

# Shubham Gupta

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## EDUCATION

**Temple University, Fox School of Business** Philadelphia, Pennsylvania  
PhD in Operations and Supply Chain Management August 2018 - Present

**Texas A&M University, Mays Business School** College Station, Texas  
Master of Science in Business June 2017

**Guru Gobind Singh Indraprastha University, USICT** Delhi, India  
*Bachelor of Technology in Information Technology* June 2016

## MANUSCRIPTS UNDER REVIEW

- **Gupta S**, Roy A, Kumar S, and Mudambi R. "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach," Third Round, *Management Science*.
- Zhang Y, **Gupta S**, Kumar S, and Hu X. "When R&D is Bad for Patients: Strategic Price Control Under External Reference Pricing in the Presence of a Tactical Firm," First Round, *Manufacturing and Service Operations Management*.

## REFEREED CONFERENCE PUBLICATIONS

- Zhang Y, **Gupta S**, Kumar S, and Hu X. "To Discount or Not to Discount: A Game-Theoretic Analysis of the Pricing and Survival Dilemma in Luxury E-commerce," **International Conference on Information Systems (ICIS)**, December 12-15, 2021.
- **Gupta S**, Roy A, Kumar S, and Mudambi R. "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach," **Manufacturing and Service Operations Management (MSOM) Conference**, June 7-10, 2021.

## WORK in PROGRESS

- Zhang Y, **Gupta S**, Kumar S, and Hu X. "To Discount or Not to Discount: A Game-Theoretic Analysis of the Pricing and Survival Dilemma in Luxury E-commerce."
- **Gupta S**, Guha S, and Kumar S. "Impact of INFORMS Franz Edelman Award Finalists in Inventory Management."

## HONORS and AWARDS

- Honorable Mention in the **POMS College of Product Innovation and Technology Management (PITM) Best Student Paper Competition**, 2020.

## GRANTS

- \$2,000 Seed Funding Grant from Young Scholars Interdisciplinary Forum (2018).
- \$500 Seed Funding Grant from Young Scholars Interdisciplinary Forum (2019).

## CONFERENCES AND PRESENTATIONS

- **ICIS Conference**, Virtual: "To Discount or Not to Discount: A Game-Theoretic Analysis of the Pricing and Survival Dilemma in Luxury E-commerce." (2021).
- **DSI Conference**, Virtual: "When R&D is Bad for Patients: Strategic Price Control Under External Reference Pricing in the Presence of a Tactical Firm." (2021).
- **INFORMS Annual Meeting**, Virtual: "To Discount or Not to Discount: A Game-Theoretic Analysis of the Pricing and Survival Dilemma in Luxury E-commerce." (2021).
- **MSOM Conference**, Virtual: "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach." (2021).
- **31<sup>ST</sup> POMS Annual Conference**, Virtual: "To Discount or Not to Discount: A Game-Theoretic Analysis of the Pricing and Survival Dilemma in Luxury E-commerce." (2021).
- **31<sup>ST</sup> POMS Annual Conference**, Virtual: "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach." (2021).
- **DSI Conference**, Virtual: "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach." (2020).
- **DSI Conference**, Virtual: "To Discount or Not to Discount: A Game-Theoretic Analysis of the Pricing and Survival Dilemma in Luxury E-commerce." (2020).
- **INFORMS Annual Meeting**, Virtual: "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach." (2020).
- **INFORMS Annual Meeting**, Virtual: "To Discount or Not to Discount: A Game-Theoretic Analysis of the Pricing and Survival Dilemma in Luxury E-commerce." (2020).
- **CIST Conference**, Seattle, Washington, USA: "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach." (2019).
- **INFORMS Annual Meeting**, Seattle, Washington, USA: "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach." (2019).
- **30<sup>TH</sup> POMS Annual Conference**, Washington D.C., USA: "When Worse Is Better – Strategic Choice of Vendors with Differentiated Capabilities in a Complex Co-Creation Environment: A Game-Theoretic Approach." (2019).

## PROFESSIONAL EXPERIENCE

### **Fox School of Business, Temple University**

Research Assistant

Philadelphia, Pennsylvania

August 2018 - Present

### **Flexon Technologies Inc.**

*Market Research Analyst/Account Manager*

Pleasanton, California

July 2017 – July 2018

### **Pack-tical Essentials**

*Founder, Operations Manager*

College Station, Texas

August 2016 – December 2016