

# ROBERT JAY NIEWOEHNER III

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## ACADEMIC APPOINTMENTS

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### Kelley School of Business, Indiana University

- Assistant Professor: July 2022 - Present

## EDUCATION

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### Ph.D., Kenan-Flagler Business School, University of North Carolina, Chapel Hill, 2017-2022

- Department: Operations

### M.B.A., Rady School of Management, University of California, San Diego, 2015-2017

- Academic focus on Operations, Supply Chain Management, and Data Analytics

### B.S., Virginia Polytechnic Institute and State University, Blacksburg, VA, 2007-2011

- Bachelor of Science, Electrical Engineering (*summa cum laude*), minor in Business Leadership

## PUBLISHED & FORTHCOMING JOURNAL ARTICLES

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1. Niewoehner, Robert J., Staats, Bradley R. (2021). Focusing Provider Attention: An Empirical Examination of Incentives and Feedback in Flu Vaccinations. *Management Science*.  
2<sup>nd</sup> Place: 2020 POMS College of Supply Chain Management Best Student Paper Competition  
3<sup>rd</sup> Place: 2021 POMS College of Healthcare Operations Management Best Paper Competition
2. Niewoehner, Robert J., KC, Diwas S., Staats, Bradley R. (2022). Physician Discretion and Patient Pick-up: How Familiarity Encourages Multitasking in the Emergency Department. Forthcoming at *Operations Research*.

## WORKING PAPERS

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1. Niewoehner, Robert J., Staats, Bradley R. (2022). From Mobility to Traffic: How Patient Movement, Signal Coarseness, and Service Value Altered Healthcare Visits in the Wake of COVID-19  
Award: Decision Science Institute's Doctoral Showcase "Best Paper" (runner-up)

## PUBLISHED PRACTITIONER ARTICLES

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1. Niewoehner, Robert J., Staats, Bradley R. (2019). How do you motivate busy physicians to give more flu shots? *Harvard Business Review*.
2. Niewoehner, Robert J. (2016). Building a Tolerance for Failure. *The Leader*.

## PRESENTATIONS

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### **From Mobility to Traffic:** How Patient Movement Altered Healthcare Visits in the wake of COVID-19

- POMS, Orlando, FL, May 2023 (planned)
- University of North Carolina, March 2022
- DSI Conference, November 2021

### **Physician Discretion and Patient Pick-up:** How Familiarity Encourages Multitasking in the ED

- POMS, Orlando, FL, May 2023 (planned)
- INFORMS, Indianapolis, IN, October 2022
- University of North Carolina, March 2022
- INFORMS Healthcare, July 2021
- INFORMS, November 2020

### **Focusing Provider Attention:** An Empirical Examination of Incentives and Feedback in Flu Vaccinations

- Cornell University, January 2022
- Georgetown University, December 2021
- University of South Carolina, December 2021
- Indiana University, December 2021
- University of Utah, December 2021
- University of Minnesota, November 2021
- DSI Conference, November 2021
- INFORMS, Anaheim, CA, October 2021
- INFORMS, October 2021
- Wharton Workshop on Empirical Research in OM, October 2021
- MSOM SIG, June 2021
- POMS, May 2021
- INFORMS, November 2020
- INFORMS, Seattle, WA, October 2019
- INFORMS Healthcare, Cambridge, MS, July 2019

## TEACHING EXPERIENCE

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### **Classroom Instructor**

- BUS P-304 – Core Operations, Honors Program
- BUSI 403 – Core Operations, Undergraduate, Virtual (Summer 2020). Instructor Rating: 4.87/5.00

### **Teaching Assistant**

- Core Operations, Executive MBA Program (2019-2021)
- Core Operations, Undergraduate Program (2019-2020)
- Core Strategy & Supply Chain Analytics (Graduate Level), Rady School of Management (2017)

## SERVICE ACTIVITIES

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### Ad-hoc Journal Referee

- *Management Science, Manufacturing & Service Operations Management, Production and Operations Management, Service Science*

## AWARDS

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### *Kenan-Flagler Business School, University of North Carolina, Chapel Hill*

- 2022 Latané Outstanding Graduating Student Award
- 2021 Peggy Lee – Sunil Wahal Award for “outstanding, up and coming doctoral candidate”
- 2019 Harvey Wagner Award for research progress

### *Rady School of Management, University of California, San Diego*

- Rady Family Foundation Fellowship

### *Virginia Polytechnic Institute and State University*

- Scholarship Awardee: Science, Math, and Research for Transformation (SMART, 2008-2011)
- Semifinalist for the ECE department’s nomination for “Senior of the Year” (2011)
- Dean’s List: Fall 2007 to Spring 2011

## INDUSTRY EXPERIENCE

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### **Operations Intern, Team Rubicon Global, San Diego, CA, 2016-2017**

- Constructed and implemented Team Rubicon’s Critical Incident Protocol to be used in planning for unforeseen incidents at home and emergencies on deployments
- Drafted a \$2 Million proposal to fund the Mobile Training Team that will serve as an operational and international command team, enhancing Team Rubicon’s reach, response time, and impact capability
- Deployed on Operation Pay Dirt as a volunteer team leader, guiding sifting operations in Ft. McMurray, Canada in the wake of a wildfire that destroyed more than 2,400 homes and buildings

### **Electronics and Communications Engineer, US Army Civilian, Aberdeen, MD, 2011-2015**

- Managed a project of local and external personnel to design and test a system to mitigate the limitations of force protection systems by utilizing interference cancellation technology
- Designed and implemented four high-power computing systems and cooperative software to leverage graphics processor units to extend predictive simulation power to the internet domain
- Capitalized on leadership training opportunities unique to Department of Defense employees, leveraging military and civilian networks to their fullest extent