

SANJEEV KUMAR

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EDUCATION

- **University of Michigan, Stephen M. Ross School of Business** Expected 2008
PhD, Business Information Technology
GPA: 4.00/4.00
Dissertation: Business Value of Information Sharing and the Role of Emerging Technologies
Chair: Prof. M. S. Krishnan
Dissertation Proposal Defended: Nov 2007
- **Indian Institute of Management (IIM), Ahmedabad, India** May 2000
Post-Graduate Diploma in Management (MBA)
- **Indian Institute of Technology (IIT), Kharagpur, India** May 1997
B. Tech (Hons), Mechanical Engineering

PROFESSIONAL EXPERIENCE

- **KMPG Consulting, New Delhi, India** 2003 - 2003
Consultant: process improvement using Information Systems
- **Andersen Business Consulting, New Delhi, India** 2000 – 2003
Consultant: process redesign, system design, development and implementation
- **Tata Technologies / Tata Motors, Pune, India** 1997 – 1998
Systems Analyst: automobile design software design and development

AWARDS AND HONORS

- **Best Paper Award Nomination** at the International Conference on Information Systems (ICIS) 2007 for the paper:
“SOA and Information Sharing in Supply Chain: ‘How’ Information is Shared Matters!”, Sanjeev Kumar, Vijay Dakshinamoorthy and M. S. Krishnan.
- **Best Student Authored Paper Award** at the INFORMS Annual Conference on Information Systems and Technologies (CIST) 2007 for the paper:

“Impact of SOA Use on Performance Outcomes of Information Sharing in Supply Chain”, Sanjeev Kumar, Vijay Dakshinamoorthy and M. S. Krishnan.

- **Best Paper Award Nomination** at the Hawaii International Conference on System Sciences (HICSS) 2007 for the paper:
“Does SOA Improve the Supply Chain? An Empirical Analysis of SOA Adoption on Electronic Supply Chain Performance”, Sanjeev Kumar, Vijay Dakshinamoorthy and M.S. Krishnan.
- **Gerald and Lillian Dykstra Fellow** 2006 - 2007, Ross School of Business, University of Michigan. This is a prestigious fellowship for doctoral students awarded to only two students every year among all doctoral students based on research and teaching performance in the PhD program
- **Thomas William Leabo Memorial Award** 2005 - 2006, Ross School of Business, University of Michigan. This annual award is given based on exceptional research and coursework performance during first two years of the Ph.D. program
- **Horace H. Rackham Graduate Fellowship**, University of Michigan, 2003 - 2007
- **Information Systems Executive Forum (ISEF) Fellowship**, 2003 - 2007. ISEF promotes interaction between faculty at Ross School of Business, University of Michigan and senior information systems executives in industry.
- **National Talent Search (NTS) Scholarship**, National Council of Educational Research and Training, India. 1993 - 1997. NTS is a national level scholarship program in India to identify and nurture talented students. It is widely considered the most prestigious academic scholarship in India at the high school level.
- **State Merit List**, Ministry of Education, Bihar, India, 1991. Included in the state merit list of top 25 students in the state wide high school examination.

RESEARCH INTERESTS

- Business Value of Information Technology
- Information Sharing and its Impact on Performance
- Emerging Technologies and Business Practices
- Development and Adoption of Open Source Software

RESEARCH PUBLICATIONS

1. “Collaboration Network Structure in Open Source Software Projects”, Ning Nan, Sanjeev Kumar and Li Wang, *IEEE Transactions on Software Engineering*, Under review.

2. “Using Social Network Analysis to Inform Management of Open Source Software Development”, Sanjeev Kumar and Ning Nan, *IEEE Software*, Under review.

CONFERENCE PRESENTATIONS

1. “Impact of SOA Use on Performance Outcomes of Information Sharing in Supply Chain”, Sanjeev Kumar, Vijay Dakshinamoorthy and M. S. Krishnan, in: *Proceedings of the 12th INFORMS Annual Conference on Information Systems and Technologies (CIST) 2007*, Seattle. **Awarded the Best Doctoral Student Paper Award.**
2. “SOA and Information Sharing in Supply Chain: ‘How’ Information is Shared Matters!”, Sanjeev Kumar, Vijay Dakshinamoorthy and M. S. Krishnan, in: *Proceedings of the 28th International Conference on Information Systems (ICIS) 2007*, Montreal, Canada. **Nominated for the Best Paper Award.**
3. “Bank of One: Empirical Analysis of Peer-to-Peer Financial Marketplaces”, Sanjeev Kumar, in: *Proceedings of the 13th Americas Conference on Information Systems (AMCIS) 2007*, Keystone, Colorado.
4. “Embedded Trust in Open Source Software Development Communities”, Ning Nan, Sanjeev Kumar and Li Wang, in: *Proceedings of the Academy of Management Annual Meeting, 2007*, Philadelphia.
5. “Collaboration Network Structure in Open Source Software Projects”, Ning Nan, Sanjeev Kumar and Li Wang, in: *Proceedings of the 5th AIS SIGSAND Symposium on Research in System Analysis and Design 2007*, Tulsa, Oklahoma.
6. “Does SOA Improve the Supply Chain? An Empirical Analysis of Impact of SOA Adoption on Electronic Supply Chain Performance”, Sanjeev Kumar, Vijay Dakshinamoorthy and M. S. Krishnan, in: *Proceedings of the 40th Hawaii International Conference on System Sciences (HICSS) 2007*, Big Island, Hawaii. **Nominated for the Best Paper Award.**
7. “Empirical Analysis of Determinants of Perceived Customer Satisfaction with Open Source Software”, Sanjeev Kumar and M. S. Krishnan, in: *Proceedings of Organizations and Society in Information Systems (OASIS) Workshop, International Federation for Information Processing (IFIP) Working Group 8.2, 2006*, Milwaukee, Wisconsin.
8. “Quality and Cost Outcomes of Onshore and Offshore Business Process Outsourcing”, Jonathan Whittaker, Sanjeev Kumar and M. S. Krishnan, in: *Proceedings of the 11th INFORMS Annual Conference on Information Systems and Technologies (CIST) 2006*, Pittsburgh.

9. “Do CEO Characteristics Influence the Technology Strategy of a Firm”, Srinivas Kudaravalli, Sunil Mithas and Sanjeev Kumar, in: *Proceedings of the 11th INFORMS Annual Conference on Information Systems and Technologies (CIST) 2006*, Pittsburgh.
10. “Metrics to Support Open Source Software Adoption Decisions”, Sanjeev Kumar and Li Wang, in: *Proceedings of the 12th Americas Conference on Information Systems (AMCIS) 2006*, Acapulco, Mexico.
11. “Impact of Open Source Software Adoption on Firm IT Expenditure”, Sanjeev Kumar and M. S. Krishnan, *Workshop on Information Systems and Economics (WISE) 2005*, Irvine, California.

WORKING PAPERS AND RESEARCH IN PROGRESS

1. “Impact of Service Oriented Architecture Adoption on Business Value of Information Sharing in Supply Chain”, with M. S. Krishnan
2. “A Model of Competition Between Open Source and Close Source Software”, with Hila Etzion
3. “Empirical Analysis of Peer-to-Peer Financial Marketplaces”, with M. S. Krishnan
4. “Innovation and Knowledge Transfer in Business Process Outsourcing”, with Jonathan Whitaker and M. S. Krishnan
5. “Business Value of Open Source Software Adoption”, with M. S. Krishnan

INVITED PRESENTATIONS AND DOCTORAL CONSORTIA

1. International Conference on Information Systems (ICIS) Doctoral Consortium 2007, Montreal, Canada.
2. Americas Conference on Information Systems (AMCIS) Doctoral Consortium 2007, Keystone, Colorado.
3. Big-Ten Information Systems Research Symposium 2007, Purdue University, West Lafayette, IN.
4. NYU/CeDER Summer Workshop on the Economics of Information Technology, 2006, New York, NY.

TEACHING EXPERIENCE

1. **Independent Teaching:** Decision Making with Spreadsheets (BIT 311, BBA Elective at Ross), 3 Credits, Spring 2006, Teaching Evaluation: **5.0/5.0**.
2. **Case Studies:** Helped write a series of case studies on Global Resource Leverage
 - “Evalueserve: Outsourcing Expert Knowledge Services”, Used in MBA Course BIT 582, 2005 and 2006 at the Ross School of Business.
 - “Marketics: Providing Actionable Marketing Analytics”, Used in MBA Course BIT 582, 2006 at the Ross School of Business.
 - “24/7 Customer: Business Process Outsourcing”
 - “Madras Cements: Achieving Operational Excellence through IT”
3. **Teaching Assistant:** Enterprise Systems Strategy (BIT 582) Fall 2005 and 2006. Responsible for building syllabus, course content development, delivery and grading.
4. **Quantitative Skills Workshop (QSW)** for MBA Students: Taught QSW as a breakout leader and online discussion forum manager for 2004-2007.
5. **Undergraduate Research Opportunity Program (UROP):** Worked with and mentored 8 undergraduate students in four collaborative research projects 2004-2006.
6. **University of Michigan Teaching Certificate Candidate**

PROFESSIONAL SERVICE AND MEMBERSHIP

1. **Ad-Hoc Journal Reviewer:** Information Systems Research, Journal of Database Management
2. **Conference Reviewer:** International Conference on Information Systems (ICIS) 2004-2007, Americas Conference on Information Systems (AMCIS) 2004-2007, Annual Meeting of the Academy of Management 2006-2007.
3. **Member:** Association for Information Systems (AIS), Institute for Operations Research and the Management Sciences (INFORMS), Academy of Management
4. **Research Coordinator:** Center for Global Resource Leverage: India, Ross School of Business, University of Michigan, 2004-2007.

MEDIA MENTION

1. SmartMoney – The Wall Street Journal Magazine, “The Banker Next Door” April 2007.