

## Elena Katok

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### ACADEMIC POSITIONS

- 2008- Present Professor of Supply Chain Management, Smeal College of Business, Penn State University, University Park, PA.
- 2004-2008 Associate Professor with tenure, Smeal College of Business, Penn State University, University Park, PA.
- 2007 Visiting Scholar, University of Cologne, Germany.
- 1999- 2004 Assistant Professor, Smeal College of Business, Penn State University, University Park, PA.
- 2000- 2001 Visiting Scholar, Harvard Business School, Boston, MA
- 1997-1998 Assistant Professor of Operations Research, Division of Economics and Business, Colorado School of Mines, Golden.
- 1996 -1997 Visiting Assistant Professor of Operations Management, School of Management, State University of New York, Binghamton.

### EDUCATION

- 1996 Ph.D., Department of Management Science and Information Systems, Penn State University, University Park.
- 1992 MBA, Smeal College of Business, Penn State University.
- 1987 B.S., Business Administration with emphasis in finance and economics, University of California, Berkeley.

### RESEARCH EXPERTISE

- Behavioral operations management
- Market design and strategic procurement

### TEACHING EXPERTISE

- Operations and supply chain management: strategic procurement, supply chain coordination, inventory management, production planning and scheduling.
- Quantitative methods: modeling with spreadsheets, applied optimization and simulation

## HONORS AND AWARDS

- Winner of the 2000 Franz Edelman Award for achievement in the practice of OR&MS.

## PUBLICATIONS

1. Richard Engelbrecht-Wiggans and Elena Katok. Regret and Feedback Information in First-Price Sealed-Bid Auctions, *Management Science*, 2008, 54(4) pp. 808-819.
2. Gary E Bolton and Elena Katok, Learning-by-Doing in the Newsvendor Problem: A Laboratory Investigation of the Role of Experience and Feedback, *Manufacturing and Service Operations Management*, 2008 10(3) pp. 519-538.
3. Elena Katok, Douglas Thomas, Andrew Davis, Inventory Service Level Agreements as Coordination Mechanisms: The effect of review periods, *Manufacturing and Service Operations Management*, forthcoming.
4. Richard Engelbrecht-Wiggans and Elena Katok "e-Sourcing in Procurement: Theory and Behavior in Reverse Auctions with Non-Competitive Contracts," *Management Science* 52(4) April 2006, pp. 581-596.
5. Richard Engelbrecht-Wiggans, Ernan Haruvy and Elena Katok A Comparison of Buyer-Determined and Price-Based Multi-Attribute Mechanisms *Marketing Science*, 2007 26(5) pp. 611-628.
6. Richard Engelbrecht-Wiggans and Elena Katok. Regret in Auctions: Theory and Evidence, *Economic Theory* 2007, 33 pp. 81-101.
7. Anthony M. Kwasnica and Elena Katok, The Effect of Timing on Bid Increments in Ascending Auctions, *Production and Operations Management*, 2007, 16(4) pp. 483-494.
8. Elena Katok and Anthony M. Kwasnica, Time is Money: The Effect of Clock Speed on Seller's Revenue in Dutch Auctions, *Experimental Economics*, forthcoming.
9. Yan Wu and Elena Katok, Learning, Communication, and the Bullwhip Effect, *Journal of Operations Management* 24(6), December 2006, pp. 839-850.
10. Gary E Bolton, Elena Katok and Axel Ockenfels, Cooperation Among Strangers with Limited Information about Reputation, *Journal of Public Economics* 89(8), August 2005, pp. 1457-1468.
11. Gary E Bolton, Elena Katok and Axel Ockenfels, Trust Among Internet Traders, *Analyses & Kritik*, Vol. 26, December 2004, pp. 185-202.
12. Richard Engelbrecht-Wiggans and Elena Katok, Experiments on Auction Valuation and Endogenous Entry, in *Experimental and Behavior Economics, Advances in Applied Microeconomics* (J. Morgan Ed.), Volume 13, Chapter 7, 2005, Elsevier, pp. 171-196.
13. Elena Katok and Alvin E. Roth Auctions of Homogeneous Goods with Increasing Returns: Experimental Comparison of Alternative "Dutch" Auctions, *Management Science* 50(8), August 2004, pp. 1044-1063.
14. Gary E Bolton, Elena Katok and Axel Ockenfels How Effective are Online Reputation Mechanisms? An Experimental Study, *Management Science* 50(11), November 2004, pp. 1587-1602.

## PUBLICATIONS (CONT)

15. Croson, R., K. K. Donohue, E. Katok and J. Serman, Supply Chain Management: A Teaching Experiment, in Zwick, Rami and Amnon Rapoport (Eds.), *Experimental Business Research, Vol. 3: Marketing, Accounting, and Cognitive Perspectives*. Kluwer Academic Publishers: Norwell, MA and Dordrecht, The Netherlands, 2004.
16. Gary E Bolton and Elena Katok, The Role of Learning in Arbitration: A Laboratory Study, in *Advance in Understanding Strategic Behavior, Game Theory, Experiments and Bounded Rationality, Essays in Honor of Werner Güth* (S. Huck ed), 2004, Palgrave MacMillan, pp. 235-257.
17. Elena Katok, William Tarantino and Terry P. Harrison, Investment in Production Resource Flexibility: An Empirical Investigation of Methods for Planning Under Uncertainty, *Naval Research Logistics* 50:2, pp. 105-129, March 2003.
18. Elena Katok, Martin Sefton and Abdullah Yavas, Implementation by Iterative Dominance and Backward Induction: An Experimental Comparison, *Journal of Economic Theory*, 104, pp. 89-103, 2002.
19. Gary E Bolton, Elena Katok and Axel Ockenfels, Bridging the Trust Gap in Electronic Markets: A Strategic Framework for Empirical Study, in *Applications of Supply Chain Management and E-Commerce Research in Industry* (E. Ackali, J. Geunes, P.M. Pardalos, H.E. Romeijn and Z.J. Shen eds.) Springer, New York, 2005.
20. Elena Katok, William Tarantino and Ralph Tiedeman, Improving Performance and Flexibility at Jeppesen: The World's Leading Aviation Information Company, *Interfaces Edelman Issue*, 31(1), Jan-Feb 2001.
21. Elena Katok, Andrew Lathrop, William Tarantino and Susan Xu Using Dynamic Programming-Based DSS to Manage Inventory at Jeppesen, *Interfaces*, 30(6), pp. 54-65, Nov/Dec 2001.
22. Elena Katok and Dennis Ott, Using Mixed-Integer Programming to Reduce Label Changes in the World's Largest Single-Site Aluminum Can Manufacturing Facility, *Interfaces*, 30:2, pp. 1-13, March-April 2000.
23. Gary E Bolton, Jordi Brandts, Elena Katok, Axel Ockenfels and Rami Zwick, Testing Theories of Other-Regarding Behavior: A Sequence of Four Laboratory Studies, in *Handbook of Experimental Economics Results*, (Charles R. Plott and Vernon L. Smith eds.), North-Holland: Amsterdam, in press.
24. Gary E Bolton, Jordi Brandts and Elena Katok, How Strategy Sensitive are Contributions? A Test of Six Hypotheses in a Two-Person Dilemma Game, *Economic Theory*, 15, pp. 367-387, 2000.
25. Elena Katok, Tomas Serrander and Mattias Wennstrom, Throughput Improvement and Scrap Reduction in Aluminum Can Manufacturing, *Production and Inventory Management Journal*, 49, pp. 36-42, 1999.
26. Elena Katok, Holly S. Lewis and Terry P. Harrison, Lot Sizing in General Assembly Systems with Setup Costs, Setup Times and Multiple Constrained Resources, *Management Science*, 44, pp. 859-877, 1998.

## PUBLICATIONS (CONT)

27. Gary E Bolton and Elena Katok, Reinterpreting Arbitration's Narcotic Effect: An Experimental Study of Learning in Repeated Bargaining, *Games and Economic Behavior*, 25, pp. 1-33, 1998.
28. Gary E Bolton, Elena Katok and Rami Zwick, Dictator Game Giving: Rules of Fairness versus Acts of Kindness, *International Journal of Game Theory*, 27, pp. 269-299, 1998.
29. Gary E Bolton and Elena Katok, An Experimental Test of the Crowding Out Hypothesis: the Nature of Beneficent Behavior, *Journal of Economic Behavior and Organization*, 37, pp. 315-331, 1998.
30. Elena Katok, Tomas Serrander and Mattias Wennstrom, Setup Reduction Through Process Improvement in Aluminum Can Manufacturing, *Production and Inventory Management Journal*, 39, pp. 77-82, 1998.
31. Gary E Bolton and Elena Katok, An Experimental Test for Gender Differences in Beneficent Behavior, *Economics Letters*, 48, pp. 287-292, 1995.

## MANUSCRIPTS UNDER REVIEW (SELECTED)

32. Elena Katok and Diana Wu, Contracting in Supply Chains: A Laboratory Investigation, revise and resubmit from *Management Science*.
33. Elena Katok and Achim Wambach, Collusion in Dynamic Buyer-Determined Reverse Auction, submitted to *Management Science*.
34. Ernan Haruvy and Elena Katok, An experimental Investigation of Buyer Determined Procurement Auctions, submitted to *Marketing Science*.
35. Richard Engelbrecht-Wiggans and Elena Katok, A Direct Test of Risk Aversion in First Price Sealed Bid Auctions, submitted to *Decision Analysis*.
36. Rachel Croson, Karen Donohue, Elena Katok and John Sterman, Order Stability in Supply Chains: Coordination Risk and the Role of Coordination Stock, submitted to *Manufacturing and Service Operations Management*.

## SELECTED FUNDED RESEARCH

The National Science Foundation

- Collaborative Research: Procurement Mechanism Design, \$230,000, Co-PI, September 2006 – August 2008.
- Collaborative Research: Investigating Bidding Behavior in Sealed Bid Auctions: Regret, Learning, and Risk Aversion, \$152,000, Co-PI, April 2004 – April 2007.
- Collaborative Research: Behavioral Causes of Information Distortion in Supply Chains, \$103,000, Co-PI, August 2002 – August 2003.
- SBIR Phase I: UNiCAP – Universal Combinatorial Auction Platform, \$106,000, PI, January 2002 – June 2002.

## SELECTED FUNDED RESEARCH (CONT)

### The Department of Defense

- Army Deployment Optimization Analysis funded by *Military Traffic Management Command Transportation Engineering Agency*, \$500,000, Co-PI, August 2002 – July 2006
- Deployment optimization research in tools and operations, funded by *Center for Army Analysis*, \$75,000, Co-PI, August 2000 – August 2001

## EDITORIAL SERVICE

- Senior Editor *Production and Operations Management*, 2007 – present
- Deputy Editor, *Interfaces* 1999 – 2004.

## PROFESSIONAL SERVICE

- The National Science Foundation DRMS review panel 2004 – 2006.

### Annual Behavior Research in Operations and Supply Chain Management Conferences:

- Co-organized the First Annual Conference, June 2006, Penn State, Elena Katok and Gary E. Bolton lead local organizers.
- Co-organized the Second Conference, July 2007, University of Minnesota, Karen Donohue lead local organizer.
- Co-organizing the Third Annual Conference, scheduled for July 2008, University of Alberta, Kenneth Schultz lead local organizer.
- Co-organizing the Fourth Annual Conference, scheduled for July 2009, University of Syracuse, Julie Niederhoff lead local organizer.

### INFORMS Organizer:

- 2009 Fall Meeting: Behavioral Process Management cluster.
- 2008 Fall Meeting: session chair
- 2007 Fall Meeting: Behavioral Process Management cluster.
- 2004 Fall Meeting: Auctions track.

### Penn State University and the Smeal College of Business:

- Smeal College Promotion and Tenure Committee, 2008-10 academic year.
- Associate Member of the Institutional Review Board, July 2007 – present
- Smeal College Promotion and Tenure Committee, 2005-06 academic year.

## RECENT PRESENTATIONS

- Buyer-Determined Procurement Auctions, Schloss Dagstuhl Workshop on Computational Social Systems and the Internet, Saarbrücken, Germany (July 2007), University of Innsbruck (June 2007).
- Contracting in Supply Chains. Presented at seminars: INSEAD (April 2007), University of Mannheim (March 2007), Eindhoven (February 2007), University of Cologne (January 2007), the Wharton School (March 2006), the Behavioral Operations Workshops at Harvard/MIT (May 2006).
- Regret in Auctions, presented at University of Bonn (January 2007).
- Buyer-determined auctions. Presented at seminars at the FL State University (September 2005), the University of Michigan (December 2005), American Economic Association in Boston (January 2006).
- Learning by Doing. Presented at seminars at the University of Illinois (September 2003) and Cornell (November 2003).
- Behavioral causes of the “Bullwhip” effect in supply chains. Presented at the Economic Science Association conference, Pittsburgh, PA June 2003, and Systems Dynamics conference, NY, NY July 2003.

## REFEREE SERVICE

*Management Science, Manufacturing and Service Operations Management, American Economic Review, Econometrica, Review of Economic Studies, Games and Economic Behavior, Operations Research, Interfaces, The Economics Journal, Journal of Economic Behavior and Organization, Journal of Mathematical Psychology, Production and Operations Management, Inform Journal of Computing, European Journal of Operational Research, Southern Economics Journal, Journal of Operations Management, Organizational Behavior and Human Decision Processes, European Economic Review, Experimental Economics.*

## PROFESSIONAL AFFILIATIONS

The Institute for Operations Research and Management Sciences (INFORMS).  
Economic Science Association (ESA).

## PERSONAL

Naturalized U.S. Citizen, 1982.  
Born March 27, 1966 Moscow, Russia. Fluent and literate in Russian.; Married to Gary Bolton, 1 child.