Niam Yaraghi

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Academic Positions

University of Miami

Assistant Professor of Business Technology, Miami Herbert Business School, 2020−present

University of Connecticut

Assistant Professor of Operations & Information Management, School of Business, 2017−20

The Brookings Institution

Nonresident Senior Fellow, Center for Technology Innovation, 2021−present
Nonresident Fellow, Center for Technology Innovation, 2017−21
Fellow, Center for Technology Innovation, 2014 − 17

Education

Ph.D., Management Science & Systems, State University of New York at Buffalo, 2010 − 14

Dissertation Title: Essays on Health Information Exchange: Adoption, Usage and Patient Privacy

M.Sc., Project Management & Operational Development, Royal Institute of Technology, 2008 − 09

B.Sc., Industrial Engineering, Isfahan University of Technology, 2002 − 07

Awards

2018, Nominated for Best Problem-Driven Analytical Research Paper; Decision Sciences Institute

2017, Best Research in Progress Award; Workshop on Information Technology and Systems

2016, Privacy Scholars Fellowship; Antonin Scalia Law School, George Mason University

2015, Young Researcher Award; Workshop on Health Information Technology & Economics

2015, Fifty Leaders in Health IT; Becker's Health IT and CIO Review

2013, Dean's Award; SUNY at Buffalo School of Management

2013, SAS Global Forum Student Scholarship Award; SAS Institute

2012, Best Poster Award; SUNY at Buffalo School of Management

2011, Nominated for Best Paper Award; Workshop on Information Technology and Systems

2009, Best Student Paper Award; Society for Risk Analysis

Research Grants *(total: $419,284)*

2021, University of Miami, Provost's Research Award; $16,500

Preventing the Mass Exodus, Examining the Turnover Among Nursing Homes' Staff

2016, California Health Care Foundation; $95,000

Examining the Effects of HIPAA Omnibus Rules on Reducing Privacy Breaches among Business Associates

2016, David M. Rubenstein Grant; $95,000

(How) Should We Regulate Uber? Analysis of the Regulatory Aspects of Ride Sharing Services in India

2016, National Institute for Health Care Management Foundation; $60,712

An Empirical Investigation on Potential Manipulation in Nursing Homes' Rating System

2015, California Health Care Foundation; $128,072

Documenting the Lessons Learned from Recent Privacy Breaches in Health Care Sector

2014, Department of Health and Human Services (subcontract form MITRE Corporation); $24,000

Development of ONC Health IT Policy & Business Framework

Publications

Articles in Business Journals

1. "Impact of Health Information Exchange Adoption on Referral Patterns", forthcoming at *Management Science*, with Eftekhari, S., Gopal, R., Ramesh, R.

2. "Influence in Social Media: An Investigation of Tweets Spanning the 2011 Egyptian Social Movement", *MIS Quarterly* 45(3): 1679-1714, 2021, with Venkatesan, S., Valecha, R., Oh, O., Rao, R.

3. "Doctor's Orders or Patient's Preferences? Examining the Role of Physicians in Patients' Privacy Decisions on Health Information Exchange Platform", *Journal of the Association for Information Systems* 20(7): 928-952, 2019, with Gopal, R. and Ramesh, R.

4. "Winning at All Costs: Analysis of Inflation in Nursing Homes' Rating System", *Production & Operations Management* 27(2): 215-233, 2018, with Han, X. and Gopal, R.

5. "Health Information Exchange as a Multi-Sided Platform: Adoption, Usage and Practice Involvement in Service Co-Production", *Information Systems Research* 26(1): 1–18, 2015, with Du, A., Sharman, R., Gopal, R., Ramesh, R.

Articles in Health Policy & Informatics Journals

6. "Dark Clouds and Silver Linings: Impact of COVID-19 on Internet Users' Privacy", *Journal of the American Medical Informatics Association Open* 4(4): 1–6, 2021, with Gopal, R., Hidaji, H., Patterson, R.

7. "Compress the Curve: A Cross Sectional Study of Variations in COVID-19 Infections Across California Nursing Homes", *BMJ Open*, 11:e042804, 2021, with Goapl, R. and Han, X.

8. "(How) Did Attack Advertisements Increase Affordable Care Act Enrollments?", *PLoS ONE*, 15(2): e0228185, 2020, with West, D,. Gopal, R., Ramesh, R.

9. "The Role of HIPAA Omnibus Rules in Reducing the Frequency of Medical Data Breaches: Insights from an Empirical Study", *Milbank Quarterly* 96(1): 144-166, 2018, with Gopal, R.

10. "How Online Quality Ratings Influence Patients' Choice of Medical Providers: A Controlled Experimental Survey Study", *Journal of Medical Internet Research* 20(3): e99, 2018, with Gao, G. and Agarwal, R.

11. "An Empirical Analysis of the Financial Benefits of Health Information Exchange in Emergency Departments", *Journal of the American Medical Informatics Association* 22(6): 1169–1172, 2015.

12. "Drivers of Information Disclosure on Health Information Exchange Platforms: Insights from an Exploratory Empirical Study", *Journal of the American Medical Informatics Association* 22(6): 1183-1186, 2015, with Sharman, R., Gopal, R., Ramesh, R., Singh, R.

13. "Professional and Geographical Network Effects on Healthcare Information Exchange Growth: Does Proximity Really Matter?", *Journal of the American Medical Informatics Association* 21(4): 671–678, 2014, with Du, A., Sharman, R., Gopal, R., Ramesh, R., Singh, R., Singh, G.

Articles in Computing & Engineering Journals

14. "Catching Them Red-handed: Optimizing the Nursing Homes' Rating System", *ACM Transactions on Management Information Systems*, 10(2): 7,2019, with Han, X. and Gopal, R.

15. "Do Health Information Exchanges Deter Repetition of Medical Services?", *ACM Transactions on Management Information Systems* 8(1): 2, 2017, with Eftekhari, S., Singh, R., Gopal, R., Ramesh, R.

16. "Comparison of AHP and Monte Carlo AHP Under Different Levels of Uncertainty", *IEEE Transactions on Engineering Management* 62(1): 122–132, 2015, with Tabesh, P., Guan, P., Zhuang, J.

17. "Network Effects in Health Information Exchange Growth", *ACM Transactions on Management Information Systems* 4(1): 1, 2013, with Du, A., Sharman, R., Gopal, R., Ramesh, R.

Policy Reports

1. "How HIPAA omnibus rules effectively reduced the number of data breaches among health care providers' business associates", *The Brookings Institution*, March 2018, with Gopal, R.

2. "(How) Should We Regulate Uber? Analysis of the Regulatory Aspects of Ride Sharing Services in India", *The Brookings Institution*, December 2016, with Ravi, S.

3. "Five-star Ratings for Sub-par Service: Evidence of Inflation in Nursing Home Ratings", *The Brookings Institution*, December 2016, with Han, X., Gopal, R.

4. "Hackers, Phishers, and Disappearing Thumb Drives: Lessons Learned from Major Health Care Data Breaches", *The Brookings Institution*, May 2016.

5. "Benefits of Health Information Exchange Platforms: Measuring the Returns on a Half a Billion Dollar Investment", *The Brookings Institution*, May 2015.

6. "A Sustainable Business Model for Health Information Exchange Platforms: The Solution to Interoperability in Health Care IT", *The Brookings Institution*, January 2015.

7. "The Emerging Revolution in Healthcare", *The Brookings Institution*, August 2014, with West, D.

Presentations

Academic Conferences

1. "Economics of Data Protection Policies", *International Conference on Information Systems (ICIS)*, December 2020, with Gopal, R., Hidaji, H., Kutlu, S., Patterson, R.A.

2. "Consideration Set-induced Utility Choice Model for Physicians' Referral Decisions", *Conference on Information Systems Technology (CIST)*, November 2020, with Eftekhari, S., Gopal, R., Ramesh, R.

3. "Modeling Government Policy for Protecting User Privacy on Healthcare Websites", *Conference on Health IT and Analytics (CHITA)*, Washington, D.C, November 2019, with Gopal, R., Hidaji, H., Kutlu, S., Patterson, R.A.

4. "Modeling Government Policy for Protecting User Privacy on Healthcare Websites", *INFORMS Healthcare Conference*, Boston, MA, July 2019, with Gopal, R., Hidaji, H., Kutlu, S., Patterson, R.A.

5. "User Information Sharing on Healthcare Websites", *Annual ISMS Marketing Science Conference*, Roma, Italy, June 2019, with Gopal, R., Hidaji, H., Kutlu, S., Patterson, R.A.

6. "Utility Maximization in Physicians' Referral Networks: Model and Methodology", *Workshop on Information Technologies & Systems (WITS)*, San Francisco, CA, December 2018, with Eftekhari, S., Gopal, R., Ramesh, R.

7. "The Interlinked Effects of Health Information Exchange (HIE) Adoption and Physician Referrals: An Empirical Analysis", *Conference on Information Systems & Technology (CIST)*, Phoenix, AZ, November 2018, with Eftekhari, S., Gopal, R., Ramesh, R.

8. "The Impact of Nursing Home IoT Adoption and Rating System Inflation Control", *Decision Sciences Institute Annual Meeting*, Chicago, IL, October 2018, with Han, X., Gopal, R. **(Nominated for the best problem-driven analytical research award)**

9. "A Framework of a Multi-utility Driven Referral Decision Support System", *Conference on Health IT and Analytics (CHITA)*, Washington, D.C, October 2018, with Eftekhari, S., Gopal, R., Ramesh, R.

10. "Optimizing the Nursing Homes' Rating System", *Workshop on Information Technologies & Systems (WITS)*, Seoul, Korea, December 2017, with Han, X., Gopal, R.

11. "Designing Incentive-Pricing Mechanisms to Promote Health Information Exchange", *Workshop on Information Technologies & Systems (WITS)*, Seoul, Korea, December 2017, with Eftekhari, S., Gopal, R., Ramesh, R. **(Received the best research in progress award)**

12. "Audit or Subsidize? The Impact of IoT Adoption on Nursing Home Rating System", *Workshop on Information Systems and Economics (WISE)*, Seoul, Korea, December 2017, with Han, X., Gopal, R.

13. "Non-Clinical Ratings Provided by Commercial Websites and Clinical Ratings Provided by the Government are Equally Important for Online Users: A Controlled Experimental Survey Study", *Conference on Health IT and Analytics (CHITA)*, Washington, D.C, November 2017, with Wang, W., Gao, G., Agarwal, R.

14. "Participation in Health Information Exchanges and Physicians' Referral Patterns: Are they Mutually Reinforcing?", *Conference on Health IT and Analytics (CHITA)*, Washington, D.C, November 2017, with Eftekhari, S., Gopal, R., Ramesh, R.

15. "Audit or Subsidize? The Impact of IoT Adoption on Nursing Homes' Rating System", *Conference on Health IT and Analytics (CHITA)*, Washington, D.C, November 2017, with Han, X., Gopal, R.

16. "Co-evolution of Health Information Exchange Adoption and Physicians' Referral Networks: A Stochastic Actor-Oriented Paradigm", *Conference on Information Systems & Technology (CIST)*, Houston, TX, October 2017, with Eftekhari, S., Gopal, R., Ramesh, R.

17. "Participation in Health Information Exchanges and Physicians' Referral Patterns: Are they Mutually Reinforcing?",*Symposium on Data Science for Healthcare (DaSH)*, Ridgefield, CT, October 2017, with Eftekhari, S., Gopal, R., Ramesh, R.

18. "Does Health Information Exchange impact Physicians' Referral Patterns?", *Secure Knowledge Management Workshop*, Tampa, FL, October 2017, with Eftekhari, S., Gopal, R., Ramesh, R.

19. "Catching Them Red-handed: Optimizing the Nursing Homes' Rating System", *Workshop on Information Technologies & Systems (WITS)*, Dublin, Ireland, December 2016, with Han, X., Gopal, R.

20. "Drivers and Processes of Patients' Privacy Decisions on Health Information Exchange Platforms", *Workshop on Information Technologies & Systems (WITS)*, Dublin, Ireland, December 2016, with Gopal, R., Ramesh, R.

21. "Catching Them Red-handed: Optimizing the Nursing Homes' Rating System", *Conference on Information Systems & Technology (CIST)*, Nashville, TN, November 2016, with Han, X., Gopal, R.

22. "Do Health Information Exchanges Deter Repetition of Medical Services?", *Workshop on Health Information Technology & Economics (WHITE)*, Washington, DC, October 2016, with Eftekhari, S., Singh, R., Gopal, R., Ramesh, R.

23. "Catching Them Red-handed: Optimizing the Nursing Homes' Rating System", *Workshop on Health Information Technology & Economics (WHITE)*, Washington, DC, October 2016, with Han, X., Gopal, R.

24. "A Graph-Based Model for Improving the Audit Process of a Nursing Home Rating System", *Production & Operations Management Society Annual Conference (POMS)*, Orlando, FL, May 2016, with Han, X., Gopal, R.

25. "An Empirical Investigation on the Prevalence of Manipulation in Nursing Homes' Rating System", *Conference on Information Systems & Technology (CIST)*, Philadelphia, PA, November 2015, with Han, X., Gopal, R.

26. "An Empirical Investigation on the Prevalence of Manipulation in Nursing Homes' Rating System", *Patient-Centric Healthcare Management in the Age of Analytics (Kelly School of Business)*, Bloomington, IN, October 2015, with Han, X., Gopal, R.

27. "An Empirical Analysis of the Financial Benefits of Health Information Exchange in Emergency Departments", *Workshop on Health Information Technology & Economics (WHITE)*, Washington, DC, October 2015. (**Received the young researcher award**)

28. "An Empirical Analysis of the Financial Benefits of Health Information Exchange in Emergency Departments", *INFORMS Healthcare*, Nashville, TN, July 2015.

29. "Disclosure of Medical History on Health Information Exchange Platforms: Rational Drivers, Psychological Cues and Environmental Effects", *Conference on Information Systems & Technology (CIST)*, San Francisco, CA, November 2014, with Sharman, R., Gopal, R., Ramesh, R.

30. "Drivers and Deterrents of Affordable Care Act Enrollment: A State Level Analysis", *Workshop on Health Information Technology & Economics (WHITE)* Washington, DC, October 2014, with West, D., Gopal, R., Ramesh, R.

31. "Health Information Exchange as a Multi-sided Platform: Adoption, Usage and Practice Involvement in Service Co-production", *Workshop on Health Information Technology & Economics (WHITE)*, Washington, DC, November 2013, with Du, A., Sharman, R., Gopal, R., Ramesh, R.

32. "Consenting Adults: Why Do Patients Disclose Their Medical History on Health Information Exchange Platforms?", *Conference on Information Systems & Technology (CIST)*, Minneapolis, MN, October 2013, with Du, A., Sharman, R., Gopal, R., Ramesh, R.

33. "Modeling Practice Efficiencies in Healthcare Information Exchanges and Implications for HIE Network Growth", *Workshop on Information Technologies & Systems (WITS)*, Orlando, FL, December 2012, with Du, A., Sharman, R., Gopal, R., Ramesh, R.

34. "Professional and Geographical Network Effects on HIE growth", *Workshop on Health Information Technology & Economics (WHITE)*, Washington, DC, October 2012, with Du, A., Sharman, R., Gopal, R., Ramesh, R., Singh, R.

35. "Interlinked Network Effects in Healthcare Information Exchange Growth", *Workshop on Information Technologies & Systems (WITS)*, Shanghai, China, December 2011, with Du, A., Sharman, R., Gopal, R., Ramesh, R. (**Nominated for the best paper award**)

36. "Investigating the Role of Twitter Services in the Egyptian Social Movement", *Workshop on Information in Networks (WIN)*, New York, NY, September 2012, with Venkatesan, S., Oh, O., Rao, R.

37. "Clustering Physicians Based on Professional Proximity Using SAS," *SAS Global Forum*, Orlando, FL, April 2012, with Du, A., Sharman, R. Gopal, R., Ramesh, R., Singh, R., Singh, G.

38. "Mining and Merging DATAMONITOR and WRDS Databases with SAS", *SAS Global Forum*, Orlando, FL, April 2012, with Kishore, R., Chen, R.

39. "Application of Monte Carlo Analytical Hierarchy Process in Prioritizing Electronic Medical Record Success Factors", *Symposium on Healthcare Advancements in Research and Practice (SHARP)*, Moorhead, MN, April 2011, with Sharman, R., Singh, R., Singh, G.

40. "A Model For Integrating Quantitative Risk Analysis of Vendor's Environmental Performance Into Supplier Selection Process", *Society for Risk Analysis Annual Meeting*, Baltimore, MD, December 2009, with Hajbagheri, M. **(Received the best student paper award)**

41. "A New Approach to Model Cost and Duration of Projects in Stochastic Environments", *Society for Risk Analysis Annual Meeting*, Baltimore, MD, December 2009, with Hajbagheri, M.

Policy Forums

1. "The Future of Health Information Exchange in the New Healthcare Market", Strategic Health Information Exchange Collaborative, August 2021

2. "COVID-19 and Electronic Health Data", Silicon Flatirons at the University of Colorado Boulder, August 2020, with Konnoth, K., Goodman, A., Hain, S.

3. "Fighting Vaccine Misinfomration Online", National Vaccine Advisory Committee, January 2020, with Culbertson, L., Rutschman, A.

4. "Technology Policy and the Trump Administration", The Brookings Institution, December 2016, with West, D., Hennessey, S., Turner-Lee, N.

5. "Evaluating and Improving the Nursing Home Ratings System", The Brookings Institution, December 2016, with Edelman, T.

6. "Peace Through Entrepreneurship? Improving Middle Eastern security by Creating Jobs", The Brookings Institution, September 2016, with Koltai, S., Sonenshine, S., Hume, C.

7. "As Health Data Exchanges Grow, What Rights Do Patients Have?", Health Privacy Summit, June 2016, with Bhatal, H., Farmer, R., Serkes, K., Konnoth, C.

8. "Outside, In: Unhealthy Hacking: Medical Privacy in the Age of Cyber Attacks", Politico, May 2016, with Chopra, A., Dawson, N.

9. "Innovations in Health", University of Chicago, November 2015, with Gilliam, M.

10. "Assessing the Affordable Care Act's Efficacy, Implementation, and Policy Implications Five Years Later", The Brookings Institution, April 2015, with Kamarck, E., Patashnik, E.

11. "Improving Patient Care through Healthcare Connectivity", The Brookings Institution, October 2014, with West, D., Schwartz, S., Cronin, K., Koslov, T.

Invited Talks

1. December 2020, Governance Studies, The Brookings Institution

2. October 2020, Adam Smith Society, University of California at Berkeley.

3. January 2020, Robinson College of Business, Georgia State University.

4. December 2019, Bauer College of Businesses, University of Houston.

5. December 2019, Price College of Business, University of Oklahoma.

6. November 2019, Lee School of Business, University of Nevada at Las Vegas.

7. October 2019, McIntire School of Business, University of Virginia.

8. June 2018, National Academy of Medicine's Digital Learning Collaborative.

9. March 2018, American College of Cardiology.

10. March 2017, Cleveland Health IT Summit.

11. January 2017, Smith School of Business, University of Maryland.

12. November 2016, eHealth Initiative Executive Roundtable.

13. November 2016, Nanyang Business School, Nanyang Technological University.

14. November 2016, College of Business, Idaho State University.

15. October 2016, Sauder School of Business, University of British Columbia.

16. September 2016, RISE West Healthcare Summit.

17. June 2016, Virginia Local Government Management Association.

18. September 2015, Electronic Health Records Association (EHRA) Government Affairs and Leadership Retreat.

19. July 2015, Healthcare Information & Management Systems Society (HIMSS) Government Relations.

20. November 2014, Department of Economics, University of Nevada at Las Vegas.

21. May 2013, Department of Family Medicine, State University of New York at Buffalo.

22. February 2013, Collage of Information Science and Technology, Pennsylvania State University.

23. December 2011, Graduate School of Management and Economics, Sharif University of Technology.

Professional Activities

Student Advising

1. Saeede Eftekhari, Dissertation committee member; Graduated in 2019; Assistant Professor at Tulane University

2. Xu Han, Dissertation committee member; Graduated in 2019; Assistant Professor at Fordham University

Teaching

Digital Transformation (Graduate)

Big Data Development (Undergraduate)

Big Data Strategy (Undergraduate)

Fundamentals of Business Technology & Innovation (Undergraduate)

Data Mining & Business Intelligence (Graduate)

Visual Analytics (Graduate)

Survival Analysis Using SAS (Graduate)

Reviewing

Information Systems Research, MIS Quarterly, Management Science, Journal of Management Information Systems, Journal of American Medical Informatics Association (JAMIA), Production & Operations Management, Journal of the Association for Information Systems, Information Systems Frontiers

Program Committee Membership

 WITS: 2013-2019, CIST: 2014-2020, ICIS: 2016-2021

Consulting

 Malaffi (Abu Dhabi's HIE)

 WiseCare (Care management startup)

 CONNIE (Connecticut's HIE)

 HEALTHeLINK (Western New York's HIE)

 Surescripts (Nation's largest e-prescribing platform provider)

 Amida Technology Solutions (Health IT consulting firm)

Media Interviews & Press Coverage

As of February 1, 2022, my research has been mentioned at least 222 times in various media outlets including New York Times, MSNBC, CNBC, NPR, Time, MIT Technology Review, C-SPAN, and Bloomberg. A detailed list of media mentions is available at niamyaraghi.com/media-coverage

Last updated: February 1, 2022