

# REPORT OF PUBLICATIONS AND PROFESSIONAL ACTIVITIES

Produced by  
Smeal College of Business Administration  
Division of Research  
Public Version

July 01, 2003 through June 30, 2004

## Department of Accounting

### I. PUBLICATIONS APPEARING DURING THE YEAR

#### In “A” Journals

- Enis, C.**, and **B. Ke**, 2003. The impact of the 1986 Tax Reform Act on income shifting from corporate to shareholder tax bases: Evidence from the motor carrier industry. *The Journal of Accounting Research* 41(1): 65-88.
- Huddart, S.**, and V. Narayanan, 2003. An empirical examination of tax factors and mutual funds’ stock sales decisions. *Review of Accounting Studies* 7 (2/3): 319-341.
- Huddart, S.**, **B. Ke** and K. Petroni, 2003. What insiders know about future earnings and how they use it: Evidence from insider trades. *The Journal of Accounting and Economics* 35 (3): 315-346.

#### Publications in Other Referred Journals

- Barron, O.**, D. Byard, and **C. Enis**, 2004. Leveling the informational playing field. *The Review of Accounting and Finance* 3 (4).
- Covaleski, M., **M. Dirsmith**, and S. Samuel, 2003. Changes in the institutional environment and the institutions of governance: Extending the contributions of transaction cost economics to the management control literature. *Accounting, Organizations and Society* 28 (5): 417-442.
- Ketz, J. E.** and P. Schams, 2004. Goodwill: Have new rules killed mergers? *Journal of Corporate Accounting and Finance* 53-58.

#### Books

- Jablonsky, S.**, 2003. *Management Communications: Integrating Strategy, Control, and Accountability*, (online version available for managerial accounting students).
- Jablonsky, S.**, and **R. Crum**, 2004. *Business & Industry Analysis; Understanding Business through Financial Information*, New York, NY: John Wiley Custom Publishing.
- Ketz, J. E.**, 2003. *Hidden Financial Risk: Understanding Off-Balance Sheet Accounting*, John Wiley and Sons.
- Ketz, J. E.** and B. Schwartz, 2003. *Advances in Accounting Education: Teaching and Curriculum Innovations*, 5, JAI.

## Referred Proceedings

**Barron, O.**, D. Byard, and **C. Enis**, 2003. An alternative framework to supplement interpretations of consensus and accuracy. In *Proceedings: 2003 Annual Meetings of the American Academy of Accounting and Finance*, New Orleans, Louisiana.

**Enis, C.**, 2003. An investigation of rational expectations framing effects on participation in individual retirement accounts. *Program and Proceedings: 2003 Annual Meetings of the American Accounting Association*, Honolulu, Hawaii.

**McKeown, J.**, 2003. The impact of the 1995 private securities litigation reform act on litigation risk and auditor compensation. *IPO Market: Discussion 15th Symposium on Auditing Research*.

## Other Publications

**Givoly, D.**, 2003. Discussion of the influence of culture and corporate governance on the characteristics that distinguish superior analysts. *Journal of Accounting, Auditing, and Finance* 18 (4).

**Jablonsky, S.**, 2004. Changing roles of financial management: Integration and extensions into business & industry analysis. *Financial Executives Research Foundation*.

**Ketz, J. E.**, and C. Herlihy, 2003. Protecting your bank against customer accounting scandals. *ABA Bank Compliance* 14-19.

**Ketz, J. E.**, 2003. Critical numbers: What every director should know about accounting. *D&O Advisor* 35-36.

**Ketz, J. E.**, 2003. SEC's dilemma of principles. *The Accounting World* 22-25.

**Ketz, J. E.**, 2003-2004. The Accounting Cycle: Wash, Rinse, And Spin Column in *SmartPros.com*:

Financial Reporting Risk of Freddie Mac, (July 7, 2003).

Quarterly Pension Data, (July 21, 2003).

Is It Time to Regulate Derivatives? (July 28, 2003).

Principles-Based Accounting: Wishing Doesn't Make It So (Part One, August 4, 2003).

Principles-Based Accounting: Rules Versus Principle (Part Two, August 11, 2003).

Principles-Based Accounting: Addressing Causes Instead of Treating Symptoms (Part Three, August 18, 2003).

Responsibility for Financial Statements: The Curious Case of U-Haul, (Aug 25, 2003).

Eschewing Remarks by Rep. Eshoo, (September 8, 2003).

Material Materiality, (September 15, 2003).

Reed's Heading NYSE is a Mistake, (September 29, 2003).

A Forum for Shareholders, (October 13, 2003).

Wyatt's Call to Return to Professionalism, (October 20, 2003).

Arnold and Accounting: Comedy or Tragedy? (October 27, 2003).  
Do We Want to be Ethical? (November 3, 2003).  
Does Senator Enzi Support Accounting Lies? (November 24, 2003).  
Should a Firm Be Consistent in its Assumptions? (December 1, 2003).  
A Glitch in Cash Flow from Operating Activities, (December 8, 2003).  
Misguided Mutual Funds, (December 22, 2003).  
A Nobel Laureate on Accounting, (January 12, 2004).  
HealthSouth Executives Escape Justice, (January 20, 2004).  
Baxter's Goodwill Amortization, (February 2, 2004).  
Computer Associates: A Reprise, (February 16, 2004).  
Topics for Teaching, (February 23, 2004).  
Cost of Governance (March 1, 2004).

## Department of Accounting

### II. ACCEPTED FOR PUBLICATION (BUT NOT YET PUBLISHED)

#### In “A” Journals

**Barron, O.**, D. Harris and M. Stanford. Informational Determinants of Trading Volume Around Earnings Releases. *The Accounting Review*.

**Ke, B.**, and S. Gowda, 2005. Do money managers exploit the post-earnings announcement drift? *Journal of Accounting and Economics* 39 (1).

#### In Other Referred Journals

**Beatty, A.**, A. Gron, and B. Jorgensen. Corporate risk management: Evidence from product liability. *The Journal of Financial Intermediation*.

Samuel, S., **M. Dirsmith**, and B. McElroy. Monetized medicine: From its physical to its fiscal. *Accounting, Organizations and Society*.

**Barron, O.**, and J. Karpoff. Information precision, transaction costs, and trading volume. *Journal of Banking and Finance*.

**Barron, O.**, D. Byard, and **C. Enis**. The SEC and on-line investors: Experimental data demonstrating the effects of leveling the information playing field. *Review of Accounting and Finance*.

**Louis, H.** Earnings management and the market performance of acquiring firms. *Journal of Financial Economics*.

**Louis, H.** The cost of using bank mergers as defensive mechanisms against takeover threats. *Journal of Business*.

#### Book Chapters

Covaleski, M., **M. Dirsmith**, and S. Samuel, 2003. Changes in the Institutional Environment and the Institutions of Governance: Extending the Contributions of Transaction Cost Economics to the Management Control Literature. *Accounting, Organizations and Society*, 28 (5, July): 417-442. Reprinted in Macintosh (ed.) *Accounting and the Social: Classics, Contemporary and Beyond*, London: Ashgate Rubbskin, 2004.

**Other Publications**

Russell, J., **M. Dirsmith** and S. Samuel. Stained steel: ESOPs, meta-power and the ironies of corporate democracy. *Symbolic Interaction*.

**Dirsmith, M.**, S. Samuel, M. Covalleski and J. Heian. A thematic deconstruction of formalist and expertise voices in Big Five (>Four) public accounting firms. *Critical Inquiry in Language Studies: An International Journal*.

## Department of Accounting

### IV. EDITORIAL ACTIVITY DURING THIS PERIOD

#### Editor of Journal

Ketz, Ed:

- *Advances in Accounting Education*

#### Associate Editor

Huddart, Steven:

- *Contemporary Accounting Research*

- *Journal of Accounting and Economics*

#### Board Member

Barron, Orie:

- *The Accounting Review*

- *Contemporary Accounting Research*

- *The American Accounting Association Annual Meeting*

Fischer, Paul:

- *American Accounting Association Meetings Reviewer*

- *The Accounting Review*

Huddart, Steven:

- *Journal of Accounting Case Research*

Ke, Bin:

- *American Accounting Association (Financial Accounting and Reporting Section)*

- *The Accounting Review*

*Journal of American Taxation Association*

McKeown, James:

- *Contemporary Accounting Research*

- *Journal of Accounting, Auditing and Finance*

## Department of Finance

### I. PUBLICATIONS APPEARING DURING THE YEAR

#### In “A” Journals

**Cao, C., L. Field,** and G. Hanka, 2004. Liquidity consequences of lockup expirations. *Journal of Financial and Quantitative Analysis* 39: 25-46.

Young H. E., J. Helwege, and **J. Huang**, 2004. Structural models of corporate bond pricing: An empirical analysis. *Review of Financial Studies* 17: 499-544.

**Huang, J.** and L. Wu, 2004. Specification analysis of option pricing models based on time-changed levy processes. *Journal of Finance* 59: 1405-1439.

**Lowry, M.** and G. W. Schwert, 2003. Is the IPO pricing process efficient? *Journal of Financial Economics* 71: 3-26.

**Miles, J.,** J. H. Mulherin, and J. R. Ezzell, 2003. Is there really a when-issued premium? Tests of the law of one price using identical securities. *Journal of Financial and Quantitative Analysis* 38 (3): 574-592.

**Simin, T.,** W. Ferson and S. Sarkissian, 2003. Spurious regressions in financial economics? *Journal of Finance* 58 (4): 1393-1413.

#### Publications in Other Referred Journals

**Hansch, O.,** 2003. The cross-sectional determinants of inventory control and the subtle effects of ADRs. *Journal of Banking and Finance* 28 (8): 1915-1933.

**Huang, J.,** and W. Kong, 2003. Explaining credit spread changes: New evidence from option-adjusted bond indexes. *Journal of Derivatives* 11 (1): 30-44.

**Simin, T.,** W. Ferson and S. Sarkissian, 2003. Is stock return predictability spurious? *Journal of Investment Management* 1 (3): 1-10.

**Simin, T.** and R. D. Martin, 2003. Outlier resistant estimates of beta. *Financial Analysts Journal* 59 (5): 56-69.

**Woolridge, J. R.,** 2004. Performance of stocks recommended by brokerage firms. *Journal of Investing* 13 (1): 23-34.



**Book Chapters**

**Ghadar, F.**, 2004. Strategy implementation: Where the fun begins. H. Morgan, P. Harkins, and M. Goldsmith (Eds.), *Profiles in Coaching, The 2004 Handbook of Best Practices in Leadership Coaching* 178-180.

**Other Publications**

**Ghadar, F.**, 2003. Iran and the surrounding world: Interactions in culture and cultural politics. *Academy of Management Executive*.

**Department of Finance****II. ACCEPTED FOR PUBLICATION (BUT NOT YET PUBLISHED)****In “A” Journals**

**Cao, C.**, and Z. Chen, 2004. The informational content of option volume prior to takeovers. *Journal of Business*. Forthcoming.

**Field, L.**, and **D. Sheehan**. IPO underpricing and outside blockholdings. *Journal of Corporate Finance* 10: 263-280.

Kini, O., **W. Kracaw**, and S. Mian, 2004. The nature of discipline by corporate takeovers. *Journal of Finance* 59 (4): 1511-1552.

**Publications in Other Referred Journals`**

**Ghadar, F.** and P. Ghemawat, 2004. Globalization-global concentration. *Harvard Business Review*. Forthcoming.

## Department of Finance

### IV. EDITORIAL ACTIVITY DURING THIS YEAR

#### Associate Editor

Cao, Charles:

- *Journal of Financial Markets and Annals of Economics and Finance*

Kracaw, William:

- *Journal of Managerial Issues*

Miles, James:

- *Quarterly Journal of Business and Economics*

Muscarella, Chris:

- *Financial Management Association and Survey and Synthesis Series*

#### Board Member

Muscarella, Chris:

- *Financial Management Association*, President-elect and Executive Committee member

## Department of Insurance and Real Estate

### I. PUBLICATIONS APPEARING DURING THE YEAR

#### In "A" Journals

- Bolton, G. E.**, K. Chatterjee, K. McGinn, 2003. How communication links influence coalition bargaining: A laboratory investigation. *Management Science* 49: 583-598.
- Bolton, G. E.**, D.K.H. Fong, and P. Mosquin, Bayes factors and ultimatum bargaining: Evaluating the strength of evidence for an experimenter observation effect. *Experimental Economics* 6: 311-325.
- Cahoy, D. R.**, 2003. Oasis or Mirage?: Efficient breach as a relief to the burden of Contractual Recapture of Patent and Copyright Limitations. *Harvard Journal of Law & Technology* 17: 135-178.
- Cahoy, D. R.**, 2003. Don't Change the Rules in the Middle of the Game!: How the Prospective Application of Judicial Determinations Related to Intellectual Property can Promote Economic Efficiency. *American Business Law Journal* 41: 1-60.
- Crocker, K. J.**, and J. Moran, 2003. Contracting with limited commitment: Evidence from employment-based health insurance contracts. *RAND Journal of Economics* pp. 694-718.
- Crocker, K. J.**, D. Feber, and J. Feldmeier, 2003. The economic effects of road safety improvements: An insurance claims analysis. *Journal of Risk and Insurance* pp. 651-664.

#### Publications in Other Referred Journals

- Yavas, A.**, V. Dokmeci, and Z. Onder, 2003. External factors, housing values and rents: Evidence from survey data. *Journal of Housing Research* 14: 83-99.
- Fisher, L., and **A. Jaffe**. 2003. Determinants of international house ownership rates. *Housing Finance International* 34-42.

#### Book Chapters

- Lusht, K. M.**, and **A. J. Jaffe**. 2003 A history of value thought: The early years. In K. Lusht and A. Jaffe (Eds.), *Essays of Honor of Bill Kinnard*, American Real Estate Society.

**Jaffe, A. J. and K. M. Lusht.** 2003. Why Kinnard's 1971 text remains a modern day classic. *Essays in Honor of Bill Kinnard*. American Real Estate Society.

**Shapiro, A. F., and L. C. Jain.** 2003. Insurance applications of neural networks, fuzzy logic and genetic algorithms. *Intelligent and Other Computational Techniques In The Insurance Industry: Theory And Applications*, World Scientific Publishing Company, pp. 3-47.

**Shapiro, A. F., and L. C. Jain.** 2003. Merging soft computing technologies in insurance-related applications. *Intelligent and Other Computational Techniques In The Insurance Industry: Theory And Applications*, World Scientific Publishing Company, pp. 401-430.

**Shapiro, A. F.** 2003. Actuarial Research Clearing House (ARCH), invited contributor for the *Encyclopedia of Actuarial Science*, John Wiley & Sons, Ltd.

### **Books**

**Shapiro, A. F., and L. C. Jain,** 2003. Intelligent and Other Computational Techniques In The Insurance Industry: Theory And Applications, *World Scientific Publishing Company*, pp. 664.

### **Referred Proceedings**

**Shapiro, A. F.** 2003. Capital market applications of neural networks, fuzzy logic and genetic algorithms, Proceedings of the *13th International AFIR Colloquium 1*: 493-514.

**Shapiro, A. F.** 2003. Soft computing approaches to market forecasting and trading rules, Proceedings of the *3rd International Workshop on Computational Intelligence in Economics and Finance* 1128-1131.

**Shapiro, A. F.** Fuzzy systems in actuarial science. Proceedings of the *2003 International Congress of I: M&E*.

### **Other Publications (such as book reviews)**

**Yavas, A.,** March 2004. Book Review of *The Color of Credit* by Stephen L. Ross and John Yinger, *Journal of Economic Literature*.

**Shapiro, A. F.** Market forecasting and trading rules based on soft computing technologies, *Actuarial Research Clearing House*, 2004.1.

**Department of Insurance and Real Estate****II. ACCEPTED FOR PUBLICATION (BUT NOT YET PUBLISHED)****In "A" Journals**

**Posey, L.** and **A. Yavas**, 2004. Screening equilibria in experimental markets, *Journal of Risk and Insurance*.

**In Other Referred Journals**

**Yavas, A.**, D. Harrison, and T. Noordewier, 2004. Do riskier borrowers borrow more? *Real Estate Economics*. Forthcoming in 32 (3).

## Department of Insurance and Real Estate

### IV. EDITORIAL ACTIVITY DURING THIS PERIOD

#### Editor of Journal

Cahoy, Daniel R.:

- *American Business Law Journal*

Crocker, Keith:

- *Journal of Law, Economics and Organization*

- *Geneva Papers on Risk and Insurance Theory*

Shapiro, Arnold:

- *Actuarial Research Clearing House*

#### Associate Editor

Crocker, Keith:

- *Journal of Economics and Business*

Jaffe, Austin:

- *Housing, Theory and Society*

- *Journal of Property Investment and Finance*

Kwasnica, Tony:

- *Naval Research Logistics*

Posey, Lisa L.:

- *Journal of Insurance Issues*

Shapiro, Arnold:

- *Insurance: Mathematics and Insurance*

- *Journal of Actuarial Practice*

- *Journal of Insurance Issues*

#### Board Member

Crocker, Keith:

- *Journal of Risk and Insurance*

Jaffe, Austin:

- *International Real Estate Review*

- *Journal of Financial Management of Property and Construction*

- *Journal of Property Research*

- *Journal of Real Estate Finance & Economics*

- *Journal of Real Estate Practice and Education*
- *Journal of Real Estate Literature*
- *Journal of Real Estate Research*
- *Our Common Estate*
- *Real Estate Economics*

Lusht, Ken:

- *Journal of Property Research*
- *Journal of Real Estate Finance and Economics*
- *Journal of Real Estate Research*
- *Journal of Real Estate Finance*

Shapiro, Arnold:

- *Journal of Intelligent and Fuzzy Systems*

Yavas, Abdullah:

- *Real Estate Economics*
- *The Journal of Real Estate Finance and Economics*
- *Journal of Housing Economics*
- *Journal of Real Estate Research*
- *The Journal of Economic and Social Research*
- *Mathematical and Computational Applications.*



## Department of Management and Organization

### I. PUBLICATIONS APPEARING DURING THIS YEAR

#### In "A" Journals

- Austin, J. R.**, 2003. Transactive memory in organizational groups: The effects of content, consensus, specialization, and accuracy on group performance. *Journal of Applied Psychology* 88(5): 866-878.
- Gray, B.** 2004. Strong opposition: Frame-based resistance to collaboration. *Journal of Community and Applied Psychology* 14(3): 166-176.
- Harrison, D.A.**, S. Mohammed, A.T. Florey, J.E. McGrath, and S. Vanderstoep, 2003. Time matters in team task performance: Effects of member familiarity, entrainment, and task discontinuity on speed and quality. *Personnel Psychology* 56: 633-669.
- Jansen, K.J.**, 2004. From persistence to pursuit: A longitudinal examination of momentum during the early stages of strategic change. *Organization Science* 15(3): 276-294.
- Mollica, K.A., **B. Gray**, and **L.K. Trevino**, 2003. Racial homophily in newcomers' social networks in a culturally diverse setting, *Organization Science* 14(2): 123-136.

#### Publications in Other Referred Journals

- DeWitt, R.L., **L.K. Treviño**, and K.A. Mollica, 2003. Stuck in the middle: A model of managers reactions to their subordinates layoffs. *Journal of Managerial Issues* 15(1): 32-49.
- Gioia, D.A.**, 2003. Teaching teachers to teach differently. *Journal of Management and Governance* 7: 255-262.
- Gioia, D.A.**, 2003. Give it up! Reflections on the interpreted world. *Journal of Management Inquiry* 12: 285-292.
- Gioia, D.A.**, 2003. Business organization as instrument of societal responsibility. *Organization* 10: 435-438.
- Gray, B.**, 2003. Negotiating with your nemesis. *Negotiation Journal*, 299-310.
- Gray, B.** and L. Putnam. 2003. Means to what end: Conflict management frames. *Environmental Practice Journal*, 239-248.

- Hambrick, D.C.**, 2004. The disintegration of strategic management: It's time to consolidate our gains. *Strategic Organization* 2: 91-98.
- Harrison, D.A.**, and K.H. Price. 2003. Context and consistency in absenteeism: Studying dispositional and social influences across multiple settings. *Human Resources Management Review* 13: 203-225.
- McCabe, D., K. Butterfield, and **L.K. Treviño**. 2003. Faculty and academic integrity: The influence of current honor codes and past honor code experiences. *Research in Higher Education* 44(3): 367-385.
- Pearce, C., H.K. Sims, J. Cox, G.A. Ball, E. Schnell, K.A. Smith, and **L.K. Treviño**. 2003. Transactors, transformers, & beyond: A multi-method development of a theoretical typology of leadership. *Journal of Management Development* 22(4): 273-307.
- Petrick, I.J. and **A.E. Echols**. 2004. Technology roadmapping in review: A tool for making sustainable new product development decisions. *Technological Forecasting & Social Change Special issue - Roadmapping: From Sustainable to Disruptive Technologies* 71/1-2: 81-100.
- Rosenberg, A. and **L.K. Treviño**. 2003. Group citizenship behavior: Antecedents and outcomes. *Journal of Managerial Issues* 15(2): 154-174.
- Susman, G.I., B. Gray**, J. Perry and C. Blair 2003. Recognition and reconciliation of differences in interpretation of misalignments when collaborative technologies are introduced into new product development teams, *Journal of Engineering and Technology Management* 20: 141-159.
- Susman, G.I.**, and A. Majchzrak. 2003. Research issues in knowledge management and virtual collaboration in new product development: An introductory essay. *Journal of Engineering and Technology Management*. 20: 1-5.
- Wondolleck, J., **B. Gray**, and T. Bryan. 2003. Us vs. them: How identities and characterizations influence conflict. *Environmental Practice Journal*, September 207-213.

### **Book Chapters**

- Harrison, D.A.**, and H-P Sin. 2004. What is diversity and how should we measure it? In A. M. Konrad, P. Prasad, & J. K. Pringle (Eds.), *Handbook of Organizational Diversity*. London: Sage Publications.

**Harrison, D.A.**, M.A. Shaffer, and P. Bhaskar. 2004. Going places: Roads more and less traveled in research on expatriate experiences. In G. Ferris & J. J. Martocchio (Eds.), *Research in Personnel and Human Resources Management*, 22. Greenwich, CT: JAI Press.

**Kilduff, M.**, and M. Kelemen. 2003. Bringing ideas back in: Eclecticism and discovery in organizational studies. E. Locke (Ed.), *Research in the Sociology of Organizations* 21: 89-109.

### **Books**

**Kilduff, M.** and **W. Tsai.** 2003. *Social networks and organizations.* London: Sage.

**Treviño, L.K.** and K. Nelson. 2004. *Managing business ethics: Straight talk about how to do it right.* 3<sup>rd</sup> ed. NY: John Wiley & Sons, Inc.

### **Referred Proceedings**

**Austin, J.R.** 2003. Expertise and friendship: Help seeking efficacy in groups. *Academy of Management Best Paper Proceedings.* Seattle, WA.

### **Other Publications (such as book reviews)**

**Hambrick, D.C.** 2004. On the staying power of defenders, analyzers, and prospectors. *Academy of Management Executive.*

Miles, R., and **C. C. Snow.** 2003. Retrospective: *Organizational strategy, structure, and process.* *Academy of Management Executive.*

Putnam, L., **B. Gray,** B. Brummans. 2004. Stakeholder analysis of framing in intractable environmental conflicts. Report to the National Science Foundation for Award #0108705.

## Department of Management and Organization

### II. ACCEPTED FOR PUBLICATION (BUT NOT YET PUBLISHED)

#### In “A” Journals

**Hambrick, D.C.** and A.A. Cannella, Jr. CEOs who have COOs: Contingency analysis of an unexplored structural form. *Strategic Management Journal*.

**Hambrick, D.C.**, S. Finkelstein, and A.C. Mooney. Executive job demands: New insights for explaining strategic decisions and leader behaviors. *Academy of Management Review*.

#### In Other Referred Journals

**Gioia, D.A.**, 2003. Teaching teachers to teach differently. *Journal of Management and Governance* 7: 255-262.

**Gray, B.** 2004. Strong opposition: Frame-based resistance to collaboration. *J. Community and Applied Social Psychology*.

**Hambrick, D.C.**, S. Finkelstein, T.S. Cho, and E.M. Jackson. Isomorphism in reverse: Institutional theory as an explanation for recent increases in intraindustry heterogeneity and managerial discretion. *Research in Organizational Behavior*.

Hoover, V.L., D.J. Ketchen, Jr., and **C.C. Snow**. Research on competitive dynamics: Recent accomplishments and future challenges. *Journal of Management*.

Nag, R., K.G. Corley, and **D.A. Gioia**. The intersection of organizational learning and identity in new capability development: Attempting strategic change via capability grafting. *Administrative Science Quarterly*.

Skaggs, B.C. and **C.C. Snow**. The strategic signaling of capabilities by service firms in different information asymmetry environments. *Strategic Organization*.

**Treviño, L.K.** and M.E. Brown. Managing to be ethical: Debunking five business ethics myths. *Academy of Management Executive*.

#### Book Chapters

Bartunek, J.M., **J.R. Austin**, and M. Seo. The conceptual underpinnings of intervening in organizations. In T.G. Cummings (Ed.) *Handbook of Organization Development*, Thousand Oaks: Sage.

- Brown, M. and **L.K. Treviño**, 2003. Is values-based leadership ethical leadership? Chapter in D. Skarlicki, S. Gilliland, & D. Steiner. *Social Issues in Management*, Vol. 3.
- 
- Cappetta, R. and **D.A. Gioia**. Fine fashion: Symbolic artifacts, sensegiving, and sensemaking in the construction of organizational identity and image. In A. Rafaeli & M. Pratt (Eds.) *Artifacts and Organizations*. Mahwah, NJ: Erlbaum.
- Edmondson, A.C. and **J.R. Detert**. The role of speaking up in work-life balancing. In E.E. Kossek and S.J. Lambert (Eds.), *Managing work-life integration in organizations: Future directions for research and practice*. Mahwah, NJ: Erlbaum.
- Gioia, D.A.**, 2004. A Renaissance self: Prompting personal and professional revitalization. In P. Frost & R. Stablein (Eds.) *Renewing research practice: Scholars' journeys*. Palo Alto, CA: Stanford University Press.
- Harrison, D.A.** and H-P Sin. Knowing what the data say about interpersonal and person-group fit. In C. Ostroff & T. Judge (Eds.), *Perspectives on fit in organizations* (part of the SIOP "Frontiers" series). Mahwah, NJ: Erlbaum.
- Harrison, D.A.** Fitting it all together: Linking theory with methods in organizational fit research. In C. Ostroff & T. Judge (Eds.), *Perspectives on fit in organizations* (part of the SIOP "Frontiers" series). Mahwah, NJ: Erlbaum.
- Kilduff, M.** and M. Kelemen. A man set adrift while sleeping in a boat: The discourse of solitude in Barnard's *Functions of the Executive*. In C. Oswick, C. Hardy, L. Putnam, N. Phillips (Eds.), *Handbook of organizational discourse*. London: Sage.
- McCabe, D., K. Butterfield, and **L.K. Treviño**. 2004. In D.R. Karp & T. Allena (Eds.) *Academic integrity: How widespread are cheating and plagiarism?* Chapter in Restorative Justice on the College Campus: Promoting Student Growth and Responsibility, and Reawakening the Spirit of Campus Community. Springfield, IL: Charles C. Thomas, 130-141.
- Nag, R., K.G. Corley, and **D.A. Gioia**. 2004. Innovation tensions: Chaos, structure, and managed chaos. In L. Shavinina & R. Sternberg (Eds.) *International Handbook on Innovation*. Mahwah, NJ: Erlbaum, 607-618.
- Treviño, L.K.** and M.A. Brown. The role of leaders in influencing unethical behavior in the workplace. Chapter in R. Kidwell, & D. Martin. *Managing Organizational Deviance*.

## Department of Management and Organization

### IV. EDITORIAL ACTIVITY DURING THIS PERIOD

#### Editor of Journal

Gioia, Dennis:

- Special Issue Editor, Special topic forum on corporate corruption, *Academy of Management Review* (with B. Ashforth, L. Trevino, & S. Robinson)
- Section Editor, Appointed editor of the “Provocateurs” section, *Journal of Management Inquiry*.

Treviño, Linda:

- Special Issue Editor, Special topic forum on corporate corruption, *Academy of Management Review* (with B. Ashforth, D. Gioia, & S. Robinson)

Tsai, Wenpin:

- Guest Editor, Special Research Forum on Building Effective Networks, *Academy of Management Journal*, 2002-2004.

#### Associate Editor

Gray, Barbara:

- *Journal of Applied Behavioral Science*, 1990 – present (one of 4 total).

Harrison, Dave:

- *Organizational Behavior and Human Decision Processes*, 2001 - 2004 (one of 3 total)

Kilduff, Martin:

- *Academy of Management Review*, (one of 4), 2002 – 2005
- *Administrative Science Quarterly*, (one of 4), 2003 -- present

#### Board Member

Gioia, Dennis:

- *Academy of Management Learning and Education*
- *Academy of Management Review*
- *Corporate Reputation Review*
- *Organization*
- *Organization Studies*

Gray, Barabara:

- *International Journal of Conflict Management*
- Invited to be on the *Academy of Management Journal* board starting this year

Hambrick, Donald:

- *Strategic Management Journal* (1980 – indefinite)
- *Organizational Dynamics* (1988 – indefinite)
- *Journal of World Business* (1988 – indefinite)

Harrison, Dave:

- *Academy of Management Journal* (1998 - present)
- *Organizational Research Methods* (1997 - present)

Snow, Chuck:

- *Strategic Management Journal* (indefinite)
- *Journal of World Business* (indefinite)
- *Journal of Management* (1999-2005)
- *Business Strategy and the Environment* (indefinite)
- *The Journal of High Technology Management Research* (indefinite)
- *Journal of Engineering and Technology Management* (indefinite)
- *Electronic Journal of Virtual Organization* (indefinite)
- *Journal of Leadership and Organizational Studies* (indefinite)

Stevens, Jack:

- *Public Management and Productivity Review*. (1985 – present)

Treviño, Linda:

- *Academy of Management Journal*
- *Academy of Management Review*, 2002 - 2005
- *Business Ethics Quarterly*, 1996 - present

Tsai, Wenpin:

- *Academy of Management Journal*, 1999-2006 (Received an Outstanding Reviewer Award in 2003)

## Department of Marketing

### I. PUBLICATIONS APPEARING DURING THE YEAR

#### In "A" Journals

- Creyer, E. H., **W. T. Ross**, and J. Kozup, 2004. Consumer response to a pro-social marketing initiative: The case of discount stores and gun sales. *Journal of Applied Social Psychology* 34 (1): 206-218.
- Finn, A and **U. Kayande**, 2004. Scale modification: alternative approaches and their consequences. *Journal of Retailing* 80 (1): 37-52.
- Grewal, R.**, T. W. Cline, and A. Davies, 2003. Early-entrant advantage, word-of-mouth communications, brand similarity, and the consumer decision-making process. *Journal of Consumer Psychology* 13 (3): 187-197.
- Grewal, R.**, R. Mehta, and F. R. Kardes, 2004. The timing of repeat purchase of consumer durable goods: The role of functional basis of consumer attitudes. *Journal of Marketing Research* 41: (February) 101-115.
- Liechty, J. C.**, M. W. Liechty, and P. Muller, 2004. Bayesian correlation estimation. *Biometrika* 91 (1): 1-14.
- Lilien, G.**, **A. Rangaswamy**, and R. Srinivasan, 2004. First in, first out? The effects of network externalities on pioneer survival. *Journal of Marketing* 68 (1): 41-58.
- Meloy, M. G.** and J. E. Russo, 2004. Binary choice under instructions to select versus reject. *Organizational Behavior and Human Decision Processes* 93: 114-128.
- Shankar, V., A. Smith, and **A. Rangaswamy**, 2003. The relationship between customer satisfaction and loyalty in online and offline environments. *International Journal of Research in Marketing* 20(2): 153-175/
- Wu, J. and **A. Rangaswamy**, 2003. A fuzzy set model of consideration set formation calibrated on data from an online supermarket. *Marketing Science* 22 (3): 411-434.

#### Publications in Other Referred Journals

- Bolton, G. E., **D. K. H. Fong**, and P. Mosquin. Bayes factors with an application to experimental economics. *Experimental Economics* 6: 311-325.
- Creyer, E. H., **W. T. Ross**, and D. Evers, 2004. Risky recreation: An exploration of factors influencing the likelihood of participation and the effects of experience. *Leisure Studies* 22 (3): 239-253.



- Fong, D. K. H.**, H. Fu, and Z. Li, 2004. Efficiency in shortage reduction when using a more expensive common component. *Computers and Operations Research* 31: 123-138.
- Goldberg, M.**, 2004. Correlation, causation, and smoking initiation among youths. *Journal of Advertising Research* 43 (4): 431.
- Ross, W. T.** and D. C. Robertson, 2004. The effects of situational factors on the ethical decision-making of sales representatives. *Journal of Business Ethics* 46 (3): 213-214.
- Stavroulaki, E., **D. K. H. Fong**, and D. K. J. Lin, 2003. Two-resource stochastic capacity planning employing a Bayesian methodology. *Journal of the Operational Research Society* 54: 1192-1208.

### **Book Chapters**

- Lilien, G.** and E. Danneels, 1998. Doctoral programs in business-to-business marketing: Status and prospects. *Journal of Business-to-Business Marketing* 5 (1/2): 7-38. Reprinted in *Fundamentals of business marketing education*, J. D. Lichtenthal, ed. The Haworth Press, 9-39.
- Lilien, G.** and E. Danneels, 1998. A program of action for business-to-business doctoral programs: A reply to Grahame Dowling. *Journal of Business-to-Business Marketing* 5 (1/2): 39-40. Reprinted in *Fundamentals of business marketing education*, J. D. Lichtenthal, ed. The Haworth Press, 47-48.

### **Books**

- Lilien, G.** and **A. Rangaswamy**, 2004. *Marketing engineering: Computer assisted marketing analysis and planning*. Trafford Publishing.

## Department of Marketing

### II. ACCEPTED FOR PUBLICATION (BUT NOT YET PUBLISHED)

#### In "A" Journals

- DeSarbo, W. S., D. K. H. Fong, J. Liechty,** and J. Coupland, 2004. Evolutionary preference/utility functions. *Psychometrika*.
- DeSarbo, W. S., D. K. H. Fong, J. Liechty,** and K. Saxton, 2004. A hierarchical Bayesian procedure for two-mode cluster analysis. *Psychometrika*.
- Ding, M.,** J. Eliashberg, J. Huber, and R. Saini, 2004. Building a profit-maximizing reverse auction site based on customers' optimal bidding strategies. *Management Science*.
- Ding, M., R. Grewal,** and **J. C. Liechty,** 2004. Incentive aligned conjoint analysis. *Journal of Marketing Research*.
- Finn, A and **U. Kayande,** 2005. How fine is COARSE? A generalizability theory perspective on Rossiter's procedure. *International Journal of Research in Marketing*.
- Grewal, R.,** J. A. Cote, and **H. Baumgartner.** Multicollinearity and measurement error in structural equation models: Implications for theory testing. *Marketing Science*.
- Johnson, J. L., R. Sohi, and **R. Grewal,** 2004. The role of relational knowledge stores in interfirm partnerships. *Journal of Marketing* 68: July.
- Lee, R. P. and **R. Grewal,** 2004. Strategic responses to new technologies and their impact on firm performance. *Journal of Marketing* 68: (October). Special section: Linking marketing to financial performance and firm value.
- Liechty, J. C., D. K. H. Fong,** and **W. S. DeSarbo,** 2005. Dynamic models incorporating individual heterogeneity: Utility evolution conjoint analysis. *Marketing Science*.
- Liechty, J. C.,** M. Wedel, and R. Pieters, 2004. The representation of local and global scanpaths in eye movements through Bayesian hidden Markov models, with discussion. *Psychometrika*.
- Mongtomery, A., S. Li, K. Srinivasan, and **J. C. Liechty,** 2005. Predicting online purchase conversation using web analysis. *Marketing Science*.

Srinivasan, R., **A. Rangaswamy**, and **G. Lilien**, 2004. Turning adversity into advantage: Does proactive marketing during a recession pay off? *International Journal of Research in Marketing*.

Tsiros, M., V. Mittal, and **W. T. Ross**, 2004. The role of attributions in consumer satisfaction: A re-examination. *Journal of Consumer Research*.

Wedel, M., R. Pieters, and **J. Liechty**, 2004. Evidence for covert attention switching from eye-movements. *Psychometrika*.

### **In Other Referred Journals**

**DeSarbo, W. S.** and D. Lehmann, 2003. Modeling dynamic effects in repeated measures experiments involving preference/choice: An illustration involving revealed preference analysis. *Applied Psychological Measurement*.

**Lilien, G. L., A. Rangaswamy**, G. H. van Bruggen, and K. Starke, 2004. DSS effectiveness in marketing resource allocation decisions: Reality versus perception. *Information Systems Research*.

Rogers, M., **M. Ding**, and C. Maranas. Valuation of pharmaceutical R&D licensing deals using a real options based approach. *American Institute of Chemical Engineering Journal*.

### **Referred Proceedings**

**DeSarbo, W.S., D. K. H. Fong**, and **J. Liechty**, 2003. Two-mode cluster analysis via a hierarchical Bayesian procedure. In Innovations in Classification, Data Science, and Information Systems. Proceedings of the *German Classification Society 27th annual conference*, University of Cottbus, March 12-14, 2003. D. Baier and K. D. Wernecke (eds.) Heidelberg-Berlin: Springer-Verlag.

## Department of Marketing

### IV. EDITORIAL ACTIVITY DURING THIS PERIOD

#### Associate Editor

Fong, Duncan:

- *ISBA Bulletin*, the official publication of the International Society for Bayesian Analysis.

Lilien, Gary:

- Area Editor, *Marketing Science*
- Functional Editor for Marketing, *Interfaces*

Rangaswamy, Arvind:

- Area Editor, *Marketing Science*
- Guest Co-Editor, *Journal of Interactive Marketing Special Issue on Multichannel Marketing*

#### Board Member

Baumgartner, Hans:

- *Journal of Consumer Research*
- *International Journal of Research in Marketing*

DeSarbo, Wayne S:

- *Journal of Classification*
- *Journal of Marketing*
- *Journal of Marketing Research*
- *Marketing Science*

Ding, Min:

- *Journal of Business-to-Business Marketing*
- *Production and Operations Management*

Goldberg, Marvin E.:

- *International Quarterly Journal of Marketing*
- *Journal of Consumer Research*
- *Journal of Public Policy and Marketing*
- *Social Marketing Quarterly*

Kayande, Ujwal:

- *Journal of Service Research*

Lilien, Gary:

- *International Journal of Research in Marketing*
- *Journal of Business and Industrial Marketing*
- *Journal of Business-to-Business Marketing*

Rangaswamy, Arvind:

- *International Journal of Intelligent Systems in Accounting, Finance, and Management*
- *Journal of Business-to-Business Marketing*
- *Journal of Interactive Marketing*
- *Journal of Service Research*
- *The Quarterly Journal of Electronic Commerce*

Ross, William T.:

- *International Journal of Research in Marketing*
- *Journal of Marketing*
- *Marketing Letters*

## Department of Supply Chain and Information Systems

### I. PUBLICATIONS APPEARING DURING THIS YEAR

#### In "A" Journals

- Akcay, Y., and **S. H. Xu**, 2004. Joint inventory replenishment and component allocation optimization in an assemble-to-order system. *Management Science* 50: 99-116.
- Bhargava, H., and **S. Sundaresan**, 2003. Contingency pricing for information goods and services under industrywide performance standard. *Journal of Management Information Systems*, 20 (2): 113-136.
- Blackburn, J., **V. D. R. Guide, Jr.**, G. Souza, and L. N. Van Wassenhove. Reverse supply chains for commercial returns. *California Management Review* 46(2): 6-23.
- Dayanik, S., J. S. Song, and **S. H. Xu**, 2003. The effectiveness of several performance bounds for capacitated assemble-to-order systems. *Manufacturing and Service Operations Management* 5: 230-251.
- Guide, Jr., V. D. R.**, R. Teunter, and L. N. Van Wassenhove, 2003. Matching supply and demand to maximize profits from remanufacturing. *Manufacturing & Service Operations Management* 5(4): 303-316.
- Katok, E.**, W. Tarantino, and **T. P. Harrison**, 2003. Investment in production resource flexibility: An empirical investigation of methods for planning under uncertainty. *Naval Research Logistics* 50 (2): 105-129.
- Levi, M.**, Kleindorfer, and Wu, 2003. Codifiability, relationship-specific information technology investment, and optimal contracting. *Journal of Management Information Systems* 20 (2): 79-100.
- Li, W.W., K. Ye, and **D. K. J. Lin**, 2003. Optimal Foldover Plans for Non-Regular Orthogonal Designs. *Technometrics*, 45, 347-351.
- Li, Z., **S. H. Xu**, and **J. C. Hayya**, 2004. A periodic review inventory system with supply interruptions. *Probability in the Engineering and Informational Sciences* 18: 33-54.
- Rishel, T. D., J. P. Scott, and **A. J. Stenger**, 2003. A Preliminary Look at Using Satellite Communications for Collaboration in the Supply Chain. *Transportation Journal* 42 (5): 17-30.
- Russell, D. M.**, and J. P. Saldanha, 2003. Five Tenets of Security-Aware Logistics and Supply Chain Operation. *Transportation Journal*, 42 (4): 44-54.

**Thomas, D., and R. Novack**, 2004. The challenges of implementing the perfect order concept. *Transportation Journal* 43(1): 5-16.

Xu, K., **D. K. J. Lin**, L. C. Tang, and M. Xie, 2004. Multi-response systems optimization using the goal attainment approach. *IIE Transaction, Quality and Reliability Engineering*, 36: 433-445.

### **Publications in Other Referred Journals**

Aggarwal, M.L., V. Budhraj, and **D. K. J. Lin**, 2003. A new class of orthogonal array and its application. *IAPQR Transaction* 28: 23-32.

Aungst, S., **R. R. Barton**, and D. T. Wilson, 2003. The virtual integrated design method. *Quality Engineering* 15 (4): 565-579.

Ding, R., **D. K. J. Lin**, and D. Wei, 2004. Dual response surface optimization: A weighted MSE approach. *Quality Engineering* 16: 377-385.

Fang, K.T., **D. K. J. Lin**, and H. Qin, 2003. A note on optimal foldover design. *Statistics and Probability Letters*, 62: 245-250.

Fang, K.T., **D. K. J. Lin**, and M. Q. Liu, 2003. Optimal mixed-level supersaturated designs and computer experiment. *Metrika* 58: 279-291.

**Guide, Jr., V. D. R., T. Harrison**, and L. N. Van Wassenhove, 2003. The challenge of closed-loop supply chains. *Interfaces* 33(6): 3-6.

**Hayya, J.**, D. Chatfield, X. He, and C. Chu, 2003. Supply Chain Information Technology Metrics. *International Journal of Operations & Quantitative Management* 9 (1): 33-48.

Li, R., **D. K. J. Lin**, and Y. Chen, 2004. Uniform Design: Design, Analysis and Its Application. *International Journal of Materials and Product Technology*, 20, 101-114.

Li, R., and **D. K. J. Lin**, 2003. Analysis Methods for Supersaturated Design: Some Comparisons. *Journal of Data Science*, 1, 103-121.

Ligetti, C., T. Simpson, M. Frecker, **R. R. Barton**, and G. Stump, 2003. Assessing the impact of graphical design interfaces on design efficiency and effectiveness. *ASME Journal of Computer and Information Science and Engineering* 3 (1):144-154.

Ma, M., P. Su, and **D. K. J. Lin**, 2003. Mining the descriptive statistics of a large data bases. *Journal of Chinese Statistical Association* 41: 97-116 (in Chinese).

McGrath, R. N., and **D. K. J. Lin**, 2003. Analysis of location and dispersion effects in unreplicated fractional factorial designs. *Statistics and Probability Letters* 65: 369-377.

- Scott, J. P., T. D. Rishel, and **A. J. Stenger**, 2003. Using Information in the Supply Chain to Enhance Customer Service and Build Relationships. *International Journal of Services Technology and Management* 4 (4-6): 532-548.
- Stavrulaki, E., D. K. H. Fong, and **D. K. J. Lin**, 2003. Two-resources stochastic capacity planning incorporating prior information. *Journal of the Operation Research Society* 54 (11): 1198-1208.
- Tang, M., J. Li, L. Y. Chan, and **D. K. J. Lin**, 2004. Application of uniform design to the design of cement mixture. *Quality Engineering* 16: 461-474.
- Thomchick, E.**, and P. Baboo, 2003. Price negotiation strategies adopted by shippers of international air and ocean transportation. *Journal of Transportation Management* 14 (2): 61-74.
- Verbeek, H. M. W., W.M.P. van der Aalst, and **A. Kumar**, XRL/Woflan. January-April 2004. Verification and extensibility of an XML/Petri-net-based language for inter-organizational workflows. *Information Technology and Management* 5 (1-2): 65-110.
- Wainer, J., P. Barthelmess, and **A. Kumar**, 2003. W-RBAC - A workflow security model incorporating controlled overriding of constraints. *International Journal on Cooperative Information Systems* 12 (4): 455-485.
- Yeh, A. B., **D. K. J. Lin**, and C. Venkataramani, 2004. Unified CUSUM Charts for monitoring process mean and variability. *Quality Technology & Quality Management* 1: 65-85.
- Zen, M. M., Y. H. Lin, and **D. K. J. Lin**, 2003. Regression analysis for large datasets. *Journal of Chinese Statistical Association*, 41, 401-420 (in Chinese).

### Book Chapters

- Aungst, S., D. Wilson, and **R. R. Barton**, 2003. Integrating marketing models with quality function deployment, in *Advances in Business Marketing & Purchasing*, Volume 12, A. G. Woodside, ed., Amsterdam, JAI/Elsevier.
- Barton, R. R.**, 2003. A review of design and modeling in computer experiments. In *Handbook of Statistics in Industry*, Chapter 7, pp. 231-261, Volume 22, C.R. Rao and R. Khattree, eds. North Holland: New York (with V.C.P. Chen, K.L. Tsui, and J.K. Allen).
- Bolton, G. E., **E. Katok**, and A. Ockenfels. Bridging the trust gap in electronic markets: A strategic framework for empirical study. *Applications of Supply Chain Management and E-Commerce Research in Industry*. (E. Ackali, J. Geunes, P.M. Pardalos, H.E. Romeijn and Z. J. Shen eds.) Kluwer Academic Publishers, in press.
- Bolton, G. E., J. Brandts, **E. Katok**, A. Ockenfels, and R. Zwick. Testing theories of other-regarding behavior: a sequence of four laboratory studies. *Handbook of Experimental*



- Economics Results*. Charles R. Plott and Vernon L. Smith Editors, North-Holland: Amsterdam, in press.
- Freimer, M.**, and D. Chen, 2003. Revenue management and pricing: Case studies and applications. London: Continuum. Chapter 16: *Understanding the Bid Price Approach to Revenue Management: A Case of the Revenue Inn*. Yeoman I., and U. McMahon-Deattie, eds. Co-author Dietrich Chen.
- Guide, Jr., V. D. R.**, C. Newman, K. Neeraj, and L.N. Van Wassenhove. Remanufacturing cellular telephones at ReCellular, Inc. *A Business View on Closed-Loop Supply Chains*. S. D. P Flapper, J.A.E.E van Nunen, L. N. Van Wassenhove, Eds. Springer-Verlag, Berlin, forthcoming.
- Harrison, T.**, 2003. Principles of Supply Chain Design. Chapter in *The Practice of Supply Chain Management* with Hau Lee (Stanford University), Corey Billington and John Neale (Optiant). Published by Kluwer in July 2003.
- Lin, D. K. J.**, 2003. Industrial Experimentation for Screening. *Handbook of Statistics in Industry*, Chapter 2, pp.33-73, Volume 22, ed. C.R. Rao and R. Khattree, North Holland: New York.
- Lin, D. K. J.**, 2003. Uniform Experimental Design and Its Applications in Industry. *Handbook of Statistics in Industry*, Chapter 4, pp. 131-170, Volume 22, ed. C.R. Rao and R. Khattree, North Holland: New York (with K.T. Fang).
- Books**
- Guide, Jr., V. D. R.**, and L. N. Van Wassenhove, eds. 2003. *Business Aspects of Closed Loop Supply Chains* Carnegie Mellon University Press, Pittsburgh, PA.
- Publications in Other Referred Proceedings**
- Barton, R. R.**, W. Hery, and P. Liu, October 2003. An S-vector for Web application security management. *First ACM Workshop on Business Driven Security Engineering (BIZSEC)*, Fairfax, VA, USA.
- Glantz, E.**, and M. D. McNeese, 2003. Understanding distributed cognition in moderated chat rooms: A preliminary analysis. *Proceedings of the Human Factors and Ergonomics Society 47th Annual Meeting* (pp. 630-634). Santa Monica, CA: Human Factors and Ergonomics Society.
- Govind, N., **R. R. Barton**, D.J. Medeiros, and L.W. Schruben, May 2004. Variance response surface estimation for robust design: a framework for queueing systems. *Proceedings of the 2004 Industrial Engineering Research Conference (IERC 04)*.

- Kim, J. G., J. D. Hong, D. Sun, and **J. C. Hayya**, November 2003. On a redefinition of lead time in stochastic lead-time inventory systems. *Proceedings of the 34<sup>th</sup> Annual Meeting of the Decision Sciences Institute*, Washington, D.C.
- Kumar, A.**, J. Wainer, and Z. Zhang, 2003. Meta-workflows and ESP: A Framework for Coordination, Exception Handling, and Adaptability in Workflow Systems. *Proceedings of the CAiSE'03 Workshop on Web Services, e-Business, and the Semantic Web (WES)*, Austria.
- Liu, R. and **A. Kumar**, 2003. Leveraging Information Sharing to Increase Supply Chain Configurability. *Proceedings of the Twenty-Fourth International Conference on Information Systems*, Seattle, WA.
- Schruben, L.W., T. M. Roeder, W. K. Chan, P. Hyden, and **M. Freimer**, 2003. Advanced Event Scheduling Methodology. *Proceedings of the 2003 Winter Simulation Conference*, 159-165.
- van der Aalst, W.M.P., **A. Kumar**, and H.M.W. Verbeek, 2003. Organizational Modeling in UML and XML in the context of Workflow Systems. *Proceedings of the ACM Symposium on Applied Computing*, Melbourne, FL.
- Yannou, B., T.W. Simpson, and **R. R. Barton**. Towards a conceptual design explorer using metamodeling approaches and constraint programming. *Proceedings of the 2003 ASME Design Engineering Technical Conferences (DAC102)*.

#### **Other Publications (such as book reviews)**

- Harrison, T.** Co-editor of the book *The Practice of Supply Chain Management* with Hau Lee (Stanford University), Corey Billington and John Neale (Optiant). Published by Kluwer in July 2003.
- Thomchick, E., G. Gittings, J. Spsychalski**, and C. Cassano, August 2003. Analysis of the Great Lakes/St. Lawrence River Navigation System's Role in U.S. Ocean Container Trade. *Final Report, Pennsylvania Transportation Institute*.

## Department of Supply Chain and Information Systems

### II. ACCEPTED FOR PUBLICATION (BUT NOT YET PUBLISHED)

#### In “A” Journals

Bhargava, H., D. Sun and **S. H. Xu**. Stockout Compensation Policies in Electronic Retailing. Forthcoming in *INFORMS Journal on Computing*.

Bolton, G. E., **E. Katok**, and A. Ockenfels. How effective are online reputation mechanisms? An experimental study. Accepted for publication in *Management Science*.

Bolton, G. E., **E. Katok**, and A. Ockenfels. Cooperation among strangers with limited information about reputation. Forthcoming in *Journal of Public Economics*.

Chatterjee, K., and **S. H. Xu**. Technology Diffusion by Learning from Neighbors. Forthcoming in *Advances in Applied Probability*.

**Katok, E.**, and A. E. Roth. Auctions of Homogeneous Goods with Increasing Returns: Experimental Comparison of Alternative “Dutch” Auctions. Forthcoming in *Management Science*, August 2004.

Kim, J., D. Sun, X. He, and **J. C. Hayya**. The (s, Q) Inventory Model with Erlang Lead Time and Deterministic Demand. Forthcoming in *Naval Research Logistics*.

Li, H., and **S. H. Xu**. On the Coordinated Random Group Replacement Policy in Multivariate Repairable Systems. Forthcoming in *Operations Research*.

**Russell, D. M.**, and A. M. Hoag. People and Information Technology in the Supply Chain: Social and Organizational Influences on Adoption. Forthcoming in *International Journal of Physical Distribution and Logistics Management*, Fall 2004.

**Spychalski, J.**, and **P. Swan**. US Rail Freight Performance under Downsized Regulation. Accepted for publication in *Utilities Policy* on April 4, 2004.

**Thomchick, E.**, R. Young, and K. Ruamsook. Importing and Exporting: A Longitudinal Study of Process Component Importance and Expertise. Accepted for publication in the *Transportation Journal*.

#### Publications in Other Referred Journals

Chao, M., and **D. K. J. Lin**. Another look at the process capability index. Accepted by *Quality and Reliability Engineering, International*.

- He, X., J. Kim, and **J. C. Hayya**. The cost of finite lead-time variability in inventory analysis. Forthcoming in *International Journal of Production Economics*.
- Guide, Jr., V. D. R.**, G Souza, and E. van der Laan. Performance of static priority rules for shared facilities in a remanufacturing shop with disassembly and reassembly. *European Journal of Operational Research*, forthcoming.
- Chatfield, D., J. G. Kim, **T. Harrison**, and **J. C. Hayya**. The bullwhip effect - impact of stochastic lead times, information quality, and information sharing: A simulation study. *Production and Operations Management*, forthcoming.
- Li, R., and **D. K. J. Lin**. Uniform design: design, analysis and its application. Accepted by *International Journal of Materials and Product Technology*.
- Li, R., **D. K. J. Lin**, and B. Li. Statistical inference on large data sets. Accepted by *Knowledge Discovery*.
- Souza, G., M. Ketzenberg, and **V. D. R. Guide, Jr.** Mixed assembly and disassembly operations for remanufacturing. *Production and Operations Management*, forthcoming.
- Yamada, S., **D. K. J. Lin**., M. Matsui, T. Matsui, and T. Takahashi. A general construction method for mixed-level supersaturated design. Accepted by *Computational Statistics and Data Analysis*.

### Book Chapters

- Akçay, Y., A. Balakrishnan, and **S. H. Xu**. Scheduling flexible resources in professional service firms. A book chapter forthcoming in *Handbook of Scheduling* (Lueng ed). CRC Publisher.
- Bolton, G. E., and **E. Katok**. The role of learning in arbitration: a laboratory study. Invited submission to *Volume in Honor of Werner Güth*, Steffen Huck Editor.
- Croson, R., K. K. Donohue, **E. Katok**, and J. Sterman. Supply Chain Management: A Teaching Experiment, in Zwick, Rami and Amnon Rapoport (Eds.), *Experimental Business Research, Vol. 3: Marketing, Accounting, and Cognitive Perspectives*. Kluwer Academic Publishers: Norwell, MA and Dordrecht, The Netherlands, In Press, to appear 2004.
- Davey, S., **V. D. R. Guide, Jr.**, K. Neeraj, and L.N. Van Wassenhove. Managing product returns at Hewlett-Packard. *A Business View on Closed-Loop Supply Chains*. S. D. P Flapper, J.A.E.E van Nunen, L. N. Van Wassenhove, Eds. Springer-Verlag, Berlin, forthcoming.
- Harrison, T.**, and Y. Mo. A Conceptual Framework for Robust Supply Chain Design Under Demand Uncertainty. To appear in *Supply Chain Optimization*, Kluwer Publishing. Panos Pardalos and Joseph Geunes, Editors.

**Spychalski, J. C.** Railroad Costs: Their Nature, Uses and Effects. Accepted December 2003, for publication in 2005 in *Encyclopedia of the Railroads of North America*, Indiana University Press, Bloomington, IN.

**Xu, S. H.** A Near-Optimal Inventory Allocation Rule in a Periodic Review Assemble-to-Order System. (with Y. Akcay) A book chapter in *Supply Chain Optimization* (eds. J. Geunes and P.M. Pardalos). Forthcoming in 2005. Kluwer Academic Publisher.

### **Publications in Other Referred Proceedings**

**Barton, R. R.,** T.W. Simpson, M. Frecker, L. Rothrock, K. Barron, and C. Ligetti. Applying the proximity compatibility and the control-display compatibility principles toward engineering design. Submitted (and accepted) for the *Human Factors and Ergonomics Society's 48th Annual Conference*, September 20-24, 2004.

## Department of Supply Chain and Information Systems

### IV. EDITORIAL ACTIVITY DURING THIS YEAR

#### Editor of Journal

Harrison. Terry:

- Editor-in-Chief, *Interfaces*.

Guide, Jr., V. D. R.:

- Editor-At-Large, *Interfaces*;

Spychalski, John:

- Editor, *Transportation Journal*

#### Associate/Area Editor

Barton, Russell R.:

- Associate Editor, Simulation, *Naval Research Logistics*;
- Associate Editor, Simulation, *IMA Journal of Management Mathematics*.

Guide, Jr., V. Dan R.:

- Senior Editor, *Production and Operations Management*;
- Guest editor feature issue of *California Management Review* on (closed-loop) supply chains;
- Guest editor feature issue of *Interfaces* on closed-loop supply chains;
- Area Editor, *Journal of Industrial Ecology*-Supply chain management and reverse logistics;

Katok, Elena:

- Deputy Editor, *Interfaces*. .

Lin, Dennis:

- Associate Editor, *Journal of Data Science*; Associate Editor, *The American Statistician*;
- Associate Editor, *Quality Technology & Quality Management*;
- Associate Editor, *Taiwan Outlook*;

Xu, Susan:

- Ad hoc Associate Editor, *Operations Research*.

#### Board Member

Guide, Jr., V. Dan R.:

- Editorial Review Board, *Journal of Operations Management*.

Kumar, Akhil:

- Editorial Board Member: INFORMS Journal on Computing, Electronic Commerce Research, Information Technology and Management.

Lin, Dennis:

- Editorial Review Board member, *Journal of Quality Technology*.

Novack, Robert:

- Editorial Review Board, *Journal of Business Logistics*.

Spychalski, John:

- Editorial Review Board, *Encyclopedia of the Railroads of North America*.

Thomas, Doug:

- Member of Editorial Board for *Production and Operations Management*.

Thomchick, Evelyn:

- Editorial Review Board, *Journal of Transportation Management*.

Xu, Susan:

- Editorial Review Board, *Probability in Engineering and Informational Systems*.