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Dr. William Gates, Dean, Graduate School of Business and Public Policy, Biography

Naval Postgraduate School, Monterey, CA.

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Dr. William Gates, Associate Professor and Associate Dean of Research, was appointed the Dean of the Graduate School of Business and Public Policy (GSBPP) effective February 1, 2009. A graduate of Yale University (Ph.D.) and UC San Diego, Dr. Gates has been a professor of economics in GSBPP since 1988. Prior to joining NPS he was an economist at the Jet Propulsion Laboratory; he has also served as an adjunct professor of economics at Golden Gate University and the Monterey Institute of International Studies.

He has been widely recognized for teaching excellence, receiving the Administrative Sciences Department Teaching Excellence Award (1992), the RADM John Jay Schiefflin award (1999), the Allen Griffin award (2000) and the Louis D. Liskin award (2008). His teaching interests include Economics and Cost Benefit Analysis, Economics and the Global Defense Environment, Business Modeling and Basic Quantitative Methods in Management.

Dean Gates' current research focuses on game theory and mechanism design applied to both military manpower and acquisition. In military manpower, this research focuses on designing auctions to set retention and voluntary separation bonuses for military personnel using purely monetary incentives or individualized combinations of monetary and non-monetary incentives. This research has also developed a mechanism for setting assignment incentive pay to attract service members to hard-to-fill billets. In acquisition, this research focuses on incentive contracts, procurement auctions, contractor protests and technology transfer. Past research has involved policy analysis, cost-benefit analysis, burden-sharing in defense alliances, and government R&D and technology policy.

Dean Gates' publications include: Experimental Analysis of e-Employment Market Design (with Mark Nissen); An Overview of Agent-and Web-Based Employment Marketspace in the U.S. Department of Defense (with Mark Nissen); A Hybrid Approach to the Valuation of RFID/MEMS Technology Applied to Ordnance Inventory (with Kenneth Doerr and John Mutty); United States Marine Corps Aerial Refueling Requirements: Queuing Theory and Simulation Analysis (with Mitchell McCarthy); Reconsidering Publicness in Alliance Defense Expenditures: NATO Expansion and Burden Sharing (with Katsuaki Terasawa); and Commitment, Threat Perceptions, and Expenditures in a Defense Alliance (with Katsuaki Terasawa).