
CONTACT INFORMATION	Graduate School of Business Stanford University 655 Knight Way Stanford, CA 94305	Phone: +1.650.724.6642 Fax: +1.650.725.7979 E-mail: daniancu@stanford.edu Web: www.stanford.edu/~daniancu
ACADEMIC EMPLOYMENT	Stanford University , Stanford, CA <i>Graduate School of Business</i> Associate Professor of Operations, Information and Technology <ul style="list-style-type: none"> Fletcher Jones Faculty Scholar for 2015-2016 Assistant Professor of Operations, Information and Technology <ul style="list-style-type: none"> Louise and Claude N. Rosenberg Jr. Faculty Scholar for 2013-2014 The University of Pennsylvania , Philadelphia, PA <i>The Wharton School</i> Visiting Associate Professor of Operations, Information and Decisions <ul style="list-style-type: none"> <i>On leave from Stanford University</i> IBM T.J. Watson Research Center , Yorktown Heights, NY <i>Risk Analytics Group - Department of Mathematical Sciences</i> Holder of the Herman Goldstine Postdoctoral Fellowship	2015-present 2011-2015 2016-present 2010-2011
EDUCATION	Massachusetts Institute of Technology , Cambridge, MA <i>Sloan School of Management - Operations Research Center</i> Ph.D. in Operations Research. GPA 5.0 / 5.0 Harvard University , Cambridge, MA <i>School of Engineering and Applied Sciences</i> M.S., Engineering Sciences. GPA 3.97 / 4.0 Yale University , New Haven, CT B.S., Electrical Engineering and Computer Science. GPA 3.92 / 4.0 <ul style="list-style-type: none"> Graduated Summa cum Laudae, with distinction in the major Politehnica University , Bucharest, Romania <i>Automatic Control and Computers Faculty - Computer Science Division</i> First two years of college. GPA 10.0 / 10.0	2006-2010 2004-2006 2002-2004 2000-2002
PROFESSIONAL EMPLOYMENT	Barclays Capital , Equities and Derivatives Group, New York, NY <i>Quantitative Summer Associate</i> Riversource Investments LLC , Asset Management Group, Cambridge, MA <i>Summer Intern</i>	2008 2007
JOURNAL PUBLICATIONS	[1] "Disruption Risk and Optimal Sourcing in Multi-tier Supply Networks," E. Ang, D. A.	

Iancu, and R. Swinney. Forthcoming in **Management Science**.

[2] “Is Operating Flexibility Harmful Under Debt?,” D. A. Iancu, N. Trichakis, and G. Tsoukalas. Forthcoming in **Management Science**.

- This paper was previously circulated under the name “Operationalizing Financial Covenants.”

[3] “Robust Multi-stage Decision Making,” E. Delage and D. A. Iancu. **TutORials in Operations Research**, pp. 20-46, 2015.

[4] “Fairness and Efficiency in Multiportfolio Optimization,” D. A. Iancu and N. Trichakis, **Operations Research**, vol. 62, No. 6, pp. 1283-1301, 2014.

[5] “Pareto Efficiency in Robust Optimization,” D. A. Iancu and N. Trichakis, **Management Science**, vol. 60, No. 1, pp. 130-147, 2014.

- First place in the INFORMS JFIG Paper Competition (2013).

[6] “Tight Approximations of Dynamic Risk Measures,” D. A. Iancu, M. Petrik, and D. Subramanian, **Mathematics of Operations Research**, vol. 40, No. 3, pp. 655-682, 2015.

[7] “Supermodularity and Affine Policies in Dynamic Robust Optimization,” D. A. Iancu, M. Sharma, and M. Sviridenko, **Operations Research**, vol. 61, No. 4, pp. 941-956, 2013.

[8] “A General Purpose Local Search Algorithm for Binary Optimization,” D. Bertsimas, D. A. Iancu, and D. Katz-Rogozhnikov, **INFORMS Journal on Computing**, vol. 25, No. 2, pp. 208-221, 2013.

[9] “A Hierarchy of Near-Optimal Policies for Multi-stage Adaptive Optimization,” D. Bertsimas, D. A. Iancu, and P. Parrilo. **IEEE Transactions on Automatic Control**, vol. 56, No. 12, pp. 2809-2824, 2011.

[10] “Optimality of Affine Policies in Multi-stage Robust Optimization,” D. Bertsimas, D. A. Iancu, and P. Parrilo. **Mathematics of Operations Research**, vol. 35, No. 2, pp. 363-394, 2010.

- Winner of the INFORMS Optimization Society Best Student Paper Prize (2009).

SUBMITTED
PAPERS

[11] “Dynamic Learning of Patient Response Rates: An Application to Treating Chronic Diseases,” K. Bimpikis, M. Brandeau, D. A. Iancu, and D. Negoescu. R&R, **Management Science**.

- Finalist for the INFORMS Pierskalla Award for best paper in healthcare (2014).

[12] “Designing Contracts and Sourcing Channels to Create Shared Value,” with J. de Zegher and H. Lee. R&R, **Manufacturing & Service Operations Management**.

- Second prize in the POMS Best Student Paper Competition (J. de Zegher, 2016).

[13] “Dynamic Pricing under Revenue Targets: Incentives and Spiraling,” with O. Besbes and N. Trichakis. R&R, **Management Science**.

[14] “Points for Peanuts or Peanuts for Points? Setting the Optimal Value of Loyalty Currency,” S-Y. Chun, D. A. Iancu, and N. Trichakis. Submitted for publication.

ACTIVE
RESEARCH

[15] “Optimal Monitoring and Liquidation in Long-Term Debt Agreements,” with D.-Y. Yoon, and N. Trichakis.

- [16] “Operational Strategies to Achieve No-Deforestation Commitments in Palm Procurement,” J. de Zegher, D. A. Iancu, H. Lee, and E. Plambeck.
- [17] “Fairness and Efficiency in Matching Platforms,” with Y. Gur and X. Warnes.
- [18] “Managing Disruption Risk in Supply Chains with Limited Visibility,” with R. Swinney.
- [19] “Planning for Disaster Recovery and Relief in the Philippines,” with J. Uichanco.
- [20] “Optimal Growth Policies in Online Advertising,” with J. Turner.

PEER-REVIEWED
CONFERENCE
PUBLICATIONS

- “Operationalizing Financial Covenants,” D. A. Iancu, N. Trichakis, and G. Tsoukalas, *Manufacturing & Service Operations Management (MSOM) Conference*, 2015.
- “Points for Peanuts or Peanuts for Points? Dynamic Management of a Loyalty Program,” S.Y. Chun, D. A. Iancu, and N. Trichakis, *Manufacturing & Service Operations Management (MSOM) Conference*, 2015.
- “The Role of Monitoring in Inventory-Based Lending,” D. A. Iancu, N. Trichakis, and G. Tsoukalas, *Manufacturing & Service Operations Management (MSOM) Conference*, 2014.
- “Dynamic Learning of Patient Response Rates: An Application to Treating Chronic Diseases,” K. Bimpikis, M. Brandeau, D. A. Iancu, and D. Negoescu, *Manufacturing & Service Operations Management (MSOM) Conference*, 2014.
- “Disruption Risk and Optimal Sourcing in Multi-tier Supply Networks,” E. Ang, D. A. Iancu, and R. Swinney, *Manufacturing & Service Operations Management (MSOM) Conference*, 2014.
- “Fairness and Efficiency in Multiportfolio Optimization,” D. A. Iancu and N. Trichakis, *Manufacturing & Service Operations Management (MSOM) Conference*, 2013.
- “Pareto Efficiency in Robust Optimization,” D. A. Iancu and N. Trichakis, *Manufacturing & Service Operations Management (MSOM) Conference*, 2013.
- “Strategic and Replenishment Decisions in Robust Inventory Models,” D. A. Iancu, M. Sharma, and M. Sviridenko, *Manufacturing & Service Operations Management (MSOM) Conference*, 2013.
- “Optimization-Based Fuel Surcharge Hedging,” D. A. Iancu, L. Janus and K. Kaatircioglu, *Manufacturing & Service Operations Management (MSOM) Conference*, 2011.
- “Power Generation Management Under Time-Varying Power and Demand Conditions” (with S. Ghosh, D. Katz-Rogozhnikov, D. Phan and M. Squillante). *Proceedings of the IEEE Power & Energy Society General Meeting*, 2011.
- “Optimality of Affine Policies in Multi-stage Robust Optimization,” D. Bertsimas, D. A. Iancu, and P. Parrilo. *Proceedings of the 48th IEEE Conference on Decision and Control (CDC)*, December 2009.
- “A Hierarchy of Suboptimal Policies for the Multi-period, Multi-echelon, Robust Inventory Problem,” D. Bertsimas, D. A. Iancu, and P. Parrilo. *Manufacturing & Service Operations Management (MSOM) Conference*, 2009.

TEACHING
EXPERIENCE

Graduate School of Business, Stanford University, Stanford, CA 2011-2016

- OIT 245, OIT 247 - Optimization and Simulation Modeling (core MBA classes)

- OIT 624 - Theory of Inventory Management (PhD)

Sloan School of Management, MIT, Cambridge, MA
Teaching Assistant

2007-2009

- 15.060 - Data, Models and Decisions (core MBA)
- 15.071 - The Edge. Decision Methodologies for Managers (elective MBA)

Harvard University, Cambridge, MA
Teaching Fellow

2005-2006

- ES202 - Estimation and Control of Dynamical Systems (PhD)
- ES201 - Decision Theory (PhD)

HONORS AND
AWARDS

- INFORMS Pierskalla Award (finalist) for “*Dynamic Learning of Patient Response Rates: An Application to Treating Chronic Diseases*” (November, 2014)
- INFORMS JFIG Paper Prize (first place) for “*Pareto Efficiency in Robust Optimization*” (October, 2013)
- Herman Goldstine Postdoctoral Fellowship in Mathematical Sciences – IBM Thomas J. Watson Research Center (2010-2011)
- Outstanding Teaching Assistant Award (MIT Sloan, 2010)
- INFORMS Optimization Society Best Student Paper Prize for “*Optimality of Affine Policies in Multi-stage Robust Optimization,*” (November, 2009)
- Kao Fellowship for academic performance (Harvard, 2005-2006)
- Derek Bok Prize for excellence in teaching (Harvard, 2006)
- Nominated twice for the School of Engineering and Applied Sciences Teaching Award (Harvard, 2005-2006)
- Membership in the *Tau Beta Pi* Engineering Honors Society (Yale, 2003)
- Recipient of the special merit scholarship, awarded to the six best students in the university (Politehnica University, Bucharest 2001-2002)
- Member of the Romanian Team for the International Physics Olympiad (2000)
- Gold medal at the International Physics Contest (Sopron, Hungary 2000)
- Various prizes in the Romanian National Physics Olympiad and the Traian Lalescu Mathematics Contest (1995-2001)

GRANTS

Abacus Analytics: PI on grant for \$45,528, conducting empirical and computational studies of customer choice and dynamic pricing practices for the theatre industry.

INVITED
SEMINARS

- London Business School (10/2016)
- Case Western Reserve University (09/2016)
- New York University, Stern School of Business (09/2016)
- Washington University in St. Louis, Olin Business School (02/2016)
- University of British Columbia, Sauder School of Business (02/2016)
- Northwestern University, Kellogg Graduate School of Management (02/2016)
- Cornell University, ORIE Department (02/2016)
- University of Pennsylvania, The Wharton School, OIDD Seminar (01/2016)
- Columbia University, Graduate School of Business (01/2016)
- Santa Clara University, Leavey School of Business, Santa Clara, CA (05/2015)

- Washington University in St. Louis, Olin Business School (05/2015)
- University of Washington, Foster School of Business (04/2015)
- MIT, Sloan School of Management (03/2015)
- University of Chicago, Booth School of Business (10/2014)
- Stanford University, Graduate School of Business (Accounting seminar, 09/2014)
- Stanford University, Graduate School of Business (OIT seminar, 05/2014)
- Columbia University, Graduate School of Business and IEOR Department (11/2013)
- University of Southern California, Department of Industrial Engineering (04/2013)
- Carnegie Mellon University, Tepper School of Business (04/2013)
- Tilburg University, Department of Econometrics and Operations Research (03/2013)
- ETH, Department of Information Technology and Electrical Engineering (03/2013)
- Stanford University, Graduate School of Business (OIT seminar, 10/2011)
- Duke University, Fuqua School of Business (09/2010)
- IBM T. J. Watson Research Center, Business Analytics & Math Sciences (07/2010)
- Northwestern University, Industrial Engineering and Management Sciences (02/2010)
- IBM T. J. Watson Research Center, Business Analytics & Math Sciences (02/2010)
- Columbia University, Graduate School of Business (02/2010)
- University of Chicago, Booth School of Business (02/2010)
- London Business School (02/2010)
- London School of Economics, Department of Management (01/2010)
- New York University, Stern School of Business (01/2010)
- University of Pittsburgh, Industrial Engineering Department (01/2010)
- University of Rochester, Simon School of Business (01/2010)
- Stanford University, Graduate School of Business (OIT seminar, 01/2010)
- MIT, Sloan School of Management (12/2009)
- Northwestern University, Kellogg Graduate School of Management (12/2009)

CONFERENCE
PRESENTATIONS

- Supply Chain and Finance Symposium, Madrid, Spain (06/2014).
- Supply Chain Finance & Risk Management Conference, St. Louis, MO (05/2016).
- INFORMS Meeting, Philadelphia, PA (10/2015).
- Applied Probability Conference, Istanbul, Turkey (07/2015).
- MSOM Conference, Toronto, Canada (06/2015).
- COER Conference, Harvard Business School, Cambridge, MA (06/2015).
- Supply Chain Finance & Risk Management Conference, St. Louis, MO (05/2015).
- Supply Chain and Finance Symposium, Barcelona, Spain (06/2014).
- MSOM Conference, Seattle, WA (06/2014).
- INFORMS Meeting, Minneapolis, MN (10/2013).
- MSOM Conference, Fontainebleau, France (07/2013).
- NUS Workshop on Optimization under Uncertainty, Singapore, Singapore (12/2012).
- INFORMS Meeting, Phoenix, AZ (10/2012).
- ISMP Conference, Berlin, Germany (08/2012).
- Workshop on Robust Optimization, Banff, Canada (05/2012).
- INFORMS Optimization Society Conference, Miami, FL (02/2012).
- INFORMS Meeting, Charlotte, NC (11/2011).

- DIMACS Workshop on Risk-averse Decision Making, New Brunswick, NJ (05/2011).
- INFORMS Meeting, Austin, TX (11/2010).
- ISMP Conference, Chicago, IL (08/2009).
- Northeast Control Workshop, CMU, Pittsburgh, PA (04/2009).
- 48th IEEE Conference on Decision and Control (CDC), Shanghai, China (12/2009).
- MSOM Conference, Cambridge, MA (06/2009).

PROFESSIONAL
SERVICE

Stanford Graduate School of Business

- Faculty Liaison for OIT Ph.D. program (2014-2016)
- Co-organizer of the OIT seminar (2014-2016)
- Member in the Stanford GSB Academic Coordinating Committee (2014-2015)

Journals and Community

- Associate Editor for *Operations Research* and *Computational Management Science*
- Guest Editor for *Computational Management Science* (special issue on “Robust Optimization”)
- Reviewer for *Management Science*, *Operations Research*, *Manufacturing & Service Operations Management*, *Production and Operations Management*, *Mathematics of Operations Research*, *Mathematical Programming*, *IEEE Transactions on Automatic Control*, *SIAM Journal of Optimization*, *SIAM Journal on Control and Optimization*, *Discrete Optimization*, and *European Journal of Operational Research*
- Referee for MSOM Student Paper Competition (2012, 2013, 2015, 2016)
- NSF grant evaluation panel (2016)

DOCTORAL
DISSERTATION
COMMITTEES

Stanford University

- Kenneth Moon, Graduate School of Business - OIT, 2015
- Michael Bloem, Management Science & Engineering, 2015
- Daniel Russo, Management Science & Engineering, 2015
- Martin Valdez-Vivas, Management Science & Engineering, 2014
- Diana Negoescu, Management Science & Engineering, 2014
- Erjie Ang, Graduate School of Business - OIT, 2014

LANGUAGES

Romanian (native), English (fluent), German, French (conversational).

COMPUTER
SKILLS

- Languages: C/C++, Python
- Scientific Computing: MATLAB, Mathematica
- Mathematical Modeling: AMPL, OPL, CPLEX, LP-solve, Yalmip, SeDuMi, SDPT3
- Platforms: Unix/Linux, Windows, Mac OS X