

## J. MICHAEL PAVLIN

School of Business and Economics  
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### ACADEMIC POSITIONS

School of Business and Economics, Wilfrid Laurier University  
Assistant Professor, Operations and Decision Sciences  
July 2012-Current

Faculty of Engineering, University of Waterloo  
Adjunct Assistant Professor, Systems Design Engineering  
November 2013-Current

Booth School of Business, University of Chicago  
Postdoctoral Researcher  
December 2011-October 2012

### EDUCATION

Rotman School of Management, University of Toronto  
PhD Operations Management  
Thesis Title: "Tiered Pricing in Models of Supply Chains and Services"  
Supervisor: Joseph Milner, Philipp Afèche  
May 2012

University of Toronto  
MSc Computer Science,  
Thesis Title: "Auctions for Markets with Externalities: Applications to Routing in Wireless Networks"  
Supervisor: Craig Boutilier  
October 2006

University of British Columbia  
BSc (Honours) Computer Science  
Thesis Title: "Stochastic Local Search for Scheduling for Minimum Total Tardiness"  
Supervisor: Holger Hoos  
May 2002

### ACCEPTED AND PUBLISHED PAPERS

"Optimal Price-Lead Time Menus for Queueing Systems with Customer Choice: Priorities, Pooling and Strategic Delay," with P. Afeche. *Management Science* Forthcoming

"When Gray Markets Have Silver Linings: All-Unit Discounts, Gray Markets and Channel Management", with M. Hu and M. Shi, *Manufacturing & Service Operations Management* 15.2 (2013): 250-262.  
10.1287/msom.1120.0416

"Corporate Payout Policy, Cash Savings, and The Cost of Consistency: Evidence from a Structural Estimation," with H. Mahmudi. *Financial Management* 42.4 (2013) 843-874. 10.1111/fima.12018

### **WORKING PAPERS**

"Inverse Optimization for the Recovery of Market Structure from Market Outcomes: An Application to the MISO Electricity Market," with J. Birge, A. Hortaçsu, 2014

"Limits of Arbitrage in Markets with Physical and Financial Participants: A Case Study of the MISO Electricity Market," with J. Birge, A. Hortaçsu, I. Mercadal, 2014

"Pricing of differentiated services: apparent loss and welfare," 2015

"Service Revenue Management when Customers Prefer Groups," with M. Farahani. 2015

### **CONFERENCES & PRESENTATIONS (Since 2010)**

"Inverse Optimization for the Recovery of Market Structure from Market Outcomes: An Application to the MISO Electricity Market" Midway Market Design Workshop, Becker Friedman Institute, University of Chicago, Chicago, IL, June 2014

"Inverse Optimization for the Recovery of Market Structure from Energy Market Outcomes" INFORMS Optimization Society Conference, Houston, TX. March 2014, MSOM, Seattle WA, June 2014

"The Role of Financial Players in Electricity Markets: An Empirical Analysis of MISO" NBER Conference on the Economics of Commodity Markets" , Cambridge, MA. October 2013

"Pricing Decisions for a Service Provider Lacking Market Information" CORS, Vancouver, BC. May 2013

"Exploring the Incentives of Electricity Market Participants" KR Seminar, Dept. of Computer Science, University of Toronto, Toronto, ON, November 2012

"Exploring the Incentives of Electricity Market Participants" AI Seminar, Dept. of Computer Science, University of Waterloo, Waterloo, ON, November 2012

"Selling Capacity: Optimizing Posted Prices for Services" Applied Math and Industrial Engineering Seminar, York University, Toronto ON, April 2012

"Valuing Renewable Energy Resources" INFORMS, Phoenix, AZ. October 2012

"Pricing Decisions for a Service Provider Lacking Market Information" MSOM, Ann Arbor MI, June 2011

"Selling Capacity: Optimizing Posted Prices for Services" Richard Ivey School of Business, University of Western Ontario, London ON, June 2011

"When Gray Markets Have Silver Linings: All-Unit Discounts, Gray Markets and Channel Management" INFORMS, Phoenix, AZ. October 2012; TADC, London Business School, London, England, May 2011; INFORMS, Austin TX. November 2010

"Corporate Payout Policy, Cash Savings, and The Cost of Consistency: Evidence from a Structural Estimation" FMA, New York NY. October 2010; EFMA, Aarhus Denmark. June 2010; NFA, Winnipeg MB. September 2010

"Optimal Price-Lead Time Menus for Queueing Systems with Customer Choice: Priorities, Pooling and Strategic Delay" MSOM Services Special Interest Group (SIG), Ann Arbor MI, June 2011

## GRANTS & AWARDS

SSHRC Canada, Insight Development Grant (2013-2016) \$40,339 *“Network Models of Spatial Variation in Prices: Applications to Electricity and Natural Gas Markets”* Principal Investigator

Mitacs-Accelerate Graduate Research Internship Program (2014) \$15,000 *“Choosing the game and the stakes: A service pricing problem with many substitutable services”* Co-Investigator with Kumaraswamy Ponnambalam

John Doukas Best Doctoral Paper Award, EFMA (2010)

NSERC Post Graduate Scholarship- Doctorate (2006-2008)

NSERC Post Graduate Scholarship- Masters (2004-2006)

IRIS-Precarn Scholar (2005)

## STUDENT SUPERVISION

Roozbeh Youssefi, MSc, Wilfrid Laurier University, In progress, Supervisor

Maryam Hafezi, PhD, Wilfrid Laurier University, In progress, Committee member

Alireza Azimian, PhD, Wilfrid Laurier University, In progress, Committee member

Mohammadreza Farahani, MAsc, University of Waterloo, Completed May 2015, Co-Supervisor

Tannaz Mahootchi, PhD, Wilfrid Laurier University, Completed September 2014, Committee member

Jasmine Feng, MSc, Wilfrid Laurier University, Completed August 2014, Committee member

Shahab Bachary, MSc, Wilfrid Laurier University, Completed August 2014, Committee member

Amir Hejazi, MSc, Wilfrid Laurier University, Completed August 2013, Committee member

## TEACHING

Wilfrid Laurier University

BU275: Business Decision Models

2012-2013, 2014-2015

BU495Q: Business Analytics

2014-2015

## PRIVATE INDUSTRY EXPERIENCE

WeTXT

Toronto, ON

Software Developer

August 2006-February 2007

CombineNet

Pittsburgh, PA

Software Engineer

February 2003-May 2004

Prostate Centre, University Health Network

Toronto, ON

Software Consultant

October 2002-February 2003

## PROFESSIONAL ACTIVITIES

Journal Reviewing: Management Science, Production and Operations Management, Naval Research Logistics, RAND Journal of Economics, Manufacturing & Services Operations Management, Omega, The Engineering Economist, International Journal of Industrial and System Engineering

Grant Reviewing: SSHRC Insight Development Grants Adjudication Committee 2015

Service: Wilfrid Laurier University, SBE Awards Committee 2012-2013, SBE Nominations Committee 2013-2015, SBE PhD Curriculum Committee 2014-2015