

# Nur (Ayvaz) Cavdaroglu

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## CONTACT

### INFORMATION

Instructor, Kadir Has University

Kadir Has Caddesi

Cibali 34083 Istanbul, Turkiye

Office: +90(212) 5336532 -  
1607

E-mail:

nur.cavdaroglu@khas.edu.tr

## WORK

### EXPERIENCE

Assistant Professor, *Kadir Has University* **September 2012 - present**

Post-doc researcher, *Syracuse University* **September 2011 - September 2012**

Graduate Assistant, *Columbia University* **September 2005 - August 2011**

Intern, *IQ International Quality Consulting and Organization* **Summer 2004**

Intern, *TAI (Turkish Aerospace Industries, Inc.)* **Summer 2003**

## RESEARCH

### INTERESTS

Revenue Management and Pricing, Behavioral Studies in RM, Supply Chain Management, OR Applications in Agriculture, Waste Management and Health Care Operations.

## EDUCATION

**Columbia University**, New York, NY USA

Ph.D., Industrial Engineering and Operations Research, August 2011

- Thesis Topic: *Revenue Management Applications in Unconventional Areas*
- Advisors: Associate Professor Soulaymane Kachani, *IE & OR department*; David and Lyn Sylfen Professor Costis Maglaras, *Decision, Risk and Operations Division, Graduate School of Business, Columbia University*

M.S., Industrial Engineering and Operations Research, June 2006

**Middle East Technical University**, Ankara, Turkey

B.S., Industrial Engineering, June 2005

## SELECTED

### PUBLICATIONS

Ayvaz-Cavdaroglu, N., Kazaz, B., Webster, S. Incentivizing Farmers to Invest in Quality through Quality-Based Payment. Forthcoming in *Production and Operations Management*, 2021. **SCI Expanded**

Topaler, B., Ayvaz-Cavdaroglu, N. Understanding the Relationship Between University Characteristics and Prestige. Forthcoming in *International Journal of Organizational Analysis*, 2021. **Scopus**

Ayvaz-Cavdaroglu, N. A multiple criteria decision analysis for agricultural planning of new crop alternatives in Turkey *Journal of Intelligent and Fuzzy Systems*, 2021, DOI: 10.3233/JIFS-201701. **SCI Expanded**

Firtina-Ertis, I., Ayvaz-Cavdaroglu, N., Coban, A. An optimization-based analysis of waste to energy options for different income level countries *International Journal of Energy Research*, 2021, <https://doi.org/10.1002/er.6562> **SCI Expanded**

Ayvaz-Cavdaroglu, N. Joint Pricing and Ordering Problem with Charitable Donations *Sustainability*, 2020, 12(17), 6950. **SSCI-SCI Expanded**

Ayvaz-Cavdaroglu, N., A. Coban and I. Firtina-Ertis. Municipal solid waste management via mathematical modeling: A case study in İstanbul, Turkey. *Journal of Environmental Management*, 2019, 244, 362-369. **SCI Expanded**

Ayvaz-Cavdaroglu, N., D. Gauri and S. Webster. Empirical Evidence of Revenue Management in the Cruise Industry. *Journal of Travel Research*, 2019, 58(1), 104-120. doi:10.1177/0047287517737178 **SSCI-SCI Expanded**

Ayvaz-Cavdaroglu, N. Using Fuzzy Set Theory in the Comparison of Customer Satisfaction Levels. *SDU Journal of Natural and Applied Sciences*, 2019, *Special Issue*, 23, 163-168.

Coban, A., Firtina-Ertis, I. Ayvaz-Cavdaroglu, N. Municipal Solid Waste Management via Multi-Criteria Decision Making methods: A case study in Istanbul, Turkey. *Journal of Cleaner Production*, 2018, 180, 159-167. doi:10.1016/j.jclepro.2018.01.130 **SCI Expanded**

Ayvaz-Cavdaroglu, N. Effective Pricing Strategies for Organic Agriculture Products under the Community Supported Agriculture (CSA) Model. *BALCOR 2018 Proceedings*

Ayvaz-Cavdaroglu, N., S. Kachani and C. Maglaras. Revenue Management with Minimax Regret Negotiations. *Omega, The International Journal of Management Science*, 2016, 63, 12-22. doi:10.1016/j.omega.2015.09.0092015. **SSCI-SCI Expanded**

Ayvaz, N., and T.Huh. Allocation of Hospital Capacity to Multiple Types of Patients. *INFORMS Journal of Revenue and Pricing Management*, 2010, 9, 386-398. **Scopus**

BOOKS AND BOOK CHAPTERS Buyukboyacı, M. and Ayvaz-Cavdaroglu, N. **Ekonomide Yarismaların Motivasyonu Etkisi**. *Efil Yayınevi*, 2018.

Ayvaz-Cavdaroglu, N. Recent Behavioral Studies in Operations Management. Chapter 58 of **The Most Recent Studies in Science and Art**, *Gece Academic Publishing*, 2018.

Ayvaz-Cavdaroglu, Chapter 7 of **Uretim Yonetimi**, *Palme Yayıncılık*, 2017.

PROJECTS Teorik Gelir Yonetimindeki Fiyatlandırma Modellerinin Gerçek Karar Vericilerin Kararlarıyla Uyumunun İncelenmesine Yönelik Bir Davranışsal Çalışma, TÜBİTAK 3501 KARIYER PROJESİ *March 2019-Present*

Behavioral Studies in Revenue Management, Kadir Has University Individual Research Fund *March 2017 - March 2018*

WORKING PAPERS Erkol, C., Ayvaz-Cavdaroglu N., Agca E. **An Experimental Study for Analyzing the Pricing Decisions in a Competitive Environment**, *submitted to International Transactions in Operational Research*, 2021.

Akbay, U. Ayvaz-Cavdaroglu N. **Pricing Decisions in Revenue Management: An Experimental Investigation**. *submitted to Journal of Operations Management*, 2021.

TEACHING  
EXPERIENCE

**Kadir Has University**, Istanbul, Turkey

*Instructor*

**September 2012 - present**

- MBAD520 - Production and Operations Management
- MBA541 - Quantitative Decision Analysis
- MBA520 - Data Analysis and Business Statistics
- MBA526 - Supply Chain Management
- BA656 - Multivariate Data Analysis (co-instructor)
- BA101 - Introduction to Business Administration
- BA325 - Quantitative Decision Making
- BA351 - Operations Management
- BA435 - Supply Chain Management
- BA412 - Total Quality Management
- BA434 - Business Forecasting Techniques

**Columbia University**, New York, NY USA

*Graduate Teaching Assistant*

**September 2005 to May 2011**

- Operations Consulting
- Logistics and Transportation
- Pricing and Revenue Operations
- Business Forecasting
- Probability and Statistics
- Network Flows
- Game Theory

PROFESSIONAL  
ACTIVITIES

***Managerial Activities***

- University Research Commission Member *September 2020-Present*
- Core Curriculum coordinator *January 2019-June 2020*
- Double major/Minor departmental coordinator *September 2018-Present*
- Erasmus departmental coordinator *September 2013-September 2018*
- MBA coordinator *September 2013-September 2014*

***Theses/Graduation Projects supervised***

- “A Behavioral Study for Examining the Compliance of Pricing Models in Revenue Management Theory with the Decisions of Human Decision Makers” by Cüneyt Erkol, Master of Science Thesis in Industrial Engineering *September 2019-September 2020*
- “The Impact of HRM Practices on Job Satisfaction in Yemen: The Case of ALKURAIMI Bank” by Abdulraqeb Alabarah, MBA Thesis *September 2017-January 2019*
- “A Study in Sharing Economy Uber’s Value Creation Process” by Ayham Al Wann, MBA Thesis *September 2017-June 2018*
- “Managing the Supply Chain Network of Metro Cash & Carry” by Burak Tekkeli, MBA Graduation Project *September 2016-June 2017*
- “Comparison of pricing policies and the sales volumes of two automobile models” by Bengisu Celik, MBA Graduation Project *June 2016-January 2017*
- “Ethics in the Supply Chain Management” by Hajar Laamyem, MBA Graduation Project *June 2016-January 2017*

- “The Effectiveness and Structural Patterns Observed in the NGO’s Working for Education in Pakistan” by Basma Amin, MBA Graduation Project *May-September 2016*
- “The Use of Data Mining Techniques for Competitive Advantage in the Turkish Consumer Credit Sector” by Anas Jaweesh, MBA Graduation Project *May-September 2015*
- “A realistic View of the Possibility of Commercial Use of Solar Energy in Libya” by Nabil Ikhleif, MBA Graduation Project *May-September 2015*
- “Lojistik Isletmesinde Risk Odakli Bir Yonetim” by Nilay Kaba, MBA Dissertation Thesis (in Turkish) *September 2012-June 2013*

### **Talks**

- “Stokastik Talep Altındaki İkameler için Çoklu Fiyatlandırma Kararlarının Deneysel Analizi” with *M. Büyükboyacı*, *YAEM Kongresi, Haziran 2021*
- “A Behavioral Experiment Regarding Pricing Decisions in Competitive Settings” with *C. Erkol, E. Ağca*, *INFORMS Annual Meeting, November 2020*
- “A Behavioral Experiment Regarding Pricing Decisions” with *C. Erkol, E. Ağca*, *INFORMS Annual Meeting, October 2019*
- “Municipal Solid Waste Management via Mathematical Modelling” with *I. Firtina-Ertis, A. Coban*, *ICOEST, September 2018*
- “Effective Pricing Strategies for Organic Agriculture Products under the Community Supported Agriculture (CSA) Model” *BALCOR, June 2018*
- “Behavioral Studies in Revenue Management” with *U. Akbay*, *GJCIE, July 2017*
- “Gelir Yonetimi Alanında Davranışsal Çalışmalar” with *U. Akbay*, *YAEM, June 2017*
- “Agricultural Cooperative Pricing of Premium Product” with *B. Kazaz, S. Webster*, *28th European Conference on Operational Research (EURO), July 2016*
- “Kısa Gıda Tedarik Zinciri Modellerine Genel bir Bakış: Bireysel Tüketicilerden Gıda Topluluklarına” with *B. Aslan*, *YAEM, June 2016*
- “Agricultural Cooperative Pricing of Premium Product” with *B. Kazaz, S. Webster*, *IFORS 20th Conference of the International Federation of Operational Research Societies, July 2014*
- “Pricing and Advertising in the Cruise Line Industry” with *D. Gauri, S. Webster*, *INFORMS Revenue management and Pricing Section Conference, June 2014*
- “Production Planning Problem in an Agricultural Supply Chain under Yield Uncertainty with Yield- and Quality-Dependent Price” with *B. Kazaz, S. Webster*, *IIE The Global Reach of Industrial Engineering Conference & YAEM, July 2013*
- “Pricing Problem of a Monopolist in the Presence of Investors” with *A. Sadighian, S. Kachani*, *INFORMS Annual Meeting, November 2011*
- “An Analysis of Dynamic Bilateral Negotiations” with *S. Kachani, C. Maglaras*, Sponsored Session, *INFORMS Annual Meeting, November 2010*
- “An Analysis of Dynamic Bilateral Negotiations” with *S. Kachani, C. Maglaras*, *INFORMS Revenue Management and Pricing Session, University of Cornell, June 2010*
- “Revenue Maximization in a Market Where Buyers Post Their Price” with *S. Kachani, C. Maglaras*, Sponsored Session, *INFORMS Annual Meeting, October 2009*

TECHNICAL AND  
PERSONAL SKILLS

Technical Skills:

- MATLAB, Mathematica, CPLEX, IBM SPSS Modeler, SPSS Statistics
- Programming: C, C++, Visual Basic
- ARENA, Minitab
- LINDO, LINGO
- Computer Applications: T<sub>E</sub>X, Microsoft Office Programs

Language Skills:

- Native in Turkish
- Fluent in English
- Intermediate Level at French, German

AWARDS &  
HONORS

Post-doc research fellowship, Syracuse University, 2011-2012.

Graduate student fellowship, Columbia University, 2005-2011.

Valedictorian, METU Industrial Engineering Department (1st among 103 graduates), 2005.

DAAD Scholarship receiver for Summer School in FUBIS, Berlin, 2004.

TUBITAK (Turkish Scientific and Technical Research Council) National Chemistry Olympics Finalist, 1999.

TUBITAK (Turkish Scientific and Technical Research Council) National Mathematics Olympics 1st Rank in Mediterranean Region, 1998.