

Curriculum Vitae

Bo Yu

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Education and Degrees

Ph.D. Administration – Supply Chain and Business Technology Management, John Molson School of Business, Concordia University, Canada, 2016.

M.Sc. Administration – Management Information Systems, John Molson School of Business, Concordia University, Canada, 2007.

B.Eng. Computer Science, Faculty of Electronic and Information Technology, Tianjin University, China, 1997.

Academic Experience

Assistant Professor of Management Information Systems

Rowe School of Business, Faculty of Management, Dalhousie University, from 2017

Assistant Professor of Business Technology Management

John Molson School of Business, Concordia University, from 2016 to 2017

Part Time Lecture of Business Technology Management

John Molson School of Business, Concordia University, from 2014 to 2016

Consultant Experience

Business Analytics Consultant

International Civil Aviation Organization, Montreal, Canada, from 2016 to 2017.

Teaching Experience

2018 Winter COMM3511 Management Information Systems

INFO 6270 Introduction to Data Science

2017 Fall MGMT3511 Management Information Systems

Journal Articles

Rustam Vahidov, Raafat Saade, **Bo Yu** (2017). "A Study of the Effects of Interplay between Negotiation Tactics and Task Complexity in Software Agent to Human Negotiations." *Electronic Commerce Research and Applications*, 26 (November–December).

Bo Yu, Rustam Vahidov (2017). "Applying Social Interaction Theory to Negotiation Modeling: Design of E-negotiation System." *Information Systems Frontiers* (in print).

Bo Yu, Gregory Kersten, and Rustam Vahidov (2015). "Traders' Subjective Appraisals: Comparison of Negotiations and Auctions." *Journal of Organizational Computing and Electronic Commerce*, 25 (3) 233-261.

Book Sections

Nil-Jana Akpinar, Simon Alfano, Gregory Kersten, and **Bo Yu** (2017). "The Role of Sentiment and Cultural Differences in the Communication Process of e-Negotiations." *Group Decision and Negotiation: A Socio-Technical Perspective*, Mareike Schoop and Marc Kilgour (Eds.), *Lecture Notes in Business Information Processing*, van der Aalst et al. (Series Eds.), 293 (132-144). Springer, Cham, 2017.

Bo Yu, Rustam Vahidov (2014). "Modeling Negotiation as Social Interaction for ENS Design: The PROSPER Approach." *Group Decision and Negotiation: A Process-Oriented View*, Pascale Zarate, Gregory E. Kersten, Jorge E. Hernandez (Eds.), *Lecture Notes in Business Information Processing*, Wil Van der Aalst et al. (Series Eds.), 180 (168-175).

Conference Proceedings

Rustam Vahidov, Gregory Kersten, and **Bo Yu**, "Human-Agent Negotiations: The Impact of Agents' Concession Schedule and Task Complexity on Agreements", *accepted by HICSS 2017, Hawaii, US*.

Bo Yu, Rustam Vahidov, and Gregory Kersten, "Does Negotiation Matter for Business Relationship? A Study of Credible Information Disclosure and Perceived Fairness", *DSI 2016*, Nov. 19~22, Austin, Texas.

Gregory E. Kersten, Hsiangchu Lai, Tomasz Wachowicz, **Bo Yu**, "Reciprocity, Social Preferences, and Material Outcomes: The Roles of Communication and Transparency," *Group Decision and Negotiation Conference*, June 20-24, 2016, Bellingham, WA, USA.

Rustam Vahidov, Raafat Saade, and **Bo Yu**, "Effects of Negotiation Tactics and Task Complexity in Software Agent-Human Negotiations", *the 18th International Conference on Electronic Commerce (ICEC 2016)*, South Korea.

Bo Yu, Rustam Vahidov, and Raafat Saade. "Agents and E-commerce: Beyond Automation." *Americas Conference on Information Systems (AMCIS)*, August 13-15, 2015, Puerto Rico.

Bo Yu, Rustam Vahidov, and Gregory Kersten, "Embedded System-use and Users' Assessment: An Experimental Study of Electronic Negotiation." *The Americas Conference on Information Systems (AMCIS)*, August 7-9, 2014, Savannah, Georgia, U.S.A.

Shikui Wu, **Bo Yu**, and Gregory E. Kersten, "Satisfaction in E-negotiation: A Multidimensional Construct". *International Conference on Applied and Theoretical Information Systems Research*, 2013, Taipei, Taiwan.

Eva Chen, **Bo Yu**, and Klaus Kolitz, "Negotiation or Auction? The NorA project." *Dagstuhl Seminar: Negotiation and Market Engineering*, Nov 12-17 2006, Germany.

Eva Chen, Gregory Kersten, Dirk Neumann, Rustam Vahidov, Christof Weinhardt and **Bo Yu**, "A Framework for E-Market System Assessment and Design." *Group Decision and Negotiation Conference*, May 14-16, 2007, Mont-Tremblant, Quebec, Canada.

Research Interests

Information systems use, design, and application

Technology and operations management

Decision making and support

Procurement, e-business, and e-commerce

Multi-agent systems

Negotiation, auction, and e-market

Design type research and methodology