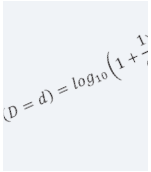
A Scholarly Magazine of the Decision Sciences Institute Vol. 48, No. 5 October 2017

DECISION LINE

RESEARCH



Information Security and Benford's Law

Mahyar A. Amouzegar and Khosrow Moshirvaziri

Discover how Benford's law is proven to be one of the valuable and effective tools in the war against fraud and suspicious activity on social networks. >>

ANNUAL MEETING

DSI 2017 Annual Meeting Consortia Line Up

Vivian Landrum

Four half-day consortia are planned for faculty in different stages of their career and doctoral students in different stages of completion of their Ph.D. >>

INTERNATIONAL

Teaching an International Negotiation Course: The Key Success Factors

Guy Deloffre

International negotiation skills can be integrated into an academic course. Discover the important components necessary for business students. >>

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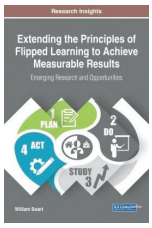

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DECISION LINE

DECISION LINE is published five times a year by the Decision Sciences Institute to provide a medium of communication and a forum for expression by its members, and to provide for dialogue among academic and practitioner members in the discipline. For more information about the Institute, please call 713-743-4815.

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DEADLINES:

January 2018 issue	December 10th
March 2018 issue	February 10th
May 2018 issue	April 10th
July 2018 issue	June 10th
October 2018 issue	September 10th

VISION STATEMENT

Decision Sciences Institute creates, develops, fosters, and disseminates knowledge to improve managerial decisions for global progress.

MISSION STATEMENT

Decision Sciences Institute develops scholars, who produce, use, and disseminate knowledge primarily within and across information systems, analytics, and supply chain management to improve decisions involving systems, technology, and processes.

PRESIDENT'S MESSAGE

Jatinder (Jeet) N. D. Gupta,
College of Business,
University of Alabama in Huntsville

AN INVITATION AND AN UPDATE ON REALIZING THE PROMISING FUTURE

After taking the time to relax, rejuvenate, and catch up in work and chores at home during summer, I hope everyone has started the fall season with energy and vigor to pursue the desired goals and objectives. I also hope that the progress in the semester activities are as desired. In this spirit, the DSI Board of Directors, Home Office and various committees have been working hard to pursue the agenda items reported in the May and July 2017 President's Letters. This letter is an invitation and an update of various activities to realize the promising future by following the framework of alignment, agility, accuracy, accessibility, and adaptability that I suggested in the May 2017 President's letter.

AN INVITATION TO PARTICIPATE IN THE DSI ANNUAL CONFERENCE IN WASHINGTON DC

Our annual DSI conference in Washington, DC set for November 18-20, 2017 is fast approaching. I am sure each one of us is eager to participate in this conference, see our DSI colleagues and friends, and network and interact with the many new participants to expand our circle of colleagues and friends. Washington, DC is the US Capital and offers many unique opportunities to explore the city and many of its historical monuments as well as enjoy the vibrant night life. Therefore, this conference epitomizes the framework of alignment, agility, accuracy, accessibility, and adaptability in serving the DSI members and the decision sciences profession.

The 2017 Conference Team, under the leadership of its Program Chair Kathy Stecke, has worked extremely hard to create an exceptional program that not only beats many previous records but also promises to be the best one in recent DSI history. A record number of submissions were received for this conference and the final program reflects several aspects of the framework of alignment, agility, accuracy, accessibility, and adaptability in terms of opportunities for excelling in research, teaching and professional service on one hand and the practice of decision sciences on the other. The three keynotes by Sridyar Tayur, *(MI6: Math, Money, Merriment, Matching, Mortality and Moonshots)*, Bill Stainton (*The 5 Best Decisions the Beatles Ever Made . . . And Why You Should Make Them Too)*, and Ralph Keeney *(Value-Focused Decision-Making)* promise to be enjoyable, interesting, funny and truly useful in our personal as well as professional lives. In addition, with increased emphasis on providing coverage of the practice of decision sciences, this year's annual conference includes several sessions devoted to the use of decision sciences in industry and government.

To supplement the conference program, the DSI Home Office staff, under the leadership of its Executive Director, Vivian Landrum, has worked with the Conference Program Team to create social activities, including the conference banquet, to ensure all participants will enjoy all three days of the conference.

In addition to the excellent keynotes, invited and contributed sessions, workshops and consortia, and the social programs, this year's annual business meeting is especially important as we will discuss the proposed

". . .this year's Annual Business Meeting will be especially important as we will discuss the proposed draft of the revised Constitution . . ."

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FROM THE EDITOR

Dear readers, you have noticed a different set up and design in this issue of Decision Line. We are hoping that you will see this design as an improvement over the previous look and format. In addition, we have added a new tag line which states: Decision Line a Scholarly Magazine of the Decision Sciences Institute. Let me know what you think positive or negative. Help us to make DL more reader friendly!

I strongly encourage you to read President's Letter. In his letter, Jeet Gupta shares with DSI members' progress that has been made on various fronts. Among them, the most important one is the proposed revision of DSI's constitution. This revision will be discussed with the membership at the DSI Annual Meeting in Washington, DC. Please make sure to attend this very important meeting. Other topics in the present letter include: an update on the DSI Strategic Goals and Objectives, proposed new structure for DSJ editorial process, a short update on the information technology systems, enhancing the accounting system for our DSI organization, and several other important points that are presented in his letter. He ends the letter by asking all DSI members to participate in this year's annual meeting in Washington, DC. It promises to be a very engaging and high energy conference.

The first featured article that you read is by Drs. Mahyar Amouzegar and Khosrow Moshivaziri. In this article, author Vazirmoshiri explains how Benford's Law can be applied to detect anomalies and probable hacking of a system. They focus and study fraudulent activities in social media/networks such as Pinterest, Twitter, Facebook, etc. and conclude that the application of Benford's Law can be used to analyze use behavior, understand occurrence of natural deviations and detect occurrence of anomalies.

The October issue of DSI is typically devoted to the upcoming annual conference in November. This issue of Decision Line is not an exception. As you page through this issue you will notice that it is filled with relevant information about the DSI Annual Meeting in Washington, DC. In addition, this year, DSI is adding another innovation to the annual conference by introducing the "New Conference Buddy Project." Read all about it in the section titled DSI Home Office Update where Kathryn Zuckweiler provides details about this idea. She is the main contact person for this project.

Vivian Landrum, DSI Executive Director, offers details about the upcoming DSI 48th Annual Meeting in Washington, DC. She provides us with day-by-day highlights of activities, speakers, events, etc. It appears the conference organizers have planned several outstanding events and lined up interesting speakers that will be intellectually stimulating. Furthermore, Washington, DC is a place that, in addition to being the nation's capital, is the home of many world-renowned museums, including the infamous Smithsonian's, the Holocaust museum, the Native American museum, the Black History museum and numerous exceptional art galleries.

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***Maling Ebrahimpour** is the Dean and Professor of Supply Chain in the College of Business Administration at The University of Rhode Island. He is an active researcher and has authored or coauthored over 100 articles that have been published in scientific journals and proceedings. Most of his work focuses on various issues of quality in both service and manufacturing companies. He received his PhD in business administration from University of Nebraska-Lincoln and has served on the editorial review board of several journals, including Journal of Quality Management, Journal of Operations Management, and International Journal of Production Research. mebrahimpour@uri.edu*

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draft of the revised DSI constitution as well as the upcoming DSI strategic plan. I am sure we all want to participate in this annual business meeting to ensure that our voices are heard in charting the future direction of DSI. This is in line with the implementation of the framework of alignment, agility, accuracy, accessibility, and adaptability in shaping the future of our Institute. I invite and encourage every DSI member to participate in this year's annual DSI business meeting to provide valuable inputs in finalizing the revised DSI constitution and the strategic plan.

Therefore, regardless of one's interest in teaching, research, professional service or practice of decision sciences, I am sure that each one of us is looking forward to being a part of this year's DSI annual conference in Washington, DC, and thus I look forward to seeing all of our current and future colleagues and friends there. Perhaps each one of us is eager to bring a colleague, friend, or a student to the conference as well. I encourage each and every one to participate and enjoy all it has to offer, both professionally and personally.

A UPDATE ON VARIOUS ACTIVITIES

Using the framework of alignment, agility, accuracy, accessibility, and adaptability that I suggested in the May 2017 President's Letter, the following paragraphs provide an update to the progress made since July 2017 in various initiatives activities designed to enhance value to our members and to move DSI forward.

- **DSI constitution revisions:** To be aligned, accurate and adaptable requires an up-to-date and timely constitution. As a result of the hard work of the three DSI Boards, we now have a DSI Board approved draft of the revised constitution (that includes the necessary bylaws) that (1) reduces the possibility of conflicting information in various documents by merging the Constitution and the Bylaws; (2) creates flexibility and agility in making and implementing decisions; (3) implements the decisions made by the recent three DSI Board of Directors; and (4) streamlines several processes to remove redundancy and enhance membership value. This proposed draft is being sent – almost at the same time that you are reading this letter -- to the members to be discussed at the Annual Business Meeting during the Annual Conference in November 2017 in Washington, DC. Following this discussion, we will request the members to approve the revised constitution draft early in 2018. Following the approval of the revised constitution, we will finalize the revision and update the Policies and Procedures to implement the revised Constitution.

- **DSI strategic goals and objectives:** To be aligned, agile and accurate, we have created a draft five year plan that outlines strategic goals with their priorities, identifies energy and resources required, improves efficiencies and effectiveness of operations, and sets milestones for their achievement. This plan includes both short and long term goals and creates a clearly defined roadmap with key performance indicators for incoming and future DSI leadership over a five-year period. The DSI Board will continue to discuss this strategic plan at its meeting in Washington, DC and will brief the DSI members about it at the Annual Business Meeting to be held on Sunday.

- **DSI Publications:** As I shared in my ear-

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lier communication, to be adaptive and responsive to ever-changing needs requires us to improve the quality of our publications. Therefore, the Board of Directors and the editor-in-chiefs of DSI publications have been working hard to prepare plans to enhance the quality of the publications and perhaps clarify and redefine the scope and editorial structure of the publications. As a result of these efforts, the DSJ editors-in-chief have proposed restructuring the journal's editorial board and clarified the publication philosophy and the review processes which will be approved by the DSI Board following its review by the DSI Publications Committee. Further, we are working on developing plans and activities for including our Decision Sciences journal in at least one of the three indices: Financial Times, Business Week, and UT Dallas List.

- **Information technology systems:** To be agile, accurate, accessible and service-oriented requires appropriate information systems that will provide timely, accurate and integrated information. Therefore, with the help of an information technology expert, the DSI Home Office has been hard at work to acquire and develop the needed information technology systems. Significant progress continues on the development of our IT processes. As a result of these efforts, a restructured website and an improved member management system have been implemented. While the implementation revealed some initial problems, I am happy to report that the system has been successfully used for our annual conference registration this year. This system will be ready for regional conference registrations on December 1. These system implementations will be further supplemented by membership directory and expanded membership resources. We are working to capture the much needed data that can define and delineate our broad member base including the member's affiliation with a specific region. Significant progress has been made in implementing a new conference management system that will be able to host each region. This new system will be available for the 2018 Annual Meeting and the 2019 regional DSI conferences.

- **Enhancing accounting processes and program:** In order to be financially responsible and more easily comply with the legal requirements of our non-profit 501(c)(3) status, the Home Office has completed its move to QuickBooks as its new accounting system. This move has provided DSI with a more cost-effective system that allows for process streamlining and an increased flexibility in reporting. The additional ability to interface with other systems and easier financial management and tracking has enabled the Home Office to serve the needs of the DSI regions much more effectively and efficiently. As a result, we are able to get more timely and accurate accounting information about various DSI activities.

- **Expanded role of regions**: As I shared in my previous letters and as I visited various regional conferences and had discussions with the regional officers and board of directors, it became quite clear that regions are an integral part of DSI and provide an essential outreach, one of the important and significant core values to our members and the decision sciences profession. During these discussions, it also became evident that the regions play an essential and significant role in

". . . regions are an integral part of DSI and provide an essential outreach . . ."

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reaching out to those members who, in addition to sharing their research results, are primarily interested in instructional innovations and teaching pedagogy. Therefore, I reiterate my suggestion to each region to enhance their activities to include programs in these areas, both at their regional conferences and through focused webinars, online sessions, and short workshops throughout the year. These expanded regional activities will also make DSI more accessible and adaptive in service to its members and the decision sciences profession. I am happy to report that some regional conferences in 2017 did include several innovative and expanded workshops and plenary sessions that provided expanded coverage of teaching and research horizons to the conference participants. We will work hard on further expanding capabilities to implement this enhanced role of the regions in the upcoming year.

- **Improving communications with members:** As I reported earlier, during my visits to the regional conferences, I also heard the need for expanded and improved communications with members. Expanding the President's letter in the Decision Line is one effort to enhance communication and information flow to our members. To further handle this issue and to learn about the services and activities members want from us, we are planning to conduct a survey of our DSI membership. While the Board of Directors is working on strategies and tactics to enhance and improve communications with members, we would like to hear ideas for (a) the types of communications needed; (b) the mode of communications; and (c) the frequency of such communications. Working together, we can improve and enhance the quality and quantity of communications needed for us to be effective and efficient in achieving the DSI strategic goals.

- **Implementing decisions:** As I stated in an earlier communication, one of our challenges has been the process of implementation for decisions made. While we have been successful at making decisions to move DSI forward, we have not been effective in implementing and operationalizing those decisions to gain advantage from them. I am happy to report that as a result of the hard work of the DSI Home Office staff under the able leadership of Vivian Landrum, our Executive Director; the support, hard work and leadership of the DSI Board; the hard work of the DSI Committees; and the availability of clear and well-defined strategic goals through the strategic planning process, we have improved organizational performance and thus increased value to our members and the decision sciences profession. Knowing the current DSI President-Elect, the two President-Elect candidates, and the other candidates on the slate for the DSI Board in the upcoming January 2018 elections, I am confident that we will continue these efforts in the future and will excel at implementing the decisions made to better serve our members and the decision sciences profession. Further, we will ensure the consistency and continuity of decisions and actions of various DSI Boards in the future.

AN INVITATION TO PARTICIPATE IN DSI ACTIVITIES

Finally, I take this opportunity to extend my earlier invitation to everyone to participate in

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Decision Sciences Journal's editorial policy and editorial structure has gone through an extensive restructuring. The revision is really extensive and very different from DSJ's previous editorial norm and practice. I encourage you to read and learn about these editorial changes which may impact you. In addition, in this issue, co-editors of DSJ, Cheri Speier-Pero and Mark Ferguson inform us about the articles published in upcoming issue of Decision Sciences Journal. These articles cover subjects related to Supply Chain Disruption Response, Designing Products for Adaptability, Impact of Product Returns, Effect of the Privacy Handling Management on Social Networking Sites, Competition with Asymmetric Experience Uncertainty, and Selling Finite Capacity in Bulk.

A list of all candidates for various DSI offices are announced. You will read vision and strategic statements of the two 2108 President-Elect Nominees. Please read these statements, they should help you make a more informed decision when the time comes. In addition, the list of all other nominees for different offices with the list of their DSI related activities are included. In January, please cast your vote to select those who will represent you on the board.

In the International Issue section, you'll find an article by Guy Deloffre discussing the key success factors for teaching an international negotiation course. He concludes that the international negotiation course should mirror the real-life environment assuring students understand different cultural, educational, diversity of personalities, and professional experiences of the negotiation teams. He states that through step-by-step instructions and by closely monitoring activities and exercises we can enhance students' skill who can then deliver a successful negotiation.

From the Bookshelf, Kris Rosacker reviews a book titled "Make It Stick: The Sciences of Successful Learning." According to the review, the author reviews several techniques that encourage attaining long-term knowledge. Some of the pedagogical reforms suggested in this book are: To Learn, Retrieve; Mix Up Your Practice, Embrace Difficulties; and a few more. This is an important read if you are serious about teaching and helping your students to be effective long-term learners.

We have added a new section titled "Hidden Talents in DSI" which showcases many talents that our members have beyond the scope of academia. In the introductory feature of this section, you will read about Mahyar Amouzegar and his penmanship in writing short stories and novels. In another section, you read a brief published by one of our members.

In the "From the Regions" feature, Gyua Vastag is interviewed by Carmela Di Mauro. Gyula shares his personal opinion about DSI - both positive aspects and areas that need improvement. Please note that this section represents Gyula's personal opinion and not the opinion of the DSI board of directors.

The rest of this issue is dedicated and covers information about the various annual conferences from different regions and various Call for Papers.

As I stated at the beginning of this letter, please share your opinions and ideas with us by writing and sending it to me at mebrahimpour@uri.edu, or you may send it to the feature editors as shown in this section.

We are really interested in receiving your feedback with regard to the new look of Decision Line.

Maling Ebrahimpour, PhD Editor

2018 DSI OFFICER NOMINEE LISTING/ STATEMENTS

In January, DSI members will be asked to cast their votes for the offices of President-Elect, Treasurer, and Vice Presidents of Global Activities, Professional Development, Member Services and the DSI European Division. We encourage everyone to become familiar with the candidates before the election.

The candidates for the position of President-Elect, Janel Hartley and Manoj Malhotra, have provided their vision statements, included below. Candidates for the other officer positions have provided their list of activities/services as related to DSI.

PRESIDENT-ELECT

Janet Hartley – Bowling Green State University

Vision Statement

It is a great honor to be nominated for the office of President of Decision Sciences Institute. If elected, I look forward to the opportunity to give back to the organization that has played a major role in my development as a scholar and has positively influenced my academic career.

Goals

As we approach the 50th DSI annual meeting in 2019, I am committed to supporting and enhancing our core organizational goals as outlined by President Jeet Gupta as stated his Decision Line President's letter (July 2017). These goals, which are essential and enduring, include:

CANDIDATE SLATE FOR 2018 DSI OFFICER ELECTION

President-Elect

Janet Hartley, Bowling Green State University

Manoj Malhotra, Case Western Reserve University

Treasurer

Daniel Wright, Villanova University

Alan Mackelprang, Georgia Southern University

VP Global Activities

Sukran Atadeniz, Clemson University

Wendy Tate, University of Tennessee, Knoxville

VP Professional Development

Michael Galbreth, University of South Carolina

Sriram Narayanan, Michigan State University

Rohit Rampal, The State University of New York, Plattsburgh

VP Member Services

Shanan Gibson, Texas A&M University

Mark Jacobs, University of Dayton

VP European Division

Carmela di Mauro, Università di Catania

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1. Supporting the Editors-in-Chief in implementing plans to further enhance the quality and reputation of our journals. This includes having our flagship journal, Decision Sciences, listed in either the UT Dallas list, Financial Times, or Business Week.

2. Ensuring that the DSI annual conference continues to be a high-value learning and networking event for all members. Our program chairs and committee members as well as our DSI staff members do an excellent job of planning and implementing the annual conference. I want to ensure that future program chairs and committees have the resources they need and are empowered to make decisions to continue this great tradition.

3. Working collaboratively with all our regions in the Americas, Europe, and Asia and Pacific Divisions as they increase their activities and take on an expanded role of making DSI more assessable to decision science professionals. This will involve supporting the regions and allowing each to leverage their own specific strengths and strategic goals.

In addition to supporting our core goals, I have three additional goals to further enhance DSI.

4. Develop and implement a plan to retain and engage early career members.

Like many of us, my first experience at DSI was at the doctoral consortium where I met many friends who I look forward to seeing at the annual conference each year. DSI's doctoral consortium is very successful and attracts many students. However, recently, only a few of these students return to join and participate in DSI conferences after they take faculty positions.

In the long run, DSI's vitality and sustainability depends upon the involvement and engagement of early career members. DSI President-Elect Johnny Rungtusanatham proposed developing a mentoring program for early career members. I fully support this idea. In addition, we need to understand how to create value for early career faculty members in other ways so that more students who attend the doctoral consortium became active, engaged members.

5. Empower our committees and increase accountability for goal achievement.

I concur with DSI President Jeet Gupta as stated in his Decision Line letter (July 2017) that over the years DSI Boards have done a wonderful job of planning but we often fall short in executing the plans. The current DSI Board is developing a five-year strategic plan that will be shared with the membership this fall. My goal as President would be to move forward to successfully execute this strategic plan. Although some of the responsibilities for executing the plan will fall upon our staff members, most responsibilities will fall upon our Board of Directors and our committees. Traditionally DSI has used very bureaucratic processes. Currently, the Board of Directors is working to improve our processes, policies, and procedures. I will continue to look for ways to empower our committees to take initiative and be innovative. This will require more work on the part of our committee members. I expect committees to meet virtually throughout the year to accomplish their goals.

6. Identify ways to increase the number of practitioner members

Although DSI is professional organization intended to serve both academicians and practitioners, the membership is overwhelming made up of academicians. In recent years, there has been increased participation by practitioners in the annual conference as keynote speakers and panelists as well as collaborations with the Project Management Institute. To truly be an organization of both academicians and practitioners we need to identify if there are viable ways that DSI can add value to practitioners. Further, I will explore if there are opportunities for meaningful collaboration with other practitioner professional organizations.

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Short Bio and DSI Involvement

Janet L. Hartley is Professor in Supply Chain Management at Bowling Green State University. She served as Chair of the Department of Management from 2002-2010 and Director of the Supply Chain Management Institute from 1999-2003 and 2010-2017. Dr. Hartley has published over 30 refereed journal articles in journals such as the Journal of Operations Management, the Journal of Supply Chain Management, Supply Chain Management: An International Journal, IEEE Transactions on Engineering Management, Decision Sciences Journal of Innovative Education, and Business Horizons. Dr. Hartley is currently serving as an Associate Editor for four journals. She has co-authored a textbook Managing Operations across the Supply Chain currently in its third edition. Dr. Hartley has assumed numerous leadership positions in Decision Sciences Institute and the Operations Management Division of the Academic of Management. She is a Fellow of Midwest DSI. Her involvement with Decision Sciences Institute and Midwest Decision Sciences Institute includes:

Decision Sciences Institute

Vice President for the Americas, 2013-2015
Midwest Regionally Elected Vice President, 2011-2012
Secretary, 2009-2010
Vice President at Large, 2004-2006
Co-Associate Program Chair, Professional Development, 2014
New Faculty Consortium, Co-Coordinator, 2012, Panelist, 2001
Mid-career Faculty Consortium, Co-Coordinator, 2016, Panelist 2014
Chair, Innovative Education Program Chair, 2013
Chair, Innovative Education Committee, 1999-2000
Member, Innovative Education Committee, 1996-2001, 2006
Member, Nominating Committee 2010-2011
Member, Member Services Committee, 2011, 2013-2016
Member, Marketing Committee, 2016, 2017
Session Chair, Reviewer, Discussant

Midwest Decision Sciences Institute

Past President, 2006
President, 2005
President-Elect 2004
Program Chair 2004
Treasurer 2002-2004
VP Student Services 2000-2002
Nominating Committee, 2005-2007
Fellows Selection Committee, 2005-2007
Session Chair, Reviewer, Discussant
Stan Hardy Best Paper Award Reviewer 2011, 2012

PRESIDENT-ELECT

Manoj Malhotra – Case Western Reserve University

Vision Statement

I have been fortunate to have received much help, advice, and personal growth in my career from the Decision Sciences Institute (DSI) since my doctoral student days at the Ohio State University. I was also honored as a Fellow of the Institute in 2007, a recognition that I treasure among some of the best ones I have received. In turn, I have served the Institute in several different capacities such as the Program Chair in 2005 for the San Francisco Meeting, at-large vice-president of the DSI board, chair and member of several standing committees, annual meetings participant as a presenter, session chair, and track chair, and as a senior editor of the Decision Sciences Journal over the past several years.

I believe that I have the requisite vision, creative thinking, energy, motivation, leadership skills, and a proven track record to make significant institutional contributions.

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If I am elected as the President of DSI, the major areas that I would like to focus upon for creating institutional growth and excellence are listed below.

The Annual Meeting

One of the major appeals of the Decision Sciences Institute is that it annually hosts an international conference that is open to one and all. As one of the most inclusive professional societies in the disciplines it encompasses, it welcomes researchers and teachers warmly, near and far, to facilitate exchanges of ideas in knowledge generation, knowledge codification, and knowledge delivery. I would seek to invest additional resources in order to continue to re-invigorate the conference and make it even more fun and more meaningful for its attendees. Several meetings in the recent past have offered innovative features, upon which we can further build in subsequent years. The additional resources needed for enhancing the quality and reach of the annual meeting could be generated from external sponsorships, an effort towards which I would direct my past and current organizational development experience. Such an effort could potentially result in increasing our international attendance, improve and upgrade the value of the meeting and its social functions, and bring a wider array of practicing managers and academic institutions into the fold.

Portfolio of Publications

We have two major journals that capture the essence of the scholarly and pedagogical activities of the Institute—namely the Decision Sciences Journal (DSJ) and Decision Sciences Journal of Innovative Education. (DSJIE). These journals are serving their respective constituencies admirably given their different missions. We need to continue to strongly build them further. I would in particular direct my efforts as the President towards supporting our outstanding editorial team of Cheri Speier-Pero and Mark Ferguson in increasing the ranking and perception of DSJ. Our flagship journal does well on several metrics. Its inclusion in indices that are used to create institutional research rankings would be a major step in that direction.

I would also like to initiate a discussion on whether it would be worthwhile for us to create a closer affiliation or an adoption of another journal in related disciplines of Operations Management, Management of Information Systems, and Supply Chain Management that may not otherwise have a professional home. It could potentially help DSI to expand the base of publication opportunities for our members.

Practitioner Outreach

The art of decision-making takes place in the context of decision makers, with whom we should probably interact more than we normally do in the course of our academic lives. Most academic organizations have struggled with this aspect of their functioning. I have personally found my interactions with business executives to be most rewarding. So if we can integrate practitioners into our professional activities, it would give DSI more relevance and provide a competitive edge over other societies. These interactions can be through enhanced participation in annual meetings, and through providing a forum for practitioner related work to be showcased in the Institute's publications, among other initiatives. Affiliating either formally or informally with other professional organizations such as APICS, ASQ, AIS, and CSCMP to mention a few, may go a long way in enhancing the practitioner footprint of DSI and creating new avenues for growth and opportunity.

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ADDITIONAL OFFICER CANDIDATES ON SLATE WITH LISTING OF DSI SERVICE

TREASURER

Daniel Wright – Villanova University

DSI Member Activity

No activity provided as of press time.

TREASURER

Alan Mackelprang – Georgia Southern University

DSI Member Activity

- Proceedings Coordinator (2015 DSI Annual Meeting, Seattle, WA)
- Track Co-Chair (2015 DSI Annual Meeting, Seattle, WA)
- Fundraising Committee (2015 DSI Annual Meeting, Seattle, WA)
- Session Chair (2011, 2017) Annual DSI Meetings
- Paper Reviewer (2013, 2015) Annual DSI Meetings
- Invited Panelist Doctoral Student Consortium (2014 DSI Annual Meeting, Tampa, FL)
- Research Workshop Coordinator (2014 DSI Annual Meeting, Tampa, FL)
- Judge Case Competition (2017 DSI Annual Meeting, Washington, D.C.)
- Decision Sciences Journal Ad-Hoc Reviewer since 2009

VP GLOBAL ACTIVITIES

Sukran Atadeniz – Clemson University

DSI Member Activity

- Global Affairs Committee
- Marketing Committee
- European DSI Executive Committee

VP GLOBAL ACTIVITIES

Wendy Tate – University of Tennessee, Knoxville

DSI Member Activity

- EDSI, Member of the Scientific Planning Committee
- Chaired, Presented in Sessions
- WDSI, Chaired, Presented in Sessions
- Mid-West DSI, Sustainability Track Chair, November 2010
- DSI, Moderated and Presented in Sessions, Organized Invited Sessions
  - New Faculty Consortium Panelist
  - Doctoral Consortium Panelist/Participant
  - Inter-functional Integration
  - Supply Chain and Technology Issues Track
  - Supply Management Track
  - Sustainability Track
- Co-Track Chair, Global Supply Chain Management, November 2015 (Annual Meeting)
- Co-Track Chair, Supplier Relationships and Purchasing, November 2014 (Annual Meeting)
- Co-Track Chair, Decision Sciences, Sustainable Operations, November 2012 (Annual Meeting)
- Reviewer/Selection Committee Decision Sciences Case Competition 2009, 2010
- Reviewer, Decision Sciences Annual Meeting, 20007-Present
- Ad-hoc Reviewer Decision Sciences Journal 2006-Present

VP PROFESSIONAL DEVELOPMENT

Michael Galbreth – University of South Carolina

DSI Member Activity

- Associate Editor, Decision Sciences, 2011-present
- Session Chair, Sustainability and Corporate Social Responsibility, 2017 Annual Meeting, Washington, DC
- Chair, Instructional Innovation Award, 2016 Annual Meeting
- Judge, Elwood S. Buffa Doctoral Dissertation Competition, 2014
- Invited Panelist, Doctoral Student Consortium, 2014 Annual Meeting
- Track Co-Chair, Decision Analytics, 2013 Annual Meeting

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- Session Chair, 2013 Annual Meeting
- Invited Panelist, 2013 Annual Meeting
- Proceedings Referee, 2013 Annual Meeting
- Session Chair, 2012 Annual Meeting
- Judge, Elwood S. Buffa Doctoral Dissertation Competition, 2011
- Proceedings Referee, 2007 Annual Meeting
- Session Chair, 2006 Annual Meeting

VP PROFESSIONAL DEVELOPMENT

Sriram Narayanan – Michigan State University

DSI Member Activity

Decision Sciences Journal

- Decision Sciences Journal: Associate Editor (2013 – present)

Decision Sciences Institute

- Decision Sciences Institute, India Chapter, Board Member, 2016-Present
- Decision Sciences Institute, Marketing Committee, 2016- Present
- Member, Programs and Meetings Committee, Decision Sciences Society (2012-2013)
- Information Technology Committee, Decision Sciences Institute (2011- 2012)

Decision Sciences Conference (In chronological order) – Including Leadership Positions at DSI Conference

- *Track Chair* for the Product Innovation Track for the Decision Sciences Institute Annual Conference, Austin, TX, 2016
- *Judge* for the 2016 Elwood S. Buffa Doctoral Dissertation Competition for the Decision Sciences Institute Annual Conference
- Part of the panel at *Junior* faculty Consortium at the Decision Sciences Annual Conference, San Francisco, November 21-24, 2015. Participated in a panel discussion on "Learning From the Rising Stars: How to not only make tenure, but to become a prolific scholar."
- *Track Chair* for the Lean and Six Sigma Track, Decision Sciences Annual Meeting, Seattle, 2015
- *Co-associate program chair* for the Decision Sciences Annual Meeting, 2014
- *Track Chair* for the Service Management Track, Decision Sciences Annual Meeting, Baltimore, 2013
- *Judge* for the DSI Instructional Innovation Award, Decision Sciences Annual Meeting, Baltimore, 2013
- *Reviewer* for the Best Paper Award, Decision Sciences Annual Meeting, Baltimore, 2013
- *Coordinator* for Instructional Innovation Awards Competition, Decision Sciences Annual Meeting, San Francisco, 2012
- *Judge* for the 2011 Elwood S. Buffa Doctoral Dissertation Competition for the Decision Sciences Institute Annual Conference
- *Proceedings Coordinator* for the Decision Sciences Annual Meeting, San Diego 2010
- Organized several invited sessions and panels at the DSI annual conference over last 10 years including being session chair for multiple sessions in the past several years of DSI conferences.

DSI Recognitions

- Distinguished Service Award, Decision Sciences Institute, India Chapter, 2016
- Outstanding Reviewer Award, Decision Sciences Journal, 2013

VP PROFESSIONAL DEVELOPMENT

Rohit Rampal – The State University of New York, Plattsburgh

DSI Member Activity

- Track Chair:
  NEDSI: MIS Track 1998; Curriculum & Students Track 1999
- Conference Manuscript Reviewer
  DSI: 1997, 1998, 1999, 2000, 2002, 2003, 2004, 2007, 2008, 2009, 2010, 2016, 2017.
  SEDSI: 1997
  NEDSI: 1998, 1999, 2000.

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- Conference Session Chair
  DSI: 1998, 2000, 2001, 2004, 2005, 2007, 2009, 2014, 2015, 2016, 2017
- Discussant
  DSI: 1998, 1999, 2000
  NEDSI: 2000
- Best Paper Award
  NEDSI - 2001, 2003.
- Member of DSI since 1993.

VP MEMBER SERVICES

Shanan Gibson – Texas A&M University

DSI Member Activity

- DSI Member Services Committee (2015-2017)
- DSI Regional Activities Committee (2015 - 2017)
- DSI Annual Conference Session Chair (2016)
- SE DSI: Council (2016), President (2015), President Elect (2014), Conference Chair (2013), VP Publications (2010)

VP MEMBER SERVICES

Mark Jacobs – University of Dayton

DSI Member Activity

- DSI Global Affairs Committee member 2014 – 2016
- Session chair at the DSI annual conference 2007 – 2014
- Track chair at the DSI annual conference 2012
- Track chair at the Midwest DSI conference 2011
- Reviewer for Decision Sciences Journal 2010 – 2017
- Contributor to DSI's Decision Line 2007

VP EUROPEAN DIVISION

Carmela di Mauro - Università di Catania

DSI Member Activity

- Conference Program Co-Chair 2018 Annual DSI Conference
- Member DSI Global Affairs Committee 2013-2015
- EDSI President 2015-2016
- Conference Chair, EDSI 2015
- EDSI Secretary/Treasurer 2012-2014
- EDSI Program Committee member, 2012 to today
- Panelist EDSI 2014, EDSI 2017 (Meet the editor session)
- Session Chair for "The role of technology in healthcare systems" at DSI Baltimore 2012

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our Institute's activities and programs. As I have stated earlier, DSI is our Institute, created by us, for us and as such nurtured by us. Each one of us is the owner of this Institute and has a 100% stake in its success. DSI will prosper and move forward only if we all contribute to its success in significant ways. Therefore, I invite everyone to get involved in various DSI activities by presenting papers at the conferences, publishing in our journals, serving on various committees and on editorial boards, holding board positions, persuading and nominating our members for various volunteer positions, voting in DSI elections (especially the upcoming elections in January 2018), and participating in various networking opportunities including being mentored or mentoring students and junior faculty members. This will also ensure that DSI is aligned, agile, accurate, accessible, and adaptable for every one of us.

Above all, as I shared in my earlier letters, the water is warm and the swim is enjoyable. It is accessible to everyone and is quite adaptive, agile, aligned, and accurate. Thus, I renew our earlier invitation to everyone to jump in and have a good time.

Jatinder (Jeet) N. D. Gupta
DSI President
College of Business
University of Alabama in Huntsville

INFORMATION SECURITY AND BENFORD'S LAW

INTRODUCTION

Falsified numbers in tax returns, invoice payment records, expense account claims, and many other settings often display patterns that aren't present in legitimate records. In fact, there is a certain pattern in the way a large group (list) of numbers behave that may be somewhat counter intuitive. One would expect that the ten digits occur with equal frequency. In fact, why would one digit be favored over another? Yet, it has been shown in many situations (both naturally occurring or human generated) the first digits of numbers in a dataset (e.g., legitimate records) often follow a distribution similar to the table below.

Table 1: Distribution of the occurrence of the first digit

First digit	1	2	3	4	5	6	7	8	9
Probability	0.301	0.176	0.125	0.097	0.079	0.067	0.058	0.051	0.046

That is, the number 1 appears as the leading significant digit about 30% of the time, while 9 appears as the most significant digit less than 5% of the time. This distribution is known as Benford's law, also called the "First Digit Law". It is interesting to note that this result applies to a surprisingly large number of datasets, including street addresses, certain stock market data, Internal Revenue Service files, electricity bills, house prices, population numbers, death rates, lengths of rivers, and physical and mathematical constants such as radioactive decay rates, and processes described by power laws[2, 6].

Mathematically, the probably of an occurrence of the particular leading significant digit is given by

$$P(D = d) = log_{10}\left(1 + \frac{1}{d}\right)$$ where, d = 1, 2, 3, ...9.

Datasets following this distribution are said to be Benford. If a dataset is Benford, then by the above equation there is approximately a 30% chance that the first significant digit of any datum in that dataset is 1, about an 18% chance that the first significant digit is 2, and so on, decreasing to only 4.5% for the first significant digit being 9. When altered fraudulently, Benford datasets depart from this pattern, a fact that is used in fraud detection [3]. These predicted probabilities, especially for the first significant digit, have been shown to hold for both theoretical distributions and some real datasets [5].

When should we expect a dataset to be Benford? There is as yet no clear answer. However, it can be proven mathematically that taking any distribution and repeatedly multiplying or dividing by random numbers or raising it to a random integral power numerous times converges to a Benford distribution.

Researchers have laid out some properties that tend to lead to a dataset being Benford, though satisfying these conditions will not guarantee it:

- Numbers coming from mathematical combinations

ABOUT THE AUTHORS

Mahyar A. Amouzegar is the provost and senior vice-president and Freeport McMoRan Distinguished Professor of Logistics at the Univeristy of New Orleans. He is also a senior analyst at the RAND Corporation. He is the founding editor of the Journal of Applied Mathematics and Decision Sciences and is on the editorial boards of Advances in Operations Research, International Journal of Applied Decision Sciences, and International Journal of Strategic Decision Sciences. He is a fellow at IMA (UK) and ICA (Canada), a Senior Member of IEEE, a member of Tau Beta Pi, engineering honor society, and the honor society of Phi Kappa Phi.

Khosrow Moshirvaziri received M.S. and D. Engr. degrees from Stanford University and a Ph.D. in EE from the University of California, Los Angeles. He served as a Staff Scientist with IBM Scientific Centers and R&D Divisions. Currently, he is a Professor of Information Systems (IS) at California State University, Long Beach and director of MS program in IS. Khosrow also serves as the director of Information Systems at Western DSI. He has over 25 years of experience in developing optimization algorithms and software, and delivering coursework on system simulation, optimization, and transportation networks. He is an Editor for Advances in Operations Research, Journal of Industrial Systems Engineering, and Advances in Decision Sciences. His areas of research interests are in the interface of computer science and operations research.

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of other numbers (e.g., products of numbers such as price times quantity);

- Transaction-level data (as opposed to aggregated data);
- Large datasets that span multiple orders of magnitude in values;
- Data for which the mean is greater than the median and skewness coefficient is positive (long right tail); and
- Scale invariance.

Datasets that are less likely to be Benford are those composed of assigned or sequential numbers (e.g., telephone numbers), data that are influenced by psychological factors (e.g., prices set at $29.99), data with a large number of firm-specific numbers (accounts set up to record refunds of a fixed price), or data with a built-in minimum or maximum. Data that are presented as percentages rather than raw values are also less likely to be Benford. Data that have a fixed number of digits for each entry are often not Benford.

Table 2: First, Second, Third, and Fourth Digit Proportions of Benford's Law

Position Frequency				
Digit	**1st digit**	**2nd digit**	**3rd digit**	**4th digit**
0		0.119679	0.101784	0.100180
1	0.301030	0.113890	0.101376	0.100140
2	0.176091	0.108821	0.100972	0.100100
3	0.124939	0.104330	0.100573	0.100006
4	0.096910	0.100308	0.100178	0.100200
5	0.079181	0.096677	0.099788	0.099980
6	0.066947	0.093375	0.099401	0.099940
7	0.057992	0.090352	0.099019	0.099900
8	0.051153	0.087570	0.098641	0.099860
9	0.045757	0.084997	0.098267	0.099820

Although the mathematical proof is beyond the need of this article, intuitively the law is not difficult to understand. Consider a stock portfolio with a current market value of $1,000.000. For the first significant digit to turn from "1" to "2", it will have to double in size. That is, the portfolio value needs to grow 100 percent. Now, for the first digit to become "3," then the portfolio only needs to grow by 50 percent. And of course, for the first digit to become "4", the portfolio needs to only grow by 33%. Therefore, it is clear to see that in many distributions of financial data, which measure the size of anything from a purchase order to stock market returns, the first digit one is much further from two than eight is from nine. Thus, the observed finding is that for these distributions, smaller values of the first significant digits are much more likely than larger values [3].

Table 2 presents the first, second, third and fourth digit portions of Benford's law, generated using the formula above (note how in higher orders, the frequency of digits converge to a more uniform distribution).

ORIGIN OF BENFORD'S LAW

In 1881, Simon Newcomb, an astronomer and mathematician, discovered the statistical principle that has become known as Benford's law. He observed that the earlier pages of logarithm books, used at that time to carry out logarithmic calculations, were considerably more worn in the beginning pages which dealt with low digits and progressively less worn on the pages dealing with higher digits. This led him to formulate the principle that, in any list of numbers taken from an arbitrary set of data, more numbers will tend to begin with "1" than with any other digit. The obvious conclusion was that more numbers exist which begin with the numeral one than with larger numbers.

$P(D = d) = log_{10}\left(1 + \frac{1}{d}\right)$. Newcomb provided no theoretical explanation for the phenomena he described and his article went virtually unnoticed. Then, almost 50 years later, Frank Benford, a physicist, also noticed that the first few pages of his logarithm books were more worn than the last few. He came to the same conclusion Newcomb had arrived at years prior; that people more often looked up numbers that began with low digits rather than high ones. He also posited that there were more numbers that began with the lower digits. He, however, attempted to test his hypothesis by collecting and analyzing data. Benford collected more than 20,000 observations from such diverse datasets as areas of rivers, atomic weights of elements,

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and numbers appearing in Reader's Digest articles [1]. Benford found that numbers consistently fell into a pattern with low digits occurring more frequently in the first position than larger digits. The mathematical tenet defining the frequency of digits became known as Benford's law.

However, it wasn't until 1995 that T. P. Hill, a mathematician, provided a proof for Benford's law as well as demonstrating how it applied to stock market data, census statistics, and certain accounting data. He noted that Benford's distribution, like the normal distribution, is an empirically observable phenomenon. Hill's proof relies on the fact that the numbers in sets that conform to the Benford distribution are second generation distributions, that is, combinations of other distributions. If distributions are selected at random and random samples are taken from each of these distributions, then the significant digit frequencies of the combined samplings will converge to Benford's distribution, even though the individual distributions may not closely follow the law. The key is in the combining of numbers from different sources. In other words, combining unrelated numbers gives a distribution of distributions, a law of true randomness that is universal [5].

APPLICATION OF BENFORD'S LAW TO DETECTING ANOMALIES

Public and private sectors are highly dependent on information systems to carry out their missions and business functions. And these dependencies have made business and government supply and information process highly vulnerable to cyber-attacks. The problem is not just denial of service, or malicious firmware, which are of course of concern, but also subtle corruption of data that might impact the operation of these enterprises. The sheer size and complexity of many of the supply chain systems, for example, place demands on knowledge of the identity of parts, stock levels, part locations—and many other data—that exceed human capacity. In these systems, the absence of reliable data, might force many key functions to halt or at minimum decrease trust in the accuracy of information. This is true in the private sector but also true in the defense side, where for example modern aircraft have become a complex system arguably requiring multifaceted support system that heavily rely on technical data and automated diagnostic equipment.

Data Error and impact - Of course, data errors in any operations are inevitable. Errors occur routinely from everyday mistakes. For the most part, these day-to-day errors do not have significant negative operational impacts as most systems and there are processes that have evolved to handle them. And the randomness of routine errors makes it unlikely that any one error will cascade into a major operational problem. But significant impacts are possible, as experience has shown. A skilled, determined, and knowledgeable adversary could potentially wreak far more damage by deliberately corrupting data that are unlikely to be detected as anomalous, yet targeting the attack to have a significant negative impact on operations. An adversary (whether internal or external or domestic or foreign) might choose this kind of targeted attack by corruption, over data destruction or denial of access to data in order to maintain a longer foothold in the systems or to mask attribution. Of course, regardless of whether data is corrupted by attack or random error, operational system should be sufficiently resilient and robust to data corruption to continue providing adequate support. However, even a most resilient operation can be susceptible to an astute, highly targeted attack and therefore enterprises with complex operations should leverage modern tools that can be used to detect and identify serious anomalous data.

Election Case - An interesting use of Benford's law was after the controversial 2009 Iran's election, when Mahmoud Ahmadinejad, running against three challengers, won with an overwhelming majority, despite the pre-election expectations. The Ministry of the Interior (MOI) published a table of the numbers of votes received by each candidate for the 366 voting areas. The MOI's data vary from about 104 to 106, which suggested the possibility of the dataset being Benford. Boudewijn Roukema used the available data and Benford's law to show, amongst other issues, one of

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the losing candidates had a significant excess of vote counts starting with the digit 7. He concluded, "[the] most consistent way to explain these results would appear to be the hypothesis of artificial interference in the offcial results." [7]

SOCIAL NETWORKS DATASET

Data collected from various social networks showed another interesting application of Benford's law [4]. Data was collected from following social networks with number of users:

Pinterest = 40 Million users
Twitter = 78,000 users
LiveJournal = 45,000 users
Google Plus = 20,000 users
Facebook = 18,000 users

Where numbers of friends or followers of each user had been counted and then determined how the first digits were distributed. Every dataset, expect for one (Pinterest) followed Benford's law. From the discussion above, the fact that most of these datasets are Benford shouldn't be a surprise since the dataset was generated naturally or organically grown. Of course, if a dataset is not Benford doesn't mean there is a fraud but it may mean additional scrutiny is warranted.

It became clear that Pinterest users are required to follow five or more "interests" as a part of their registration process; this creates at least five initial follows for each user affecting the entire distribution of first significant digits. It was further considered network created by user's friends, which is known as egocentric networks. The correlation between a user's egocentric network and Benford's law was measured and the result was that for majority of people, this correlation was greater than 0.9, which means that they conformed to Benford's law. In case of Twitter, only 170 users out of 21,000 had a correlation lower than 0.5. Further investigation showed some of the accounts were spam and most of them were a part of a Russian bots' network who behaved in similar way. The purpose of these accounts was not clear but they were certainly suspicious.

CONCLUDING REMARKS

In recent years, we have witnessed a dramatic rise in hackers' activities and destructive attacks, from in and out of the country, on various social, financial enterprises, political, and government networks. It is quite difficult to detect fraudulent and suspicious activities as hackers equip themselves with sophisticated tools in carrying out their malicious attacks. The framework presented by implementation of Benford's law has proven to have important implications for social network forensics. Models built upon the framework introduced herein has been very promising as implemented on Twitter's and Facebook networks [4]. This makes Benford's law to be one of the available effective tools in the war against fraud and suspicious activity on social networks. The use of the technique and applications of Benford's law to social media is a new tool for analyzing user behavior, understanding when and why natural deviations may occur, and ultimately detecting when anomalies occur.

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3. Durtschi, Cindy, William Hillison and Carl Pacini, "The Effective Use of Benford's Law to Assist in Detecting Fraud in Accounting Data," Journal of Forensic Accounting, Vol. 5, 2004.
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ANNUAL MEETING UPDATE

THE 2017 ANNUAL MEETING OF THE DECISION SCIENCES INSTITUTE

Washington Hilton, Washington, D.C.
November 18 – 20
Innovative Decision-Making: Research to Practice

The 2017 Annual Meeting of the Decision Sciences Institute will take place November 18 – 20 at the Washington Hilton in Washington, D.C. The theme for this year's conference is Innovative Decision-Making: Research to Practice. The conference will focus on research and education and professional development.

With 32 research tracks, five teaching tracks, five competitions, four consortias and ten workshops planned, as well as keynotes, awards, receptions, mealtimes and entertainment, it promises to be a jam-packed three days. This year there are several new research tracks and workshops offered. Check out the entire schedule by visiting the Annual Meeting website at dsi-annualmeeting.org.

SCHEDULE

Friday, November 17

Conference Registration opens at 12 noon. Make plans to check into the host hotel and then take advantage of the nearby activities and restaurants available. Placement services begin.

Saturday, November 18

The conference officially opens with presentations, workshops and consortia starting at 8:00 am and a variety of educational Exhibitors opening at 9 am. A New Member Welcome Reception will take place from 5 – 6 pm with hosted beverages and offers an intimate networking opportunity for new DSI members to meet and connect with contemporaries before the larger Welcome Reception. Greet old colleagues and meet new ones while enjoying savory food and drink at the DSI Welcome Reception beginning at 6 pm. Enjoy the D.C. skyline as a glittering backdrop as the first day comes to a close.

Sunday, November 19

Another full day in store with the first speaker, Sridyar Tayur, offering his keynote MI6: Math, Money, Merriment, Matching, Mortality and Moonshots at 10:30 am. A seated luncheon, hosted by the DSI Fellows, will follow with motivational speaker/entertainer Bill Stainton. Stainton will expound on The 5 Best Decisions the Beatles Ever Made . . . And Why You Should Make Them Too.

Many of you are aware DSI lost a valued member this year. A special session has been set aside to Remember Marc Schniederjans from 4:30 – 5:30 pm. Stop by to share stories and celebrate the life of this DSI Past President. Be sure to attend the DSI Annual Business Meeting from 5:30 – 7 pm. President Gupta will provide an update on DSI activities and share the DSI vision going forward. Evening is free to explore the sights, shops and restaurants of D.C.

Monday, November 20

Final day of sessions, exhibitors, meetings and interviews. Closing keynote speaker, Ralph Keeney, will offer Value-Focused Decision-Making at 10:30 am. The conference will close with the President's Reception and Awards Dinner starting at 6 pm. Enjoy sumptuous food and drink at this gala banquet which will recognize new award recipients and provide for final farewells to old acquaintances and new found friends.

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CONFERENCE REGISTRATION

Registration is open online.

Register By October 30:
Regular Domestic/International Member Fee - $520
Emeritus Member - $225
Student Member - $150

Register October 31 – November 20 (onsite):
Regular Domestic/International Member Fee - $570
Emeritus Member - $250
Student Member - $175

As a reminder, attendees of the DSI Annual Meeting are required to be Decision Sciences Institute members. To join DSI or renew your DSI membership, please go to www.dsi-dev.org. Note: DSI members coming into the new member management system for the first time will need to reset their password.

HOTEL RESERVATIONS –
Deadline of October 18 to Receive Discounted Rate of $189

The host hotel for the 48th Annual Meeting is the Washington Hilton, located at 1919 Connecticut Ave., NW. This Embassy Row Hotel puts you in the center of the most vibrant neighborhoods in DC, including Georgetown. Urban adventure awaits right outside the hotel lobby. The DSI contracted nightly room rate is $189 per person.

Register early to receive the greatest value. When making your hotel reservations for the November DSI 2017 Annual Meeting, use the secure online reservation portal found on our DSI website. We are aware that several companies, including Expo Housing Services and Exhibition Hotel Management, have been attempting to intrude on our upcoming conference by redirecting our event's contracted hotel rooms with the Washington Hilton to their organization, despite them having no connection whatsoever with DSI. They are claiming to have better rates and one representative is on record as stating he was from the "DSI Reservation Team." This is totally false. They are attempting to 'pirate' our hotel rooms and can cause harm to our conference.

DSI has a long and valued relationship with Hilton Hotels and Resorts and this partnership provides us better hotel rates year over year. This year we are contracted with the Washington Hilton and they are providing excellent rates and services. In addition, our conference receives additional perks, such as food and beverage enhancements, as we reach defined levels of occupancy. **Please do not engage with any representative of these types of companies.**

Reservations must be made by October 18 to receive the contracted rate. Visit the DSI website and make your reservations today.

We look forward to seeing you there!

2017 ANNUAL MEETING CONSORTIA LINE UP

The DSI 2017 Annual Meeting will feature research and teaching tracks, workshops, consortias, keynotes, exhibitors and special events.

Here we feature the four consortias planned for faculty and doctoral students. A Joint Consortium Luncheon will be offered to all registered consortia participants from 11:30 am -1:00 pm and will provide excellent networking opportunities. (NOTE: Consortia application deadline was October 1, 2017. Participation is limited for each consortia offered. Applications will be accepted after the deadline, on a space-available basis.)

POST-PROPOSAL PHD. STUDENT CONSORTIUM

Saturday, November 18, 2017

8:00 am – 12 noon

Washington Hilton, Washington D.C.

Coordinator

Trevor Hale
University of Houston - Downtown

Purpose

The PhD Students Consortium Post-Proposal Defense Stage is offered to individuals who are well into their doctoral studies (normally within 1-2 years from graduation). Students pursuing their doctorates in decision sciences, operations management, management information systems, management science, and related business fields are all welcome. The Consortium will include participative and interactive sessions focusing on career goals, research strategies and publishing, job search issues, placement services, manuscript reviewing, and promotion and tenure.

Program

Introduction: 1:00-1:10 PM

SESSION 1 (1:10-1:50 PM)

Job search issues: Public vs. private, tenure-track versus clinical-track, and academia versus industry-government

Panelists: TBD, Patricia McQuaid (Cal Poly SLO), Trevor Hale (Office of Naval Research/University of Houston-Downtown)

Break (1:50-2:00 PM)

SESSION 2 (2:00-2:30 PM)

R1 or T1: Research versus teaching school

Panelists: Trevor Hale (Office of Naval Research/University of Houston-Downtown), Pedro Reyes (Baylor University)

Break (2:30-2:40 PM)

SESSION 3 (2:40-3:00 PM)

Roundtable discussions and wrap up

Panelists: Trevor Hale (Office of Naval Research/University of Houston-Downtown)
TBD, Patricia McQuaid (Cal Poly SLO), Trevor Hale (Office of Naval Research/University of Houston-Downtown), and Pedro Reyes (Baylor University)

Application process

To participate in the Doctoral Consortium for Post-Proposal Defense Students, please send an email to conference@decisionsciences.org. The subject field in the email should state: 2017 Post-Proposal PhD Student Consortium Application. The email may come from the student applicant or, preferably, from the faculty advisor. More importantly, the email should introduce the student applicant and indicate the student's:

- Major field of study
- Title of dissertation proposal
- Anticipated graduation date
- Contact email information
- Attach the current curriculum vita of the student

PRE-PROPOSAL PHD. STUDENT CONSORTIUM

Saturday, November 18, 2017

1:00 – 5:00 pm

Washington Hilton, Washington D.C.

Co-Coordinators

Shailesh S. Kulkarni
University of North Texas

Debjit Roy Indian Institute of Management, Ahmedabad

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Purpose

The Doctoral Student Consortium for Pre-Proposal Defense Students is designed to help guide students in early stages of doctoral programs and prepare them for the dissertation stage. The consortium will incorporate topics ranging from the initial selection of specialization areas and supporting methodological tools to identifying dissertation topics and advisors. A unique aspect of all discussions in this consortium will be the infusion of a solid dose of realism and pragmatism from highly regarded and established scholars (see list below) in terms of navigating the journey from Ph.D. student to Ph.D. candidate and beyond.

Our goal is to help doctoral students succeed in their doctoral programs and future academic careers. The format will be panel presentation and open discussion. Above all, the Doctoral Student Consortium for Pre-Proposal Defense Students will provide an initial venture into activity with the Institute and an opportunity to begin networking with your colleagues from other universities.

Confirmed Speakers

Vidyaranya Gargeya
Professor,
Information Systems and Supply Chain Management
University of North Carolina

Victor Prybutok
Vice Provost,
Toulouse Graduate School
University of North Texas

Gerd Hahn
Professor of Operations Mgmt. and Process Innovation German Graduate School of Mgmt. and Law

Program

SESSION 1 (1:00-1:50 pm)

The Ph.D. Roadmap: Knowing What to Expect in the Months and Years Ahead

Expectations and time commitments for Ph.D. students are among the first hurdles that must be navigated in doctoral programs. Class time, class preparation, meetings with faculty, outside research projects, preparing for the dreaded comprehensive exam, teaching or research assistant commitments and life in general will fill time quickly. Decisions made early can affect the course of the entire program and even the early career of an academic so it is important to plan carefully early in the doctoral program. The focus of this session will be on prioritizing activities, time management, and understanding the impact of decisions over time.

SESSION 2 (2:00-2:50 pm)

Course Selection: Subject Areas and Methodological Tools

Determining areas of specialization and making specific course selection decisions will play a major part in preparing a PhD student for comprehensive exams and providing ideas for potential dissertation topics. Each program will have a unique structure and will provide a roadmap of courses and program requirements that will guide you through much of the process. Many programs will have core courses designed to prepare students for areas of specialization in line with faculty expertise. They may also have specifically defined research methodology areas that support their type of research. If so, identifying particular elective courses that match your interests should be your focus. If not, then it is even more important that you take the course selection process seriously and possibly supplement with independent study courses to increase your potential for success. It is important that your choice of research methodologies, which will become your “tool kit” for several years, fits the expectations of your future research and the journals where you expect to publish.

SESSION 3 (3:00-3:50 pm)

Entering the Dissertation Stage: Planning Topics, Committee Members and a Timeline

The topic selection and completion of your dissertation will do more than complete your degree requirements. It will be front and center in your job search (both the topic and your timeline) and will be fundamental is setting you up for success early in your academic career. It is apparent that your chosen topic must be your academic and intellectual passion. You will be doing research in this area for years in the future, both while you remain in the Ph.D. program and during the early stages of your professional career. Second, your committee members must like your topic. If not, the hurdle you are navigating will be more difficult. Third, the profession must like your topic. Since this topic will be with you well into the future, it isn’t enough that the topic is of interest now, it must also be of interest for several years after you complete your program to help your get that coveted tenure-track position and to continue to publish in the

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journals that will be crucial to achieving tenure.

SESSION 4 (4:00-4:50 pm)
Tying it all Together: Time Management, Program Management, and Career Management
In this session we will bring everything back together and share our experiences that worked, along with some that didn't. We will also cover more general topics like preparing for comprehensive exams and opportunities for involvement with the Institute. Most importantly, we will address questions and concerns you have about doctoral programs that have not been addressed in the earlier sessions

Summary and Concluding Remarks (4:50-5:00 pm)

NEW FACULTY DEVELOPMENT CONSORTIUM

Saturday, November 18, 2017

1:00 – 5:00 pm

Washington Hilton, Washington D.C.

Co-Coordinators

G. Keong Leong
California State University, Dominguez Hills

Jennifer Blackhurst
University of Iowa

Purpose

The New Faculty Development Consortium (NFDC) at the 2016 Annual Meeting of the Decision Sciences Institute is a program intended for faculty who are in the initial stages of their academic careers defined as faculty who received their doctorate degrees in the 2016 or 2017. We invite you to participate in the NFDC in order to gain insights into how to launch and sustain a successful professional career in academe. The tentative program will include:

- Presentations by senior faculty on publication strategies in OM/SCM journals.
- Panel discussion from newly tenured associate professors on surviving the tenure process.
- Panel discussion about career paths regarding research and administration.
- Roundtable discussions.
- Networking opportunities.

How and By When to Apply?

- To participate in the NFDC, please send an email to conference@decisionsciences.org to be considered for participation in the Consortium. The subject field in the email should state: 2017 New Faculty Development Consortium Application. Your email should include the following information:
- Indicate why you wish to be selected for participation (less than double spaced one page).
- Attach your current CV.
- List five questions that you would like answered in order to advance your professional career.
- Provide confirmation of having registered for the 2017 Annual Meeting of DSI.

Note: Participation in the NFDC is limited, thus applications received after October 1, 2017 will receive consideration on a space-available basis.

Questions about the NFDC at the 2017 Annual Meeting of the Decision Sciences Institute can be directed to the New Faculty Development Consortium Co-Coordinators.

Tentative Program

Introduction: 1:00-1:10 PM

SESSION 1 (1:00-2:00 PM)
Publication strategies in OM/SCM journals
Panelists: Joy Field (Boston College), Dan Guide (Penn State University), Asoo Vakharia (University of Florida)

Break (2:00-2:10 PM)

SESSION 2 (2:10-3:10 PM)
Surviving the tenure process
Panelists: John Bell (University of Tennessee), Thomas Kull (Arizona State University), Chwen Sheu (Kansas State University)

Break (3:10-3:20 PM)

SESSION 3 (3:20-4:20 PM)
Career paths regarding research and administration
Panelists: Ken Boyer (Ohio State University, Janet Hartley (Bowling Green University), Morgan Swink (Texas Christian University)

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Break (4:20-4:30 PM)

SESSION 4 (4:30-5:00 PM)
Roundtable discussions and wrap up

MID-CAREER FACULTY DEVELOPMENT CONSORTIUM

Saturday, November 18, 2017

1:00 – 5:00 pm

Washington Hilton, Washington D.C.

Co-Coordinators

Amit Eynan
University of Richmond

Vijay Kannan
Utah State University

Purpose

Once tenured, faculty are presented with new opportunities to enhance their career and contribute to their institutions and the profession. The main objective of the Mid-Career Faculty Development Consortium (MCFDC) is to assist faculty who have recently passed one of the most important milestones, tenure, plan a fulfilling and rewarding career. In this consortium we will discuss these opportunities and help participants figure out which directions are best for them. The Mid-Career Faculty Development Consortium (MCFDC) at the 2017 Annual Meeting of the Decision Sciences Institute is a program intended to provide a forum for faculty who have received tenure within the last three years and are contemplating what types of changes are appropriate for them to achieve their goals and career aspirations.

Program

Introductions/Objectives: 1:00-1:10 PM

SESSION 1 (1:15-2:10 pm)
Rebalancing the professional portfolio.
This session will examine strategies for repositioning professional activities and priorities so that the newly tenured faculty member can remain engaged and productive, and position for success in the next stage of the academic career. Panelists: Larry Fredendall, Clemson University, Ina Markham, James Madison University, Kathleen McFadden, Northern Illinois University.

SESSION 2 (2:10-3:00 pm)
Exploring administrative opportunities.
Experienced academic administrators will share their insights on assuming administrative roles, what to do to prepare for them, and the opportunities and challenges such roles entail. Panelists: Hope Baker, Kennesaw State University, Jan Hartley, Bowling Green State University:

Break (3:00-3:30 pm)

SESSION 3 (3:30-4:20 pm)
Leadership opportunities with journals and professional societies.
Leaders within the academy will discuss how to become more involved with professional service and how this can add value to the academic career. Panelists: Cheri Speier-Pero, Michigan State University, Morgan Swink, Texas Christian University

SESSION 4 (4:20-4:45 pm)
Wrap-up

How and By When to Apply?

To participate in the MCFDC, please email conference@decisionsciences.org to be considered for participation in the Consortium. Your email should include the following:

1. Email subject should state: 2017 Mid-Career Faculty Development Consortium Application
2. Why you wish tobe selected for participation in the MCFDC.
3. Your current CV.
4. A list of five questions you would like addressed in order to advance your professional career.
5. A confirmation of your conference registration for the 2017 DSI Annual Meeting.

Participation in the MCFDC is limited. Priority is given to applications reviewed by October 1, 2017. Applications received after this date will be considered on a space available basis. Questions should be directed to the MCFDC Co-Coordinators.

The following articles will be published in the Decision Science Journal (47(5). The articles in this issue reflect the breadth, from both a methodology and problem domain, that reflect the diverse interests in our community.

STAGES OF SUPPLY CHAIN DISRUPTION RESPONSE: DIRECT, CONSTRAINING, AND MEDIATING FACTORS FOR IMPACT MITIGATION

Christoph Bode and John R. Macdonald

It is well established that supply chain disruptions can have a severe negative impact on firms and general wisdom suggests that this impact can be mitigated by quick responses. Aside from a few anecdotes, however, little is known about the decision-making process that leads to speedy responses and about its impeding and supporting antecedents. Using the organizational information-processing perspective, this empirical study unravels the disruption management process along a sequence of four stages—disruption recognition, disruption diagnosis, response development, and response implementation—and hypothesizes constraining and mediating effects of these stages. The findings contribute to an improved understanding of the role that the decision stages play in mitigating supply chain disruptions, and confirm the prediction that the speed with which information is processed and the stages are worked through positively affects supply chain performance. In addition, the findings suggest that one of the stages, diagnosis, acts as a constraining factor to the other stages. The stages also play a mediating role between the impact that the disruption has and a firm's readiness (prior to a disruption), dependence on a key supplier, and supply chain complexity. This provides guidance to decision makers in the application of resources both prior to a negative event and during a disruption recovery.

Dr. Cheri Speier-Pero is Professor of Information Systems and currently serves and the faculty director for MSU's Masters in Business Analytics program. She has also served as the Associate Dean for MBA and MS Programs at The Eli Broad College of Business, Michigan State University. Dr. Speier-Pero received her Ph.D. in Management Information Systems from Indiana University in 1996.

DESIGNING PRODUCTS FOR ADAPTABILITY: INSIGHTS FROM FOUR INDUSTRIAL CASES

Avner Engel, Tyson R. Browning, and Yoram Reich

Developing products that are more easily adaptable to future requirements can increase their overall value. Product adaptability is largely determined by choices about product architecture, especially modularity. Because it is possible to be too modular and/or inappropriately modular, deciding how and where to be modular in a cost-effective way is an important managerial decision. In this article, we gather data from four case studies to model effects of firms' product architecture decisions at the component level. We optimize an architecture adaptability value (AAV) measure that accounts for both the benefits of more architecture options and the costs of interfaces. The optimal architecture prompted each firm to rearchitect an existing product to increase its expected future profitability. Several insights emerged from the case evidence during this research. (i) Although decomposing an architecture into an increasing number of modules increases product adaptability, the amount of modularity is an insufficient predictor of the adaptability value of a system. AAV, which also accounts for interface costs, provides an improved measure of appropriate modularity. (ii) Managers can influence the path of architectural evolution in the direction of increased value. This influence may diminish but does not disappear as products become more mature. Also, modularity and innovations coevolved, as the new modularizations suggested by AAV optimization prompted and guided searches for further innovations. (iii) When presented with the concepts of options, interface costs, and AAV, the firms' designers and managers were initially skeptical. However, in each case, the modelers were able to rearchitect an actual product not only with increased AAV by our model (theoretical improvement) but also with actual future benefits for their firm. Postproject reports from each firm confirmed that the AAV modeling and optimization approaches were indeed helpful, equipping them to increase the adaptability, cost-efficiency, lifespan, and overall value of actual products. The evidence suggests that firms can benefit from designing products for adaptability, but that how they do so matters. This study expands our understanding of modularity and adaptability by illuminating managerial decisions and insights about appropriate approaches to each.

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THE IMPACT OF PRODUCT RETURNS AND RETAILER'S SERVICE INVESTMENT ON MANUFACTURER'S CHANNEL STRATEGIES

Yusen Xia, Tiaojun Xiao, and G. Peter Zhang

We study the distribution channel decision of a manufacturer who considers whether to add an online channel (direct channel) to its brick-and-mortar retailer (indirect channel). The retailer faces the opportunity to invest in store assistance to help consumers choose products and thus reduce product returns. Special attention is given to the impact of product returns and retailer's store assistance investment on manufacturer's dual channel decision. We examine conditions under which the manufacturer uses dual channels and how various relevant factors affect its channel decision under two settings, depending on whether the retailer has its own online store or not. When the retailer does not have its online store, we find that (i) the addition of the direct channel raises the wholesale price; (ii) the direct channel addition hurts the retailer if the nonreplacement rate is low; (iii) the manufacturer has a lower incentive to add the direct channel when the retailer's service cost is lower or its returns reduction rate from service investment is higher; and (iv) the manufacturer should treat its own returns handling cost as a key factor in its channel structure decision. In addition, when the retailer operates an online store, we find that the manufacturer may have an incentive to add a direct channel such that both firms own direct channels.

EXPLORING THE EFFECTS OF THE PRIVACY-HANDLING MANAGEMENT STYLES OF SOCIAL NETWORKING SITES ON USER SATISFACTION: A CONFLICT MANAGEMENT PERSPECTIVE

Jie Zhang, Han Li, Xin (Robert) Luo, and Merrill Warkentin

The issue of consumer information privacy, arguably the most substantial and persistent problem confronting e-commerce companies in general and online social networking service providers in particular, often results in unsatisfied customers. Researchers have investigated privacy from various perspectives and in a multitude of settings, yet there have been few attempts to understand privacy versus satisfaction, particularly from the perspective of conflict management. Because users' privacy can be negatively affected by social networking sites (SNS), this study focuses on the privacy conflicts between SNSs and their users. Drawing on conflict management theory, this article investigates the effects of different conflict management styles exhibited by an SNS on users' satisfaction with its privacy practices, which then affects their intention to disclose personal information. The SNS examined in this study is Facebook, the most popular SNS with the largest number of users. Data were collected using an online survey and were analyzed using structural equation modeling. The results suggest that the two cooperative conflict management styles demonstrated by the SNS—accommodating and problem-solving—positively affect users' satisfaction with the privacy practices of the SNS both directly and indirectly through perceived privacy risk control. With regard to uncooperative styles, an avoiding style negatively affects user satisfaction directly, whereas an asserting style negatively affects user satisfaction indirectly through perceived privacy risk. The results also support that satisfaction is positively related to intention; users who are satisfied with the privacy practices of SNSs are more willing to disclose personal information than unsatisfied ones.

DECISION SCIENCES
Information Systems, Operations, & Supply Chain Management

COMPETITION WITH ASYMMETRIC EXPERIENCE UNCERTAINTY

Michael R. Galbreth and Bikram Ghosh

The value of an experience good is idiosyncratic to consumers and is not fully realized until after a purchase is made. This uncertainty related to experience,

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or "experience uncertainty," has been shown in prior research to have important implications in a competitive context. In this article, we consider two firms that are asymmetric along two dimensions—base quality and the distribution of experience uncertainty. The interaction of these asymmetries shapes consumer demand and thus is an important driver of the equilibrium strategies of competing firms. We show that an increase in the experience uncertainty of one competitor might in fact lead to higher profits for both firms, including the firm whose product has become less certain to consumers. These unexpected results can be understood by examining how experience uncertainty drives endogenous market segmentation and price elasticity. We provide simple conditions under which more experience uncertainty can increase the profits of both competing firms.

SELLING FINITE CAPACITY IN BULKS

Amit Eynan and Chakravarthi Narasimhan

We consider a firm that owns a limited capacity for the delivery of services or for the production of customized products. Potential buyers specify the amount of capacity they will require for the execution of their intended services, goods or projects. Based on the size of the requirement, the firm makes a bid while being challenged in various ways: (1) it only knows the underlying probability function from which its customers' reservation prices are drawn, (2) arrival of additional future requests is stochastic, and, (3) the firm knows in advance neither the magnitude of these potential requests nor the buyer's reservation price. The firm aims to maximize its expected profit by choosing its pricing mechanism.

The fact that capacity is demanded in varying amounts distinguishes this problem from most available literature in which standard sizes are sold or partial fulfillment and displacement are permitted. Lacking such allowances presents a new challenge to the firm as in conjunction with pricing it should also address the issue of various sizes requests' compatibility to achieve optimal utilization of its capacity in order to maximize expected profit. In this article, we consider two approaches of handling this problem: myopic and foresighted. We formulate and analyze the problem to obtain the firm's optimal bidding decisions as well as managerial insight about the optimal bid level and its important role in coordinating buyers' requests. Furthermore, due to this role, pricing patterns in this environment are different than those in standard unit sales.

DSJ UPDATE

CHANGES IN THE EDITORIAL STRUCTURE AT THE DECISION SCIENCES JOURNAL

Mark Ferguson and Cheri Speier-Pero, Co-editors in Chief of DSJ

September 6th, 2017

Starting in November 2017, the Decision Sciences Journal will introduce a new editorial structure to include departments and department editors. The new structure will replace the old structure, which utilized senior editors to help advise the Editor-In-Chiefs (EICs) during the review process. Thus, the journal will no longer include senior editors in the review process. Instead, submitting authors will select which department they wish their paper to be reviewed by when submitting their paper through the manuscript central portal. The Department Editor (DE) of the chosen department will then determine if the paper meets the standards for being sent out for review. If it doesn't meet the standards, the DE will recommend a desk rejection to the EICs, who will either follow the DE's recommendation and submit a desk rejection or possibly reassign the paper to a more appropriate department. If it does meet the standards, the DE will assign an Associate Editor (AE), who will then be responsible for selecting the reviewers. The AEs are common across all the departments and are selected from the list of current AEs on the DSJ editorial board. All decisions by the DEs are considered recommendations to the EICs, who are responsible for handling all accept/reject decisions. We are including a set of mission statements for each of the new departments at the end of this document.

Editorial Philosophy for the Decision Sciences Journal (DSJ)

As we introduce a new editorial board structure at the Decision Sciences Journal, we also want to introduce a refined editorial philosophy for the journal. While the impact made by any journal is primarily driven by the quality of the work that the authors choose to submit to the journal, the editorial board helps sharpen and shape the research that is published in the journal and, if done correctly, enhances its long-term impact. Before going into the details of our editorial philosophy, We first want to remind the readers of the value of this, rather peculiar, peer review process that all of our top journals utilize in the selection and shaping of the research that is published. Admittedly, the peer review process is one for which my appreciation as an author has significantly increased during my time in our profession.

BENEFITS TO THE AUTHOR OF THE JOURNAL PEER REVIEW PROCESS

We expect that everyone will agree that the peer review process for journal publication has its problems. One of the most common complaints about the peer review process is that it adds unnecessarily long lead-times before the findings of a research project are made public. Another common complaint is that the peer review process forces authors to choose a writing style that is primarily intended for an audience of equally knowledgeable peers, thus potentially limiting the "readability" of a paper for those outside of our academic research profession. Since most of our research is intended to influence the practice of actual decision makers, most of whom are not in our academic research

Dr. Cheri Speier-Pero *is Professor of Information Systems and currently serves and the faculty director for MSU's Masters in Business Analytics program. She has also served as the Associate Dean for MBA and MS Programs at The Eli Broad College of Business, Michigan State University. Dr. Speier-Pero received her Ph.D. in Management Information Systems from Indiana University in 1996.*

Mark Ferguson *is currently the Distinguished Business Foundation Fellow and Chair of the Management Science Department at the Darla Moore School of Business, University of South Carolina.*

Mark's research interests involve many areas of supply chain management, including supply chain design for sustainable operations, pricing and revenue management and the operations/marketing interface. He has published papers using both analytical and empirical modeling. He has served as the president of the INFORMS Manufacturing and Services Operations Management Society, the president of the POMS College of Supply Chain Management and the INFORMS Revenue Management and Pricing Section. In 2015, he was awarded the Jo van Nunen Pioneer in Closed Loop Supply Chain Research award.

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community, these two problems directly hinder this primary objective of the researcher, as decision makers are unlikely to care about research that is perceived as out-of-date and are unlikely to read about research if it is not written in an engaging and accessible prose.

While almost all of us have complained about the peer review process at some point in our careers (myself included), it is worth considering some of the benefits that this process provides. First, it is rare in most other (non-academic) research professions for peers from one organization to devote a considerable amount of their time and talent to help improve the work of an anonymous peer (author in our case) from a different (and sometimes competing) organization. The fact that this repeatedly occurs without practically any external recognition of the reviewer's effort makes the fact that this system has endured even more amazing. The final paper, once accepted, is published under the authors' names, so it is the authors that get all the credit for the work. The reviewers, on the other hand, are lucky if they even get an anonymous acknowledgement in a footnote or at the very end of the paper. Thus, we are in one of the few professions in the world where our peers put in considerable work to help us (the authors) become more impactful.

Even when the review process does not live up to our pre-conceived standards, we should appreciate that this process exists to begin with. The alternative is that our work will be judged by non-peers, who are most likely to have considerable less training in our subject matter than do our peers from the research community. Therefore, the goal of any editorial board should be to maximize the benefits of the peer review process and minimize the negatives associated with it. It is with this intention that the following editorial philosophy was developed. There are things outlined below that both the authors and the editorial board can do to improve the overall impact of our research, and thus the prestige of our profession.

WHERE TO MAKE TRADE-OFFS IN THE REVIEW PROCESS

We seek to publish papers that are well written, have relevant and interesting results, and contain internally valid analyses. That said, there are very few papers that achieve top marks on all three of these dimensions. Our profession is primarily one of helping decision makers make better decisions when faced with trade-offs. Though we may not like to admit it, trade-offs are also part of any journal review process. Our editorial philosophy on how to make trade-offs associated with these three dimensions (well-written, relevant, and rigorous) is as follows. If compromises must be made on any one of these three dimensions, we prefer that a greater weight be put on the relevance and the quality of the writing.

Some may argue the opposite, that internally valid analyses, or rigor, should be the primary benchmark that we should use as criteria for publication. Allow us to make an argument for the contrary. For internal validity, one can consider Type I and Type II errors. As editors, we face two possible mistakes. We can accept manuscripts that have no validity and impact on the field, and we can reject manuscripts that would have been very valid and influential on the field. We all understand that there must be a tradeoff between these two errors at the efficient frontier; while you can avoid both errors up to a certain point, eventually, you need to trade-off one error vs. the other. At the DSJ, we will try to reduce the number of possibly very influential papers being rejected, at the slight expense of sometimes accepting manuscripts that turn out to have little validity over the long run in the field. In other words, we encourage innovation at the expense of safety and validation.

By placing slightly less emphasis on internal validity, we are not implying that we accept papers with results that are clearly incorrect, such as an incorrect proof or an incorrect interpretation from an empirical analysis. Rather, we are referring to the "robustness" of a finding or insight, such as showing that the accuracy of

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the proposed insight stands up against across multiple settings or over time. In our profession, this often requires the inclusion of multiple model extensions or robustness tests. Robustness tests are typically used to reduce the uncertainty that some proposed insight will hold up under a different set of assumptions used in the analysis. In a statistical sampling situation, we would refer to this as a confidence interval that a proposed result is true.

Our editorial philosophy can thus be worded as follows. It is better to have a paper that is interesting but does not have a 100% guarantee of its external validity (versus internal validity) than a paper that we are confident is 100% universally valid but whose insights are not interesting to a general managerial audience. We should acknowledge that researchers in our profession are not physicists or hard scientists (even though many of us originated from these fields), and that all of our research is, to some extent, an abstraction from reality. Thus, requiring numerous robustness tests to an already admittedly abstract model can provide a false sense of precision that might be negligible when compared to the imprecision of the original abstraction. Thus, the results need not be replicable in all contexts, as long as they were derived under theoretically and methodologically sound premises and based on reasonable assumptions.

An analogy in the operations profession is when a process improvement engineer spends a lot of time fine-tuning a non-bottleneck machine on the production line. This could happen because the non-bottleneck machine is easier to understand and make improvements on. The engineer may feel some satisfaction from improving the throughput rate of the non-bottleneck machine by some significant factor, but the overall production rate of the manufacturing line would not have been improved since that is determined by the rate of the bottleneck machine. Unfortunately, the engineer would have been more effective if he/she had made small improvements (even if not optimized) to the bottleneck machine. The non-bottleneck machine is analogous to a well-defined research problem on which an author can clearly prove optimality or the significance of his/her hypothesis. Thus, it is more important to work on important and relevant problems, even if we can only make small progress in our understanding of them, than to spend our energy solving better defined but less relevant problems. One of the main responsibilities of a journal's editorial board is to help guide authors on what problems are more interesting and relevant than others. One way of doing so is to encourage papers on topics that are more relevant to current business practice, even if they are less structured and more difficult to establish the rigor of the results or findings. For some thoughts on how to do this, please see Tang (2016).

PUBLISH RESEARCH THAT MOVES US FURTHER OUTSIDE OUR SILOS

For those unfamiliar with the term, silos are large cylindrical storage units that are primarily used to keep one type of grain product (say corn) from mixing with another type (say wheat). In academic research, the term silo refers to staying securely within one's home discipline such as operations or information systems. One advantage that the Decision Sciences Journal has over other high-quality journals in the operations or information systems fields is that neither the term operations nor information systems is included in the name of the journal. This is an advantage because, without these terms in the title of the journal, more leeway may be given for papers that are not grounded nicely within (what is perceived to be) one of these disciplines' core areas of operations management, supply chain management, or information systems.

The community that publishes and reads the DSJ consists primarily of research faculty from business schools, and the most common audience that authors of papers published in DSJ seek to influence are the decision makers that work in actual businesses or non-profits. Thus, it is important to remember that most of these decision makers face problems that are not clearly defined within a particular academic discipline. That is, they face business problems rather

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than operations or information systems problems. For our research to be more impactful, we must address as many of the primary aspects of the problem as possible, even if some of these aspects are outside of, what is traditionally considered part of, our academic home.

As just one of many examples, I'll use a classic research topic from my own home discipline, operations management. There has been much research published in operations focused journals on ways to improve the management of inventory. Historically, most of this research has assumed some exogenous demand distribution and then optimized the parameters of an inventory policy that results in total inventory costs being minimized with either an exogenous fill-rate constraint or an endogenized fill-rate cost included in the trade-off. I'm not trying to minimize the impact of this particular research, in fact we have done some of these ourselves, and have witnessed a number of times where it has significantly improved the performance of firms that employ it. Taking a step back, however, the basic assumption of independent and exogenous demand that is commonly used in this research is highly questionable, especially at its extremes. Imagine a situation where an "optimized" inventory policy results in a firm lowering their service level (or fill-rate) from 99% to 70%. It is difficult to imagine a situation in practice where such a lowering of the service level would not impact the long-term demand for the product, thus violating the assumption of exogenous demand. One way of approaching this problem from a more holistic view is to model demand as some endogenous consumer choice function that is dependent on the availability of the product. Such an extension branches into what is, some would argue, primarily a marketing topic and takes an operations management researcher away from their home discipline. This is the type of thinking that we must move away from if we want to improve the impact our research has on the business community, which does not typically share our desire to stay within our "silos."

INCLUDE MORE DATASETS FROM PRACTICE

The way that decision makers in business and non-profit organizations make decisions is rapidly changing and becoming more data-driven and analytical in nature. While this shift is complementary to the historical focus of a journal such as the DSJ, the DS community should also consider increasing our own requirements for including "application-based" data in our research projects. This increase in the use of data can be done for all the types of methodologies that are traditionally employed in papers published in the DSJ. For papers employing analytical modeling, data can be used to better justify the assumptions that are required in formulating the models. For papers employing surveys, data can be used to provide more compelling arguments behind the proposed hypotheses and as a way to capture more objective performance outcomes. For papers employing econometric and field-based studies, the datasets used in the research can be made available to the research community so that the results can more easily be replicated. For papers employing behavioral experiments, this implies using empirical data to help move away from setups that are either (i) convenient or (ii) rely on unrealistic conventions given by prior literature (which may use simplified abstractions). Across all types of methodologies, increasing the level of empirical validation of our work should improve its overall impact and reduce the amount of time it takes in the peer-review process.

This call for an increase in the use of application-based data in our research is not unique to the operations and information systems disciplines; it is also a trend in one of our foundational fields, economics. According to Hamermesh (2013), in 1963 the authors of approximately half the papers in the top three American economics journals primarily used theoretical models (with and without simulation) to develop their insights. By 2011, that figure had decreased to 28%. In their place were empirical (econometric) studies based on private or publicly available datasets and the results from behavioral or field experiments con-

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ducted by the authors. If our disciplines do not keep pace with these changes, we stand to lose ground (and influence) to other disciplines, who adjust faster, as our target community becomes more data-analytics focused.

Note that this call does not mean that we are discouraging analytical modeling work. Rather, that the authors of analytical modeling papers should try harder to use data to help justify their modeling assumptions. This will help in two ways. First, it will convince the industry people on the validity of the insights from the models. Second, it should shorten time in the review process because, currently, a lot of time is wasted between authors and reviewers arguing over the assumptions behind a given model. If these assumptions were better justified, using actual data from practice, before the paper is initially submitted, then the review process should go much smoother and quicker.

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DSJ DEPARTMENT MISSION STATEMENTS

ANALYTICAL STUDIES IN SUPPLY CHAIN MANAGEMENT (NICHOLAS PETRUZZI)

The Analytical Studies in Supply Chain Management Department seeks to publish high-quality research that advances the theory and practice of supply chain management through the persuasion of its analytical arguments. In this context, supply chain management is broadly defined to include any strategic or operational aspect associated with any stage in the life-cycle of a good or service, regardless of whether the focus of the aspect lies within the firm, at the interface of two or more firms, or between the firm and the competitive or regulatory landscape within which it operates. Within this broad scope, original topics, novel syntheses, and creative lines of inquiry are especially welcome.

Also within this context, analytical argument is defined broadly to mean any well-positioned, well-motivated, and well-articulated narrative built from sound economic or decision-theoretic principles and executed through logical reasoning that traces from thesis to conclusion. Translated, this means research objectives that are well defined and well framed, research designs that are crafted to meet those objectives, and research conclusions that are derived from deductive and inductive reasoning applied within the scope of that research design. In this spirit, although consequences should follow from well-honed and internally-consistent antecedents, the antecedents themselves need not necessarily be validated to complete the argument; and although conjecture should be teased from consequence for maximum effect, conjecture is nevertheless welcome as a rhetorical device to flesh out the narrative. In the final analysis, the argument's persuasive impact shall lie in the strength of its conclusion, where a strong conclusion is one that is compelling in the answers it provides and inspiring in the questions in produces.

BEHAVIORAL OPERATIONS & SUPPLY CHAIN MANAGEMENT (ENNO SIEMSEN)

The department focuses on research in operations & supply chain management that is behavioral in nature. Behavioral research in these areas is growing, and very important to further our understanding of operations and supply chain management in practice. The department will consider theoretical and methodological approaches to behavioral research that are rooted either in economics or in psychology.

Papers submitted to the department need to demonstrate (a) a micro-focus on the behavior or decisions of individuals or small groups of individuals, (b) a point of view that allows such individuals to deviate from hyper-rational behavior, and (c) a focus on a context in operations and supply chain management.

Hyper-rational behavior has three aspects: (1) individuals are motivated by self-interest, usually expressed in monetary terms, (2) they act in a conscious and deliberate manner, and (3) they behave optimally for a specified objective function. We consider studying any potential violation of these three aspects as behav-

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ioral research. For example, studying social preferences and social comparisons is behavioral in nature since it violates the first aspect; studying emotions at work is behavioral since it violates the second aspect.

The department is methodologically agnostic, and will consider high quality submissions that focus on experiments, field research, survey research, modeling, system dynamics and other methodologies. Research that is not particularly focused on operations or supply chain management will only be considered as an exception.

BUSINESS ANALYTICS (GALIT SHMUELI)

The business analytics department of DSJ seeks to publish high-quality and methodologically rigorous research that contributes to advancing business analytics knowledge and usage through developing or adapting empirical methodologies in a novel way for an important class of business decision-making applications, or solving an important business decision-making problem by introducing an innovative, generalizable approach that utilizes existing analytics methods. Both types of studies are expected to illustrate their contribution by using real data (when using real data is infeasible, a well justified and carefully constructed simulated dataset/environment are acceptable).

“Analytics” includes any type of empirical method, such as machine learning algorithms, statistical models, and econometric methods. “Problem” refers to significant business (or other organizational) decision-making challenges or opportunities.

A suitable submission, unlike submissions to statistics/data mining/econometric journals, must have relevance to business decision-making. At the same time, unlike submissions to other departments in this journal, the empirical methodologies must be focal.

Guiding questions for reviewing submissions for the Business Analytics department:

- Is the decision making problem important?
- Are the proposed empirical methodology or its usage novel?
- Is the proposed methodology properly benchmarked against existing alternatives?
- Is the theoretical or empirical derivation scientifically rigorous?
- Does the analytics use generalize to contexts beyond the specific dataset?

EMPIRICAL STUDIES IN SUPPLY CHAIN MANAGEMENT (THOMAS KULL AND ELLIOT RABINOVICH)

The Empirical Studies in Supply Chain Management department focuses on studies that investigate inter-organizational, value-chain problems involving the management of products & services, information, and financial flows across organizations and consumers. Studies relevant to this department must use empirically-derived results as a primary basis for making theoretical conclusions and recommendations for decision making. The studies must be grounded in practice and motivated by problems faced by a firm or an industry. Application-based or evidence-based analytical models should be submitted elsewhere. Both qualitative and quantitative methods are welcome.

Topics relevant to the department include:

- Supply management
- Management of sourcing relationships
- Multi-tier sourcing
- Inventory management
- Supply chain financing
- Transportation management
- Distribution management
- In-bound, out-bound, and last-mile logistics
- Management of supply chain information flows
- Channel management
- Contract designs
- DC design and operations
- Multi-modal transportation operations

All papers submitted for review will be expected to display levels of scientific rigor, relevance, and exposition that are consistent with the overall mission of the journal

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HEALTHCARE AND SERVICE OPERATIONS (RACHNA SHAH)

Service supply chains, especially those focused on delivering healthcare, constitute a critical part of most modern economies, both from the perspectives of the firm and its internal and external stakeholders. Most service organizations operate under highly uncertain conditions and have to plan for unforeseen contingencies, and yet need to satisfy or delight their customers. The situation acquires greater criticality in healthcare, where performance measures include readmission, morbidity, and mortality, in addition to the traditional operational, financial and market measures.

The department considers supply chain and operations broadly. For instance, healthcare operations exist in the broader supply ecosystem that includes pharma, medical device, and EMR system manufacturers, hospitals, nursing homes, and other ancillary delivery-settings, physicians, nurses and patients, as well as insurers, methods of payment, and federal and state governmental agencies. Similarly, other service settings might have their own unique narrow and broad contexts.

The department strives to publish papers which are motivated by real-world problems, utilize theory to better understand the problems, are rigorously investigated, and have theoretical, industry or regulatory implications. The department welcomes papers from diverse industry settings at different units (levels) of analysis. The department will consider high quality submissions that use primary or secondary data, and is agnostic towards how the data were collected (e.g., experiments, surveys, web-scraping, publicly available datasets, etc…) and what research methods were used (e.g., empirics, econometrics, etc…), as long as both the data and methods are appropriate for the study. Research that is not particularly focused on service or healthcare operations will only be considered as an exception.

INFORMATION SYSTEMS (PAUL BENJAMIN LOWRY AND H. JEFF SMITH)

The Information Systems department invites papers that develop and test empirical models focusing on the creation, adoption, and/or use of information systems in organizational or online contexts and the implications thereof. Examples of topic areas include, but are not limited to:

- Big data and analytics as applied in IS contexts (e.g., crowdsourcing, social media sentiment analysis)
- Digital Platforms and online shopping
- E-business and e-government
- Economics and value of IS
- Global and cross-cultural IS Issues
- HCI, design issues, and design science research
- Human behavior and IS
- IS adoption, implementation, diffusion, continuance, and discontinuance
- IS development and project management
- Peer-to-peer and crowdsourcing markets
- Security, privacy, and ethics of IS
- Social media, online communities, and digital collaboration
- Strategy, structure, and organizational impacts of IS

The Information Systems department welcomes, without prejudice, rigorous analytical approaches grounded in either qualitative or quantitative methods. Papers should present models and results clearly and should be well written. Most serious consideration is afforded to papers with findings of practical significance and/or contributions to theory. We are also interested in papers that primarily develop innovative instrumentation and in theoretical review articles that propose new theoretical models or groundbreaking foundations for theory building (e.g., construct or taxonomy development).

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IS/OM/FINANCE/ACCOUNTING INTERFACE (SUSAN KULP)

The IS/OM/Finance/Accounting department promotes the investigation of topics that answer questions at the intersection of IS/OM and Finance/Accounting. Research is often performed in silos, holding implications from other streams of research constant. Some of the most interesting and applicable findings are learned as a result of crossing traditional boundaries and bringing in research from other disciplines. In this section, we seek papers that answer questions that span across these fields and may include topics such as the incentive and information sharing implications of inter-organizational relationships, the financial effects of OM initiatives, and the market implications of supply-chain management techniques, among others.

This section is open to papers using a variety of methodologies, including analytical, empirical, behavioral, and field studies. We seek to publish papers that make a contribution to the literature, answer an interesting question, are rigorously implemented and are well written.

MARKETING WITH OM OR IS INTERFACE (BIKRAM GHOSH)

The Marketing/OM and IS/Marketing interface will consider a large range of topics relevant to the effect of marketing actions on operations and vice-versa. It may include topics such as product, pricing and marketing communications decisions that affect businesses in an omni channel environment; horizontal and vertical models of competition, market for intermediated goods with intermediaries as dealers working through channels or platforms; infomediaries and competition in search markets, information and recommendation systems.

Methodologically, contributions can be analytical or empirical. Analytical papers may attempt to model an observed phenomenon using game theoretic techniques and/or techniques developed in Industrial organization. Empirical papers may test existing theories or apply techniques developed in econometrics, statistics, computer science and Information systems using novel datasets. We seek to publish papers that are relevant (first and foremost), rigorous and are well written.

PRODUCT AND PROCESS INNOVATION (JANICE CARRILLO AND GLENN SCHMIDT)

Innovation in products and processes heightens consumer satisfaction and drives firm profitability and growth. Reducing the cost of delivery of products and services and/or developing new ones is essential to ensuring a firm's immediate success and creating longer-term competitive advantage. The department is impartial to research methodology and level of analysis (for example, it may be at the level of the entrepreneur, firm, supply chain, or industry); papers will instead be judged as to relevance and quality. Given that product/process innovation is typically a cross-functional endeavor, we welcome interdisciplinary papers on this important topic.

REVENUE MANAGEMENT AND PRICING (DAN ZHANG)

The Revenue Management and Pricing Department promotes the use of operations research, econometrics, behavioral and analytics tools to study how to better match the supply of a good or service with its demand over time. While research in revenue management has traditionally emphasized issues related to pricing and capacity control decisions, recent developments in the field also allow the control of many other variables. Examples include information structure, liquidity, matching mechanism, etc. The scope of revenue management research encompasses a wide range of applications, including traditional transportation and hospitality industries, as well as many non-traditional and emerging applications, such as web advertising, online matching markets, retail analytics, etc.

This department welcomes papers based on innovative research and applications, which enhance our understanding of increasingly complex market conditions and promote the spread of best practices.

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These may include economical modeling of existing and emerging applications, methodological contribution to the solutions of existing problems, as well as behavioral and empirical studies that validate existing theory or examine market phenomena. In line with the editorial mission of Decision Sciences, the department emphasizes practical relevance of submitted papers.

SOCIALLY RESPONSIBLE OPERATIONS AND THE CIRCULAR ECONOMY DEPARTMENT (GILVAN C. SOUZA)

The department invites research papers that address strategic, tactical, and operational issues in supply chains, where there is an analysis of environmental (e.g., environmental impact) and/or social implications (e.g., stakeholder analysis), in addition to the usual economic implications in the particular research questions. All manuscripts must address the managerial relevance of the insights and findings. Examples of topics include, but are not limited to:

- The circular economy
- Closed-loop supply chains, including any operation that involves remanufacturing, recycling, or reuse of products post-consumer use (including consumer returns)
- Interface between supply chain management and industrial ecology, including life-cycle assessment
- Implications of “Design for Environment” approaches for supply chain management
- Socially responsible operations, including sourcing
- Energy operations, including renewable energy, and energy storage
- Servicizing and the sharing economy
- Shared value creation

All research methodologies are welcome, provided that they are sound, and that there is a minimum level of rigor consistent with the overall mission of the journal.

TEACHING AN INTERNATIONAL NEGOTIATION COURSE: THE KEY SUCCESS FACTORS

by Guy Deloffre, ICN Business School – ARTEM Campus

INTRODUCTION

This article explores the way that international negotiation skills can be integrated into an academic course. The article explains components that are of the utmost importance in teaching such course to business students at the undergraduate and master's degree levels.

The main goal of the international negotiation course is to create a framework and series of skills that students can utilize in real-life global business environment. In order to accomplish such goal, the course requires several stepping stone components:

1. How to take away the students' existing perceptions and personal positions regarding business negotiation process;
2. How to build new constructs and point of reference for successful international negotiation;
3. How to deal with cultural and educational differences of the negation team members;
4. How to polish the required skills by applying real-life and simulation cases.

TAKING AWAY THE EXISTING PERCEPTIONS

On average, students in this class come from five to six countries. The first step in teaching an international negotiation course is to direct students to discard any existing perception regarding how to approach a negotiation scenario. The main goal of this part of the course is to create understanding that personal position needs to be set aside when one is part of a negotiation team (e.g., Fisher, R., Ury, W., & Patton, B., 1991). In order to achieve this goal, students are given a particular scenario for negotiation. They are then directed to develop objective criteria separate from their personal positions in order to engage in negotiation for the given scenario. All developed objectives are collected and shared with the entire class. Through in-depth discussions, students score the objectives (best to worst) relevant to their effectiveness in achieving consensus for a successful negotiation.

The outcome of this part of the course is to ensure students could recognize that their personal positions would not necessarily be the best remedy for achieving success in negotiations. By setting aside personal positions during negotiation sessions and developing objectives that are acceptable and of mutual interests to all parties involved, the team could pave the way for a successful negotiation.

BUILDING NEW BUSINESS NEGOTIATION MODELS:

The second part of the course introduces students to different negotiation models (e.g., Coltri, L., 2004; Moran, R., Stripp, T., & William, G., 1991; Raiffa, H., 1982) and diverse negotiation scenarios. In this part of the course, students are grouped into teams in two stages. In the first stage, students of similar cultural background/county are put in a team. Real-life negotiation

***Dr. Guy Deloffre** holds a Ph.D in Education Sciences from the University of Lorraine, Nancy, France. Dr. Deloffre studied German and English and marketing in Valenciennes, France and then studied communication at the University Paris XIII, Paris, and at Université du Québec à Montréal, Montréal, Canada.*

Dr. Deloffre has been an associate professor and scholar at ICN Business School, Nancy, France, since 1994. He is currently the Director of the MSc in International Business Development at ICN Business School. Dr. Deloffre teaches courses in communication, HRM, and specifically negotiation and international negotiation to different groups of students and company executives. Dr. Deloffre has lived in Germany and Canada in addition to France and his teaching activities have taken him to more than 15 countries, including Russia, Luxemburg, the USA, Poland, England, the Czech Republic, Hungary, Italy, Sweden, Mexico, Senegal, Algeria, Egypt, and China.

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and simulation cases with diverse array of variables are used in this part of the course. Student teams are directed to study each case and relate it to a studied negotiation model. Then, each team is required to apply the learned knowledge to develop a new negotiation contract. The developed contract by each team is then examined in relation to the financial effectiveness of the final agreement. In the second stage, each team is formed of students from different cultural/country backgrounds. The same cases are given to these teams that are asked to go through the same exercise. The results of the negotiation exercises are shared and discussed with the entire class.

The goals of this part of the course are to demonstrate that even the teams with similar cultural/country background encounter difficulty in developing a homogenous negotiation strategy. Such difficulty manifests itself much stronger when a team is made up from people of different countries. For example, Peugeot PSA Group (a French corporation) acquired Opel (a Germany branch of General Motors). Thus, a negotiation team from this merged corporation will have people of different cultural/country backgrounds. Regardless of their cultural/country background, this team needs to negotiate in a uniform manner for the benefit of the Peugeot PSA Group.

"The focus . . . is to take advantage of different educational backgrounds in risk assessment . . ."

Major obstacles in developing a mutually agreed upon and effective negotiated contract are due to different cultural, educational, and professional experiences of the negotiation teams. Such obstacles manifest themselves in a much serious manner in real-life environment when parties from different countries are at the negotiation table. Consequently, a main component of this course deals with incorporation of cultural and educational differences of the negotiation team members into international business negotiation process (e.g., Deloffre, G., 2009).

INCORPORATION OF CULTURAL AND EDUCATIONAL DIFFERENCES INTO INTERNATIONAL BUSINESS NEGATION PROCESS

In this part of the course, students are trained to recognize that a unified strategy in negotiating a contract is of the utmost importance to the survival and success of the company. As a result, training is heavily focused on enhancing cultural harmonization and taking advantage of educational diversity within a team. In addition, students are guided to set aside individual dimensions of cultural differences and take advantage of educational diversity of the team to evaluate different options (e.g., Radtchenko-Draillard, S, 2003; Semnani-Azad, J., 2015).

One of the examples given in this part of course is about a company's team made up of operations and finance employees. The contentious issue among the team members is over buying extra options as part of the contract. The operations management team members prefer purchasing these options for technical safety while the team members from the finance department are against it due to higher financial burden. Some student teams decide to buy the options while some other teams decide against it. These decisions are then dissected as to which decision would have been the best strategy and the least risky for the company.

The focus of this part of the course is to take advantage of different educational backgrounds in risk assessment and at the same time trying to harmonize the cultural differences while going through a negotiation process (e.g., Thompson, L. 2001, 2003; Wheeler, M. 2006).

CONCLUSIONS

Teaching an international negotiation course to business students encompasses several components that truly mirrors the real-life environment. Different cultural and educational backgrounds and diversity of personalities and predispositions in approaching

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a contract negotiation are all components of real-life negotiation process.

Through step-by step instructions, exercises, and debates, we can build skills and enhance training with the potentials of creating a team that can deliver a successful negotiation. Discarding predispositions and harmonization of cultural differences and personalities are the first step in creating an effective negotiation team. Building congruency along the diverse cultural backgrounds and taking advantage of educational differences of the team members further enhance the skills needed for any productive negotiation.

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FROM THE BOOKSHELF

MAKE IT STICK: THE SCIENCE OF SUCCESSFUL LEARNING

BY PETER C. BROWN, HENRY L. ROEDIGER III, AND MARK A. MCDANIEL, HARDCOVER.

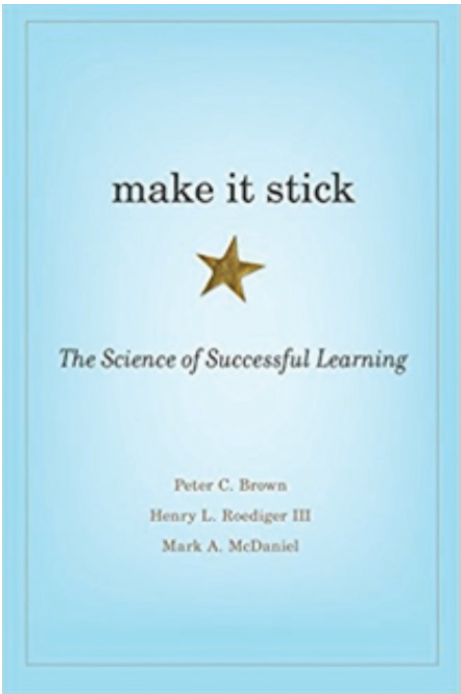
By Kirsten M. Rosacker, PhD, CPA, CMA, Minnesota State University-Mankato.

***Kirsten (Kris) Rosacker**, PhD, CPA, CMA. Assistant Professor of Accounting and Business Law Minnesota State University-Mankato Kirsten teaches individual taxation and corporate taxation. Her current research interest focus on tax complexity, corporate governance and project management.*

Traditional learning styles include re-reading text, massed practice of a skill set, and high stakes testing; however, these techniques may not be either effective or efficient mechanisms to support the development and retainment of lasting knowledge. While this argument is not new. The book's authors offer empirical evidence suggesting that the common and long-held beliefs surrounding such learning techniques are misinformed; in fact, they are neither efficient nor effective techniques towards a goal of encouraging long-term knowledge. The book reviews numerous techniques specifically targeted at the goal of encouraging and attaining long-term knowledge growth, through both effective and efficient means (as their empirical evidence suggests). An overview of several suggested pedagogical reforms follows.

TO LEARN, RETRIEVE

Retrieving knowledge from memory is an valuable means of learning and retaining knowledge. In a classroom setting, giving several low stakes exams during a semester is more effective than having a single final semester examination when it comes to creating durable knowledge. Empirical evidence indicates that adding merely one additional examination during the semester can improve final-exam scores. Likewise adding variety to retrieval methods (quiz, examination, essay, discussion, group activities) increases long-term retention of knowledge. Furthermore, testing can be student-initiated rather than instructor-initiated to increase knowledge retention. Student-initiated study methods include items such as the use of flash-cards and self-quizzes. Many business textbooks offer self-quizzes within each chapter of the textbook. Professors can help students learn by encouraging the students to take these self-quizzes.



Make It Stick: The Science of Successful Learning (ISBN-13: 978-0674729018) is published by Belknap Press: An Imprint of Harvard University Press; 1 edition (April 14, 2014), 336 pages and cost $21.25.

MIX UP YOUR PRACTICE

Spreading study sessions out increases the effectiveness of each individual study session. For example, a student that studies four times per week for two hours each session is more effective at building long-term memory of a subject than a student studying one day for eight hours. Reinforcement is the key. Additionally, several topics in a study session can enhance one's "ability to reach beyond memorization to higher levels of conceptual learning and application, building more rounded, deeper and more durable learning." Higher level learning that builds a framework for addressing new and unique issues by relying upon past experiences and knowledge.

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EMBRACE DIFFICULTIES

Difficult problems strengthen long-term learning. For example, writing an essay on a topic and receiving constructive feedback on the essay is better than taking a true-false examination in terms of long-term memory gains. Clearly, learning, like living, is a step by step process of growth, so not all problems can be difficult; however, avoidance of difficultly diminishes long-term learning.

AVOID ILLUSIONS OF KNOWING

Reading and re-reading materials can generate the "illusion of knowing." Familiarity with material is very different from understanding and applying the underlying concepts within the material. Students must use tools such as testing, flash cards, and self-quizzes. These techniques concurrently reinforce knowledge and highlight where gaps in knowledge and knowledge application may exist. Educators play a critical role in helping students overcome the illusion of knowing by providing constructive feedback (pg. 126).

GET BEYOND LEARNING STYLES

The authors suggest that empirical evidence does not appear to support the commonly held belief that each person has a specific learning style. However, background knowledge and grit (motivation, willingness to learn) do affect learning. When an individual can identify basic rules and patterns previously learned to distinguish types of problems and then apply these prior rules in the future to fresh problems, this skill is referred to as structure building. Possessing such a skill significantly adds to and enhances their abilities with respect to "concept learning and complex mastery." Perhaps this is indeed a specific learning style, but regardless it represents an individual learning technique that supports long-term knowledge development and retention.

INCREASE YOUR ABILITIES

Many believe that intelligence is "set from birth by our genetic wiring;" however, much empirical evidence indicates the brain is changeable. Specifically, each individual's intelligence is to a large part theirs to form throughout their life experiences. Individuals that apply an improvement outlook and are highly motivated often thrive in an academic surrounding, as well as in their pursuit for lifelong learning.

The book is engaging and informative as the authors include a storyteller (Brown) and two cognitive scientists (Roedigen and McDaniel). This is an enjoyable book for anyone who would like to consider improving his or her personal learning techniques by trying alternative methods. It can also serve as a excellent resource for those who are engaged in assisting others to learn and develop/maintain long-term knowledge such as teachers, mentors, managers, and coaches.

"Educators play a critical role in helping students overcome the illusion of knowing . . ."

NEW CONFERENCE BUDDY PROJECT AT DSI ANNUAL MEETING

Remember your first DSI annual meeting? You may have known a few people, but may not have had a network of colleagues to sit with at meals or keynotes, or discuss topics and presentations of interest.

In an effort to welcome new members and help them connect with colleagues and DSI, the Member Services and Marketing Committees are initiating a new "conference buddy" project for the annual meeting in November. This project will match veteran DSI members with a small group of new annual meeting attendees to help overcome "new member jitters" and jump-start networking.

WHO CAN PARTICIPATE?

- New members, including student members and those who have joined DSI in the past couple of years.
- Veteran DSI members who would be interested in making new members feel welcome at the annual meeting and facilitating networking among the new members.

WHAT WOULD I DO AS PART OF THE CONFERENCE BUDDY PROJECT?

- Attend the annual meeting!
- Conference Buddy Project participants will be invited to the New Member Reception at the annual meeting.
- Veteran members should contact their conference buddies prior to the annual meeting to introduce themselves and coordinate a time and place to meet (perhaps at the New Member Reception).
- Veteran members are encouraged to introduce new members to colleagues at the annual meeting to help expand professional networks.
- New members are encouraged to actively engage at the annual meeting by attending keynotes, meals and receptions, presentation sessions, and other events of interest. The Conference Buddy Project helps ensure that new members have a group of new colleagues with whom to attend events.

DOES THE CONFERENCE BUDDY PROJECT EXTEND BEYOND THE ANNUAL MEETING?

- While conference buddies are not required to stay in contact after the annual meeting, many veteran members attest to the quality of networks they have built over the years through DSI. We hope this project helps new members accelerate the development of those networks.

HOW DO I SIGN UP FOR THE CONFERENCE BUDDY PROJECT?

- The DSI Home Office will send a survey link via email in early October. Both veteran members and new members who want to participate in the Conference Buddy Project should complete the survey.
- The Member Services Committee will match new members with veteran members (typically a small group of new members to one veteran member) and email contact information to the members in each group.

WHOM DO I CONTACT FOR MORE INFORMATION?

- Kathy Zuckweiler, VP of Member Services. Email: kathryn.zuckweiler@mwsu.edu or phone: (940) 397-4315.

Kathryn Zuckweiler,
Vice President – Member Services
Midwestern State University

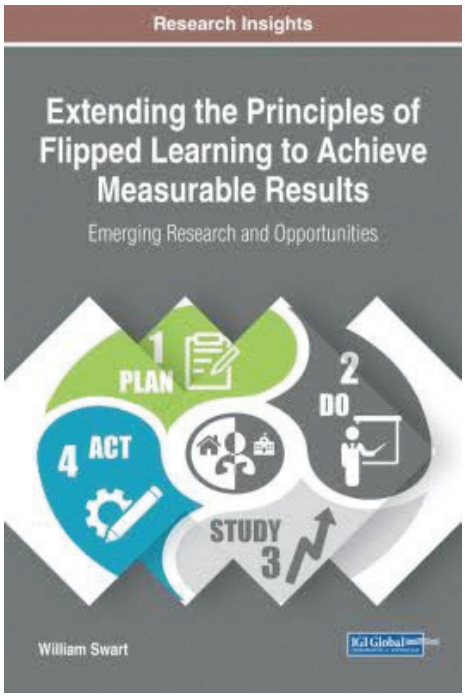
NEW BOOK COMBINES FLIPPED LEARNING WITH CONTINUAL IMPROVEMENT

William Swart

Much has been written about flipped learning and sessions devoted to it continue to be a prominent part of every DSI conference program. Papers presented in those sessions relate glowing accounts of successes achieved. What is often lost is that those who have not had success with flipped learning are loath to go to conferences to talk about their perceived failures.

Lack of success with flipped learning can often be attributed to the lack of a clear and infallible guide on how to implement it. The literature indicates that appropriate collaborative space should be provided, that out of class learning materials such as video lectures must be developed, that in class interactive group learning activities must be prepared, that effective student collaboration has to be achieved, and that faculty have to transform themselves from being the sage on stage to the guide on the side. Yet, how this is achieved is totally within the purview of the instructor. Inevitably, some will get it right the first time and some won't.

Now, for the first time, there is a book that takes the point of view that it is not how well you do the first time you try flipped learning. What matters is what lessons you can learn from the first attempt to improve the second attempt. In his new book, "Extending the Principles of Flipped Learning to Achieve Measurable Results: Emerging Research and Possibilities" (Hershey, PA; IGI-Global, 2017), William Swart condenses four years of teaching required undergraduate business courses as flipped classes into successful principles and practices for flipped learning. He divides the teaching process into the four steps of Deming's Plan-Do-Study-Act (P-D-S-A) cycle. The Plan step corresponds to syllabus development, the Do step consists of teaching the flipped class according to that syllabus, the Study step corresponds to measuring the results, and the Act step consists of interpreting the measures as diagnostics from which to develop improvements to the syllabus. This new and improved syllabus starts the next P-D-S-A cycle.



The most notorious, and arguably useful part of the book are his methods of measuring results. They are based on Michael G. Moore's Theory of Transactional Distance. The various instruments described are ideally suited for use in applying the P-D-S-A cycle. They "measure" the obstacles that students encounter to active engagement with learning so that they are easily diagnosed and fixed. His results between traditional lecture and flipped classes show directly that better engaged students learn better and achieve better grades.

(From left, Venice the grand canal and Udine Castle)

VENICE AND UDINE (ITALY) WILL HOST THE 9TH ANNUAL CONFERENCE OF THE EUROPEAN DIVISION OF DSI JUNE 3 – 6, 2018

While the 2017 annual conference of the European division (EDSI) is rapidly approaching (29 May-2 June 2017, Granada, Spain), preparations are already underway for the 2018 EDSI conference, which will be organized by the University of Udine and the Free University of Bozen-Bolzano, in the North-East of Italy. The conference will be hosted in two extremely attractive locations, the old town of Udine itself and world-famous Venice.

The EDSI board is currently at work to define the scientific program of the conference and organize the social events. On a wet January 31st, the board met in Udine to visit the conference facilities and discuss conference issues with the local organizing committee. We are pleased to update the DSI community on our progress.

Fom left: Guido Nassimbeni, EDSI 2018 co-chair; Marco Sartor, EDSI 2018 chair; Sukran Atadeniz, Gyula Vastag, Markku Kuula, EDSI board members; Guido Orzes, EDSI2018 co-chair; Carmela Di Mauro, EDSI board member

Loggia del Lionello, Udine city centre, just a few steps from the conference facilities

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The chosen conference theme is "Decision Sciences for the New Global Economy". Few decades of rapid globalization have dismantled previous business and institutional landscapes without proposing new effective orders. The horizon in front of us is confused: high disparities in wealth distribution, vulnerability of real economies to the movements of the financial markets, instability of location advantages, and a generalized unemployment problem with relevant social sustainability consequences. The difficulty of governing processes beyond the sovereignty of individual countries explain why protectionist temptations are resurfacing not only in the West. We live a transition phase where companies and institutions are urged to rethink the conceptual models and the decision patterns used so far. The theme of the conference aims at exploring the future of globalisation as we know it today, re-assessing the underlying theories and the relevant practises in both institutional and business environments, and providing innovative guidance to managerial and policy issues.
The general program welcomes contributions not related to the conference topics and addressing relevant issues in all areas of decision sciences.

The hosting institutions

University of Udine - A relatively young public teaching and research institution, University of Udine was founded in 1978 with the purpose to create an independent center for advanced training in humanities and sciences. Since its creation, the University has rapidly earned a high standing reputation and acquired a position among the leading research universities in Italy. Today, the University of Udine represents indeed one of the cultural reference points in the North-East, an area that has always been one of the fastest growing in Italy, and a hub of both traditional (e.g. furniture, food, textile) and high-tech industries. Geographically situated close to the borders with Austria and Slovenia, a meeting place and crossroad of different cultures, the University of Udine is committed to sharing its knowledge and ideas, actively developing a network of relations with business and with the institutions of the neighbor countries.
The University offers excellent conference facilities in the city center of Udine at the Toppo Wasserman, a historical palace, and the main location of EDSI 2018 conference activities.

Free University of Bozen-Bolzano - Located close to the border between Italian and German-speaking economies and cultures, the Free University of Bozen-Bolzano is a public research and teaching institution funded by the Autonomous Province of Bolzano. It is organized in five faculties (Economics and Management, Education, Computer Science, Design and Arts, Science and Technology, Regional History) and offers more than 30 bachelor, master, and doctoral degrees. What makes the Free University of Bozen-Bolzano unique is its trilingualism in teaching and research, its high level of internationalization compared to the Italian average (around 35% of lecturers and 17% of students come from abroad) as well as excellent facilities. The Free University of Bozen-Bolzano is ranked among the top 300 universities worldwide (6th among Italian Universities) in the 2016 Times Higher Education World University Rankings.

Conference chairs
Conference Chair will be Marco Sartor, associate professor in Management Engineering at Udine, and currently Secretary/Tresurer to EDSI. There will be two co-chairs: Guido Nassimbeni, full professor in Management Engineering at Udine, and Guido Orzes, assistant professor at Free University of Bozen-Bolzano. Marco, Guido and Guido form a highly engaged and successful research team, specializing in global sourcing, supply chain management, reshoring and social and environmental sustainability.

Contact the conference chair Marco Sartor marco.sartor@uniud.it for more information.

UNIVERSITÀ DEGLI STUDI DI UDINE
hic sunt futura

Freie Universität Bozen
Libera Università di Bolzano
Università Liedia de Bulzan

CALL FOR PAPERS

11th ISDSI International Conference

Doctoral Consortium: December 27, 2017 **Main Conference:** December 28 - 30, 2017

Hosted by Indian Institute of Management Tiruchirappalli
Tiruchirappalli, Tamil Nadu, India

ABOUT THE CONFERNCE

The Indian Subcontinent Region Decision Sciences Institute (ISDSI) along with the Indian Institute of Management Tiruchirappalli is organizing the 11th ISDSI International Conference at Tiruchirappalli, India from December 27 - 30, 2017. The conference offers a platform to promote interdisciplinary research at the global level.

We invite academicians, practitioners from business and industry, and research scholars to this conference for sharing, discussing, and deliberating on a variety of research agendas, ideas, and findings related to all disciplines of Management.

IMPORTANT DATES

Submissions	Deadline
Abstract / Extended Abstract (for Doctoral Consortium)	31st August 2017
Notification of Acceptance of Abstract / Extended Abstract	15th September 2017
Full-paper for Doctoral Consortium / Main Conference#	31st October 2017
Notification of Acceptance of Full-Paper for Main Conference	24th November 2017

#Submission of full-paper is optional for main conference

CONFERENCE REGISTRATION FEE*

Nationality	Category	Early-bird registration (Before 31st October 2017)	Late registration (After 31st October 2017)
Foreign Delegate	Academician / Industry	$ 300	$ 350
	Research Scholar	$ 150	$ 200
Indian Delegate	Academician / Industry	INR 6500	INR 8500
	Research Scholar^	INR 3000	INR 4000

* Registration Fee includes Conference bag, proceedings, admission to technical sessions, admission to plenary sessions, admission to workshops, Lunch and coffee breaks, Director's Dinner and Conference Gala Dinner

^ Those who are working as a faculty member or industry professional and also pursuing PhD/FPM are not considered as Research Scholars.

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ACCOMMODATION

Limited on-campus accommodation including breakfast is available only for students and research scholars on first-come, first-served basis on nominal charges.

Hotel accommodation:

Special conference rates for selected hotels in Trichy will be updated soon.

WORKSHOPS

The conference also provides a platform in terms of workshops on topics such as publishing in good quality journals. The details of other workshops during the conference will be updated soon.

About ISDSI

Indian Subcontinent Region of DSI has been constituted in the year 2005 in India. The Decision Sciences Institute (DSI) is a professional organization of academicians and practitioners interested in the application of quantitative and behavioral methods to the problems of society. Through national, international and regional conferences, competitions, and publications, the Institute provides an international forum for presenting and sharing research in the study of decision processes across disciplines. Five regional subdivisions in the United States, as well as regions representing Europe, Mexico, Asia-Pacific and the Indian subcontinent, operate independently within the Institute. Each region has its own elected officers and representatives on the board of directors and holds annual meetings. The Institute is an independent non-profit educational organization.

About Indian Institute of Management Tiruchirappalli, Tiruchirappalli, Tamil Nadu, India

Indian Institute of Management Tiruchirappalli (IIMT) is the eleventh IIM under the patronage of the Government of India. IIM is a name that has steadily become synonymous with excellence and has established a benchmark for unwavering quality. Technologically equipped smart classrooms, world-class library, 24x7 Wi-Fi, elegantly furnished air-conditioned hostels, 2 Megawatt Solar Power Plant and rain water harvesting systems makes IIMT campus a state of the art environmentally green campus. IIMT is spread over 175 acres of land on Trichy-Pudukkottai highway situated at about 12 km from Tiruchirappalli International Airport and at about 18 km from Tiruchirappalli Railway station.

About Tiruchirappalli

Tiruchirappalli (Trichy) is a prominent city for art and culture in the state of Tamil Nadu, India with several tourist attractions in the neighbourhood. Trichy has a rich cultural heritage which dates back to more than 1000 years. Trichy is also the home to Grand Anicut, the fourth oldest dam in the world that was constructed in the 2nd century AD as well as the Rockfort. The geographic location of Trichy makes it easy to visit prominent tourist attractions that includes World Heritage sites of Thanjavur, Mahabalipuram and Gonngaikonda Cholapuram, natural escapades of Coutrallam Falls and Kanyakumari, hill stations at Munnar, Kodaikanal and Ooty, and the exotic Indo French enclave of Pondicherry. In addition, the excellent connectivity to Chennai by road, rail and air makes it easy to explore the rest of the country. Trichy is also well connected to international destinations like UAE, Singapore, Malaysia and Sri Lanka with direct non-stop flights on daily basis.

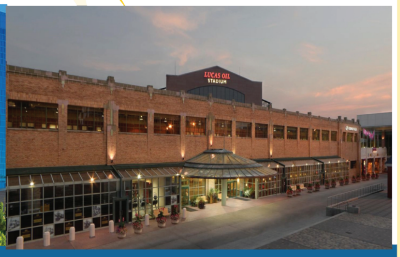
For more details about IIM Tiruchirappalli and Tiruchirappalli, please see: http://dsiindia.org/organizers

CALL FOR SUBMISSIONS

2018 Midwest Decision Sciences Institute Conference

April 12 – 14, 2018
Indiana University
Kelley School of Business
Indianapolis, IN

Crown Plaza Hotel
Downtown
Indianapolis, IN
(877) 270-1393



Global Supply Chain & Decision Sciences in the 21st Century

Competitive Papers; Abstracts; Student Papers; Symposia, Tutorials, and Workshops on all topics relevant to business are encouraged. Those focusing on the 2018 theme are especially welcome.

Submission Deadline - February 4, 2018
https://mwdsi2018.exordo.com
Open October 1, 2017 Double blind review process.

Conference Chair
Peggy Daniels Lee
pedalee@iupui.edu

Track Chair Openings!!

AWARDS

Stan Hardy Best Paper Award

Best Innovative Education Paper

Best Conference Paper

Best Student Paper

CONFERENCE HIGHLIGHTS

Keynote and panel presentations by distinguished academicians

Poster Session Area for Works in Progress & Table Topics

Hands-on Workshops

Electronic Proceedings

Conference Reception at an Indianapolis Landmark

Plant Tours

TRACKS

Supply Chain Management

Operations Management

Innovative Education

Business Analytics

Big Data & Data Mining

Information Systems/Technology

Decision Making

Entrepreneurship

Health Care Management

Accounting & Finance

Marketing

KELLEY SCHOOL OF BUSINESS

GO FROM MOMENT TO MOMENTUM

Northeast Subdivision of the Decision Sciences Institute (DSI)

APRIL 12 – 14, 2018

2018 Annual Conference (47th) Providence, RI

Important Dates

- Submissions begin: **July 01, 2017**
- Submission deadline: Full papers: **December 01, 2017**; Abstracts **December 31, 2017**
- Notification of acceptance: **January 20, 2018**
- Deadline for resubmission of revised full papers: **January 30, 2018**

Awards

- The best undergraduate research poster presentation
- The best graduate student papers*
  Lead judge: Surendra M. Gupta, Ph.D., Northeastern University
- The best conference papers across all tracks*

* Only full papers will be considered for best paper awards

Sponsoring Institute

URI College of Business Administration
Dean Maling Ebrahimpour Ph.D.

THE UNIVERSITY OF RHODE ISLAND

Keynote Address by Temple Grandin, Ph.D.

We are delighted to have Prof. Grandin as the keynote speaker. She is a prominent author and speaker on both autism and animal behavior. Today she is professor of Animal Science at Colorado State University. She has been featured on NPR (National Public Radio) and a BBC Special – "The Woman Who Thinks Like a Cow". She has also appeared on National TV shows such as Larry King Live, 20/20, Sixty Minutes, Fox and Friends, and she has a 2010 TED talk. Articles about Dr. Grandin have appeared in Time Magazine, New York Times, Discover Magazine, Forbes and USA Today. HBO made an Emmy Award winning movie, starring Claire Danes, about her life and she was inducted into the American Academy of Arts and Sciences in 2016. In her book, The Autistic Brain, she presents research findings that will assist academics to prepare for the increasing autism-spectrum students.

Submissions/Registration

Please visit the following website:
https://nedsi2018.exordo.com/login

Tracks and Track Chairs

- ✓ Accounting, Finance and Economics
  Alejandrro Hazera, Ph.D. and Carmen Quirvan, Ph.D., University of Rhode Island
- ✓ Marketing, E-commerce & Social Media
  Kathleen Ferris-Costa, Ph.D., Bridgewater State and Krista Hill Cummings, Ph.D., Babson College
- ✓ Decision Support Systems and Entrepreneurship
  Roger Blake, Ph.D., UMASS Boston
- ✓ MIS, IT and Healthcare Management
  Neset Hikmet, Ph.D., University of South Carolina
- ✓ Quality, Manufacturing and Service Ops.
  Joy M. Field, Ph.D., Boston College
- ✓ Statistics, Analytics and Big Data Mining
  Matthew Liberatore, Ph.D., Villanova University and Josephine Mazzi Namayanja, Ph.D., UMASS Boston
- ✓ Education, Innovation and Knowledge Management
  Susan M. Bosco, Ph.D., Roger Williams University
- ✓ Supply Chain Management &Negotiation
  Pedro M. Reyes, Ph.D., Baylor University and John K. Visich, Ph.D., Bryant University
- ✓ Process Innovation and Sustainability
  TBD
- ✓ Management Strategy and Corporate Social Responsibility
  Suhong Li, Ph.D., Bryant University
- ✓ Human Resources, Organizational Behavior and Ethics
  Kellyann B. Kowalski, Ph.D., UMASS Dartmouth
- ✓ International Trade, Global Business, and Law
  Jennifer A. Swanson, Ph.D., Stonehill College
- ✓ Transportation, Logistics and Maritime
  Adolf K.Y. Ng, Ph.D., University of Manitoba
- ✓ Undergraduate Research Submissions
  Research Briefs, Poster Presentation Competition

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NEDSI Officers for 2018

President: Pedro M. Reyes, Baylor University

President Elect: Neset Hikmet, University of South Carolina

Immediate Past President: Joy Field, Boston College

Program Chair 2018: Douglas N. Hales, University of Rhode Island

Program Chair Elect 2019: Eric Stein, Penn State University - Malvern

VP Communications: Hal Ravinder, Montclair State University

VP Technology: Koray Ozpolat, University of Rhode Island

VP Promotional Activities: Javad Paknejad, Hofstra University

VP Member Services: Carolyn Lamacchia, Bloomsburg University of Pennsylvania

Treasurer: Lynn Ruggieri, Roger Williams University

Secretary: Gang Li, Bentley University

Archivist: Jennifer A. Swanson, Stonehill College

Assistant Program and Local Arrangement Chair 2018: Mehmet G. Yalcin, University of Rhode Island

Contact

nedsi2018@etal.uri.edu

http://www.nedsi.net

Technology Issues

koray@uri.edu

Sponsoring Institute

URI College of Business Administration

Dean Maling Ebrahimpour Ph.D.

THE UNIVERSITY OF RHODE ISLAND

Call for Papers

Papers are invited on, but not limited to, the topical areas and tracks listed on the front page. In addition, we welcome the submission of research abstracts. The papers are double-blind reviewed by referees and abstracts are subject to final review by the Track Chairs and the Program Chair. Accepted papers and abstracts will be published in the conference proceedings. Copyright of the papers will stay with the author(s).

To be included in the proceedings and scheduled for presentation, **at least one author must register** for the conference **by February 01, 2018**.

Meeting Venue

The 47th Annual Meeting of NEDSI will be held at the newly renovated Renaissance Hotel in beautiful Providence Rhode Island on the US east coast. The conference organizing committee has prepared an enjoyable and productive conference in downtown Providence. Tours to Newport mansions and local companies are included.

About Providence:
www.goprovidence.com
About Rhode Island:
www.visitrhodeisland.com
About the Hotel – Renaissance:
www.renaissanceprovidence.com

✓ To receive the conference-discounted rate, reservations must be made by Friday, March 09, 2018.

About the Airport – T.F. Green (PVD):
http://www.pvdairport.com/

Submissions/Registration

Please visit the following website:
https://nedsi2018.exordo.com/login

Publication Opportunity

The authors will have the option to select to have their full paper submissions considered for publication in one of the following journals:

- International Journal of Business Excellence
- International Journal of Business Innovation and Research
- International Journal of Management Concepts and Philosophy
- Benchmarking: An International Journal
- International Journal of Operational Research
- Maritime Policy and Management
- Transportation Journal Special Issue *(for this journal, submissions must be maritime related and submitted to the conference by August 10th, 2017)*

Message from the Chair

The 2018 NEDSI Conference will be held at the Renaissance Hotel in Providence, RI on April 12 - 14, 2018.

- ✓ On-site check-in will start on April 12th, Thursday morning at 8am.
- ✓ The sessions will start on April 12th, Thursday morning at 9am and will continue through April 14th, Saturday afternoon.
- ✓ The gala dinner, keynote and awards ceremony will be held on April 13th, Friday night.
- ✓ *A complementary full hot breakfast buffet will be served Friday and Saturday mornings.*

See you in Providence, Rhode Island!
Douglas N. Hales, Ph.D.
University of Rhode Island

SOUTHEAST DECISION SCIENCES INSTITUTE

Forty-Eighth Annual Meeting — February 21 - 23, 2018

Wilmington, North Carolina

Hilton Wilmington Riverside
301 North Street, Wilmington, North Carolina, 28401

1-800-HILTONS/1-910-763-5900 and request code: SED
Or: http://www.wilmingtonhilton.com/ with request code: SED
Cutoff Date: Friday, 01/19/2018

DEADLINE FOR PAPERS AND SPECIAL SESSION PROPOSALS: OCTOBER 13, 2017
DEADLINE FOR STUDENT PAPERS: NOVEMBER 17, 2017

MEETING ANNOUNCEMENT—The Southeast Region of the Decision Sciences Institute (SE DSI) will hold its 44th Annual Meeting at the Hilton Wilmington Riverside from **February 21-23, 2018.** Proposals from those in business, government, and academia are invited for competitive papers, symposia, tutorials, and workshops on current topics from all areas of the decision sciences.

COMPETITIVE PAPERS—The submission of a competitive paper or abstract for review means the author certifies that the paper is original and has not been previously copyrighted, published, presented, or submitted for publication or presentation. Anyone submitting a paper must intend to register for and attend the meeting to present the paper if it is accepted. Outstanding papers will be selected and recognized at the meeting luncheon on February 23rd. **The Final Submission Deadline for Regular Papers and Abstracts is October 13, 2017.**

STUDENT PAPERS— The 2018 SE DSI Student Paper Competition welcomes papers written by Undergraduate, MBA, and/or Ph.D. students. Papers submitted to any of the three Student Tracks must be solely of student authorship and will be subject to the same review process as regular papers. Student papers must be submitted on-line by November 17, 2018 using the paperless submission process. All student papers accepted by the reviewers will be scheduled on the program and a $100 Travel Stipend (distributed at the meeting's luncheon) will be awarded to each paper (regardless of the number of authors). Students who do not present their papers will not receive a Travel Stipend. The judges of the Student Paper Competition will evaluate the combined quality of each student paper/presentation and recognize the outstanding ones at the meeting's luncheon on February 23rd. **The Submission Deadline for Student Papers is November 17, 2017.**

SYMPOSIA, TUTORIALS, AND WORKSHOPS—Proposals for symposia, tutorials, and workshops must be at least two (2) pages long describing what you intend to do and why it would be of interest and importance to members of the Institute. Submissions should follow the general guidelines presented below although considerable latitude will be allowed as to the content and format of these sessions. You must provide your own specialized computers or other equipment needed for the session (SEDSI will provide LCD projectors). All participants in symposia, tutorials, and workshops must register and attend the meeting.

PROCEEDINGS—The SE DSI will publish electronic *Proceedings* in CD-ROM form containing all papers presented at the meeting as well as summaries of all symposia, tutorials, and workshops. Publication in the *Proceedings* is subject to a strict set of standards and deadlines that will be the responsibility of the authors; only those submitting papers (four pages minimum) can be included in the Proceedings (no abstracts-only). Notification of acceptance or rejection should occur around Thanksgiving of 2017, and accepted papers will be due in final *Proceedings* form no later than Jan 5, 2018.

VOLUNTEERS—Individuals interested in participating in the 2018 Program by serving as a reviewer, discussant, session chair, or in some other role should contact the Program Chair at the address indicated below. A Volunteer form is available on the SE DSI web site: www.sedsi.org.

PLACEMENT SERVICE—A Placement Service will be provided at the meeting at no cost to the applicants or employers. Placement Services Forms for Applicants and Positions are available on the SE DSI website. The forms may be submitted to Dr. Tobin Turner, Economics and Business Administration, Presbyterian College; jtturner@presby.edu.

PAPERLESS SUBMISSION PROCESS

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INSTRUCTIONS FOR CONTRIBUTORS:

General Instructions: To submit a paper, abstract, or symposium/tutorial/workshop proposal, go to the SE DSI web site www.sedsi.org and select the submission link.

The submission process opens July 15, 2017 and closes Oct. 13, 2017.

1. Information to be entered during the paper entry process includes (1) the track to which it is submitted, (2) the title of the paper; (3) the author(s) name(s), affiliation(s), and complete contact information including mailing address(es), telephone number(s) and e-mail address(es).
2. The submission to be uploaded must be in **PDF format**. The submission should include the title and, optionally, a one-paragraph abstract between the title and the body of the paper. **The names of the author(s) should NOT be included.**
3. Submitted papers should be a minimum of four pages.

All questions should be addressed to:

Dr. Tobin Turner
2018 SEDSI Program Chair
Economics and Business Administration
Presbyterian College
503 S Broad St.
Clinton, SC 29325
jtturner@presby.edu
864-833-8415

For more information and various meeting related forms, please visit the SE DSI website:
www.sedsi.org

Program Chair — Tobin Turner, Economics and Business Administration, Presbyterian College, jtturner@presby.edu

Associate Program Chair — Karen Mattison, Economics and Business Administration, Presbyterian College, kmattisn@presby.edu

Local Arrangements Coordinator — Drew Rosen, Dept. of Information Systems & Operations Management University of North Carolina Wilmington, rosenl@uncw.edu

Placement/Technology Coordinator — Jeff Shockley School of Business, Virginia Commonwealth University, tjshockley@vcu.edu

Proceedings Editor – Shona Morgan, North Carolina A&T University, smorgan@ncat.edu

Program Tracks

Accounting, Business Ethics, Business Law, Information Privacy and Security – Catherine Staples, Randolph-Macon College, cstaples@rmc.edu

Ag Econ, Environmental Economics, Economics, and Finance – Michelle Hagadorn, Roanoke College, hagadorn@roanoke.edu

Analytics, Business Intelligence, Data Mining, and Statistics – Mitchell Church, Coastal Carolina University, mchurch@coastal.edu

Hospitality, Recreation & Sports – Tracy Rishel, The Citadel, trishel@citadel.edu

Innovative Education, Teaching, and Pedagogy — Ajay Aggarwal, Henderson State University, aggarwa@hsu.edu

IS, IT, e-Business, and Social Media — Elena Olson, Virginia Commonwealth University, eolson2@vcu.edu

Management, Organizational Behavior, Organizational Theory, and Human Resource Management — Sara Kiser, Alabama State University, skiser@alasu.edu

Marketing and International Business – Rebecca Scott, University of North Carolina Wilmington, scottra@uncw.edu

Public Sector, Not for Profit, and Healthcare Management— Jeff Shockley, Virginia Commonwealth, tjshockley@vcu.edu

Student Papers — Laquanda Leaven, North Carolina A&T State University, ltleaven@ncat.edu

Supply Chain Management and Logistics — Suman Niranjan and Hadi Farhangi, Savannah State, niranjans@savannahstate.edu, farhangih@savannahstate.edu

Southeast Decision Sciences Institute
Dr. Tobin Turner – 2018 Program Chair
Economics and Business Administration
Presbyterian College
503 S Broad St.
Clinton, SC 29325

Southeast Decision Sciences Institute
Forty-Eighth Annual Meeting

February 21-23, 2018

Hilton Wilmington Riverside
Wilmington, North Carolina

Non-Profit Organization
U.S. Postage Paid
Pensacola, FL 32514
Permit No. __

FINAL DEADLINE FOR PAPERS AND SYMPOSIUM PROPOSALS: OCTOBER 13, 2017
DEADLINE FOR STUDENT PAPERS: NOVEMBER 17, 2017

SWDSI
SOUTHWEST DECISION SCIENCES INSTITUTE

49th ANNUAL MEETING, Albuquerque, New Mexico March 7-10, 2018

When Teaching and Research Serve Students

Hyatt Regency & Albuquerque Convention Center

***Deadline for Paper Submissions*: October 2, 2017**

Program Chair: **Khaled A. Alshare,** Qatar University, kalshare@qu.edu.qa

***For more information, refer to the conference website:* www.swdsi.org/SWDSI2018**

Competitive Papers. Competitive papers are invited on, but not limited to, the topic areas listed below. All submitted papers will be reviewed by qualified individuals and go through a double blind peer review process. In addition, we welcome the submission of one-page single spaced research abstracts (about 150-300 words). Acceptance of abstracts and papers are subject to final approval by the Track Chairs/Program Chair. Accepted papers and abstracts of authors who have registered for the conference by the close of online registration will be scheduled for presentation at the annual meeting and the presented papers and abstracts will be published in the Proceedings (available website only). Paper submission acknowledges that the author(s) will register for and attend the conference, and personally present the accepted paper at the time specified in the conference program.

Submission Policy. The submission of a paper or abstract means the author certifies it is not copyrighted, has not been accepted for publication in a journal or proceedings, has not been presented or accepted for presentation at a professional meeting, or is not under review currently for a journal or proceedings, or presentation at another professional meeting. Concurrent submission and/or presentation of the same or similar paper at another conference is considered a breach of professional ethics.

Program Participation. Paper reviewer and session chairpersons will be needed for the program to be a success. Please contact the Program Chair or one of the Track Chairs by November 1, 2017, if you are interested in serving as a session chair or reviewer. Symposia, tutorials, and workshops on current topics are invited. Please contact the Program Chair concerning these proposals.

Distinguished Paper Awards. Distinguished paper awards will be presented to the outstanding papers.

Student Papers. Up to three cash awards for student papers will be presented. Papers submitted in the student track must be solely of student authorship. Watch the SWDSI website for information about a Doctoral Student Consortium.

Fast Track Journal Reviews. The papers nominated for the best paper awards will be recommended to a group of journal editors for another round of fast track peer review and possible publication in these journals.
International Journal of Mobile Communications (www.inderscience.com/ijmc)
International Journal of Electronic Finance (www.inderscience.com/ijef)
International Journal of Services and Standards (www.inderscience.com/ijss)
Electronic Government: An International Journal (www.inderscience.com/eg)
Studies in Business and Economics (http://www.qu.edu.qa/business/journal/

SPECIAL SESSIONS. TBD
Mini-conference on technology workshops on Business Analytics and Big Data using Teradata, SAP, Tableau, etc.
Panel Discussions on Business Intelligence, Big Data, Internet of Things, Technology in the classrooms.

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TRACKS & CHAIRS

Accounting, Mary Fischer, University of Texas at Tyler, mfischer@uttyler.edu
Business Analytics, Adam M. Fadlalla, Qatar University, fadlalla@qu.edu.qa
Decision Support and Expert Systems, Binshan Lin, Louisiana State University at Shreveport, binshan.lin@lsus.edu
E-Commerce and Mobile, Robert Cutshall, Texas A&M University - Corpus Christi, robert.cutshall@tamucc.edu
Enterprise Systems (ERP), Brandon Phillips, Texas A&M University-Central Texas, brandon.phillips@tamuct.edu
Finance, M. Kabir Hassan, The University of New Orleans, mhassan@uno.edu
Healthcare and Economics, Venugopal Gopalakrishna-Remani, University of Texas at Tyler, venugopal@uttyler.edu
Information Security and Privacy, Mohammad I. Merhi, Indiana University South Bend, mmerhi@iusb.edu
Innovative Education, Kai Koong, Tuskegee University, kkoong@tuskegee.edu
International Business, Yasir Fadol, Qatar University, yasir.yasin@qu.edu.qa
Internet of Things and Big Data, John Seydel, Arkansas State University, jseydel@astate.edu
Management Information Systems, Mike Ellis, University of Central Arkansas, mellis@uca.edu
Management and Org Behavior, Michael Meeks, Louisiana State University at Shreveport, Michael.meeks@lsus.edu
Marketing, Thiagarajan Ramakrishnan (Ram), Prairie View A&M University, Ram@pvamu.edu
Operations Management, Balaji Janamanchi, Texas A&M International University, bjanamanchi@tamiu.edu
Quality and Lean Six Sigma, Matthew Lindsey, Stephen F. Austin State University, lindseymd@sfasu.edu
Quantitative Methods, Robert Pavur, University of North Texas, Robert.pavur@unt.edu
Social Media & Social Networking, Habibullah Khan, Qatar University, habib.khan@qu.edu.qa
Supply Chain, Logistics and UAVs, Krishan Rana, Alabama A&M University, krishan.rana@aamu.edu
Business Environment, Law, Ethics, and Cross Cultural Studies, Andrew Dahdal, Qatar University, adahdal@qu.edu.qa
Student Track, Victor Prybutok, University of North Texas, prybutok@unt.edu
Special Panels, S. Mantravadi, University of West Florida, smantra2013@gmail.com
Proceedings Editor, Mohan Rao, Texas A&M University-Corpus Christi, Mohan.Rao@tamucc.edu

INSTRUCTIONS FOR CONTRIBUTORS

1. Author(s) should submit papers/abstracts via the website (https://www.easychair.org/conferences/?conf=swdsi2018) and also as an email attachment directly to the Program Chair at kalshare@qu.edu.qa. Abstracts should not exceed three pages; papers should not exceed 20 pages. The more complete and detailed the submission, the greater its chance for acceptance. Hard copies will not be accepted.
2. Each submission must include a separate title page with the following information:
   (1) title of submission
   (2) type of submission (i.e., Refereed Research Paper, Non-Refereed Research Abstract, and Proposal of a Workshop, Tutorial, Panel, or Symposium).
   (3) author(s)
   (4) affiliation(s)
   (5) complete address(es)
   (6) telephone number(s)
   (7) email address of the author(s)
   (8) name of the dean(s) of the affiliate school(s)
   (9) track (or topic) that best fits the submission
   (10) corresponding author
3. The main body of the paper, abstract, or proposal must have a title but should not include author name(s).
4. All submissions must be received by **October 2, 2017**. Acceptance or rejection notifications, as well as Publication guidelines will be provided by or before **December 2, 2017**. Camera-ready submission deadline for the *Proceedings* is **January 8, 2018.**
5. A pre-registration fee will be required before papers are accepted by the ***Proceedings* Editor**.
6. **Volunteers:** Anyone interested in participating in the program as a session chair or reviewer should communicate their interests to the **Program Chair**. A Call for Participation form is available on the SWDSI website.

SOME SUGGESTED TOPICS

- 3-D Printing
- Accreditation Issues in DS
- Analytics
- Artificial Intelligence
- Autonomous Vehicles
- Big Data
- Bodycams and Vision Systems
- Changing Career Paths
- Cloud-based Systems
- Corporate Social Responsibility
- Data Visualization
- Data Warehousing
- Data and Text Mining
- Drones/UAVs
- Emerging Programming Languages
- Employment Trends
- Ethical & Legal Issues
- Exporting, Importing, and Global Sourcing
- Foreign Direct Investment
- Geospatial Analytics
- Global and Regional Economic Cooperation
- Globalization
- Healthcare Informatics
- High-frequency trading
- Impact of Higher Education
- Inclusiveness
- Inequality
- Innovation
- Instructional Issues in DS
- Internet of Everything (IoE)
- Knowledge Management
- Mgmt. of Technology
- Market-based Curricula
- MOOCS and their Variations
- Multiculturalism
- Multimedia
- Online/Distance Learning
- Optimization
- Organizational Culture
- Outsourcing & Offshoring
- Performance Measurement
- Process Reengineering
- Professional Student Organizations
- Project Management
- Rapid Prototyping
- Reengineering Higher Education
- Research Issues and Methodologies
- RFID Applications
- Scorecards and Dashboards
- Simulation
- Socio-technical Systems
- Student Engagement
- Sys Analysis and Design
- Systems Implementation
- Technology for the Aging
- Technology in the classrooms
- Total Quality Management

WDSI 2018

Submission Deadline - Extended: October 15, 2017

WESTERN DECISION SCIENCES INSTITUTE Forty-Seventh Annual Meeting April 3rd – 6th, 2018

WDSI is the Western Regional Subdivision of the Decision Sciences Institute

The ***47th Annual Meeting*** of **WDSI** will be held at the Kauai Marriott Resort on the beautiful island of Kauai in Hawaii. The conference organizing committee has negotiated a very competitive roomrate for our participants to join us at this charming resort.

Please refer to the conference webpage for hotel reservations a other details.

CALL FOR PAPERS

Papers are invited on, but not limited to, the tracks listed. In addition, we welcome the submission of research abstracts. The papers are double-blind reviewed by referees and research abstracts are subject to a final review by the respective Track Chair and the Program Chair. Accepted papers and abstracts will be published in online conference proceedings. Copyright of the papers, however, will stay with the author(s).

Panels, workshops, and tutorials on current topics of interest, and other special sessions, are also planned. Please also see bleow the information on Junior Faculty Scholarships, and Best Paper Awards.

PROGRAM CHAIR

Ömer S. Benli, California State University, Long Beach.

IMPORTANT DATES

- **Submission Deadline - Extended: October 15, 2017.**
- Notification of Acceptance: **December 20, 2017.**
- Camera-ready Manuscript Submission Deadline: **January 22, 2018.**

Please sign-in at http://www.wdsinet.org/papers/register.php as a user in order to submit papers for review for acceptance. Conference registration will commence in December 2017.

WDSI Officers for 2018

President: Natasa Christodoulidou, California State University, Dominquez Hills.

President Elect: Albert Huang, University of the Pacific.

Vice President, Program Chair: Ömer S. Benli, California State University, Long Beach.

Vice President, Program Chair Elect: Theodore Byrne, California State University, Dominguez Hills.

Vice President, Member Services: Salem Boumediene, Montana State University-Billings.

Secretary/Treasurer: Sheldon R. Smith, Utah Valley University.

Director of Information Systems: Khosrow Moshirvaziri, California State University, Long Beach.

Immediate Past President: John Bell, University of Tennessee.

TRACKS and TRACK CHAIRS

The description of these topical areas available at the conference website. Please feel free to contact track chairs if you have any further questions or concerns regarding their track.

- **Accounting**: Salem Boumediene, Montana State University - Billings.
- **Business Analytics & Data-Driven Decision Making**: Abbas Heiat, Montana State University-Billings.
- **Business Environment - Strategy, Policy, Law, Ethics**: Xia Zhao, California State University, Dominquez Hills.
- **Cases**: Melissa St.James, California State University, Dominquez Hills.
- **Finance and Investment**: K.C.Chen, California State University, Fresno; Lidija Dedi, University of Zagreb, Croatia; Pia Gupta, California State University, Long Beach.
- **Hospitality Management & Marketing**: Natasa Christodoulidou & G. Keong Leong, California State University, Dominquez Hills.
- **Innovative Education**: Rhonda Rhodes & Rita Kumar, Cal Poly Pomona.
- **International Business**: Burhan F. Yavas, California State University, Dominquez Hills.
- **Internet & e-Business**: David C. Yen, SUNY Oneonta; Albert Huang, University of the Pacific.
- **Management Information Systems**: Marcus Rothenberger, University of Nevada, Las Vegas.
- **Management Science & Quantitative Methods**: Seong-Jong Joo, Air Force Institute of Technology.
- **Management, Entrepreneurship, and Organizations**: Cynthia Sutton, Metropolital State University of Denver.
- **Marketing**: Jacquelyn Warwick, Andrews University.
- **Military Applications**: Jeffery D. Weir, Air Force Institute of Technology; Eddine Dahel, Naval Post-Graduate School.
- **Modeling & Simulation**: Khosrow Moshirvaziri, California State University, Long Beach; Saeideh Fallah-Fini, Cal Poly Pomona.
- **Operations, Logistics & Supply Chain Management**: Stanley Griffis, Michigan State University.
- **On-Demand & Sharing Economy**: Rui-Dong Zhang, University of Wisconsin, Eau Claire.
- **Public Policy & Administration**: Theodore Byrne & Rui Sun, California State University, Dominguez Hills.
- **Student Papers**: Carola Raab, University of Nevada, Las Vegas.
- **Sustainability Issues in Decision Making**: Yuanjie He, Cal Poly Pomona.

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REGIONAL CONTACTS

Each year, our meetings have participants from nations around the globe and represent a diverse set of global perspectives. For more information on WDSI and its annual meeting, colleagues from these regions can contact the following contacts:

- **Central & Eastern Europe**: Lidija Dedi, University of Zagreb, Croatia.
- **China, Hong Kong, Taiwan**: Shin-Yuan Hung, National Chung Cheng University, Taiwan; Yue "Jeff" Zhang, California State University-Northridge.
- **Cyprus**: Alexis Saveriades, Cyprus University of Technology, Cyprus.
- **Japan**: Yoshiki Matsui, Yokohama National University, Japan.
- **Mexico**: Alfred Hagan, Pepperdine University.
- **New Zealand**: John Davies, Victoria BusinessSchool, Victoria University of Wellington, New Zealand.
- **United Arab Emirates**: Sanjay Nadkarni, The Emirates Academy of Hospitality Management, UAE.
- **Vietnam**: Phan An, Vietnam National University, Vietnam.

BEST PAPER AWARDS

Accepted regular papers will be considered for the Decision Sciences and Information Systems Honor Society, ***Alpha Iota Delta***, ***Best Paper Awards*** in the following categories:

- **Applications**
- **Case Studies**
- **Environmental Issues**
- **Interdisciplinary Issues**
- **Theoretical Research**
- **Empirical Research**

In addition, awards will be given for the ***best undergraduate student paper*** and the ***best graduate student paper***. Please submit the papers for consideration to **Student Papers Track**.

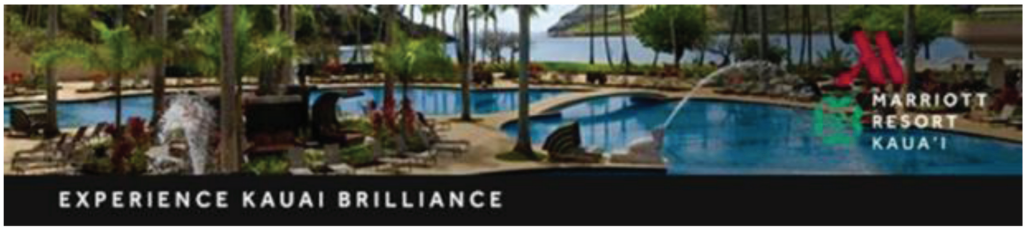
JUNIOR FACULTY SCHOLARSHIPS

The governing board of the Western Decision Sciences Institute (WDSI) has approved funding for a number of $500 scholarships to support tenure-track faculty to attend the 2018 WDSI annual meeting. For details, please refer to conference website.

STAYING AT THE CONFERENCE HOTEL

The ***47th Annual Meeting*** of **WDSI** will be held at the **Kauai Marriott Resort** on the beautiful island of Kaua'i in Hawaii. The conference organizing committee has negotiated a very competitive room rate for our participants to join us at this charming resort. The conference group rate for guest rooms is $199 per day. The conference group rate is available to upgrade to an Ocean View room based availability. These rooms are based on availability for reservations received on or before the cutoff date of March 1, 2018. But please do delay in making reservations until then. The above rates will be made available to our conference attendees for three days before and three days after the Official Program Dates (Monday, 04/02/2018 - Sunday, 04/08/2018) on a space- and rate-available basis. Please to make reservations at special conference rate is available also at https://wdsi2018.org/conferencevenue/.

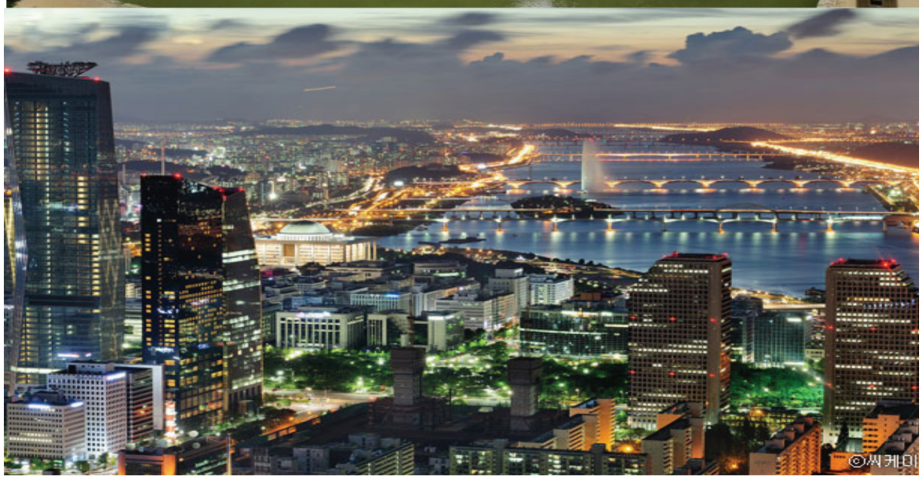
We urge you not prefer third party hotel reservation sites and be informed that WDSI will be heavily penalized, if it does not meet the minimum guest room requirements at the conference hotel. ***Please contact the Program Chair for any other questions or concerns.*** We are looking forwards to another very successful meeting.



Pan-Pacific Business Association

THE 35TH ANNUAL PAN-PACIFIC CONFERENCE
SEOUL, KOREA MAY 28-30, 2018

The 35th Annual Pan-Pacific Conference will be held in Seoul, South Korea, a historic and high-tech metropolis of over 12 million people. The theme of the conference is "Innovation for Value Creation and Beyond." Competitive papers and proposals for symposia, tutorials, and workshops are invited in the following areas: Innovation in the digital age; Industry 4.0 and future jobs; People management and digital transformation; Research in POM, SCM, MIS, and service sciences; International business; Strategies for convergence and collaborative innovation; Entrepreneurship and venture creation; Tourism and hospitality management; Educational innovation for the future; and other related topics. Industry tours of Samsung Electronics and Kia Motors are also planned. Please visit our website for more information (www.panpacificbusiness.org).



REGIONS' PERSPECTIVE

AN INTERVIEW WITH GYULA VASTAG, CURRENT PRESIDENT OF THE EUROPEAN DIVISION OF DSI.

By Carmela Di Mauro, University of Catania, Italy

As part of a global organization, divisions are the flesh and bones of DSI. In the future, regions will be expected to play a key role in keeping and increasing DSI's market share among academic associations, and in expanding in the global arena.

EDSI, born in 2010, is the youngest division of the Institute, and faces all the challenges of any new entrant in a world of strong incumbents. This year, EDSI has held its 8th, highly successful annual meeting in Granada (Spain), which has seen not only an increase in the number of attendees but also a widening of the range of countries participants belonged to.

We take this opportunity to ask Gyula Vastag, current President of EDSI for his point of view on the opportunities and challenges that EDSI has to face in its growth path, and on the role of divisions within DSI.

***Carmela Di Mauro**, D.Phil. Econ., is associate professor at the School of Engineering, University of Catania (Catania, Italy). Carmela has published over 20 articles in international refereed journals and is currently actively involved in research projects on the reshoring of manufacturing. She is part of the European research team entrusted by the European Commission with the monitoring of reshoring to the EU. Her research has recently won awards both at home (Best paper Italian Journal of Management, 2015) and internationally (Chris Voss Best paper EUROMA, 2017). She is an associate editor of the Journal of Purchasing and Supply Management and was member of the executive board of EDSI from 2012 to 2017 and regional president (2015-2016).*

***Gyula Vastag** is Professor and Director of the Management PhD Program (szeedsm.eu) at Széchenyi University (Győr, Hungary) and Professor (part-time) at the National University of Public Service (Budapest, Hungary) where he is directing a research program on servitization of public services. Dr. Vastag co-authored five books (by Elsevier, Pearson and the National Association of Purchasing Management), wrote eight business cases, and he has contributed chapters to about 20 books. His papers (30+ refereed journal publications) were published in a variety of peer-reviewed academic (including papers in the Financial Times list of Top Journals) and professional journals in the United States and in Europe and in numerous conference proceedings. Gyula received several research awards: New Central Europe Distinguished Senior Researcher Scholarship (2014), Best Applications Paper Award by Alpha Iota Delta – The International Honor Society in Decision Sciences and Information Systems (2012), and Award for Research Excellence from Corvinus University (2009).*

Gyula Vastag, Professor of Operations Management at Széchenyi István University in Győr (Hungary) and part-time Professor at the National University of Public Service (Budapest, Hungary), is a long-time member of DSI; he served on the DSI Board between 2009 and 2016, was Vice President for Europe (2000-2014), Vice President for Global Activities (2014-2016) and worked in the Member Services Committee, Regional Activities Committee and the Development Committee for Excellence in Decision Sciences. Born and educated in Hungary, Gyula's professional acculturation has been in the United States where, in his almost two decades in the States, became a citizen as well.

1) WHY DID YOU JOIN DSI AND WHAT WERE YOUR EXPECTATIONS?

GV: My first DSI Conference was in 1989 in New Orleans. I was a Visiting Scholar working with D. Clay Whybark in Bloomington (Indiana University) at the School of Business (now it is Kelley School of Business) and the Department (that included

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many other prominent figures of DSI, like Vince A. Mabert as Department Chair, F. Robert Jacobs, Powell Robinson and others) - very graciously - offered to pay my expenses to visit the Annual Conference of the Decision Sciences Institute (I still owe them for this favor).

It was my first time in the United States, the Berlin Wall just went down in November, I had a great time with Clay, Neva (Clay's wife) and with my colleagues in the Department, so it was a fantastic experience. However, I had absolutely no expectation about the DSI Conference other than Clay (a former DSI President) and my colleagues telling me that it would be good for me. And good it was. DSI's (till 1986 it had the name of the American Institute for the Decision Sciences; you do not have to think very hard to see why the name was changed) first annual meeting was in 1969 in New Orleans and every tenth year, DSI goes back there. I had absolutely no expectation about the conference and I was overwhelmed with the many presentations, the plenary talks, the book exhibition, the job fair and the many workshops that still give the essence of DSI Annual Meetings. DSI and New Orleans became very special for me, I attended the 1999 and the 2009 (after Hurricane Katrina) Conferences as well in New Orleans (and many other DSI Conferences). Needless to say, I will do my best to be in New Orleans in 2019 as well. So, in 1989 I just went with the flow and I am delighted that I did.

2) HOW DO YOU SEE THE ROLE OF REGIONS/DIVISIONS WITHIN DSI?

The regions/divisions are where the rubber meets the road; this is where we have to make an impact. While DSI is a well-known brand in the US, it is almost an unknown entity in some other regions of the world thus a much greater marketing effort is necessary to achieve brand recognition.

This is where – with the infrastructural support of the Home Office – we have to convince members and potential members about the worthiness of the DSI.

Additionally, there are geographical areas that are totally untouched by DSI: the Middle East and Africa for instance. Europe, and other regions as well, can act as a bridge to these areas of the world.

3) IS THERE A PECULIARITY OF EDSI WITH RESPECT TO THE OTHER DIVISIONS/REGIONS?

EDSI is, perhaps, the most colorful and diverse region; we have the most countries, we have North and South, East and West that do not necessarily designate just geographical areas. Just think of the heterogeneity of languages and educational systems inside the European Union. This makes for different research and educational perspectives that can contribute to developing DSI into a more complex and richer organization. So, we have diversity and most certainly we have intellectual depth and breadth as well.

4) FOCUSING ON THE EUROPEAN CONTEXT, HOW DO YOU VIEW THE POSITION OF EDSI AMONG THE OTHER COMPETING ORGANIZATIONS?

It is an uphill battle where we need the full support of DSI's resources (e.g., its journals and its brand name) to involve members from Western Europe (e.g., France, UK, Germany). We also need to utilize more the tiered membership fee structure to increase market penetration in the less developed countries of Europe.

"The regions/divisions are where the rubber meets the road; this is where we have to make an impact . . ."

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However, I would like to point out that – as with any global organization – information and resource flow go both ways: we need the support and resources of the Home Office but we also contribute to DSI's success in more ways than just transferring the membership fees. For example, I am very proud of the fact that you will see the European (more specifically, Hungarian) contribution every time when you browse DSI's website: DSI's and the regions new logo was the creation of a Hungarian graphic designer couple.

5) HOW DO YOU PLAN TO CONTRIBUTE AS EDSI PRESIDENT?

Success at this point, is less about great ideas, it is more about execution of solid ideas. In my seven years on the DSI Board, I have seen so many ideas and very few successful executions. The road to success in a mature market, in my view, is measured by the small achievements you have. A usable membership directory, for example, is the cornerstone of every organization; if you cannot tell who your members are then, quite probably, it is not a successful organization. My goal is to solidify EDSI's structure, make the DSI-EDSI links stronger and operational, and increase DSI's membership from Europe.

6) WHAT HAS DSI TO DO BEFORE IT CAN BECOME A TRULY GLOBAL ORGANIZATION?

DSI has come a long way from 1969 or even from 1989 when I joined. Credit should be given to the many DSI Presidents who recognized the importance of and the need for creating a global organization. While the need for being more active internationally has been recognized for many years, the actions to fully implement the many much needed operational changes were missing or were half-hearted. Years went by arguing about categories of membership, the very essence of every organization. If you do not know who your members are then your organization does not exist, it cannot have votes, it cannot collect dues, it cannot exercise influence. DSI's losing ground in the professional arena, in my view, was due to a large extent to not paying attention to this issue and to reacting slowly to the rapidly changing environment.

Global organizations achieve success by customizing their offer to regional needs. Maybe DSI's VPs (e.g. Marketing, Professional Development, Membership services) could work together with regional VPs to design tailored propositions.

7) HOW DO YOU EXPECT THE DSI BOARD TO SUPPORT THE GROWTH OF THE EUROPEAN REGION?

Participation of DSI's Presidents and of DSJ's editors at the EDSI conferences will go a long way to show that EDSI is integral to the association. Similarly, scholarships to European young scholars to attend the DSI annual conference, support for regional professional development workshops, and finalization of services for regional conference handling (conference registration and paper submission) are just a few of those issues that need to be focused on in the near future.

"The road to success in a mature market . . . is measured by the small achievements . . ."

Note from the Editor: This interview with Gyula Vastag is a personal expression and should not be construed as inclusive of all accomplishments of DSI nor representative of presently approved activities by the Board of Directors.

REGIONAL OFFICERS

OFFICERS OF OUR AMERICAS REGIONAL SUBDIVISIONS

MWDSI

President: Peggy Daniels Lee, Indiana University Purdue University – Indianapolis

Past President: Jaideep Motwani, Grand Valley State University

President-Elect: Sanjay Kumar, Valparaiso University

Secretary: Manohar Madan, University of Wisconsin – Whitewater

Treasurer: Jun He, University of Michigan – Dearborn

VP, Planning & Development: Jean Essila, Northern Michigan University

VP, Publications: Mark Dobeck, Cleveland State University

VP, Member Services: Xiangling Hu, Grand Valley State University

VP, Student Liaison: John Parente, Mercyhurst University

VP, Industry Liaison: Qiannong "Chan" Gu Ball State University

Archivist: Xiaodong Deng, Oakland University

V.P. of Technology: Gene Fliedner, Oakland University

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Program Chair-Elect (2019): Eric Stein, Pennsylvania State Univ - Malvern

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VP Member Services: Carolyn Lamacchia, Bloomsburg University of Pennsylvania

VP Promotional Activities: Javad Paknejad, Hofstra University

VP Technology: Koray Ozpolat, University of Rhode Island

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Archivist: Jennifer Swanson, Stonehill College

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V.P. Member Services: Ali Nazemi, Roanoke College

V.P. Planning & Development: Mauro Falasca, East Carolina University

V.P. Publications: Shona Morgan, North Carolina A&T University

V.P. Student Services: Laquanda Leaven, North Carolina A&T University

V.P. Meetings: L. Drew Rosen, University of North Carolina Wilmington

V.P. Web Services: John O'Malley, Georgia Southern University

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Program Chair: Khaled Alshare, Qatar University

Program Chair-Elect: Matthew Lindsey, Stephen F. Austin State University

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VP- Finance: Michael Lane, Missouri Western State University

VP - Member Services: Gina Harden, Stephen F. Austin State University

VP - Student Liaison: Victor Prybutok, University of North Texas

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Regional Archivist: Mike Hanna, University of Houston- Clear Lake

WDSI

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Vice President and Program Chair Elect: Theodore Byrne, CSU Dominguez Hills

Vice President for Members Services: Salem Boumediene, Montana State University-Billings

Secretary Treasure: Sheldon Smith, Utah Valley University

Director of Information Systems: Khosrow Moshirvaziri, CSU Long Beach

OFFICERS OF OUR INTERNATIONAL REGIONAL SUBDIVISIONS

APDSI

President: Tritos Laosirihongthong, Thammasat University, Thailand

Past President: Daesik Hur, Yonsei University, Korea

President-Elect: Don Kerr, University of the Sunshine Coast, Australia

VP, Australiasia: Don Kerr, University of the Sunshine Coast, Australia

VP, At Large: Jiahua weng, Waseda University, Japan

EDSI

President: Gyula Vastag, Szechenyi University

Immediate Past President: Constantin Blome, University of Susex

President-Elect: Marco Sartor, University of Udine

European VP: Markku Kuula, Aalto University

VP South Europe: Sukran Atadeniz, Yeditepe University

VP North Europe: Bart MacCarthy, University of Nottingham

VP Technology: Jose Benitez, University of Granada

ISDSI

President: Abhijeet K. Digalwar, BITS, Pilani

Vice President: Ravi Kumar Jain, Symbiosis Institute of Business Management – India

Vice President (At Large): Ramachandran (Nat) Natarajan, Tennessee Tech University

Director: Bhimaraya A. Metri, Indian Institute of Management

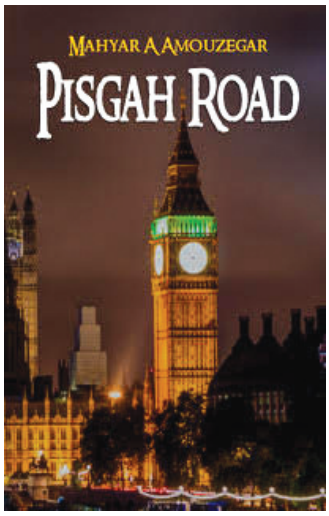
Director: Nilesh Berad, MET Institute of Management

HIDDEN TALENTS IN DSI

The Decision Sciences Institute has several thousand members teaching and conducting research in many diverse areas, from accounting to consumer behavior to marketing to technology and innovation. Our members publish hundreds of research articles each year, and from the outsiders point of view the topics and titles of these papers sound esoteric and dry and well, academic. However, many of our members also have other hidden talents and are engaged with the community at different levels. In our midst, we have talented artists, musicians, painters, poets and writers… As part of our new occasional series on hidden talents of our members, we have asked, what should we know about you that may not show up on your resume?

In the first of this series, we will focus on Dr. Mahyar Amouzegar who is currently Provost and Senior Vice President at the University of New Orleans. Mahyar is a long-time member of DSI who has served as a decision line area editor for several years and is a former president WDSI. He is an operations researcher with dozens of journals articles, books, and monographs on logistics, and national security policy matters. But what many of our DSI members may not know, Mahyar is also a published novelist of two books and a short story.

Mahyar's first book, A Dark Sunny Afternoon (http://amzn.to/2w4RvrT), is a psychological drama Set in jungles of Vietnam and a bucolic town in Pennsylvania, A Dark Sunny Afternoon is a psychological drama about Alfonso J. Al-Hakim who continues to be haunted by the accidental killing of an innocent peasant by his own hands decades earlier. The dead man refuses to stay where he has fallen and continues to speak to Alfonso in an earnest voice. Alfonso tries to dismiss the dead man as a figment of his imagination, yet the dead peasant does not leave Alfonso but instead accompanies him as an acquaintance who is relentless and at times overbearing. Twenty years later, Alfonso marries Julia Tench, an independent resolute woman. When they move to Wellsboro, Pennsylvania, the move does not bring the solace Alfonso seeks. The dead man insists Alfonso has made an error in his decision. He must make a choice, to kill the one he loves or kill the one he needs.



Mahyar's second novel, Pisgah Road (http://amzn.to/2tYFFzM), is set in the small town of Bend, Oregon and the megapolis of London, Pisgah Road is a bittersweet story of inner struggle of a man caught in a tumult of love, friendship and his ambivalent sense of duty to his country. Through one man's eyes, we explore both the strength and fragility of human interaction, as he endeavors to become whole and do good. Spanning the eighties and the nineties, with the ultimate test of his mettle and tangled within a web of espionage, the man confronts his grief and nostalgia, in one final trip to London.

If literary fiction is part of your reading repertoire and you would like to sample Mahyar's writing, you may read his short story, Tell Me More, for free at https://issuu.com/mamouzegar/docs/tell_me_more

OPEN POSITIONS AT HIGHER EDUCATION INSTITUTIONS

The Decision Sciences Institute website provides a listing of open academic positions. Below you will find Placement Listings for August - September 18. For more details on these and other position listings, as well as applicant listings, visit the DSI website – dsi-dev.org Ready to post a position? Guidelines on how to list your position can be found there as well.

POSTING DATE	INSTITUTION	LOCATION	JOB TITLE	JOB TYPE	AREA OF INTEREST
9/18/17	Adelphi University	Garden City, New York	Assistant Professor; Associate/Full Professor; Open Rank; etc.) - Visiting Asst/ Assoc Professor	Full-time, clinical; Full-time, lecturer; etc.) - Full Time, Temporary	Supply Chain Management; Logistics; Management Information Systems; Database Management
9/18/17	Penn State	Pennsylvania, USA	Assistant Professor in Business Administration	Faculty position	Tenure-Track, 36 weeks) to begin August 2018
9/18/17	Price College of Business at the University of Oklahoma, Norman.	Norman, Oklahoma	Assistant Professor; Associate/Full Professor; Open Rank; etc.) - Associate Professor	Full-time, tenure track; Full-time, clinical; Full-time, lecturer; etc.) - Tenure Track	Supply Chain Management; Logistics; Management Information Systems; Database Management; etc.) - Mangement Information Systems
9/18/17	The Citadel, The Military College of South Carolina	Charleston, SC	Assistant/Associate/Professor of Operations Management	Full-time; tenure track	Operations Management
9/15/17	U. S. Naval Postgraduate School	Monterey, CA, U.S.A.	Open Rank	Full-time, tenure track	Business Analytics, Applied Statistics, Business Modeling, Statistics, Operations Management or Supply Chain Management
9/15/17	Price College of Business at the University of Oklahoma, Norman.	Houston, TX, USA	Assistant Professor; Associate/Full Professor; Open Rank; etc.) - Associate Professor	Tenure Track	Supply Chain Management Logistics; Management Information Systems; Database Management; etc.) - MAngement Information Systems
9/15/17	Binghamton University, State University of New York	Binghamton, NY, USA	Assistant Professor of Business Analytics	Full-time, tenure track position	Business Analytics; Operations Management
9/15/17	Ivey Business School, Western University	London, Ontario, Canada	Faculty Position in Management Science (Data Science, Business Analytics)	Full Time	Management Science
9/14/17	HEC Montréal, Department of Logistics and Operations Management	Montreal, Canada	Open Rank	Full-time, tenure track;	Operations and Logistics Management
9/14/17	York University	Toronto Canada	Gordon Charlton Shaw Professorship in Management Science	Full-time	Management Science
9/14/17	York University	Toronto Canada	Assistant or Associate Professor of Operations Management and Information and Information Systems	Full-time	Operations Management and Information Systems (OMIS)
9/13/17	California State University East Bay	Hayward, CA, USA	Assistant/Associate Professor	Full-time, tenure track	Business Analytics
9/13/17	Trinity University	San Antonio, TX, USA	Assistant Professor	Full-time, tenure track	Business Analytics
9/12/17	University of North Carolina at Charlotte (UNCC)	Charlotte, NC USA	Full Professor	9-Mo Tenure-Track/ Tenured Faculty	Business Analytics
9/12/17	Penn State Smeal College of Business	University Park, PA	Associate/Assistant Professor	Tenured/Tenure Track	Supply Chain Management
9/11/17	Texas State University	San Marcos, TX, USA	Assistant/Associate Professor	Tenure track	Business Intelligence, Software Development, Project Management
9/7/17	Virginia Commonwealth University	Richmond, VA, USA	Assistant Professor	Full-time, tenure track	Supply Chain Management & Analytics
9/7/17	Cornell University	Ithaca, NY, USA	Tenure-Track Faculty Position - Service Operations Management	Full Time	Education / Teaching / Administration
9/7/17	New Mexico State University	Las Cruces, NM, USA	Assistant Professor	Full-Time, Tenure Track	Information Systems/Business Analytics

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POSTING DATE	INSTITUTION	LOCATION	JOB TITLE	JOB TYPE	AREA OF INTEREST
9/6/17	The University of Tulsa, Collins College of Business	Tulsa, OK	Assistant/Associate Professor	Full time faculty	Business Analytics
9/6/17	Richard Ivey School of Business, Western University	London, Ontario, Canada	Faculty Positions in Operations Management	Full Time	Operations Management
9/5/17	College of Audinting and Evaluation (Honors College) Nanjing Audit University	Nanjing, China	Assistant/Associate Professor	Full-Time,tenure track	Operations Research,Management Sciences, Decision Sciences,Operations Management
9/5/17	University of Wisconsin-Eau Claire	Eau Claire, WI, USA	Assistant/Associate Professor	Full-time, tenure track	Supply Chain Management
9/5/17	Monmouth University	New Jersey, USA	Open Rank Professor in Management	Full-time	Management and Decision Sciences
9/5/17	Saint Mary's College	California,USA	Assistant/Assoc Professor	Full-time	Supply Chain Management
9/5/17	Saint Mary's College	California,USA	Tenure-track faculty /Assistant or Associate Professor	Full- time	Business Analytics
9/5/17	University of Nebraska-Lincoln	Lincoln, NE, USA	Three Tenure-Track/Tenured Faculty Positions-Two Assistant Level and One Open Rank Tenured/Tenure Track	Full-time	Supply Chain Management and Analytics
9/5/17	Weber State University	Ogden, UT, USA	Assistant/Associate Professor	Full-Time, Tenure Track	Supply Chain Management
9/5/17	Texas A&M University	College Station, Texas, USA	Assistant Professor/Associate Professor-Assistant Clinical Professor-Associate-Full Professor Lecturer, Senior Lecturer, Executive Professor	Full-time	Supply Chain Management
8/27/17	Adelphi University	Garden City, NY, USA	Visiting Assistant/Associate Professor	Full-Time	Decision Sciences
8/27/17	Saginaw Valley State University	Saginaw, MI, USA	Instructor	One-Year Temporary	Accounting
8/25/17	Haslam College of Business, The University of Tennessee	Knoxville, TN, USA	Assistant/Associate Professor	Full-Time, Tenure Track	Supply Chain Management
8/25/17	Loyola University Maryland	Baltimore, MD, USA	Assistant Professor	Tenure Track	Information Systems
8/25/17	University College Dublin	Dublin, Ireland	Assistant Professor	Permanent	Management
8/24/17	University of Kansas	Lawrence, KS	Assistant/Associate Professor	Full-time	Business Analytics
8/24/17	Henderson State University	Arkadelphia, AR, USA	Open Rank Professor	Full-time, tenure track	Business Analytics
8/23/17	Auburn University	Auburn, AL, USA	Assistant Professor/Associate Professor	Full-time,tenure track	Supply Chain Management
8/23/17	Fairfield University	Fairfield, CT USA	Assistant Professor	Full-time, tenure track	Information Systems and Operations Management
8/23/17	The University of Washington	Tacoma, WA, USA	Assistant/Associate Professor Assistant-Associate_ Business Analytics (1)	Tenure Track Full Time	Analytics
8/22/17	Utah State University	Logan, UT, USA	Assistant/Associate Professor	Full-Time, Tenure Track	Operations Management
8/22/17	University of Houston	Houston, TX, USA	Faculty	Tenure-track faculty	Business Analytics/Management Information Systems/Supply Chain Management
8/21/17	University of Wisconsin Oshkosh	Oshkosh, WI, USA	Assistant Professor	Full-Time, Tenure Track	Supply Chain Management
8/21/17	The Ohio State University	Columbus, OH,USA	Senior Assistant/Associate Full Professor	Full-time	Supply Chain Risk and Resilience
8/21/17	New Mexico State University	Las Cruces, NM, USA	Lecturer	Full-Time, Non-Tenure Track	Information Systems
8/20/17	Wake Forest University	Winston-Salem, NC, USA	Assistant/Associate Professor	Tenure-Track	Operations Management

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POSTING DATE	INSTITUTION	LOCATION	JOB TITLE	JOB TYPE	AREA OF INTEREST
8/20/17	Wake Forest University	Winston-Salem, NC, USA	Teaching Professor or Professor of the Practice	Clinical Position	Operations Management, Project Management
8/20/17	Ivey Business School, Western University	London, Ontario, Canada	Open Rank	Tenure Track	Sustainability – any business discipline
8/16/17	The Ohio State University	Columbus, OH,USA	Assistant Professor	Full-time	Operations Management
8/16/17	The Ohio State University	Columbus, OH,USA	Assistant/Associate Professor	Full-time	Safe and Sustainable Food Value Chains
8/16/17	The Ohio State University	Columbus, OH,USA	Clinical Assistant Professor	Full-time	Operations Management
8/15/17	Villanova University	Villanova, PA, USA	Assistant/Associate Professor	Full-time, tenure track	Analytics
8/14/17	The University of North Carolina at Greensboro	Greensboro, NC, USA	Assistant Professor of Supply Chain/Operations	Full-time, tenure-track	Operations/Supply Chain Management/Operations Research/Management Science
8/14/17	Iowa State University College of Business	Ames, IA, USA	Assistant Professor	Full-time, tenure track	Supply Chain Management
8/13/17	Loyola University Maryland	Baltimore, MD, USA	Assistant/Associate Professor	Full-Time, Tenure Track	Information Systems
8/12/17	Southern Illinois University Edwardsville	Edwardsville, IL, USA	Assistant Professor	Full-Time, Tenure Track	Operations Management, Supply Chain Management
8/12/17	Seton Hall University	South Orange, NJ	Term Faculty	Full-Time	Information Technology
8/10/17	University of West Georgia	Carrollton, GA, USA	Assistant Professor	Full-Time, Tenure Track	Management Information Systems
8/10/17	Virginia Tech	Blacksburg, VA, USA	Open Rank	Full-Time, Tenure Track	Operations and Supply Chain Management, Information Technology
8/9/17	Miami University (OH)	Oxford, OH, USA	Assistant/Associate Professor - Analytics (2 Positions)	Tenure track, full time	Analytics
8/8/17	University of Dayton	Dayton, OH, USA	Assistant Professor	Full-Time, Tenure Track	Decision Sciences/Business Analytics
8/7/17	University of Victoria	Victoria, BC, Canada	Assistant Professor	Full-Time, Tenure Track	Operations Management
8/7/17	California State Polytechnic University, Pomona	Pomona, CA, USA	Assistant Professor	Full-Time, Tenure Track	Operations Management, Supply Chain, E-Business
8/7/17	Florida International University	Miami, FL, USA	Instructor	Non-Tenure Track	Operations Management
8/6/17	University of Illinois at Urbana-Champaign	Champaign IL, USA	Faculty	Non-Tenure Track	Operations Management
8/5/17	Penn State Erie, The Behrend College	Erie, PA, USA	Assistant Professor	Full-Time, Tenure Track	Management Information Systems
8/4/17	State University of New York at New Paltz	New Paltz, NY, USA	Assistant Professor	Full-Time, Tenure Track	Business Analytics
8/4/17	Saginaw Valley State University	Saginaw, MI, USA	Assistant Professor	Full-Time	Education / Teaching / Administration
8/4/17	The University of Auckland	Auckland, New Zealand	Senior Lecturer/Associate Professor	Full-Time	Business Analytics
8/4/17	Clarkson University	Potsdam, NY, USA	Assistant Professor	Full-Time, Tenure Track	Supply Chain Management

PAST PRESIDENTS

2010 - CURRENT

2016–2017	Funda Sahin, University of Houston
2015–2016	Morgan Swink, Texas Christian University
2014–2015	Marc Schniederjans, Deceased
2013–2014	Maling Ebrahimpour, University of South Florida, St. Petersburg
2012–2013	E. Powell Robinson, Jr., University of Houston
2011–2012	Krishna S. Dhir, Berry College
2010–2011	G. Keong Leong, University of Nevada, Las Vegas
2009–2010	Ram Narasimhan, Michigan State University

2000 – 2009

2008–2009	Norma J. Harrison, Macquarie Graduate School of Management
2007–2008	Kenneth E. Kendall, Rutgers University
2006–2007	Mark M. Davis, Bentley University
2005–2006	Thomas E. Callarman, China Europe International Business School
2004–2005	Gary L. Ragatz, Michigan State University
2003–2004	Barbara B. Flynn, Indiana University
2002–2003	Thomas W. Jones, University of Arkansas–Fayetteville
2001–2002	F. Robert Jacobs, Indiana University–Bloomington
2000–2001	Michael J. Showalter, Florida State University
1999–2000	Lee J. Krajewski, University of Notre Dame

1990–1999

1998–1999	Terry R. Rakes, Virginia Tech
1997–1998	James R. Evans, University of Cincinnati
1996–1997	Betty J. Whitten, University of Georgia
1995–1996	John C. Anderson, University of Minnesota–Twin Cities
1994–1995	K. Roscoe Davis, University of Georgia
1993–1994	Larry P. Ritzman, Ohio State University
1992–1993	William C. Perkins, Indiana University–Bloomington
1991–1992	Robert E. Markland, University of South Carolina
1990–1991	Ronald J. Ebert, University of Missouri–Columbia
1989–1990	Bernard W. Taylor, III, Virginia Tech

1981 – 1989

1989–1990	Bernard W. Taylor, III, Virginia Tech
1988–1989	William L. Berry, Ohio State University
1987–1988	James M. Clapper, Aladdin TempRite
1986–1987	William R. Darden, Deceased
1985–1986	Harvey J. Brightman, Georgia State University
1984–1985	Sang M. Lee, University of Nebraska–Lincoln
1983–1984	Laurence J. Moore, Virginia Tech
1982–1983	Linda G. Sprague, China Europe International Business School
1981–1982	Norman L. Chervany, University of Minnesota–Twin Cities
1979–1981	D. Clay Whybark, University of North Carolina–Chapel Hill

DSI FOUNDED – 1979

1978–1979	John Neter, University of Georgia
1977–1978	Charles P. Bonini, Stanford University
1976–1977	Lawrence L. Schkade, University of Texas–Arlington
1975–1976	Kenneth P. Uhl, Deceased
1974–1975	Albert J. Simone, Rochester Institute of Technology
1973–1974	Gene K. Groff, Georgia State University
1972–1973	Rodger D. Collons, Drexel University
1971-1972	George W. Summers, Deceased
1969-1971	Dennis E. Grawoig, Deceased

DSI FELLOWS

Adam, Everett E., Jr.
Anderson, John C.
Benson, P. George
Beranek, William
Berry, William L.
Bonini, Charles P.
Brightman, Harvey J.
Buffa, Elwood S.*
Cangelosi, Vincent*
Carter, Phillip L.
Chase, Richard B.
Chervany, Norman L.
Clapper, James M.
Rodger D. Collons
Couger, J. Daniel*
Cummings, Larry L.*
Darden, William R.*
Davis, K. Roscoe
Davis, Mark M.
Day, Ralph L.*
Digman, Lester A.
Dock, V. Thomas
Ebert, Ronald J.
Ebrahimpour, Maling
Edwards, Ward
Evans, James R.
Fetter, Robert B.
Flores, Benito E.
Flynn, Barbara B.
Franz, Lori S.
Ghosh, Soumen
Glover, Fred W.
Gonzalez, Richard F.
Grawoig, Dennis E.*
Green, Paul E.
Groff, Gene K.
Gupta, Jatinder N.D.
Hahn, Chan K.
Hamner, W. Clay
Hayya, Jack C.
Heineke, Janelle
Hershauer, James C.
Holsapple, Clyde
Horowitz, Ira
Houck, Ernest C.*
Huber, George P.
Jacobs, F. Robert
Jones, Thomas W.
Kendall, Julie E.
Kendall, Kenneth E.
Keown, Arthur J.
Khumawala, Basheer M.
Kim, Kee Young
King, William R.
Klein, Gary
Koehler, Anne B.
Krajewski, Lee J.
LaForge, Lawrence
Latta, Carol J.*
Lee, Sang M.
Luthans, Fred
Mabert, Vincent A.
Malhotra, Manoj K.
Malhotra, Naresh K.
Markland, Robert E.
McMillan, Claude *
Miller, Jeffrey G.
Monroe, Kent B.
Moore, Laurence J.
Moskowitz, Herbert
Narasimhan, Ram
Neter, John
Nutt, Paul C.
Olson, David L.
Perkins, William C.
Peters, William S.
Philippatos, George C.
Ragsdale, Cliff T.
Raiffa, Howard *
Rakes, Terry R.
Reinmuth, James R.
Ritzman, Larry P.
Roth, Aleda V.
Sanders, Nada
Schkade, Lawrence L.
Schniederjans, Marc J. *
Schriber, Thomas J.
Schroeder, Roger G.
Simone, Albert J.
Slocum, John W., Jr.
Smunt, Timothy
Sobol, Marion G.
Sorensen, James E.
Sprague, Linda G.*
Steinberg, Earle
Summers, George W.*
Tang, Kwei
Taylor, Bernard W., III
Troutt, Marvin D.
Uhl, Kenneth P.*
Vakharia, Asoo J.
Vazsonyi, Andrew*
Voss, Christopher A.
Ward, Peter T.
Wasserman, William *
Wemmerlov, Urban
Wheelwright, Steven C.
Whitten, Betty J.
Whybark, D. Clay
Wicklund, Gary A.
Winkler, Robert L.
Woolsey, Robert E. D.
Wortman, Max S., Jr.*
Zmud, Robert W.

*Deceased

In order for the nominee to be considered, the nominator must submit in electronic form a full vita of the nominee along with a letter of nomination which highlights the contributions made by the nominee in research, teaching and/or administration and service to the Institute. Nominations must highlight the nominee's contributions and provide appropriate supporting information which may not be contained in the vita. A candidate cannot be considered for two consecutive years.

Send nominations to:
Chair of the Fellows Committee Decision Sciences Institute
C.T. Bauer College of Business 334 Melcher Hall, Suite 325
Houston, TX 77204-6021
info@decisionsciences.org

INSTITUTE CALENDAR

2017

November 18 – 20	DSI National Annual Meeting Washington Hilton, Washington, D.C.
December 27 – 30	Indian Subcontinent DSI Annual Meeting Tiruchirappalli, Tamil Nadu, India

2018

February 21 – 23	Southeast DSI Annual Meeting Wilmington, NC
March 7 – 10	Southwest DSI Annual Meeting Albuquerque, NM
April 3 – 6	Western DSI Annual Meeting Kauai, Hawaii
April 12 – 14	Midwest DSI Annual Meeting Indianapolis, IN
April 12 – 14	Northeast DSI Annual Meeting Providence, RI
June 3 – 6	European DSI Annual Meeting Venice and Udine, Italy
July 16 -20	Asia-Pacific DSI Annual Meeting Bangkok, Thailand

Visit the DSI website for details on these upcoming events.

MEMBERSHIP RATES

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Turks and Caicos Islands
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Djibouti
Dominica
Dominican Republic
Ecuador
Egypt
El Salvador
Equatorial Guinea
Eritrea
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Guinea-Bissau
Guyana
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Macedonia
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Palau
Panama
Papua New Guinea
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Peru
Phillippines
Poland
Portugal
Puerto Rico
Romania
Russia
Rwanda
Saint Helena, Ascension, and Tristan da Cunha
Saint Kitts and Nevis
Saint Lucia
Saint Vincent and the Grenadines
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Sao Tome and Principe
Senegal
Serbia
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Sierra Leone
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Syria
Tajikistan
Tanzania
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Timor-Leste
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Tokelau
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Tunisia
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