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

We are 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 at Cornell University. This volume covers the period July 1, 2013, to June 30, 2014, along with more recently published items for which citation information was available. It includes published or forthcoming articles in peer-reviewed journals, book chapters, and scholarly books. Journals that are considered by Bloomberg Businessweek and the Financial Times in their annual rankings of the best business schools are identified by an asterisk. Please recall that we were ranked #2 for intellectual capital in the 2012 Bloomberg BusinessWeek ranking.

We are very proud to be part of this productive community. And we wish everyone continued success in building our intellectual capital.

Sincerely,

Joe Thomas and Vrinda Kadiyali  
Associate Deans for Academic Affairs

Please note online access to published and forthcoming articles may be restricted by licensing agreements. Most can be viewed through your library’s publications database system.

Please send changes and updates to Sarah Miller (snm8@cornell.edu) or Vrinda Kadiyali (kadiyali@cornell.edu).

*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.
ACCOUNTING

Robert J. Bloomfield, *Does Coordinated Presentation Help Credit Analysts Identify Firm Characteristics?* Contemporary Accounting Research, Accepted. With Hodge, Frank D.; Hopkins, Patrick E.; Rennekamp, Kristina M.*


Robert J. Bloomfield, *Durability, Transit Lags, and Optimality of Inventory Management Decisions*, Production and Operations Management, 22, 4, July (3rd Quarter/Summer) 2013. With Kulp, Susan L.*


Kristina M. Rennekamp, *Does Coordinated Presentation Help Credit Analysts Identify Firm Characteristics?* Contemporary Accounting Research, Accepted. With Bloomfield, Robert J.; Hodge, Frank D.; Hopkins, Patrick E.*


*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.
Ori Heffetz
Associate Professor of Economics

Professor Heffetz’s interests lie in the social and cultural aspects of economic behavior. His work examines how our predictions concerning the behavior of economic agents change once we incorporate into our models the observation that agents never operate in social isolation, and that economic decisions are always made in a cultural context.


Michael Waldman, *Robert Bork’s Contributions to Antitrust Perspectives on Tying Behavior*, Journal of Law and Economics, Accepted. With Carlton, Dennis W.


---

**FINANCE**


---

*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.*

Robert A. Jarrow, *Government Policies, Residential Mortgage Defaults, and the Boom and Bust Cycle of Housing Prices*, Real Estate Economics, Accepted. With Ascheberg, Marius; Kraft, Holger; Yildirim, Yildiray.


Andrew Karolyi
Alumni Professor in Asset Management
Professor of Finance

Professor Karolyi’s research focuses on investment management, with a specialization in the study of international financial markets. He currently serves as editor of the Review of Financial Studies, one of the top-tier journals in finance.

Roni Michaely, Corporate Governance and the Timing of Earnings Announcements, Review of Finance, Accepted. With Rubin, Amir; Vedrashko, Alexander.


Maureen O'Hara, Opaque Trading, Disclosure and Asset Prices: Implications for Hedge Fund Regulation, Review of Financial Studies, Accepted. With Easley, David; Yang, Liyan.*

Maureen O'Hara, Optimal Execution Horizon, Mathematical Finance, Accepted. With Easley, D.; Lopez de Prado, M.

Maureen O'Hara, What’s Not There: Odd Lots and Market Data, Journal of Finance, Accepted. With Yao, C.; Ye, M.*


MANAGEMENT

Lourdes S. Casanova, Internationalization of Emerging Multinationals: The Latin American case, European Business Review, Accepted. With Losada, M.


*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.
James R. Detert, **Blind Forces: Ethical Infrastructures and Moral Disengagement in Organizations**, Organizational Psychology Review, Accepted. With Martin, S. R.; Kish-Gephart, J.

James R. Detert, **Situational Moral Disengagement: Can the Effects of Self-interest be Mitigated?** Journal of Business Ethics, Accepted. With Kish-Gephart, J; Trevino, L; Baker, V; Martin, S.*

James R. Detert, **Voice flows to and around Leaders: Understanding When Units Are Helped or Hurt by Employee Voice**, Administrative Science Quarterly (Sage), 58, 4, December 2013. With Burris, Ethan; Harrison, D; Martin, S.*


Glen W.S. Dowell, **How Firms Respond to Mandatory Information Disclosure**, Strategic Management Journal, 34, 10, October (4th Quarter/Autumn) 2013. With Doshi, Anil; Toffel, Michael.*

Mark B. Milstein, **Damaí Lovina Villas: Can Eco-standards and Certification Create Competitive Advantage for a Luxury Resort?**, Case Research Journal, Accepted. With Darnell, N.

Wesley D. Sine, **Determinants of organizational compliance with institutional pressures**, Work and Occupations, Accepted. With Park, Sangchan; Tolbert, Pamela.

Wesley D. Sine, **Clear and present danger: Planning and new venture survival amid political and civil violence**, Strategic Management Journal, May 2014. With Hiatt, Shon.*


Isaac H. Smith, **The morning morality effect: The influence of time of day on unethical behavior**, Psychological Science, 25, 1, January (1st Quarter/Winter) 2014. With Kouchaki, M.

*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.*
Isaac H. Smith, *Does the “morning mortality effect” only hold true for morning people?*, Psychological Science, 2014. With Kouchaki, M.

**MARKETING**


Soo Kim, *Perils of Compensatory Consumption: Within-Domain Compensation Undermines Subsequent Self-Regulation*, Journal of Consumer Research, Accepted. With Lisjak, Monika; Bonezzi, Andrea; Rucker, Derek.*


Young-Hoon Park, *Consumer Click Behavior at a Web Search Engine: The Role of Keyword Popularity*, Journal of Marketing Research, Accepted. With Jerath, Kinshuk; Ma, Liye.*


*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.*
Fall 2014
Volume 4


Joseph E. Russo, *Catching Goals in the Act of Decision Making*, Organizational Behavior & Human Decision Processes, Accepted. With Tanner, Robin J.; Carlson, Kurt A; Tanner, Robin J.; Meloy, Margaret G.*


Stijn M.J. van Osselaer, *Fooled by Heteroscedastic Randomness: Local Consistency Breeds Extremity in Price-Based Quality Inferences*, Journal of Consumer Research, Accepted. With De Langhe, Bart; Puntoni, Stefano; McGill, Ann L.*


*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.*
OPERATIONS, TECHNOLOGY & INFORMATION MANAGEMENT

Andrew M. Davis, An Experimental Investigation of Pull Contracts in Supply Chains, Production and Operations Management, Accepted.*

Andrew M. Davis, Push, Pull, or Both? A Behavioral Study of How the Allocation of Inventory Risk Affects Channel Efficiency, Management Science, Accepted. With Katok, Elena; Santamaria, Natalia.*

Andrew M. Davis, Should Sellers Prefer Auctions? A Laboratory Comparison of Auctions and Sequential Mechanisms, Management Science, 60, 4, April (2nd Quarter/Spring) 2014. With Katok, Elena; Kwasnica, Anthony M.*

Vishal Gaur, Does Inventory Turnover Predict Future Stock Return? A Retailing Industry Perspective, Management Science, Accepted. With Yasin, Alan; Gao, Pengqin.*

Vishal Gaur, Retail Inventory: Managing the Canary in the Coal Mine!, California Management Review, Accepted. With Kesavan, S.; Raman, A.*


Vishal Gaur, Sales Forecasting with Financial Indicators and Experts' Input, Production and Operations Management, 22, 5, September 2013. With Osadchiy, Nikolay; Seshadri, Sridhar.*

Levent V. Orman, Bayesian Inference in Trust Networks, ACM Transactions on Management Information Systems, 4, 2, August 2013.


Srinagesh Gavirneni, Impact of Information Errors on Supply Chain Performance, Journal of the Operational Research Society, Accepted. With Kwak, Jin K.

*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.
Nagesh Gavirneni
Emerson Professor of Manufacturing Management
Associate Professor of Operations Management

Professor Gavirneni’s research interests are in the areas of supply chain management, inventory control, production scheduling, simulation, and optimization.


Srinagesh Gavirneni, Transfer Pricing and Sourcing Strategies for Multinational Firms, Production and Operations Management, Accepted. With Shunko, Masha; Debo, Laurens.*

Srinagesh Gavirneni, Designing Dedicated Transportation Subnetworks: Design, Analysis, and Insights, Production and Operations Management, January (1st Quarter/Winter) 2014. With Dawande, Milind; Rajapakshe, Tharanga; Srishkandarajah, Chelliah; Panchalavarapu, Rao.*


Lawrence W. Robinson, Sequencing and Scheduling Appointments with Potential Call-In Patients, Production and Operations Management, Accepted. With Chen, Rong.*


Published and Accepted Book Chapters


Ya-Ru Chen, Forthcoming, The world is NOT flat: Power and status dynamics across cultures, in Research in Organizational Behavior, eds., B. Staw & A. Brief, with Blader, S.; Ridgeway, C.

Maureen O'Hara
Robert W. Purcell
Professorship of Management
Professor of Finance

Professor O'Hara's research focuses on issues in market microstructure. Her most recent research looks at the role of toxicity in affecting liquidity in high-frequency markets. O'Hara also publishes widely on a broad range of topics including banking and financial intermediaries, law and finance, and experimental economics.


Soumitra Dutta
Anne and Elmer Lindseth Dean
Professor of Management and Organizations

Dean Dutta is an authority on the impact of new technology on the business world, especially social media and social networking, and on strategies for driving growth and innovation by embracing the digital economy.

Published and Accepted Scholarly Books


Soumitra Dutta, Forthcoming, *Competing on Data: How Social Media Analytics and Big Data can Transform your Organization*, O'Reilly, with Finger, L.


*Denotes journals weighed in the business school rankings by Bloomberg Businessweek and Financial Times.*