
Dr. Ravi Sen

Assistant Professor

Department of Information and Operations Management

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PRIMARY RESEARCH INTERESTS

1. Electronic Commerce
2. Open Source Software
3. Software Security

PRIMARY TEACHING INTERESTS

1. Information Security in Networked Environment
2. Electronic Commerce

EDUCATION

2003 **Doctor of Philosophy**

Concentration: Business Administration – Information Systems

University of Illinois at Urbana-Champaign, IL, USA

Dissertation Title: *Buyer's Choice of Online Search Strategy and Its Implications for E-Markets*

[Dissertation Committee Chair: Dr. Mike J. Shaw, Professor of Business Administration and Leonard C. and Mary Lou Hoeft Chair of Information Systems, College of Business, University of Illinois at Urbana-Champaign.]

1995 **Master of Business Administration**

Concentration: MIS

Manchester Business School, Manchester, UK

1993 **Bachelor of Engineering**

Concentration: Computer Science

S.G.S. Institute of Technology and Science, Indore (MP), INDIA

PUBLICATIONS

1. **Sen, R.**, Subramaniam, C. and Nelson, M. (2008) "Determinants of Open Source Software License Choice." Forthcoming in the *Journal of Management Information Systems*.
2. **Sen, R.**, Hess, J., Jaisingh, J., and Bandyopadhyay, S. (2008) "Pricing Paid Placements on Search Engines." *Journal of Electronic Commerce Research*, 9(1), pp. 33-50.
3. **Sen, R.** (2007). "A Strategic Analysis of Competition between Open Source and Proprietary Software Applications." *Journal of Management Information Systems*, 24 (1), (Summer), pp. 233-258.
4. **Sen, R.** (2007). "Waiting for Usable Open Source Software? Don't Hold Your Breath." *Communications of AIS*, 20 (25), pp. 382-392.
5. **Sen, R.**, King, R. and Shaw, M. (2006), "Buyers' Choice of Online Search Strategy and its Managerial Implications." *Journal of Management Information Systems*, 23(1), (Summer), pp. 211-238.
6. Nelson, M., **Sen, R.**, and Subramaniam, C. (2006). "Understanding Open Source Software Development- A Research Classification Framework." *Communications of AIS*, 17 (12), pp. 266-287.
7. **Sen, R.** (2006). "A Qualitative Analysis of the Role of Users, Vendors, and Governments in the Standards Development Process." *Communications of AIS*, 17 (2), (January), pp. 57-70.
8. **Sen, R.** (2005). "Optimal Search Engine Marketing (SEM) Strategy." *International Journal of Electronic Commerce*, 10(1), (Fall), pp. 9-25.
9. King, R., **Sen, R.**, Xia, M. (2004). "Impact of Web-based E-Commerce on Channel Strategy." *International Journal of Electronic Commerce*, 8(3), (Spring), pp. 103-130.
10. **Sen, R.** and King, R. (2003). "Revisit Debate on Intermediation, Disintermediation, Reintermediation due to Electronic Commerce." *Electronic Markets*, 13 (2), pp. 153-162.

PAPERS UNDER REVIEW

Research Area: Open Source Software

1. Sen, R., Subramaniam, C. and Nelson, M. (2008) "Open Source Software: Determinants of OSS Project Success." [STATUS- Under 2nd round review at *Decision Support Systems*.]
2. Sen, R., Subramaniam, C. and Nelson, M. (2008) "An Empirical Investigation of Open Source Software Projects' Progress" [STATUS: Under review at the *Journal of Management Information Systems*].

Research Area: Software Security

1. Sen, R. (2008). "Vulnerability Discovery, Disclosure, and Exploit Availability: An Empirical Investigation" [STATUS- Under 2nd round review at *Information Systems Research*].
2. Sen, R. and Choobineh, J. (2008) "Determinants of the Preferred Software Vulnerability Disclosure Timing: Immediate vs. Delayed." [STATUS- Under review at *Information Systems Research*]

Research Area: Electronic Commerce

1. Nelson, M. L., Peterson, J., Rariden, R., and Sen, R. (2008). "Transitioning to a Business Rule Management Service Model: Case Studies from the Property & Casualty Insurance Industry" [STATUS: Under review at *Information and Management (IM)*].
2. King, R., Sen, R., Daubeterre, F., and Sethi, V. (2008) "Rethinking the Theoretical Underpinning of the Research on the Impact of E-Commerce on Intermediated Trading Structure." [STATUS- Under review at *Journal of Electronic Commerce Research*].

WORKING PAPERS**Research Area: Electronic Commerce**

1. Nelson, Matthew L., Rariden, R., Sen, R. (2008) "A Lifecycle Approach towards Business Rules Management." [STATUS: The paper will be modified to incorporate the feedback/suggestions received at *HICSS*, January 7- 10, 2008. Will be submitted to *Journal of Management Information Systems* in Fall 2008].

Research Area: Open Source Software

1. "Copyleft Licenses- Helping or Hindering the Open Source Movement?" [STATUS- Currently in the Modeling Phase. Plan to submit the paper to *ISR/JMIS* in Spring 2009.]
2. "Open Source Software Development- Facts versus Fiction," with Chandrasekar Subramaniam, and Matt Nelson. [STATUS- Currently doing data analysis. Plans to submit the paper to *MISQ Executive/CACM* in Spring 2009.]

Research Area: Software Security

1. "Impact of Vulnerability Disclosures on Competition between Open Source and Proprietary Software." [STATUS- Data analysis underway. Plans to submit the paper to *ISR* in FALL 2008.]
2. "Vulnerability Disclosure- All roads lead to immediate disclosure." [STATUS- Plan to submit the paper in Fall 2008.]

CONFERENCE ACCEPTANCE/PRESENTATIONS/ PROCEEDINGS

1. "A Lifecycle Approach towards Business Rules Management," with Matthew L. Nelson and Robert L. Rariden, *HICSS*, January 7- 10, 2008.
2. "IT Recruiting Practices as Retention Predictors: Can Recruiters Make a Difference to Potential IT Employees?" with Ruth C. King, *Americas Conference on Information Systems 2004*, New York City, NY August 5 - 8, 2004.
3. "Rethinking the Transaction Cost Theory in the E-Commerce Research," with Ruth King and Vikram Sethi, *Third International Conference on Information and Management Sciences (IMS2004)*, Dunhuang, China, June 5-10, 2004.
4. "Optimal Pricing for Paid Placements on Search Engines," *e-Business (WeB 2003)* with James Hess, Pre-ICIS Workshop, Seattle, USA, 12-14

December 2003. "Impact of E-Commerce on Channel Structures- Debate on Intermediation, Disintermediation, Reintermediation Revisited," *Workshop on Information Systems and Economics (WISE)*, 2002 (14-15 December), Barcelona.

5. "Impact of E-commerce on PC industry: The changing roles of intermediaries," with Ruth C. King, Proceedings of *Conference of the Productions and Operations Management Society (POMS)*, Brazil, 11-14 August 2001.
6. "Impact of Web-based E-Commerce on the PC Industry: On-line vs. Off-line Channels of Distribution," with Ruth C. King, *Missouri/Illinois MIS Research Seminar*, September 14, 2001.
7. "Impact of E-Commerce on the role of trade Intermediaries," with Ruth C. King, *IFIP WG 8.2 OASIS Workshop* in New Orleans, Sunday, December 16, 2001.
8. "Impact of E-Commerce on the role of Intermediaries- A Theoretical Framework," with Ruth C. King, Proceedings of *International Conference on E-Business*, Beijing, P.R. China, May 22-26, 2002.

WORK EXPERIENCE

2003- Present Assistant Professor, Department of Information and Operations Management, Mays Business School, Texas A&M University

Teaching Responsibility (Design, Teach, Evaluate)

- Fundamentals of Information Systems Section (Undergraduate Level)
- Software and Network Security (Senior Undergraduate and Graduate Level)
- Information Risk Assessment and Mitigation (Senior Undergraduate and Graduate Level)

Research Responsibility

- Conduct original research in the areas of e-commerce, information security, and open source software development
- Present research at academic conferences and seminars
- Publish in leading information systems and management journals

1999-2003 Graduate Instructor (Information Systems), College of Commerce and Business Administration, UIUC, IL.

Instructor (2 Semesters)

- Information Organization for Management Information Systems

Teaching Assistant (4 Semesters)

- Systems Analysis and Design
- Software Programming, Development and Management

Research Assistant: Summer 2000, 2001, 2002

1997- Marketing Manager and Senior Consultant
1999 Vatsa Systems Consulting Pvt. Ltd.

1995- Market Development Manager (South Asia- SAARC countries)
1997 P.P. Payne LTD.

SPECIAL AWARDS and HONORS

1. Recipient of Mays Business School Summer Research Grant (2008 and 2007)
2. ICIS 2002 Doctoral Consortium, Twenty-Third Annual International Conference on Information Systems, 12th -15th December, Barcelona, Spain.
3. Big 10 1st Annual Doctoral and Junior Faculty Symposium, Minneapolis, 3rd - 5th May 2002, Minneapolis, USA.
4. Graduate Teaching Certificate, University of Illinois at Urbana-Champaign.
5. 2000 Summer Research Funding, Office of Research, College of Commerce and Business, University of Illinois at Urbana-Champaign.
6. 2002 Summer Research Funding, Office of Research, College of Commerce and Business, University of Illinois at Urbana-Champaign.
7. Graduate Fellowship (2001-2002), College of Commerce and Business, University of Illinois at Urbana-Champaign.

SERVICES and AFFILIATIONS

1. Member AIS (Association of Information Systems)
2. Member CSI (Computer Security Institute)
3. Member of Program Committee and Panel Chair for *WeB*, a pre-ICIS workshop on e-commerce (2003-2008).
4. Member, Undergraduate Curriculum Committee (2006-2007), Department of Information and Operations Management.
5. Reviewer for *National Science Foundation (NSF)*, *MIS Quarterly (MISQ)*, *Information Systems Research (ISR)*, *Management Science*, *International Journal of Electronic Commerce (IJEC)*, *Decision Support Systems (DSS)*, *Journal of MIS (JMIS)*, *Journal of Computing and Electronic Commerce*.
6. Ad Hoc Reviewer for *International Conference on Information Systems (ICIS)*, *American Conference on Information Systems (AMCIS)*, *HICSS*, *WeB*.