

Curriculum Vitae
PROFESSOR GAL OESTREICHER-SINGER
*Management of Technology and
Information Systems Department
The Collier School of Management
Tel Aviv University
Tel Aviv, 69978, Israel*
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EDUCATION

New York University, Leonard N. Stern School of Business

Ph.D. in Business Administration (2008)

(Awarded the ACM SIGMIS Best Dissertation Award)

New York University, Leonard N. Stern School of Business

M. Phil., Department of Information, Operations, and Management Sciences (2006)

Tel-Aviv University, School of Engineering

B.Sc. in Electrical Engineering and Electronics (2002)

Tel-Aviv University, Law School

LL.M. in Commercial Law (1999)

The Hebrew University of Jerusalem, Law School

LL.B. (J.D. equivalent) (1996)

ACADEMIC EXPERIENCE

Tel-Aviv University, L. Recanati Faculty of Management

- 2008: Joined
- 2012: Senior Lecturer with tenure
- 2013: Department Chair: Management of Technology and Information
- 2014: Associate professor with tenure
- 2016: Full professor with tenure

PUBLISHED PAPERS

Geva, H., Oestreicher-Singer, G., and Saar-Tsechansky, M., 2019. Using Retweets to Shape our Online Persona: A Topic Modeling Approach (*MIS Quarterly*, forthcoming).

Geva, H., Barzilay, O., and Oestreicher-Singer, G., 2019. The Potato Salad Effect: The Impact of Competition Intensity on Outcomes in Crowdfunding Platforms. (*MIS Quarterly*, forthcoming).

Geva, T., Oestreicher-Singer, G., Efron, N, and Shimshoni, Y., 2017. Using Forums and Search for Sales Prediction of High-Involvement Products (*MIS Quarterly*, 41(1), pp. 65-82).

Carmi, E., Oestreicher-Singer, G., and Sundararajan, A., 2016. Is Oprah Contagious? The Depth of Diffusion of Demand Shocks in a Product Network (*MIS Quarterly*, 41(1), pp. 207-221).

Zalmanson, L., and Oestreicher-Singer, G., 2016. Turning Content Viewers into Subscribers. (*Sloan Management Review*).

Dhar, V., Geva, T., Oestreicher-Singer, G., and Sundararajan, A., 2014. Prediction Using Economic Networks (*Information Systems Research*, 25(2), pp.264-284).

Oestreicher-Singer, G. and Zalmanson, L., 2013. Content or Community? A Digital Business Strategy for Content Providers in the Social Age. (*MIS Quarterly*, special issue on Digital Business Strategy, pp.565-590).

Oestreicher-Singer, G., Libai, B., Sivan L., Carmi E., and Yassin, O., 2013. Assessing Value in Product Networks. (*Journal of Marketing*, 1 (77), pp. 1-14). **Lead article. Best Paper for 2013.**

Sundararajan, A., Provost, F., Oestreicher-Singer, G., and Aral S., 2013. Information in Digital, Economic and Social Networks. (*Information Systems Research*, 24(4), pp. 883-905). **Lead article.**

Goldenberg, J., Oestreicher-Singer, G., and Reichman, S., 2012. The Quest for Content: The Integration of Product Networks and Social Networks in Online Content Exploration (*Journal of Marketing Research*, 49(4), pp. 452-468).

Oestreicher-Singer, G. and Sundararajan, A., 2012. The Visible Hand of Social Networks in Electronic Markets (*Management Science*, 58 (11) pp.1963-1981).

Oestreicher-Singer, G. and Sundararajan, A., 2012. Recommendation Networks and the Long Tail of Electronic Commerce (*MIS Quarterly*, 36(1), pp. 65-83).

PAPERS UNDER REVIEW

Goldstein A., Barzilay O., Oestreicher-Singer G. (2018). Are We There Yet? Predicting Time-to-Conversion Using Search Diversity (*MIS Quarterly*, second round).

Zalmanson, L., and Oestreicher-Singer, G., 2018. 'Your Action is Needed': The Effect of Website-Initiated Participation on User Contributions to Content Websites (*Information Systems Research*, second round).

Barzilay O., Geva H., Goldstein A., Oestreicher-Singer G. (2018). Equal Opportunity for All? The Long Tail of Crowdfunding: Evidence from Kickstarter.

ACADEMIC HONORS AND AWARDS

- Recipient of the ERC (European research Council) grant, 2018 (\$1.7 million, single PI)
- Recipient of the Collier Foundation research grant, 2017 & 2019.
- Recipient of the Kadar Award for Outstanding Research, 2016.
- Winner of the INFORMS - ISS Sandra A. Slaughter Early Career Award, 2015.
- Grant from the Israel Science Foundation (ISF), 2015-2016 (\$70,000).
- Grant from the Blavatnik Interdisciplinary Cyber Research Center (\$20,000).
- The 2013 best paper award (Harold H. Maynard Award) of the Journal of Marketing.
- Two working papers are winners of MSI Research Competition on "Social Interactions and Social Media Marketing" 2014.
- Management Science Best Paper in Information Systems Finalist 2013.
- Best Overall Research Paper Award, International Conference on Information Systems (ICIS), 2012.
- Google Inter-university grant for Electronic Markets and Auctions, 2010-2013 (\$2.25 million, with 20 other PIs).
- Grant from the Israel Science Foundation (ISF), 2010-2014 (\$140,000).
- Winner of the Google and WPP Marketing Research Award, 2010 (\$65,000, with Arun Sundararajan).
- NET Institute Summer Research Grant, 2006, 2010 and 2011.
- Winner of the MSI-WIMI User-generated Content Research Competition, 2009.
- Honorable Mention for Research-in-Progress at the International Conference on Information Systems (ICIS), 2009.

- Grant from the United States – Israel Binational Science Foundation (BSF), 2009 (\$60,000).
- Grant from NEGEV – The Personal Video Services Consortium (part of the Israeli Chief Scientist MAGNET Program), 2009-2010 (\$140,000).
- The ACM SIGMIS Best Dissertation Award (awarded at ICIS 2008).
- Best Paper Award, Proceedings of the Twelve INFORMS Conference on Information Systems and Technology (CIST), 2008.
- German-Israeli Foundation (GIF), Young Scientists' Program, 2008 (\$40,000).
- The Rothschild-Caesarea Communication Research Grant, 2008.
- Marie Curie International Reintegration Grant, 2007 (\$65,000).
- Best Overall Research Paper Award, 25th International Conference on Information Systems (ICIS), 2004.
- Stern School of Business Fellowship, 2003-2006.
- Winner, National Contest for Young Inventors, sponsored by the Israeli Industrialists Association, 1992.

STUDENT ADVISING

Shachar Reichman (PhD dissertation advisor), "The Role of Product Networks and Social Networks in Ill-defined Exploration in Online Environments"; Defended 2010; Current affiliation: TAU (post doc at MIT).

Eyal Carmi (PhD dissertation advisor), "Diffusion of Demands Following Exogenous Shocks in Product Networks"; Defended 2010; Current affiliation: Google.

Lior Zalmanson (PhD dissertation advisor), "Ladder of Participation in Social Media Websites"; Defended 2016; Current affiliation: Haifa Univ. (post doc at NYU).

Hila Geva (PhD dissertation advisor), "Online strategic behavior"; 4nd year student.

OTHER ACADEMIC ACTIVITIES AND SERVICES

Senior Editor, *MIS Quarterly (MISQ)*

Associate Editor, *Management Science* (2015-2018).

Associate Editor, *Information Systems Research (ISR)* (2015-2017).

ICIS 2020, Program Chair

Chair, WISE 2019

Chair, WISE 2016

Chair, SCECR 2014

Track Chair ("Economics Value of IS"), ICIS 2014

Faculty Advisory PhD consortium, *The Mediterranean Conference on Information Systems (MCIS)*, 2011.

Associate Editor, *International Conference on Information Systems (ICIS)*, 2008-2012.

Track Chair, *MCIS*, 2011.

Scientific Advisory Committee, *The Adams Institution for Information Systems Managers*.