



**DESAUTELS** Faculty of Management  
Faculté de gestion

# RESEARCH NEWSLETTER

**January - December 2016**

## INDEX

**Publications in Refereed Journals..... 2-10**

**Books and Book Chapters..... 11-12**

**Conference Proceedings and**

**Conference Papers..... 13-20**

**Business Cases..... 21**

**PhD Student and Postdoctoral Fellow**

**Publications..... 22-24**

**Editorial Board Appointments.....25**



**McGill**

## **FACULTY PUBLICATIONS IN REFEREED JOURNALS**

### **ACADEMY OF MANAGEMENT JOURNAL**

Amanda J. Ferguson, **Lisa E. Cohen**, M. Diane Burton and Christine M. Beckman, "Misfit and Milestones: Structural Elaboration and Capability Reinforcement in the Evolution of Entrepreneurial Top Management Teams," *Academy of Management Journal*, Vol. 59, No. 4, 2016, pp. 1430-1450.

### **ACADEMY OF MANAGEMENT LEARNING AND EDUCATION**

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### **ACADEMY OF MANAGEMENT REVIEW**

Cynthia Hardy and **Steve Maguire**, "Organizing Risk: Discourse, Power and Riskification," *Academy of Management Review*, Vol. 41, No. 1, 2016, pp. 80-108.

### **ADVANCES IN GLOBAL LEADERSHIP**

**Nancy J. Adler** and J.S. Osland, "Women Leading Globally: What We Know, Thought We Knew, and Need to Know about Leadership in the 21st Century," *Advances in Global Leadership*, Vol. 9, 2016, pp. 15-54.

### **AGE AND AGEING**

Fatou F. Bagayogo, Annick Lepage, Jean-Louis Denis, Lise Lamothe, **Liette Lapointe** and Isabelle Vedel, "Factors Influencing Cancer Specialists' Decision to Collaborate with Geriatricians in Treating Older Cancer Patients," *Age and Ageing*, Vol. 45, No. 5, 2016, pp. 721-724.

### **ANNUAL REVIEW OF FINANCIAL ECONOMICS**

**Patrick Augustin**, Marti G. Subrahmanyam, Dragon Y. Tang and Sarah Q. Wang, "Credit Default Swaps: Past, Present, and Future," *Annual Review of Financial Economics*, Vol. 8, 2016, pp. 175-196.

### **AUSTRALIAN ACCOUNTING REVIEW**

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# Desautels Faculty of Management Research Newsletter

## January – December 2016

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### CALIFORNIA MANAGEMENT REVIEW

**Peter Younkin** and Keyvan Kashkooli, "What Problem Does Crowdfunding Solve?" *California Management Review*, Vol. 58, No. 2, 2016, pp. 20-43.

### CAMBRIDGE JOURNAL OF REGIONS, ECONOMY AND SOCIETY

**Paola Perez-Aleman** and Flavia Chaves Alves, "Reinventing Industrial Policy at the Frontier: Catalyzing Learning and Innovation in Brazil," *Cambridge Journal of Regions, Economy and Society*, Vol. 10, No. 1, 2016, pp. 151-171.

### COMPUTERS AND OPERATIONS RESEARCH

Murat, Alper, Gilbert Laporte and **Vedat Verter**, "A Global Shooting Algorithm for the Facility Location and Capacity Acquisition Problem on a Line with Dense Demand," *Computers and Operations Research*, Vol. 71, 2016, pp. 1-15.

### CORPORATE GOVERNANCE: AN INTERNATIONAL REVIEW

Anna Grosman, **Ilya Okhmatovskiy** and Mike Wright, "State Control and Corporate Governance in Transition Economies: 25 Years on from 1989," *Corporate Governance: An International Review*, Vol. 24, No. 3 (SI), 2016, pp. 200-221.

### ENERGY POLICY

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## January – December 2016

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Heather Vough, Christine D. Bataille, Leisa Sargent and **Mary Dean Lee**, “Next-Gen Retirement,” *Harvard Business Review*, Vol. 94, No. 6, 2016, pp. 104-107.

### HEALTH REFORM OBSERVER

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### HUMAN RESOURCE MANAGEMENT

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### INFORMATION AND ORGANIZATION

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### INFORMATION SYSTEMS RESEARCH

Frank MacCrory, Vidyanand Choudhary, and **Alain Pinsonneault**, “Designing Promotion Ladders to Mitigate Turnover of IT Professionals,” *Information Systems Research*, Vol. 27, No. 3, 2016, pp. 648-660.

Maha Shaikh and **Emmanuelle Vaast**, “Folding and Unfolding: Balancing Openness and Transparency in Open Source Communities,” *Information Systems Research*, Vol. 27, No. 4, 2016, pp. 813-833.

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### INTERNATIONAL JOURNAL OF EMERGING MARKETS

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### INTERNATIONAL JOURNAL OF EPIDEMIOLOGY

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### INTERNATIONAL REAL ESTATE REVIEW

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### JAMA PEDIATRICS

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Patricia P. Silveira, Michael J. Meaney and **Laurette Dubé**, "DRD4, Income, and Children's Food Choices-Reply: Plasticity Allele or Different Opportunities?" *JAMA Pediatrics*, Vol. 170, No. 8, 2016, pp. 810-811.

### JOURNAL OF ADVERTISING

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**Sergei Sarkissian** and Michael J. Schill, "Cross-Listing Waves," *Journal of Financial and Quantitative Analysis*, Vol. 51, No. 1, 2016, pp. 259-306.

### JOURNAL OF FINANCIAL ECONOMICS

**Laurent Barras** and Aytek Malkhozov, "Does Variance Risk Have Two Prices? Evidence from the Equity and Option Markets," *Journal of Financial Economics*, Vol. 121, No. 1, 2016, pp. 79-92.

### JOURNAL OF HEALTH ORGANIZATION AND MANAGEMENT

Fatou F. Bagayogo, Annick Lepage, Jean-Louis Denis, Lise Lamothe, **Liette Lapointe** and Isabelle Vedel, "Grassroots Inter-professional Networks: The Case of Organizing Care for Older Cancer Patients," *Journal of Health Organization and Management*, Vol. 30, No. 6, 2016, pp. 971-984.

### JOURNAL OF MARKETING

**Saurabh Mishra** and Sachin B. Modi, "Corporate Social Responsibility and Shareholder Wealth: The Role of Marketing Capability," *Journal of Marketing*, Vol. 80, No. 1, 2016, pp. 26-46.

### JOURNAL OF MEDICAL INTERNET RESEARCH

Issac Vaghefi, John B. Hughes, Susan Law, Michel Lortie, Chad Leaver and **Liette Lapointe**, "Understanding the Impact of Electronic Medical Record Use on Practice-Based Population Health Management: A Mixed-Method Study," *Journal of Medical Internet Research (JMIR Medical Informatics)*, Vol. 4, No. 2, 2016, pp. 82-91.

### JOURNAL OF ORGANIZATIONAL AND OCCUPATIONAL PSYCHOLOGY

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### JOURNAL OF REAL ESTATE FINANCE AND ECONOMICS

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### JOURNAL OF TRADING

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### KNOWLEDGE MANAGEMENT RESEARCH AND PRACTICE

Shamel Addas and **Alain Pinsonneault**, “IT Capabilities and NPD Performance: A Closer Look at the Mediating Role of Team Knowledge Processes,” *Knowledge Management Research and Practice*, Vol. 14, No. 1, 2016, pp. 76-95.

### KOREAN ACADEMY OF INTERNATIONAL BUSINESS JOURNAL

Chang Soo Kim, **Myung-Soo Jo** and Min Kyo Seo, “Cultural Information Process: A Yin-Yang Perspective on Positive and Negative Marketing Claims in the East Versus the West,” *Korean Academy of International Business Journal*, Vol. 27, No. 2, pp. 63-104.

### LEARNING LANDSCAPES

**Nancy J. Adler** and Linda M. Ippolito, “Musical Leadership and Societal Transformation: Inspiration and Courage in Action,” *Learning Landscapes*, Vol. 9, No. 2, 2016, pp. 43-67.

### MANAGEMENT INTERNATIONAL REVIEW

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### MANAGEMENT SCIENCE

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Ravi Bapna, **Jui Ramaprasad**, Galit Shmueli and Akhmed Umyarov, “One Way Mirrors in Online Dating: Evidence from a Randomized Field Experiment,” *Management Science*, Vol. 62, No. 11, 2016, pp. 3100-3122.

### MIS QUARTERLY

**Kartik K. Ganju**, Paul A. Pavlou and Rajiv Banker, “Does Information and Communication Technology Lead to the Well-Being of Nations? A Country-Level Empirical Investigation,” *MIS Quarterly*, Vol. 40, No. 2, 2016, pp. 417-430.

Saggi Nevo, Dorit Nevo and **Alain Pinsonneault**, “A Temporally-Situated Self Agency Theory of IT Reinvention,” *MIS Quarterly*, Vol. 40, No. 1, 2016, pp. 157-186.

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## January – December 2016

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### ORGANIZATION AND ENVIRONMENT

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### ORGANIZATION STUDIES

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### ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES

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### PRODUCTION AND OPERATIONS MANAGEMENT

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Yuhong He, Shuya Yin and **Saibal Ray**, “Group Selling, Product Durability and Consumer Behavior,” *Production and Operations Management*, Vol. 25, No. 11, 2016, pp. 1942-1957.

Rouba Ibrahim, **Beste Kucukyazici**, **Vedat Verter**, Michel Gendreau and Mark Blostein, “Designing Personalized Treatment: An Application to Anticoagulation Therapy,” *Production and Operations Management*, Vol. 25, No. 5, 2016, pp. 902-918.

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Mitsuru Igami and **Nathan Yang**, “Unobserved Heterogeneity in Dynamic Games: Cannibalization and Preemptive Entry of Hamburger Chains in Canada,” *Quantitative Economics*, Vol. 7, No. 2, 2016, pp. 483-521.

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**Ruthanne Huising**, “From Adapting Practices to Inhabiting Ideas: How Managers Restructure Work across Organizations,” *Research in the Sociology of Organizations*, Vol. 47, 2016, pp. 383-413



## Desautels Faculty of Management Research Newsletter

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#### REVISTA DE ADMINISTRACAO DE EMPRESAS

Glenn Morgan, Marcus Vinicius Peinado Gomes and **Paola Perez-Aleman**, “Transnational Governance Regimes in the Global South: Multinational, States, and NGOs as Political Actors,” *Revista de Administracao de Empresas*, Vol. 56, No. 4, 2016, pp. 374-379.

#### SLEEP HEALTH

Emma Nagy, Spencer Moore, Reut Gruber, Catherine Paquet, Narendra Arora and **Laurette Dubé**, “Parental Social Capital and Children's Sleep Disturbances,” *Sleep Health*, Vol. 2, No. 4, 2016, pp. 330-334.

#### SOCIAL FORCES

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#### SOCIAL SCIENCE AND MEDICINE

Nana M. Ackatia-Armah, **Nii Antiaye Addy**, Shibani Ghosh and **Laurette Dubé**, “Fostering Reflective Trust between Mothers and Community Health Nurses to Scale Impact of Health and Nutrition Efforts: An Ethnographic Study in Ghana, West Africa,” *Social Science and Medicine*, Vol. 158, 2016, pp. 96-104.

#### SOCIOLOGY OF DEVELOPMENT

**Laura Doering**, “Necessity Is the Mother of Isomorphism: Poverty and Market Creativity in Panama,” *Sociology of Development*, Vol. 2, No. 3, 2016, pp. 235-264.

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Sandip Basu, **Corey Phelps** and Suresh Kotha, “Search and Integration in External Venturing: An Inductive Examination of Corporate Venture Capital Units,” *Strategic Entrepreneurship Journal*, Vol. 10, No. 2, 2016, pp. 129-152.

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#### TRANSPORTATION RESEARCH, PART B

Mozart B.C. Menezes, Diego Ruiz-Hernandez and **Vedat Verter**, “A Rough-cut Approach for Evaluating Location-Routing Decisions via Approximation Algorithms,” *Transportation Research: Part B - Methodological*, Vol. 87, May 2016, pp. 89-106.

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### January – December 2016

#### TRANSPORTATION SCIENCE

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#### WORK AND OCCUPATIONS

Carroll Seron, Susan S. Silbey, Erin Cech, and **Brian Rubineau**, “Persistence Is Cultural: Professional Socialization and the Reproduction of Sex Segregation,” *Work and Occupations*, Vol. 43, No. 2, 2016, pp. 178-214.

#### WORK EMPLOYMENT AND SOCIETY

Bill Martin and **Mary Dean Lee**, “Managers' Work and Retirement: Understanding the Connections,” *Work, Employment and Society*, Vol. 30, No. 1, 2016, pp. 21-39.

# Desautels Faculty of Management Research Newsletter

## January - December 2016

### BOOK

#### COHEN, LISA

**Lisa E. Cohen**, M. Diane Burton and Michael Lounsbury (Eds.), *The Structuring of Work in Organizations (Research in the Sociology of Organizations)*, Emerald Group Publishing Ltd., Volume 47, 2016.

#### DOERING, LAURA

**Laura Doering** and Mauro Small, "Sustainable Enterprise in Panama," in *The World Guide to Sustainable Enterprise*, edited by Wayne Visser, Vol. 4: the Americas, Greenleaf Publishing, UK, Chapter 15, 2016, pp. 122-126.

### BOOK CHAPTERS

#### ADDY, NII

**Laurette Dubé**, N.M. Ackatia-Armah and **Nii A. Addy**, "Convergent Innovation for Addressing Malnutrition: Scaling up Cross-sector Solutions from the Social Economy," in *Good Nutrition: Perspectives for the 21st Century*, Eggersdorfer M et al. (eds.), New York, Basel, Karger, 2016, pp. 220-234.

#### ADLER, NANCY

**Nancy J. Adler** and Joyce S. Osland, "Women Leading Globally: What We Know, Thought We Knew, and Need to Know about Leadership in the 21st Century," in Joyce S. Osland, Ming Li, Mark E. Mendenhall (ed.), *Advances in Global Leadership*, Volume 9, Emerald Group Publishing Limited, 2016, pp. 15-56.

**Nancy J. Adler**, and John L. Graham, "Cross-Cultural Interaction: The International Comparison Fallacy" in Mary Yoko Brannen & Terry Mughan (eds.), *Language in International Business*, London, Palgrave Macmillan: 2017, pp. 33-58. (JIBS Collections Series, released Dec 2016)

#### COHEN, LISA

M. Diane Burton, **Lisa E. Cohen** and Michael Lounsbury, "Bringing Jobs Back In: Towards a New Multi-level Approach to the Study of Work and Organizations," in Lisa E. Cohen, M. Diane Burton, Michael Lounsbury (eds.), *The Structuring of Work in Organizations (Research in the Sociology of Organizations)*, Emerald Group Publishing Ltd., Volume 47, 2016, pp. 1-22.

Rodney Lacey and **Lisa E. Cohen**, "Using Qualitative Comparative Analysis (QCA) as Descriptive Numerical Method in Support of Narrative Methods," in Kimberly D. Elsbach and Roderick M. Kramer (eds.), *Handbook of Innovative Qualitative Research Methods: Pathways to Cool Ideas and Interesting Papers*, New York, Routledge, 2016, pp. 362-370.

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## January - December 2016

### DOERING, LAURA

**Laura Doering** and Mauro Small, "Sustainable Enterprise in Panama" in *The World Guide to Sustainable Enterprise – Volume 4: the Americas*, edited by Wayne Visser, UK, Greenleaf Publishing Ltd., Vol. 4, 2016, pp. 122-126.

### DUBE, LAURETTE

**Laurette Dubé**, N.M. Ackatia-Armah and **Nii A. Addy**, "Convergent Innovation for Addressing Malnutrition: Scaling up Cross-sector Solutions from the Social Economy," in Eggersdorfer M et al. (eds.), *Good Nutrition: Perspectives for the 21st Century*, Basel, New York, Karger, 2016, pp. 220-234.

### GUMUS, MEHMET

**Mehmet Gumus**, "A Tale of Two Information Asymmetries in Competitive Supply Chains," *Handbook of Information Exchange in Supply Chain Management*, Edited by Albert Y. Ha and Christopher S. Tang (ed.), Springer Series in Supply Chain Management, Vol. 5, 2016, pp. 189-213.

### MAGUIRE, STEVE

**Steve Maguire** and Cynthia Hardy, "Riskwork: Three Scenarios from a Study of Industrial Chemicals in Canada," in *Riskwork*, M. Power, (ed.), Oxford, UK, Oxford University Press, 2016, pp. 130-139.

### PEREZ-ALEMAN, PAOLA

Glenn Morgan, Marcus Vinicius Peinado Gomes and Paola Perez-Aleman (editors), "Transnational Governance Regimes in the Global South: Multinational, States, and NGOs as Political Actors," in *Revista de Administracao de Empresas*, Fundacion Getulio Vargas, Sao Paulo, Brazil, Vol. 56, No. 4, Special Issue, 2016. Published in Portuguese and English

### TSANG, DESMOND

**Desmond Tsang** (contributor), *Intermediate Accounting* by Lo & Fisher, Toronto, Pearson, 2016

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## January - December 2016

### CONFERENCE PROCEEDINGS

#### ACM SYMPOSIUM ON ACCESS CONTROL MODELS AND TECHNOLOGIES (SACMAT)

Haining Chen, Omar Chowdhury, Ninghui Li, **Warut Khern-am-nuai**, Suresh Chari, Ian Molloy and Younja Park, "Tri-Modularization of Firewall Policies," *Proceedings of the 21<sup>st</sup> Symposium on Access Control Models and Technologies (SACMAT)*, Shanghai, China, June 2016.

#### INFORMS CONFERENCE ON INFORMATION SYSTEMS AND TECHNOLOGIES (CIST)

Jiyong Park, **Kunsoo Han** and Byungtae Lee, "Impact of Information Technology on Energy Productivity: An Empirical Investigation," *Proceedings of the 2016 INFORMS Conference on Information Systems and Technologies (CIST)*, Nashville, TN, November 2016.

Sunghun Chung, **Animesh Animesh**, **Kunsoo Han** and **Alain Pinsonneault**, "Does Give-and-Take Really Matter? Dynamics of Social Interactions in Social Network," *Proceedings of the 2016 INFORMS Conference on Information Systems and Technologies (CIST)*, Nashville, TN, November 2016.

Kyunghee Lee, **Kunsoo Han**, Eunkyong Lee and Byungtae Lee, "The Digital Distribution Strategy in Emerging E-book Markets: An Empirical Investigation," *Proceedings of the 2016 INFORMS Conference on Information Systems and Technologies (CIST)*, Nashville, TN, November 2016.

#### INTERNATIONAL CONFERENCE ON INFORMATION SYSTEMS (ICIS)

Sunghun Chung, **Animesh Animesh**, **Kunsoo Han** and **Alain Pinsonneault**, "Does Give-and-Take Really Matter? Dynamics of Social Interactions in Social Network," in *Proceedings of the 2016 International Conference on Information Systems (ICIS)*, Dublin, Ireland, December 2016.

Junyi Yang, **Alain Pinsonneault** and J.J. Po-An Hsieh, "An Investigation of Intention to Explore Business Intelligence Systems: A Psychological Engagement Perspective," *ICIS Conference Proceedings*, Dublin, Ireland, December 2016.

### CONFERENCE PAPERS

#### ACADEMY OF MANAGEMENT

**Mallika Banerjee**, "Friendship Networks and Early Career Outcomes among Immigrant and Native-born Scientists and Engineers in the U.S.," *Academy of Management Meetings*, Anaheim, CA, August 2016.

Panagiotis Desyllas, Martin C. Goossen and **Corey Phelps**, "Captive and Relational Synergies in Acquisitions," *Academy of Management Meetings*, Anaheim, CA, August 2016.

Ralph A. Heidl, Kevin Steensma and **Corey Phelps**, "Coopetition in Multipartner Alliances: Knowledge Flo among Strangers and Friends," *Academy of Management Meetings*, Anaheim, CA, August 2016.

## Desautels Faculty of Management Research Newsletter

### January - December 2016

Zhenxiong Tao, **Shanling Li** and **Saibal Ray**, "Manufacturer's Strategic Responses to the Imbalance of Power in Supply Chain," *Annual Meeting of 76th Academy of Management*, Anaheim, CA, August 2016.

**Jean-Nicolas Reyt**, **Brian Rubineau** and B.M. Wiesenfeld, "The Effect of Resumes' Level of Abstraction on Candidate Evaluation," *Academy of Management*, Anaheim, CA, August 2016.

Maha Shaikh and **Emmanuelle Vaast**, "Material Agency as Counter-Performativity: A Second-Order Perspective," *Academy of Management Conference*, Organization and Management Theory Division, Anaheim, CA, August 2016.

**Peter Younkin**, "The Colorblind Crowd: The effect of Race on Crowdfunding Outcomes," *Academy of Management Conference*, OMT Division, Anaheim, CA, 2016.

#### ACADEMY OF MARKETING SCIENCE

Seung Lee and **Ashesh Mukherjee**, "The Effect of Other's Participation on Charitable Behavior," *Academy of Marketing Science*, Orlando, 2016.

#### AMERICAN FINANCE ASSOCIATION (AFA)

**Matthieu Bouvard** and Samuel Lee, "Risk Management Failures," *AFA Meeting*, San Francisco, CA, January 2016.

**David Schumacher**, "Home Bias Abroad: Domestic Industries and Foreign Portfolio Choice," *AFA Meeting*, San Francisco, CA, January 2016.

**Laurent Barras** and Aytek Malkhozov, "Does Variance Risk Have Two Prices?" *AFA Meeting*, San Francisco, CA, January 2016.

#### ASSOCIATION FOR CONSUMER RESEARCH CONFERENCE

Derek D. Rucker, Adam Duhacheck, Claire Heeryung Kim and **DaHee Han**, "The Effects of Power on Emotional Responses to Self-Failure," *Association for Consumer Research Conference*, Berlin, Germany, 2016.

Yanan Wang and **Ashesh Mukherjee**, "Love Accounting: The Effect of Love Messages on Gift Budgeting," *Association for Consumer Research*, Berlin, 2016.

#### CANADIAN ASSOCIATION FOR HEALTH SERVICES AND POLICY RESEARCH

F.F. Bagayogo, F. Beland, J.L. Denis, L. Lamothe, **L. Lapointe** and I. Vedel, "Understanding Cancer Care Trajectories," *Annual Conference of the Canadian Association for Health Services and Policy Research*, Toronto, Canada, May 2016.

A. Lepage, F.F. Bagayogo, J.L. Denis, L. Lamothe, **L. Lapointe** and I. Vedel, "Le professionnalisme organisé : vecteur de nouveaux régimes de collaboration en oncologie," *Annual Conference of the Canadian Association for Health Services and Policy Research*, Toronto, Canada, May 2016.

# Desautels Faculty of Management Research Newsletter

## January - December 2016

### COMPARATIVE AND INTERNATIONAL EDUCATION SOCIETY (CIES)

**Nii Addy**, "Shifting Societal Paradigms: The Case for Philanthropy-University Partnerships in Social Innovation Labs," *Annual Conference of the Comparative and International Education Society (CIES)*, Vancouver, BC, Canada, March 2016.

### CONFERENCE ON DIGITAL EXPERIMENTATION

Ravi Bapna, Akhmed Umyarov and **Jui Ramaprasad**, "Enhancing Weak Signaling in Online Dating: A Randomized Field Experiment," *Conference on Digital Experimentation*, Cambridge, MA, October 2016.

### EASTERN SOCIOLOGICAL SOCIETY

Kristie L. McAlpine, **Brian Rubineau**, Susan S. Silbey and Carroll Seron, "Gendered Peer Effects on Work-Family Conflict in Male-Dominated Occupations," *Eastern Sociological Society*, Boston, MA, March 2016.

### EURO WORKING GROUP ON SUSTAINABLE SUPPLY CHAINS

**T. Boyaci**, S. Mazahir and **V. Verter**, "Product Reuse with Disruptive Innovation," *1st Conference of the EURO Working Group on Sustainable Supply Chains*, Aachen, July 2016.

### EUROPEAN CONTROL CONFERENCE (ECC)

Paul Beuchat, **Angelos Georghiou** and John Lygeros, "Alleviating Tuning Sensitivity in Approximate Dynamic Programming," *2016 European Control Conference (ECC)*, Aalborg, Denmark, June-July 2016.

### EUROPEAN GROUP FOR ORGANIZATIONAL STUDIES (EGOS)

**Lisa E. Cohen**, "At the Crossroads: A Study of the Intersection of Hiring and Job Design in Entrepreneurial Organizations," *EGOS*, Naples, Italy, July 2016.

### EUROPEAN MARKETING ACADEMY OF MARKETING (EMAC)

Wei-Lin Wang and **Demetrios Vakratsas**, "The Dynamics of Evidence-based Strategies in R&D-intensive Markets," *European Marketing Academy of Marketing (EMAC) conference*, Oslo, Norway, May 2016.

### FINANCIAL INTERMEDIATION RESEARCH SOCIETY (FIRS)

Mathieu Fournier and **Ruslan Goyenko**, "When Options Market Disagrees," *2016 Financial Intermediation Research Society (FIRS) Conference*, Lisbon, Portugal, June 2016.

### GLOBAL JOINT CONFERENCE ON INDUSTRIAL ENGINEERING AND APPLICATION AREAS

Mohammad Nikoofal and **Mehmet Gumus**, "The Value of Diagnostic Test in Contract Manufacturing under Supply Risk," *Global Joint Conference on Industrial Engineering and Application Areas*, Istanbul, Turkey, July 2016.

# Desautels Faculty of Management Research Newsletter

## January - December 2016

### INFORMS ANNUAL MEETING

Brad Greenwood, **Kartik K. Ganju** and Corey Angst, "Just What the Doctor Ordered? Physician Mobility after the Adoption of Electronic Health Records," *INFORMS*, Nashville, November 2016.

**Kartik K. Ganju**, Hilal Atasoy, Paul A. Pavlou and Pei-Yu Chen, "Antecedents of Health IT Roll Back" *INFORMS*, Nashville, November 2016.

**Angelos Georghiou**, Xiaojing Zhang, Maryam Kamgarpour and John Lygeros, "Robust Control with Adjustable Uncertainty Sets: Providing Frequency Reserves to the Power Grid via Demand Response," *INFORMS*, Nashville, November 2016.

Elcin Ergin and **Mehmet Gumus**, "Pricing Decisions In Fast Fashion Retailing Using Discrete Choice Dynamic Programming Model," *INFORMS*, Nashville, November 2016

Amir Ardesti-Jaafari and **Beste Kucukyazici**, "Robust Design of a Stroke Hospital Network," *INFORMS*, Nashville, November 2016.

Cheng Zhu and **Beste Kucukyazici**, "Design of Operational Policies to Reduce Boarding Time in Emergency Departments," *INFORMS*, Nashville, November 2016.

Cheng Zhu and **Beste Kucukyazici**, "Optimal Reimbursement Schemes for Maternity Care Safety and Quality," *INFORMS*, Nashville, November 2016.

**Shanling Li**, Dali Zhang, Xiaowen Chang and Huifu Xu, "Management of Cancer Drug Shortage under Demand and Supply Uncertainties," *INFORMS*, Nashville, November 2016.

Zhenxiong Tao, **Shanling Li** and **Saibal Ray**, "Manufacturers' Strategic Responses to Power Imbalance in Supply Chains," *INFORMS*, Nashville, November 2016.

Hedayat Alibeki and **Mehmet Gumus**, "Generalized Reverse Auctions: Efficiency and Credibility under Information Asymmetry," *INFORMS*, November 2016.

**Saibal Ray**, Wenju Niu, Shuya Yin, **Mehmet Gumus** and Houcai Shen, "Guaranteed Trade-in Price Strategy: Deconstructing Its Value for Consumers and Firms," *INFORMS*, Nashville, November 2016.

Fei Qin, **Saibal Ray** and **Mehmet Gumus**, "Vegetable Equity: Insights from Agri-food Supply Chain Innovations in Emerging Economies," *INFORMS*, Nashville, November 2016.

Shuya Yin, Yuhong He and **Saibal Ray**, "Retail Market Power: A Supplier-side Perspective," *INFORMS*, Nashville, November 2016.

**Juan Camilo Serpa**, Ruomeng Cui and Eduard Calvo, "Regulation and Efficiency in Government Procurement: A Regression Discontinuity Approach," *INFORMS*, Nashville, November 2016.

Saied Samiedaluie and **Vedat Verter**, "Does Specialization Of Hospitals Increase Operational Efficiency?" *INFORMS*, Nashville, November 2016.



## Desautels Faculty of Management Research Newsletter

### January - December 2016

Feyza Guliz Sahinyazan, Marie-Ève Rancourt and **Vedat Verter**, "How To Provide Food Aid In Kenya: In Kind, Cash Or Voucher?" *INFORMS*, Nashville, November 2016.

**Vedat Verter**, Michael Klein and Brian Moses, "Dialysis Facility Network Design," *INFORMS*, Nashville, November 2016.

Michael G. Klein, **Vedat Verter**, Hughie F. Fraser and Brian G. Moses, "Specialist Care in Rural Hospitals: From Emergency Department Consultation to Inpatient Ward Discharge," *INFORMS*, Nashville, November 2016.

Rouba Ibrahim, **Vedat Verter**, **Beste Kucukyazici**, Michel Gendreau and Mark Blostein, "Designing Personalized Anticoagulation Therapy," *INFORMS*, Nashville, November 2016.

#### INFORMS CONFERENCE ON INFORMATION SYSTEMS AND TECHNOLOGIES (CIST)

**Kartik K. Ganju**, Hilal Atasoy, Paul A. Pavlou and Pei-Yu Chen, "Antecedents of Health IT Roll Back," *CIST* Nashville, November 2016.

**Warut Khern-am-nuai**, Hossein Ghasemkhani and Kartik N. Kannan, "How Questions and Answers Shape Online Marketplaces: The Case of Amazon Answer," *Conference on Information Systems and Technology (CIST)*, Nashville, TN, November 2016.

S. Chung, **A. Animesh**, **K. Han** and **A. Pinsonneault**, "A Study of Give-and-Take Behaviors in Facebook: Dynamics of Social Interactions," *CIST (INFORMS)*, Nashville, November, 2016.

#### INSTITUTE FOR BUSINESS AND FINANCE RESEARCH

Ines Chaieb, **Vihang Errunza** and Rajna Gibson, "Integration of Sovereign Bonds Markets: Time Variation and Maturity Effects," *Institute for Business and Finance Research*, Hawaii, January 2016.

#### INSTITUTE FOR THE STUDY OF BUSINESS MARKETS (ISBM) ACADEMIC CONFERENCE

Sachin B. Modi, **Saurabh Mishra** and Peter A. Salzarulo, "Services Sourcing Emphasis and Hospital Performance," *ISBM Academic Conference 2016: Advances in Business-to-Business Marketing*, Emory University, Atlanta, GA, 2016.

Manish Kacker, **Saurabh Mishra** and Anna Sadovnikova, "Marketing Channel Structure and Shareholder Value," *ISBM Academic Conference 2016: Advances in Business-to-Business Marketing*, Emory University, Atlanta, GA, 2016.

#### INTERNATIONAL CONFERENCE ON INFORMATION SYSTEMS (ICIS)

Divinus Oppong-Tawiah, **Geneviève Bassellier** and **Jui Ramaprasad**, "Social Connectedness and Leadership in Online Communities," *International Conference on Information Systems*, Dublin, Ireland, December 2016.

S. Chung, **A. Animesh**, **K. Han**, and **A. Pinsonneault**, "Does Give-and-Take Really Matter? Dynamics of Social Interactions in Facebook," *ICIS conference*, Ireland, 2016.

# Desautels Faculty of Management Research Newsletter

## January - December 2016

J. Yang, **A. Pinsonneault** and J.J. Hsieh, "An Investigation of Intention to Explore Business Intelligence Systems: A Psychological Engagement Perspective," *ICIS conference*, Ireland 2016.

### INTERNATIONAL CONFERENCE ON ORGANIZATIONAL DISCOURSE

Cynthia Hardy and **Steve Maguire** "Institutional Entrepreneurship: Harnessing a Dominant Discourse," *12<sup>th</sup> International Conference on Organizational Discourse*, Amsterdam, Netherlands, July 2016.

### INTERNATIONAL ORGANISATIONAL BEHAVIOR IN HEALTHCARE CONFERENCE (OBHC)

Ghazaleh Aghili, Jean-Louis Denis, Lise Lamothe, Isabelle Vedel and **Liette Lapointe**, "The Core of Shared Work: Coordination between Managers and Physicians," *10th International Organisational Behavior in Healthcare Conference (OBHC 2016)*, Cardiff, UK, April 2016.

### INTERNATIONAL ROME CONFERENCE ON MONEY, BANKING AND FINANCE

**Ruslan Goyenko**, Mathieu Fournier and Gunnar Grass, "When Options Market Disagrees," *XXV International Rome Conference on Money, Banking and Finance*, Rome, Italy, December 2016.

### INTERNATIONAL SYMPOSIUM ON CROSS SECTOR SOCIAL INTERACTIONS

**Addy, Nii**, Hajar Fatemi-Shariatpanahi and **Laurette Dubé**, "Reconciling Divergent Temporal Focus in Cross-sector Partnerships: Cases of Decision-makers Straddling the Public, Private, and Plural Sector," *5th Biennial International Symposium on Cross Sector Social Interactions*, Toronto, Canada, April 2016.

### ISRAEL ASSOCIATION FOR INFORMATION SYSTEMS (ILAIS)

D. Nevo, S. Nevo and **A. Pinsonneault**, "Exploring the Role of Users' Achievement Goals in Technological Affordance Actualization," *ILAIS*, Israel, July 2016.

### MARKETING DYNAMICS CONFERENCE

Ceren Kolsarici and **Demetrios Vakratsas**, "The Complexity of Multi-media Effects: When the Whole can be Less than the Sum of the Parts," *Marketing Dynamics Conference*, Hamburg, Germany, July 2016.

### MARKETING SCIENCE

Wei-Lin Wang and **Demetrios Vakratsas**, "The Scientific Evidence Production Process and its Influence on Specialty Drug Sales," *Marketing Science Special Issue on Health conference*, Washington University, St. Louis, MO, November 2016.

### NORTH FINANCE ASSOCIATION CONFERENCE

Mathieu Fournier and **Ruslan Goyenko**, "When Options Market Disagrees," *North Finance Association Conference*, Mont Tremblant, QC, September 2016.

# Desautels Faculty of Management Research Newsletter

## January - December 2016

### PRODUCTION AND OPERATIONS MANAGEMENT SOCIETY CONFERENCE (POMS)

**Beste Kucukyazici** and Cheng Zhu, "Design of Financial incentives for Maternity Care Safety and Quality," *POMS Annual Conference*, Orlando, May 2016.

Zhenxiong Tao, **Shanling Li** and **Saibal Ray**, "Manufacturers' Strategic Responses to Power Imbalance in Supply Chain Relationships," *POMS 27th Annual Conference*, Orlando, May 2016.

H. Huang, **S. Li** and Y. Yu. "Evaluating Allocation Performance of Fashion Retail Supply Chain through Dynamic Network DEA," *POMS 27th Annual Conference*, Orlando May 2016.

M.E. Rancourt and **Vedat Verter**, "Facilitating Transportation procurement for Food Aid Distribution: The Case of the WFP Kenya," *POMS 27th Annual Conference*, Orlando May 2016.

Michael G. Klein and **Vedat Verter**, "An Analytical Framework for Specialist Care in Rural Hospitals," *POMS 27th Annual Conference*, Orlando May 2016.

Y. Zhang and **Vedat Verter**, "Incorporating Client Choice into Facility Network Design of Preventive Cancer Screening Programs," *POMS 27th Annual Conference*, Orlando May 2016.

### STATISTICAL CHALLENGES IN E-BUSINESS RESEARCH

**Geneviève Bassellier** and **Jui Ramaprasad**, "Firm or Community as Anchor? The Role of Reference Price in Consumers' Valuation of Digital Goods," *Statistical Challenges in E-business Research*, Naxos, Greece, June 2016.

**Kartik K. Ganju**, Hilal Atasoy and Paul A. Pavlou, "Does the Adoption of Electronic Medical Record Systems Inflate Medicare Reimbursements?" *Statistical Challenges in E-business Research*, Naxos, Greece, June 2016.

**Kartik K. Ganju**, Hilal Atasoy, Paul A. Pavlou and Pei-Yu Chen "Antecedents of Health IT Roll Back" *Statistical Challenges in E-business Research*, Naxos, Greece, June 2016.

Gordon Burtch and **Jui Ramaprasad**, "Assessing and Quantifying Network Effects in an Online Dating Market," *Statistical Challenges in E-business Research*, Naxos, Greece, June 2016.

### SOCIETY FOR CONSUMER PSYCHOLOGY CONFERENCE

Claire Kim, **DaHee Han**, Adam Duhachek and H. Shanker Krishnan, "The Effects of Political Ideology on Attribution and Value Threat," *Society for Consumer Psychology Conference*, St. Petersburg, FL, February 2016.

### STRATEGIC MANAGEMENT SOCIETY

**Peter Younkin**, "The Colorblind Crowd: The Effect of Race on Crowdfunding Outcomes," *Strategic Management Society Special Conference*, Rome, 2016.

# Desautels Faculty of Management Research Newsletter

## January - December 2016

### TELFER ANNUAL CONFERENCE ON ACCOUNTING AND FINANCE

Saurin Patel and **Sergei Sarkissian**, "Deception and Managerial Structure," *2016 Telfer Annual Conference on Accounting and Finance*, Ottawa, ON May 2016.

Amir Akbari and **Francesca Carrieri**, "Pricing Together Developed and Emerging Markets with Multiple Risk Factors," *2016 Telfer Annual Conference on Accounting and Finance*, Ottawa, ON May 2016.

### THEORY & PRACTICE IN MARKETING CONFERENCE

**Thomas Dotzel** and Venkatesh Shankar, "Determinants and Outcomes of B2B Service Innovations: How are they Different from those of B2C Service Innovations?" *Theory & Practice in Marketing Conference*, Houston, May 2016.

### UTD FORMS

Ceren Kolsarici and **Demetrios Vakratsas**, "The Complexity of Multi-media Effects: When the Whole can be Less than the Sum of the Parts," *UTD FORMS Frank M. Bass Conference*, Dallas, TX, February 2016.

### WHARTON'S PEOPLE ANALYTICS CONFERENCE

**Brian Rubineau**, Eric Gladstone, David Thompson, Alexa Beavers and Erin Arcario, "Crafting Contagion in an Organization: A Field Experiment," *Wharton's People Analytics Conference*, Philadelphia, PA, April 2016.

### WHARTON PEOPLE AND ORGANIZATIONS CONFERENCE

Joseph P. Broschak, **Lisa E. Cohen** and **Matissa Hollister**, "Dissolving Jobs: The Many Different Ways to Die," *Wharton People and Organizations Conference*, Philadelphia, PA, April 2016.

## BUSINESS CASES

### MACKALSKI, ROBERT

J.B. Alvarez, **R. Mackalski** and A. Otazo, "Chili Beans: Peace, Love, and Sunglasses," *Harvard Business School Case 516-020*, 2016.

## PhD STUDENT and POSTDOCTORAL FELLOW PUBLICATIONS

### REFEREED JOURNALS

#### FATEMI-SHARIATPANAH, HAJAR \*

Laurette Dubé, **Hajar Fatemi**, Ji Lu and Cristian Hertzer, “The Healthier the Tastier? USA-India Comparison Studies on Consumer Perception of a Nutritious Agricultural Product at Different Food Process,” *Frontiers in Public Health, section Environmental Health*, Vol. 4, No. 6, 2016, pp. 1-11.

#### MENDENHALL, ZACK \*

Marcelo Vinhal Nepomuceno, Gad Saad, Eric Stenstrom, **Zack Mendenhall** and Fabio Iglesias, “Testosterone at your Fingertips: Digit Ratios (2D:4D and rel2) as Predictors of Courtship-related Consumption Intended to Acquire and Retain Mates,” *Journal of Consumer Psychology*, Vol. 26, No. 2, 2016, pp. 231-244.

Marcelo Vinhal Nepomuceno, Gad Saad, Eric Stenstrom, **Zack Mendenhall** and Fabio Iglesias, “Testosterone & Gift-giving: Mating Confidence Moderates the Association between Digit Ratios (2D:4D and rel2) and Erotic Gift-giving,” *Personality and Individual Differences*, Vol. 91, 2016, pp. 27-30

#### OPPONG-TAWIAH, DIVINUS \*

**Divinus Oppong-Tawiah** and Yolande E. Chan, “The Influence of IT and Knowledge Capabilities on the Survival of University IT Startups,” *International Journal of Technoentrepreneurship*, Vol. 3, No. 2, 2016, pp. 150-172.

#### SONG, YONG HO \*

Daniel P. Skarlicki, Danielle D. van Jaarsveld, Roudan Shao, **Young Ho Song** and Mo Wang, “Extending the Multifoci Perspective: The Role of Supervisor Justice and Moral Identity in the Relationship Between Customer Justice and Customer-directed Sabotage,” *Journal of Applied Psychology*, Vol. 101, No. 1, January 2016, pp. 108-121.

Patricia F. Hewlin, Sung Soo Kim and **Young Ho Song**, “Creating Facades of Conformity in the Face of Job Insecurity: A Study of Consequences and Conditions,” *Journal of Occupational and Organizational Psychology*, Vol. 89, No 3, 2016, pp. 539–567.

**Desautels Faculty of Management Research Newsletter**  
**January – December 2016**

**CONFERENCE PROCEEDINGS & CONFERENCE PAPERS**

**AGUILAR DELGADO, NATALIA \***

Luciano Barin Cruz, **Natalia Aguilar Delgado**, Bernard Leca and Jean-Pascal Gond, "Institutional Resilience in Extreme Operating Environments: The Role of Institutional Work," *Business & Society*, Vol. 55, No. 7, 2016, pp. 970-1016.

**AKBARI, AMIR \***

**Amir Akbari** and Francesca Carrieri, "Pricing Together Developed and Emerging Markets with Multiple Risk Factors," *2016 Telfer Annual Conference on Accounting and Finance*, Ottawa, ON, May 2016.

**ALIBEIKI, HEDAYAT \***

**Hedayat Alibeki** and Mehmet Gumus, "Generalized Reverse Auctions: Efficiency and Credibility under Information Asymmetry," *INFORMS*, November 2016.

**ARDESTI-JAAFARI, AMIR \*\***

**Amir Ardesti-Jaafari** and Beste Kucukyazici, "Robust Design of a Stroke Hospital Network," *INFORMS*, Nashville, November 2016.

**FATEMI-SHARIATPANAHI, HAJAR \***

Nii Addy, **Hajar Fatemi-Shariatpanahi** and Laurette Dubé, "Reconciling Divergent Temporal Focus in Cross-sector Partnerships: Cases of Decision-makers Straddling the Public, Private, and Plural Sector," *5th Biennial International Symposium on Cross Sector Social Interactions*, Toronto, Canada, April 2016.

**GÜLİZ ŞAHINYAZAN, FEYZA \***

**Feyza Guliz Sahinyazan**, Marie-Ève Rancourt and Vedat Verter, "How To Provide Food Aid In Kenya: In Kind, Cash Or Voucher?" *INFORMS*, Nashville, November 2016.

**KLEIN, MICHAEL G. \***

**Michael G. Klein**, Vedat Verter, Hughie F. Fraser and Brian G. Moses, "Specialist Care in Rural Hospitals: From Emergency Department Consultation to Inpatient Ward Discharge," *INFORMS*, Nashville, November 2016.

Vedat Verter, **Michael G. Klein** and Brian Moses, "Dialysis Facility Network Design," *INFORMS*, Nashville, November 2016.

**Michael G. Klein** and Vedat Verter, "An Analytical Framework for Specialist Care in Rural Hospitals," *POMS 27th Annual Conference*, Orlando, FL, May 2016.

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### OPPONG-TAWIAH, DIVINUS \*

**Divinus Oppong-Tawiah**, Geneviève Bassellier and Jui Ramaprasad, "Social Connectedness and Leadership in Online Communities," *International Conference on Information Systems*, Dublin, Ireland, December 2016.

### TAO, ZHENXIONG \*

**Zhenxiong Tao**, Shanling Li and Saibal Ray, "Manufacturer's Strategic Responses to the Imbalance of Power in Supply Chains," *Annual Meeting of 76th Academy of Management*, Anaheim, CA, August 2016.

**Zhenxiong Tao**, Shanling Li and Saibal Ray, "Manufacturers' Strategic Responses to Power Imbalance in Supply Chains," *INFORMS*, Nashville, November 2016.

**Zhenxiong Tao**, Shanling Li and Saibal Ray, "Manufacturers' Strategic Responses to Power Imbalance in Supply Chain Relationships," *POMS 27th Annual Conference*, Orlando, May 2016.

### WANG, WEI-LIN \*

**Wei-Lin Wang** and Demetrios Vakratsas, "The Scientific Evidence Production Process and its Influence on Specialty Drug Sales," *Marketing Science Special Issue on Health conference*, Washington University, St. Louis, MO, November 2016.

### ZHU, CHENG \*

**Cheng Zhu** and Beste Kucukyazici, "Design of Operational Policies to Reduce Boarding Time in Emergency Departments," *INFORMS*, Nashville, November 2016.

**Cheng Zhu** and Beste Kucukyazici, "Optimal Reimbursement Schemes for Maternity Care Safety and Quality," *INFORMS*, Nashville, November 2016.

Beste Kucukyazici and **Cheng Zhu**, "Design of Financial incentives for Maternity Care Safety and Quality," *POMS Annual Conference*, Orlando, May 2016.



## EDITORIAL BOARD APPOINTMENTS

### ADLER, NANCY

Editorial Board Member      Advances in Global Leadership

### DAVID, ROBERT

Co-editor      Strategic Organization

### ETZION, DROR

Editorial Board Member      Journal of Management and Governance

### FARAJ, SAMER

Editor      Information Systems Research, Special Issue: Collaboration and Value Creation in Online Communities

Editorial Board Member      Organization Science

### HUISING, RUTHANNE

Senior Editor      Organization Science

### PEREZ-ALEMAN, PAOLA

Editorial Review Board      Management and Organization Review

### PHELPS, COREY

Associate Editor      Information Systems Research, Special Issue: Collaboration and Value Creation in Online Communities

### TSANG, DESMOND

Associate Editor      Asia-Pacific Journal of Accounting and Economics (APJAE)

Editorial Board Member      Journal of Real Estate Portfolio Management

### VAAST, EMMANUELLE

Senior Editor      Information Systems Research

### VERTER, VEDAT

Editorial Board Member      Production and Operations Management (POMS)