

NIYAZI TANERI
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SHORT BIO

Niyazi Taneri is an Assistant Professor of Analytics & Operations at NUS Business School, National University of Singapore (NUS). Prior to NUS, he worked at Tesco as an Operations Analyst and at Singapore University of Technology & Design, where he was the SUTD-lead of the Decision Making Research Thrust for the MIT-SUTD International Design Centre. He has held visiting positions at Singapore Management University, Massachusetts Institute of Technology, and INSEAD. He holds a BSc Degree in Industrial Engineering from the University of Wisconsin – Madison, and Master’s and PhD Degrees from the University of Cambridge Judge Business School. He received the ISPIM-Wiley Best PhD Dissertation in Innovation Management Award. His research is broadly in the area of Operations Management with an emphasis on using analytical tools for the study of strategic interactions for innovation, sustainability and supply chain management. His papers have been published in leading journals such as *Management Science*, and *Manufacturing & Service Operations Management*. Niyazi teaches courses in the EMBA, Undergraduate and Executive Education Programs on Operations Strategy and Data Analytics. In 2016, he received SUTD’s Excellence in Teaching Award.

ACADEMIC QUALIFICATIONS

University of Cambridge PhD in Management Science – ISPIM Wiley Best Dissertation Award Thesis Title: “The Role of Contracts and Partnership Structure in New Product Development”.	2007 – 2012
University of Cambridge MPhil in Management Science – Distinction	2005 – 2006
University of Wisconsin – Madison BSc in Industrial and Systems Engineering – Honor List	2001 – 2005

EMPLOYMENT HISTORY

National University of Singapore – Assistant Professor, NUS Business School	2016-Present
Singapore University of Technology and Design – Assistant Professor	2013-2016
Massachusetts Institute of Technology – Visiting Scholar	2012-2013
Singapore Management University – Research Associate	2011
University of Cambridge – Course Coordinator for Management Science EMBA	2011-2012
CambridgeIP –Patent Data Analyst	2008
Tesco Stores Ltd – Operations Analyst	2006 – 2007

PROFESSIONAL AWARDS AND GRANTS

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| <ul style="list-style-type: none">• 2016 SUTD Excellence in Teaching Award (University-wide Award)• 2013 ISPIM-WILEY Best PhD Dissertation Award (Selected among 150 nominees from 40 countries)• NUS Startup Research Grant• MIT-SUTD IDC Research Grant• SUTD-ZJU Research Grant | <ul style="list-style-type: none">• SUTD Startup Research Grant• Cambridge European Trust Fellowship for PhD Degree• Commonwealth Scholarship for PhD Degree• British Chevening Scholarship for Master’s Degree• Fulbright (Cyprus America Scholarship Program) Scholarship for Undergraduate Degree |
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RESEARCH INTERESTS

Methodology

- Contract Theory
- Game Theory
- Empirical Methods
- Behavioral Experiments

Applications

- Product and Business Model Innovation
- Sustainable Operations
- Contract Design
- Supply Chain Management

PUBLICATIONS

The Role of Equity, Royalty and Fixed Fees in Licensing to University Spin-Offs (with Nicos Savva), *Management Science*, 2015, **61**(6) 1323–1343.

- Adopted as content for the PhD course Foundations of Operations Management at INSEAD.

Licensing Contracts: Control Rights, Options and Timing (with Pascale Crama and Bert De Reyck) *Management Science*, 2017, **63**(4) 1131-1149.

Contract Theory: Impact on Biopharmaceutical Alliance Structure and Performance (with Arnoud De Meyer) *Manufacturing & Service Operations Management*, 2017 **19**(3) 453-471.

- Adopted as content for the PhD course Empirical Methods in Technology & Operations Management at INSEAD.

PAPERS UNDER REVIEW

Turning the Tables in R&D Licensing (with Pascale Crama) – Under Second Round Review *Management Science*

Why are Minimum Order Quantity Contracts Popular in Practice? A behavioral investigation (with Ozge Tuncel and Sameer Hasija) – R&R *Manufacturing & Service Operations Management*

WORKING PAPERS

Perils of Bargaining Power in R&D Licensing (with Arnoud De Meyer) – Initial write-up complete. Re-writing for submission.

Sharing of Durable Goods: Business Models for Heavy Equipment Manufacturers (with Philippe Blaettchen and Sameer Hasija) – Initial write-up complete. Re-writing for submission.

Managing public-private partnerships for the development of drugs for neglected diseases (with Rongrong Luo, Shantanu Bhattacharya, and Ying Xu) – Results complete. Writing up.

Rights of First Negotiation and First Refusal in R&D Partnerships (with Guangyu Wan, Shantanu Bhattacharya, and Sameer Hasija) – Results complete. Writing up.

EARLIER STAGE PROJECTS

Capacity Allocation for a Green Farm: Impact of Technology and Customer Awareness (with Dong Li and Saif Benjaafar) – Initial results complete.

A Permissioned Blockchain Business Model for Green Sourcing (with Xi Chen, Guangyu Wan and Saif Benjaafar) – Initial results complete.

Labor Malpractice in Global Supply Chains: The Role of Operations (with Wei Kiat Lim, Sameer Hasija and Hsiao-Hui Lee) – Initial dataset completed. Adding further variables.

Truth or Funds for Your Project: How R&D Managers Fight for Scarce Resources (with Ozge Tuncel, Nektarios Oraopoulos, and Jochen Schlapp) – Experiments designed.

Leveraging Big Data to Measure the Impact of Infrastructure Investment on Company Performance (with Wei Kiat Lim and Michael Freeman) – Initial dataset completed. Adding further variables.

TEACHING

National University of Singapore

- Strategic Operations Management (Executive MBA)
- Operations Strategy (Undergraduate)
- Social Media Analytics (MBA Elective to be introduced in May 2020)
- Leading with Big Data Analytics (Executive Education Open Program)
- Operations Excellence, Data Analytics & Business Model Innovation (Executive Education Custom Programs)
- Operations Management (Executive Education Custom and Open Programs)
- Operations for Strategic Advantage (Pearson Professional Programs)

INSEAD

- Fundamentals of Operations Management (PhD), Guest Lecture
- Empirical Methods in Technology and Operations Management (PhD), Entire Course

Singapore University of Technology and Design

- Operations Management (Undergraduate)
- Decision & Risk Analysis (Undergraduate)
- Engineering Systems Design (Undergraduate)

University of Cambridge Judge Business School

- Management Science (Masters, MBA, and Executive MBA)
- Business Statistics (MPhil)
- Quantitative Methods (Undergraduate)

London Business School

- Decision & Risk Analysis (Full time and part time MBA)

GRADUATE STUDENT SUPERVISION

PhD Students

Student Name: Ozge Tuncel
Degree Studied: PhD
Date of Graduation: August 2018
Thesis Title: Essays in Behavioural Experiments in Operations Management
Placement: Postdoctoral Fellow at TU Eindhoven

Student Name: Rongrong Luo
Degree Studied: PhD
Date of Graduation: August 2020 (Expected)
Current Role: PhD Candidate at SUTD

Student Name: Philippe Blaettchen
Degree Studied: PhD
Date of Graduation: August 2021 (Expected)
Current Role: PhD Candidate at INSEAD

Student Name: Wei Kiat Lim
Degree Studied: PhD
Date of Graduation: August 2023 (Expected)
Current Role: PhD Candidate at NUS

Masters Students

Student Name: Lingkai Terence Teo
Degree Studied: MIT-SUTD Dual Masters
Date of Graduation: June 2014
Thesis Title: Debt-Equity Choice of Crowd Funded Entrepreneurs
Placement: Senior Manager, Science & Engr. Commercialization, Exploit Technologies/A*Star

Student Name: Mitchell S. Krogman
Degree Studied: MIT-SUTD Dual Masters
Date of Graduation: December 2014
Thesis Title: Influencing Customer Behavior for Demand Smoothing and Capacity Management
Placement: Business Improvement Manager, RedMart

Student Name: Wei Xu
Degree Studied: NUS MSc. Business Analytics
Date of Graduation: July 2018
Capstone Paper: IoT Analytics on Nationwide Public Transport for Better Transportation Service
Placement: Land Transport Authority

INVITED TALKS AND VISITS

Universities

- University College London (2012, 2018)
- University of Cambridge (2015, 2018)
- University of California – San Diego (2017, 2018)
- University of Hong Kong (2017, 2018)
- Hunan University (2018)
- University of Wisconsin – Madison (2016)
- Oxford University (2015)
- Bogazici University (2015, 2016)
- Technion (2016)
- City University Hong Kong (2016)
- University of Minnesota (2014)
- Nanyang Technological University (2014, 2016)
- Massachusetts Institute of Technology (2013)

Conferences

- MSOM Conference 2016
- INFORMS International Meeting 2016
- INFORMS Annual Meeting 2011, 2012, 2013, 2014, 2015, 2016, 2017
- POMS 2012, 2013, 2015, 2016, 2017, 2018
- POMS-HK 2016, 2017, 2018, 2019
- MIT – SUTD IDC Summit 2015, 2016
- Darden & Cambridge Judge Entrepreneurship and Innovation Research Conference 2013
- ISPIM Innovation Conference 2013

SERVICE

- MSOM 2019 Conference Co-Chair
- INFORMS Annual Meeting 2017 and 2018 – Cluster Chair – New Product Development
- INFORMS International 2016 – Cluster Chair – Innovation & Entrepreneurship
- INFORMS – Session Chair (2012, 2013, 2014, 2015, 2016, 2017)
- POMS – Session Chair (2017, 2018)
- Reviewer for MS, M&SOM, POM, JOM
- Various Committees at NUS and SUTD

REFERENCES

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