

UH Bauer faculty are among the most highly productive faculty of any business school in the world, publishing numerous articles in leading academic journals and books as well as holding editorial board positions. Following is a listing of recent publications by our faculty.

### **ACCOUNTANCY & TAXATION**

Drymiotis, George. "The Monitoring Role of Insiders." *Journal of Accounting and Economics* [2007]

Gamble, George, Cynthia Tollerson, Mary Geddie, and Thomas Noland. "An Analysis and Comparison of Bankers' Perceptions of Stock Options in 1999 and 2005." *Academy of Banking Studies Journal* [October 2007]

Hemmer, Thomas and J. Christensen. "Analytical Modeling of Cost in Management Accounting Research." *Handbook of Management Accounting Research* [2006]

Hemmer, Thomas. "Discussion of Limited Commitment in Multi-Agent Contracting." *Contemporary Accounting Research*

Hemmer, Thomas. "Discussion of Marking-to-Market: Panacea or Pandora's Box?" *Journal of Accounting Research* [2007]

Hemmer, Thomas, Q. Chen, and Y. Zhang. "On the Relation Between Conservatism in Accounting Standards and Incentives for Earnings Management." *Journal of Accounting Research* [2007]

Hemmer, Thomas. "On the Subtleties of the Principal-Agent Model." *Essays on Accounting Theory in Honour of Joel S. Demski*, Springer [2006]

Hemmer, Thomas and Frank Gigler. "Unlimited Renegotiation, Moral Hazard, and the Value of Limiting Commitment." *Economic Theory* [2007]

Khumawala, Saleha, Mary Fischer and Teresa Gordon. "Tax-exempt Organizations and Nonarticulation: Estimates Are No Substitute for Disclosure of Cash Provided by Operations." *Accounting Horizons* [2007]

Lobo, Gerald, Kiridaran Kanagaretnam and Dennis Whalen. "Does Good Corporate Governance Reduce Information Asymmetry Around Quarterly Earnings Announcements?" *Journal of Accounting and Public Policy* [July/August 2007]

Sivaramakrishnan, (Shiva) K. and Nisan Langberg. "Voluntary Disclosures and Information Production by Analysts." *Journal of Accounting and Economics* [December 2007]

Sivaramakrishnan, (Shiva) K. and Praveen Kumar. "Who Monitors the Monitor? The Effect of Board Independence on Executive Compensation and Firm Value." *Review of Financial Studies* [October 2007]

### **DECISION AND INFORMATION SCIENCES**

Adams, Dennis. "Innovation and IT: Trends in Alignment." *Cutter Benchmark Review* [2007]

Bregman, Robert L. "A Heuristic Procedure for Solving the Dynamic Probabilistic Project Expediting Problem." *European Journal of Operational Research* [forthcoming]

Bregman, Robert L. "Preemptive Expediting to Improve Project Due Date Performance." *Journal of the Operational Research Society* [forthcoming]

Chin, Wynne W. and Andrew Schwarz. "Looking Forward: Toward an Understanding of the Nature and Definition of IT Acceptance." (JAIS) *Journal of the Association of Information Systems* [2007]

Chin, Wynne W., A. Majchrak, C. Beath, R. Lim. "Managing Client Dialogues During Information Systems Design to Facilitate Client Learning." *MIS Quarterly* [2005]

Chin, Wynne W. and A. M Wicks. "Measuring the Three Process Segments of a Customer's Service Experience for an Outpatient Surgery Center." *International Journal of Health Care*

Quality Assurance [2007]

Chin, Wynne W. "Methods and Applications in Marketing and Related Fields, A Permutation Based Procedure for Multi-Group PLS Analysis: Results of Tests of Differences on Simulated Data and a Cross Cultural Analysis of the Source." Handbook of Partial Least Squares Concepts [2006]

Chin, Wynne W. "Methods and Applications in Marketing and Related Fields, On reporting PLS based research: Issues and Approaches." Handbook of Partial Least Squares Concepts [2006]

Chin, Wynne W. "Methods and Applications in Marketing and Related Fields, Cross-Validation Indices For PLS Path Model Assessment." Handbook of Partial Least Squares Concepts [2006]

Chin, Wynne W., M. Parent, and W.D. Salisbury. "Robbing Peter To Pay Paul: The Differential Effect Of GSS Restrictiveness On Process Satisfaction And Group Cohesion, Group Decision and Negotiation." Group Decision and Negotiation [2007]

Chin, Wynne W., Andrew Schwarz, Manjari Mehta, and Norman Johnson. "Understanding Frameworks and Reviews: A Commentary to Assist us in Moving Our Field Forward by Analyzing Our Past." The Data Base for Advances in Information Systems [2007]

Day, Jamison, Anand Nair, Murat Kristal, Surya Pathak, William Sawaya. "Complexity and Adaptivity in Supply Networks: Building Supply Network Theory Using a Complex Adaptive Systems Perspective." Decision Sciences [November 2007]

Day, Jamison M., Faizul Huq, Nikhil Pujari and Trevor Hale. "A Framework for an Integrated Supply Chain Optimization Model." International Journal of Logistics Systems Management [July 2007]

Day, Jamison M., Yavuz Acar and Sukran Kadipasaoglu. "A General Approach for Incorporating Uncertainty in Optimal Decision Making: Iterative use of MIP and Simulation in Solving Combinatorial Problems." Computers and Industrial Engineering [November 2007]

Day, Jamison M. and Gus Donnell. "A Survey of Supply Chain Demand Variability (Bullwhip Effect) Metrics." Decision Sciences Institute 2006 National Meeting Proceedings [October 2006]

Diaz-Saiz, Joaquin and Everette S. Gardner Jr. "Exponential Smoothing in the Telecommunications Data." International Journal of Forecasting [2007]

Ives, Blake and Dennis Adams. "Multi-User Virtual Environments: Vaulting from Virtual to Valuable." Cutter Benchmark Review [May 2007]

Ives, Blake and G. Piccoli. "STA Travel Island: Marketing First Life Travel Services in Second Life." (CAIS) Communications of the Association for Information Systems [October 2007]

Johnson, Norman, Chon Abraham, Douglas Steel and Iris Junglas. "Identity Formation, Learning Styles and Trust in Virtual Worlds." Data Base [November 2007]

Junglas, Iris A. "On Ease of Use and Usefulness of Location-Based Services." International Journal of Mobile Communications

Junglas, Iris A. and Blake Ives. "Managing IT in a Disaster: Lessons from Hurricane Katrina." MISQ Executive [June 2007]

Junglas, Iris A. and Doug Steel. "The Virtual Sandbox." Data Base

Khumawala, Basheer, Joaquin Diaz-Saenz and John Visich. "An Empirical Comparison of Improvement Heuristics for the Mixed-Model, U-Line Balancing Problem." International Journal of Manufacturing Technology & Management [2007]

Khumawala, Basheer and Margaret Noble. "Maquiladoras and Beyond: The Continuing Search for Competitive Labor." AIMS International Journal of Management [2007]

Porra, Jaana. "A Lifetime of Ethical use of Computers – A Dialogue with Enid Mumford, Jaana Porra and Rudy Hirschheim." Journal of the Association of Information Systems [September 2007]

Porra, Jaana, David Avison, Niels Bjørn-Andersen, Elayne Coakes, Gordon B. Davis, Michael

J.Earl, Amany Elbanna, Guy Fitzgerald, Robert D.Galliers, Rudy Hirschheim, Juhani Iivari, Heinz K.Klein, Frank Land, Marco de Marco and Andrew M. Pettigrew. "Enid Mumford: A Tribute." Information Systems Journal [2007]

Porra, Jaana and Rudy Hirschheim. "Enid Mumford's Contribution to Information Systems Theory and Theoretical Thinking – Introduction to the Special Issue." (JAIS) Journal of the Association of Information Systems [September 2007]

Silva, Leiser. "Epistemological and Theoretical Challenges for Studying Power and Politics in Information Systems." Information Systems Journal [2007]

Silva, Leiser and Rudy Hirschheim. "Fighting windmills: Strategic Information Systems and Organizational Deep Structures." MIS Quarterly

Silva, Leiser. "Institutionalization Does Not Occur by Decree: Institutional Obstacles in Implementing a Land Administration System in a Developing Country." Information Technology for Development [2007]

Silva, Leiser, Jennifer González-Reinhart and Eugenio B. Figueroa. "Interpreting IS Alignment: A Multiple Case Study in Professional Organizations." Information and Organization [2007]

Silva, Leiser. "Post-positivist Review of Technology Acceptance Model." (JAIS) Journal of the Association of Information Systems

## **FINANCE**

George, Thomas, and Chuan-Yang Hwang. "Long Term Return Reversals: Overreaction or Taxes?" Journal of Finance [December 2007]

Kumar, Praveen, S. Bharath, and P. Pasquariello. "Does Asymmetric Information Drive Capital Structure Decisions?" Review of Financial Studies [forthcoming 2008]

Kumar, Praveen, Sorin Sorescu, Rodney Boehme and Bartley Danielsen. "Estimation Risk, Information, and the Conditional CAPM: Theory and Evidence." Review of Financial Studies [April 2007]

Kumar, Praveen and K. Sivaramakrishnan. "Who Monitors the Monitor? The Effect of Board Independence on Executive Compensation and Firm Value." Review of Financial Studies [October 2007]

Kumar, Praveen and Latha Ramchand. "Takeovers, Market Monitoring, and International Corporate Governance." Rand Journal of Economics [forthcoming]

Kumar, Praveen and Stuart Turnbull. "Optimal Patenting and Licensing of Financial Innovations." Management Science [forthcoming]

Langberg, Nisan. "Optimal Financing for Growth Firms." Journal of Financial Intermediation [forthcoming]

Langberg, Nisan and K. Sivaramakrishnan. "Voluntary Disclosures and Information Production by Analysts." Journal of Accounting and Economics [December 2007]

Pirrong, Craig. "Just Say No To Gazprom." World Energy [July 2007]

Pirrong, Craig. "Lattice Approaches to Pricing Derivatives." Companion to Financial Derivatives [Forthcoming]

Pirrong, Craig. "The Price of Power: Power and Weather Derivatives." Journal of Banking and Finance [Forthcoming]

Pirrong, Craig. "Structural Models of Commodity Price Dynamics." Financial Risk Management in Commodity Markets [Forthcoming]

Sivaramakrishnan, K. "Voluntary Disclosures and Information Production by Analysts." Journal of Accounting and Economics [November 2007]

Susmel, Rauli and Samuel Kuomkwa. "Arbitrage and Convergence: Evidence from Mexican

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Warga, Arthur D., Kelly Cai and Jean Helwege. "Underpricing in the Corporate Bond Market" *Review of Financial Studies* [November 2007]

Wu, Guojun, S. Bharath and P. Pasquariello. "Does Asymmetric Information Drive Capital Structure Decisions?" *Review of Financial Studies* [forthcoming]

Wu, Guojun, Hongtao Guo and Zhijie Xiao. "An Analysis of Risk for Defaultable Bond Portfolios." *Journal of Risk Finance* [2007]

Wu, Guojun and Mark Seasholes. "Predictable Behavior, Profits, and Attention." *Journal of Empirical Finance* [2007]

## **MANAGEMENT**

Blakeney, Roger N., G. Oddou and J.S. Osland. "Repatriating the Goods Back Home: The Knowledge Transfer Process." *Journal of International Business Studies* [July 2007]

Elkins, Teri, James Phillips and S. Ward. "Organizational Sexual Harassment Investigations: Observers' Perceptions of Fairness." *Journal of Managerial Issues* [2007]

Elkins Longacre, Teri. "Managing Human Resources in North America." *New HR Challenges in the Dynamic Environment of Legal Compliance* [2007]

Keller, Robert T. and Louise Nemanich. "Transformational Leadership in an Acquisition: A Field Study of Employees." *Leadership Quarterly* [February 2007]

Keller, Robert T., Dusya Vera and Louise Nemanich. "Managing the Exploration/Exploitation Paradox in New Product Development: How Top Executives Define their Firm's Innovation Trajectory." *International Journal of Innovation and Technology Management* [2007]

Pathak, Seemantini, Peter J. Lane and Balaji R. Koka. "The Reification of Absorptive Capacity: A Critical Review and Rejuvenation of the Construct." *Academy of Management Review* [2007]

Vera, Dusya and Gabriel Cepeda. "Dynamic Capabilities and Operational Capabilities: A Knowledge Management Perspective." *Journal of Business Research* [2007]

Vera, Dusya, L. Nanjad and M. Crossan. "Transcendent Leadership: Strategic Leadership in Dynamic Environments." *Leadership Quarterly* [2007]

Werner, Steve, M. Praxedes and H.G. Kim. "The Reporting of Nonresponse Analyses in Survey Research." *Organizational Research Methods* [2007]

Werner, Steve and B.K. Miller. "Predictors of Helping Behavior Toward Workers with Disabilities." *Journal of Applied Social Psychology* [2007]

## **MARKETING & ENTREPRENEURSHIP**

Ahearne, Michael, Eli Jones, Adam Rapp, and John Mathieu. "High Touch through High Tech: The Impact of Salesperson Technology Usage on Customer Satisfaction and Sales Performance." *Management Science* [2007]

Ahearne, Michael, Douglas Hughes, and Niels Schillewaert. "Measuring and Explaining the Impact of CRM Based Sales Technologies on Salesperson Job Performance." *International Journal of Research in Marketing* [2007]

Blair, Edward, K. Aboulnasr, R. Chandy and O. Narasimhan. "Competitive Response to Radical Innovations." *Journal of Marketing* [forthcoming]

Gelb, Betsy D. and Gabriel M. Gelb. "Internet Surveys for Trademark Litigation: Ready or Not, Here They Come." *The Trademark Reporter* [September-October 2007]

Gelb, Betsy D., Demetra Andrews and Son K. Lam. "A Strategic Perspective on Sales Promotion." *Sloan Management Review* [Summer 2007]

- Gelb, Betsy D. "Targeting Two Generations at Once." *Marketing Management* [November-December 2007]
- Gelb, Betsy D. and Gabriel Gelb. "When Appearances Are Deceiving." *Wall Street Journal /Sloan Management Review 'Business Insight' Section* [December 2007]
- Hu, Ye, Leonard M. Lodish, and Abba Krieger. "A Meta-Analysis of Real World TV Advertising Tests: A 15-Year Update." *Journal of Advertising Research* [2007]
- Krishnamurthy, Partha and Piyush Kumar. "The Impact of Service Time Uncertainty and Anticipated Congestion on Customers' Waiting Time Decisions." *Journal of Services Research* [2007]
- Sundie, Jill and D. Kenrick. "Cooperation and Conflict between Kith, Kin and Strangers: Game Theory by Domains." *J. Foundations of Evolutionary Psychology: Ideas, Issues, Applications and Findings*, 3rd Ed. [forthcoming]
- Syam, Niladri B., James Hess and Partha Krishnamurthy. "That's What I Thought I Wanted? Miswanting and Regret for a Standard Good in a Mass Customized World." *Marketing Science* [February 2007]
- Wyatt, Rosalind A., Betsy D. Gelb and Stephanie Geiger-Oneto. "How Advertising Reinforces Minority Consumers' Preference for National Brands." *Journal of Current Issues and Research in Advertising* [2007]

## **BOOKS**

- Arbogast, Stephen. *Corporate Corruption and Resistance, Ethical Case Studies from the Enron File*. M.M. Scrivener [Summer 2007]
- Arbogast, Stephen. *Resisting Corporate Corruption*. M&M Scrivener Press [December 2007]
- Blakeney, Roger. Transfer neu gewonnenen impliziten Wissens von Auslandsbeschäftigten zurück in das „heimatliche System (Transferring expatriate tacit knowledge gains back to the home system. In Sackmann, S. (ed.), *Person and economy: 174-189*. Gabler: Wiesban, Germany [2008]
- Carlin, Barbara, *Instructors Resource for Principles of Management (Hill / McShane)*. McGraw-Hill/Irwin [2007]
- Chin, Wynne W. et al. (Editors). *Handbook of Partial Least Squares Concepts, Methods and Applications in Marketing and Related Fields*. Springer Verlag [2007]
- Pirrong, Craig and Detlef Hallerman. *Managing Energy Risk, vol. 1*. GARP [2007]
- Pratt, James W. and William N. Kulsrud. *Individual Taxation, 2008 Edition*. Thomson Learning [May 2007]
- Pratt, James W. and William N. Kulsrud. *Corporate, Partnership, Estate & Gift Taxation, 2008 Edition*. Thomson Learning [May 2007]
- Pratt, James W. and William N. Kulsrud. *Federal Taxation, 2008 Edition*. Thomson Learning [May 2007]
- Priest, Tyler. *The Offshore Imperative: Shell Oil's Search for Petroleum in Postwar America*. Texas A&M University Press [May 2007]
- Scamell, Richard W. and N. S. Umanath. *Data Modeling and Database Design*. Thomson Course Technology [January 2007]
- Silva, Leiser and Chris Westrup. (Editors.). *Proceedings of the Ninth International Working Conference of IFIP WG 9.4: Taking Stock of E-Development*. IFIP 9.4 [2007]
- Werner, S. (Editor). *Managing Human Resources in North America*. Routledge [2007]
- Whisenant, Lori. *Legal Analysis and Writing for Business Majors*. McGraw-Hill. [2005-2008]
- Whisenant, Scott and Harris Interactive. (Editor Robert Colson). *Investor Perceptions of Audit Firm Parity*. Grant Thornton, LLP [January 2007]