

Curriculum Vitae  
**ARCAN NALÇA**

Smith School of Business  
Queen's University  
Goodes Hall 143 Union Street  
Kingston, ON, K7L 3N6

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**APPOINTMENT**

Smith School of Business, Queen's University, Canada

Associate Professor 07/2015 – present

Assistant Professor 07/2008 – 06/2015

Visiting Scholar, Koç University, Istanbul, Turkey 01/2016 – 08/2016

Visiting Scholar, University of California, Berkeley, California 08/2015 – 12/2015

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**ACADEMIC ADMINISTRATIVE APPOINTMENTS**

Smith School of Business, Queen's University, Canada

Associate Dean, Undergraduate 09/2022 – present

Academic Director, Commerce Program 07/2021 – 09/2022

Assistant Dean, Teaching and Learning 07/2020 – 09/2022

Co-chair Undergraduate Curriculum Committee (Commerce) 08/2018 – 07/2020

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**EDUCATION**

**Ph.D.**, Desautels Faculty of Management, McGill University 02/2009

Competitive Price-Matching Guarantees: The Role of Inventory Availability and Its Verification.

Co-Advisors: Tamer Boyaci and Saibal Ray

**M. S.**, Industrial Engineering, Middle East Technical University 02/2003

Game Theoretic Analysis of a Competitive Newsboy Model with Dependent Demands.

Advisor: Yasemin Serin

**B. S.**, Mathematics, Middle East Technical University 01/2001

**B. S.**, Industrial Engineering, Middle East Technical University 01/2000

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**PUBLISHED REFEREED ARTICLES**

- Nalca, A., G.G. Cai. "Interaction between Manufacturer's Wholesale Pricing and Retailers' Price-Matching Guarantees", *Productions and Operations Management*, Vol. 32 (11) 2023 pp. 3736-3751.
- Nalca, A., T. Boyaci, and S. Ray. "Brand Positioning and Consumer Taste Information", *European Journal of Operational Research*, Vol. 268(2) 2018 pp. 555-568.
- Nalca, A. "Price-Matching Guarantees in Dual Channels " *Quantitative Marketing and Economics*, Vol. 15(2), 2017 pp.165-186.
- Nalca, A., H. Sural, and Y. Gerchak. "Economic Manufacturing Quantities of Components in Supply Chains " *International Journal of Inventory Research*, Vol. 2(1-2) 2013 pp. 44-62.

- Nalca, A., T. Boyaci, and S. Ray. “Competitive Price-Matching Guarantees: Equilibrium Analysis of the Availability Verification Clause Under Demand Uncertainty”, *Management Science*, Vol. 59(4) 2013 pp.971-986.
- Nalca, A., T. Boyaci, and S. Ray. “Competitive Price-Matching Guarantees under Imperfect Store Availability”, *Quantitative Marketing and Economics*, Vol. 8(3), 2010 pp.275-300.

#### **BOOK CHAPTERS (REFEREED)**

- Nalca, A., S. Ray, and T. Boyaci. “Price-Matching Strategy: Implications of Consumer Behavior and Channel Structure”. In *Channel Strategies and Marketing Mix in a Connected World, 2020* (pp. 193-226). Springer, Cham.

#### **OTHER REFEREED CONTRIBUTIONS - PAPERS IN REFEREED CONFERENCE PROCEEDINGS**

- Nalca, A. (2014) “Price Matching Guarantees in Dual Channels”. *M&SOM 2014 Conference Proceedings, June 20-21, 2014*, University of Washington, Seattle, WA.
- Nalca, A., T. Boyaci, and S. Ray. (2011) “Private Labels vs. National Brands: New Product Introduction and symmetric Demand Information”. *M&SOM 2011 Conference Proceedings, June 26-28, 2011*, University of Michigan, Ann Arbor, MI.
- Nalca, A., T. Boyaci, and S. Ray. (2009) “Competitive Price-Matching Guarantees under Demand Uncertainty and Customer Heterogeneity: Effects of Product Availability and Its Verification”. *M&SOM 2009 Conference Proceedings, June 29-30, 2009*, Massachusetts Institute of Technology, Boston, MA.
- Nalca, A., T. Boyaci, and S. Ray. (2009) Competitive Price Matching Guarantees in an Uncertain Demand Environment. *Third Workshop on Game Theory in Marketing Conference Proceedings, May 14-15, 2009*, Montréal, QC.
- Nalca, A., T. Boyaci, and S. Ray. (2007) Competitive Price Matching Guarantees in a Decentralized Channel: Role of In-store Availability and Its Verification. *Second Workshop on Game Theory in Marketing Conference Proceedings, June 4-6, 2007*, Montréal, QC.

#### **OTHER REFEREED CONTRIBUTIONS – PRESENTATIONS IN REFEREED CONFERENCES**

- Nalca, A., T. Boyaci, and S. Ray. May 2009. Competitive Price Matching Guarantees in an Uncertain Demand Environment, *Invited Session, College of SCM Student Paper Finalists, 20<sup>th</sup> Production and Operations Management Society Annual Conference, Orlando, FL*.
- Nalca, A. (2014) “Price Matching Guarantees in Dual Channels”. *INFORMS Revenue Management 2014*, Istanbul Technical University, Istanbul, Turkey.

#### **NON-REFEREED CONTRIBUTIONS - CONFERENCE PRESENTATIONS**

- Nalca, A., T. Bilgic, and M. Gumus. October 2019. Competitive Demand Learning and Pricing in Online Marketplaces *Invited Session, Inform's Annual Conference, Seattle, WA*.
- Nalca, A., G. Cai. May 2018. Manufacturer’s Perspective on Retailer’s Price-Matching Guarantees *POMS Annual Conference, Houston, TX*.
- Nalca, A., T. Boyaci, and S. Ray. October 2017. How Can Retailers Benefit from Acquiring Consumer Taste *Invited Session, Inform's Annual Conference, Houston, TX*.

- Nalca, A., T. Boyaci, and S. Ray. October 2015. How Can Retailers Benefit from Acquiring Consumer Taste *POMS Annual Conference, Washington, DC*.
- Nalca, A., November 2014. Price-Matching Guarantees in Dual Channels, *Invited Session, INFORMS Annual Conference, San Francisco, CA*.
- Nalca, A., October 2013. Supply Chain Contracting in the Presence of Store Brands, *Invited Session, INFORMS Annual Conference, Minneapolis, MN*.
- Nalca, A., T. Boyaci, and S. Ray. October 2013. Product (Mis)Fit Information and Strategic Channel Decisions in Store Brand Context, *Invited Session, Informs Annual Conference, Minneapolis, MN*.
- Nalca, A., November 2012. Store Brand Introduction: Role of Uncertain Consumer Tastes and the Effects on Strategic, *INFORMS Annual Conference, Phoenix, AZ*.
- Nalca, A., November 2010. Private Labels vs. National Brands: New Product Introduction and Design, *INFORMS Annual Conference, Austin, TX*.
- Nalca, A., May 2010. Private Labels vs. National Brands: New Product Introduction and Design, *POMS Annual Conference, Vancouver, BC*.
- Nalca, A., T. Boyaci, and S. Ray. October 2009. Competitive Price-Matching Guarantees under Demand Uncertainty and Customer Heterogeneity: Effects of Product Availability and Its Verification, *Invited Session, Informs Annual Conference, San Diego, CA*.
- Nalca, A., T. Boyaci, and S. Ray. October 2008. Competitive Price-Matching Guarantees under Demand Uncertainty and Customer Heterogeneity: Effects of Product Availability and Its Verification, *Invited Session, Third Workshop on Game Theory in Marketing, Montréal*.
- Nalca, A., T. Boyaci, and S. Ray. November 2007. Competitive Price Matching Guarantees in an Uncertain Demand Environment, *Invited Session, Informs Annual Conference, Seattle, WA*.
- Nalca, A., T. Boyaci, and S. Ray. November 2007. Competitive Price Matching Guarantees in a Decentralized Channel: Role of In-store Availability and Its Verification, *Invited Session, Informs Annual Conference, Seattle, WA*.
- Nalca, A., T. Boyaci, and S. Ray. May 2007. The Effect of Demand Uncertainty on Price Matching Guarantees. *Invited Session, Optimization Days 2007, Montréal (Session Chair), QC*.
- Nalca, A., T. Boyaci, and S. Ray. May 2007. The Effect of Demand Uncertainty on Price Matching Guarantees, *Invited Session, 18<sup>th</sup> POMS Annual Conference, Dallas, TX*.
- Nalca, A., T. Boyaci, and S. Ray. May 2007. Competitive Price Matching Guarantees in a Decentralized Channel: Role of In-store Availability and Its Verification, *Invited Session, 18<sup>th</sup> POMS Annual Conference, Dallas, TX*.
- Nalca, A., T. Boyaci, and S. Ray. April 2007. Competitive Price Matching Guarantees in a Decentralized Channel: Role of In-store Availability and Its Verification, *Invited Talk, "Meet a GERAD researcher!" Seminars, GERAD, Montréal, QC*.
- Nalca, A., T. Boyaci, and S. Ray. May 2006. Price Matching Guarantees Based on Availability, *Invited Session, CORS / Optimization Days 2006 Joint Conference, Montréal, QC*.

#### **SPECIALIZED PUBLICATIONS**

- Boyaci, T., S. Ray, V. Verter, F. Toyasaki, A. Nalca, Y. Zhang. May 2007. Game theory applications in forward and reverse supply chains. *GERAD Newsletter*. Vol. 4(1) 3—5

#### **M.SC. AND PH.D. STUDENT SUPERVISION**

- Yu Gong                Current PhD student
- Amy Bergenwall    2009 M.Sc.
- Kanishka Panchal 2011 M.Sc.
- Zach Weinstein    2012 M.Sc.
- Chang Su            2014 M.Sc.
- Ali Khachab        2014 M.Sc.

## TEACHING EXPERIENCE

### QUEEN'S UNIVERSITY, SCHOOL OF BUSINESS

*COMM161 Mathematical Analysis for Management, Commerce, Fall 08/09/10/11*  
*COMM341 Introduction to Operations Management, Commerce, Fall 10/11/12/13/14/16/17/18/22*  
*MGMT 965 Analysis of Supply Chains, MSc& PhD, Winter 15/17/18/20*  
*MGMT 961 Probabilistic Operations Research, MSc& PhD, Fall 19/20*  
*MBAS 841 Operations and Supply Chain, Graduate Diploma in Business, Summer 14/15/16/17/18/19/20/21/22*  
*MMA 841 Operations and Supply Chain Analytics, Masters of Management Analytic 18/19/20/21/22*  
*MBA 841 Operations and Supply Chain Management, MBA 19/20/21/22*

### MCGILL UNIVERSITY, DESAUTELS FACULTY OF MANAGEMENT

Instructor        MGCR472 Operations Management, BCom Program, Winter 07

Teaching        MGSC631 Analysis: Production Operations, MBA/MMM Program  
Assistant        Elective in MBA and Masters in Manufacturing Management (MMM) Programs  
Main responsibility: *Simulation Module*. Fall 04/05/06/07

MGCR617 Operations Management, MBA/MMM Program  
Core course in the MBA and MMM Programs. Winter 04/05/06/07, Summer 05

MGCR602 Strategic Management of Operations, MBA/MMM Program  
Elective in the MBA and MMM Programs (Case-based course) Summer 06/07

### MIDDLE EAST TECHNICAL UNIVERSITY, DEPARTMENT OF INDUSTRIAL ENGINEERING

Teaching        IE262 Probability Theory, IE332 Production Planning and  
Assistant        Scheduling, IE351 Operations Research, IE562 Stochastic Processes

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## SERVICE

- AD-HOC REVIEWER  
Decision Sciences',  
European Journal of Operational Research - EJOR  
Journal of Economics and Management Strategy  
Journal of Business Research  
Information Systems and Operational Research – INFOR  
International Journal of Production Economics  
International Transactions in Operational Research – ITOR  
Institute of Industrial and System Engineers Transactions – IISE  
Management Science - MS  
Manufacturing and Service Operations Management – M&SOM  
Naval Research Logistics - NRL  
Production and Operations Management - POM  
Review of Industrial Organization
  
- MEMBERSHIPS IN PROFESSIONAL ORGANIZATIONS  
The Institute for Operations Research and the Management Sciences (INFORMS)  
The Manufacturing and Service Operations Management Society (M&SOM)  
Production and Operations Management Society (POMS)
  
- CONFERENCE  
Session Organizer, 2010 POMS Annual Conference, May, Vancouver, BC  
Session Organizer, 2012 INFORMS Annual Conference October 14-17, Phoenix, Arizona  
Session Organizer, 2013 INFORMS Annual Conference, October 6-9, Minneapolis, MN  
Supply Chain Cluster Chair, 2014 CORS Conference, May 26-28, Ottawa, Canada
  
- QUEEN'S SCHOOL OF BUSINESS  
Teaching Assistant Management Committee 2008  
M.Sc. and Ph.D. Graduate Committee 2009  
Renewal, Tenure, and Promotions Committee 2011  
Appointment Committee 2013/2014/2016

## SCHOLARSHIPS AND AWARDS

- IVADO Data-driven Demand Learning and Sharing Strategies for Two-Sided Online Marketplaces  
Summer 2020 Co-investigator (\$195,720)
- Queen's School of Business General Research Grant Competition Fall 2013 (\$12,175)
- Queen's School of Business 2013-2014 D.I. McLeod Term Research Assistantship Competition (\$4,800)
- Queen's School of Business Research Based Course Release Competition 2012, Winner
- Queen's University *Frank Knox Award for Excellence in Teaching Nominee* in 2013 and 2014
- Finalist in the College of Supply Chain Management of the Production and Operations Management Society (POMS) Student Paper Competition 2009
- Nominated for NSERC Doctoral Prizes by Desautels Faculty of Management, McGill University, Montreal, 2009 (Faculty level)

- The Alma Mater Student Travel Grant, McGill University 2007
- INFORMS Doctorial Colloquium Fellow, Seattle, 2007
- Desautels Faculty of Management Entrance Fellowship, McGill University, 2003-2004
- Honors list, Department of Industrial Engineering, Middle East Technical University, 2000