

Matthew J. Hashim, Ph.D.

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Department of Management Information Systems
Eller College of Management
University of Arizona

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1130 E. Helen Street
Tucson, AZ 85721

Chronology of Education

- Ph.D. Krannert Graduate School of Management
Purdue University, 2011
Major: Management Information Systems
Minor: Strategic Management and Information Security
Dissertation Title: *Nudging the Digital Pirate: Piracy and the Conversion of Pirates to Paying Customers*
Dissertation Advisors: Karthik Kannan, Jackie Rees Ulmer
Committee Members: Sandra Maximiano, Duane Wegener
- M.B.A. Craig School of Business
California State University, Fresno, 2003
Emphasis: Management Information Systems
Degree awarded with Distinction
Consulting Project: AIMS Educational Foundation
- B.S. Orfalea College of Business
California Polytechnic State University, San Luis Obispo, 1999
Dual Emphasis in Management Information Systems and Accounting
Degree awarded *Cum Laude*

Chronology of Employment

University of Arizona, Eller College of Management, Tucson, AZ. 2011 – Present
Assistant Professor, Department of Management Information Systems

Purdue University, Krannert Graduate School of Mgmt, West Lafayette, IN. 2007 – 2011
Lecturer, Teaching Assistant, Research Assistant, Department of Management

California Polytechnic State Univ., San Luis Obispo, Orfalea College of Mgmt, CA. 2007
Adjunct Lecturer, Management Area

GBP&B Tax and Business Advisors, San Luis Obispo, CA. 2003 – 2007
Senior Technology Consultant, Information Technology Trainer

California State University, Fresno, CA. 2001 – 2003
Analyst/Programmer, PeopleSoft ERP Implementation Team

Richard Heath & Associates, Inc., Fresno, CA. 2001
Database Programmer

Digital Impact, Inc., San Mateo, CA. 1999 – 2000
Project Analyst, Production Team Leader

IBM Global Services, Almaden Research Center, San Jose, CA. 1999
Systems Management Integration Professional

GBP&B Tax and Business Advisors, San Luis Obispo, CA. 1997 – 1999
Network Administrator

Putnam, Hayes & Bartlett, Inc., Los Angeles, CA. 1996
Computer Analyst Intern

Honors and Awards

- Dean's Award for Undergraduate Teaching Excellence, 2017 – 2018
- Robert Lusch Engaging Course Award for MIS 304, 2017 – 2018
- Faculty Appreciation Breakfast, Eller Ambassadors, Spring 2018
- Eller College Student's Choice Award for Outstanding Faculty (Dean's Council), 2017
- MIS Faculty Member of the Year (MIS Association), 2017
- Eller College Small Research Grant (\$600), 2017
- Faculty Appreciation Breakfast, Delta Sigma Pi, Spring 2017
- Delta Sigma Pi, Faculty Initiate, 2017
- Dean's Award for Undergraduate Teaching Excellence, 2015 – 2016
- Eller Undergraduate Faculty Member of the Year (Large Class), 2015 – 2016
- Eller College Small Research Grant (\$1250), 2015
- Eller Course Improvement Grant for MIS 304 (\$1000), 2015
- Faculty Appreciation Breakfast, Alpha Kappa Psi, Fall 2015
- Student-Faculty Breakfast Invitee, Eller College Student Council, Fall 2015
- Student-Faculty Breakfast Invitee, Eller College Student Council, Spring 2015
- Student-Faculty Breakfast Invitee, Eller College Student Council, Fall 2013
- Student-Faculty Breakfast Invitee, Eller College Student Council, Spring 2013
- Purdue Research Foundation Dissertation Grant, University-wide competition, 2010 – 2011
- Graduate Teaching Certificate, Purdue Center for Instructional Excellence
- Krannert Certificate for Distinguished Teaching, Purdue University, Fall 2009
- Graduate Assistantship, Purdue University, 2007 – 2010

- The Craig MBA Scholar in Management Information Systems, CSU Fresno, 2003
- Commendation for Academic Excellence from California Governor Gray Davis, 2003
- Beta Gamma Sigma National Honor Society
- Golden Key National Honor Society
- Robert C. Byrd Honors Scholarship, 1995 – 1999

Service and Outreach

Local and State Outreach

- “Research Overview,” Eller MIS Board of Advisors Meeting, October 19, 2018.
- “UA professor discusses importance of cyber security,” KVOA News 4 Tucson, <http://www.kvoa.com/story/39044084/ua-professor-discusses-importance-of-cyber-security>, September 6, 2018.
- “Operations, Process, and Information Systems,” Eller Business Careers Awareness Program (BCAP) guest lecture for underrepresented students, June 6, 2018.
- “Operations, Process, and Information Systems,” Eller Business Careers Awareness Program (BCAP) guest lecture for underrepresented students, June 7, 2017.
- “New Educational Initiatives for MIS 304,” Eller Employer Advisory Board Breakfast, September 29, 2015.

National and International Outreach

- Associate Editor, “Foundations of IS Research: Theory, Methods, and Philosophy” Track, *International Conference on Information Systems (ICIS)*, 2017
- Organizer, INFORMS ISS Nunamaker-Chen Dissertation Award, 2016 – Present
- Co-Chair and Organizer, Workshop on Experimental and Behavioral Economics in Information Systems (WEBEIS), 2016
- President, INFORMS eBusiness Section, 2016 – 2017
- Co-Chair and Organizer, Workshop on Experimental and Behavioral Economics in Information Systems (EBEIS), 2015
- Guest Associate Editor, *Decision Support Systems*, Special Issue on Information Security, 2015
- Treasurer, INFORMS eBusiness Section, 2014 – 2016
- Program Committee, Conference on Information Systems and Technology (CIST), 2013 – Present
- Track Co-Chair, INFORMS eBusiness Section, 2014
- Program Committee, International Conference on Electronic Commerce (ICEC), 2014
- Session Chair, Conference on Systems and Technology (CIST), 2013
- Session Chair, INFORMS Annual Meeting eBusiness Section, 2012
- Discussant, Workshop on Information Systems and Economics (WISE), 2011 – 2012
- Ad hoc reviewer for the following journals: *Information Systems Research (ISR)*, *Management Information Systems Quarterly (MISQ)*, *Management Science (MS)*, *Journal of Management Information Systems (JMIS)*, *Journal of Information Systems (JIS)*, *ACM Transactions on Management Information Systems (TMIS)*, *Decision*

Sciences (DS), Decision Support Systems (DSS), Communications of the Association for Information Systems (CAIS), International Journal of Electronic Commerce (IJECE), Information & Management (IM), Information Technology and Management (ITEM), Electronic Commerce Research and Applications (ECRA).

- Ad hoc reviewer for the following conferences and workshops: *International Conference on Information Systems (ICIS), European Conference on Information Systems (ECIS), Hawaiian International Conference on System Sciences (HICSS), IFIP Dewald Roode Information Security Workshop, Pacific Asia Conference on Information Systems (PACIS), Workshop on Information Systems and Economics (WISE), Workshop on Information Security and Privacy (WISP), Workshop on Information Technology and Systems (WITS)*

Departmental Committees

- Committee Member, Harbin Institute of Technology – University of Arizona Management Committee, 2018 – Present
- Committee Member, Adjunct Lecturer of MIS Search Committee, 2018 – Present
- Committee Member, Eller Executive Education, 2016 – Present
- Committee Member, Eller MIS Undergraduate Program, 2012 – 2016
- Organizer, Eller MIS Speaker’s Series, 2014 – 2015

Advising and Other Service

- Faculty Advisor, Undergraduate Honors Thesis for Andras Szep, 2018 – 2019
- Faculty Advisor, Undergraduate Honors Thesis for Marton Szep, 2018 – 2019
- Faculty Advisor, Undergraduate Honors Thesis for Kelsey Bushell, Eller MIS Outstanding Thesis Award, 2017 – 2018
- Faculty Advisor, Undergraduate Honors Thesis for Emma Wood, 2017 – 2018
- Faculty Advisor, Undergraduate Honors Thesis for Rafael Molina, 2017 – 2018
- Faculty Fellow, Office of Student Engagement, 2016 – 2017
- Faculty Advisor, AZ-Secure Scholarship for Service Independent Studies Master’s Students: Mathew Soares, Steven Dolan, Ian Kaufer, Brendan McDermott
- Dissertation Committee Member, MIS Ph.D. student Joseph Buckman, University of Arizona, 2014 – Present
- Faculty Advisor, Annual CoMIS Undergraduate Case Competition at University of MN, 2012 – Present
- Faculty Advisor, Eller Undergraduate MIS Student Association (MISA), 2013 – Present
- Faculty Advisor, Undergraduate Honors Thesis for Samantha Wood, McCord Student Choice Award, 2015 – 2016
- Faculty Advisor, Undergraduate Honors Thesis for Michael Klebosky, 2015 – 2016
- Faculty Advisor, Undergraduate Honors Thesis for Jennifer Monroe, 2015 – 2016
- Judge, MS of MIS Annual Case Competition, University of Arizona, 2012 – 2014
- Faculty Advisor, Gamification Design Framework, MS of MIS Consulting Project, 2013
- Faculty Advisor, Intellectual Property Reuse, MS of MIS Consulting Project, 2013

- Faculty Advisor, Undergraduate Honors Thesis for Nidhi Arora, Eller Outstanding Thesis Award, 2012 – 2013
- Judge, Strategic Use of Information Technology Showdown Case Competition, 2012

Publications and Creative Activity

Refereed Journal Articles (published or accepted in final form)

- JP1. * “Digital Piracy, Teens, and the Source of Advice: An Experimental Study,” M.J. Hashim, K.N. Kannan, S. Maximiano, J. Rees Ulmer. *Journal of Management Information Systems*, 31 (2), Fall 2014 (* based on dissertation research).
- JP2. * “Information Feedback, Targeting, and the Source of Advice,” M.J. Hashim, K.N. Kannan, S. Maximiano. *Information Systems Research*, 28 (2), 2017, Best Published Paper Runner-Up (* based on dissertation research).
- JP3. * “Central Role of Moral Obligations in Determining Intentions to Engage in Digital Piracy,” M.J. Hashim, K.N. Kannan, D.T. Wegener. *Journal of Management Information Systems*, 35 (3), 2018 (* based on dissertation research).
- JP4. “Relative Privacy Valuations under Varying Disclosure Characteristics,” J. Buckman, J.C. Bockstedt, M.J. Hashim. Accepted for publication at *Information Systems Research*, 2018.
- JP5. “Uncovering the Effects of Digital Movie Format Availability on Physical Movie Sales,” M.J. Hashim, S. Ram, Z. Tang. Accepted for publication at *Decision Support Systems*, 2018.

Work in Progress

Papers in the Review Process

- UR1. “Overcoming Free-Riding in User-Generated Content Platforms: Punishments and Rewards for Individuals and Groups,” M.J. Hashim, J.C. Bockstedt. Invited for revision at *MIS Quarterly*.
- UR2. “The Impact of Contextual Information on Users' Password Generating Behavior: A Randomized Experiment,” W. Khern-am-nuai, M.J. Hashim, A. Pinsonneault, W. Yang, N. Li. Reject and Resubmit at *MIS Quarterly*.
- UR3. “Fool Me Twice: An Analysis of Repeat Data Breaches within Firms,” J. Buckman, M.J. Hashim, T. Woutersen, J.C. Bockstedt. Under review at *MIS Quarterly*.

Working Papers

- WP1. “Collaboration and Competitive Impacts on Privacy Disclosure,” B. Dorn, M.J. Hashim, J.C. Bockstedt. For submission to *Information Systems Research*.
- WP2. “Human Exploits in Cybersecurity: Social Engineering Experiments,” M.J. Hashim, J.C. Bockstedt, L. Brandimarte. For submission to *MIS Quarterly*.

Projects in Progress

- RP1. “Understanding Hospital Data Breaches: Patient Privacy and Security Concerns,” J. Buckman, J.C. Bockstedt, M.J. Hashim, T. Woutersen.
- RP2. “Framing Effects on Willingness to Pay for Privacy Protection,” With J Buckman, J.C. Bockstedt.
- RP3. “Collaboration, Interdependency, and Transfer Pricing,” With K.N. Kannan. Data recollection planned and initial draft written.
- RP4. “Information Security Certification Announcements and Stock Performance,” With J.C. Bockstedt, E. Case. Data collected.
- RP5. “Correct Horse Battery Staple: Password Strength vs. Usability,” With J.C. Bockstedt, S.M. Dolan. Data collected.
- RP6. “I customized it myself! The Ikea Effect in Security Software,” With J.C. Bockstedt.
- RP7. “For Love or for Money? Effect of Investor Choices in Online Microfinance,” With M. Lin, J.C. Bockstedt.
- RP8. “Graduated Response as a Deterrent to Piracy,” Data recollection planned.

Conferences and Scholarly Presentations

Invited Scholarly Presentations

- SP1. “Security, Privacy, and Social Engineering Experiments,” *Faculty Sharing Session*, Sampoerna University, Jakarta, Indonesia, March 2, 2018.
- SP2. “Security Experiments in MIS,” *Celebrate Research in the Eller College – Experimental Research Focus*, University of Arizona, September 9, 2016.
- SP3. “Cybersecurity Experiments on Privacy, Authentication, and Social Engineering,” *Eller College Interdisciplinary Research Workshop*, University of Arizona, April 25, 2016.
- SP4. “Overcoming Free-Riding in Information Goods: Sanctions or Rewards?” *ITO Research Seminar Series*, University of California, San Diego, October 23, 2015.
- SP5. “Overcoming Free-Riding in Information Goods: Sanctions or Rewards?” *OPIM Research Workshop*, University of Connecticut, November 14, 2014.
- SP6. “Information Security Research in the Experimental Economics Laboratory,” *MIS Speaker’s Series*, University of Arizona, March 1, 2013.
- SP7. “Information Targeting and Coordination: An Experimental Study,” *SIRLS Research Series*, University of Arizona, February 1, 2012.
- SP8. “Nudging the Digital Pirate: Behavioral Issues in the Piracy Context,” *CERIAS Security Seminar*, Purdue University, December 1, 2010.
- SP9. “Nudging the Digital Pirate: Piracy and the Conversion of Digital Pirates to Paying Customers,” *MIS Research Workshop*, Purdue University, November 12, 2010.
- SP10. “Nudging the Digital Pirate: Behavioral Issues in the Piracy Context,” *Dean’s Advisory Council and Krannert School Alumni Association*, Purdue University, October 15, 2010.
- SP11. “Piracy and Information: An Experimental Study,” *The Vernon Smith Experiment Economics Laboratory*, Purdue University, September 9, 2010.
- SP12. “Nudging the Digital Pirate: An Empirical Investigation of the Conversion of Pirates to Paying Customers,” *MIS Research Workshop*, Purdue University, November 6, 2009.

Conferences and Workshops

- CP1. “Designing Better Password Strength Meters by Incorporating Contextual Information,” W. Khern-am-nuai, M.J. Hashim, A. Pinsonneault, W. Yang, N. Li. Workshop on Information Technologies and Systems (WITS), Best Paper Nominee, Seoul, Korea, December 2017.
- CP2. “Do Organizations Learn from a Data Breach?” J. Buckman, J.C. Bockstedt, M.J. Hashim, T. Woutersen. Workshop on the Economics of Information Security (WEIS), La Jolla, CA, June 2017.
- CP3. “Social Engineering Experiments,” M.J. Hashim, J.C. Bockstedt, L. Brandimarte, I. Kaufer, B. McDermott. Workshop on Experimental and Behavioral Economics in Information Systems (WEBEIS), Atlanta, GA, May 12, 2017.
- CP4. “Human Exploits in Cybersecurity: A Social Engineering Study,” M.J. Hashim, J.C. Bockstedt, I. Kaufer, B. McDermott. Workshop on Information Security and Privacy (WISP), Dublin, Ireland, December 10, 2016.
- CP5. “Human Exploits in Cybersecurity: A Social Engineering Study,” M.J. Hashim, J.C. Bockstedt, I. Kaufer, B. McDermott. IEEE International Conference on Intelligence and Security Informatics, Tucson, AZ, September 28, 2016.
- CP6. “Human Exploits in Cybersecurity: A Social Engineering Study,” M.J. Hashim, J.C. Bockstedt, I. Kaufer, B. McDermott. The 5th Annual UA-Tsinghua E-Commerce Workshop, Beijing, China, June 1, 2016.
- CP7. “Analyzing the Value of an Information Disclosure,” J. Buckman, J.C. Bockstedt, M.J. Hashim. INFORMS Conference on Information Systems and Technology (CIST), Philadelphia, PA, November 1, 2015.
- CP8. “Analyzing the Value of an Information Disclosure,” J. Buckman, J.C. Bockstedt, M.J. Hashim. IFIP Dewald Roode Information Security Workshop, Newark, DE, October 2, 2015.
- CP9. “Overcoming Free-Riding in Information Goods: Sanctions or Rewards?” M.J. Hashim, J.C. Bockstedt. Workshop on Experimental and Behavioral Economics in Information Systems (WEBEIS), West Lafayette, IN, July 31, 2015.
- CP10. “Comparing Decisions to Disclose Private Information Using Economic Experiments,” B. Dorn, M.J. Hashim, J.C. Bockstedt. The 4th Annual UA-Tsinghua E-Commerce Workshop, Tucson, AZ, May 7, 2015.
- CP11. “Overcoming Free-Riding in Information Goods: Sanctions or Rewards?” M.J. Hashim, J.C. Bockstedt. Hawaii International Conference on System Sciences (HICSS), Kauai, HI, January 5-8, 2015.
- CP12. “Overcoming Free-Riding in Information Goods: Sanctions or Rewards?” M.J. Hashim, J.C. Bockstedt. INFORMS Conference on Information Systems and Technology (CIST), San Francisco, CA, November 8-9, 2014.
- CP13. “Overcoming Free-Riding in Information Goods: Sanctions or Rewards?” M.J. Hashim, J.C. Bockstedt. The 3rd Annual UA-Tsinghua E-Commerce Workshop, Beijing, China, June 18, 2014.
- CP14. “Coordination by Sanctions: Internal and External Consequences in the Lab,” M.J. Hashim. INFORMS Annual Meeting, Minneapolis, MN, October 2013.
- CP15. “Collaboration, Interdependency, and Transfer Pricing: Comparison of Bargaining Mechanisms,” M.J. Hashim, K.N. Kannan. INFORMS Annual Meeting, Minneapolis, MN, October 2013.

- CP16. “Delivery of Movies via the Internet: Uncovering the Effects of the Availability of Digital Formats on Physical Sales,” M.J. Hashim, Z. Tang, S. Ram. The 2nd Annual UA-Tsinghua E-Commerce Workshop, Tucson, AZ, May 13, 2013.
- CP17. “Collaboration, Interdependency, and Transfer Pricing,” M.J. Hashim, K.N. Kannan. Workshop on Information Systems and Economics (WISE), Orlando, FL, December 2012.
- CP18. “Collaboration, Interdependency, and Transfer Pricing,” M.J. Hashim, K.N. Kannan. Secure and Trustworthy Cyberspace (SaTC) Principal Investigators’ Meeting, National Science Foundation, National Harbor, MD, November 2012.
- CP19. “Collaboration, Interdependency, and Transfer Pricing,” M.J. Hashim, K.N. Kannan. North American Economic Science Association (ESA) Conference, Tucson, AZ, November 2012.
- CP20. “Collaboration, Interdependency, and Transfer Pricing,” M.J. Hashim, K.N. Kannan. INFORMS Annual Meeting, Phoenix, AZ, October 2012.
- CP21. “Information Targeting and Coordination: An Experimental Study,” M.J. Hashim, K.N. Kannan, S. Maximiano. Workshop on Information Systems and Economics (WISE), Shanghai, China, December 2011.
- CP22. “Digital Piracy, Teens, and the Role of Advice,” M.J. Hashim, K.N. Kannan, S. Maximiano, J. Rees Ulmer. North American Economic Science Association (ESA) Conference, Tucson, AZ, 2011.
- CP23. “Information Targeting and Coordination: An Experimental Study,” M.J. Hashim, K.N. Kannan, S. Maximiano. Workshop on the Economics of Information Security (WEIS), Fairfax, VA, 2011.
- CP24. “Delivery of Movies via the Internet: Do Digital Formats have an Impact on DVD Sales?” M.J. Hashim, Z. Tang. Big Ten IS Research Symposium, Ann Arbor, MI, 2010.
- CP25. “Nudging the Digital Pirate,” CERIAS Information Security Symposium, West Lafayette, IN, March 31, 2010.
- CP26. “The Role of Information Security Management System Quality: Why Do Firms Selectively Signal the Marketplace?” Big Ten IS Research Symposium, Bloomington, IN, 2009.

Grants and Financial Support

- Eller College Small Research Grant (\$2,100), 2018.
- Eller College Small Research Grant (\$600), 2017.
- Eller College Small Research Grant (\$1,250), 2015.
- Eller Course Improvement Grant for MIS 304 (\$1,000), 2015.

Student Evaluations of Teaching

Semester and Year	Course	Enroll.	Avg. Rating
Spring 2019	MIS 304 Online: Using and Managing Information Systems	TBD	TBD
Fall 2018	MIS 304: Using and Managing Information Systems (2 sections)	420	TBD

Spring 2018	MIS 304 Online: Using and Managing Information Systems	65	4.16/5
Spring 2018	MIS 304 American University of Phnom Penh: Using and Managing Information Systems	33	Not Applicable
Fall 2017	MIS 304: Using and Managing Information Systems (2 sections)	449	4.42/5
Fall 2016	MIS 304: Using and Managing Information Systems (2 sections)	389	4.51/5
Fall 2016	MIS 304 Online: Using and Managing Information Systems	25	4.38/5
Fall 2015	MIS 304: Using and Managing Information Systems (2 sections)	359	4.50/5
Spring 2015	MIS 304: Using and Managing Information Systems (2 sections)	383	4.15/5
Spring 2014	MIS 441: Information Systems Analysis and Design (2 sections)	65	4.85/5
Fall 2013	MIS 416: Information Security Risk Management	52	4.60/5
Spring 2013	MIS 341: Information Systems Analysis and Design (2 sections)	76	4.60/5
Fall 2012	MIS 416: Information Security Risk Management	41	4.80/5
Spring 2012	MIS 341: Information Systems Analysis and Design (2 sections)	67	4.50/5
Fall 2009	MGMT 290: Programming for Business Applications (Purdue)	19	4.90/5
Spring 2007	BUS 391: Introduction to Management Information Systems (Cal Poly, SLO)	44	3.59/4

Ph.D. Student Advising

Joseph Buckman, University of Arizona

Placement: Assistant Professor, Kansas State University, 2018

List of Collaborators

Coauthors on Creative Works (past 60 months)

Jesse Bockstedt Associate Professor
Information Systems & Operations Management
Goizueta Business School
Emory University
bockstedt@emory.edu

Laura Brandimarte Assistant Professor
Management Information Systems

	<p>Eller College of Management University of Arizona lbrandimarte@email.arizona.edu</p>
Joseph Buckman	<p>Assistant Professor Management Information Systems Eller College of Management Kansas State University jbuckman@ksu.edu</p>
Brad Dorn	<p>Ph.D. Student Management Information Systems Eller College of Management University of Arizona bdorn@email.arizona.edu</p>
Warut Khern-am-nuai	<p>Assistant Professor Information Systems Desautels Faculty of Management McGill University warut.khern-am-nuai@mcgill.ca</p>
Sandra Maximiano	<p>Associate Professor Economics Lisbon School of Economics & Management Universidade de Lisboa maximiano@purdue.edu</p>
Alain Pinsonneault	<p>Professor Information Systems Desautels Faculty of Management McGill University alain.pinsonneault@mcgill.ca</p>
Sudha Ram	<p>Anheuser-Busch Chair in MIS, Entrepreneurship and Innovation Director, INSITE Center for Business Intelligence and Analytics Professor Management Information Systems Eller College of Management University of Arizona sram@email.arizona.edu</p>
Zhulei Tang	<p>Director, Analytics Turner Broadcasting System Inc. zhulei.tang@gmail.com</p>

