Nicholas James Brown

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(last updated: October 23, 2022)

EDUCATION

Virginia Tech, Blacksburg, VA   May 2023
Ph.D.: Business Information Technology
Advisors: Paul Benjamin Lowry and Quinton Nottingham

Virginia Tech, Blacksburg, VA
M.A: Data Analysis and Applied Statistics

Liberty University, Lynchburg, VA
M.A: Leadership

Virginia Tech, Falls Church, VA
M.I.T: Business Analytics

Virginia Tech, Falls Church, VA
M.B.A: Information Technology

James Madison University, Harrisonburg, VA
B.B.A: Marketing Information Systems &
Management – Technology, Innovation, and Entrepreneurship

RESEARCH INTERESTS

Behavioral privacy	Information security	Algorithmic surveillance
Machine learning systems	Digital trace data	

TEACHING INTERESTS

Web application & e-commerce	Healthcare technology	Cyber security
Data analytics	Blockchain	

PUBLICATIONS

Ali, S., Lai, F., Dominic, P., **Brown, N**., Lowry, P., and Ali, R. (2021). "Stock market reactions to favorable and unfavorable information security events: A systematic literature review," *Computers & Security*.

RESEARCH IN PROGRESS

Brown, N., Lowry, P., and Nottingham, Q. "The privacy-explainability paradox in conversational machine learning systems: An empirical examination of the role of human involvement in training data privacy," (**accepted at 2022 *MISQ* Author Development Workshop**) target submission to top IS journal.

Brown, N., Mindel, V., Nottingham, Q., and Lowry, P. "Can information privacy and data diversity coexist? Understanding the mechanisms of dark patterns and disclosure behaviors." (Qualitative data collection completed. Quantitative study design ongoing.)

Brown, N., Lowry, P., and Nottingham, Q. "Tracing the evolution of manipulative design practices: A systematic literature review on dark patterns." (ongoing)

Brown, N., Lowry, P., Mindel, V., and Nottingham, Q. "'Click Accept': Investigating the influence of manipulative designs on information disclosure behaviors." (Data collection forthcoming.)

Brown, N., Lowry, P., and Mindel, V. "Digital hoarding as an emerging threat to organizations and society: Understanding what fosters hoarding behaviors in an increasingly digital environment." (Preparing IRB application.)

Brown, N. "Darkside of gamification in financial trading: Moral disengagement, unethical decision making, and the 'Robinhood dilemma'." (Preparing IRB application.)

Brown, N. "Swift trust toward the algorithm or a hidden agent: A mixed-methods investigation." (Preparing IRB application.)

Brown, N. "Do I know you? Understanding the influence of algorithmic classification scores in people search results on future online service sign-up behaviors." (Preparing IRB application.)

Keith, M., Lowry, M., **Brown, N**., and Lowry, P. "Proposing video and textual layered notices to address the conflicting tensions within consumer mobile app privacy policies." (Data collection completed. Data analysis ongoing).

Wu, D., Zhang, J., Moody, G., **Brown, N**., and Lowry, P. "Resolving the 'mobile security notification rejection paradox' by explaining the dual effects of fear control and irritation control in persuasive security communication," submitted as *JAIS* Promise to *Journal of the Association for Information Systems (JAIS)*.

Lowry, P., Moody, G., Parameswaran, S., and **Brown, N**. "Using two-stage meta-analytic structural equation modeling to test protection motivation theory and the extended parallel processing model in information security management research," revision at *Journal of Management Information Systems (JMIS)*.

Rouibah, K., Almarzouq, M., **Brown, N.**, and Lowry, P. "Continuous intention to use e-learning systems in higher education: A systematic literature review," submitted to *Journal of Computer Assisted Learning*.

Zhang, J., Wu, D., **Brown, N**., Lowry, P., and Moody, G. "'Remind me later' in mobile security notifications: What factors lead to users' deferred security coping behavior?" *SIGHCI 2020 Proceedings*. 6. https://aisel.aisnet.org/sighci2020/6 (Data collection ongoing).

Wu, D., Zhang, J., **Brown, N**., Lowry, P., and Moody, G. "Patching the 'human' in information security: Using the inoculation defense to confer resistance against phishing attacks," *SIGHCI 2020 Proceedings*. 7. https://aisel.aisnet.org/sighci2020/7.

WORKING PAPERS

Algorithm aversion and algorithm appreciation: A systematic literature review (IS phenomenon: Human-ML interaction)

Convenience versus privacy: Examining consumer perceptions of computer vision monitoring inside cashierless stores (IS phenomenon: Information privacy)

Data brokers, can I have my virtual self back, please? Using the right to data deletion to prompt protective privacy behaviors (IS phenomenon: Information privacy)

Effects of data privacy regulations on developers' design decisions (IS phenomenon: Privacy)

Explaining the 'Information Self': The unintentional act of slowly dispossessing one's control over self when sharing information digitally over time (IS phenomenon: Surveillance capitalism)

Hello, is somebody there? An empirical study on machine monitoring and privacy intrusion in the context of consumer Internet of Things use (IS phenomenon: Information privacy)

Learning from the past: Why IS researchers are well-suited to study future implications of surveillance-based machine learning systems on STEPS (social, technology, ethics, privacy, and security) concerns
(IS phenomenon: ML systems)

Managing email clutter: A choice architecture-based design using an active choice inbox management tool (IS phenomenon: Information management)

PRESENTATIONS

Brown, N. (2022) "Data brokers, can I have my virtual self back, please? Using the right to data deletion to prompt protective privacy behaviors." International Conference on Information Systems (ICIS 2022), Copenhagen, Denmark, December 9 – 14.

Brown, N. (2022) "Can information privacy and data diversity coexist? Understanding the mechanisms of dark patterns and disclosure behaviors." Chicago's Rising Scholars Conference, Chicago, IL (Virtual), November 1 – 2. **(Chicago Rising Scholar)**

Brown, N. (2022) "The privacy-explainability paradox in conversational machine learning systems: An empirical examination of the role of human involvement in training data privacy." *MIS Quarterly* Virtual Author Development Workshop, June 18, 2022.

Brown, N. (2022) "Viewing the privacy paradox through the lens of dark patterns, mobilization, and malaise: Toward an integrated dual-path privacy interest model." PhD Project Baruch College Research Symposium, New York City, NY, April 28 – 29. **(PhD Project – Baruch College Doctoral Research Fellow)**

Brown, N. (2021) "Darkside of gamification in financial trading: Moral disengagement, unethical decision making, and the *Robinhood dilemma*." 2021 INFORMS Annual Meeting, Anaheim, CA, October 24 – 27.

Brown, N. (2021) "The privacy-explainability paradox in conversational machine learning systems: An empirical examination of the role of human involvement in training data privacy." Harvard's Rising Scholars Conference, Boston, MA (Virtual), October 20 – 21. **(HBS Rising Scholar)**

Brown, N. (2020). "Patching the "human" in information security: Using the inoculation defense to confer resistance against phishing attacks," Proceedings of the Nineteenth Annual Pre-ICIS Workshop on HCI Research in MIS, Virtual Conference, December 12. **(People's Choice Award for Best Presentation)**

Brown, N. (2020) "Can panopticon prevent a pandemic? The impact of surveillance and monitoring of citizens on the containment of COVID-19." Graduate Student Assembly Research Symposium (GSARS), Blacksburg, VA, April 8.

Brown, N. (2020) "Lifestyle tracking through the lens of a dietitian: Understanding the smart age of electronic health records." Department of Human Nutrition, Foods, and Exercise (HNFE), Blacksburg, VA, January 14.

Brown, N. (2019) "An active choice inbox management system to reduce email clutter." 2019 INFORMS Annual Meeting, Seattle, WA, October 20 – 23.

TEACHING EXPERIENCE

Virginia Tech, MIT & MBA Programs   January 2017 – Present
Distance Learning Instructor
Course design: (1) (Graduate) Web application & e-commerce; (2) (Graduate) Healthcare Data Management

1. **Web applications & e-commerce**
Spring 2017	Overall teaching effectiveness score:	5.57/6.00 vs 4.89/6.00 (college mean)
Fall 2017	OTE score:	5.31/6.00 vs 4.89/6.00 (college mean)
Spring 2018	OTE score:	4.67/6.00 vs 5.01/6.00 (college mean)
Sum. 2018	OTE score:	5.35/6.00 vs 4.79/6.00 (college mean)
Fall 2018	OTE score:	5.68/6.00 vs 5.02/6.00 (college mean)
Spring 2019	OTE score:	5.53/6.00 vs 5.02/6.00 (college mean)
Sum. 2019	OTE score:	5.40/6.00 vs 5.18/6.00 (college mean)

2. **Healthcare Data Management**
Sum. 2017	OTE score:	5.57/6.00 vs 5.21/6.00 (college mean)
Sum. 2018	OTE score:	5.61/6.00 vs 4.79/6.00 (college mean)
Sum. 2019	OTE score:	5.70/6.00 vs 5.18/6.00 (college mean)

3. **Healthcare Information Technology**
Sum. 2018	OTE score:	5.56/6.00 vs 5.22/6.00 (college mean)
Sum. 2019	OTE score:	5.76/6.00 vs 5.30/6.00 (college mean)
Sum. 2021	OTE score:	5.62/6.00 vs 5.33/6.00 (college mean)

SERVICE EXPERIENCE

Journal reviewer – Communications of the Association for Information Systems; Journal of the Association of Information Systems; IEEE Transactions on Technology and Society; Information Systems Journal; International Journal of Electronic Commerce; Journal of Cybersecurity Education, Research and Practice; Heliyon   December 2018 – Present

Conference reviewer – ECIS 2020, ISCRAM 2020; ICIS 2020, SIGHCI ICIS 2020, ICIS 2021
ICIS 2021 Best reviewer for Track 7: Cyber-security, Privacy, and Ethics of IS;
ICIS SIGHCI 2020 workshop runner-up for best reviewer   March 2020 – Present

PhD Project – IS panelist, recruiter, IS Doctoral Student Association planning committee
                                                              November 2018 – Present

National Black MBA Association – PhD Project panelist   November 2022

Committee on Improving Online Instruction – Virginia Tech member   April 2020 – May 2020

Collaborator / tutor – Virginia Tech Statistical Applications and Innovations Group (SAIG)
                                                              January 2020 – May 2020

Associate editor and reviewer – ECIS 2020 "Security and privacy" and "Health IT" tracks
                                                              January 2020

Commission on Research – Virginia Tech Graduate Student Delegate   August 2018 – May 2020

Session chair (Information Systems V) – 2019 INFORMS Annual Meeting   October 2019

HBCU/MSI summit – Minority student speaker	Fall 2018
Vice president – Virginia Tech Graduate Student Assembly (GSA)	August 2016 – May 2017

WORKSHOPS AND TRAINING SESSIONS

PhD Project ISDSA Conference	August 2019 – Present
Chicago Rising Scholars Conference	November 2022
MISQ Reviewer Development Workshop	November 2022
MISQ Author Development Workshop	June 2022
Bentley University Strategies for Teaching Success	June 2022
University of Tennessee, Knoxville, Instructor: Dr. Anne Smith. Consortium for the Advancement of Research Methods and Analysis: Interpretive Qualitative Process Data Analysis (scholarship received)	June 2022
New York University Virtual Workshop for Black scholars on Tenure-Track Jobs in Education	June 2022
Baruch College Research Symposium	April 2022
Harvard Rising Scholars Conference	October 2021

AWARDS

Pamplin College of Business General Scholarship and Fellowship Awards	August 2018 – May 2021
Pamplin College of Business Diversity Excellence Award	March 2020
Pamplin College of Business Outstanding Master's Student	March 2017

PROFESSIONAL MEMBERSHIPS

American Society of Professional Estimators (ASPE certification number # 31 00 00-852-0412)

Association for Information Systems (AIS)

Institute for Operations Research and the Management Sciences (INFORMS)

Ph.D. Project – IS Doctoral Student Association (ISDSA)

WORK EXPERIENCE

Virginia Tech, Ph.D. program, Blacksburg, VA *Graduate Assistant*	August 2018 – Present

Virginia Tech, MBA Program, Falls Church, VA   January 2017 – July 2021
Distance Learning Instructor

Virginia Tech, MBA Program, Falls Church, VA   January 2016 – May 2017
Graduate Assistant

HITT Contracting, Falls Church, VA   August 2017 – November 2017
Certified Professional Estimator
- Served as pre-construction estimator on construction projects exceeding $300 million dollars in total value for clients such as:
    o   Amazon, General Dynamics, Volvo, Hyatt, and Navy Federal Credit Union.
- Specialized knowledge in Sitework and Structural trades such as:
    o   Earthwork, Site Infrastructure, Structural Concrete, Structural Steel, Masonry, Landscape, and Pavements.

The Matthew's Group, Purcellville, VA   May 2016 – March 2017
Certified Professional Estimator
- Implemented cloud-based estimating software 'BuildingConnected' throughout organization. This includes:
    o   Creating a minimum viable product using Microsoft Outlook to serve as an outsourcing tool to illustrate effectiveness of adopting a new workflow process.
    o   Implementing and evaluating the cloud-based system within the organization prior to full rollout.
- Generated project estimates for building construction and civil projects, winning a total of $8 million in project awards: Scott Jenkins Memorial Park-Phase 2, Osborn HS Athletic Fields, and World Bank—Building J renovation.

Strittmatter Contracting, LLC, Manassas Park, VA   February 2007 – February 2015
Certified Professional Estimator
- Creator of D.I.R.T Methodology Estimating System: <u>Determine, Investigate, Read, and Takeoff</u>.
- Awarded contracts (serving as a subcontractor) over $1 billion dollars in construction value, such as City Center, DC; United States Institute of Peace, DC; Virginia Tech Research Center, Arlington, VA; and Macerich's Tysons Corner Center, McLean.

ADDITIONAL EXPERIENCE

Pattern Day Trader (self-employed)   January 2015 – January 2016

Invite Properties, LLC   May 2009 – July 2014
Property Manager/ Co-Owner

Rust Vintage Rentals   October 2011 – August 2015
Operations Manager/Business Development/Co-Owner

Certified Personal Trainer   Licensed 2012