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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.

Employment History

2007 – current	Professor (2021-current) Associate Professor (2014-2021), Assistant Professor (2007-2014), Georgia Institute of Technology, Scheller College of Business
2003 – 2007	Doctoral student, Emory University
2002 – 2003	Senior Manager, BearingPoint, Inc. (formerly KPMG Consulting).
1994 – 2002	Senior Manager (2001-2002), Manager (1998-2001), Consultant (1994-1998), Arthur Andersen LLP.

RESEARCH

Refereed Journal Publications and Book Chapters

Eric Overby, Adithya Pattabhiramaiah and Vamsi Kanuri, "Please Subscribe to Continue Reading: An Empirical Analysis of Readers' Responses to Newspaper Paywalls". *MIS Quarterly*, forthcoming.

Karthik Babu Nattamai Kannan, Eric Overby and Sri Narasimhan, "Can Improvements to Mobile Internet Service Help Reduce Digital Inequality? An Empirical Analysis of Education and Overall Data Consumption". *Management Science*, July 2025, Vol. 71 (7), pp. 5419-5440 (lead article). https://doi.org/10.1287/mnsc.2022.03770.

Hongchang Wang and Eric Overby, "Do Political Differences Inhibit Market Transactions? An Investigation in the Context of Online Lending". *Management Science*, August 2023, Vol. 69 (8), pp. 4685-4706. https://doi.org/10.1287/mnsc.2022.4575.

Adithya Pattabhiramaiah, Eric Overby, and Lizhen Xu, "Spillovers from Online Engagement: How a Newspaper Subscriber's Activation of Digital Paywall Access Affects Her Retention and Subscription Revenue". *Management Science*, May 2022, Vol. 68 (5), pp. 3175-3973. https://doi.org/10.1287/mnsc.2021.4092.

Hongchang Wang and Eric Overby, "How Does Online Lending Influence Bankruptcy Filings? Evidence from a Natural Experiment". *Management Science*, May 2022, Vol. 68 (5), pp. 3309-3329. https://doi.org/10.1287/mnsc.2021.4045.

Sam Ransbotham, Eric Overby, and Michael Jernigan, "Electronic Trace Data and Legal Outcomes: The Effect of Electronic Medical Records on Malpractice Claim Resolution Time". *Management Science*, July 2021, Vol. 67 (7), pp. 4341-4361.

Eric Overby and Sam Ransbotham, "How Do Adopters Transition Between New and Incumbent Channels?". *MIS Quarterly*, March 2019, Vol. 43 (1), pp. 185-205.

Hemang Subramanian and Eric Overby, "Electronic Commerce, Spatial Arbitrage, and Market Efficiency". *Information Systems Research*, March 2017, Vol. 28 (1), pp. 97-116.

Eric Overby and Karthik Kannan, "How Reduced Search Costs and the Distribution of Bidder Participation Affect Auction Prices". *Management Science*, June 2015, Vol. 61(6), pp. 1398-1420.

Eric Overby and Chris Forman, "The Effect of Electronic Commerce on Geographic Purchasing Patterns and Price Dispersion". *Management Science*, February 2015, Vol. 61(2), pp. 431-453.

Eric Overby and Saby Mitra, "Physical and Electronic Wholesale Markets: An Empirical Analysis of Product Sorting and Market Function." *Journal of Management Information Systems*, Fall 2014, Vol. 31(2), pp. 11-45. (Lead article).

Eric Overby and Jonathan Clarke, "A Transaction-Level Analysis of Spatial Arbitrage: The Role of Habit, Attention, and Electronic Trading," *Management Science*, February 2012, Vol. 58(2), pp. 394-412.

Eric Overby, Sandra Slaughter, and Benn Konsynski, "The Design, Use, and Consequences of Virtual Processes," *Information Systems Research*, December 2010, Vol. 21(4), pp. 700-710.

Eric Overby and Sandy Jap, "Electronic and Physical Market Channels: A Multi-Year Investigation in a Market for Products of Uncertain Quality," *Management Science*, June 2009, Vol. 55(6), pp. 940-957.

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, "Migrating Processes from Physical to Virtual Environments: Process Virtualization Theory," in Y. Dwivedi, M. Wade, and S. Schneberger (eds.), *Information Systems Theory: Explaining and Predicting Our Digital Society, Vol. 1*, Springer Science + Business Media LLC, 2011.

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.

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.

Working Papers

Yan Wu, Mingfeng Lin, Eric Overby, and Chenhui Guo, "Numb or Nudged? Privacy Salience and the Paradox of Data-Sharing Behavior". Being prepared for journal submission.

Refereed Conference Proceedings

Hongchang Wang and Eric Overby, "Do Political Differences Decrease Market Efficiency? An Investigation in the Context of Online Lending". *Proceedings of the Thirty-Ninth International Conference on Information Systems*, San Francisco, CA, December 2018.

Mike Frutiger, Eric Overby, and DJ Wu, "Is Offering Social Network Service Integration Valuable for a Web Site? A Randomized Field Experiment", *Proceedings of the Thirty-Fifth International Conference on Information Systems*, Auckland, NZ, December 2014.

Eric Overby and Jonathan Clarke, "Does Information Technology Improve Market Efficiency? Evidence from Arbitrage in the Automotive Market", *Proceedings of the Thirty-First International Conference on Information Systems*, St. Louis, MO, December 2010.

Sam Ransbotham and Eric Overby, "Does Information Technology Increase or Decrease Hospitals Risk? An Empirical Examination of Computerized Physician Order Entry and Malpractice Claims", *Proceedings of the Thirty-First International Conference on Information Systems*, St. Louis, MO, December 2010.

Eric Overby and Sam Ransbotham, "Does Individuals' Adoption of New Technologies Supplement or Substitute for Incumbent Technologies?" *Best Paper Proceedings of the 2010 Academy of Management Meeting*, Montreal, QC, August 2010.

Eric Overby and Chris Forman, "The Market Is Flat (Or Is It?) The Effect of Electronic Trading on Buyer Reach, Geographic Transaction Activity, and Geographic Price Variance", *Proceedings of the Thirtieth International Conference on Information Systems*, Phoenix, AZ, December 2009.

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

Yan Wu, Mingfeng Lin, Eric Overby, and Chenhui Guo, "Numb or Nudged? Privacy Salience and the Paradox of Data-Sharing Behavior".
- Presented at the 2025 *Workshop on e-Business*. Nashville, TN. December 2025.

Eric Overby, Adithya Pattabhiramaiah and Vamsi Kanuri, "So You've Reached Your Free Article Limit: An Empirical Analysis of Newspaper Paywall Circumvention".
- Presented at the 2022 *Workshop on Information Systems and Economics*. Copenhagen, Denmark. December 2022.

Adithya Pattabhiramaiah, Eric Overby, and Lizhen Xu, "Spillovers from Online Engagement: The Effects of Digital Paywall Activation on Subscriber Revenue and Retention".
- Presented at the 2019 *Workshop on Information Systems and Economics*. Munich, Germany. December 2019.
- Presented at the 2018 *Digital Marketing and Machine Learning Conference*. Pittsburgh, PA. December 2018.

Hongchang Wang and Eric Overby, "How Does Algorithmic Trading Influence Investor Participation in Peer-to-Peer Online Lending Markets?".
- Presented at the 2018 *INFORMS Conference on Information Systems and Technology*. Phoenix, AZ. November 2018.

Hongchang Wang and Eric Overby, "Does Political Polarization Decrease Market Efficiency? An Investigation in the Context of Online Lending".
- Presented at the 2018 *INFORMS Annual Meeting*. Phoenix, AZ. November 2018.
- Presented at the *2017 Workshop on Information Systems and Economics*. Seoul, Korea, December 2017.

Hongchang Wang and Eric Overby, "How Does Online Lending Influence Bankruptcy Filings? Evidence from a Natural Experiment".
- Presented at the 2018 *INFORMS Annual Meeting*. Phoenix, AZ. November 2018.
- Presented at the 2017 *Statistical Challenges in E-Commerce Research Symposium*. Ho Chi Minh City, Vietnam, June 2017.
- Presented at the 2017 *Academy of Management Meeting*. Atlanta, GA, August 2017.
- Presented at the 2017 *INFORMS Conference on Information Systems and Technology*. Houston, TX, October 2017.

Karthik Babu Nattamai Kannan, Eric Overby and Sri Narasimhan, "Can the Mobile Internet Bridge the Digital Divide? A Large-Scale Empirical Investigation".
- Presented at the 2018 *Statistical Challenges in E-Commerce Research Symposium*. Rotterdam, Netherlands, June 2018.
- Presented at the 2016 INFORMS *Conference on Information Systems and Technology*. Nashville, TN, November 2016.

Mike Frutiger, Eric Overby, and D.J. Wu, "Is Offering Social Network Service Integration Valuable for a Web Site? A Randomized Field Experiment."

- Presented at the 2014 *INFORMS Conference on Information Systems and Technology*. San Francisco, CA, November 2014.
- Presented at the 2014 *Conference on Digital Experimentation*. Cambridge, MA, October 2014.
- Presented at the 2014 *Production and Operations Management Society Annual Conference*. Atlanta, GA, May 2014.
- Presented at the 2013 *Workshop on Information Systems and Economics*. Milan, Italy, December 2013.
- Presented at the 2013 *Academy of Management Meeting*, Orlando, FL, August 2013.

Sam Ransbotham, Eric Overby, and Michael Jernigan, "Do Electronic Medical Records Reduce Medical Malpractice Claim Resolution Time?"
- Presented at the *NBER Summer Institute 2016, Economics of Information Technology and Digitization Workshop*.
- Presented at the *2015 Workshop on Information Systems and Economics*. Dallas, TX. December 2015.
- Presented at the *2013 Workshop on Health IT and Economics*. College Park, MD. November 2013.

Hemang Subramanian and Eric Overby, "The Effect of Electronic Commerce on Market Integration and Spatial Arbitrage".
- Presented at the *2015 Statistical Challenges in E-Commerce Research Symposium*. Addis Ababa, Ethiopia, June 2015.
- Presented at the *2013 INFORMS Conference on Information Systems and Technology*. Minneapolis, MN, October 2013.

Eric Overby, "Processes Writ Large: IS as a Reference Discipline for Process Analysis", Keynote presentation at the 2012 *Workshop on Business Processes and Services*, Orlando, FL, December 2012.

Eric Overby and Sam Ransbotham, "How Buyers Transition Between Physical and Electronic Channels: A Longitudinal Analysis".
- Presented at the *2012 Statistical Challenges in Electronic Commerce Research Symposium*, Montreal, QC, June 2012.
- Presented at the *2009 INFORMS Conference on Information Systems and Technology*, San Diego, CA, October 2009.

Eric Overby and Chris Forman, "The Effect of Electronic Commerce on Geographic Trade and Price Variance".
- Presented at the *2012 NET Institute Conference*, New York, NY, April 2012.
- Presented at the *2009 Statistical Challenges in Electronic Commerce Research Symposium*, Pittsburgh, PA, May 2009.

Eric Overby and Karthik Kannan, "Higher Revenue with the Same Demand: Analyzing the Distribution of Bidders Across Multi-Object Auctions".
- Presented at the *2011 INFORMS Conference on Information Systems and Technology*, Charlotte, NC, November 2011.
- Presented at the 2010 *Workshop on Information Systems and Economics*, St. Louis, MO, December 2010.

Eric Overby and Jonathan Clarke, "Does Information Technology Improve Market Efficiency? Evidence from Arbitrage in the Automotive Market", Presented at the *2010 Statistical Challenges in Electronic Commerce Research Symposium*, Austin, TX, May 2010.

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, "The Adverse Selection Implications of Companion Electronic Markets: An Investigation in the Wholesale Automotive Industry", Presented at the *2008 Statistical Challenges in Electronic Commerce Research Symposium*, New York, NY, May 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.
- Presented at the *2006 Academy of Management Meeting*, Atlanta, GA, August 2006.
- Presented at the *2006 INFORMS Marketing Science Conference*, Pittsburgh, PA, June 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 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.

Reviewing and Editorial Activities

<u>Editorial Board Appointments</u>
- Associate Editor for *Management Science* (2013-2025)
- Guest Associate Editor for *MIS Quarterly* (2014; special issue on Transformational Issues of Big Data and Analytics in Networked Business)

- Member of Editorial Review Board for *Information Systems Research* special issue on Ubiquitous IT and Digital Vulnerabilities (2015)

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*.
- Reviewer for *Communications of the Association for Information Systems*.
- Reviewer for *Journal of the Association for Information Systems*.
- Reviewer for *DATA BASE for Advances in Information Systems*.
- Reviewer for *European Journal of Information Systems*.

Conferences

- 2011 – 2012: Associate Editor for *Academy of Management Meeting* (Organizational Communication and Information Systems division.)
- 2010, 2016: Associate Editor for *International Conference on Information Systems*.
- 2009 – 2024: Program Committee Member for *INFORMS Conference on Information Systems and Technology.*
- 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.)
- Reviewer for *Information Systems Theory: Explaining and Predicting Our Digital Society* (published by Springer Science + Business Media LLC.)

Invited Seminars

- University of Georgia (September 2024)
- University of California at San Diego (December 2023)
- University of Connecticut (March 2023)
- University of Arizona (September 2021)
- University of Georgia (January 2020)
- Arizona State University (February 2019)
- University of Maryland (February 2018)
- University of Texas at Dallas (November 2017)
- Pennsylvania State University (October 2017)
- George Washington University (March 2017)
- Temple University (April 2015)
- University of Florida (February 2014; invited presenter at the Information Systems and Operations Management research workshop)
- University of Minnesota (October 2013)

- Carnegie Mellon University (August 2013)
- Michigan State University (October 2012)
- Purdue University (March 2012)
- University of Georgia (February 2012)
- New York University (November 2010)
- University of Georgia (March 2010)
- University of Minnesota (September 2009)
- Michigan State University (September 2008)
- University of Georgia (March 2008)
- Georgia State University (September 2007)
- New York University (February 2007)
- Notre Dame University (February 2007 – PhD job talk)
- Babson University (February 2007 – PhD job talk)
- Florida State University (January 2007 – PhD job talk)
- University of Minnesota (January 2007 – PhD job talk)
- University of Maryland (January 2007 – PhD job talk)

ADVISING ACTIVITIES

PhD dissertation chair for:
- Hemang Subramanian. 2015 graduate – Georgia Institute of Technology
- Mike Frutiger. 2015 graduate – Georgia Institute of Technology
- Hongchang Wang. 2019 graduate – Georgia Institute of Technology

PhD dissertation committee member for:
- Chih-Hung Peng. 2012 graduate – Georgia Institute of Technology.
- Jiao Xu. 2015 graduate – Georgia Institute of Technology.
- Ximin Huang. 2016 graduate – Georgia Institute of Technology.
- Peng Xie. 2017 graduate – Georgia Institute of Technology.
- Karthik Kannan. 2018 graduate – Georgia Institute of Technology.
- Patricia Angle. 2019 graduate – Georgia Institute of Technology.
- Zhanfei Lei. 2019 graduate – Georgia Institute of Technology.
- Katsiaryna Siamionava. 2022 graduate – Georgia Institute of Technology.
- Hao Hu. 2023 graduate – Georgia Institute of Technology.
- Ruiqi (Rich) Zhu. 2024 graduate – Georgia Institute of Technology.

TEACHING ACTIVITIES

Courses Taught

- Analysis of Emerging Technologies (to undergraduate and graduate students.)
- Information Systems (to graduate students.)
- Information Technology Management (PhD course.)
- Global Strategy Project. This is the capstone course for the Executive MBA – Global Business program.

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.

AWARDS, GRANTS, AND HONORS

Research awards

2022: Received the Brady Family Award for Faculty Research Excellence from the Scheller College of Business, Georgia Institute of Technology.

2015: Received the Sandy Slaughter Early Career Award from the INFORMS Information Systems Society.

2015: Received the 2015 Linda and Lloyd L. Byars Award for Faculty Research Excellence from the Scheller College of Business, Georgia Institute of Technology.

2013: Received the 2013 Young Researcher Award from the Workshop on Health IT and Economics for the paper "Improving the Malpractice System: Effect of EMRs on Claim Resolution Time?" Paper co-authored with Sam Ransbotham and Michael Jernigan.

2010: Received the 2010 Best Program Paper award from the Organizational Communication and Information Systems division of the Academy of Management for the paper "Does Individuals' Adoption of New Technologies Supplement or Substitute for Incumbent Technologies?" Paper co-authored with Sam Ransbotham.

2009: Received the Best Published Paper of 2008 Award from the Organizational Communication and Information Systems division of the Academy of Management for the paper, "Process Virtualization Theory and the Impact of Information Technology."

2007: 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.

2006: 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."

2005: 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."

Grants

2011: Summer Research Grant from the Networks, Electronic Commerce, and Telecommunications ("NET") Institute. Grant amount: $3,000.

2009: Received $7,100 grant from the Rich Foundation for incorporating ethics topics into the Analysis of Emerging Technologies course. Grant awarded through the Georgia Tech College of Management in May 2009.

2006: 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.

Teaching Awards

2026: Linda and Lloyd L. Byars Award for Faculty Teaching Excellence.

2026: Named to the Fall 2025 CIOS Honor Roll at the Georgia Institute of Technology.

2025: Named to the Summer 2025 CIOS Honor Roll at the Georgia Institute of Technology.

2025: Named to the Fall 2024 CIOS Honor Roll at the Georgia Institute of Technology.

2024: Named to the Summer 2024 CIOS Honor Roll at the Georgia Institute of Technology.

2024: Named to the Fall 2023 CIOS Honor Roll at the Georgia Institute of Technology.

2023: Named to the Student Recognition of Excellence in Teaching: Fall Semester 2022 CIOS Honor Roll at the Georgia Institute of Technology.

2022: Recipient of the Student Recognition of Excellence in Teaching: 2021 CIOS Award at the Georgia Institute of Technology. (All awardees were also named to the Class of 1934 CIOS Honor Roll).

2017: Recipient of the Class of 1940 Course Survey Teaching Effectiveness Award at the Georgia Institute of Technology.

2016: Recipient of the Class of 1940 Course Survey Teaching Effectiveness Award at the Georgia Institute of Technology.

2015: Hesburgh Award Teaching Fellow at the Georgia Institute of Technology.

2014: Recipient of the Class of 1940 Course Survey Teaching Effectiveness Award at the Georgia Institute of Technology.

2013: Recipient of the Class of 1940 Course Survey Teaching Effectiveness Award at the Georgia Institute of Technology.

2012: Recipient of the Class of 1934 Course Survey Teaching Effectiveness Award at the Georgia Institute of Technology.

2011: Recipient of the Class of 1934 Course Survey Teaching Effectiveness Award at the Georgia Institute of Technology.

2011: One of two (out of 221) junior faculty members from across all colleges at the Georgia Institute of Technology to receive a CETL/BP Junior Faculty Teaching Excellence Award.

2011: Recipient of the James F. Frazier, Jr. Award for Teaching Excellence. This award is given to a Scheller College of Business faculty member.

Service Awards and Other

2023: Outstanding Associate Editor Award (honorable mention, not winner) from *Management Science* Information Systems department.

2015: Recipient of the 2015 Meritorious Service Award from *Management Science* (as an associate editor).

2013: Recipient of the 2013 Meritorious Service Award from *Management Science* (as a reviewer).

2012: Recipient of the 2011 Best Reviewer Award for *Information Systems Research*.

2012: Keynote speaker at Association for Information Systems Workshop on Business Processes and Services.

MANAGERIAL IMPACT

References in the Press

Greg Piechota, International News Media Association (May 6, 2025). Story entitled "Every 10th paywall stop is evaded by readers". https://www.inma.org/blogs/reader-revenue/post.cfm/every-10th-paywall-stop-is-evaded-by-readers

INFORMS News Release (Feb. 27, 2025). Story entitled "New Study Reveals Unlimited Mobile Data Plans Expand Access to Education Data, With Low-Income and Rural Households Benefiting Most" https://www.informs.org/News-Room/INFORMS-Releases/News-Releases/New-Study-Reveals-Unlimited-Mobile-Data-Plans-Expand-Access-to-Education-Data-With-Low-Income-and-Rural-Households-Benefiting-Most

Scheller College of Business (Feb. 19, 2024). Story entitled ". Reports from the Future: Georgia Tech Denning Technology and Management Program Students Go Global" https://www.scheller.gatech.edu/news/2024/reports-from-the-future-georgia-tech-tm-program-students-go-global.html

Georgia Tech Professional Education (Apr. 14, 2023). Story entitled "Emerging Tech: AI and Your Career Resiliency". https://pe.gatech.edu/blog/future-work/emerging-trends-and-jobs

Scheller College of Business (April 11, 2022). Story entitled "Spillovers from Online Engagement". https://www.scheller.gatech.edu/news/business-analytics-center/research/spillovers-from-online-engagement-paywall-study.html

Georgia Tech Professional Education (Feb. 11, 2022). Story entitled "NFTs: A Digital Token of Love". https://pe.gatech.edu/blog/industry-trends/digital-tokens-of-love

Blockchain Tech News (June 10, 2019). Story entitled "Will Facebook, Google take over blockchain?". https://www.blockchaintechnews.com/articles/will-facebook-google-take-over-blockchain/

The Fintech Times (Nov. 26, 2018.) Story entitled "Fast Fintech Four: Georgia Tech's Eric Overby Faces Four of the Most Pressing Questions in Cryptocurrency". https://thefintechtimes.com/fast-fintech-four-cryptocurrency/

Georgia Tech Alumni Magazine (Summer 2018). Story entitled "Blockchain, Bitcoin, and Beyond".

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."

Other Industry Impact

Research on how electronic trading affects buyers' behavior featured in the 2010 *Used Car Market Report* published by Manheim (http://www.manheim.com/content_pdfs/products/ManheimConsulting_UCMR-2010.pdf).