulation. *Industrial Engineering Journal*.

### Working Papers

19. Andrews, R., Currim, I. S., Dewan, S. An Investigation of Heterogeneity in the Business Value of Information Technology Investments. UC Irvine Paul Merage School of Business, being revised for resubmission.
20. Dewan, S., Ramaprasad, J. Consumer Blogging and Music Sampling: Long Tail Effects. UC Irvine Paul Merage School of Business, being revised for resubmission.
21. Dewan, S., Ren, F. An Industry Level Investigation of the Risk and Return of Information Technology Investments, UC Irvine Paul Merage School of Business.
22. Dewan, S., Ramaprasad, J. Chicken and Egg? Interplay Between Music Blog Buzz and Album Sales. UC Irvine Paul Merage School of Business.
23. Ramaprasad, J., Dewan, S. Understanding the Impact of Social Influence in an Online Music Community. UC Irvine Paul Merage School of Business. Won the **Best Paper Award** at 2009 CIST.

### Conference/Workshop/Symposium Proceedings, Peer-Reviewed

Ramaprasad, J., Dewan, S. (2009). Consumer Choice in an Online Music Community: Bandwagon Effects and Local Network Influence. In *Proceedings. INFORMS Conference on Information Systems and Technology (CIST)*. Won the **Best Paper Award** at 2009 CIST.

Dewan, S., Ramaprasad, J. (2009). Chicken and Egg? Interplay Between Music Blog Buzz and Album Sales. In *Proceedings. Pacific Asia Conference on Information Systems*.

Dewan, S., Ramaprasad, J. (2007). Consumer Blogging and Music Sampling: Long Tail Effects. In *Proceedings. INFORMS Conference on Information Systems and Technology (CIST)*.

### Book Chapters, Other

Dewan, S., Mendelson, H. (1999). Internet Channel Revolution: The Case of Charles Schwab. In E. L. Melnick, P. R. Nayyar, M. L. Pinedo, S. Seshadri (Eds.), *Creating Value in Financial Services*. Norwell, MA, USA. Kluwer Academic. ISBN 0-7923-8572-1.

**Abstracts Published**

Dewan, S., Ramaprasad, J. (2008). Chicken and Egg? Interplay Between Music Blog Buzz and Album Sales. *Proceedings of the Twentieth Workshop on Information Systems and Economics*.

Dewan, S., Ramaprasad, J. (2007). Consumer Blogging and Music Sampling: Long Tail Effects. *Proceedings of the Nineteenth Workshop on Information Systems and Economics*.

Dewan, S., Ren, F. (2006). Information Technology and Firm Boundaries: Impact on Risk-Return Profile. *Proceedings of the Eighteenth Workshop on Information Systems and Economics*.

Dewan, S., Ren, F. (2006). Risk and Return of Information Technology Initiatives: Evidence from Electronic Commerce Announcements. *Proceedings of the INFORMS Annual Conference*.

Dewan, S., Ren, F. (2005). Risk and Return of Information Technology Initiatives: Evidence from Electronic Commerce Announcements. *Proceedings of the Seventeenth Workshop on Information Systems and Economics*.

Dewan, S., Shi, C. (2005). Investigating the Risk-Return Relationship of Information Technology Investment: Firm-Level Analysis. *Proceedings of the Annual Meeting of the American Accounting Association*.

Dewan, S., Shi, C. (2002). Risk Vs. Return of Information Technology Investments. *Proceedings of the Fourteenth Workshop on Information Systems and Economics*.

Dewan, S., Hsu, V. (2000). Price Discovery in Generalist Versus Specialty Online Auctions. *Proceedings of the Twelfth Workshop on Information Systems and Economics*.

Dewan, S., Mendelson, H. (2000). Trader Anonymity and Information Investments in Financial Markets. *Proceedings of the Eleventh Workshop on Information Systems and Economics*.

Dewan, S., Mendelson, H. (1999). Informational Regimes and Technology Investment in the Financial Markets. *Proceedings of the INFORMS Annual Conference*.

Dewan, S., Kraemer, K. L. (1997). Information Technology and Productivity: Preliminary Evidence from Country-level Data. *Proceedings of the Ninth Workshop on Information Systems and Economics*.

Dewan, S., Mendelson, H. (1995). Information Technology, Timeliness and Trader Competition in the Financial Markets. *Proceedings of the Seventh Workshop on Information Systems and Economics*.

Dewan, S., Michael, S. C., Min, C. (1995). Scale and Scope of the Firm and IT Investments. *Proceedings of the Seventh Workshop on Information Systems and Economics*.

Dewan, S., Min, C. (1994). Estimating Output and Substitution Elasticities for IT and non-IT Inputs. *Sixth Workshop on Information Systems and Economics*.

Dewan, R. M., Dewan, S. (1992). Value of Timeliness of Information in Decision Environments with Uncertainty and Incentive Conflicts. *Proceedings of the Fourth Workshop on Information Systems and Economics*.

## Books Reviewed

Dewan, S. (1999). [Review of the book Mendelson, H., *Survival of the Smartest: Managing Information for Rapid Action and World-Class Performance*. Wiley.]. Interfaces.

## Contracts, Grants and Sponsored Research

### Grant

Dewan, Sanjeev (Principal Investigator), Shi, C (Co-Principal Investigator), "Risk Vs. Return of Information Technology Investment," NSF - National Science Foundation, \$277,119.00. (February 2004 - January 2010).

Dewan, Sanjeev (Co-Principal Investigator), Currim, Imran S (Co-Principal Investigator), "Why Do Firms Vary on the Effect of IT expenditures on Firm Performance?," NSF - National Science Foundation, \$10,000.00. (July 2006 - June 30, 2007).

## Professional Service

### Journal Editorial Service

*Information Systems Research*, Senior Editor. (January 2004 - December 2008).

*Management Science*, Associate Editor. (April 2000 - Present).

*Information Systems Research*, Associate Editor. (January 2002 - January 2004).

Special Issue of the *Journal of the Association of Information Systems (JAIS)* on the Digital Divide, Co-Editor. (August 2004 - December 2005).

Ad Hoc Reviewer: *Information Systems Research*, *Communications of the ACM*, *MIS Quarterly*, *Journal of Industrial Economics*, *manufacturing and Service Operations Management*, *Journal of Organizational Computing*, *Decision Support Systems*, *HICSS*, *ICIS*, *IEEE Transactions on Engineering Management*, *NSF Panels*

### Service for Conferences and Workshops

Pacific Asia Conference on Information Systems (PACIS), Program Co-Chair, Hyderabad, India. (January 2009 - July 2009).

International Conference on Information Systems (ICIS), Track Co-Chair, Paris, France. (March 2008 - July 2008).

MISRC/CRITO Digital Divide Symposium, held at the Carlson School of Management, University of Minnesota, Co-Chair. (August 27, 2004 - August 28, 2004).

Pacific Asia Conference on Information Systems (PACIS), Member of Executive Committee. (January 2009 - Present).

International Conference on Information Systems (ICIS), Associate Editor, Phoenix, Arizona. (March 2009 - July 2009).

Conference on Information Systems and Technology (CIST), Program Committee. (2007).

International Symposium on Information Systems (ISIS), Session Chair, Hyderabad, India.  
(December 2006).

International Symposium on Information Systems (ISIS), Program Committee, Hyderabad, India.  
(2006).

INFORMS Conference, Session Chair, Pittsburgh, PA. (November 2006).

International Conference of Information Systems (ICIS), Session Chair, Washington DC.  
(December 2004).

International Conference on Information Systems, Session Chair. (December 2001).

IBM Global Market Trends Workshop, IBM Corporate Headquarters, Invited Participant, Armonk,  
NY. (January 2001).

International Conference on Information Systems (ICIS), Session Chair, Brisbane, Australia.  
(December 2000).

International Conference on Information Systems (ICIS), Program Committee, Brisbane,  
Australia. (2000).

International Conference on Information Systems (ICIS), Program Committee, Brisbane,  
Australia. (January 2000 - December 2000).

Program Committee for the Workshop on Information Technology and Systems (WITS), Member,  
Brisbane, Australia. (2000).

Workshop on Information Technology and Systems (WITS), Program Committee, Brisbane,  
Australia. (January 2000).

International Conference on Information Systems (ICIS), Discussant, Charlotte. (December  
1999).

Workshop on Information Systems and Economics (WISE), New York University, Discussant.  
(December 1998).

Workshop on Information Systems and Economics (WISE), New York University, Session Chair.  
(December 1998).

Workshop on Information Systems and Economics (WISE), Discussant, Cleveland. (December  
1996).

Workshop on Information Systems and Economics (WISE), Session Chair, Cleveland, OH.  
(December 1996).

### **Other Professional Service**

Committee for formulating the Technology Management MBA Program at the University of  
Washington Business School, Member, Seattle. (2000).

Committee for formulating a program in e-Business, University of Washington Business School,  
Seattle. (1999).

Technology Task Force of the School of Business Administration, George Mason University.  
(1994).

## Presentations Given

Dewan, S., Ramaprasad, J., Statistical Challenges in Electronic Commerce Research, "Understanding the Impact of Social Influence in an Online Music Community," Carnegie Mellon University, Pittsburgh, PA. (May 2009).

Dewan, S., University of Florida, Warrington College of Business Administration, Gainesville, FL. (February 2009).

Dewan, S., University of Washington, Foster School of Business, Seattle, WA. (May 2008).

Dewan, S., Notre Dame University, Mendoza College of Business, Notre Dame, IN. (April 2008).

Dewan, S., Ramaprasad, J., International Symposium on Information Systems, "Consumer Blogging and Music Sampling: Long Tail Effects," Indian School of Business, Hyderabad, India. (December 2007).

Dewan, S., Carnegie Mellon University, Tepper School of Business, Pittsburgh, PA. (March 2007).

Dewan, S., Michigan State University, Eli Broad College of Business, East Lansing, MI. (February 2007).

Dewan, S., Ohio State University, Fisher College of Business, Columbus, OH. (January 2007).

Dewan, S., International Symposium on Information Systems (ISIS), "Investigating the Heterogeneity of the Business Value of Information Technology: Firm-Level Empirical Analysis," Hyderabad, India. (December 2006).

Dewan, S., University of California, Riverside, Anderson Graduate School of Management, Riverside, CA. (September 2006).

Dewan, S., University of Connecticut, School of Business, Storrs, CT. (February 2006).

Dewan, S., Doctoral Consortium, Decision Sciences Institute annual conference, Decision Sciences Institute annual conference, Panel: Meet the Editors, San Francisco, CA. (November 2005).

Dewan, S., University of Pennsylvania, Wharton School, Philadelphia, PA. (October 2005).

Dewan, S., New York University, Stern School of Business, New York, NY. (September 2005).

Dewan, S., University of Texas, Austin, McCombs School of Business, Austin, TX. (November 2004).

Dewan, S., Ganley, D., MISRC/CRITO Digital Divide Symposium, "Across the Digital Divide: A Cross-Country Multi-Technology Analysis of the Determinants of IT Penetration," MISRC and CRITO, Minneapolis, MN. (August 2004).

Dewan, S., Urban Land Institute's What You Need to Know Series, Urban Land Institute, Panel: Technology in the Urban Landscape, Costa Mesa, CA. (June 2004).

Dewan, S., Arizona State University, W.P. Carey School of Business, Tempe, AZ. (April 2004).

Dewan, S., Stanford University, Graduate School of Business, Palo Alto, CA. (March 2004).

Dewan, S., Workshop on Information System and Economics (WISE), Seattle, WA. (December 2003).

Dewan, S., CRITO Consortium Industry Advisory Board Meeting, Panel: Value Networks, Irvine, CA. (January 2003).

Dewan, S., From Value Chains to Value Networks Conference, Graduate School of Management, University of California Irvine, Panel: Technology Strategies for Value Networks, Irvine, CA. (May 2002).

Dewan, S., UC Irvine Center for Research on IT and Organizations, Center for Research on IT and Organizations, Irvine, CA. (April 2002).

Dewan, S., University of Southern California, Marshall School of Business, Los Angeles, CA. (April 2002).

Dewan, S., Workshop on Information Systems and Economics (WISE), New Orleans, LA. (December 2001).

Dewan, S., University of Texas, Dallas, School of Management, Dallas, TX. (March 2001).

Dewan, S., New York University, Stern School of Business, New York, NY. (February 2001).

Dewan, S., University of California, Irvine, Graduate School of Management, Irvine, CA. (February 2001).

Dewan, S., IBM Global Market Trends Workshop, IBM Corporate Headquarters, Armonk, NY. (January 2001).

Dewan, S., Indian Council for Research on International Economic Relations (ICRIER), New Delhi, India. (December 2000).

Dewan, S., International Conference on Information Systems (ICIS), Brisbane, Australia. (December 2000).

Dewan, S., International Conference on Information Systems (ICIS), Charlotte, NC. (December 1999).

Dewan, S., Carnegie Mellon University, Graduate School of Industrial Administration, Pittsburgh, PA. (October 1999).

Dewan, S., University of Pittsburgh, Katz Graduate School of Business, Pittsburgh, PA. (October 1999).

Dewan, S., Distribution Channels in Insurance and Financial Services Symposium, NYU Stern School of Business, New York, NY. (April 1999).

Dewan, S., Workshop on Information Systems and Economics (WISE), New York, NY. (December 1998).

Dewan, S., Presentation to IBM executives, University of California, Irvine, Irvine, CA. (October 1998).

Dewan, S., Stanford University, Graduate School of Business, Palo Alto, CA. (October 1998).

Dewan, S., Presentation to IBM Executives, IBM Corporate Headquarters, Armonk, NY. (April 1998).

Dewan, S., University of Washington Business School, Seattle, WA. (January 1998).

Dewan, S., UCLA, Anderson School of Management, Los Angeles, CA. (December 1997).

Dewan, S., Presentation to IBM Executives, IBM Corporate Headquarters, Armonk, NY. (September 1997).

Dewan, S., NSF Center Workshop for Southern California Executives, CRITO, Irvine, CA. (April 1997).

Dewan, S., Workshop on Information Systems and Economics (WISE), Cleveland, OH. (December 1996).

Dewan, S., University of California, Irvine, Graduate School of Management, Irvine, CA. (November 1996).

Dewan, S., Boston University, School of Management, Boston, MA. (February 1996).

Dewan, S., Purdue University, Krannert Graduate School of Management, West Lafayette, IN. (February 1996).

Dewan, S., Stanford University, Graduate School of Business, Palo Alto, CA. (October 1995).

Dewan, S., University of California, Irvine, Graduate School of Management, Irvine, CA. (March 1995).

Dewan, S., Third Annual Software Engineering Economics Conference, The MITRE Corporation, McLean, Virginia. (March 1993).

Dewan, S., George Mason University, School of Information Technology and Engineering, Fairfax, VA. (March 1992).

Dewan, S., George Mason University, School of Management, Fairfax, VA. (February 1990).

Dewan, S., University of Dayton, School of Business Administration, Dayton, OH. (January 1990).

Dewan, S., University of Maryland, College Park, School of Business, College Park, MD. (January 1990).

## TEACHING

### Teaching Interests

Information Technology for Management; Digital Strategies and Markets; Information Economics

### Courses Taught at UC Irvine

Information Technology for Management (core course in full-time, part-time and EMBA programs)  
Digital Strategies and Markets (new MBA elective developed)  
Technologies for eCommerce (MBA elective)  
Information Economics and Business Applications (new school-wide Ph.D. course developed)  
Ph.D. Seminar in Information Systems

### Doctoral Student Supervision

September 2003 - June 2009, Jui Ramaprasad, Chair  
Assistant Professor of Information Systems at Desautels Faculty of Management, McGill University, Montreal, Canada  
September 2001 - June 2008, Zhizhong Zhou, Member  
Research Fellow (post doc) at Dartmouth University  
September 2001 - June 2007, Fei Ren, Chair  
Assistant Professor of Information Systems at the Guanghua School of Management, Beijing University.  
September 2001 - June 2007, Pei-Fang Hsu, Member  
Assistant Professor of Information Systems at National Tsing Hua University, Taiwan, Institute of Technology Management.  
September 2001 - June 2007, Shutao Dong, Member  
Assistant Professor of Information Systems at Renmin University of China, School of Business.  
September 2001 - June 2007, Young Bong Chang, Member  
Assistant Professor of Information Systems at University of British Columbia, Okanagan  
September 2000 - June 2006, Dale Ganley, Co-Chair  
Assistant Professor of Information Systems at the University of Victoria, Faculty of Business, Victoria, Canada  
September 2000 - June 2005, Sean Xin Xu, Member  
Assistant Professor of Information Systems at HKUST, Hong Kong.

### Doctoral Candidacy Committee

May 2009, Wenting Pan (ODT), Member  
February 2007, Yang Wang (Informatics), Member  
March 2006, Jihye Kim (Computer Science), Member  
June 2004, Maithili Narasimha (Computer Science), Member

### Predissertation Committee

September 2007 - Present, Joe Vithayathil, Advisor  
July 2004 - September 2006, Qiang Zeng, Advisor (until Fall 2006)

## **SERVICE**

### **University Service**

Council on Faculty Welfare. (2008 - 2011).

University Council on Faculty Welfare (attended several meetings at UCOP in Oakland as alternate representative). (2008 - 2009).

Academic Program Review Subcommittee. (2005 - 2006).

Council on Graduate Affairs. (2005 - 2006).

Taught the Freshman Seminar, "Strategic Role of Information Technology". (January 2004 - March 2004).

### **School Service**

Committee for Development of Masters of Engineering Management Degree. (2008 - Present).

Area Coordinator, Information Systems. (2006 - Present).

Undergraduate Program Committee. (2009 - 2010).

Curriculum Innovation Committee. (2008 - 2009).

Faculty Advisory Committee to the Dean. (2007 - 2008).

Masters Program Committee. (2006 - 2007).

Faculty Lead for the Development of the Business Information Management Joint Undergraduate Degree. (2005 - 2007).

Ad Hoc Personnel Committee. (2005 - 2006).

Undergraduate Program Committee. (2005 - 2006).

Area Coordinator, Information Systems. (2003 - 2004).

Faculty Advisory Committee to the Dean. (2002 - 2004).

Chair, Ad Hoc Personnel Committee. (2002 - 2003).

Masters Program Committee. (2001 - 2003).

### **Service in the Information Systems Area**

MIS Recruiting Committee. (2007 - 2008).

MIS Recruiting Committee. (2003 - 2004).

Developed promotional literature for the Ph.D. program. (2003).

MIS Recruiting Committee. (2001 - 2003).

## **Public Service**

Volunteer, American Youth Soccer Organization (AYSO). (2004 - Present).

Regional Referee, South Irvine Division, Irvine, CA. (2004 - Present).