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

It is my privilege to share with you the first issue of the Johnson Scholar, a listing of scholarly research produced by the faculty of the Johnson School. This issue covers the period January 1, 2010 to-date, and includes published or forthcoming articles in peer-reviewed journals, book chapters, and scholarly books. As you look through these pages, I hope you will share my pride in the impressive research productivity of our faculty.

During this period, 44 Johnson faculty members produced a total of 127 articles that were published or are forthcoming in peer-reviewed journals. Of course, research accomplishments of the faculty go well beyond these publications. Our faculty members are invited speakers at major universities and academic and practitioner conferences. They are reviewers, members of editorial boards, and editors of prestigious journals. Every major academic area in the school has an active weekly workshop series with invited speakers. In future issues of this publication, I intend to highlight some of these activities as well as provide more analysis of our research productivity.

In the last few years we have significantly strengthened our academic databases, as well as the processes to keep them up-to-date. This allows us to make better strategic decisions in building the faculty of the future, and to identify the faculty achievements that are relevant to specific constituencies. We depend on individual faculty members to keep our data current, by sending us updated CVs.

Sincerely,

Sachin Gupta
Associate Dean for Academic Affairs
Henrietta Johnson Louis Professor Management, Professor of Marketing

Please send changes and updates regarding this document to Sarah Miller (snm8@cornell.edu) or Sachin Gupta (sg248@cornell.edu).
Sanjeev Bhojraj, Warranted Multiples and Stock Returns, Journal of Accounting, Auditing, and Finance, 25, 2, April (2nd Quarter/Spring) 2010. With An, Jiyoun; Ng, David T.


Robert J. Bloomfield, Disagreement and the Cost of Capital, Journal of Accounting Research, 49, 1, March 2011. With Fischer, Paul E.


Robert Libby, When Do Analysts Adjust for Biases in Management Guidance? Effects of Guidance Track Record and Analysts’ Incentives., Contemporary Accounting Research, 27, 1, April (2nd Quarter/Spring) 2010. With Tan, Hun-Tong; Hunton, James E.

Kenneth J. Merkley, Do Managers use Earnings Guidance to Influence Street Earnings Exclusion?, Review of Accounting Studies, Accepted. With Christensen, Ted.


Margaret B. Shackell-Dowell, Boards, CEOs, and surviving a financial crisis: Evidence from the internet shakeout, Strategic Management Journal, 32, 10, October (4th Quarter/Autumn) 2011. With Dowell, Glen W.S.; Stuart, Nathan V.


Michael Waldman, *Competition, Monopoly, and Aftermarkets*, Journal of Law, Economics & Organization, 26, 1, April (2nd Quarter/Spring) 2010. With Carlton, Dennis W.


Murillo Campello, *Corporate financial and investment policies when future financing is not frictionless*, Journal of Corporate Finance, 17, 3, June 2011. With Almeida, Heitor; Weisbach, Michael S.


Robert A. Jarrow, *Foreign Currency Bubbles*, Review of Derivatives Research, 14, 1, April (2nd Quarter/Spring) 2011. WithProtter, Philip E.


Robert A. Jarrow, *Positive Alphas, Abnormal Performance, and Illusory Arbitrage*, Mathematical Finance, Accepted. With Protter, Philip E.


Robert A. Jarrow, *Credit Rating Accuracy and Incentives*, Journal of Credit Risk, 6, 3, October (4th Quarter/Autumn) 2010. With Xu, Liheng.

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Robert A. Jarrow, Housing Prices and the Optimal Time-on-the-Market Decision, Finance Research Letters, Accepted. With Inaltekin, Hazer.

Robert A. Jarrow, Is There a Bubble in LinkedIn's Stock Price?, Journal of Portfolio Management, Accepted.


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Roni Michaely, Competition in Investment Banking, Review of Development Finance, 1, 1, January (1st Quarter/Winter) 2011. With Ellis, Katrina; O'Hara, Maureen.


Maureen O'Hara, Competition in Investment Banking, Review of Development Finance, 1, 1, January (1st Quarter/Winter) 2011. With Ellis, Katrina; Michaely, Roni.
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Ya-Ru Chen, What influences how higher-status people respond to lower-status others? Effects of procedural fairness, outcome favorability, and concerns about status, Organization Science, 22, 4, July (3rd Quarter/Summer) 2011. With Blader, Steven L.

Ya-Ru Chen, Bringing status to the table: Attaining, maintaining, and experiencing status in organizations and markets, Organization Science, Accepted. With Peterson, R.


Glen W.S. Dowell, Competition Uncorked: Entrepreneurial Dynamics in the Newly Deregulated Alberta Liquor Retailing Industry, Industrial and Corporate Change, Accepted. With David, Robert J.


Glen W.S. Dowell, Boards, CEOs, and Surviving a Financial Crisis: Evidence from the internet shakeout, Strategic Management Journal, 32, 10, October (4th Quarter/Autumn) 2011. With Shackell-Dowell, Margaret B.; Stuart, Nathan V.
**Stuart L. Hart**, A natural-resource-based view of the firm: Fifteen years after, Journal of Management, Accepted. With Dowell, Glen W.S.


**Elizabeth A. Mannix**, Conflict in Small Groups: The Meaning and Consequences of Process Conflict, Small Group Research, Accepted. With Behfar, K.

**Mark B. Milstein**, Research Principles for Developing Country Food Value Chains, Science, 332, 6034, June 2011. With Gomez, Miguel; Barrett, Christopher; Buck, Louise E.; De Groote, Hugo; Ferris, Shaun; Gao, H. O.; McCullough, Ellen; Miller, Dennis D.; Outhred, Hugh; Pell, Alice N; Reardon, Thomas; Retnanestri, Maria; Ruben, Ruerd; Struebi, Patrick; Swinnen, Johan; Touesnard, Monica A.; Weinberger, Katinka; Keatinge, J. D. H.

**Kathleen M. O’Connor**, The prospect of negotiation: Stress, cognitive appraisal, and performance, Journal of Experimental Social Psychology, 46, 5, September 2010. With Arnold, Josh A.; Maurizio, Andrea M.

**Kathleen M. O’Connor**, Sabotaging the deal: How relational concerns undermine negotiator’s outcomes, Journal of Experimental Social Psychology, Accepted. With Arnold, Josh A.

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**Wesley Sine**, Studying Choice and Change: The Intersection of Institutional Theory and Entrepreneurship Research, Organization Science, November 2010. With Tolbert, Pamela; David, Robert J.


**Sachin Gupta**, Comparison of SML and GMM Estimators for the Random Coefficient Logit Model Using Aggregate Data, Empirical Economics, Accepted. With Park, Sungho.


Vrinda Kadiyali, *The Price Precision Effect: Evidence from Laboratory and Market Data*, Marketing Science, 29, 1, January (1st Quarter/Winter) 2010. With Thomas, Manoj K.; Simon, Daniel H.


Vithala R. Rao, *Price as an Indicator of Quality: Implications for Utility and Demand Functions*, Journal of Retailing, 86, 1, March 2010. With Ding, Min; Ross, Jr., William T.


Joseph Edward Russo, *The Value of Task Conflict to Group Decisions*, Journal of Behavioral Decision Making, Accepted. With Boyle, Peter J.


Manoj Thomas, *Distancing from Subjective Experience: How Psychological Distance Reduces Feeling of Difficulty*, Journal of Consumer Research, Accepted. With Tsai, Claire.


Andrew M. Davis, *Do Auctioneers Pick Optimal Reserve Prices?*, Management Science, 57, 1, January (1st Quarter/Winter) 2011. With Katok, Elena; Kwasnica, Anthony M.

Vishal Gaur, *Ordering Behavior in Retail Stores and Implications for Automated Replenishment*, Management Science, 56, 5, May 2010. With van Donselaar, Karel H.; van Woensel, Tom; Broekmeulen, Rob A. C. M.; Fransoo, Jan C.


Srinagesh Gavirneni, *On the Interaction Between Demand Substitution and Production Changeovers*, Manufacturing & Service Operations Management, 12, 4, October (4th Quarter/Autumn) 2010. With Dawande, Milind; Mu, Yinping; Sethi, Suresh; Sriskandarajah, Chelliah.


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**OTHER**

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**Orman, Levent V.,** *Virtual Institutions*, IEEE Technology and Society, Accepted.

**Levent V. Orman,** *Potential Advantages of Virtual Institutions*, IEEE Technology and Society, 30, 1, April (2nd Quarter/Spring) 2011.

**BOOK CHAPTERS**


**Ya-Ru Chen,** Forthcoming, *Beyond cross-national comparisons: Unpacking interactions across national cultures*, in Research in Managing Groups and Teams, eds., M.A. Neale, E.A. Mannix, with Silberzahn, R; Yoon, H J.

**Ya-Ru Chen,** Forthcoming, *Support for a manager or a leader? Toward a relational vs. collective distinction of procedural justice*, in A Festschrift in Honor of Marilynn Brewer, eds., R. Kramer, with Zhao, G.

**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.


BOOK CHAPTERS, continued


