

# MENDOZA FACULTY RESEARCH

## 2018–2021

A select list of research published in top academic journals.

### ACCOUNTANCY

#### **Brad Badertscher, Deloitte and Touche Professor of Accountancy**

“Private Firm Investment and Public Peer Valuation and Sentiment” (with Devin Shanthikumar, Siew Hong Teoh), *The Accounting Review*, 2019

“Conforming Tax Avoidance and Capital Market Pressure” (with Sharon Katz, Sonja Rego, Ryan Wilson), *The Accounting Review*, 2019

“The Market Reaction to Bank Regulatory Reports” (with Jeffery Burks, Peter Easton), *Review of Accounting Studies*, 2018

“Private Ownership and the Cost of Debt: Evidence from the Bond Market” (with Dan Givoly, Sharon Katz, Hanna Lee), *Management Science*, 2018

#### **Erik Beardsley, Assistant Professor**

“How Do Audit Offices Respond to Audit Fee Pressure? Evidence of Increased Focus on Nonaudit Services and Their Impact on Audit Quality” (with Dennis Lassila, Thomas Omer), *Contemporary Accounting Research*, 2019

#### **Jeffery Burks, Thomas and Therese Grojean Family Associate Professor of Accountancy**

“The Materiality of Accounting Errors: Evidence from SEC Comment Letters” (with Andrew A. Acito, W. Bruce Johnson), *Contemporary Accounting Research*, 2019

“Competition and Voluntary Disclosure: Evidence from Deregulation in the Banking Industry” (with Christine Cuny, Joseph Gerakos, Joao Granja), *Review of Accounting Studies*, 2018

“The Market Reaction to Bank Regulatory Reports” (with Brad Badertscher, Peter Easton), *Review of Accounting Studies*, 2018

#### **John Donovan, Assistant Professor**

“Income Smoothing and the Usefulness of Earnings for Monitoring in Debt Contracting” (with Peter Demerjian, Melissa Lewis-Western), *Contemporary Accounting Research*, 2020

#### **Peter Easton, Notre Dame Alumni Professor of Accountancy**

“The Market Reaction to Bank Regulatory Reports” (with Brad Badertscher, Jeffery Burks), *Review of Accounting Studies*, 2018

#### **Andrew Imdieke, Assistant Professor**

“Audit Quality and the Revival of Large Consulting Practices at the Big 4” (with Dain C. Donelson, Matthew Ege), *Accounting, Organizations, and Society*, 2020

“On the Relationship Between Insider Trading and Going Concern Opinions” (with Nicholas Hallman, Kyonghee Kim, Raynolde Pereira), *Auditing: A Journal of Practice and Theory*, 2020

#### **Zachary Kowaleski, Assistant Professor**

“Auditors are Known by the Companies They Keep” (with Jonathan A. Cook, Michael Minnis, Andrew G. Sutherland, Karla M. Zehms), *Journal of Accounting and Economics*, 2020

“Can Ethics be Taught? Evidence from Securities Exams and Investment Adviser Misconduct” (with Andrew G. Sutherland, Felix Vetter), *Journal of Financial Economics*, 2020

“The Impact of Consulting Services on Audit Quality: An Experimental Approach” (with Amy C. Tegeler, Brian W. Mayhew), *Journal of Accounting Research*, 2018

#### **Stephannie Larocque, Notre Dame Associate Professor of Accountancy**

“Are Earnings Forecasts Informed by Proxy Statement Compensation Disclosures?” (with Melissa Martin, Beverly Walther), *Contemporary Accounting Research*, 2020

#### **Sandra Vera-Muñoz, Associate Professor**

“Communicating Assurance Using Practitioner-customized Procedures: An Experiment and Emerging Research Opportunities” (with Lisa M. Gaynor, William R. Kinney Jr.), *Auditing: A Journal of Practice and Theory*, 2020

#### **Hal White, Vincent and Rose Lizzadro Professor of Accountancy**

“Information Overload and Disclosure Smoothing” (with Kimball Chapman, Nayana Reiter, Chris Williams), *Review of Accounting Studies*, 2019

“Disclosure Incentives when Competing Firms Have Common Ownership” (with Jihwon Park, Jalai Sani, Nemit Shroff), *Journal of Accounting and Economics*, 2019

“Investor Relations and Information Assimilation” (with Kimball Chapman, Greg Miller), *The Accounting Review*, 2019

### FINANCE

#### **Robert Battalio, Professor**

“Do (Should) Brokers Route Standing Limit Orders to Options Exchanges that Purchase Order Flow?” (with Todd Griffith, Robert Van Ness), *Journal of Financial and Quantitative Analysis*, 2020

#### **Jeffrey Bergstrand, Professor**

“Heterogeneous Effects of Economic Integration Agreements” (with Scott Baier, Matthew Clance), *Journal of Developmental Economics*, 2018

#### **Martijn Cremers, Bernard J. Hank Professor of Finance**

“Benchmark Discrepancies and Mutual Fund Performance Evaluation” (with Jon Fulkerson, Tim Riley), *Journal of Financial and Quantitative Analysis*, forthcoming

“Treasury Yield Implied Volatility and Real Activity” (with Matthias Fleckenstein, Priyank Ghandi), *Journal of Financial Economics*, 2020

“Short-term Institutions, Analyst Recommendations, and Mispricing: The Role of Higher-order Beliefs” (with Ankur Pareek, Zacharias Sautner), *Journal of Accounting Research*, 2020

“Short-term Investors, Long-term Investments, and Firm Value: Evidence from Russell 2000 Index Inclusions” (with Ankur Pareek, Zacharias Sautner), *Management Science*, 2020

#### **Zhi Da, Howard J. and Geraldine F. Korth Professor of Finance**

“Extrapolative Beliefs in the Cross-section: What Can We Learn from Crowds?” (with Lawrence Jin, Xing Huang), *Journal of Financial Economics*, 2021

“Information Consumption and Asset Pricing” (with Azi Ben-Raphael, Bruce Carlin, Ryan Israelsen), *Journal of Finance*, 2021

“Investment in a Smaller World: The Implications of Air Travel for Investors and Firms” (with Umit Gurun, Bin Li, Mitch Warachka), *Management Science*, 2021

“Hedging Demand and Market Intraday Momentum” (with Guido Baltussen, Sten Lammers, Martin Martens), *Journal of Financial Economics*, 2020

“Harnessing the Wisdom of Crowds” (with Huang Zing), *Management Science*, 2020

“Arbitrage Trading: The Long and Short of It” (with Yong Chen, Dayong Huang), *Review of Financial Studies*, 2019

“Indexing and Stock Market Serial Dependence Around the World” (with Guido Baltussen, Sjoerd van Bakkum), *Journal of Financial Economics*, 2019

“Destabilizing Financial Advice: Evidence from Pension Fund Reallocations” (with Borja Larrain, Clemens Sialm, Jose Tessada), *Review of Financial Studies*, 2018

“Fiscal Policy, Consumption Risk, and Stock Returns: Evidence from U.S. States” (with Hayong Yun, Mitch Warachka), *Journal of Financial and Quantitative Analysis*, 2018

#### **Margaret Forster, Teaching Professor**

“Corporate Governance and Pollution Externalities of Public and Private Firms” (with Sophie Shive), *Review of Financial Studies*, 2020

#### **Pengjie Gao, Professor**

“Financing Goes Dark: Local Newspaper Closure and Public Finance” (with Chang Lee, Dermot Murphy), *Journal of Financial Economics*, 2020

“What’s in a (School) Name? Racial Discrimination in Higher Education Bond Markets” (with Casey Dougal, Bill Mayhew, Chris Parsons), *Journal of Financial Economics*, 2019

“Municipal Borrowing Costs and State Policies for Distressed Municipalities” (with Chang Lee, Dermot Murphy), *Journal of Financial Economics*, 2019

“Do Hedge Funds Exploit Rare Disaster Concerns?” (with George Gao, Zhaogang Song), *Review of Financial Studies*, 2018

#### **Ben Golez, Associate Professor**

“Four Centuries of Return Predictability” (with Peter Koudijs), *Journal of Financial Economics*, 2018

“Financial Market Misconduct and Public Enforcement: The Case of Libor Manipulation” (with Priyank Gandhi, Jens Carsten Jackwerth, Alberto Plazzi), *Management Science*, 2019

#### **Huaizhi Chen, Assistant Professor**

“Don’t Take Their Word for It: The Misclassification of Bond Mutual Funds” (with Lauren Cohen, Umit Gurun), *Journal of Finance*, 2020

“IQ from IP: Simplifying Search in Portfolio Choice” (with Lauren Cohen, Umit Gurun, Dong Lou, and Christopher Malloy), *Journal of Financial Economics*, 2020

#### **Peter Kelly, Assistant Professor**

“Earnings Announcement Return Extrapolation” (with Aytekin Ertan, Stephen A. Karolyi, Robert C. Stoumbos), *Review of Accounting Studies*, 2020

“The Information Content of Realized Losses,” *Review of Financial Studies*, 2018

#### **John Loudis, Assistant Professor**

“The Conditional Expected Market Return” (with Fousseni Chabi-Yo), *Journal of Financial Economics*, 2020

#### **Sophie Shive, Viola D. Hank Associate Professor of Finance**

“Corporate Governance and Pollution Externalities of Public and Private Firms” (with Margaret Forster), *Review of Financial Studies*, 2020

“Pricing Kernel Monotonicity and Conditional Information” (with Matthew Linn, Tyler Shumway), *Review of Financial Studies*, 2018

#### **Jun Yang, Assistant Professor**

“Deposit-lending Synergies: Evidence from Chinese Students at U.S. Universities,” *Journal of Financial and Quantitative Analysis*, 2020

#### **Rafael Zambrana, Assistant Professor**

“Asset Management and Financial Conglomerates: Attention Through Stellar Funds,” *Management Science*, 2020

“A Tale of Two Types: Generalists vs. Specialists in Asset Management,” (with Fernando Zapatero), *Journal of Financial Economics*, 2020

“Competition and Cooperation in Mutual Fund Families” (with Richard B. Evans, Melissa Porras Prado), *Journal of Financial Economics*, 2020

“Management Sub-advising in the Mutual Fund Industry” (with David Moreno, Rosa Rodríguez), *Journal of Financial Economics*, 2018

#### **Michal Zator, Visiting Assistant Professor**

“Morale and Debt Dynamics” (with Daniel Barron, Jin Li), *Management Science*, 2020



## IT, ANALYTICS, AND OPERATIONS

**Ahmed Abbasi, Joe and Jane Giovanini Professor of IT, Analytics, and Operations**

“The Phishing Funnel Model: A Design Artifact to Predict User Susceptibility to Phishing Websites” (with **David Dobolyi**, Anthony Vance, Fatemeh Mariam Zahedi), *Information Systems Research*, 2021

“Deep Learning for Adverse Event Detection from Web Search” (with Faizan Ahmad, Donald A. Adjeroh, Brent Kitchens, Daniel Zeng), *IEEE Transactions on Knowledge and Data Engineering*, 2020

“Path to Purpose? How Online Customer Journeys Differ for Hedonic versus Utilitarian Purchases” (with Jingjing Li, Amar Cheema, Linda B. Abraham), *Journal of Marketing*, 2020

“TheoryOn: A Design Framework and System for Unlocking Behavioral Knowledge through Ontology Learning” (with Jingjing Li, Kai Larsen), *MIS Quarterly*, 2020

“A Deep Learning Architecture for Psychometric Natural Language Processing” (with Faizan Ahmad, Jingjing Li, **David Dobolyi**, Richard G. Netemeyer, Gari D. Clifford, Hsinchun Chen), *ACM Transactions on Information Systems*, 2020

“Don’t Mention It? Analyzing User-generated Content Signals for Early Adverse Event Warnings” (with Jingjing Li, Donald Adjeroh, Marie Abate, Wanhong Zheng), *Information Systems Research*, 2019

“Advanced Customer Analytics: Strategic Value Through Integration of Relationship-Oriented Big Data” (with Brent Kitchens, David Dobolyi, Jingjing Li), *Journal of Management Information Systems*, 2018

“Text Analytics to Support Sense-making in Social Media: A Language-Action Perspective” (Yili Zhou, Shasha Deng, Pengzhu Zhang), *MIS Quarterly*, 2018

“The State-of-the-Art in Twitter Sentiment Analysis: A Review and Benchmark Evaluation” (with David Zimbra, Daniel Zeng, Hsinchun Chen), *ACM Transactions on Management Information Systems*, 2018

**Corey Angst, Professor of IT, Analytics, and Operations**

“Too Good to Be True: Firm Social Performance and the Risk of Data Breach” (with Idris Adjerid, John D’Arcy, Ante Glavas), *Information Systems Research*, 2020

“How Does the Implementation of Enterprise Information Systems Affect a Professional’s Mobility? An Empirical Study” (with Brad N. Greenwood, Kartik K. Ganju), *Information Systems Research*, 2019

“Reducing Healthcare Spending through Electronic Information Exchange: The Role of Incentives and Exchange Maturity” (with Idris Adjerid, Julia Adler-Milstein), *Information Systems Research*, 2018

**Nicholas Berente, Viola D. Hank Associate Professor of IT, Analytics, and Operations**

“Team Design Thinking, Product Innovativeness, and the Moderating Role of Problem Unfamiliarity” (with Varun Nagaraj, Kalle Lyytinen, James Gaskin), *Journal of Product Innovation Management*, 2020

“Data-Driven Computationally-Intensive Theory Development” (with Stefan Seidel, Hani Safadi), *Information Systems Research*, 2019

“Institutional Logics and Pluralistic Responses to Enterprise System Implementation: A Qualitative Meta-Analysis” (with Kalle Lyytinen, Youngjin Yoo, Chris Maurer), *MIS Quarterly*, 2019

“Autonomous Tools & Design Work: A Triple-Loop Approach to Human-Machine Learning” (with Stefan Seidel, Aron Lindberg, Kalle Lyytinen, Jeffrey V. Nickerson), *Communications of the ACM*, 2019

**Francis Bilson Darku, Assistant Research Professor** “Sequential Accuracy in Parameter Estimation for Population Correlation Coefficients” (with **Ken Kelley**, Bhargab Chattopadhyay), *Psychological Methods*, 2019

“Accuracy in Parameter Estimation for a General Class of Effect Sizes: A Sequential Approach” (with **Ken Kelley**, Bhargab Chattopadhyay), *Psychological Methods*, 2018

**Sarv Devaraj, Fred V. Duda Professor of Business**

“It’s About Time – A Longitudinal Adaptation Model of High-Performance Work Teams” (with Kaifeng Jiang), *Journal of Applied Psychology*, 2019

**David Dobolyi, Assistant Research Professor**

“The Phishing Funnel Model: A Design Artifact to Predict User Susceptibility to Phishing Websites” (with **Ahmed Abbasi**, Anthony Vance, Fatemeh Mariam Zahedi), *Information Systems Research*, 2021

“A Deep Learning Architecture for Psychometric Natural Language Processing” (with **Ahmed Abbasi**, Faizan Ahmad, Jingjing Li, Richard G. Netemeyer, Gari D. Clifford, Hsinchun Chen), *ACM Transactions on Information Systems*, 2020

“Advanced Customer Analytics: Strategic Value Through Integration of Relationship-Oriented Big Data” (with **Ahmed Abbasi**, Brent Kitchens, Jingjing Li), *Journal of Management Information Systems*, 2018

**Robert Easley, Professor of Information Technology, Analytics, and Operations** “Data-Driven Sports Ticket Pricing for Multiple Sales Channels with Heterogeneous Customers” (with Hayri Alper Arslan, Ruxian Wang, Ovunc Yilmaz), *Manufacturing & Service Operations Management*, forthcoming

“From Network Neutrality to Data Neutrality: A Techno-Economic Framework and Research Agenda” (with **Hong Guo**, Jan Kraemer), *Information Systems Research*, 2018

**Krista Foster, Assistant Professor**

“The Effect of Cancelled Appointments on Outpatient Clinic Operations” (with Shannon L. Harris, Jerrold H. May, Luis G. Vargas), *European Journal of Operational Research*, 2020

“Leveraging Big Data to Balance New Key Performance Indicators in Emergency Physician Management Networks” (with Pooja Penninti, Jennifer Shang, Sunder Kekre, Gajanan G. Hegde, Arvind Venkat), *Production and Operations Management*, 2018

“Provider and Practice Factors Associated with Emergency Physicians’ Being Named in a Malpractice Claim” (with Jestin Carlson, Jesse Pines, Christopher Corbit, Michael Ward, Muhammad Zia Hydari, Arvind Venkat), *Annals of Emergency Medicine*, 2018

**Hong Guo, Professor** “Provisioning Disaster Management Systems with Resource Spillovers” (with Yipeng Liu, Barrie R. Nault), *MIS Quarterly*, 2021

“Selling Virtual Currency in Digital Games: Implications on Gameplay and Social Welfare” (with Lin Hao, Tridas Mukhopadhyay, **Daewon Sun**), *Information Systems Research*, 2019

“Cross-market Integration and Sabotage” (with Yabing Jiang, Arthur Lim, Asoo J. Vakharia), *Production and Operations Management*, 2019

“Economic Analysis of Reward Advertising” (with **Xuying Zhao**, Lin Hao, De Liu), *Production and Operations Management*, 2019

“Retail Clusters in Developing Economies” (with **Xuying Zhao**, Arthur Lim, Chao Ding, Jing-Sheng Song), *Manufacturing & Service Operations Management*, 2019

“From Net Neutrality to Data Neutrality: A Techno-economic Framework and Research Agenda” (with **Robert Easley**, Jan Krämer), *Information Systems Research*, 2018

**Ken Kelley, Edward F. Sorin Society Professor of IT, Analytics, and Operations**

“Indirect Effects in Sequential Mediation Models: Evaluating Methods for Hypothesis Testing and Confidence Interval Formation” (with Davood Tofighi), *Multivariate Behavioral Research*, 2020

“Improved Inference in Mediation Analysis: Introducing the Model-based Constrained Optimization Procedure” (with Davood Tofighi), *Psychological Methods*, 2020

“Sequential Accuracy in Parameter Estimation for Population Correlation Coefficients” (with **Francis Bilson Darku**, Bhargab Chattopadhyay), *Psychological Methods*, 2019

“Fixed Effects Models Versus Mixed Effects Models for Clustered Data: Reviewing the Approaches, Disentangling the Differences, and Making Recommendations” (with Daniel McNeish), *Psychological Methods*, 2019

“A Novel Measure of Effect Size for Mediation Analysis” (with Mark J. Lachowicz, Kristopher J. Preacher), *Psychological Methods*, 2018

“Accuracy in Parameter Estimation for a General Class of Effect Sizes: A Sequential Approach” (with **Francis Bilson Darku**, Bhargab Chattopadhyay), *Psychological Methods*, 2018

**John Lalor, Assistant Professor** “Detecting Hypoglycemia Incidents Reported in Patients’ Secure Messages: Using Cost-sensitive Learning and Oversampling to Reduce Data Imbalance” (with Jinying Chen, Weisong Liu, Emily Druhl, Edgard Granillo, Varsha G. Vimalananda, Hong Yu), *Journal of Medical Internet Research*, 2019

“Improving Electronic Health Record Note Comprehension with NoteAid: Randomized Trial of Electronic Health Record Note Comprehension Interventions with Crowdsourced Workers” (with Beverly Woolf, Hong Yu), *Journal of Medical Internet Research*, 2019

“ComprehENotes, an Instrument to Assess Patient Reading Comprehension of Electronic Health Record Notes: Development and Validation” (with Hao Wu, Li Chen, Kathleen M. Mazor, Hong Yu), *Journal of Medical Internet Research*, 2018

**Kirsten Martin, William P. and Hazel B. White Center Professor of Technology Ethics**

“Privacy, Trust, and Governance (or are Privacy Violations Akin to Insider Trading?),” *Washington University Law Review*, 2019

**Shawn Qu, Assistant Professor** “Optimal Market Entry Timing for Successive Generations of Technological Innovations” (with Zhengrui Jiang, Dipak C. Jain), *MIS Quarterly*, 2019

“A Time-Based Dynamic Synchronization Policy for Consolidated Database Systems” (with Zhengrui Jiang), *MIS Quarterly*, 2019

**Yoonseock Son, Assistant Professor**

“When Loyalty Goes Mobile: Effects of Mobile Loyalty Apps on Purchase, Redemption, and Competition” (with Wonseok Oh, Sang Pil Han, Sungho Park), *Information Systems Research*, 2020

“Impact of Customers’ Digital Banking Adoption on Hidden Defection: A Combined Analytical-Empirical Approach” (with Hyeokkoo Eric Kwon, Giri K. Tayi, Wonseok Oh), *Journal of Operations Management*, 2019

**Sriram Somanchi, Assistant Professor** “Discovering Anomalous Patterns in Large Digital Pathology Images” (with Daniel B. Neill, Anil V. Parwani), *Statistics in Medicine*, 2018

**Daewon Sun, Professor** “Responsible Sourcing Under Asymmetric Information: Price Signaling vs. Supplier Disclosure” (with Lusheng Shao, Jennifer K. Ryan), *Decision Sciences*, 2020

“Selling Virtual Currency in Digital Games: Implications on Gameplay and Social Welfare” (with **Hong Guo**, Lin Hao, Tridas Mukhopadhyay), *Information Systems Research*, 2019

“Incentive-Compatible in Dominant Strategies Mechanism Design for an Assembler under Asymmetric Information” (with ZhaoLin Li, Jennifer K. Ryan, Lusheng Shao), *Production and Operations Management*, 2019

**Kaitlin Wowak, Assistant Professor** “Hiding in the Herd: The Product Recall Clustering Phenomenon” (with Ujjal K. Mukherjee, George P. Ball, Karthik V. Natarajan, Jason W. Miller), *Manufacturing & Service Operations Management*, 2020

“The Influence of Female Directors on Product Recall Decisions” (with George P. Ball, Corinne Post, David J. Ketchen Jr.), *Manufacturing & Service Operations Management*, 2020

“Product Competition, Managerial Discretion, and Manufacturing Recalls in the U.S. Pharmaceutical Industry” (with George P. Ball, Rachna Shah), *Journal of Applied Psychology*, 2019

**Xuying Zhao, Associate Professor** “Pre-order Price Guarantee in E-commerce” (with Zhan Pang, Wenqiang Xiao), *Manufacturing & Service Operations Management*, 2021

“Economic Analysis of Reward Advertising” (with **Hong Guo**, Lin Hao, De Liu), *Production and Operations Management*, 2019

“Retail Clusters in Developing Economies” (with Arthur Lim, **Hong Guo**, Chao Ding, Jing-Sheng Song), *Manufacturing & Service Operations Management*, 2019

**Zifeng Zhao, Assistant Professor** “Knowledge Learning of Insurance Risks Using Dependence Models” (with Peng Shi, Xiaoping Feng), *INFORMS Journal on Computing*, 2020

“Time Series Analysis of COVID-19 Infection Curve: A Change-point Perspective” (with Feiyu Jianga, Xiaofeng Shao), *Journal of Econometrics*, 2020

“Regression for Copula-linked Compound Distributions with Applications in Modeling Aggregate Insurance Claims” (with Peng Shi), *Annals of Applied Statistics*, 2020

“Modeling Maxima with Autoregressive Conditional Frechet Model” (with Zhengjun Zhang, Rong Chen), *Journal of Econometrics*, 2018

“Semi-parametric Dynamic Max-copula Model for Multivariate Time Series” (with Zhengjun Zhang), *Journal of the Royal Statistical Society – Series B*, 2018

## MANAGEMENT & ORGANIZATION

**Matt Bloom, Research Professor** “Stories of Calling: How Called Professionals Construct Narrative Identities” (with Amy E. Colbert, Jordan D. Nielsen), *Administrative Science Quarterly*, 2020

**John Busenbark, Assistant Professor** “How the Severity Gap Influences the Effect of Top Actor Performance on Outcomes Following a Violation” (with Nathan T. Marshall, Brian P. Miller, Michael D. Pfarrer), *Strategic Management Journal*, 2019

“BS in the Boardroom: Benevolent Sexism and Board Chair Orientations,” *Strategic Management Journal*, 2018

**Jason Colquitt, Franklin D. Schurz Professor of Management**

“Longing for the Road Not Taken: The Affective and Behavioral Consequences of Forgone Identity Dwelling” (with Rachel Burgess, Erin Long), *Academy of Management Journal*, 2020

“How Fair Versus How Long: An Integrative Theory-based Examination of Procedural Justice and Procedural Timeliness” (with Ryan Outlaw, Michael Baer, Hudson Sessions), *Personnel Psychology*, 2019

“Content Validation Guidelines: Evaluation Criteria for Definitional Correspondence and Definitional Distinctiveness” (with Tyler B. Sabey, Jessica Rodell, Edwyna T. Hill), *Journal of Applied Psychology*, 2019

“Bringing the Beholder Center Stage: On the Propensity to Perceive Overall Fairness” (with Kate P. Zipay, John W. Lynch, Ryan Outlaw), *Organizational Behavior and Human Decision Processes*, 2018

“Trusting the ‘Look and Feel’: Situational Normality, Situational Aesthetics, and the Perceived Trustworthiness of Organizations” (with Michael Baer, Lisa van der Werff, Jessica Rodell, Kate Zipay, Finian Buckley), *Academy of Management Journal*, 2018

“Pacification or Aggravation? The Effects of Talking About Supervisor Unfairness” (with Michael Baer, Jessica Rodell, Rashpal Dhensa-Kahlon, Kate Zipay, Rachel Burgess and Ryan Outlaw), *Academy of Management Journal*, 2018

**Mike Crant, Mary Jo and Richard M. Kovacevich Professor of Excellence in Leadership Instruction**

“When There is a Will There is a Way: The Role of Proactive Personality in Combating COVID-19” (with Nancy Yi-Feng Chen, Nan Wang, Yu Kou, Yuhong Qin, Junhua Yu, Rongju Sun), *Journal of Applied Psychology*, 2021

“Proactive yet Reflective? Materializing Proactive Personality into Creativity through Job Reflective Learning and Activated Positive Affective States” (with Fuli Li, Tingting Chen, Nancy Yi-Feng Chen, Yun Bai), *Personnel Psychology*, 2020

**Craig Crossland, Professor**

“That Could Have Been Me: Director Deaths, CEO Mortality Salience, and Corporate Prosocial Behavior” (with Guoli Chen, Sterling Huang), *Management Science*, 2020

“Board Predictive Accuracy in Executive Selection Decisions: How Do Initial Board Perceptions of CEO Quality Correspond with Subsequent CEO Career Performance?” (with Timothy J. Quigley, **Adam J. Wowak**), *Organization Science*, 2020

**Timothy Hubbard, Assistant Professor** “Unintended Consequences: Information Releases and CEO Stock Option Grants” (with Timothy J. Quigley, Andrew Ward, Scott D. Graffin), *Academy of Management Journal*, 2020

“The Influence of CEO Risk Tolerance on Initial Pay Packages” (with Scott D. Graffin, Dane M. Christensen, Eric Y. Lee), *Strategic Management Journal*, 2020

“Safe Bets or Hot Hands? How Status and Celebrity Influence Strategic Alliance Formations by Newly Public Firms” (with Timothy G. Pollock, Michael D. Pfarrer, Violina P. Rindova), *Academy of Management Journal*, 2018

**Mike Mannor, John F. O’Shaughnessy Associate Professor of Family Enterprise** “Keep Your Eye on the Ball or the Field? Exploring the Performance Implications of Executive Strategic Attention” (with John Charles Eklund), *Academy of Management Journal*, 2020

**Cindy Muir (Zapata), Associate Professor** “The Consequences of Humility for Leaders: A Double-edged Sword” (with Laura C. Hayes-Jones), *Organizational Behavior and Human Decision Processes*, 2019

**Dean Shepherd, Ray and Milann Siegfried Professor of Entrepreneurship**

“Bounding and Binding: Trajectories of Community-organization Emergence Following a Major Disruption” (with Trenton A. Williams), *Organization Science*, 2021

“Should I Stay or Should I Go? Founder Power and Exit via Initial Public Offering” (with Vangelis Souitaris, Stefania Zerbinati, Bo (Grace) Peng), *Academy of Management Journal*, 2020

“Hitting Rock Bottom after Job Loss: Bouncing Back to Create a New Positive Work Identity” (with Trenton A. Williams), *Academy of Management Review*, 2018

**Ann Tenbrunsel, David E. Gallo Professor of Business Ethics** “Sexual Harassment in Academia: Ethical Climates and Bounded Ethicality” (with McKenzie R. Rees, Kristina A. Diekmann), *Annual Review of Psychology*, 2019

**Adam Wowak, Associate Professor** “CEO Sociopolitical Activism: A Stakeholder Alignment Model” (with Donald C. Hambrick), *Academy of Management Review*, 2021

“Board Predictive Accuracy in Executive Selection Decisions: How do Initial Board Perceptions of CEO Quality Correspond with Subsequent CEO Career Performance?” (with **Craig Crossland**, Timothy J. Quigley), *Organization Science*, 2020

## MARKETING

**Yixing Chen, Assistant Professor** “Investigating the Academic Performance and Disciplinary Consequences of School District Internet Access Spending” (with Vikas Mittal, Shrihari (Hari) Sridhar), *Journal of Marketing Research*, 2021

“Improving Cancer Outreach Effectiveness through Targeting and Economic Assessments: Insights from a Randomized Field Experiment” (with Ju-Yeon Lee, Shrihari (Hari) Sridhar, Vikas Mittal, Katharine McCallister, Amit G. Singal), *Journal of Marketing*, 2020

“Scheduling Content on Social Media: Theory, Evidence, and Application” (with **Vamsi Kanuri**, Shrihari (Hari) Sridhar), *Journal of Marketing*, 2018

**Georges Enderle, Professor Emeritus** “How Can Business Ethics Strengthen the Social Cohesion of a Society?” *Journal of Business Ethics*, 2018

“Income Inequality in the United States: Reflections on the Role of Corporations” (with **Anne S. Tsui**, Kaifeng Jiang), *Academy of Management Review*, 2018

**Emily Garbinsky, Assistant Professor** “Love, Lies, and Money: Financial Infidelity in Romantic Relationships” (with Joe J. Gladstone, Hristina Nikolova, Jenny G. Olson), *Journal of Consumer Research*, 2019

“The Consumption Consequences of Couples Pooling Finances” (with Joe J. Gladstone), *Journal of Consumer Psychology*, 2018

**Christian Hughes, Assistant Professor**

“Driving Brand Engagement Through Online Social Influencers: An Empirical Investigation of Sponsored Blogging Campaigns” (with Vanitha Swaminathan, Gillian Brooks), *Journal of Marketing*, 2019

**Vamsi Kanuri, Assistant Professor** “When Consumption Regulations Backfire: The Role of Political Ideology” (with Caglar Irmak, Mitchel R. Murdock), *Journal of Marketing Research*, 2020

“The Unintended Consequence of Price-based Service Recovery Incentives” (with Michelle Andrews), *Journal of Marketing*, 2019

“Scheduling Content on Social Media: Theory, Evidence and Application” (with **Yixing Chen**, Shrihari (Hari) Sridhar), *Journal of Marketing*, 2018

“Investor Reactions to Concurrent Positive and Negative Stakeholder News” (with Christopher John Groening), *Journal of Business Ethics*, 2018

**James Otteson, John T. Ryan Jr. Professor of Business Ethics**

“Escaping the Social Pull: Nonconformists and Self-Censorship,” *Society*, 2019

“Opting Out: A Defense of Social Justice,” *The Independent Review*, 2019