

THE
Johnson

Scholar

Fall 2014 | Volume 4

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 forth-coming 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).

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ACCOUNTING



Kristina Rennekamp
Assistant Professor of
Accounting

Professor Rennekamp's research examines financial accounting from a behavioral perspective, and particularly how biases affect managers' disclosure decisions and users' judgments with respect to those disclosures.

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, *Hidden Liquidity: Some New Light on Dark Trading*, Journal of Finance, Accepted. With O'Hara, Maureen; Saar, Gideon.*

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.*

Kenneth J. Merkley, *Narrative Disclosure and Earnings Performance: Evidence from R&D Disclosures*, The Accounting Review, 89, 2, March 2014.*

Mark W. Nelson, *How Should We Think About Earnings Quality? A Discussion of 'Earnings Quality: Evidence from the Field'*, Journal of Accounting and Economics, 56, 2-3, December 2013. With Skinner, Douglas J.*

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.*

Kristina M. Rennekamp, *Impaired Judgment: The Effects of Asset Impairment Reversibility and Cognitive Dissonance on Future Investment*, The Accounting Review, Accepted. With Rupar, Katarzyna; Seybert, Nicholas.*

Ping E. Yeung, *Industry Concentration and Corporate Disclosure Policy*, Journal of Accounting and Economics, Accepted. With Ali, Ashiq; Klasa, Sandy.*

Ping E. Yeung, *Underreaction to Industry-Wide Earnings and the Post-Forecast Revision Drift*, Journal of Accounting Research, 51, 4, September 2013. With Hui, Kai Wai.*

Luo Zuo, *The Role of Accounting Conservatism in the Equity Market: Evidence from Seasoned Equity Offerings*, The Accounting Review, 88, 4, July (3rd Quarter/Summer) 2013. With Kim, Yongtae; Li, Siqi; Pan, Carrie.*

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ECONOMICS



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.

Ori Heffetz, *Beyond Happiness and Satisfaction: Toward Well-Being Indices Based on Stated Preference*, *American Economic Review*, Accepted. With Benjamin, Daniel J.; Kimball, Miles S.; Szembrot, Nichole.*

Ori Heffetz, *Can Marginal Rates of Substitution Be Inferred From Happiness Data? Evidence from Residency Choices*, *American Economic Review*, Accepted. With Benjamin, Daniel J.; Kimball, Miles S.; Rees-Jones, Alex.*

Ori Heffetz, *Is the Endowment Effect An Expectations Effect?* *Journal of the European Economic Association*, Accepted. With List, John A.

Ori Heffetz, *Privacy and Data-based Research*, *Journal of Economic Perspectives*, 28, 2, April (2nd Quarter/Spring) 2014. With Ligett, Katrina.

Ori Heffetz, *Conclusions Regarding Cross-Group Differences in Happiness Depend on Difficulty of Reaching Respondents*, *American Economic Review*, 103, 7, December 2013. With Rabin, Matthew.*

Ori Heffetz, *Aggregating Local Preferences to Guide Marginal Policy Adjustments*, *American Economic Review*, 103, 3, May 2013. With Benjamin, Daniel J.; Kimball, Miles S.; Szembrot, Nichole.*

Justin P. Johnson, *Defensive Publishing by a Leading Firm*, *Information Economics and Policy*, Accepted.

Justin P. Johnson, *The Role and Growth of New-Car Leasing: Theory and Evidence*, *Journal of Law and Economics*, 57, 3, 2014. With Schneider, Henry S.; Waldman, Michael.

Henry S. Schneider, *Search Costs and Equilibrium Price Dispersion in Auction Markets*, *European Economic Review*, Accepted. With Backus, Matthew; Podwol, Joseph.

Henry S. Schneider, *The Bidder's Curse: Comment*, *American Economic Review*, Accepted.*

Henry S. Schneider, *The Role and Growth of New-Car Leasing: Theory and Evidence*, *Journal of Law and Economics*, 57, 3, 2014. With Johnson, Justin P.; Waldman, Michael.

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Michael Waldman
*Charles H. Dyson
Professor of
Management
Professor of
Economics*

Professor Waldman is widely recognized as one of his field's top researchers in the area of applied microeconomic theory, where his main fields of interest are industrial organization, labor economics, and organizational economics.

Henry S. Schneider, *Adverse Selection in the Used-Car Market: Evidence from Purchase and Repair Patterns in the Consumer Expenditure Survey*, *Rand Journal of Economics*, 45, 1, March 2014. With Peterson, Jonathan.*

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

Michael Waldman, *The Role and Growth of New-Car Leasing: Theory and Evidence*, *Journal of Law and Economics*, 57, 3, 2014. With Johnson, Justin P.; Schneider, Henry S.

Michael Waldman, *Piracy of Intellectual Property: Past, Present, and Future*, *Review of Economic Research on Copyright Issues*, 10, 2, 2013.

FINANCE

Warren B. Bailey, *Banks, Bears, and the Financial Crisis*, *Journal of Financial Services Research*, 44, 1, August 2013. With Zheng, Lin.

Harold Bierman, *A Conclusion for Most CEO's: Your Corporation Should Not Pay Dividends*, *Journal of Portfolio Management*, Accepted.

Harold Bierman, *The Distribution Decision*, *Journal of Portfolio Management*, Accepted.

Murillo Campello, *Aggregate Risk and the Choice between Cash and Lines of Credit*, *Journal of Finance*, 68, 5, October (4th Quarter/Autumn) 2013. With Acharya, Viral V.; Almeida, Heitor.*

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

Yaniv Grinstein, *Does the Market for CEO Talent Explain Controversial CEO Pay Practices?* *Review of Finance*, Accepted. With Cremers, Martijn.

Yaniv Grinstein, *Pay for the Right Performance*, *Review of Finance*, Accepted. With De Angelis, David.

Yaniv Grinstein, *Performance Terms in CEO Compensation Contracts*, *Review of Finance*, Accepted. With De Angelis, David.

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Robert A. Jarrow
*Ronald P. Lynch &
Susan E. Lynch
Professor of
Investment
Management
Professor of Finance*

Professor Jarrow's teaching and research interests involve the study of mathematical finance. He is interested in derivatives, risk management, investments and asset pricing theory. Jarrow is currently engaged in research relating to the pricing of credit derivatives, liquidity risk, and risk management.

Robert A. Jarrow, *Computing Present Values: Capital Budgeting Done Correctly*, Finance Research Letters, Accepted.

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.

Robert A. Jarrow, *The Economic Default Time and the Arcsine Law*, Journal of Financial Engineering, Accepted. With Guo, Xin; de Larrard, Adrien.

Robert A. Jarrow, *The Impact of Quantitative Easing on the U.S. Term Structure of Interest Rates*, Review of Derivatives Research, Accepted. With Li, Hao.

Robert A. Jarrow, *Financial Crises and Economic Growth*, Quarterly Review of Economics and Finance, 54, 2, May 2014.

Robert A. Jarrow, *A Simple, Transparent, and Accurate Mortgage Valuation Yield Curve*, Journal of Fixed Income, 22, 3, December 2013. With Van Deventer, Donald.

Robert A. Jarrow, *The Zero-Lower Bound on Interest Rates: Myth or Reality?*, Finance Research Letters, 10, 4, December 2013.

Robert A. Jarrow, *Abnormal Profit Opportunities and the Informational Advantage of High Frequency Trading*, Quarterly Journal of Finance and Accounting, 3, 2, 2013. With Li, Hao.

Robert A. Jarrow, *Capital Adequacy Rules, Catastrophic Firm Failure, and Systemic Risk*, Review of Derivatives Research, 16, 3, October (4th Quarter/Autumn) 2013.

Robert A. Jarrow, *Option Pricing and Market Efficiency*, Journal of Portfolio Management, 40, 1, October (4th Quarter/Autumn) 2013.

George A. Karolyi, *Regulatory Arbitrage and Cross-border Bank Acquisitions*, Journal of Finance, Accepted. With Taboada, Alvara G.*

George A. Karolyi, *The U.S. left behind? Financial globalization and the rise of IPOs outside the U.S.*, Journal of Financial Economics, 110, 3, December 2013. With Doidge, Craig; Stulz, Rene.*

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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, *Differential Access to Price Information in Financial Markets*, *Journal of Financial and Quantitative Analysis*, Accepted. With Easley, David A.; Yang, L.*

Maureen O'Hara, *Hidden Liquidity: Some New Light on Dark Trading*, *Journal of Finance*, Accepted. With Bloomfield, Robert J.; Saar, Gideon.*

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.*

Maureen O'Hara, *High Frequency Trading and Its Impact on Markets*, *Financial Analysts Journal*, 70, 3, May 2014.

Gideon Saar, *Hidden Liquidity: Some New Light on Dark Trading*, *Journal of Finance*, Accepted. With Bloomfield, Robert J.; O'Hara, Maureen.*

Gideon Saar, *High-Frequency Trading*, *Journal of Financial Markets*, 16, 4, November 2013. With Chordia, Tarun; Goyal, Amit; Lehmann, Bruce.

Gideon Saar, *Low-Latency Trading*, *Journal of Financial Markets*, 16, 4, November 2013. With Hasbrouck, Joel.

MANAGEMENT

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

Lourdes S. Casanova, *The Bridge Model: The case of Spanish Multinationals building bridges between Asia and Latin America*, *Business and Politics*, 2014. With Rodríguez-Montemayor, Eduardo.

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MANAGEMENT AND ORGANIZATIONS



James R. Detert
Associate Professor
of Management
and Organizations

Professor Detert's research focuses on three topics: the antecedents, processes, and outcomes of improvement-oriented voice from subordinates to authorities in work organizations; leadership processes, behaviors, and outcomes; and ethical decision making and behavior, particularly the sociocognitive processes and mechanisms of moral disengagement.

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, *Difference in Degrees: CEO Characteristics and Firm Environmental Disclosure*, *Strategic Management Journal*, May 2014. With Lewis, Ben; Walls, Judith.*

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 moral ties that bind.....even to outgroups: The interactive effect of moral identity and the binding moral foundations*, *Psychological Science*, 25, 8, August 2014. With Aquino, K.; Koleva, S.; Graham, J.

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.

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Isaac H. Smith, Does the “morning mortality effect” only hold true for morning people?, *Psychological Science*, 2014. With Kouchaki, M.

MARKETING



Soo Kim
*Assistant Professor
of Marketing*

Professor Kim's research interests include consumers' symbolic vs. adaptive use of products, consumer well-being, and the influence of self-views and emotions on consumer behavior.

Sachin Gupta, *The Cross - Attributes Flexible Substitution Logit: Uncovering Category Expansion and Share Impacts of Marketing Instruments*, *Marketing Science*, Accepted. With Liu, Qiang; Steenburgh, Thomas.*

Sachin Gupta, *Pioneering Advantage in Generic Drug Competition*, *International Journal of Pharmaceutical and Healthcare Marketing*, 8, 2, 2014. With Yu, Yu.

Vrinda Kadiyali, *Is Dual Agency in Real Estate a Cause for Concern?* *Journal of Real Estate Finance and Economics*, 48, 1, January (1st Quarter/Winter) 2014. With Prince, Jeffrey; Simon, Daniel H.

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.*

Soo Kim, *From Compensatory Consumption to Adaptive Consumption: The Role of Self-Acceptance in Resolving Self-Deficits*, *Journal of Consumer Research*, 41, 2, August 2014. With Gal, David.*

Young-Hoon Park, *A Multi-Category Customer Base Analysis*, *International Journal of Research in Marketing*, Accepted. With Park, Chang Hee; Schweidel, David A.

Young-Hoon Park, *A Multiactivity Latent Attrition Model for Customer Base Analysis*, *Marketing Science*, Accepted. With Schweidel, David A.; Jamal, Zainab.*

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.*

Young-Hoon Park, *PIE: A Holistic Preference Concept and Measurement Model*, *Journal of Marketing Research*, Accepted. With Kim, Hye-Jin; Bradlow, Eric T.; Ding, Min.*

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Young-Hoon Park
AmorePacific
Professor of
Management
Associate Professor
of Marketing

Professor Park's expertise centers around the analysis of behavioral data to understand and forecast customer shopping/purchasing activities, and to conduct customer relationship management.

Vithala R. Rao, *A New Diffusion Model for Preannounced Products*, Consumer Needs and Solutions, Accepted. With Manceau, Delphine; Eliashberg, Jehoshua D.; Su, Meng.

Vithala R. Rao, *Measurement of Consumer-Based Brand Equity for Indian Business Schools*, Journal of Marketing for Higher Education, 23, 2, December 2013. With Sharma, Ashita A.; Popli, Sapna.

Vithala R. Rao, *Trade Promotion Decisions Under Demand Uncertainty: A Market Experiment Approach*, Management Science, 59, 7, July (3rd Quarter/Summer) 2013. With Yuan, Hong; Gomez, Miguel.*

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.*

Joseph E. Russo, *Preference-Driven Biases in Decision Makers' Information Search and Evaluation*, Judgment and Decision Making, 8, 5, September 2013. With Chaxel, Anne-sophie C.; Kerimi, Neda.

Manoj Thomas, *Consumer Substitution Decisions: An Integrative Framework*, Marketing Letters, 23, 5, September 2014. With Hamilton, Rebecca W.; Thompson, Debora V.; Arens, Zachary G.; Blanchard, Simon J.; Haubl, Gerald; Kannan, P.K.; Khan, Uzma; Lehmann, Donald R.; Meloy, Margaret G.; Roesse, Neal J.

Manoj Thomas, *Commentary on behavioral price research: The role of subjective experiences in price cognition*, Academy of Marketing Science (AMS) Review, September 2013.

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.*

Stijn M.J. van Osselaer, *The Effect of Intuitive Advice Justification on Advice Taking*, Journal of Behavioral Decision Making, January (1st Quarter/Winter) 2014. With Tzioti, Stefanie C.; Wierenga, Berend.

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OPERATIONS, TECHNOLOGY & INFORMATION MANAGEMENT



Andrew M. Davis
Suk Y. Cha '84 MBA
Sesquicentennial
Faculty Fellow
Assistant Professor
of Operations
Management

Professor Davis's research focuses on decision making in supply chains. Specifically, he conducts controlled laboratory experiments with human participants to investigate how behavioral factors impact decisions relating to procurement and contract design.

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, *Signaling to Partially Informed Investors in the Newsvendor Model*, Production and Operations Management, 2014. With Schmidt, William; Lai, Richard; Raman, Ananth.*

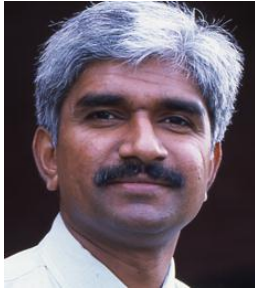
Vishal Gaur, *Sales Forecasting with Financial Indicators and Experts' Input*, Production and Operations Management, 22, 5, September 2013. With Osadchiy, Nikolay; Seshadri, Sridhar.*

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

Srinagesh Gavirneni, *Concierge Medicine: Applying Rational Economics to Health Care Queuing*, Cornell Hospitality Quarterly, Accepted. With Kulkarni, Vidyadhar.

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

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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, *Optimal Selection of Line Extensions: Incorporating Operational, Financial, and Marketing Constraints*, IEEE Transactions on Engineering Management, Accepted. With Dawande, Milind; Mu, Liying; Srishkandarajah, Chelliah.

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.*

Srinagesh Gavirneni, *A note on the effectiveness of scheduled balanced ordering in a one-supplier two-retailer system with uniform end-customer demands*, International Journal of Production Economics, 146, 1, November 2013. With Chen, Lucy G.

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

William Schmidt, *Signaling to Partially Informed Investors in the Newsvendor Model*, Production and Operations Management, 2014. With Gaur, Vishal; Lai, Richard; Raman, Ananth.*

Published and Accepted Book Chapters

Murillo Campello, 2014, *Assessing the Performance of Estimators for Models with Measurement Errors*, in Handbook of Financial Econometrics and Statistics, eds., Cheng-Few Lee, John C. Lee, with Almeida, H; Galvao, A.

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.

Soumitra Dutta, Forthcoming, *China and the US in the New Internet World*, in Society and the Internet, eds., H. Grahm and W. H. Dutton, with Blossover, G.; Dutton, W. H.; Law, G.

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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.

Vishal Gaur, 2013, *Supply Chain Management*, in Core Curriculum in Operations Management, eds., Roy Shapiro.

Sachin Gupta, 2013, *Direct-to-Consumer-Advertising of Pharmaceuticals: An Integrative Review*, in Innovation and Marketing in the Pharmaceutical Industry: Emerging Practices, Research, and Policies, International Series in Quantitative Marketing, eds., M. Ding, J. Eliashberg, S. Stremersch, with Liu, Qiang.

Justin P. Johnson, 2013, *Open Source Software*, in The Oxford Handbook on the Digital Economy, eds., Martin Peitz and Joel Waldfogel.

Elizabeth A. Mannix, 2013, *Managing Uncertainty in Multiparty Negotiations*, in Handbook of Research on Negotiation, eds., Mara Olekalns and Wendi L. Adair, with Neale, Margaret; Sondak, H.

Maureen O'Hara, 2013, *How to Prevent a Second Flash Crash*, in Strengthening the Liquidity of Secondary Financial Markets, eds., Richard Herring.

Joseph E. Russo, Forthcoming, *Cognitive Consistency: Cognitive and Motivational Perspectives*, in Neuroeconomics, Judgment, and Decision Making, eds., Evan A. Wilhelms and Valerie F. Reyna, with Chaxel, Sophie.

Joseph E. Russo, Forthcoming, *Decision Making*, in Palgrave Encyclopedia of Strategic Management, eds., Teece, David and Mie Augier, with Schoemaker, Paul J. H.

Joseph E. Russo, Forthcoming, *Overconfidence*, in Palgrave Encyclopedia of Strategic Management, eds., Teece, David and Mie Augier, with Schoemaker, Paul J.H.

Joseph E. Russo, Forthcoming, *The Predecisional Distortion of Information*, in Neuroeconomics, Judgment, and Decision Making, eds., Evan A. Wilhelms and Valerie F. Reyna.

Isaac H. Smith, Forthcoming, *Social Innovation through development franchising: Compensating for a lack of entrepreneurial expertise and connecting to formal supply chains*, in The Business of Social and Environmental Innovation: New Frontiers in Africa, eds., Ralph Hamann, Martin Hall, Eliada Wosu Griffin-EL, and Verena Bitzer, with Seawright, K.

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Scott D. Stewart, 2014, *Manager Selection (a summary)*, in Research Foundation Year in Review 2013, eds., Maryann Dupes.



Manoj Thomas, 2014, *The Precision Effect: How Numerical Precision Influences Everyday Judgments*, in Neuroeconomics, Judgment, and Decision Making, eds., Evan A. Wilhelms, Valerie F. Reyna, with Park, Joowon.

Michael Waldman, Forthcoming, *What Limits Indirect Appropriability?* in The Economics of Copyright: A Handbook for Students and Teachers, eds., Richard Watt.

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

Lourdes S. Casanova, 2014, *The Political Economy of an Emerging Global Power: In Search of the Brazil Dream*, Palgrave Macmillan, with Kassum, Julian.

Glen W.S. Dowell, Forthcoming, *Corporate Sustainability*, Sage Publications, with Diermeier, Daniel; Thomas, Lyon.

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

Andrew Karolyi, Forthcoming, *Cracking the Emerging Markets Enigma*, Oxford University Press.

Maureen O'Hara, 2013, *High Frequency Trading: New Realities for Traders, Markets and Regulators*, Risk Books.

Vithala R. Rao, 2014, *Applied Conjoint Analysis*, Springer.

Scott D. Stewart, 2013, *Manager Selection*, Research Foundation of CFA Institute.