

Theory in Economics of Information Systems (TEIS), March 18 – 19, 2017
Location: Fairmont Sonoma Mission Inn & Spa, Sonoma, California*

| Friday (March 17, 2017) | | |
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| 4:00 p.m. – 5:00 p.m. | Optional Pre-meeting Gathering on Economics of IS (Harvest Suite) | |
| Saturday (March 18, 2017) | | |
| 7:30 a.m. – 8:30 a.m. | Breakfast and Opening Remarks on Logistics (Kenwood Foyer) | |
| 8:30 a.m. – 10:30 a.m. | Presentations 1 & 2 (Kenwood Ballroom) | |
| | Marius F. Niculescu , Georgia Institute of Technology, <i>Strategic Intellectual Property Sharing: Competition on an Open Technology Platform Under Network Effects</i> | Discussant: Ramesh Shankar , University of Connecticut |
| | Vidyanand Choudhary , University of California at Irvine, <i>Recommender System and Consumer Product Search</i> | Discussant: Juan Feng , City University of Hong Kong |
| 10:30 a.m. – 11:00 a.m. | Coffee Break (Kenwood Foyer) | |
| 11:00 a.m. – 12:00 p.m. | Presentation 3 (Kenwood Ballroom) | |
| | Huseyin Cavusoglu , University of Texas at Dallas, <i>Strategic Implications of Free Shipping Program of Electronic Marketplaces</i> | Discussant: Kenny Cheng , University of Florida |
| 12:00 p.m. – 1:30 p.m. | Lunch (Santé Terrace; weather backup: Kenwood Ballroom) | |
| 1:30 p.m. – 3:30 p.m. | Presentations 4 & 5 (Kenwood Ballroom) | |
| | Andrei Hagiu , Harvard Business School, <i>Sharing Revenue and Control</i> | Discussant: Liangfei Qiu , University of Florida |
| | Steffen Zimmerman , University of Innsbruck, <i>Decomposing the Variance of Online Consumer Ratings and the Impact on Price and Demand</i> | Discussant: Xianjun Geng , University of Texas at Dallas |
| 3:30 p.m. – 4:00 p.m. | Coffee Break (Kenwood Foyer) | |
| 4:00 p.m. – 5:00 p.m. | Presentation 6 (Kenwood Ballroom) | |
| | Antino Kim , Indiana University, <i>The "Invisible Hand" of Piracy: An Economic Analysis of the Information-Goods Supply Chain</i> | Discussant: Wen Zhong , Tsinghua University |
| 5:00 p.m. – 5:30 p.m. | Special Session I: Short Talks (Kenwood Ballroom) | |
| | Vijay Mookerjee , University of Texas at Dallas Marshall Van Alstyne , Boston University | |
| 6:30 p.m. – 8:00 p.m. | Dinner (Vintage Ballroom at Sonoma Golf Club) | |

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| Sunday (March 19, 2017) | | |
|-------------------------|---|--|
| 7:30 a.m. – 8:30 a.m. | Breakfast (Kenwood Foyer) | |
| 8:30 a.m. – 10:30 a.m. | Presentations 7 & 8 (Kenwood Ballroom) | |
| | Jennifer Zhang , University of Texas at Arlington, <i>Advertising or subscription: The Optimal Revenue Model of a Video-hosting Platform</i> | Discussant: Ricky Tan , Tulane University |
| | Manish Gangwar , Indian School of Business, <i>On the Optimality of Three-part Tariff Plans: Practical Non-linear Pricing for Services</i> | Discussant: Abhijeet Ghoshal , University of Louisville |
| 10:30 a.m. – 11:00 a.m. | Coffee Break (Kenwood Foyer) | |
| 11:00 a.m. – 12:00 p.m. | Presentation 9 (Kenwood Ballroom) | |
| | Hong Guo , University of Notre Dame, <i>The Role of Expectation-Reality Discrepancy in Mobile Service Contracts</i> | Discussant: Jianqing Wu , University of Washington |
| 12:00 p.m. – 12:30 p.m. | Special Session II: Short Talks (Kenwood Ballroom) | |
| | Soumya Sen , University of Minnesota Hong Xu , HKUST Young Kwark , University of Florida | |
| 12:30 p.m. – 2:00 p.m. | Box Lunch (Santé Terrace; weather backup: Kenwood Ballroom)** | |

* Special thanks to **Aylin Calisir** from the University of Texas at Dallas for helping us with organizational activities such as contracting and registration

** Tentative; the final plan will be announced later when we know more about the budget/cost