

## DUY D. DAO

**Haskayne School of Business**  
University of Calgary  
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**Contact Information**  
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### Academic Employment

- 2017 – Present, Haskayne School of Business, University of Calgary
  - ◊ 2017 – Present, Assistant Professor of Business Technology Management (BTMA)

### Education

- 2013 – 2017, Rady School of Management; University of California, San Diego
  - ◊ Ph.D. Management, 2017
    - Field: Innovation, Technology, and Operations
    - Thesis: *Essays on the Role of Negative Externalities in Information Goods*
    - Advisors: Prof. Terrence W. August and Prof. Hyoduk Shin
- 2007 – 2011, University of California, San Diego
  - ◊ B.S. Mathematics, 2011

### Publications

- Economics of Ransomware: Risk Interdependence and Large-Scale Attacks (with T. August and M. F. Niculescu), 2022, *Management Science*, **68**(12), 8979 – 9002.
- Market Segmentation and Software Security: Pricing Patching Rights (with T. August and K. Kim), 2019, *Management Science*, **65**(10), 4575 – 4597.
  - ◊ Nominee for Best Student Paper, Conference on Information Systems and Technology, 2016
- Optimal Timing of Sequential Distribution: The Impact of Congestion Externalities and Day-and-Date Strategies (with T. August and H. Shin), 2015, *Marketing Science*, **34**(5), 755 – 774.

### Work In Progress or Under Review

- The Impact of Cryptocurrency on Cybersecurity (with T. August, K. Kim, and M. F. Niculescu).
- Managing Profitability Under Capacity Restrictions in the Entertainment Industry (with T. August and H. Shin).
- Investing in Cybersecurity in the Presence of Competition and Strategic Attackers (with H. Hidaji).
- Provider-Firm Cybersecurity Investment Spillover: Implications for the Supply Chain (with H. Hidaji).

## Awards and Honors

- Dean's Award for Innovative Research, Haskayne School of Business, University of Calgary (2022)
- Dean's Research Scholar Award, Haskayne School of Business, University of Calgary (2019)
- Rady School of Management Fellowship (2013 – 2017)
- Phi Beta Kappa Honor Society (2011)
- UC San Diego Physical Sciences Dean's Undergraduate Award for Excellence (2010)
- University of California Regents' Scholarship (2007 – 2011)

## Presentations

- *Provider-Firm Cybersecurity Investment Spillover: Implications for the Supply Chain*
  - ◊ October 2023: INFORMS Annual Meeting; Phoenix, AZ
- *Managing Profitability Under Capacity Restrictions in the Entertainment Industry*
  - ◊ October 2022: University of California, Merced
- *Economics of Ransomware: Risk Interdependence and Large-Scale Attacks*
  - ◊ October 2019: INFORMS Annual Meeting; Seattle, WA
  - ◊ June 2019: Workshop on the Economics of Information Security (WEIS); Boston, MA
  - ◊ November 2018: Conference on Information Systems and Technology (CIST); Phoenix, AZ
  - ◊ December 2017: Workshop on Information Systems and Economics (WISE); Seoul, Korea
- *Market Segmentation and Software Security: Pricing Patching Rights*
  - ◊ March 2018: Theory in Economics of Information Systems (TEIS) Showcase; San Diego, CA
  - ◊ January 2017: Haskayne School of Business, University of Calgary
  - ◊ November 2016: INFORMS Annual Meeting; Nashville, TN
  - ◊ November 2016: Conference on Information Systems and Technology (CIST); Nashville, TN
  - ◊ June 2016: Workshop on the Economics of Information Security (WEIS); Berkeley, CA
- *Optimal Timing of Sequential Distribution: The Impact of Congestion Externalities and Day-and-Date Strategies*
  - ◊ October 2013: INFORMS Annual Meeting; Minneapolis, MN

## Teaching Experience

- Instructor
  - ◊ Graduate diploma in Data Science and Analytics (with Business Analytics specialization) core: *Introductory Data Analytics* (Winter 2019 – 2023)
  - ◊ Graduate certificate in Business Intelligence and Data Analytics core and MBA specialization on Management Analytics core: *Data Analytics I* (Fall 2017 – 2021, Fall 2023)
  - ◊ Business Analytics undergraduate concentration core: *Gathering, Wrangling and Analyzing Data in R* (Fall 2017 – 2019, Winter 2023, Fall 2023)
  - ◊ Undergraduate core: *Business Technology Management* (Winter 2018, Fall 2018)
- Course Coordinator
  - ◊ Business Analytics undergraduate concentration core: *Gathering, Wrangling and Analyzing Data in R* (Fall 2020 – 2021, Winter 2023)

### Doctoral Committees

- Pouria Zaukeri Getabi, Advisor (2023 – Present)
- Xiaoying Wang, Neutral Chair of Field of Study Exam, Haskayne School of Business (2021)
- Philip Piercey, Neutral Chair of Field of Study Exam, Haskayne School of Business (2021)
- Amin Aslani, Internal Examiner of Field of Study Exam, Haskayne School of Business (2020)
- Meysam Fereidouni, Supervisory Committee member, Haskayne School of Business (2020 – Present)
- Vaarun Vijairaghavan, Supervisory Committee member, Haskayne School of Business (2018 – 2021)

### Professional Service

- Conferences/Workshops – Program Committee Member
  - ◊ MSOM 2020 (Cancelled due to COVID-19)
- Conferences/Workshops – Session Chair
  - ◊ WISE 2018 (Session: Gamification)
- Conferences/Workshops – Discussant
  - ◊ WISE 2018 (Session: Gamification)
- Conferences/Workshops – Coordinator
  - ◊ WEIS 2017
- Haskayne New Faculty Orientation Committee Member (2018, 2020)
- Haskayne Undergraduate Review Committee Member (2019 – 2022)
- Haskayne BComm (Bachelor of Commerce) Review Committee Member (2020 – 2022)
- Haskayne Research Committee (2023 – Present)
- Haskayne Golden Bull (Employee Engagement) Committee (2023 – Present)
- BTMA Area Seminar Series Organizer (2019 – 2022)
- Referee for *Management Science*, *Information Systems Research*, *Management Information Systems Quarterly*, *Production and Operations Management*, *Information Technology and Management*, *International Conference on Information Systems* (2018 – 2020, 2023), *Conference on Information Systems and Technology* (2019 – 2023)
- Associate Editor for *Information Technology and Management* (2020 – Present)

### Media Mentions

- “*Ransomware spreads among unprotected populations but product pricing may help prevent proliferation*”, UCalgary News, April 2022.
- “*Online Assessment in Higher Education*”, Taylor Institute for Teaching and Learning, October 2019.

### Professional Development

- IT Teaching Workshop (2017 – 2019, 2021 – 2022)
- Haskayne School of Business Instructional Skills Workshop (2018)
- International Conference on Information Systems’ Junior Faculty Consortium (2017)