

CURRICULUM VITAE

Mohammad E. Nikoofal

Associate Professor of Operations and Supply Chain Management
Global Management Studies Department
Ted Rogers School of Management, Toronto Metropolitan University
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RESEARCH INTERESTS

Context: Supply chain contracting/risk management, Operations/Marketing interface, Policy Design, Public-Private Partnership, Homeland Security

Methodology: Optimization, Game Theory, Mechanism Design, Theory of Incentives

ACADEMIC/PROFESSIONAL EXPERIENCE

Ted Rogers School of Management

Assistant Professor, Global Management Studies, July 2016 – Present

Católica Lisbon School of Business & Economics

Assistant Professor, Supply Chain & Operations Management, September 2014 – July 2016

EDUCATIONAL BACKGROUND

- McGill University, Montreal, QC
Ph.D., Operations Management (minor in economics), February 2015.
Thesis: Risk management under information asymmetry: applications in homeland security and supply disruption
Supervisor: Professor Mehmet Gumus
- Amirkabir University of Technology (Teheran Polytechnic), Tehran, Iran
M.Sc., Industrial Engineering, August 2006.
Thesis: An inventory model with dependent returns and disposal cost
Supervisor: Professor Seyed Mohammad Moattar Husseini
- Isfahan University of Technology, Isfahan, Iran
B.S., Industrial Engineering, February 2004.

REFEREED JOURNAL PAPERS

- [J1] Gao Long, **Mohammad E. Nikoofal**, Wei Zhang, (2022). The Strategic Role of Supplier Learning. *Manufacturing & Service Operations Management*, forthcoming.
- [J2] Ertekin, Necati, Mehmet Gümüş, and Mohammad E. Nikoofal (2022). "Online-exclusive or hybrid? Channel merchandising strategies for ship-to-store implementation." *Management Science* 68.8: 5828-5846.
- [J3] **Nikoofal, M. E.**, and Mehmet Gümüş, (2020) Value of Audit for Supply Chains with Hidden Action and Information. *European Journal of Operational Research*, 285(3): 902-915.
- [J4] **Nikoofal, M. E.**, and Mehmet Gümüş, (2019) Supply Diagnostic Incentives under Endogenous Information Asymmetry. *Production and Operations Management* 28.3: 588-609.
- [J5] **Nikoofal, M. E.**, and Mehmet Gümüş, (2018) Quality at the source or at the end? Managing supplier quality under information asymmetry. *Manufacturing & Service Operations Management*, 20.3: 498-516.
- [J6] **Nikoofal, M. E.** and Zhuang, J., (2015) On the Value of Secrecy and Exposure of Defense System: First-

Mover Advantage vs. Robustness, 246 (1), 320 – 330, *European Journal of Operational Research*.

- Finalist at INFORMS Decision Analysis Society (DAS) 2013, Best Student Paper Award (among 6 finalists out of 34)

[J7] **Nikoofal, M. E.** and M. Gumus, (2015) On the Value of Terrorist's Private Information in Government's Defensive Resource Allocation Problem, 47, 1 – 23, *IIE Transactions*.

- Winner of GERAD (Group for Research in Decision Analysis) Doctoral Student Award
- Featured Article in IE (Industrial Engineer) Magazine, May 2015, Volume 47, Number 5
- Finalist in Canadian Operational Research Society (CORS) 2012, Best Student Paper Award (Among 4 papers accepted)

[J8] **Nikoofal, M. E.** and Zhuang, J. (2012), Robust Allocation of a Defensive Budget Considering an Attacker's Private Information, 32 (5): 930 – 943, *Risk Analysis*.

[J9] **Nikoofal, M. E.** and Sadjadi, S. J. (2010), A robust optimization model for p-median problem with uncertain edge lengths. *The International Journal of Advanced Manufacturing Technology*, 50 (1-4), 391 – 397.

[J10] **Nikoofal, M. E.** and Moattar Husseini, S. M. (2010), An inventory model with dependent returns and disposal cost, *International Journal of Industrial Engineering Computations*, 1 (1), 45 – 54.

PAPERS IN REVIEW/UNDER REVISION

[J11] **Mohammad E. Nikoofal**, Morteza Pourakbar, Mehmet Gumus, Public-Private Partnership to Secure Containerized Supply Chains: Examining Operational and Security Incentives, status: under review at *Production & Operations Management*.

[J12] **Mohammad E. Nikoofal**, Manaf Zargoush, Mehmet Gumus. Public Incentives for Private Sector Investment in Cybersecurity, status: under revision to resubmit at *Production & Operations Management*.

[J13] Morteza Pourakbar, Paolo Letizia, **Mohammad E. Nikoofal**. Combatting Remanufactured Counterfeit Products. Status: under revision to resubmit at *Production & Operations Management*.

[J14] Jafar Heydari, Alireza Bakhshi, **Mohammad E. Nikoofal**, Coping with an unreliable supplier: An option contract with a backup supplier. Under review at *International Transactions in Operational Research*.

WORKING PAPERS

[J15] **Mohammad E. Nikoofal**, Long Gao, Mahsa Madani Hosseini, Wei Zhang, "Retail Contracting under Endogenous Network Externality".

[J16] Wei Qi, **Mohammad E. Nikoofal**, and Mehmet Gumus. Incentive Mechanisms for Social Cost Minimization of Parking Problem: Theoretical and Empirical Analyses, status: Model formulation, analysis and initial draft are done.

CONFERENCE PROCEEDINGS

[J17] **Nikoofal, M. E.** and Mehmet Gumus. How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit. M&SOM 2012, Conference Proceedings, Columbia University, New York, 2012.

[J18] **Nikoofal, M. E.** and M. Gumus, Supply Diagnostic Incentives in New Product Development, M&SOM 2013, Conference Proceedings, INSEAD, Paris, 2013.

MEDIA COVERAGE

[M1] Based on publication [J2], How to Keep Suppliers Honest—Instead of Allowing Them Every Opportunity not to Be, September 2019, by [McGill—delve](#).

[M2] Based on publication [J4], Spending defence budgets the wrong way risks major damage from terrorist attacks, January 2015, by Ty Burke Jacob Myrick [ResponseSource](#).

TEACHING EXPERIENCE

Ted Rogers School of Management, Ryerson University

- Operations Management (GMS 401)
- Project Management (GMS 450)
- Manufacturing Management (GMS 805)

Católica Lisbon School of Business & Economics

- Operations Management, February 2015
Required course for M.Sc. program
- Supply Chain Management, April 2015, November 2015
Elective course for M.Sc. program
- Operations Management, February 2016
Required course for undergraduate program

Desautels Faculty of Management, McGill University

- Instructor [with Full Course Responsibility], Operations Management, Summer 2012
Required course for Bachelor of Commerce Program, Evaluation (4/5)
Teaching Assistant, Operations Management, Winter and Fall 2010, Winter 2011, 2012
Teaching Assistant, Quantitative Spreadsheet Modeling, Fall 2012

Iran Industrial Management Organization

- Instructor [with Full Course Responsibility], Introduction to Operations Research and Mathematical Modeling, Fall and Winter 2007 and 2008 (4 semesters)
Iran Industrial Management Organization, MBA program
- Instructor [with Full Course Responsibility], Production planning and Inventory Management, Fall and Winter 2008 (2 semesters)
Iran Industrial Management Organization, MBA program

HONORS AND AWARDS

- McMaster University's COVID-19 grant, 2020 – 2021, \$74,000. Role: Co-PI.
- NSERC Discovery Grant, 2019 – 2024, \$130,000. Role: Principal Investigator.
- NSERC Discovery Launch Supplement Award, 2019 – 2020, \$12,500 Role: Principal Investigator.
- SSHRC Insight Development Grant 2018, Project: Collaborative Transportation Management under Information Asymmetry, \$72,000. Role: Co-PI.
- TRSM 2019 Outstanding Dean's Office Outstanding Research Recognition Fund, \$4,000.
- Public Safety Canada, Policy Development Contribution Program 2017 – 2019, Project: Designing Public Incentives for Private Partnership in Homeland Security, \$27,640. Role: Principal Investigator.
- Ryerson Social Sciences and Humanities Research Council Canada Institutional Grant 2017 – 2018, \$9,230. Role: Principal Investigator.
- SSHRC Insight Development Grant 2016, Project: Public-Private Partnership to Enhance Homeland Security, \$60,000\$. Role: Co-PI.

- Finalist of the INFORMS Decision Analysis Society (DAS) Student Paper Award, 2013
- Finalist of the CORS (Canadian Operational Research Society) Student Paper Award, 2012
- GERAD (Group for Research in Decision Analysis), 6,500\$, 2011 Doctoral Student Financial Award
- Rathlyn Foundation PhD Fellowship, 6,500\$, 2013
- National Bank Financial Group Fellowship, 5,000\$, 2012
- McGill University PhD Fellowship, 2009

INVITED SEMINAR PRESENTATIONS

- [S1] Securing Containerized Supply Chain through Public and Private Partnership, Department of Logistics and Maritime Studies, The Hong Kong Polytechnic University, November 2022.
- [S2] Supply Diagnostic Incentives under Endogenous Information Asymmetry, Ted Rogers School of Management, Ryerson University, Toronto, Ontario, April 2016.
- [S3] Supply Diagnostic Incentives under Endogenous Information Asymmetry, Rotterdam School of Management, Erasmus University, Rotterdam, Netherland, September 2015.
- [S4] Value of Information in Contract Manufacturing, IESE Business School, Department of Managerial Decision Sciences, Barcelona, Spain, February 2014.
- [S5] Value of Information in Contract Manufacturing, Católica Lisbon School of Business and Economics, Lisbon, Portugal, December 2013.
- [S6] On the Value of Terrorist's Private Information in Government's Defensive Resource Allocation Problem CIPSS 2012 (Center for International Peace and Security Studies conference, University de Montreal, Canada, March 2012.
- [S7] How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, Group for Research in Decision Analysis (GERAD), Montreal, Canada, May 2012.

CONFERENCE PRESENTATIONS¹

- [C1] Mohammad Nikoofal, Morteza Pourakbar, and Mehmet Gumus. Public-Private Partnership to Secure Containerized Supply Chains, Annual CORS Conference, June 2022, Vancouver, Canada.
- [C2] Mohammad Nikoofal, Morteza Pourakbar, and Mehmet Gumus. Public-Private Partnership to Secure Containerized Supply Chains, Annual CORS Conference, June 2021, Online.
- [C3] Ertekin, N, Mehmet Gumus, and Mohammad Nikoofal. Ship-to-Store with or without Inventory Information: Theoretical and Empirical Analyses of Its Impact and Implementation. Annual INFORMS Conference, Oct 2019, Seattle, Washington.
- [C4] Ertekin, N, Mehmet Gumus, and Mohammad Nikoofal. The Rise of Ship-to-Store: Theoretical and Empirical Analyses of Its Impact on Online Sales. Annual INFORMS Conference, Nov 2018, Phoenix, Arizona.
- [C5] Quality at the source or at the end? Managing supplier quality under information asymmetry. 4th International Conference on Industrial and Systems Engineering (ICISE), Keynote Speaker, 12 – 13 September 2018, Ferdowsi University of Mashhad, Iran.
- [C6] Mohammad Nikoofal and Mehmet Gumus. Supply Diagnostic Incentives in New Product Launch, 22nd EurOMA Conference, July 2015, Neuchatel, Switzerland.
- [C7] Mohammad Nikoofal and Mehmet Gumus. The Value of Diagnostic Test in Contract Manufacturing

¹ Presenter is underlined.

- under Supply Risk, Annual POMS Conference, May 2015, Washington, DC.
- [C8] Morteza Pourakbar, Mohammad Nikoofal, Saied Samiedaluie, and Mehmet Gumus. Does Punishment Work? On the Value of Buyer's Commitment in Supplier's Dynamic Improvement, Annual INFORMS Conference, Nov 2014, San Francisco, CA.
- [C9] Mohammad Nikoofal and Mehmet Gumus. Supply Diagnostic Incentives in New Product Launch, Annual INFORMS Conference, Nov 2014, San Francisco, CA.
- [C10] Mohammad Nikoofal and Mehmet Gumus. The Value of Audit in Managing Supplier's Process Improvement, Annual INFORMS Conference, Nov 2014, San Francisco, CA.
- [C11] Mohammad Nikoofal and Mehmet Gumus. The Value of Diagnostic Test in Contract Manufacturing under Supply Risk, Annual CORS Conference, May 2014, Ottawa, ON.
- [C12] Mohammad Nikoofal and Mehmet Gumus. The Value of Diagnostic Test in Contract Manufacturing under Supply Risk, Annual POMS Conference, May 2014, Atlanta, GA.
- [C13] Mohammad Nikoofal and Mehmet Gumus. Supply Diagnostic Incentives in New Product Launch, Annual INFORMS Conference, MSOM 2013 Conference, July 2013, INSEAD, Paris, France.
- [C14] Mohammad Nikoofal and Mehmet Gumus. On the Value of Terrorist's Private Information in Government's Defensive Resource Allocation, Annual POMS Conference, May 2013, Denver, CO.
- [C15] Mohammad Nikoofal and Mehmet Gumus. Supply Diagnostic Incentives in New Product Launch, Annual POMS Conference, May 2013, Denver, CO.
- [C16] Mohammad Nikoofal and Mehmet Gumus. The Value of Audit in Managing Supplier's Process Improvement, Annual INFORMS Conference, Oct 2013, Minneapolis, MN.
- [C17] Mohammad Nikoofal and Mehmet Gumus. Supply Diagnostic Incentives in New Product Development, Annual INFORMS Conference, Oct 2013, Minneapolis, MN.
- [C18] Mohammad Nikoofal and Mehmet Gumus. How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, Annual INFORMS Conference, Oct 2012, Phoenix, AZ.
- [C19] Mohammad Nikoofal and Mehmet Gumus, What would you know about the next terrorist attack? Target Information vs. Rationality of the Attacker, 2012 CORS/MOPGP International Joint Conference, June 2012, Niagara Falls, ON.
- [C20] Mohammad Nikoofal and Mehmet Gumus, How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, 2012 CORS/MOPGP International Joint Conference, June 2012, Niagara Falls, ON.
- [C21] Mohammad Nikoofal and Mehmet Gumus, How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit. MSOM 2012 Conference, June 2012, Columbia University, New York City, NY.
- [C22] Mohammad Nikoofal and Mehmet Gumus, How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, Annual POMS Conference, April 2012, Chicago, IL.
- [C23] Mohammad Nikoofal and Mehmet Gumus. What would you know about the next terrorist attack? Target Information vs. Rationality of the Attacker, Annual INFORMS Conference, Nov 2011, Charlotte, NC.
- [C24] Mohammad Nikoofal and Mehmet Gumus. How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, Annual INFORMS Conference, Nov 2011, Charlotte, NC.
- [C25] Mohammad Nikoofal and Mehmet Gumus. How To (and How Not To) Manage Supplier's Process Improvement: Delegation, Incentives, or Audit, The 7th INTRIM Conference, August 2011, Montreal.
- [C26] Mohammad Nikoofal and Jun Zhuang. On the Robustness of Secrecy and Exposure of Defense System in Defender-Attacker Games, Annual INFORMS Conference, Oct 2012, Phoenix, AZ.