A Research Review from the Samuel Curtis Johnson Graduate School of Management of the Cornell SC Johnson College of Business at Cornell University
Dear Colleagues, Graduates, and Friends,

I am delighted to present the latest volume of *Johnson Scholar*, a listing of scholarly research produced by the faculty of the Samuel Curtis Johnson Graduate School of Management of the Cornell SC Johnson College of Business at Cornell University. This volume covers the period July 1, 2016, to June 30, 2017, along with more recently published items for which citation information was available. It includes published and forthcoming articles in peer-reviewed journals, book chapters, and scholarly books, with 95 articles, 20 book chapters, and six new scholarly books by 51 faculty members. The journals that are considered by the *Financial Times* in their annual ranking of the best business schools are identified by an asterisk.

Johnson is one of three exceptional schools composing the newly launched Cornell University College of Business. The new Cornell SC Johnson College of Business (JCB) is one of the most comprehensive business schools in the country, enhancing the stature and recognition of business studies at Cornell and supporting ambitious educational and research initiatives. Watch for listings below in which we highlight several such research collaborations among faculty members across schools with a special designation of “JCB Collaborates!”

I continue to be so proud to be part of this productive community and wish everyone continued success in building our intellectual capital.

Sincerely,

Andrew Karolyi  
Associate Dean for Academic Affairs  
Professor of Finance and Harold Bierman Jr. Distinguished Professor of Management

*Denotes journals weighed in the business school ranking by the Financial Times.*
ACCOUNTING

Sanjeev Bhojraj, *Pricing of Restructuring Charges*, Management Science, Accepted. With Sengupta, Partha; Zhang, Suning.*


Kristina M. Rennekamp, *Directional Goals and Perceptions of Risk in Accounting Estimates*, Journal of Behavioral Finance, Accepted. With Elliott, W. B.; White, Brian J.
Sanjeev Bhojraj
Professor of Accounting and Alumni Professor in Asset Management

Professor Bhojraj serves as the faculty co-director of the Parker Center for Investment Research. His research interests are in the areas of behavioral finance, corporate governance, discretionary disclosure of information by firms, and international accounting and valuation.

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Kristina M. Rennekamp, A Plain English Measure of Financial Reporting Readability, Journal of Accounting and Economics, 63, 2-3, April (2nd Quarter/Spring) 2017. With Bonsall IV, Samuel B.; Leone, Andrew J.; Miller, Brian P.*

Ping E. Yeung, Earnings Comparability, Accounting Similarities, and Stock Returns: Evidence From Peer Firms’ Earnings Restatements, Journal of Accounting, Auditing, and Finance, Accepted. With Campbell, John L.


Luo Zuo, The Effect of Accounting Conservatism on Corporate Investment During the Global Financial Crisis, Journal of Business Finance and Accounting, 43, 5-6, June 2016. With Balakrishnan, Karthik; Watts, Ross L.


ECONOMICS


*Denotes journals weighed in the business school ranking by the Financial Times.

Ori Heffetz, *Challenges in Constructing a Survey-Based Well-Being Index*, American Economic Review, 107, 5, May 2017. With Benjamin, Daniel J.; Cooper, Kristen B.; Kimball, Miles S.*


**FINANCE**


Robert A. Jarrow, *Optimal Cash Holdings Under Heterogeneous Beliefs*, Mathematical Finance, Accepted. With Krishenik, Andrey; Minca, Andreea.


*Denotes journals weighed in the business school ranking by the Financial Times.*
JCB Collaborates!
Roni Michaely of Johnson and Pamela C. Moulton of the School of Hotel Administration: Speculating on Private Information: Buy the Rumor, Sell the News, Accepted, Journal of Financial and Quantitative Analysis. Visit his faculty profile

Best Paper Award


Roni Michaely, Speculating on Private Information: Buy the Rumor, Sell the News, Journal of Financial and Quantitative Analysis, Accepted. With Kadan, Ohad; Moulton, Pamela C.*


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Margarita Tsoutsoura  
Associate Professor of Finance and Academic Director of the John and Dyan Smith Family Business Initiative

Margarita Tsoutsoura studies empirical corporate finance, entrepreneurial finance, family firms, and financial intermediation. Her work on tax evasion was awarded the Wharton School-WRDS Award for Best Empirical Finance Paper. 

Visit her faculty profile

Roni Michaely, *Do Earnings Estimates Add Value to Sell-Side Analysts’ Investment Recommendations?*, Management Science, 63, 6, June 2017. With Kecskés, Ambrus; Womack, Kent L.*


Margarita Tsoutsoura, *Do Director Elections Matter?*, Review of Financial Studies, Accepted. With Fos, Vyacheslav; Li, Kai.*

MANAGEMENT


MANAGEMENT COMMUNICATION


*Denotes journals weighed in the business school ranking by the Financial Times.*
Best Paper Award


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MANAGEMENT INFORMATION SYSTEMS


MANAGEMENT AND ORGANIZATIONS

Ya-Ru Chen, Where is Context? Advancing Status Research with a Contextual Value Perspective, Research in Organizational Behavior, 36, Accepted. With Li, Huisi; Blader, Steven L.

Glen W.S. Dowell, Will firms Go Green if it Pays? The Impact of Disruption, Cost, and External Factors on the Adoption of Environmental Initiatives, Strategic Management Journal, Accepted. With Suresh, Muthulingam.*


Christopher Marquis, *Do Political Connections Buffer Firms From or Bind Firms To the Government? A Study of Corporate Charitable Donations of Chinese Firms*, Organization Science, 27, 5, September 2016. With Zhang, Jianjun; Qiao, Kunyuan.*

Sunita Sah, *Policy Solutions to Conflicts of Interest: The Value of Professional Norms*, Behavioural Public Policy, Accepted.


Sunita Sah, *Association Between Academic Medical Center Pharmaceutical Detailing Policies and Physician Prescribing*, Journal of the American Medical Association, 317, 17, May 2017. With Larkin, Ian; Ang, Desmond; Steinhart, Jonathan; Chao, Matthew; Patterson, Mark; Wu, Tina; Schoenbaum, Michael; Hutchins, David; Brennan, Troyen; Loewenstein, George.

Sunita Sah, *Combating Biased Decision Making and Promoting Justice and Equal Treatment*, Behavioral Science and Policy, 2, 2, 2016. With Tannenbaum, David; Cleary, Hayley; Feldman, Yuval; Glaser, Jack; Lerman, Amy; MacCoun, Robert; Maguire, Edward; Slovic, Paul; Spellman, Barbara; Spohn, C.; Winship, C.


**MARKETING**

Sachin Gupta, *A Flexible Method for Protecting Marketing Data: An Application to Point-of-Sale Data*, Marketing Science, Accepted. With

*Denotes journals weighed in the business school ranking by the Financial Times.*
2017 Churchill Award for Lifetime Contributions to Marketing Research

Vithala Rao
Deane W. Malott
Professor of Management
Professor of Marketing

Each year, the Churchill Award recognizes an individual’s exceptional contribution to marketing research. The recipient of the award is selected by a group of past winners, as well as current and past editors and co-editors of the AMA Journal of Marketing. Professor Rao’s papers have appeared in the Journal of Marketing Research, Management Science, Journal of Marketing, and Journal of Consumer Research, among others.

Visit his faculty profile

Schneider, Matthew; Jagpal, Sharan; Yu, Yan; Li, Shaobo.*

Sachin Gupta, Protecting Customer Privacy when Marketing with Second-Party Data, International Journal of Research in Marketing, Accepted. With Schneider, Matthew J.; Jagpal, Sharan; Li, Shaobo; Yu, Yan.


Clarence Lee, Personal and Social Usage: The Origins of Active Customers and Ways to Keep Them Engaged, Management Science, Accepted. With Ofek, Elie; Steenburgh, Thomas.*

Young-Hoon Park, Investigating Purchase Conversion by Uncovering Online Visit Patterns, Marketing Science, 35, 6, November 2016. With Park, Chang Hee.*


Joseph E. Russo, Process Tracing Methods in Decision Making: On Growing Up in the 70ties., Current Directions in Psychological Science, Accepted. With Schulte-Mecklenbeck, Michael; Johnson, Joseph G.; Bockenholt, Ulf; Goldstein, Daniel G.; Sullivan, Nicolette J.; Willemsen, Martijn C.

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**OPERATIONS, TECHNOLOGY & INFORMATION MANAGEMENT**

Li Chen, *Serial Inventory Systems with Markov-Modulated Demand: Derivative Bounds, Asymptotic Analysis, and Insights*, Operations Research, Accepted. With Song, Jing-Sheng; Zhang, Yue.*


Li Chen, *Inventory Management in a Closed-Loop Supply Chain with Advance*

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Andrew M. Davis, *An Experimental Investigation of Managing Quality Through Monetary and Relational Incentives*, Management Science, Accepted. With Hyndman, Kyle.*

Andrew M. Davis, *Contracts and Capacity Investment in Supply Chains*, Manufacturing & Service Operations Management, Accepted. With Leider, Stephen G.*


Karan Girotra, *The Operational Advantages of Threshold Discounting Offers*, Management Science, Accepted. With Marinesi, Simone; Netessine, Serguei.*


Karan Girotra
Professor of Operations, Technology and Information Management at Cornell Tech

Professor Girotra collaborates with companies building new business models in the areas of urban living, smart transportation, and e-commerce, helping them build rigorous research-based solutions. He is author of the bestseller The Risk-Driven Business Model.

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Published and Accepted Book Chapters

Gautam Ahuja, 2016, "Competency Trap", in The Palgrave Encyclopedia of Strategic Management, eds., Augier, Mie and Teece, David J.


Karan Girotra, 2016, "Bike-Share Systems", in Environmentally Responsible Supply Chains, eds., Atasu Atalay, with Kabra, Ashish; Belavina, Elena.


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Lawrence Robinson
Professor of Operations, Technology and Information Management

Professor Robinson’s research focuses on problems of operating in an uncertain environment; in particular, on developing practical heuristic policies that perform well and can be easily calculated. His research interests range from inventory management to booking limits for discount fare airline passengers to scheduling doctor’s appointments. He has published in a variety of journals, including Operations Research, Management Science, Manufacturing & Service Operations Management, and Production and Operations Management.

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Christopher Marquis, 2017, "Drivers of Community Strength: An Institutional Logics Perspective on Geographical and Affiliation Based Communities", in The SAGE Handbook of Organizational Institutionalism, eds., Royston Greenwood, Christine Oliver, Thomas B. Lawrence, and Renate E. Meyer, with Almandoz, Juan; Cheely, Michael.


Lawrence W. Robinson, 2016, "Inventory Control under Financial Turbulence", in Cross-Functional Inventory Research, ed., Gavirneni, Srinagesh, with Chen, Lucy Gongtao; Roundy, Robin O.; Zhang, Rachel Q.


Published and Accepted Scholarly Books


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