

Dana G. Popescu

Darden School of Business - University of Virginia
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Current position

Since 2017 Associate Professor of Business Administration, Darden School of Business, University of Virginia.

Past Employment

2009-2017 Assistant Professor of Technology and Operations Management, INSEAD.
2008 Course Instructor, New York University, New York, NY.
2007-2008 Researcher, RSG Systems, New York, NY.

Education

2006-2009 New York University

- PHD in Operations Management (Dissertation: *Revenue management with Forward and Spot Trading*)
- MA in Operations Management

2003-2006 University of Pittsburgh

- *Doctoral Candidate in Operations and Decision Sciences*

1999-2003 Bucharest University of Economic Studies

- BA in Finance

Research Interests

Pricing and Revenue Management • Demand Forecasting • Supply Chain Management

Publications & Working Papers

JOURNAL ARTICLES

- [1] Gaba, A., **Popescu, D.G.** and Z. Chen. 2016. Assessing Uncertainty from Point Forecasts. *Management Science* (Forthcoming).
- [2] **Popescu, D.G.** and P. Crama. 2016. Ad Revenue Optimization in Live Broadcasting. *Management Science*. 62 (4): 145-1164.
- [3] Jain, N., Hasija, S., and **D.G. Popescu**. 2013. Optimal Contracts for Outsourcing of Repair and Restoration Services. *Operations Research*. 61 (6): 1295-1311.
- [4] **Popescu, D.G.** and S. Seshadri. 2013. Demand Uncertainty and Excess Supply in Commodity Contracting. *Management Science*. 59 (9): 2135-2152.
- [5] Tadikamalla, P.R., Banciu, M., and **D.G. Popescu**. 2008. An improved range chart for normal and long-tailed symmetrical distributions (Technical Note). *Naval Research Logistics* 55: 91-99.
- [6] Tadikamalla and **D.G. Popescu**. 2007. Kurtosis Correction Method for \bar{X} and R Control Charts for Long-Tailed Symmetrical Distributions. *Naval Research Logistics*. 54: 371-383.

BOOK CHAPTERS

- [7] S. Seshadri and **D.G. Popescu**. 2008. Inventory Management in the E-Commerce Environment. *The Handbook of Technology Management*. New York, NY: John Wiley & Sons.

MANUSCRIPTS UNDER REVIEW

- [8] **D.G. Popescu**. 2016. Re-pricing Algorithms for E-Commerce. Preparing revision for *Management Science*.

WORK IN PROGRESS

- [10] **D.G. Popescu** and O. Yildiz. 2018. Pricing of Access Services.
- [11] Gaba, A., **Popescu, D.G.** and I. Tsetlin. 2016. Combining Subjective Forecasts: Individual vs. Group Judgment.

Conference Presentations

- "Pricing of Access Services"*
2018 *INFORMS Annual Meeting*, Phoenix, AZ.
2018 *POMS Annual Meeting*, Houston, TX
- "Re-pricing Algorithms for E-Commerce"*
2016 *INFORMS Annual Meeting*, Nashville, TN.
2014 *POMS Annual Meeting*, Washington DC.
2013 *INFORMS Annual Meeting*, San Francisco, CA.
- "Combining Subjective Forecasts: Individual vs. Group Judgment"*
2013 *INFORMS M&SOM*, Fontainebleau, France.
- "Advertising Revenue Optimization in Live Television Broadcasting"*
2012 *INFORMS Annual Meeting*, Phoenix, AZ.
- "Demand Uncertainty and Excess Supply in Commodity Contracting"*
2012 *INFORMS M&SOM*, New York, NY.
- "Pricing Resources versus Pricing Products in Network Revenue Management"*
2012 *INFORMS Revenue Management & Pricing Conference*, ESMT, Berlin.
2011 *INFORMS Annual Meeting*, Charlotte, NC.
- "Revenue Optimization with Dynamic Scheduling and Random Capacity"*
2012 *INFORMS Revenue Management & Pricing Conference*, ESMT, Berlin.
2011 *INFORMS Revenue Management Pricing Conference*, New York, NY.
2010 *INFORMS Annual Meeting*, Austin, TX.
- "Revenue Management for Ad Sales"*
2009 *INFORMS Annual Meeting*, San Diego, CA.
- "Forward and Spot Prices under Cournot Competition and Stochastic Demand"*
2009 *POMS Conference*, Orlando, FL.
2008 *INFORMS Annual Meeting*, Washington, DC.
- "Kurtosis Correction Method for X bar and R Control Charts for Long-Tailed Symmetrical Distributions"*
2007 *INFORMS Annual Meeting*, Seattle, WA.

Invited Talks

- 2017 Darden School of Business, University of Virginia
- 2016 National University of Singapore
- 2016 Georgia Tech
- 2016 University of Chicago
- 2016 London Business School
- 2015 New York University
- 2015 University of California, Los Angeles
- 2009 INSEAD
- 2009 National University of Singapore
- 2009 Singapore Management University

Teaching

Undergraduate

- 2008 Competitive Advantage from Operations, New York University.

PhD

- 2009-2015 Optimization, INSEAD.
- 2011-2016 Modeling Workshop, INSEAD.

MBA

- 2018 Data Analysis and Optimization, elective, Darden School of Business.
- 2018, 2019 Decision Analysis II, core course, Darden School of Business.
- 2017, 2018 Decision Analysis I, core course, Darden School of Business.
- 2010-2016 Process and Operations Management, core course, INSEAD.
- 2013 Dynamic Pricing and Revenue Management, elective course, INSEAD.
- 2014-2016 Pricing Analytics, elective course, INSEAD.

Executive Programs

- 2015 Axiata Leadership for Finance, INSEAD (company specific program)
- 2015 Advanced Management Programme, INSEAD (flagship senior executive open-enrollment program)
- 2018 Managing Risk in Federal Acquisitions Program, Darden School of Business.

Other

- 2019 Business Analytics, Accelerated Master's Program in System Engineering, University of Virginia.

Service

Reviewer for *Operations Research*, *Management Science*, *Manufacturing & Service Operations Management*, *Journal of Revenue and Pricing Management*, *Transportation Science*, *Production and Operations Management*, *OR Letters*, *Communications in Statistics*.

- 2010-2015 Editorial Board: *Journal of Revenue and Pricing Management*.
- 2017 Co-Chair of the *Revenue Management and Pricing Cluster* at the 2017 INFORMS Annual Meeting.
- 2015-2017 Board Member of *INFORMS Revenue Management and Pricing Section*.
- 2011-2013 Secretary/Treasurer of *INFORMS Revenue Management and Pricing Section*.

Session Organizer in Academic Conferences

- 2015 Revenue Management Cluster, *POMS Conference*, Washington DC.
- 2013 Revenue Management Cluster, *INFORMS Annual Meeting*, Minneapolis, MN.
- 2013 Revenue Management Cluster, *POMS Conference*, Atlanta, Georgia.
- 2012 Revenue Management Cluster, *INFORMS Annual Meeting*, Phoenix, AZ.

2011 Revenue Management Cluster, *INFORMS Annual Meeting*, Charlotte, NC.

Seminar Series Organizer at INSEAD - TOM Department

2014–2016 Europe and Asia Campus.

2011 Asia Campus.

Affiliations

INFORMS, MSOM, Revenue Management and Pricing Section, Women in OR.