

ROBERT JAY NIEWOEHNER III

rniewoeh@iu.edu ([Email](#))

www.rjniewoehner.com

ACADEMIC APPOINTMENTS

Kelley School of Business, Indiana University

- Assistant Professor: July 2022 - Present

EDUCATION

Ph.D., Kenan-Flagler Business School, University of North Carolina, Chapel Hill, 2017-2022

- Department: Operations

M.B.A., Rady School of Management, University of California, San Diego, 2015-2017

- Academic focus on Operations, Supply Chain Management, and Data Analytics

B.S., Virginia Polytechnic Institute and State University, Blacksburg, VA, 2007-2011

- Bachelor of Science, Electrical Engineering (*summa cum laude*), minor in Business Leadership

PUBLISHED & FORTHCOMING JOURNAL ARTICLES

1. Niewoehner, Robert J., Staats, Bradley R. (2022). Focusing Provider Attention: An Empirical Examination of Incentives and Feedback in Flu Vaccinations. ***Management Science***. 68(5), 3680-3702.

Received a favorable report from the *Management Science Reproducibility Project* ([Link](#))

1st Place: 2023 Center for the Business of Life Sciences Conference and Research Paper Competition

2nd Place: 2020 POMS College of Supply Chain Management Best Student Paper Competition

3rd Place: 2021 POMS College of Healthcare Operations Management Best Paper Competition

2. Niewoehner, Robert J., KC, Diwas S., Staats, Bradley R. (2022). Physician Discretion and Patient Pick-up: How Familiarity Encourages Multitasking in the Emergency Department. ***Operations Research***. 71(3), 958-978.
3. Niewoehner, Robert, Xu, Eric, Yoo, Eunae, Jeong, Hyoju (2026). Proceed with Caution: How Broadband Access and Speed Help and Hinder Student Learning Outcomes. Forthcoming at ***Production and Operations Management***.

WORKING PAPERS

1. Niewoehner, Montag. (2026). Pushing Past Patient Ratios: How Real-Time Workload Information Shapes Nurse Assignment, Retention, and Patient Care. Invited to submit a MAJOR REVISION at *Management Science*.
2. Luo, Niewoehner, Xia. (2026). Batch Ordering Across Patients: Diagnostic Queues in Emergency Department Patient Flow. Invited to submit a MAJOR REVISION at *Manufacturing & Service Operations Management*.
3. Xu, Niewoehner, Linderman. (2025). From Groceries to Green Spaces: Linking Built Environment Features to Patient Health.

4. Niewoehner, Xu, Staats. (2024). Limited Movement Means Vanishing Visits: How Patient Willingness to Travel Reordered Healthcare Traffic in the Wake of COVID-19.

PUBLISHED PRACTITIONER ARTICLES

1. Niewoehner, Robert J., Staats, Bradley R. (2019). How do you motivate busy physicians to give more flu shots? *Harvard Business Review*.
2. Niewoehner, Robert J. (2016). Building a Tolerance for Failure. *The Leader*.

PRESENTATIONS

Pushing Past Patient Ratios: Workload Information Shapes Nurse Assignment, Retention, and Patient Care

- INFORMS, San Francisco, CA, November 2026 (planned)
- MSOM Conference, Boston, MA, July 2026
- Emory Goizueta Business School, Invited Seminar, February 2026
- Indiana University Health, December 2025
- Indiana University, November 2025
- INFORMS, Atlanta, GA, October 2025
- Wharton Workshop on Empirical Research in OM, September 2025
- Wisconsin School of Business, Invited Seminar, April 2025
- INFORMS, Seattle, WA, October 2024
- Indiana University, September 2024

Proceed with Caution: How Broadband Access and Speed Help and Hinder Student Learning Outcomes

- INFORMS, Atlanta, GA, October 2025

Movement and Visits: How Patient Willingness to Travel Reordered Traffic in the Wake of COVID-19

- INFORMS, Phoenix, AZ, October 2023
- POMS, Orlando, FL, May 2023
- University of North Carolina, March 2022
- DSI Conference, November 2021

Physician Discretion and Patient Pick-up: How Familiarity Encourages Multitasking in the ED

- INFORMS, Phoenix, AZ, October 2023
- POMS, Orlando, FL, May 2023
- Indiana University, February 2023
- INFORMS, Indianapolis, IN, October 2022
- University of North Carolina, March 2022
- INFORMS Healthcare, July 2021
- INFORMS, November 2020

Focusing Provider Attention: An Empirical Examination of Incentives and Feedback in Flu Vaccinations

- Indiana University, April 2023
- University of California, San Diego, Invited Seminar, April 2023
- Cornell University, January 2022
- Georgetown University, December 2021
- University of South Carolina, December 2021
- Indiana University, December 2021
- University of Utah, December 2021

- University of Minnesota, November 2021
- DSI Conference, November 2021
- INFORMS, Anaheim, CA, October 2021
- INFORMS, October 2021
- Wharton Workshop on Empirical Research in OM, October 2021
- MSOM SIG, June 2021
- POMS, May 2021
- INFORMS, November 2020
- INFORMS, Seattle, WA, October 2019
- INFORMS Healthcare, Cambridge, MS, July 2019

TEACHING EXPERIENCE

Classroom Instructor

- BUS P-304 – Core Operations, Honors Program (IUB, FA22 to Present)
- BUSI 403 – Core Operations, Undergraduate (UNC)

Teaching Assistant

- Core Operations, Executive MBA Program (2019-2021)
- Core Operations, Undergraduate Program (2019-2020)
- Core Strategy & Supply Chain Analytics (Graduate Level), Rady School of Management (2017)

SERVICE ACTIVITIES

Ad-hoc Journal Referee

- *Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, Journal of Operations Management, Service Science, TutORials in OR*

AWARDS

Kelley School of Business, Indiana University, Bloomington

- Finalist for Sauvain Undergraduate Teaching Award for Academic Year 2025-26
- 2025 *Management Science* “Distinguished” Service Award, for those who demonstrate a remarkable commitment to the journal by consistently writing timely, unbiased, and thoughtful reports ([press release](#))
- 2025 M&SOM Meritorious Service Award, which recognizes outstanding service provided over the past year for the M&SOM journal and for the professional community
- 2023 M&SOM Meritorious Service Award, which recognizes outstanding service provided over the past year for the M&SOM journal and for the professional community
- 2022 M&SOM Meritorious Service Award, which recognizes outstanding service provided over the past year for the M&SOM journal and for the professional community

Kenan-Flagler Business School, University of North Carolina, Chapel Hill

- 2022 Latané Outstanding Graduating Student Award
- 2021 Peggy Lee – Sunil Wahal Award for “outstanding, up and coming doctoral candidate”
- 2019 Harvey Wagner Award for research progress

Rady School of Management, University of California, San Diego

- Rady Family Foundation Fellowship

Virginia Polytechnic Institute and State University

- Scholarship Awardee: Science, Math, and Research for Transformation (SMART, 2008-2011)
- Semifinalist for the ECE department's nomination for "Senior of the Year" (2011)
- Dean's List: Fall 2007 to Spring 2011

INDUSTRY EXPERIENCE

Operations Intern, Team Rubicon Global, San Diego, CA, 2016-2017

- Constructed and implemented Team Rubicon's Critical Incident Protocol to be used in planning for unforeseen incidents at home and emergencies on deployments
- Drafted a \$2 Million proposal to fund the Mobile Training Team that will serve as an operational and international command team, enhancing Team Rubicon's reach, response time, and impact capability
- Deployed on Operation Pay Dirt as a volunteer team leader, guiding sifting operations in Ft. McMurray, Canada in the wake of a wildfire that destroyed more than 2,400 homes and buildings

Electronics and Communications Engineer, US Army Civilian, Aberdeen, MD, 2011-2015

- Managed a project of local and external personnel to design and test a system to mitigate the limitations of force protection systems by utilizing interference cancellation technology
- Designed and implemented four high-power computing systems and cooperative software to leverage graphics processor units to extend predictive simulation power to the internet domain
- Capitalized on leadership training opportunities unique to Department of Defense employees, leveraging military and civilian networks to their fullest extent