

CURRICULUM VITAE

Amir Fazli

Indiana University, Kelley School of Business
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Bloomington IN 47405
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EDUCATION

Ph.D. in Marketing, 2013 – 2018

University of Washington, Foster School of Business

Thesis: “The Effect of Cloud Computing on Marketing of Web-Based Services”

Master of Business Administration, 2010 – 2013

Sharif University of Technology, Iran

B.Sc. in Electrical Engineering, 2005 –2010

University of Tehran, Iran

EMPLOYMENT

Assistant Professor of Marketing, 2018 – present

Indiana University, Kelley School of Business

RESEARCH INTERESTS

Cloud Computing, Autoscaling, Cloud Auctions, Hybrid Cloud, Multi-Market Competition, Umbrella Branding.

PUBLICATIONS

Fazli, A., Sayedi, A., and Shulman, J. D. (2018). The Effects of Autoscaling in Cloud Computing. *Management Science*, 64(11), 5149–5163.

Fazli, A., and Shulman, J. D. (2018). Implications of Market Spillovers. *Management Science*, 64(11), 4996–5013.

WORK UNDER REVIEW

Fazli, A., Sayedi, A., and Shulman, J. D. “Spot Pricing in Cloud Computing”. Under review at *Marketing Science*.

WORK IN PROGRESS

Fazli, A. “Platform Positioning in Two-Sided Markets”.

Fazli, A. “Product Positioning for Corporate Acquisition”

CONFERENCE PRESENTATIONS

“Spot Pricing in Cloud Computing”

INFORMS Annual Meeting, Seattle, WA, October 2019

“The Effects of Autoscaling in Cloud Computing on Product Launch”
39th Marketing Science Conference, Los Angeles, CA, June 2017.

“The Effects of Autoscaling in Cloud Computing on Product Launch”
POMS 28th Annual Conference, Seattle, WA, May 2017.

“Hybrid Cloud and its Effect on the Adoption of Cloud Computing”
UW-UBC Conference, Seattle, WA, May 2016.

“Implications of a Negative Market Spillover from Vice Goods”
10th UT Dallas FORMS Conference, Dallas, TX, February 2016.

“Implications of a Negative Market Spillover from Vice Goods”
37th Marketing Science Conference, Baltimore, MD, June 2015.

AWARDS AND HONORS

AMA Sheth Foundation Doctoral Consortium Fellow, 2017
Academy of Marketing Science Doctoral Consortium Fellow, 2016
James B. Wiley PhD Fellowship in Marketing, *University of Washington*, 2017
Bertha L. Mills PhD Fellowship, *University of Washington*, 2016
Wayne and Anne Gittinger PhD Fellowship, *University of Washington*, 2013
Exceptional Talent Award, *Sharif University of Technology*, 2010
Exceptional Student Scholarship, *University of Tehran*, 2007

TEACHING EXPERIENCE

Marketing Strategy, Spring 2019
Indiana University

WORK EXPERIENCE

Sanjesh Educational Services:
Educational Consultant, Fall 2010 – Summer 2011
Head of MBA Education Consultancy Department, Summer 2011 – Spring 2012

PROFESSIONAL SERVICES

Referee for Management Science, International Journal of Research in Marketing, Transactions on Economics and Computation.

Session Chair, 39th Marketing Science Conference, June 2017

Board Member, Doctoral Business Student Association, *University of Washington*, 2014 – 2015