

## Colloquia Speakers

| <b>Name</b>        | <b>Affiliation</b>                         | <b>Topic</b>   | <b>Date of presentation</b> |
|--------------------|--|--|-----------------------------|
| Darren Kisgen      | Boston College                             | "Analyst Promotions Within Credit Rating Agencies: Bias or Skill"  | Spring 2015                 |
| Daniel Bachrach    | University of Alabama                      | "Organizational Investments in Social Capital and Sales Performance: Examination of Team Goal Monitoring, Learning Effort, and Commitment to Service Quality and the Moderating Role of Transactive Memory System" | Spring 2015                 |
| Gopal Krishnan     | American University                        | "What Client and Auditor Attributes are Associated with Audit Adjustments?"  | Spring 2015                 |
| Dominique Hanssens | UCLA                                       | "Performance Growth and Vigilant Marketing Spending"   | Spring 2015                 |
| Richard Makadok    | Emory University                           | "Losing By Winning: The Danger Zone of Adverse Competitor Replacement"   | Spring 2015                 |
| Teri Yohn          | Indiana University                         | "Financial Statement-Based Forecasts and Analyst Forecasts of Profitability: The Effect of Mandatory IFRS Adoption"  | Spring 2015                 |
| Kim ChangHwan      | University of Kansas                       | "Is a College Degree Worth a 1 Million Dollars?"   | Spring 2015                 |
| Robert Whited      | University of Massachusetts-Amherst        | "Propensity Score Matching and Matched Sample Composition in Auditing Research"  | Spring 2015                 |
| Will Ciconte       | University of Florida                      | "As Advertised? An Examination of the Relation Between Public Accounting Firm Advertising and Client Riskiness and Financial Reporting Quality"  | Spring 2015                 |
| Murli Buluswar     | AIG  | "The Realty of Machine Learning"   | Spring 2015                 |
| Kevin Tseng        | Northwestern University                    | "Knowledge Network and the Cross-Section of Expected Returns?"   | Spring 2015                 |
| Zheng Han          | University of Kansas                       | "Optimal Pricing Barriers in a Regulated Market Using Reflected Diffusion Processes"   | Spring 2015                 |
| Tae Kim            | University of Illinois at Urbana Champaign | "Does a Firm's Political Capital Affect Its Investment and Innovation?"  | Spring 2015                 |
| Aditya Vedantam    | Purdue University                          | "An Analysis of Recycled Content Claims Under Demand Benefit and Supply Uncertainty"   | Fall 2014                   |
| Wei Zhang          | University of California at Los Angeles    | "Influencing Adoption Patterns in High-Tech Supply Chains: The Effect of Price Flexibility"  | Fall 2014                   |

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| Brian Williams      | University of Oregon              | "Cross-Country Differences in Accounting Quality and Audit Profession Development and the Extent and Incidence of Firm-Level Evasion" | Fall 2014   |
| Wei Chen            | University of Texas at Dallas     | "Optimal Procurement Auction under Multi-Stage Supplier Qualification"  | Fall 2014   |
| Yinliang Tan        | University of Florida             | "Strategic Analysis of the Agency Model for Digital Goods"  | Fall 2014   |
| Yifei Mao           | Indiana University                | "Managing Innovation: The Role of Collateral"   | Fall 2014   |
| Greg Rybarczyk      | University of Michigan - Flint    | "Visualizing Travel Attitudes: The Role of Geographic Information Systems and Big Data"   | Fall 2014   |
| Edward Owens        | Emory University                  | "Business Model Shocks and Abnormal Accrual Models"   | Fall 2014   |
| Lubomir Litov       | University of Arizona             | "Staggered Boards and Firm Value, Revisited"  | Fall 2014   |
| Oleg Bondarenko     | University of Illinois at Chicago | "Assessing Measures of Order Flow Toxicity and Early Warning Signals for Market Turbulence"   | Fall 2014   |
| Scott Mitchell      | University of California - Irvine | "The Price is Right: Cognitive and Organizational Influences on Strategic Pricing Decisions"  | Fall 2014   |
| David Erkens        | University of Southern California | "Do Client Characteristics Really Drive the Big N Effect?"  | Fall 2014   |
| Christina Carnes    | Texas A&M                         | "Fetching Top Dollar: How a Target Firm's Competitive Action Repertoire Impacts Acquisition Premiums"                                 | Fall 2014   |
| Richard Wang        | University of Minnesota           | "Small Firm's New Product Deployment Strategy in Response to Large Firm Entry or Exit"  | Fall 2014   |
| Khan Pyo Lee        | Sogang University                 | "Betwixt and Between: Acculturative Stress and Organizational Identification of Local Managers at MNC Subsidiaries"                   | Fall 2014   |
| Chris Claterbos     | Vlami Software Solutions, Inc.    | "Trends in Business Intelligence Systems"   | Fall 2014   |
| Pradeep Chintagunta | University of Chicago             | "Simultaneous or Sequential? Search Strategies in the U.S. Auto Insurance Industry"   | Fall 2014   |
| Timothy Judge       | University of Notre Dame          | "Leadership in Organizations: What We Know...And Don't Know"  | Spring 2014 |
| Christopher Tang    | UCLA                              | "Supply Chain Innovations for Alleviating Poverty"  | Spring 2014 |

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|---------------------------------|----------------------------------|--|-------------|
| Chris Hogan                     | Michigan State University        | "Auditing Standard No. 2 versus Auditing Standard No. 5: Implications for Integrated Audits and Financial Reporting Quality"   | Spring 2014 |
| Vaclav Kratochvil               | Czech Academy of Sciences        | "Brain, Epilepsy, and Pseudorandom Number Generators"  | Spring 2014 |
| Aya Chacar                      | Florida International University | "The Value of Coherence in MNE Performance"  | Spring 2014 |
| Christine Lopez & Randy Messina | IBM                              | "IBM SPSS Predictive Analytics: Connecting Data Patterns to Predict Potential Risk & Opportunities Before They Occur"  | Spring 2014 |
| Scott Jackson                   | University of South Carolina     | "Earnings Management and Employee Selection"   | Spring 2014 |
| Richard Johnston                | Rice University                  | "Crowdsourcing Forecasts: Competition for Sell-Side Analysts?"   | Spring 2014 |
| Richard Frankel                 | Washington University            | "Accounting Conservatism and Creditor Recovery Rate"   | Spring 2014 |
| Stevanie Newman                 | Texas A&M University             | "Effective Tax Strategies: It's Not Just Minimization"   | Spring 2014 |
| Lyda Bigelow                    | University of Utah               | "Dominant Designs, Innovation Shocks, and The Follower's Dilemma"  | Spring 2014 |
| Myles Shaver                    | University of Minnesota          | "Creating Value when Combining Two Weak Firms: The Role of Routine Disruption in Mergers and Acquisitions"   | Fall 2013   |
| Paul Sackett                    | University of Minnesota          | "The Role of Measurement Characteristics in Observed Departures from Normality" and "Which Non-Cognitive Attributes Are Most Important in the Workplace?"              | Fall 2013   |
| Nate Sharp                      | Texas A&M University             | "Working on the Weekend: Do Analysts Strategically Time the Release of Their Recommendation Revisions?"  | Fall 2013   |
| Aditya Rastogi                  | Revionics                        | "Winning by Understanding Customer Behavior: Using Store Clustering"   | Fall 2013   |
| Joe Schroeder                   | Indiana University               | "What is the Value of Audited Disclosures to Equity Market Participants? An Examination of Market Consequences of Audited vs. Unaudited Annual Earnings Announcements" | Fall 2013   |
| Thomas Omer                     | University of Nebraska-Lincoln   | "Valuation and Pricing of Tax Loss Carry Forwards"   | Fall 2013   |
| Niki den Nieuwenboer            | Santa Clara University           | "Legitimizing the Legitimate: A Grounded Theory Study of Legitimacy Work among Ethics and Compliance Officers"   | Fall 2013   |

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| Isaac Smith                 | University of Utah               | "The Disruption Model of Inspiration: Toward a General Model of 'Being Inspired to Act'"  | Fall 2013   |
| Maryam Kouchaki             | Harvard University               | "Ethics in the Workplace: Understanding the Persistence of Unethical Behavior in Organizations"   | Fall 2013   |
| Gerald Lobo                 | University of Houston            | "Effect of Joint Auditor Pair Compensation on Conservatism: Evidence from Impairment Tests"   | Fall 2013   |
| Violina Rindova             | University of Texas at Austin    | "The Hare and the Fast Tortoise: Large-Scale Resource Reconfiguration Processes and Dynamic Capabilities at Yahoo and Google (1995-2008)" | Fall 2013   |
| William Hsu                 | Kansas State University          | "Dynamic Topic Modeling for Spatiotemporal Event Extraction: Probabilistic Approaches and The Dim Sum Process"                            | Fall 2013   |
| John Charnes                | JC Analytics, L.L.C.             | "Power to the People: Bringing Data Analytics Into the Organizational Culture"  | Fall 2013   |
| Zoran Ivkovich              | Michigan State University        | "What a Difference a Ph.D. Makes: More than Three Little Letters"   | Fall 2013   |
| Sumit Agarwal               | National University of Singapore | "Regulating Consumer Financial Products: Evidence from Credit Cards"  | Fall 2013   |
| Michael O'Doherty           | University of Missouri           | "Is the Beta Relation Too Flat? The Role of Conditioning Information in Time-Series CAPM Tests"   | Fall 2013   |
| Alan Halfen                 | University of Kansas             | "Geographical Information Systems and Applications for Business"  | Spring 2013 |
| Jean Bedard                 | Bentley University               | "The Nature and Determinants of Internal Control Reporting in the Broker-Dealer Industry"   | Spring 2013 |
| Bill Nixon & Matthew Crouch | DST Systems, Inc.                | "Big Data - Big Deal?"  | Spring 2013 |
| Marc Picconi                | College of William and Mary      | "The Informational Content of Regulatory Filing Dates for Investors"  | Spring 2013 |
| Greg Udell                  | University of Indiana            | "Disciplining Delegated Monitors: The Consequences of Failing to Prevent Fraud"   | Spring 2013 |
| Elena Loutschina            | Univeristy of Virginia           | "Financial Integration, Housing and Economic Volatility"  | Spring 2013 |
| Jaime Schmidt               | University of Texas -Austin      | "Internal Control Quality and Restatement-Related Litigation: The Importance of Timely Material Weakness Disclosures"                     | Spring 2013 |
| Bill Keeton                 | University of Missouri - KC      | "The Cross-Market Spillover of Economic Shocks Through Multi-Market Banks"  | Spring 2013 |

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| Alfred Ho        | University of Kansas              | "Analyzing Public Communication and Government Performance Perception"  | Spring 2013 |
| Bryan Steward    | University of Southern California | "Unintended Consequences of Regulated Contract Structure"   | Spring 2013 |
| Erin Towery      | University of Texas-Austin        | "How Do Disclosures of Tax Aggressiveness to Tax Authorities Affect Reporting Directions? Evidence from Schedule UTP" | Spring 2013 |
| James Stekelberg | University of Southern California | "Leveling the Playing Field: Unbiased Tests of the Relative Information Content of Book Income and Taxable Income"    | Spring 2013 |
| Valinda Kennedy  | IBM                               | "The IBM Academic Initiative Program"   | Spring 2013 |
| Ed Levine        | University of South Florida       | "E-learning: Caveat Disciplus"  | Spring 2013 |
| Robert Knechel   | University of Florida             | "Audit Firm Tenure, Non-Audit Services and Internal Assessments of Audit Quality"                                     | Fall 2012   |
| Jeff Bednar      | University of Michigan            | "Legacies and Legacy Work in Organizations"   | Fall 2012   |
| Allison Gabriel  | University of Akron               | "The Within-Episode Dynamics of Emotional Labor"  | Fall 2012   |
| Brandon Nott     | VML                               | "Data Mining: The Story of Two Brands"  | Fall 2012   |
| Jill Ellingson   | Ohio State University             | "Recruiter Consensus when Judging Applicant Resume Content"   | Fall 2012   |
| Sunaina Chugani  | University of Texas at Austin     | "All Eyes on You: The Social Audience and Hedonic Adaptation"   | Fall 2012   |
| Ahreum Maeng     | University of Wisconsin-Madison   | "Consumption Consequences of Social Crowding"   | Fall 2012   |
| Kristie Rogers   | Arizona State University          | "Seeing Past the Orange: An Inductive Investigation of Organizational Respect in a Prison Context"                    | Fall 2012   |
| Jin Seok Pyone   | Cornell University                | "How Positive Affect Changes Consumers' Choices & Preferences: Cognitive Flexibility-based Explanations"              | Fall 2012   |
| Brian Ruf        | Ruf Strategic Solutions           | "Database Marketing: Applying Business Analytics to Gain Market Share"  | Fall 2012   |
| Brian Bushee     | University of Pennsylvania        | "Corporate Jets and Private Meetings with Investors"  | Fall 2012   |
| Ned Wellman      | University of Michigan            | "Leadership Construction in Hierarchical Groups"  | Fall 2012   |
| Robert Meyer     | University of Pennsylvania        | "On Ostriches, Owls, and Black Swans: Biases in Decisions to Seek Information About Catastrophic Financial Risk"      | Fall 2012   |

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| Derick Davis             | Virginia Tech                              | "Hard to Right and Easy to Bye: Priming Consequences of Homophone Confusion"  | Fall 2012   |
| David Norton             | University of South Carolina               | "One Size Fits Others: Egocentrism and Product Evaluations"   | Fall 2012   |
| Melanie Rudd             | Stanford University                        | "Being Present: Expanding Consumer' Perceptions of Time through Momentary Temporal Focus"   | Fall 2012   |
| Nick Argyres             | Washington University                      | "Knowledge Inheritance, Vertical Integration and Entrant Survival in the Early U.S. Auto Industry"                                | Fall 2012   |
| Ken Brown                | University of Iowa                         | "Studying the MBA Management Curriculum"  | Spring 2012 |
| Sucheta Nadkarni         | Drexel University                          | "Is the Glass Half Full, Half Empty, or Both? TMT Dispositional Optimism Composition, Competitive Behaviors and Firm Performance" | Spring 2012 |
| Barry Cobb               | Virginia Military Institute                | "Mixture Distributions for Modeling Demand During Lead Time"  | Spring 2012 |
| Jinhong Xie              | University of Florida at Gainesville       | "Probabilistic Goods and Probabilistic Selling"   | Spring 2012 |
| Paul Messinger           | University of Alberta                      | "A New Model of Asymmetric Competitive Structure Using Store-level Scanner Data"  | Spring 2012 |
| Stephanie Eckerd         | University of Maryland                     | "Psychological Contract Violations and Decision-making Behavior in Buyer-supplier Relationships"                                  | Spring 2012 |
| Min-Young Kim            | University of Illinois at Urbana-Champaign | "Geographic Scope and Value Appropriation: A Neglected Aspect?"   | Fall 2011   |
| Susan Young              | The Ohio State University                  | "Explaining Cross-National Differences in CSR Behavior: An Institutional Approach"  | Fall 2011   |
| Sammie Robinson          | Texas Southern University                  | "Women Entrepreneurs"   | Fall 2011   |
| Yujin Jeong              | HEC Montreal                               | "Who Bribes? Evidence from the United Nations' Oil-for-Food Program"  | Fall 2011   |
| Yexin Jessica Li         | Arizona State University                   | "How Motivations Influence Decision Biases: The Case of Loss Aversion"  | Fall 2011   |
| Sara Loughran Dommer     | University of Pittsburg                    | "Why Sellers and Buyers See Things Differently: Identity Self-Expression and Gender Difference in the Endowment Effect"           | Fall 2011   |
| Leigh Anne Novak Donovan | University of Southern California          | "Evaluative Processes Underlying Brand Forgiveness"   | Fall 2011   |

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| Noelle Nelson    | University of Minnesota            | "Does the Modality in Which a Message is Communicated Matter" How Consumers Process Alternative Types of Sensory Data in Working Memory" | Fall 2011   |
| Sharon Alvarez   | Ohio State University              | "How Firm Specific and General Human Capital Co-Evolve and Can Both Contribute to Competitive Advantage"                                 | Fall 2011   |
| Eli Beracha      | East Carolina University           | "Lessons From Over 30 Years of Buy Versus Rent Decisions: Is The American Dream Always Wise?"  | Spring 2011 |
| Scott Lee        | Texas A&M University               | "AAERs, They Aren't What You Think They AAER: A Comparison Of Databases Used to Study Financial Misconduct"                              | Spring 2011 |
| Tony Haitao Cui  | University of Minnesota            | "Fairness Ideals in Distribution Channels"   | Spring 2011 |
| Ajay Kohli       | Georgia Tech University            | "Publishing in JM (and other top journals)- Criteria for Selecting Papers, How to Craft a Paper, How to Review Papers"                   | Spring 2011 |
| Gangshu Cai      | Kansas State University            | "Equilibrium Financing in a Distribution Channel with Capital Constraint"  | Spring 2011 |
| David Lepak      | Rutgers University                 | "Strategic Human Resources Management - Issues and Prospects"  | Spring 2011 |
| Sangcheol Song   | Bryant University                  | "Hysteresis Effects of Environmental Uncertainty and Operational Flexibility on the Delayed Divestiture of MNC Foreign Subsidiaries"     | Spring 2011 |
| Dan Wangerlin    | University of Wisconsin-Madison    | "M&A Due Diligence and It's Consequences for Post-Acquisition Financial Statements"  | Spring 2011 |
| Andrew Bauer     | University of Waterloo             | "Internal Control Quality as an Explanatory Factor of Tax Avoidance"   | Spring 2011 |
| Adi Masli        | University of Arkansas             | "The Influence of Auditor Monitoring and Losses on CEO Bonuses"  | Spring 2011 |
| Ferhat Akbas     | Texas A&M                          | "The Volatility of Liquidity and Expected Stock Returns"   | Spring 2011 |
| Jared Stanfield  | University of Washington           | "Syndication, Networks, and Leveraged Buyout Exits"  | Spring 2011 |
| David Rothschild | University of Pennsylvania         | "Forecasting Elections: Voter Intentions versus Expectations"  | Spring 2011 |
| Sarada           | University of California San Diego | "The Unobserved Returns to Entrepreneurship"   | Spring 2011 |
| Jason Aimone     | George Mason University            | "The Economics of Betrayal Aversion"   | Spring 2011 |

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| David Eli           | University of California San Diego                      | "Staying Ahead and Getting Even: Risk Preferences of Profitable Poker Players"   | Spring 2011 |
| Ricard Gil          | University of California Santa Cruz                     | "Vertical Integration, Exclusivity and Game Sales Performance in the US Video Game Industry"   | Fall 2010   |
| Kay-Yut Chen        | Hewlett Packard Laboratories                            | "Bounded Rationality: Theory, Experiment and Practice"   | Fall 2010   |
| Tharanga Rajapakshe | University of Texas at Dallas                           | "On the Tradoff between Remanufacturing and Recycling"   | Fall 2010   |
| Bin Jiang           | DePaul University                                       | "Outsourcing Impact on Manufacturing Firms Value: Evidence from Japan"   | Fall 2010   |
| Keith Jones         | George Mason University                                 | "The Impact of Office-Level vs. Firm-Level Auditors' Industry Expertise on the Timeliness of Loss Recognition"                                   | Fall 2010   |
| Jesse Ellis         | University of Pittsburgh                                | "Are Turnaround Specialists Special? An Examination of CEO Reputation and CEO Succession"  | Fall 2010   |
| Han Xia             | University of North Carolina                            | "The Issuer-Pay Rating Model and Rating Inflation: Evidence from Corporate Credit Ratings"   | Fall 2010   |
| Thomas Boulton      | Miami University  | "Failures to Deliver, Short Sale Constraints, and Stock Overvaluation"   | Fall 2010   |
| Anthony May         | University of Oklahoma                                  | "Investment Bank Lending Relationships and the Wealth Effects of Bank Failure: Evidence from the Lehman Brothers Bankruptcy"                     | Fall 2010   |
| Karen Schnatterly   | University of Missouri                                  | "Independent Boards and the Institutional Investors That Prefer Them: Drivers of Institutional Investor Heterogeneity in Governance Preferences" | Fall 2010   |
| Ted Mock            | University of California, Riverside                     | "Does Assertion Framing Affect Professional Skepticism?"   | Fall 2010   |
| R.P. Banerjee       | Eastern Institute for Integrated Learning in Management | "Ethical Accounting: Primacy of Honesty & Integrity of the Accountant - An Empirical Analysis"   | Fall 2010   |
| Nada Mora           | Federal Reserve Bank of Kansas City                     | "Lender Exposure and Effort in the Syndicated Loan Market"   | Fall 2010   |
| Jeff Reuer          | Purdue University                                       | "The Choice Between Joint Ventures and Acquisitions: Insights from Signaling Theory"   | Spring 2010 |
| Andrea Romi         | University of Arkansas                                  | "Greenhouse Gas Emission Accounting: The Effect of Corporate Governance on Voluntary Disclosure"   | Spring 2010 |



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|--------------------------|--|--|-------------|
| Rick Laux                | University of Illinois                     | "The Information Content of Tax Expense for Firms Reporting Losses"  | Spring 2010 |
| Christina Shalley        | Georgia Institute of Technology            | "The Effects of Incentive Schemes on Perceived Challenge and Creativity: A Goal Setting Perspective"   | Spring 2010 |
| Marsha Keune             | University of Wisconsin-Madison            | "The Effects of Auditors' Preliminary Communications and Clients' Documentation Rationale on Auditors' Misstatement Correction Decisions"              | Spring 2010 |
| Scott Bronson            | Michigan State University                  | "Audit Fees of Foreign Firms Cross-Listed in the U.S."   | Spring 2010 |
| Alan Crane               | University of Texas                        | "The Litigation Environment of a Firm and Its Impact on Financial Policy"  | Fall 2009   |
| Ann Boyd Davis           | University of Tennessee                    | "Can a Financial Statement Pronouncement Increase State Tax Compliance and Revenues? Understanding the Effect of FIN 48 on the National Nexus Program" | Fall 2009   |
| Kowook Kwon              | University of Illinois at Urbana-Champaign | "High Performance Work Systems, Turnover, and Firm Performance: Whose Turnover Matters?"   | Fall 2009   |
| Marco Rossi              | Pennsylvania State University              | "Realized Volatility, Liquidity, and Corporate Yield Spreads"  | Fall 2009   |
| Raunaq Pungaliya         | University of Iowa                         | "Do Acquiring Firms Manage Earnings?"  | Fall 2009   |
| Yingchun "Irene" Wang    | University of Minnesota                    | "Employee Reactions to Merit Pay: Size, Expectation, and Confidence"   | Fall 2009   |
| Amy Hageman              | University of Central Florida              | "The Influence of State & Use Taxes on Capital Expenditures and Manufacturing Employment"  | Fall 2009   |
| William "Ivey" MacKenzie | University of South Carolina               | "Making the Case for Organizational Staffing Levels: A Resource-Based View Approach"   | Fall 2009   |
| Clint Chadwick           | University of Alabama                      | "Human Capital Acquisition and Firm Performance: Modeling Strategic Choices"   | Fall 2009   |
| Bhabatosh Banerjee       | University of Calcutta                     | "Global Convergence of Accounting Standards: Some Issues"  | Fall 2009   |
| Tom Wright               | Kansas State University                    | "Much More Than Meets The Eye: The role of psychological well-being in work performance, employee turnover and cardiovascular health"                  | Spring 2009 |
| Steve Buchheit           | Texas Tech University                      | "Early Evidence of Federal Pay Restrictions: What can We Learn From the Last Intervention?"  | Spring 2009 |

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|--------------------|-------------------------------------|--|-------------|
| Molly Mercer       | Arizona State University            | “Is There Safety in Numbers? The Effects of Forecast Accuracy and Forecast Boldness on Financial Analysts’ Credibility with Investors” | Spring 2009 |
| Frank Hodges       | University of Washington            | “Does Using Online Video to Announce A Restatement Affect Investor Decisions?”   | Spring 2009 |
| Keng Siau          | University of Nebraska              | “Gender Stereotypicality in 3-D Virtual Worlds”  | Spring 2009 |
| Fred Niederman     | Saint Louis University              | “Integrating Management Information Systems Following Organizational Mergers or Acquisitions”  | Spring 2009 |
| Haiyang Li         | Rice University                     | "Performance Differentials Between Returnee and Homegrown Entrepreneurs in China"  | Spring 2009 |
| Kevin Zhao         | University of North Carolina        | "How Foreign Firms Achieve Competitive Advantage in China? Guanxi versus Market Orientation"   | Spring 2009 |
| Craig Chapman      | Northwestern University             | “The Hangover Effects of Real Earnings Management: Patterns of Real Earnings Management and Subsequent Performance”                    | Spring 2009 |
| Haiyang Li         | Rice University                     | “Performance Differentials Between Returnee and Homegrown Entrepreneurs in China”  | Spring 2009 |
| Steven Brown       | University of Houston               | “Buffering and Amplifying Effects of Relationship Commitment on Business-to-Business Relationships”                                    | Spring 2009 |
| Ted Mock           | University of California, Riverside | “The Development of Worldwide Assured Sustainability Reporting”  | Fall 2008   |
| Gilad Chen         | University of Maryland              | "Cross-Cultural Motivation and Expatriate Adaptation: The Moderating Roles of Cultural Distance and Foreign Subsidiary Support"        | Fall 2008   |
| Lingling Wang      | Georgia State University            | “CEO Risk Taking and Firm Policies: Evidence from CEO Employment History”  | Fall 2008   |
| Ron Freeze         | Emporia State University            | “Construct Transportability: a Choice that Matters”  | Fall 2008   |
| Steffen Lippert    | Massey University                   | "Venture Capitalists, Asymmetric Information, and Ownership in the Innovation Process"   | Fall 2008   |
| Jeffrey Brown      | Ernst & Young                       | "HRM in the Real World: The E&Y Experience"  | Fall 2008   |
| Anol Bhattacharjee | University of South Florida         | “Migratory Patterns In Technology Usage: Toward A Theory Of Technology Switching”  | Fall 2008   |

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| Hans Verkruijsse    | Ernst & Young LLP                     | "A Web-Based Platform for Audit Judgment & Decision Support: How It Contributes to Making the Audit Process more Effective and Efficient"   | Fall 2008   |
| Robert H. L. Chiang | University of Cincinnati              | "Cluster-based Collaborative Filtering Recommendation"  | Fall 2008   |
| Don Lehmann         | Columbia University                   | "Insights Into New Product Adoption."   | Spring 2008 |
| Alok Gupta          | University of Minnesota               | "Role of Information Feedback in Continuous Combinatorial Auctions"   | Spring 2008 |
| Dave Ziebart        | University of Kentucky                | "The Effect of Management Earnings Forecasts on the Relationship between Returns and Future Earnings and the Implications for the Continuation of Management's Quarterly Earnings Guidance" | Spring 2008 |
| Mary Margaret Frank | University of Virginia                | "Are Financial and Tax Reporting Aggressiveness Reflective of Broader Corporate Policies?"  | Spring 2008 |
| R. P. Banerjee      | Eastern Institute for Integrated      | "Corporate Social Responsibility: The India Way"  | Spring 2008 |
| Paul Pavlou         | University of California-Riverside    | "The Quadratic Moderating Role of Institutional Structures in Online Auction Marketplaces: An Inverted-U Theory of the Effects of Trust and Perceived Risk on Transaction Intentions"       | Spring 2008 |
| Neeli Bendapudi     | Huntington Bank/Ohio State University | "Just what the doctor ordered: Perspectives on Healthcare Research"   | Spring 2008 |
| John Mowen          | Oklahoma State University             | "Tanning, Cosmetic Surgery, Vanity, and Scale Construction: Implications of a General Hierarchical Model"   | Spring 2008 |
| Rajib Doogar        | University of Illinois                | "Audit Market Contestability in the Post-2002 Era"  | Spring 2008 |
| Shyam Sunder        | Yale University                       | "Regulation, Competition and Independence in a Certification Society: Financial Reports vs. Baseball Cards"   | Spring 2008 |
| Sal March           | Vanderbilt University                 | "Design, Ontology, and the Conceptual Representation of Information Systems"  | Spring 2008 |
| Bob Litan           | Kauffman Foundation                   | "Good Capitalism, Bad Capitalism and the Economics of Growth and Prosperity"  | Fall 2007   |
| Mark Peterson       | Southern Illinois University          | "Marketing Closed-end Funds after the IPO: Intraday Evidence of Financial Intermediation without an Underwriter"  | Fall 2007   |

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|--------------------|-----------------------------------|---|-------------|
| Hui Liao           | Rutgers University                | " Do they see eye to eye: Manager and employee perspectives of high performance work systems and influence process on service quality " | Fall 2007   |
| Harry J. Sapienza  | University of Minnesota           | "Firm and Group Influences on Venture Capital Firms' Involvement in New Ventures"   | Fall 2007   |
| Hong Xie           | Syracuse University               | "I Do Management Earnings Forecasts Reflect Information in Accruals?"   | Fall 2007   |
| David Guenther     | University of Oregon              | "Taxes and Investment Opportunities: Valuing Permanently Reinvested Foreign Earnings"   | Fall 2007   |
| Sonja Lim          | DePaul University                 | "Driven to Distraction: Extraneous Events and Underreaction to Earnings News"   | Fall 2007   |
| Kathryn Kadous     | Emory University                  | "Does the Communication of Causal Linkages Improve Effort Allocations? An Experimental Investigation Based on Melioration Theory"       | Fall 2007   |
| V. Sambamurthy     | Michigan State University         | "Industry Characteristics and the Impact of IT on Efficiency and Innovation"  | Fall 2007   |
| Andy Puckett       | University of Missouri            | "The Determinants and Impact of Short-term Institutional Herding"   | Fall 2007   |
| James Marsden      | University of Connecticut         | "Economics of Online Music: Market Impacts of Online Sharing"   | Fall 2007   |
| Reena Aggarwal     | Georgetown University             | "Differences in Governance Practices between U.S. and Foreign Firms: Measurement, Causes, and Consequences"                             | Fall 2007   |
| Dilip Soman        | University of Toronto             | "Helping People Help Themselves"  | Fall 2007   |
| Christian Lundblad | Indiana University                | "Stock Market Valuation and Globalization"  | Spring 2007 |
| Jean Helwege       | Pennsylvania State University     | "Foreign Currency Exposure and Hedging?"  | Spring 2007 |
| Paulo Goes         | University of Connecticut         | "Bidding Behavior in Online Auctions: Dynamics and Evolution"   | Spring 2007 |
| Stewart Mayhew     | U.S. Securities and Exchange      | "Ex-Dividend Arbitrage in Options Markets"  | Spring 2007 |
| Hui Guo            | Federal Reserve Bank of St. Louis | "Understanding Stock Return Predictability"   | Spring 2007 |
| Andrew Karolyi     | Ohio State University             | "What Factors Drive Global Stock Returns?"  | Spring 2007 |
| Detmar Straub      | Georgia State University          | "Quality in IS Research: Theory and Validation of Constructs for Service, Information, and System"                                      | Spring 2007 |
| Frank Partnoy      | University of San Diego           | "Hedge Fund Activism, Corporate Governance and Firm Performance"  | Spring 2007 |

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|-------------------------|---|--|-------------|
| Paul Tetlock            | University of Texas                                       | "Does Liquidity Affect Securities Market Efficiency"   | Spring 2007 |
| LeAnn Luna              | University of Tennessee                                   | "Alpha Fees with Beta Returns: An Analysis of Individual Investors Response to Disclosures of Texas and Returns in 529 College Savings Plan" | Spring 2007 |
| Pierluigi Balduzzi      | Boston College  | "Transfer Activity in 401(k) Plans"  | Spring 2007 |
| Wayne Thomas            | University of Oklahoma                                    | "Managerial Empire Building and Firm Disclosure"   | Spring 2007 |
| David Kuipers           | University of Missouri                                    | "On the External Funding of Academic Research in Finance"  | Spring 2007 |
| Jennifer Juergens       | Arizona State University                                  | "Getting Out Early: An Analysis of Market Making Activity at the Recommending Analyst's Firm"  | Fall 2006   |
| Ted Mock & Jerry Turner | University of Southern California & University of Memphis | "Fraud Risk Formulas for Financial Statement Audits under Bayesian Theory and Dempster-Shafter Theory of Belief Functions"                   | Fall 2006   |
| Donald Morgan           | Federal Reserve Bank of New York                          | "The Bankruptcy Abuse Prevention and Consumer Protection Act: Means-Testing or Mean Spirited?"   | Fall 2006   |
| Diane Burton            | Massachusetts Institute of Technology                     | "Employment Systems in New High-Tech Ventures: An Overview of the Stanford Project on Emerging Companies"                                    | Fall 2006   |
| Murray Frank            | University of Minnesota                                   | "Do US Stock Markets Typically Overreact to Corporate News Stories?"   | Fall 2006   |
| Jonathan Karpoff        | University of Washington                                  | "The Consequences to Managers for Cooking the Books"   | Fall 2006   |
| Anoop Madhok            | York University   | "Theories of Internationalization and Emerging Economy Multinationals"   | Fall 2006   |
| Jide Wintoki            | University of Georgia                                     | "Endogeneity and the Dynamics of Corporate Governance: A New Look at the Relationship Between Board Structure and Firm Performance"          | Fall 2006   |
| William R. Baber        | George Washington University                              | "Strong Boards, External Governance, and Accounting Restatement"   | Fall 2006   |
| Wayne Ferson            | Boston College  | "Measuring the Timing Ability of Fixed Income Mutual Funds"  | Fall 2006   |
| Gönül Çolak             | Wichita State University                                  | "Cycles in the IPO Market"   | Fall 2006   |
| Sridhar Moorthy         | University of Toronto                                     | "Measuring Brand Value in an Equilibrium Framework"  | Fall 2006   |
| Alessio Saretto         | Purdue University   | "Options Returns and the Cross-Sectional Predictability of Implied Volatility"   | Fall 2006   |

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|----------------------------|--|--|-------------|
| Ruth Bolton                | Arizona State University                       | “Organic Growth: Expanding Rather than Maintaining Relationships”  | Spring 2006 |
| Stephen Tallman            | University of Richmond                         | “The Effects of Innovation Strategies and International Diversity on MNEs’ Performance after the Shock of Sept. 11th Attacks”  | Spring 2006 |
| Kevin Lane Keller          | Dartmouth College                              | “Building Strong Brands: Three Models for Developing and Implementing Brand Plans”   | Spring 2006 |
| Jeff Milyo                 | University of Missouri                         | “Sex, Power and Money: Market Reaction to a Sudden Change in Political Research”   | Fall 2005   |
| Xuemin (Sterling) Yan      | University of Missouri                         | “Do Independent Directors and Chairmen Matter: The Role of Directors in Mutual Fund Governance”  | Fall 2005   |
| Ujwal Kayande              | Penn State University                          | “Mapping the Bounds of Incoherence: How Far Can You Go and How Does It Affect Your Brand?”   | Fall 2005   |
| Kusum Ailawadi             | Dartmouth University                           | “Quantifying and Improving Promotion Effectiveness at CVS”   | Fall 2005   |
| Anne Magro                 | University of Oklahoma                         | “Does Practice Risk Reduce the Effects of Client Preference on Tax Professionals’ Information Search and Recommendations”  | Fall 2005   |
| Jim Gentry & Suraj Commuri | University of Nebraska; University of Missouri | "Opportunities for Family Research in Marketing," "Review of Literature on Gender in the Family," and "Resource Allocation in Households with Women as Chief Wage Earners” | Fall 2005   |
| Maureen Morrin             | Rutgers University                             | “The Impact of Ambient Scent on Consumer Behavior: Recent Findings”  | Fall 2005   |
| Tom Roehl                  | Western Washington University                  | “Finding the "Loose Bricks" as a Strategy for Publishing at Least a Portion of Your Work: Learning from International Business Research.”                                  | Fall 2005   |
| Dave Whetten               | Brigham Young University                       | “Corporate Social Performance”   | Fall 2005   |
| Anne Tsui                  | Arizona State University                       | “Social Capital in Chinese Organizations”  | Spring 2005 |
| Richard Bagozzi            | Rice University                                | “Consumer Action: Automaticity, Purposiveness, and Self-Regulation”  | Spring 2005 |
| Greg Cooper                | University of Pittsburg                        | “Deriving the Expected Utility of a Predictive Model When the Utilities Are Uncertain”   | Fall 2004   |
| Paul Zarowin               | New York University                            | “Firms’ Voluntary Disclosure Behavior Inferred from Stock Returns in the Earning-Announcement and Non-Announcement Windows”  | Fall 2004   |

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| Elaine Hollensbe     | University of Cincinnati        | “A Workshop on Qualitative Research: Coding and Analysis”   | Fall 2004   |
| Mary Yoko Brannen    | San Jose State University       | “When Mickey Loses Face: Recontextualization and the Semiotics of Internationalizing Walt Disney.”          | Fall 2004   |
| V.K. Narayanan       | Drexel University               | “Reflections on Casual Mapping”   | Spring 2003 |
| Peter Gillett        | Rutgers University              | “Towards Probabilistic Logics for Event Spaces”   | Spring 2003 |
| Arthur Dempster      | Harvard University              | “Sequential Testing and Quality Improvement”  | Spring 2003 |
| David Robinson       | Columbia University             | “Financial Contracting in Biotech Strategic Alliances”  | Spring 2003 |
| Edward Fee           | Michigan State                  | “Gains to Horizontal Mergers”   | Spring 2003 |
| Antoinette Schoar    | MIT                             | “The Illiquidity Puzzle: Theory and Evidence from Private Equity”   | Spring 2003 |
| David Robinson       | Columbia University             | “Contractual , Rational, and Property Rights-Based Control in Biotech Strategic Alliances”                  | Spring 2003 |
| Attila Yaprak        | Wayne State University          | “Measurement Problems in Cross-National Consumer Research: State of the Art and Future Research Directions” | Spring 2003 |
| Michael Rothschild   | Wisconsin                       | “An Introduction to the Theory and Practice of Social Marketing”  | Spring 2003 |
| Rafael Rumi          | University of Almeria, Spain    | “On Mixtures of Truncated Exponentials for Hybrid Bayesian Networks”  | Fall 2003   |
| Carol Prahinski      | University of Western Ontario   | “Supplier Evaluations: Buying Firm Communication Strategies to Improve Supplier Performance”                | Fall 2003   |
| Anju Seth            | University of Illinois          | “The Art and Science of Doing International Business Research”  | Fall 2003   |
| George Puia          | Saginaw Valley State University | “Securing and Using Grant Funding to Advance Your International Research Agenda”                            | Fall 2003   |
| Rolf Haenni          | UCLA                            | “Implementing and Approximating Dempster-Shafer Theory”   | Spring 2002 |
| Murali Mantrala      | University of Florida           | “Optimal Design of Sales Force Incentive Plans: Insights from Economics and Operations Research”            | Spring 2002 |
| Suresh Radhakrishnan | University of Texas             | “Structural Capital”  | Spring 2002 |
| Peter Henry          | Stanford University             | “Is Disinflation Good for the Stock Market”   | Spring 2002 |

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|---------------------|-----------------------------------|---|-------------|
| Dave Smith          | Iowa State                        | “Empirical Study of Income Smoothing across Business Segments Pre-and Post-SFAS No. 131”  | Spring 2002 |
| Stacy Kovar         | Kansas State University           | “Understanding the Satisfaction Process fro New Assurance Services: The Role of Attitudes, Expectations, Disconfirmation and Performance” | Spring 2002 |
| Rajesh Chakrabarti  | Georgia Tech                      | “The Index Effect”  | Spring 2002 |
| Kevin Kobelsky      | University of Southern California | “Paradise Delayed-The Impact of IT on Work Practices and Performance in High Tech Manufacturing”  | Spring 2002 |
| Shyam Sunder        | Yale University                   | “Keynes’ Beauty Contest: Speculative Price Bubbles in Absence of Common Knowledge in Experimental Stock Markets”                          | Spring 2002 |
| Ivo Welch           | Yale University                   | “Empirical Capital Structure” and “Theoretical Stock Market Crashes”  | Spring 2002 |
| Wagner Kamakura     | Duke University                   | “Customer Satisfaction, Retention, and Profitability”   | Spring 2002 |
| Manfred Krafft      | WHU                               | “What’s in a team? Sales Team Characteristics, Control, Compensation, and Performance”  | Spring 2002 |
| Sucheta Nadkarni    | University of Nebraska            | “Evolution of Collective Strategy Frames in High and Low Velocity Industries”   | Spring 2002 |
| William Hsu         | Kansas State University           | “Collaborative Filtering – Intelligent Information Retrieval and the Grid”  | Fall 2002   |
| Simon Parsons       | City University of New York       | “Qualitative Reasoning”   | Fall 2002   |
| Arnie Wright        | Boston College                    | “The Impact of More Frequent External Financial Reporting and Assurance on Quality of Earnings and Stock Price Volatility”                | Fall 2002   |
| Micel Tuan Pham     | Columbia University               | “Emotional Rationality”   | Fall 2002   |
| Yexiao Xu           | University of Texas               | “Idiosyncratic Risk and Security Returns”   | Spring 2001 |
| Steve Asare         | University of Florida             | “The Effect of Management Integrity and Non-Audit Services on Client Acceptance and Staffing Decisions”                                   | Spring 2001 |
| Douglas Shackelford | University of North Carolina      | “Bringing Down the Other Berlin Wall: Germany’s Repeal of the Corporate Capital Gains Tax”  | Spring 2001 |
| Joshua Rosett       | Tulane University                 | “The Risk Information In Labor Disclosures”   | Spring 2001 |
| Rajiv Banker        | University of Texas               | “Value Implications of Relative Investments in Information Technology”  | Spring 2001 |



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| Robert Zmud        | University of Oklahoma      | “It Capabilities: A Multi dimensional Operationalization and Assessment of Impacts on                       | Spring 2001 |
| Tom Omer           | University of Illinois      | “Political and Economic Factors Affecting State Tax Policy Changes”   | Spring 2001 |
| Bob Parrino        | University of Texas         | “Stockholder-Manager Conflicts and Investment Decisions”  | Spring 2001 |
| Amar Grande        | Vanderbilt University       | “The Role of Incentives in the Prevention of Financial Crises in Emerging Economies”                        | Spring 2001 |
| Paul Seguin        | University of Minnesota     | “On the Anticipation of IPO Underpricing: Evidence from Equity Carve-outs”                                  | Spring 2001 |
| Joe Piotroski      | University of Chicago       | “Management Forecasts, Short-term Stock Return Volatility and the Market Response to Imprecise Information” | Spring 2001 |
| Tom Clausen        | Kansas State University     | “Changes in Managerial Cognition Resulting from the Implementation of New Cost Accounting Systems”          | Spring 2001 |
| Robert Tancer      | Thunderbird                 | “Intellectual Property Rights”  | Spring 2001 |
| Bill Megginson     | University of Oklahoma      | “Syndicate Structure as a Response to Political Risk in the Project Finance Loan Market”                    | Spring 2001 |
| Milan Studeny      | Czech Academy of Sciences   | “On Description of Probabilistic Conditional Independence Models by Structural Insets”                      | Fall 2001   |
| Glenn Shafer       | Rutgers University          | “A Game-Theoretic Capital Asset Pricing Model”  | Fall 2001   |
| Zhiping Walter     | University of Connecticut   | “Theory of User Acceptance of Information Technologies: An Examination of Physicians”                       | Fall 2001   |
| Kathleen Farrell   | University of Nebraska      | “An Analysis of Executive Compensation in Small Businesses”   | Fall 2001   |
| Mangus Dahlquist   | Duke University             | “Sovereign Risk and Return in Global Equity Markets”  | Fall 2001   |
| Paul Dunmore       | Victoria University         | “A Better Alternative to the Use of Financial Ratios”   | Fall 2001   |
| Charles Himmelberg | Columbia University         | “Investor Protection, Ownership, and Capital Allocation”  | Fall 2001   |
| John Wells         | Washington State University | “Deriving Interface Metaphors from the Business Domain: An Empirical Investigation”                         | Fall 2001   |
| Stacy Kovar        | Kansas State University     | “An Assurance Expectations Gap: Evidence from Clients and Providers”  | Fall 2001   |
| Neal Stoughton     | University of California    | “Optimal Risk Management in Banking”  | Fall 2001   |

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| Kathleen Farrell  | University of Nebraska       | “Additions to Corporate Boards – Does Gender Matter?”   | Fall 2001   |
| Terry Childers    | University of Kentucky       | “To Have and to Hold: The Influence of Haptic Information on Product Judgments”                           | Fall 2001   |
| John Murry        | University of Iowa           | “Attitude Functions in Children: Understanding the Influence of Adult-Oriented Advertising”               | Fall 2001   |
| John Howe         | University of Missouri       | “Discretionary Reductions in Warrant Exercise Prices”   | Spring 2000 |
| Lawrence Goldberg | University of Miami          | “Cookie-Cutter versus Character: The Micro-Structure of Small Business Lending by Large and Small Banks’  | Spring 2000 |
| Juerg Kohlas      | University of Fribourg       | “Probabilistic Argumentation Systems”   | Spring 2000 |
| Gerald Haubl      | University of Alberta        | “Electronic Recommendation Agents and Preference Construction”  | Fall 2000   |
| Prashant Palvia   | University of North Carolina | “A Model and Instrument for the Global Impact of IT Applications”   | Fall 2000   |
| James Jiang       | Louisiana State University   | “SERVQUAL Reliability and Validity in Information System Service Quality Measurement                      | Fall 2000   |
| Peter Spirtes     | Carnegie-Mellon University   | “Mining Data for Casual Relationships”  | Fall 2000   |
| Sunil Wahal       | Emory University             | “Momentum Trading by Institutions”  | Fall 2000   |
| Toni Whited       | University of Iowa           | “Is it Inefficient Investment that Causes the Diversification Discount?”                                  | Fall 2000   |
| Todd Pulvino      | Northwestern University      | “Characteristics of Risk and Return in Risk Arbitrate”  | Fall 2000   |
| Craig Pirrong     | Washington University        | “Third Markets and the Second Best”   | Fall 2000   |
| Tim Loughran      | University of Notre Dame     | "Discounting and Clustering in the Offer Price of SEO's 1991-1999"  | Fall 2000   |
| Scott Masten      | University of Michigan       | “Commitment and Political Governance: Why Universities, Like Legislatures, Are Not Organized As Firms”    | Fall 2000   |
| Anup Agrawal      | University of Alabama        | “CEO Succession: Insiders vs. Outsiders”  | Fall 2000   |
| Karim Jamal       | University of Alberta        | “Expertise Management by Public Accounting Firms”   | Fall 2000   |
| Peter Wysocki     | University of Michigan       | “The Walkdown to Beatable Analyst Forecasts: The Roles of Equity Issuance and Insider Trading Incentives” | Fall 2000   |

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| Erald Haubl         | University of Alberta   | “Electronic Recommendation Agents and Preference Construction”                             | Fall 2000   |
| Rashad Abdel-Khalik | University of Florida   | “The Information Environment of China’s A and B Shares: Can We Make Sense of the Numbers?” | Fall 1999   |
| Sanjai Baghat       | University of Colorado  | “Source of Value Gains in Mergers and Takeovers”   | Fall 1999   |
| Mani Subramani      | University of Minnesota | “Examining IS-Line Partnerships: A Socio-cognitive Perspective”                            | Spring 1998 |
| James Senn          | Georgia State           | “How Managers Assess the Business Value Returned from Information Technology Spending”     | Spring 1998 |
| Russ Winer          | UC Berkeley             | “External Validity in Consumer Behavioral Research: The Role of Scanner Panel Data”        | Fall 1998   |
| Liping Liu          | Susquehanna University  | “Representing Asymmetric Decision Problems Using Conditional Belief Functions”             | Fall 1998   |
| Thomas Ottaway      | University of Montana   | “An Adaptive Production Control System Utilizing Agent Technology”                         | Fall 1998   |
| William Lewis       | UT-San Antonio          | “A Goal-based Model of Coordination in Interoperating Workflows”                           | Fall 1998   |