

NIYAZI TANERI
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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”	July 2013
University of Cambridge MPhil in Management Science – Distinction	July 2006
University of Wisconsin – Madison BSc in Industrial and Systems Engineering – Honor List	May 2005

ACADEMIC POSITIONS

University of Cambridge – Associate Professor, Cambridge Judge Business School	2021-Present
National University of Singapore – Assistant Professor, NUS Business School	2016-2021
Singapore University of Technology and Design – Assistant Professor	2013-2016

VISITING POSITIONS & INDUSTRY ENGAGEMENTS

INSEAD – Visiting Scholar	2018
Massachusetts Institute of Technology – Visiting Scholar	2012-2013
Singapore Management University – Visiting Scholar	2011
University of Cambridge – Course Coordinator for Management Science, EMBA	2011-2012
CambridgeIP – Patent Data Analyst	2008
Tesco Stores Ltd – Operations Analyst	2006 – 2007

AWARDS, GRANTS & SCHOLARSHIPS

Awards:

- 2022 INFORMS TIMES Best Paper Award 2022, Runner Up
- 2016 SUTD Excellence in Teaching Award (University-wide award)
- 2013 ISPIM-WILEY Best PhD Dissertation Award (Selected among 150 nominees from 40 countries)

Research Grants:

- “Strategic Interactions in Operations Management”, NUS Startup Research Grant, PI, 2016-2021
- “Collective Decision Making for the Design of Products and Services”, MIT-SUTD International Design Center Research Grant, PI, S\$280,000, 2014-2018
- “Low Carbon Footprint Supply Chains: Leveraging Operational Flexibility to Optimize for Cost and Environmental Impact”, SUTD-ZJU Research Grant, Co-PI, S\$240,000, 2013-2017
- “Collaborative New Product Development Projects”, SUTD Startup Research Grant, PI, S\$100,000, 2013-2016

Scholarships:

- 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

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

Why Are Minimum Order Quantity Contracts Popular in Practice? A Behavioral Investigation (with Ozge Tuncel and Sameer Hasija) *Manufacturing & Service Operations Management*, 2022, **24**(4):2166-2182.

Turning the Tables in R&D Licensing Contracts (with Pascale Crama) – *Management Science*, 2021, **67** (9), 5838-5856

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

- Featured in the ASU OM Review.

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

- INFORMS TIMES Best Paper Award 2022, Runner Up

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.

PAPERS UNDER REVIEW

Perils of Bargaining Power in R&D Licensing (with Arnoud De Meyer) – Invited for Major Revision, *Manufacturing & Service Operations Management*

Sharing of Heavy Equipment (with Philippe Blaettchen and Sameer Hasija) – Invited for Major Revision, *Operations Research*

EARLIER STAGE PROJECTS

Labor Malpractice: The Role of Operations & Supply Chains (with Wei Kiat Lim, Sameer Hasija and Hsiao-Hui Lee)

A Permissioned Blockchain Business Model for Green Sourcing (with Saif Benjaafar, Xi Chen, and Guangyu Wan)

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

Partnerships for the development and distribution of drugs for neglected diseases (with Rongrong Luo, Shantanu Bhattacharya, and Ying Xu)

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

Operations as a Force for Good: The Link to Diversity (with Wei Kiat Lim)

TEACHING

University of Cambridge Judge Business School

- Operations Management (MBA, EMBA)
- Modelling Risk (Undergraduate)
- Introduction to OTM Research (Graduate)
- Technology Innovation & Entrepreneurship (Executive Education)
- Sustainability and Business Model Innovation (Executive Education)
- Management Science (MBA, EMBA)
- Business Statistics (MPhil)
- Quantitative Methods (Undergraduate)

National University of Singapore

- Strategic Operations Management (EMBA)
- Digitization for Business Model Innovation (New MBA Elective Developed/Delivered July 2020)
- Operations Strategy (Undergraduate)
- Leading with Big Data Analytics (Executive Education)
- Operations Excellence, Data Analytics & Business Model Innovation (Executive Education)
- Operations Management (Executive Education Custom and Open Programs)
- Operations for Strategic Advantage (Pearson Professional Programs)

INSEAD

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

Singapore University of Technology and Design

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

London Business School

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

GRADUATE STUDENT AND POSTDOCTORAL SUPERVISION

Postdoctoral Fellows

Name: Dong Li
Date of Completion: August 2016
Placement: Assistant Professor, Sun Yat-Sen University

Name: Guangyu Wan
Date of Completion: August 2017
Placement: Assistant Professor, Hunan University

PhD Students

Name: Ozge Tuncel
Degree Studied: PhD
Date of Graduation: August 2018
Placement: Assistant Professor, Maastricht University

Name: Philippe Blaettchen
Degree Studied: PhD
Date of Graduation: August 2021
Placement: Assistant Professor (Lecturer), City University, London.

PhD Students (cont'd)

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

Master's Students

Name: Lingkai Terence Teo
Degree Studied: MIT-SUTD Dual Master's
Date of Graduation: June 2014
Placement: Senior Manager, Science & Engr. Commercialization, Exploit Technologies/A*Star

Name: Mitchell S. Krogman
Degree Studied: MIT-SUTD Dual Master's
Date of Graduation: December 2014
Placement: Business Improvement Manager, RedMart

Name: Wei Xu
Degree Studied: NUS MSc. Business Analytics
Date of Graduation: July 2018
Placement: Land Transport Authority

INVITED TALKS AND VISITS

Universities

- University College London (2012, 2018)
- University of Cambridge (2015, 2018, 2020)
- University of California – San Diego (2017, 2018, 2019)
- 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, 2019)
- Nanyang Technological University (2014, 2016)
- Massachusetts Institute of Technology (2013)

Conferences

- Biotech Influencers 2022
- MSOM Conference 2016, 2019
- INFORMS International Meeting 2016
- INFORMS Annual Meeting 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2019, 2020, 2021
- 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

Community-level

- MSOM 2019 Conference Co-Chair with Mabel Chou, Melvyn Sim, Chung-Piaw Teo
- 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, 2019, 2020, 2021)
- POMS – Session Chair (2017, 2018, 2019)
- Reviewer for MS, M&SOM, POM, JOM
- Judge: POMS Product Innovation & Technology Management (PITM) Best Paper Competition (2017), INFORMS Technology Innovation Management & Entrepreneurship Best Working Paper Award (2018), POMS-HK Student Paper Competition (2020), MSOM Student paper Competition (2020).
- PhD Thesis Committee Memberships: Han Shasha (NUS), Wei Kiat Lim (NUS), Philippe Blaettchen (INSEAD), Luo Qian (SMU), Nicholas Yeo (SMU), Wenqi Lian (SMU), Rongrong Luo (SUTD), Ozge Tuncel (SUTD).

Institution-level

- CJBS: Operations & Technology Management (OTM) Seminar Series Coordinator, OTM PhD Pathway Representative, MBA Teaching Committee, MBA Cambridge Venture Projects Mentorship, EMBA Individual Project Supervision, Co-APD for Technology, Innovation, Entrepreneurship Programme.
- NUS: DAO Seminar Series Committee, DAO Recruitment Committee, DAO PhD Committee (2018-2019)
- SUTD: Inaugural Capstone Project Committee, Institutional Review Board Member, ESD Recruitment Committee.