CONTACT INFORMATION	Plessis Mornay 0.14	Phone:	+33(0)160724466
	Boulevard de Constance	E-mail:	daniancu@stanford.edu
	Fontainebleau, 77300		dan.iancu@insead.edu
	France	Web:	www.stanford.edu/∼daniancu

ACADEMIC APPOINTMENTS

INSEAD, Fontainebleau, France   **2019-present**
Visiting Professor of Technology and Operations Management
- On leave from Stanford University

Stanford University, Stanford, CA
Graduate School of Business
Associate Professor of Operations, Information and Technology   **2015-present**
- With tenure since 2019
- Fletcher Jones Faculty Scholar 2015-2016

Assistant Professor of Operations, Information and Technology   **2011-2015**
- Louise and Claude N. Rosenberg Jr. Faculty Scholar 2013-2014

Woods Institute for the Environment   **2017-present**
- Faculty Affiliate

The University of Pennsylvania, Philadelphia, PA   **2016-2017**
The Wharton School
Visiting Associate Professor of Operations, Information and Decisions

IBM T. J. Watson Research Center, Yorktown Heights, NY   **2010-2011**
Business Analytics and Mathematical Sciences
Holder of the Herman Goldstine Postdoctoral Fellowship

EDUCATION

Massachusetts Institute of Technology, Cambridge, MA   **2006-2010**
Sloan School of Management - Operations Research Center
Ph.D. in Operations Research. GPA 5.0 / 5.0

Harvard University, Cambridge, MA   **2004-2006**
School of Engineering and Applied Sciences
M.S., Engineering Sciences. GPA 3.97 / 4.0

Yale University, New Haven, CT   **2002-2004**
B.S., Electrical Engineering and Computer Science. GPA 3.92 / 4.0
- Graduated Summa cum Laudae, with distinction in the major

Politehnica University, Bucharest, Romania   **2000-2002**
Automatic Control and Computers Faculty - Computer Science Division
First two years of college. GPA 10.0 / 10.0

OTHER PROFESSIONAL EXPERIENCE

Barclays Capital, Equities & Derivatives, Collateralized Lending, New York, NY   **2008**

Riversource Investments LLC, Asset Management Group, Cambridge, MA   **2007**

RESEARCH INTERESTS	Optimization and prescriptive analytics, fairness and ethical issues in AI, global supply chain management, social and environmental responsibility, healthcare

HONORS AND AWARDS

- MSOM best paper award at the Interface of Finance, Operations and Risk Management (winner 2018, finalist 2019)
- INFORMS Optimization Society Young Researchers Prize (2018)
- M&SOM Meritorious Service Award (2017)
- Winner of SAWIT Challenge, USAID & Indonesia Business Council for Sustainable Development (2016)
- Finalist for INFORMS Health Applications William Pierskalla best paper award (2014)
- First place in INFORMS JFIG Paper Competition (2013)
- Herman Goldstine Postdoctoral Fellowship in Mathematical Sciences – IBM Thomas J. Watson Research Center (2010-2011)
- Outstanding Teaching Assistant Award (MIT Sloan, 2010)
- INFORMS Optimization Society Student Paper Prize (2009)
- Kao Fellowship for academic performance (Harvard, 2005-2006)
- Derek Bok Prize for excellence in teaching (Harvard, 2006)
- Nominated twice for the School of Engineering and Applied Sciences Teaching Award (Harvard, 2005-2006)
- Membership in the *Tau Beta Pi* Engineering Honors Society (Yale, 2003)
- Recipient of the special merit scholarship, awarded to the six best students in the university (Politehnica University, Bucharest 2001-2002)
- Member of the Romanian Team for the International Physics Olympiad (2000)
- Gold medal at the International Physics Contest (Sopron, Hungary 2000)
- Various prizes in the Romanian National Physics Olympiad and the Traian Lalescu Mathematics Contest (1995-2001)

JOURNAL PUBLICATIONS

[1] Y. Gur, D.A. Iancu, and X. Warnes, "Value Losses Under Provider Guarantees in Allocation Systems," *accepted in* **Management Science**, 2020.

[2] D.A. Iancu, N. Trichakis, and D.Y. Yoon, "Monitoring With Limited Information," *accepted in* **Management Science**, 2020

[3] S.Y. Chun, D.A. Iancu, and N. Trichakis, "Loyalty Program Liabilities and Point Values," **Manufacturing & Service Operations Management**, vol. 22, no. 2, pp. 223-428, 2020.

[4] J. de Zegher, D.A. Iancu, and H. Lee, "Designing Contracts and Sourcing Channels to Create Shared Value," **Manufacturing & Service Operations Management**, vol. 21, no. 2, pp. 251-477, 2019.
  - Second prize in the POMS SCM Best Student Paper Competition (J. de Zegher, 2016).

[5] O. Besbes, D.A. Iancu, and N. Trichakis, "Dynamic Pricing under Debt: Spiraling Distortions and Efficiency Losses," **Management Science**, vol. 64, no. 10, pp. 4572-4589, 2018.

[6] D. Negoescu, K. Bimpikis, M. Brandeau, D.A. Iancu, "Dynamic Learning of Patient Response Types: An Application to Treating Chronic Diseases," **Management Science**, vol. 64, no. 8, pp. 3469-3488, 2018.
  - Finalist for the INFORMS Health Applications William Pierskalla best paper award (2014).

[7] E. Ang, D.A. Iancu, and R. Swinney, "Disruption Risk and Optimal Sourcing in Multi-

tier Supply Networks," **Management Science**, vol. 63, no. 8, pp. 2397-2419, 2017.
- Finalist, MSOM iFORM Best Paper Award (2019).

[8] D.A. Iancu, N. Trichakis, and G. Tsoukalas, "Is Operating Flexibility Harmful Under Debt?," **Management Science**, vol. 63, no. 6, pp. 1730-1761, 2017.
- MSOM iFORM Best Paper Award (2018).

[9] D.A. Iancu, M. Petrik, and D. Subramanian, "Tight Approximations of Dynamic Risk Measures," **Mathematics of Operations Research**, vol. 40, no. 3, pp. 655-682, 2015.

[10] D.A. Iancu and N. Trichakis, "Fairness and Efficiency in Multiportfolio Optimization," **Operations Research**, vol. 62, no. 6, pp. 1283-1301, 2014.

[11] D.A. Iancu and N. Trichakis, "Pareto Efficiency in Robust Optimization," **Management Science**, vol. 60, no. 1, pp. 130-147, 2014.
- Winner of the INFORMS Optimization Society Young Researchers Prize (2018).
- First place in the INFORMS JFIG Paper Competition (2013).

[12] D.A. Iancu, M. Sharma, and M. Sviridenko, "Supermodularity and Affine Policies in Dynamic Robust Optimization," **Operations Research**, vol. 61, no. 4, pp. 941-956, 2013.

[13] D. Bertsimas, D.A. Iancu, and D. Katz-Rogozhnikov, "A General Purpose Local Search Algorithm for Binary Optimization," **INFORMS Journal on Computing**, vol. 25, no. 2, pp. 208-221, 2013.

[14] D. Bertsimas, D.A. Iancu, and P. Parrilo, "A Hierarchy of Near-Optimal Policies for Multi-stage Adaptive Optimization," **IEEE Transactions on Automatic Control**, vol. 56, no. 12, pp. 2809-2824, 2011.

[15] D. Bertsimas, D.A. Iancu, and P. Parrilo, "Optimality of Affine Policies in Multi-stage Robust Optimization," **Mathematics of Operations Research**, vol. 35, no. 2, pp. 363-394, 2010.
- Winner of the INFORMS Optimization Society Student Paper Prize (2009).

OTHER
PUBLICATIONS

[16] E. Delage and D.A. Iancu, "Robust Multi-stage Decision Making," **TutORials in Operations Research**, pp. 20-46, 2015.

WORKING
PAPERS

[17] S. Camelo-Gomez, F. Ciocan, D.A. Iancu, X. Warnes and S. Zoumpoulis, "Targeted Testing and Lockdown Policies for COVID-19," 2020.

[18] J. de Zegher, D.A. Iancu, and E. Plambeck, "Sustaining Smallholders and Rainforests by Eliminating Payment Delay in a Commodity Supply Chain—It Takes a Village," *invited for resubmission in* **Management Science**, 2018.
- SAWIT Challenge Winner, USAID & Indonesia Council for Sustainable Development (2016)
- Third place, INFORMS George Nicholson Student Paper Competition (J. de Zegher, 2018).

ACTIVE
RESEARCH

[19] A. Calmon, A. Gernert, D.A. Iancu, L. Van Wassenhove, "Optimal Interventions for Combating Deforestation and Child Labor in Cocoa Supply Chains."

[20] A. Atasu, E. Gurserliler, D.A. Iancu, L. Van Wassenhove, "Donor Financing for Flexible Resources in Humanitarian Operations."

[21] S. Camelo-Gomez, J. de Zegher, D.A. Iancu, "Routing, Payments, and Incentives - Trading Platform Design for Smallholder Supply Chains."

[22] D.A. Iancu, E. Plambeck and X. Warnes, "Payments for Ecosystem Services or In-

put/Output Subsidies? A Case for Environmental and Social Innovation in the Highlands of Thailand."

[23] D.A. Iancu, J. Park, and E. Plambeck, "Managing Customer Expectations and Waste for Perishable Produce."

[24] D.A. Iancu and Y. Wei, "Discrete Convexity and Optimality Conditions in Dynamic Robust Optimization."

[25] D.A. Iancu, C. Kocyigit and D. Kuhn, "Financial Contracting under Ambiguity."

[26] D.A. Iancu, W. Luo and W. Zhu, "Reverse Factoring and Inventory-Based Lending for SMEs in Large Networks."

GRANTS, GIFTS	**Kasikorn Bank (Stanford Rise Thailand Consortium)**	**2018-present**

Co-PI (with E. Plambeck) on grant of $310,000, studying financial and operational innovations aimed at reducing deforestation and improving farmer livelihoods in Thailand.

Abacus Analytics   **2012**

PI on grant of $45,528, conducting empirical and computational studies of customer choice and dynamic pricing practices for the theatre industry.

TEACHING
EXPERIENCE

INSEAD, Fontainebleau (France) and Singapore   **2019-present**

- Analytics and AI for Responsible Management (MBA elective)
  New MBA elective covering techniques and principles for constructing, recognizing and interacting with analytics and AI in a responsible fashion.

- Essentials of Technology for Business (MBA elective)
  Developed one session focused on "Ethical Issues in AI" for a new MBA elective offered jointly by the Technology and Operations Management Area.

- Modeling Workshop (PhD)
  Developed a new class covering a wide range of models useful in operations research and operations management. Applications covered uncertain and strategic supply networks, incentives for green technology adoption, production and investment, learning and experimentation, problems at the operations-finance interface, socially and environmentally sustainable supply chains, and online operations and matching platforms.

Graduate School of Business, Stanford University, Stanford, CA   **2011-present**

(Complete ratings and feedback: https://web.stanford.edu/~daniancu/teaching.html)

- OIT 245, OIT 247, OIT 248 - Optimization and Simulation Modeling (core MBA)
  Redesigned most of the materials to cover new applications of prescriptive analytics in procurement, finance, healthcare, advertising, scheduling, revenue management, etc. Piloted a new format taught in an interactive classroom environment, relying on videos and shifting the in-class focus from lecturing to hands-on exercises done in small teams (currently implemented in all sections of OIT 245/247). During 2018, co-developed OIT 248 in Python to realign it with the rest of the core classes and focus it on more advanced tools and applications.

- OIT 624 - Models and Applications of Inventory Management (PhD)
  Developed the class to include both the fundamental models and theory, as well as the latest topics in inventory and supply chain management.

The Wharton School, University of Pennsylvania, Philadelphia, PA   **2017**

- OIDD 612 - Business Analytics (MBA elective)
  Piloted a "flipped" format relying on videos, with less lecturing and more hands-on exercises done during regular class time.
  (Course ratings and feedback: <https://tinyurl.com/y93vsvpk>)

- OIDD 321 - Introduction to Management Science (undergraduate)
  Piloted a new format taught in an interactive classroom environment, relying on videos and shifting the in-class focus from lecturing to hands-on exercises done in small teams.
  (Course ratings and feedback: <https://tinyurl.com/yd5vsfnw>)

Sloan School of Management, MIT, Cambridge, MA   **2007-2009**
Teaching Assistant
- 15.060 - Data, Models and Decisions (core MBA)
- 15.071 - The Edge. Decision Methodologies for Managers (elective MBA)

Harvard University, Cambridge, MA   **2005-2006**
Teaching Fellow
- ES202 - Estimation and Control of Dynamical Systems (PhD)
- ES201 - Decision Theory (PhD)

STUDENT
ADVISING
- Advisor: Xavier Warnes, Ph.D. candidate in OIT.
- Co-advisor: Jaehyuck Park, Ph.D. candidate in OIT.
- Co-advisor: Lin Shi, Ph.D. candidate in Earth, Energy and Environmental Sciences (E-IPER).
- Advisor: Sergio Camelo-Gomez, Ph.D. candidate in the Institute for Computational and Mathematical Engineering (ICME).
- Advisor: Alexey Suzdaltsev, Ph.D. candidate in Economic Analysis and Policy (2020). Initial placement: Postdoctoral Associate at Higher School of Economics.
- Advisor: Do Young Yoon, Ph.D. in OIT (2018). Initial placement: Uber Freight (2019).
- Advisor: Joann de Zegher, Ph.D. in Earth, Energy and Environmental Sciences (E-IPER), 2017. Initial placement: MIT Sloan School of Management (2018).
- Co-author, thesis committee member: Erjie Ang, Ph.D. in OIT, 2015. Initial placement: Facebook Data Science Team.
- Co-author, thesis committee member: Diana Negoescu, Ph.D. in Management Science & Engineering, 2014. Current placement: Assistant Professor of Industrial and Systems Engineering at University of Minnesota.
- Advisor: Yang Yang, Masters Degree in Business Administration. Initial placement: Morgan Stanley.

OTHER
DISSERTATION
COMMITTEES
- Cagil Kocygit, Ph.D. in Risk Analytics and Optimization, EPFL, 2020.
- Arpit Goel, Ph.D. in Management Science & Engineering, 2017.
- Pavel Izhutov, Ph.D. in OIT, 2017.
- Kenneth Moon, Ph.D. in OIT, 2016.
- Michael Bloem, Ph.D. in Management Science & Engineering, 2015.
- Daniel Russo, Ph.D. in Management Science & Engineering, 2015.
- Martin Valdez-Vivas, Ph.D. in Management Science & Engineering, 2014.

INSEAD
- Member of the Technology and Operations Management Electives Committee (2020-)
- Member of the Data Analytics Curriculum Design Committee (2020-)

Stanford Graduate School of Business
- Faculty Liaison for OIT Ph.D. program (2014-2016)
- Co-organizer of the OIT seminar (2014-2016)
- Member in the Stanford GSB Academic Coordinating Committee (2014-2015)

Journals and Community
- *Editor:* Manufacturing & Service Operations Management (special issue on "Operations, Finance and Technology," 2020), Computational Management Science (special issue on "Robust Optimization," 2014)
- *Associate Editor:* Management Science (2018-present), Operations Research (2013-present), Manufacturing & Service Operations Management (2019-present), INFORMS Journal on Optimization (2017-present), Computational Management Science (2013-present)
- *Chair:* INFORMS Optimization Society Best Student Paper Prize (2018)
- *Judge and committee member:* Lanchester Paper Prize (2020), MSOM iFORM Best Paper Award (2020), INFORMS Pierskalla Best Paper Award (2015), MSOM Student Paper Competition (2012-2018), INFORMS JFIG Paper Prize (2017), POMS College of Supply Chain Management Student Paper Competition (2017)
- *Conference organizing committee:* MSOM Revenue Management Conference (2019), MSOM Annual Conference - iFORM SIG (member 2015, co-chair 2017)
- *Session chair:* INFORMS (2011-present), International Symposium on Mathematical Programming (2012, 2018)
- *Reviewer and panelist:* National Science Foundation (2016)
- *Ad-hoc referee for journals:* Management Science, Operations Research, Manufacturing & Service Operations Management, Mathematics of Operations Research, Mathematical Programming, Production and Operations Management, SIAM Journal on Optimization, IEEE Transactions on Automatic Control, Discrete Optimization

- Robust Optimization Workshop (10/2020)
- National University of Singapore, Institute for Operations Research and Analytics (12/2019)
- University of California, Riverside - A. Gary Anderson School of Management (05/2019)
- École Polytechnique Fédérale de Lausanne, College of Management (02/2019)
- INSEAD, Technology & Operations Management and Decision Sciences (01/2019)
- Dartmouth University, Tuck School of Business (10/2018)
- University of Toronto, Rotman School of Management (04/2018)
- Washington University in St. Louis, Olin Business School (04/2018)
- University of Southern California, Marshall School of Business (03/2018)
- University of Illinois at Urbana Champaign, Industrial and Enterprise Systems Engineering (02/2018)
- University of Texas at Austin, McCombs Business School (02/2018)
- IBM T. J. Watson Research Center, Business Analytics & Math Sciences (02/2018)
- McGill University, Desautels Faculty of Management (01/2018)
- Ramon Llull University, ESADE Business School (12/2017)
- IESE Business School, University of Navarra (12/2017)

- Facebook, Menlo Park, CA (10/2017)
- London Business School (10/2016)
- Case Western Reserve University (09/2016)
- New York University, Stern School of Business (09/2016)
- Washington University in St. Louis, Olin Business School (02/2016)
- University of British Columbia, Sauder School of Business (02/2016)
- Northwestern University, Kellogg Graduate School of Management (02/2016)
- Cornell University, ORIE Department (02/2016)
- University of Pennsylvania, The Wharton School, OIDD Seminar (01/2016)
- Columbia University, Graduate School of Business (01/2016)
- Santa Clara University, Leavey School of Business (05/2015)
- Washington University in St. Louis, Olin Business School (05/2015)
- University of Washington, Foster School of Business (04/2015)
- MIT, Sloan School of Management (03/2015)
- University of Chicago, Booth School of Business (10/2014)
- Stanford University, Graduate School of Business (Accounting seminar, 09/2014)
- Stanford University, Graduate School of Business (OIT seminar, 05/2014)
- Columbia University, Graduate School of Business and IEOR Department (11/2013)
- University of Southern California, Department of Industrial Engineering (04/2013)
- Carnegie Mellon University, Tepper School of Business (04/2013)
- Tilburg University, Department of Econometrics and Operations Research (03/2013)
- ETH, Department of Information Technology and Electrical Engineering (03/2013)
- Stanford University, Graduate School of Business (OIT seminar, 10/2011)
- Duke University, Fuqua School of Business (09/2010)
- IBM T. J. Watson Research Center, Business Analytics & Math Sciences (07/2010)
- Northwestern University, Industrial Engineering and Management Sciences (02/2010)
- IBM T. J. Watson Research Center, Business Analytics & Math Sciences (02/2010)
- Columbia University, Graduate School of Business (02/2010)
- University of Chicago, Booth School of Business (02/2010)
- London Business School (02/2010)
- London School of Economics, Department of Management (01/2010)
- New York University, Stern School of Business (01/2010)
- University of Pittsburgh, Industrial Engineering Department (01/2010)
- University of Rochester, Simon School of Business (01/2010)
- Stanford University, Graduate School of Business (OIT seminar, 01/2010)
- MIT, Sloan School of Management (12/2009)
- Northwestern University, Kellogg Graduate School of Management (12/2009)

CONFERENCE
PRESENTATIONS

- Utah Winter Operations Conference, Snowbird, UT (01/2020)
- INFORMS Annual Meeting, Seattle, WA (11/2019)
- INFORMS Annual Meeting, Phoenix, AZ (11/2018)
- International Symposium on Mathematical Programming, Bordeaux, France (07/2018)
- Supply Chain Finance & Risk Management Conference, St. Louis, MO (05/2018)
- Workshop on Distributionally Robust Optimization, Banff, Canada (03/2018)
- INFORMS Annual Meeting, Houston, TX (10/2017)

- MSOM Conference, Amsterdam, NL (06/2017)
- Supply Chain Finance & Risk Management Conference, St. Louis, MO (05/2017)
- INFORMS Annual Meeting, Nashville, TN (11/2016)
- Supply Chain and Finance Symposium, Madrid, Spain (06/2016)
- Supply Chain Finance & Risk Management Conference, St. Louis, MO (05/2016)
- INFORMS Annual Meeting, Philadelphia, PA (10/2015)
- Applied Probability Conference, Istanbul, Turkey (07/2015)
- MSOM Conference, Toronto, Canada (06/2015)
- COER Conference, Harvard Business School, Cambridge, MA (06/2015)
- Supply Chain Finance & Risk Management Conference, St. Louis, MO (05/2015)
- Supply Chain and Finance Symposium, Barcelona, Spain (06/2014)
- MSOM Conference, Seattle, WA (06/2014)
- INFORMS Annual Meeting, Minneapolis, MN (10/2013)
- MSOM Conference, Fontainebleau, France (07/2013)
- NUS Workshop on Optimization under Uncertainty, Singapore, Singapore (12/2012)
- INFORMS Annual Meeting, Phoenix, AZ (10/2012)
- International Symposium on Mathematical Programming, Berlin, Germany (08/2012)
- Workshop on Robust Optimization, Banff, Canada (05/2012)
- INFORMS Optimization Society Conference, Miami, FL (02/2012)
- INFORMS Annual Meeting, Charlotte, NC (11/2011)
- MSOM Conference, University of Michigan, MI (06/2011)
- DIMACS Workshop on Risk-averse Decision Making, New Brunswick, NJ (05/2011)
- IPAM Workshop in Robust Optimization, UCLA, CA (11/2010)
- INFORMS Annual Meeting, Austin, TX (11/2010)
- INFORMS Annual Meeting, San Diego, CA (10/2009)
- International Symposium on Mathematical Programming, Chicago, IL (08/2009)
- Northeast Control Workshop, CMU, Pittsburgh, PA (04/2009)
- 48th IEEE Conference on Decision and Control (CDC), Shanghai, China (12/2009).
- MSOM Conference, Cambridge, MA (06/2009)
- INFORMS Annual Meeting, Washington, DC (11/2008)

LANGUAGES   Romanian (native), English (fluent), German, French (conversational).

COMPUTER
SKILLS
- Programming languages: C/C++, Python
- Scientific Computing: MATLAB, Mathematica
- Optimization: AMPL, CPLEX, LP-solve, Yalmip, SeDuMi, SDPT3
- Platforms: Unix/Linux, Windows, Mac OS X