

THE
Johnson

Scholar

Fall 2017 | Volume 7

A Research Review from the Samuel Curtis
Johnson Graduate School of Management
of the Cornell SC Johnson College of
Business at Cornell University

THE Johnson Scholar

Fall 2017
Volume 7

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

Please note that 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 Andrew Karolyi (gak56@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 how biases affect managers' disclosure decisions and users' judgments with respect to those disclosures. Included in The 40 Under 40 Most Outstanding Business School Professors, Poets & Quants, 2017.

[Visit her faculty profile](#)

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

Sanjeev Bhojraj, [Takeover Defenses: Entrenchment and Efficiency](#), Journal of Accounting and Economics, 63, 1, February 2017. With Sengupta, Partha; Zhang, Suning.*

Robert J. Bloomfield, [Which Moral Foundations Predict Willingness to Make Lifestyle Changes to Avert Climate Change in the USA?](#), PLoS One, 11, 10, October (4th Quarter/Autumn) 2016. With Dickinson, Janis L.; McLeod, Poppy; Allred, Shorna.

Robert J. Bloomfield, [Why We Should Stop Being Surprised that Lightly Regulated Markets Fall Short of the SEC's Goals for Market Quality: A Discussion of "Private Intermediary Innovation and Market Liquidity"](#), Contemporary Accounting Research, 33, 3, September 2016.*

Robert J. Bloomfield, [Gathering Data for Archival, Field, Survey, and Experimental Accounting Research](#), Journal of Accounting Research, 54, 2, May 2016. With Nelson, Mark W.; Soltes, Eugene.*

Kenneth J. Merkley, [Does the Scope of the Sell-Side Analyst Industry Matter? An Examination of Bias, Accuracy, and Information Content of Analyst Reports](#), The Journal of Finance, 72, 3, June 2017. With Michaely, Roni; Pacelli, Joseph.*

Mark W. Nelson, [Team-Oriented Leadership and Auditors' Willingness to Raise Audit Issues](#), The Accounting Review, 91, 6, November 2016. With Proell, Chad A.; Randel, Amy E.*

Mark W. Nelson, [Gathering Data for Archival, Field, Survey, and Experimental Accounting Research](#), Journal of Accounting Research, 54, 2, May 2016. With Bloomfield, Robert J.; Soltes, Eugene.*

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

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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.

[Visit his faculty profile](#)

Kristina M. Rennekamp, [Disclosure Readability and the Sensitivity of Investors' Valuation Judgments to Outside Information](#), *The Accounting Review*, 92, 4, July (3rd Quarter/Summer) 2017. With Asay, Hamilton S.; Elliott, W. B.*

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, [Sharing Risk with the Government: How Taxes Affect Corporate Risk Taking](#), *Journal of Accounting Research*, 55, 3, June 2017. With Ljungqvist, Alexander; Zhang, Liandong.*

Luo Zuo, [Shaped by Booms and Busts: How the Economy Impacts CEO Careers and Management Styles](#), *Review of Financial Studies*, 30, 5, May 2017. With Schoar, Antoinette.*

Luo Zuo, [Customer-Supplier Relationships and Corporate Tax Avoidance](#), *Journal of Financial Economics*, 123, 2, February 2017. With Cen, Ling; Maydew, Edward L.; Zhang, Liandong.*

Luo Zuo, [Understanding Practice and Institutions: A Historical Perspective](#), *Accounting Horizons*, 30, 3, September 2016. With Watts, Ross 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.

Luo Zuo, [The Informational Feedback Effect of Stock Prices on Management Forecasts](#), *Journal of Accounting and Economics*, 61, 2-3, April (2nd Quarter/Spring) 2016.*

ECONOMICS

Robert H. Frank, *Just Deserts*, *The Hedgehog Review*, 18, 2, July (3rd Quarter/Summer) 2016.

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Justin P. Johnson
Professor of Economics

Professor Johnson is a globally renowned researcher in economics and strategy and is currently an editor at *The Journal of Industrial Economics*, a top journal in the field.

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Ori Heffetz, [The Relationship Between the Normalized Gradient Addition Mechanism and Quadratic Voting](#), *Public Choice*, 172, 1-2, 2017. With Benjamin, Daniel J.; Kimball, Miles S.; Lougee, Derek.

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.*

Justin P. Johnson, *The Determinants of Product Lines*, *Rand Journal of Economics*, Accepted. With Myatt, David P.

Justin P. Johnson, [The Agency Model and MFN Clauses](#), *The Review of Economic Studies*, 84, 3, July (3rd Quarter/Summer) 2017.*

Justin P. Johnson, [Unplanned Purchases and Retail Competition](#), *American Economic Review*, 107, 3, March 2017.*

Michael Waldman, [The Dual Avenues of Labor Market Signaling](#), *Labour Economics*, 41, August 2016.

FINANCE

Warren B. Bailey, [Behavioral Finance and Me, or How I Came to See the Light](#), *The European Journal of Finance*, 22, 8-9, July (3rd Quarter/Summer) 2016.

Matthew Baron, [Credit Expansion and Neglected Crash Risk](#), *Quarterly Journal of Economics*, 132, 2, May 2017. With Xiong, Wei.*

Murillo Campello, [Customer Concentration and Loan Contract Terms](#), *Journal of Financial Economics*, 123, 1, January (1st Quarter/Winter) 2017. With Gao, Janet.*

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

Robert A. Jarrow, [Testing for Asset Price Bubbles: Three New Approaches](#), *Quantitative Finance Letters*, 4, 1, 2016.

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G. Andrew Karolyi, [*A Partial Segmentation Model of International Stock Returns*](#), Journal of Financial and Quantitative Analysis, Accepted. With Wu, Ying.*

G. Andrew Karolyi, [*Racing to the Exits: International Transmissions of Funding Shocks During the Federal Reserve's Taper Experiment*](#), Emerging Markets Review, Accepted. With McLaren, Kirsty.

G. Andrew Karolyi, [*The U.S. Listing Gap*](#), Journal of Financial Economics, 123(3), 464-487, March 2017. With Doidge, Craig; Stulz, René.*

G. Andrew Karolyi, [*State Capitalism's Global Reach: Evidence from Foreign Acquisitions by State-Owned Companies*](#), Journal of Corporate Finance, 42, February 2017, 367-391. With Liao, Rose.

G. Andrew Karolyi, [*Is the Public Corporation Really in Eclipse? Evidence from the Asia-Pacific*](#), Asia-Pacific Journal of Financial Studies, 46, 7-31, February 2017. With Kim, Dawoon.

G. Andrew Karolyi, [*The Gravity of Culture for Finance*](#), Journal of Corporate Finance, 41, December 2016.

G. Andrew Karolyi, [*Home Bias: An Academic Puzzle*](#), Review of Finance, 20(6), 2049-2078, October 2016. *

Hyunseob Kim, [*The Asset Redeployability Channel: How Uncertainty Affects Corporate Investment*](#), Review of Financial Studies, 30, 1, January (1st Quarter/Winter) 2017. With Kung, Howard.*

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.*

Roni Michaely, [*Taxation and Dividend Policy: The Muting Effect of Agency Issues and Shareholder Conflicts*](#), Review of Financial Studies, Accepted. With Jacob, Martin.*

Roni Michaely, [*Do Dividend Taxes Affect Corporate Investment?*](#), Journal of Public Economics, 151, July (3rd Quarter/Summer) 2017. With Alstadsæter, Annette; Jacob, Martin.

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
Maureen O'Hara, Robert W. Purcell Professor of Finance, won the 2016 William F. Sharpe Award for Scholarship in Finance from the *Journal of Financial and Quantitative Analysis* for her paper "Differential Access to Price Information in Financial Markets" (with D. Easley and L. Yang). [Visit her faculty profile](#)

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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.*

Roni Michaely, [Does the Scope of the Sell-Side Analyst Industry Matter? An Examination of Bias, Accuracy, and Information Content of Analyst Reports](#), *The Journal of Finance*, 72, 3, June 2017. With Merkley, Kenneth J.; Pacelli, Joseph.*

Roni Michaely, [Product Market Competition and Internal Governance: Evidence from the Sarbanes–Oxley Act](#), *Management Science*, 63, 5, May 2017. With Chhaochharia, Vidhi; Grinstein, Yaniv; Grullon, Gusvavo.*

Roni Michaely, [Are Friday Announcements Special? Overcoming Selection Bias](#), *Journal of Financial Economics*, 122, 1, October (4th Quarter/Autumn) 2016. With Rubin, Amir; Vedrashko, Alexander.*

Roni Michaely, [Further Evidence on the Strategic Timing of Earnings News: Joint Analysis of Weekdays and Times of Day](#), *Journal of Accounting and Economics*, 62, 1, August 2016. With Rubin, Amir; Vedrashko, Alexander.*

Maureen O'Hara, [Differential Access to Price Information in Financial Markets](#), *Journal of Financial and Quantitative Analysis*, 51, 4, August 2016. With Easley, David; Yang, L.*

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

MANAGEMENT

Lourdes S. Casanova, [International Competitiveness of Small and Medium-sized Enterprises: Peru, a Latin-American Emerging Market](#), *Emerging Markets Finance & Trade*, 53, 1, July (3rd Quarter/Summer) 2016. With Peña-Vinces, JC.; Guillen, J.; Urbano, D.

MANAGEMENT COMMUNICATION

Theomary Karamanis, *SoTL Research Fellows: Collaborative Pathfinding Through Uncertain Terrain*, *The Canadian Journal for the Scholarship of Teaching and Learning*, Published. With Marquis, E.; Holmes, T.; Apostolou, K.; Centea, D.; Cockcroft, R.; Knorr, K.; Maclachlan, J.; Monteiro, S.

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Best Paper Award

Beta Mannix, Ann Whitney Olin Professor of Management & Organizations, received the Academy of Management's 2016 Most Influential Article Award for "The Critical Role of Conflict Resolution in Teams: A Close Look at the Links Between Conflict Type, Conflict Management Strategies, and Team Outcomes" *Journal of Applied Psychology* (2008), with Kristin Behfar, photo right, Randall Peterson, photo center, and William Trochim.



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MANAGEMENT INFORMATION SYSTEMS

Levent V. Orman, [Information Markets Over Trust Networks](#), *Electronic Commerce Research*, 16, 4, December 2016.

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.*

John Angus Daniel Hildreth, [Failure at the Top: How Power Undermines Collaborative Performance](#), *Journal of Personality and Social Psychology*, 110, 2, 2016. With Anderson, Cameron.

Mukti Khaire, [Where Do Market Categories Come From and How? Distinguishing Category Creation From Category Emergence](#), *Journal of Management*, 43, 1, January (1st Quarter/Winter) 2017. With Durand, Rodolphe.*

Christopher Marquis, [State-Mediated Globalization Processes and the Adoption of Corporate Social Responsibility Reporting in China](#), *Management and Organization Review*, 13, 1, March 2017. With Yin, Juelin; Yang, Dongning.

Christopher Marquis, [Scrutiny, Norms, and Selective Disclosure: A Global Study of Greenwashing](#), *Organization Science*, 27, 2, 2016. With Toffel, Michael W.; Zhou, Yanhua.*

Christopher Marquis, [Mobilization in the Internet Age: Internet Activism and Corporate Response](#), *Academy of Management Journal*, 59, 6, December 2016. With Luo, Xiaowei R.; Zhang, Jianjun.*

Christopher Marquis, [Institutional Equivalence: How Industry and Community Peers Influence Corporate Philanthropy](#), *Organization Science*, 27, 5, October (4th Quarter/Autumn) 2016. With Tilcsik, András.*

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Sunita Sah

*John and Norma Balen
Sesquicentennial Fellow
and Assistant Professor
of Management and
Organizations*

Professor Sah's research focus is on institutional corruption, ethical decision making, bias, transparency, improving decisions, influence, and advice — in particular how professionals who give advice alter their behavior as a result of conflicts of interest and disclosure policies.

[Visit her faculty profile](#)

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, [The Effects of Public Disclosure of Industry Payments to Physicians on Patient Trust: A Randomized Experiment](#), *Journal of General Internal Medicine*, Accepted. With Hwong, Alison R.; Lehmann, Lisa S.

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.

Sunita Sah, [Managing Perceptions of Distress at Work: Reframing Emotion as Passion](#), *Organizational Behavior & Human Decision Processes*, 137, November 2016. With Wolf, Elizabeth B.; Lee, Joa J.; Brooks, Alison W.*

Sunita Sah, [Effect of Physician Disclosure of Specialty Bias on Patient Trust and Treatment Choice](#), *Proceedings of the National Academy of Sciences*, 113, 27, July (3rd Quarter/Summer) 2016. With Fagerlin, Angela; Ubel, Peter.

Isaac H. Smith, [Molecular Insights into Chronotype and Time-of-Day Effects on Decision-Making](#), *Scientific Reports*, 6, July (3rd Quarter/Summer) 2016. With Ingram, Krista K.; Ay, Ahmet; Kwon, Soo B.; Woods, Kerri; Escobar, Sue; Gordon, Molly; Bearden, Neil; Filipowicz, Allan M.; Jain, Kriti.

MARKETING

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

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**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*, *Marketing Science*, *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.

Sachin Gupta, [An Empirical Model of Drug Detailing: Dynamic Competition and Policy Implications](#), *Management Science*, 62, 8, August 2016. With Liu, Qiang; Venkataraman, Sriram; Liu, Hongju.*

Vrinda Kadiyali, *The Competitive Dynamics of DVD Release Timing and Pricing*, *Management Science*, Accepted. With Mukherjee, Anirban.*

Vrinda Kadiyali, *The Impact of Calorie Posting on Consumer Opinions: A Flexible Latent Dirichlet Allocation Model with Informative Priors*, *Marketing Science*, Accepted. With Narayan, Vishal; Puranam, Dinesh.*

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.*

Vithala R. Rao, [Anticipated vs. Actual Synergy in Merger Partner Selection and Post-Merger Innovation](#), *Marketing Science*, 35, 6, November 2016. With Yu, Yu; Umashankar, Nita.*

Vithala R. Rao, [Choosing the Right Target: Relative Preferences for Resource Similarity and Complementarity in Acquisition Choice](#), *Strategic Management Journal*, 37, 8, August 2016. With Yu, Yu; Umashankar, Nita.*

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.

Joseph E. Russo, [Not by Desire Alone: The Role of Cognitive Consistency in the Desirability Bias](#), *Judgment and Decision Making*, 11, 5, September 2016. With Corbin, Jonathan C.

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Kaitlin Woolley
Assistant Professor of
Marketing

Professor Woolley studies consumer motivation and goal pursuit, with a focus on understanding what consumers value when pursuing their goals and how to use this to increase goal persistence. Woolley's research has been published in journals and book chapters, including *Journal of Consumer Research* and *Journal of Personality and Social Psychology*. It has been featured in outlets such as *The Wall Street Journal*, *The New York Times*, *Harvard Business Review*, NPR, and *Psychology Today*.

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Manoj Thomas, *When Bigger is Better (and When it is Not): Implicit Bias in Numeric Judgments*, *Journal of Consumer Research*, Accepted. With Kyung, Ellie; Krishna, Aradhna.*

Manoj Thomas, [When Remembering Disrupts Knowing: Blocking Implicit Price Memory](#), *Journal of Marketing Research*, 53, 6, December 2016. With Kyung, Ellie.*

Kaitlin Woolley, [Immediate Rewards Predict Adherence to Long-Term Goals](#), *Personality and Social Psychology Bulletin*, 43, 2, February 2017. With Fishbach, Ayelet.

Kaitlin Woolley, [A Recipe for Friendship: Similar Food Consumption Promotes Trust and Cooperation](#), *Journal of Consumer Psychology*, 27, 1, January (1st Quarter/Winter) 2017. With Fishbach, Ayelet.*

Stijn M.J. van Osselaer, [Points of \(Dis\)Parity: Expectation Disconfirmation from Common Attributes in Consumer Choice](#), *Journal of Marketing Research*, Accepted. With Evangelidis, Ioannis.*

Stijn M.J. van Osselaer, [Belief in Free Will: Implications for Practice and Policy](#), *Journal of Marketing Research*, 53, 6, December 2016. With Zheng, Yanmei; Alba, Joseph W.*

Stijn M.J. van Osselaer, [When and Why We Forget to Buy](#), *Journal of Consumer Psychology*, 26, 3, July (3rd Quarter/Summer) 2016. With Fernandes, Daniel; Puntoni, Stefano; Cowley, Elizabeth.*

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, [Optimal Merchandise Testing with Limited Inventory](#), *Operations Research*, 65, 4, August 2017. With Mersereau, Adam J.; Wang, Zhe.*

Li Chen, [Is Reshoring Better Than Offshoring? The Effect of Offshore Supply Dependence](#), *Manufacturing & Service Operations Management*, 19, 2, April (2nd Quarter/Spring) 2017. With Hu, Bin.*

Li Chen, [Inventory Management in a Closed-Loop Supply Chain with Advance](#)

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Li Chen

*Associate Professor of
Operations, Technology
and Information
Management*

Dr. Chen's research interests concern information and incentive problems in operations and supply chain management. He has published research works in top journals in the operations management field, such as *Management Science*, *Operations Research*, and *Manufacturing & Service Operations Management*.

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[Demand Information](#), *Operations Research Letters*, 45, 2, March 2017. With Yücel, Şafak; Zhu, Kaijie.

Li Chen, [Measuring the Bullwhip Effect: Discrepancy and Alignment Between Information and Material Flows](#), *Manufacturing & Service Operations Management*, 19, 1, January (1st Quarter/Winter) 2017. With Luo, Wei; Shang, Kevin.*

Yao Cui, [Pricing of Conditional Upgrades in the Presence of Strategic Consumers](#), *Management Science*, Accepted. With Duenyas, Izak; Şahin, Özge.*

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.*

Srinagesh Gavirneni, [Risk Aversion and Implicit Shortage Cost Explain the Anchoring and Insufficient Adjustment Bias in Human Newsvendors](#), *Operations Research Letters*, 45, 3, May 2017. With Robinson, Lawrence W.

Karan Girotra, [The Operational Advantages of Threshold Discounting Offers](#), *Management Science*, Accepted. With Marinisi, Simone; Netessine, Serguei.*

Karan Girotra, [Using Advance Purchase Discount Contracts Under Uncertain Information Acquisition Cost](#), *Production and Operations Management*, Accepted. With Tang, Wenjie.*

Karan Girotra, [Online Grocery Retail: Revenue Models and Environmental Impact](#), *Management Science*, 63, 6, June 2017. With Belavina, Elena; Kabra, Ashish.*

Shawn Mankad, [A Feedback and Evaluation System That Provokes Minimal Retaliation by Trainees](#), *Anesthesiology*, 126, 2, February 2017. With Baker, Keith; Haydar, Bishr.

Shawn Mankad, [Measuring Influence of Users in Twitter Ecosystems Using a Counting Process Modeling Framework](#), *Technometrics*, 58, 3, 2016. With Xia, Donggeng; Michailidis, George.

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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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Lawrence W. Robinson, [Risk Aversion and Implicit Shortage Cost Explain the Anchoring and Insufficient Adjustment Bias in Human Newsvendors](#), *Operations Research Letters*, 45, 3, May 2017. With Gavirneni, Srinagesh.

William Schmidt, [Experimental Evidence of Pooling Outcomes Under Information Asymmetry](#), *Management Science*, 63, 5, May 2017. With Buell, Ryan W.*

Garrett J. van Ryzin, [Technical Note—An Expectation-Maximization Method to Estimate a Rank-Based Choice Model of Demand](#), *Operations Research*, 65, 2, April (2nd Quarter/Spring) 2017. With Vulcano, Gustavo.*

Published and Accepted Book Chapters

Gautam Ahuja, 2016, ["Competency Trap"](#), in *The Palgrave Encyclopedia of Strategic Management*, eds., Augier, Mie and Teece, David J.

Gautam Ahuja, 2016, ["Incumbent Responses to an Entrant with a New Business Model: Resource Co-Deployment and Resource Re-Deployment Strategies"](#), in *Resource Redeployment and Corporate Strategy*, eds., Timothy B. Folta, Constance E. Helfat, Samina Karim, with Novelli, Elena.

Gautam Ahuja, 2016, ["Innovation Strategies"](#), in *The Palgrave Encyclopedia of Strategic Management*, eds., Mie Augier, David J. Teece, with Novelli, Elena.

Li Chen, 2017, ["Modeling and Measuring the Bullwhip Effect"](#), in *Handbook of Information Exchange in Supply Chain Management*, eds., Albert Y. Ha and Christopher S. Tang, with Lee, Hau L.

Vishal Gaur, Forthcoming, "POM and Retailing," in *The Routledge Companion to Production and Operations Management*, eds., Martin K. Starr and Sushil K. Gupta.

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

Christopher Marquis, 2017, ["Different Shades of Green: Environment Uncertainty and the Strategies of Hybrid Organizations"](#), in *Emergence (Research in the Sociology of Organizations, Volume 50)*, eds., Marc-David L. Seidel and Henrich R. Greve, with Almandoz, John; Lee, Matthew.

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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*.

[Visit his faculty profile](#)

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.

Maureen O'Hara, 2016, "[Vertical and Horizontal Problems in Financial Regulation and Corporate Governance](#)", in *The Future of Large, Internationally Active Banks*, eds., Asli Demirgüç-Kunt, Douglas D. Evanoff, and George G. Kaufman, with Macey, Jonathan.

Lawrence W. Robinson, 2016, "[Appropriate Inventory Policies When Service Affects Future Demands](#)", in *Cross-Functional Inventory Research*, ed., Gavirneni, Srinagesh.

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.

Joseph E. Russo, Forthcoming, "[Cognitive Consistency Theories](#)", in *Oxford Bibliographies in Psychology*, ed., Dana S. Dunn, with Chaxel, Anne-Sophie.

Joseph E. Russo, Forthcoming, "Eye Fixations as a Process Trace," in *A Handbook of Process Methods for Decision Research: A Critical Review and User's Guide*, eds., Michael Schulte-Mecklenbeck and Anton Kuehberger.

Joseph E. Russo, Forthcoming, "Process Tracing Methods in Decision Making: On Growing Up in the 70ties," in *A Handbook of Process Methods for Decision Research: A Critical Review and User's Guide*, eds., Michael Schulte-Mecklenbeck and Anton Kuehberger, with Schulte-Mecklenbeck, M.; Johnson, J. G.; Bockenholt, U.; Goldstein, D. G.; Sullivan, N. J.; Willemsen, M.

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Professor Khaire's research focuses on entrepreneurship in the creative industries, such as art, advertising, architecture and design, fashion, film, music, publishing, and theater. In particular, she is interested in understanding how entrepreneurs create markets for new categories of cultural goods by constructing their value, while also changing consumers' beliefs about what attributes of cultural goods are appropriate and valuable.

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