

## *CURRICULUM VITAE*

### **TERRY E. DANIEL**

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#### **EDUCATION**

B. Eng. (Electrical)	McGill University
S.M. (Electrical Eng'g)	Massachusetts Institute of Technology
Ph.D. (Business)	Stanford University

#### **PROFESSIONAL EXPERIENCE**

**Currently:** Professor of Management Science, School of Business, University of Alberta.

**Previous:** Member of Technical Staff, Bell Labs, Holmdel, NJ  
Decision Analyst, Stanford Research Institute, Menlo Park, CA.

#### **BRIEF PROFESSIONAL SUMMARY:**

Terry Daniel is a member of the Department of Finance and Management Science in the School of Business. He served as Associate Dean of Alberta's MBA program from 1990 to 1995 and currently teaches in both the graduate and undergraduate programs at Alberta as well as in the joint Executive MBA program offered by Alberta and the University of Calgary and at the Banff School of Advanced Management. In addition, he has offered decision analysis and negotiation workshops and consulted for organizations including Rhone-Poulenc Rorer, Canspec Engineering, Enbridge, Bantrel, BDP Law, Alberta Energy Company, the Consulting Engineers of Alberta, the Status of Women Agency in the Canadian Government, the Katz Group, Micralyne, Canadian Western Bank and EPCOR. Dr. Daniel has won all of the School of Business's major teaching awards and has on several occasions been selected as the top instructor in the MBA program. In 2002, he was the winner of the Rutherford Award given annually to the best teachers campus-wide at the University of Alberta. In 2005 he was named a co-recipient of the first Unit Teaching Award at the University of Alberta. He teaches operations management, bargaining and negotiations, decision analysis, game theory and competitive strategies.

His research is currently in the area of competitive strategies and negotiation. Much of this research uses the methods of experimental economics in which decision-makers are placed in a simulated decision environment and rewarded according to the effectiveness of the decisions that they make. Articles have been published in the American Economic Review, the Journal of Mathematical Psychology, the Journal of Economic Theory, the Journal of Economics, Behavior and Organizations, Canadian Public Policy, Operations Research and the Energy Journal, among others.

## **PUBLICATIONS**

### **Books**

Mathematical Dictionary for Economics and Business Administration (with W. Scrapek and R. Korkie), Allyn and Bacon Inc., 1976, 369 pp.

### **Ph.D. Thesis**

"An Analysis of Distributional Equity," Ph.D. dissertation, Stanford University, 1974 (supervised by Robert B. Wilson).

### **Journal Articles**

"A Revised Concept of Distributional Equity," Journal of Economic Theory, Vol. 11 (August 1975).

"Pitfalls in the Theory of Fairness - Comment," Journal of Economic Theory, Vol. 19 (December 1978).

"An Alberta Energy Planning Model" (with H.M. Goldberg) in Ziemba, W.T., Koenigsberg, E. and Schwartz, S., eds., Energy Policy Modeling: United States and Canadian Experiences, Martinus Nijhoff Social Science Division, Hingham, Mass. (1980).

"Uses of the Balance Model for Canadian Energy Policy Analysis" (with H.M. Goldberg), International Journal of Energy Systems, Vol. 1, No. 1 (January 1981).

"Dynamic Equilibrium Energy Modeling: the Canadian Balance Model" (with H.M. Goldberg), Operations Research, Vol. 29, No. 5 (October 1981).

"Moving Towards World Pricing for Oil and Gas" (with H.M. Goldberg), Canadian Public Policy, Vol. 8 (Winter 1982).

"A Note on the Economics of Exhaustible Resources Under Production Capacity Constraints" (with H.M. Goldberg), Operations Research Letters, Vol. 1, No. 4 (1982).

"A Decision Theory Example in Football" (with C.T.L. Janssen), Decision Sciences, Vol. 15, No. 2 (Spring 1984).

"Canadian Natural Gas Exports to the U.S.: A Monopolistic Intertemporal Analysis" (with H.M. Goldberg and J.A. Weyant), The Energy Journal, Vol. 5, No. 4 (1985).

"Modeling Key Canadian Energy Policy Issues" (with H.M. Goldberg), Energy Models and Studies, edited by B. Lev, Studies in Systems and Management Science Series, Amsterdam: North-Holland Publishing Company (1985).

"Optimization of the Waferboard Production Process" (with T.I.J. Grabowski and C.T.L. Janssen), Production Management: Methods and Studies, special issue of Studies in Management Science and Systems, edited by B. Lev, North Holland: Elsevier Science Publishers (1986).

"More on the Relative Age Effect" (with C.T.L. Janssen), CAPHER Journal, Vol. 53, No. 2 (March-April 1987).

"A Decision Model for a Sequential Testing Problem in Civil Engineering" (with C.T.L. Janssen), IMA Journal of Mathematics in Management, Oxford University Press, Vol. 2 (1989).

"Strategic Play and Adaptive Learning in the Sealed Bid Bargaining Mechanism". (with D. Seale, and A. Rapoport), Journal of Mathematical Psychology, (lead article) August, 1998.

"Reinforcement-Based Adaptive Learning in Asymmetric Two-Person Bargaining with Incomplete Information", (with A. Rapoport and D. Seale), Journal of Experimental Economics, Volume 1, No. 3, pp. 221-253, Kluwer Academic 1998.

"Electricity Deregulation in Alberta: A Risky Proposition" (with A. Plourde, R. Hyndman and M. Loenen), Gestion, March 2000.

"The Information Advantage in Two Person Bargaining with Incomplete Information" (with A. Rapoport and D. Seale), Journal of Economics, Behavior and Organizations 2001.

"The Sealed-Bid Double Auction Mechanism: Strategic Play and Reinforcement-Based Learning in Asymmetrical Two Person Bargaining Under Incomplete Information." (with A. Rapoport and D. A. Seale) Handbook for Experimental Results edited by Vernon Smith and Charles Plott, Elsevier, 2003.

"Fair Efficient and Envy-Free Bargaining: An Experimental Test of the Brams-Taylor Adjusted Winner Mechanism" (with Jim Parco ) Group Decision and Negotiation Vol 14, No. 3, pp. 241-264, Kluwer Academic 2005.

"Electricity Industry Restructuring: The Alberta Experience" (with J.A. Doucet and A. Plourde) in Electric Choices, Deregulation and the Future of Electric Power, editor Andrew N. Kleit; Rowman and Littlefield, London 2006.

"Departure Times in Y-Shaped Traffic Networks with Multiple Bottlenecks" (with A. Rapoport and Eyran Gisches), American Economic Review, December 2009.

### **Research in Progress**

"The Impact of Information Provision in a Congestible Traffic Network" (with A. Rapoport, Eyran Gisches and Robin Lindsey), Economic Sciences Lab, University of Arizona, 2010.