

Eric M. Overby

Curriculum Vitae

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Education

2003 – 2007 Emory University, Doctor of Philosophy, Goizueta Business School,
Specialization in Information Systems.
1990 – 1994 University of Georgia, Bachelor of Arts in Journalism, Minor: French.
University of Georgia Foundation Fellow, First Honor Graduate,
Summa Cum Laude, With Highest Honors.

Industry Experience

2002 – 2003 Senior Manager, BearingPoint, Inc. (formerly KPMG Consulting).
1994 – 2002 Senior Manager ('01-'02), Manager ('98-'01), Consultant ('94-'98),
Arthur Andersen LLP.

A. RESEARCH AND SCHOLARSHIP

Awards, Grants, and Honors

Named one of three finalists for the ACM SIGMIS Dissertation Competition at the 2007 International Conference on Information Systems ("ICIS.") The competition was for all doctoral dissertations around the world completed in the Information Systems field between July 2006 and June 2007.

Received the Best Student Paper award at the 2006 INFORMS Conference on Information Systems and Technology ("CIST") for the paper entitled "Modeling and Measuring Buyer and Seller Behavior in Technology-Enabled Markets for Products of Uncertain Quality."

Received two Best Paper awards at the 2005 Academy of Management Meeting (Organizational Communication and Information Systems ("OCIS") division.)

- a. Top Student Paper
- b. Best Interactive Paper

Both awards are for the paper entitled "Process Virtualization Theory and the Impact of Information Technology."

Awarded a \$5,000 research grant from the National Auto Auction Association (www.naaa.com) to investigate the shift from physical to electronic trading environments in the wholesale automotive industry. Grant awarded July 2006.

Selected for participation in the 2006 ICIS Doctoral Consortium (approximately 40% of applicants selected in a competitive process.)

Selected for participation in the 2006 NYU/CeDER Summer Workshop on the Economics of Information Technology (approximately 33% of applicants selected in a competitive process.)

Selected for participation in the 2005 OCIS Doctoral Consortium at the Academy of Management meeting.

Awarded a doctoral travel grant (\$500) to the 2005 Statistical Challenges in Electronic Commerce Research Symposium at the University of Maryland.

Refereed Journal Publications and Book Chapters

Eric Overby, "Process Virtualization Theory and the Impact of Information Technology," *Organization Science*, March-April 2008, Vol. 19(2), pp. 277-291.

Eric Overby, Anandhi Bharadwaj, and V. Sambamurthy, "Enterprise Agility and the Enabling Role of Information Technology," *European Journal of Information Systems*, April 2006, Vol. 15(2), pp. 120-131.

Eric Overby, Anandhi Bharadwaj, and Sundar Bharadwaj, "Firm-Level Open Source Software Adoption: Theoretical and Practical Implications," in R.K. Jain (ed.), *Open Source Software in Business - Issues and Perspectives*, Hyderabad, India: ICFAI University Press, 2006.

Eric Overby and Benn Konsynski, "Modeling Time-Varying Relationships In Pooled Cross-Sectional Ecommerce Data," in W. Jank and G. Shmueli (eds.), *Statistical Methods in eCommerce Research*, John Wiley and Sons, 2008.

Active Working Papers

Eric Overby and Sandy Jap, "Electronic vs. Physical Market Mechanisms: A Multi-Year Investigation in a Market for Products of Uncertain Quality," under review.

Eric Overby and Benn Konsynski, "Process Virtualization: A Theme and Theory for the Information Systems Discipline," under review.

Eric Overby and Hugo Mialon, "Adverse Selection Plus Signaling: Physical vs. Electronic Selling." Analysis on-going.

Eric Overby, "Physical Markets and Companion Electronic Markets: Implications for Adverse Selection and Buyer / Seller Behavior." Analysis on-going.

Refereed Conference Proceedings

Eric Overby and Benn Konsynski, "Time Changes Everything: An Examination and Application of Time-Varying Coefficients in Information Systems Research", *Proceedings of the Twenty-Seventh International Conference on Information Systems*, Milwaukee, WI, December 2006, pp. 1125-1140.

Eric Overby, "Process Virtualization Theory and the Impact of Information Technology", *Best Paper Proceedings of the 2005 Academy of Management Meeting*, Honolulu, HI, August 2005, pp. G1-G6.

Eric Overby, Anandhi Bharadwaj, and V. Sambamurthy, "A Framework for Enterprise Agility and the Enabling Role of Digital Options", *Proceedings of the IFIP 8.6 Conference on Business Agility and IT Diffusion*, Atlanta, GA, May 2005, pp. 295-312.

Other Conference Presentations

Eric Overby and Benn Konsynski, "Process Virtualization: A Theme and Theory for the Information Systems Discipline." Presented at the *2008 Academy of Management meeting*, Anaheim, CA, August 2008.

Eric Overby and Benn Konsynski, "Buyer Preference for Physical vs. Electronic Markets in the Wholesale Automotive Industry", Presented at the *2007 Association for Consumer Research Special Pre-Conference on Online Consumer Behavior*, Memphis, TN, October 2007.

Eric Overby and Sandy Jap, "Electronic vs. Physical Market Mechanisms: Evaluating Multiple Theories in the Wholesale Automotive Market," Presented at the *2006 Workshop on Information Systems and Economics*, Evanston, IL, December 2006.

Eric Overby, "Modeling and Measuring Buyer and Seller Behavior in Technology-Enabled Markets for Products of Uncertain Quality", Presented at the *2006 INFORMS Conference on Information Systems and Technology*, Pittsburgh, PA, November 2006.

Eric Overby and Sandy Jap, "Electronic Markets, Physical Markets, and Hybrid Markets: An Empirical Comparison in a Business-to-Business Context", Presented at the *2006 Academy of Management Meeting*, Atlanta, GA, August 2006 and at the *2006 INFORMS Marketing Science Conference*, Pittsburgh, PA, June 2006.

Eric Overby, "Modeling and Measuring Buyer and Seller Behavior in IT-Enabled Markets: An Examination of the Used Automobile Wholesale Market", Presented

at the 2006 NYU/CeDER Summer Workshop on the Economics of Information Technology, New York, NY, June 2006. This was a poster presentation.

Eric Overby and Benn Konsynski, "Time Changes Everything: An Examination and Application of Time-Varying Coefficients in E-Commerce Research", Presented at the 2006 *Statistical Challenges in Electronic Commerce Research Symposium*, Minneapolis, MN, May 2006.

Eric Overby and Benn Konsynski, "Recognizing Our Non-Human 'Customers': Marketing to Shopbots, Search Engines, and Other Electronic Agents", Presented at the 2005 *INFORMS Marketing Science Conference*, Atlanta, GA, June 2005.

Eric Overby, George Easton, and Benn Konsynski, "Size Matters: Heteroskedasticity, Autocorrelation, and Parameter Inconstancy In Large Sample Data Sets", Presented at the 2005 *Statistical Challenges in Electronic Commerce Research Symposium*, College Park, MD, May 2005.

Eric Overby, "Quantifying the Qualitative: Representing Brand, Quality, and Other Experience-Based "Intangibles" To Electronic Agents", Presented at the 2005 *Statistical Challenges in Electronic Commerce Research Symposium*, College Park, MD, May 2005. This was a poster presentation.

Reviewing Activities

Journals

- Reviewer for *Management Science*.
- Reviewer for *Organization Science*.
- Reviewer for *Information Systems Research*.
- Reviewer for *MIS Quarterly*.
- Reviewer for *Journal of Management Information Systems*.
- Reviewer for *Journal of Database Management*.
- Reviewer for *Production and Operations Management*.

Conferences

- Reviewer for *International Conference on Information Systems*.
- Reviewer for *Academy of Management Meeting*.
- Reviewer for *INFORMS Conference on Information Systems and Technology*.
- Reviewer for *Hawaii International Conference on System Sciences*.
- Reviewer for *Americas Conference on Information Systems*.

Books

- Reviewer for *Statistical Methods in eCommerce Research* (published by John Wiley and Sons.)

B. TEACHING ACTIVITIES

Teaching Cases Authored

Eric Overby and Benn Konsynski, "Making Markets at Manheim." This case presents the Mechanisms of the Market ("MoM") framework as a method to analyze how changes in the technological, regulatory, and competitive environment affect how markets function. It is appropriate for any course that discusses how IT changes the possibilities for market practice. The case includes a teaching note.

Courses Developed and Taught

- Analysis of Emerging Technologies (to undergraduate and graduate students.)

Course Modules Developed and Taught

- Fundamentals of Linear Regression (to undergraduate students.)
- Reading the Methods Section, a statistical primer for incoming PhD students (to PhD students.)
- How the Internet Works and Internet Architectures (to undergraduate students.)
- Security, Privacy, and Authentication (to undergraduate students.)
- Auction Theory (to undergraduate students.)
- Open Source Software and Electronic Agents (to evening MBA students.)

Courses As Teaching Assistant

MBA Courses

- Digital Dimensions: Patterns of Digital Commerce (Benn Konsynski, professor).
- Information, Technology, and Operations (Ram Chellappa, professor).

Executive MBA Courses

- Technology and Adaptive Systems (Benn Konsynski, professor).

BBA Courses

- Foundations of Digital Markets (Anandhi Bharadwaj, professor).

C. MANAGERIAL IMPACT

Research Reported in the Popular Press

Used Car News (September 17, 2007.) Story entitled "Study Explores Differences Between Electronic, Physical Auctions."

Automotive News (May 22, 2006) and Used Car News (May 1, 2006). Study reported on entitled "Physical vs. Online Auction Environments."

Industry Presentations

Featured Presenter at the 2007 annual meeting of the National Auto Auction Association (<http://www.naaa.com/i4a/pages/index.cfm?pageid=3524>), Bonita Springs, FL, April 2007. Speech entitled “Dealer Preferences for Physical vs. Electronic Auctions.”

Featured Presenter at the 2006 annual meeting of the National Auto Auction Association (www.naaa.com), Seattle, WA, April 2006. This industry-wide meeting is attended by executives from automotive auction companies throughout the United States. Speech entitled “Physical vs. Online Auction Environments.”

Keynote Speaker at the 2006 Conference of Automotive Remarketers (www.carconference.com), Las Vegas, NV, March 2006. This industry conference is attended by executives responsible for vehicle fleet management at firms such as Ford, GM, Bank of America, and GE. Speech entitled “Physical vs. Online Auction Environments: A Data-Driven Comparison of Physical Auctions, Electronic Auctions, Webcast Auctions, and Cinema Auctions.”

Speaker at the National Association of Fleet Administrators Symposium (www.nafa.org), Atlanta, GA, November 2005. This symposium is attended by managers responsible for vehicle fleet operations in the Southeast United States. Speech entitled “Auction Theory.”

D. PROFESSIONAL AFFILIATIONS

Member of the Association for Information Systems, INFORMS, the Academy of Management, and Beta Gamma Sigma business honor society.