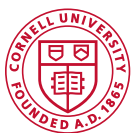

RESEARCH WITH **IMPACT**

CORNELL SC JOHNSON COLLEGE OF BUSINESS • 2017 EDITION



Cornell
SC Johnson College of Business

Mission

Together, our three schools transcend the traditional boundaries of business education and research to transform critical thinking into practical solutions. We collaborate within Cornell SC Johnson, across Cornell, and beyond to mobilize diverse expertise, generate world-class knowledge, inspire students, and impact society in a positive manner.

Vision

We inspire leaders to build sustainable, shared prosperity.

Values

- **Excellence:** Exceed standards and insist on the highest quality of execution in all we do. Research and innovate continuously. Courageously experiment with new ideas and approaches. Do the right thing; exhibit integrity and the highest ethical standards in all we do.
- **Inclusion:** Embrace diversity in all its forms. Collaborate across disciplines and colleges. Celebrate one another's contributions to the distinct missions of our three schools.
- **Engagement:** Inspire students, alumni, and external partners through personalized, transformative interactions. Partner with all stakeholders for mutual gain. Instill an entrepreneurial spirit to pursue development and fulfillment.
- **Community:** Foster unity through adaptability. Value one another's missions with integrity and transparency. Engage with neighboring communities through service and stewardship. Show compassion through acceptance and consideration, and seek out ways to nurture growth.
- **Impact:** Make a meaningful and positive difference in the world. Help students, staff, scholars, and organizations to flourish. Develop innovative solutions to pressing local and global problems.



Christopher B. Barrett

*Deputy dean and dean of academic affairs,
Cornell SC Johnson College of Business,
and the Stephen B. and Janice G. Ashley
Professor of Applied Economics and
Management, Charles H. Dyson School
of Applied Economics and Management,
Cornell University*

Welcome to the inaugural edition of Research with Impact from the Cornell SC Johnson College of Business.

This volume, covering the whole of 2017, demonstrates the vast breadth and depth of our faculty's scholarly research and the impacts of our findings on society. Its pages detail how our researchers collaborate within the college, across Cornell University, and beyond to mobilize diverse expertise, generate world-class knowledge, enhance the performance of a wide range of for-profit and not-for-profit organizations, and improve the well-being of individuals and societies around the world.

This report contains three sections:

- *Impact statements*: overviews of a selection of research projects and faculty collaborations and how their findings are improving the world
- *Media hits*: a selection of articles in major national or international media outlets featuring our faculty
- *Publications*: Both published and forthcoming peer-reviewed journal articles, book chapters, and scholarly books by our faculty.

As a part of the only Ivy League university with a land grant mission, and with one of the world's largest business faculties, we fulfill that mission in part through dissemination of our scholarly findings. We champion the same model to generate and share knowledge that we apply for business education, one that reflects the future of business itself: flexible, collaborative, opportunity-driven, and cross-disciplinary.

I invite you to learn more about our scholarship and our journey as a college at business.cornell.edu.

Christopher B. Barrett
Deputy Dean and Dean of Academic Affairs
Cornell SC Johnson College of Business

Impact Statements

ACCOUNTING

APPLIED ECONOMICS AND POLICY

FINANCE

MANAGEMENT AND ORGANIZATIONS

MARKETING AND MANAGEMENT COMMUNICATION

OPERATIONS, TECHNOLOGY, AND
INFORMATION MANAGEMENT

STRATEGY AND BUSINESS ECONOMICS



Robert Bloomfield

Nicholas H. Noyes Professor of Management and professor of accounting, Samuel Curtis Johnson Graduate School of Management, Cornell University

Which Moral Foundations Predict Willingness to Make Lifestyle Changes to Avert Climate Change in the USA?

PLOS One 11, no. 10 (October 19, 2016)

[LINK TO PAPER](#)

Co-authors

- [Shorna Allred](#), associate professor, Department of Natural Resources, Cornell University
- [Robert Bloomfield](#), Nicholas H. Noyes Professor of Management and professor of accounting, Samuel Curtis Johnson Graduate School of Management, Cornell University
- [Janis L. Dickinson](#), professor, Department of Natural Resources, Cornell University
- [Poppy McLeod](#), professor, Department of Communication, Cornell University

Summary

This multidisciplinary study suggests that moral values highly rated by liberals — namely, compassion and fairness — influence a willingness to make personal choices to mitigate the future impact of climate change.

The authors' work is based on New York University Professor Jonathan Haidt's moral foundations theory, in which he identifies five "moral axes" around which humans develop individual moral reasoning: compassion/harming, fairness/cheating, in-group loyalty/betrayal, authority/subversion, and purity/degradation.

Previous research using Haidt's moral foundations has found that those who identify as liberal prize the values of compassion and fairness most highly. Those who consider themselves conservative place nearly as high a value on compassion and fairness, but place a substantially higher value on in-group loyalty, authority, and purity.

The association between the valuation of purity and a willingness to make personal lifestyle changes, while not as strong as for compassion and fairness, indicates the potential for alternative pathways to climate change action for liberals and conservatives.

The Cornell researchers also found that belief in climate change was significantly associated with increased willingness to act, while those who identified as politically conservative, and who were older and male, were less inclined to act.

Related Link

[Moral values influence action on climate change](#) Cornell Chronicle, November 16, 2016



Ryan Guggenmos

*Assistant professor of accounting,
Samuel Curtis Johnson Graduate
School of Management,
Cornell University*



Kristina Rennekamp

*Assistant professor of accounting,
Samuel Curtis Johnson Graduate
School of Management,
Cornell University*

Mobile Devices and Investment Apps: The Effects of Push Notification, Information Release, and the Fear of Missing Out

(June 24, 2017)

[LINK TO PAPER](#)

Co-authors

- **Shana Clor-Proell**, Texas Christian University, Department of Accounting
- **Ryan Guggenmos**, assistant professor of accounting, Samuel Curtis Johnson Graduate School of Management, Cornell University
- **Kristina M. Rennekamp**, assistant professor of accounting, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary

As the use of mobile devices to manage personal investments continues to grow, it's important to gain a greater understanding of how the use of smartphone investment apps and features affect investment evaluation. In our study, we find that individual personality differences in investors' fear of missing out on investment information has an effect on how they evaluate the timeliness of information they receive about a company and, subsequently, on investors' willingness to invest. When news about a company was broken into smaller pieces and investors were notified of the news via push notification from their mobile device, investors' with a greater fear of missing out on investment information perceived the "good news" they received as more timely, evaluated the firm's future prospects more positively, and were more willing to choose to invest in the company over a competitor investment. The results of this study have implications for investors, regulators, and researchers.



Mark W. Nelson

*Anne and Elmer Lindseth Dean and
professor of accounting,
Samuel Curtis Johnson Graduate
School of Management,
Cornell University*

Reporting accounting changes and their multi-period effects

Accounting, Organizations and Society 57 (February 2017): 52–72.

[LINK TO PAPER](#)

Co-authors

- **Scott A. Emmett**, W.P. Carey School of Business, Arizona State University
- **Mark W. Nelson**, Anne and Elmer Lindseth Dean and professor of accounting, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary

Financial accounting standards require firms to clearly and prominently disclose how an accounting change affects the financial statements in the year firms adopt the change. However, firms are not required to disclose this information in years subsequent to a change, even if the accounting change materially impacts financial statements over multiple years. We provide experimental evidence that lack of subsequent-year disclosure of accounting changes causes investors to increasingly forget to adjust for the effects of the accounting change over time, leaving them vulnerable to inconsistent accounting over time and to noncomparable accounting between firms. This tendency is mitigated to some extent if investors are provided a quantitative reconciliation in subsequent periods and to a lesser extent if investors are given qualitative disclosures in subsequent periods.



Kristina Rennekamp

Assistant professor of accounting,
Samuel Curtis Johnson Graduate
School of Management,
Cornell University

Disclosure Readability and the Sensitivity of Investors' Valuation Judgments to Outside Information

The Accounting Review 92, no. 4 (July 2017): 1–25.

[LINK TO PAPER](#)

Co-authors

- **H. Scott Asay**, University of Iowa
- **W. Brooke Elliott**, University of Illinois at Urbana-Champaign
- **Kristina Rennekamp**, assistant professor of accounting, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary

Curious about other researchers' speculations that firms intentionally write badly to obscure poor performance, Kristina Rennekamp and her co-authors, H. Scott Asay and W. Brooke Elliott, conducted this study to find out. The researchers hypothesized that people would just look elsewhere to find information they could understand, and the research confirmed their suspicions: When participants in this study read a badly written firm prospectus, they relied more on outside sources to help them decide whether to invest.

The study's findings also imply that investors might tend to rely too much on more readable company disclosures while discounting outside sources of information about the firm.

Related Link

[Watch Your Language: The Value of Clarity](#) *Cornell Enterprise*, May 3, 2017



Luo Zuo

Associate professor of accounting,
Samuel Curtis Johnson Graduate
School of Management,
Cornell University

Sharing Risk with the Government: How Taxes Affect Corporate Risk Taking

Journal of Accounting Research 55 (December 2016): 669–707.

[LINK TO PAPER](#)

Co-authors

- **Alexander Ljungqvist**, Stern School of Business, New York University, and NBER
- **Liandong Zhang**, College of Business, City University of Hong Kong
- **Luo Zuo**, associate professor of accounting, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary

In this study, Luo Zuo and his co-authors use 113 staggered changes in corporate income tax rates in different states across the United States and show how taxes affect corporate risk-taking decisions. Higher taxes reduce expected profits more for risky projects than for safe ones, since the government shares in a firm's upside but not in its downside. Consistent with this prediction, the authors find that firms reduce risk when tax rates increase. However, the opposite does not hold true: Firms do not increase risk in response to a tax cut. The authors conclude that this may be due to constraints on risk-taking imposed by creditors. Tax loss offset rules, which enable firms to partly share the downside of risk-taking with the government, also play a role in moderating firms' sensitivity to taxes.

The authors conclude that, while raising taxes can increase the government's revenue, it may have the side effect of dulling risk-taking incentives in the corporate sector, which in turn may adversely affect innovation and economic growth. Moreover, if the government wishes to encourage risk-taking, their findings suggest that merely reducing tax rates is unlikely to be effective without other policy changes.

Related Link

[Can Taxes Encourage Better Corporate Behavior?](#) *The Atlantic*, January 5, 2016



Christopher B. Barrett

Deputy dean and dean of academic affairs, Cornell SC Johnson College of Business, and the Stephen B. and Janice G. Ashley Professor of Applied Economics and Management, Charles H. Dyson School of Applied Economics and Management, Cornell University

USAID 2016 Award for Scientific Excellence

A Cornell development economist and his partners were recognized for developing an innovative approach to livestock insurance that helps livestock farmers recover drought losses.

Recipients

- **Christopher B. Barrett**, deputy dean and dean of academic affairs, Cornell SC Johnson College of Business, and the Stephen B. and Janice G. Ashley Professor of Applied Economics and Management, Charles H. Dyson School of Applied Economics and Management, Cornell University
- **Michael Carter**, director, BASIS Access and Market Access Innovation Lab, and professor of agricultural and resource economics, University of California, Davis
- **Andrew Mude**, principal economist, International Livestock Research Institute

Summary

The United States Agency for International Development's (USAID) Board for International Food and Agricultural Development gave its 2016 Award for Scientific Excellence to Christopher Barrett and his partners for their work in developing an innovative, index-based form of livestock insurance designed to help African livestock farmers to stave off poverty during times of drought. USAID funded their winning project through a grant to the BASIS Access and Market Access Innovation Lab.

The model — originally designed by Sommarat Chantarat, PhD '09, as her economics doctoral dissertation at Cornell — is unique in its use of satellite images to measure the conditions of grazing land as accurate predictors of livestock losses. As with a traditional insurance plan, farmers pay a premium based on the value of their insured livestock when they sign up and receive an indemnity payment if they experience loss beyond a certain level during the covered time period. Barrett and his fellow researchers found that their statistical approach accurately predicts average herd losses, eliminating the need for costly verification of individual loss claims.

The program was piloted in northern Kenya in 2010, and a year later when a severe drought hit the country, the insurance performed well, generating payouts that substantially reduced policyholders' suffering as a result of the disaster. A similar program in Ethiopia and a sharia-compliant version for Muslim populations have also performed well.

Source/Related Link

[Economist, partners clinch USAID award for drought insurance](#) Cornell Chronicle, October 12, 2016



Miguel I. Gómez

Associate professor, Charles H. Dyson
School of Applied Economics and
Management, Cornell University

A Bioeconomic Model of Ecosystem Services Provision: Coffee Berry Borer and Shade- Grown Coffee in Colombia

Ecological Economics 144 (February 2018): 129–138

[LINK TO PAPER](#)

Co-authors

- **Shadi S. Atallah**, assistant professor, University of New Hampshire
- **Miguel I. Gómez**, associate professor, Charles H. Dyson School of Applied Economics and Management, Cornell University
- **Juliana Jamarillo**, scientist, Bayer CropScience

Summary

Research by Miguel Gómez, his former student Shadi Atallah, and German scientist Juliana Jamarillo considers the viability of sun-grown versus shade-grown coffee systems. The article:

- examines the shade cover range for which a coffee farmer is better off under a shade-grown system versus a sun-grown system;
- discusses the computational, bioeconomic model developed by the researchers, which includes shade-induced pest-control services, crop growth services, and timber;
- finds that expected net present values in the shade-grown system can be higher, but only for shade cover levels between 11 and 34 percent; and
- determines the optimal shading level is 25 percent in a baseline scenario.

Related Link

[Research Recap: Can shade-grown coffee prevent pest infestations and still be profitable?](#) Business Feed, Sept. 28, 2017



Shanjun Li

Associate professor of environmental and energy economics and sustainable enterprise, Charles H. Dyson School of Applied Economics and Management, Cornell University, and co-director, Cornell Institute for China Economic Research

China's Cities: Divisions and Plans (2016–2019)

Cornell University Institute for the Social Sciences collaborative project

[LINK TO PAPER](#)

Faculty Fellows

- [Panle Barwick](#), associate professor of industrial organization, applied econometrics, and applied microeconomics, Department of Economics, Cornell University, and co-director, Cornell Institute for China Economic Research
- [Eli Friedman](#), associate professor of international and comparative labor, School of Industrial and Labor Relations (ILR School), Cornell University
- [Shanjun Li](#), associate professor of environmental and energy economics and sustainable enterprise, Charles H. Dyson School of Applied Economics and Management, Cornell University, and co-director, Cornell Institute for China Economic Research
- [Jeremy Wallace](#), associate professor of government, College of Arts & Sciences, Cornell University, and project leader, China's Cities: Divisions and Plans (2016–2019)
- [Jessica Chen Weiss](#), associate professor of government, College of Arts & Sciences, Cornell University

Research Summary

China's Cities: Divisions and Plans focuses on the economic, political, and social phenomena at play in China's urbanization. Using surveys, ethnographies, interviews, and big data, Institute for the Social Sciences faculty fellows are examining the divides between local urban dwellers and migrants who relocate to the cities, such as access to education and other social services. The project also is looking at massive transportation and geographic data sets — such as information from thousands of Beijing city traffic cameras every two minutes — to improve our understanding of how environmental policies in cities affect economic growth, pollution emissions, and public health outcomes. Faculty fellows are tackling the challenges inherent in using China's administrative and consumer data, presenting the complexity and variety of China's cities to broad audiences through research articles and policy analyses. Announced in August 2016, the project will run from 2016 to 2019.

Sources/Related Links

[China's Cities: Divisions and Plans \(2016–2019\)](#) Cornell Institute for China Economic Research website

[Cornell Institute for China Economic Research \(CICER\)](#) and [CICER Leadership and Staff](#) Cornell Institute for China Economic Research website

[Institute for the Social Sciences China's Cities Faculty Fellows](#) Institute for the Social Sciences website

[ISS project to study economics, politics of China urbanization](#) Cornell Chronicle, August 30, 2016



Cynthia Lin Lawell

Associate professor and the Robert Dyson Sesquicentennial Chair in Environmental, Energy and Resource Economics, Charles H. Dyson School of Applied Economics and Management, Cornell University

The macroeconomic rebound effect in China

Energy Economics 67 (September 2017): 202–212.

[LINK TO PAPER](#)

Co-authors

- **Jiangshan Zhang**, energy economist, Zhejiang University
- **Cynthia Lin Lawell**, associate professor and the Robert Dyson Sesquicentennial Chair in Environmental, Energy and Resource Economics in the Charles H. Dyson School of Applied Economics and Management, Cornell University

Summary

Research by Cynthia Lin Lawell and her former PhD student, Jiangshan Zhang, finds evidence that energy efficiency improvements in China are being offset by increases in energy consumption — a phenomenon known as the rebound effect. At the macroeconomic level in China, energy efficiency gains can increase energy consumption through two channels: by shifting in the market demand for energy and by spurring economic growth. The authors find that, in some provinces in China, improvements in energy efficiency that have spurred economic growth have actually increased rather than decreased energy consumption.

The authors note that owing to possible rebound effects, energy efficiency policies may be ineffective, or even have perverse consequences. Thus, they argue, the rebound effect is an important phenomenon that the government of China should not neglect when making energy policy, as it affects how improvements in energy efficiency translate into changes in energy consumption.



Bradley J. Rickard

Ruth and William Morgan Associate Professor of Applied Economics and Management, Charles H. Dyson School of Applied Economics and Management, Cornell University

Finding the Best Strategies to Reduce Food Waste

United States Department of Agriculture grant: \$500 thousand spanning two years

Grantee

Bradley J. Rickard, Ruth and William Morgan Associate Professor of Applied Economics and Management, Charles H. Dyson School of Applied Economics and Management, Cornell University

Summary, research focus

It's estimated that almost a third of the food in the United States is wasted — 21 percent by consumers and 10 percent by producers. Weigh that against the fact that there are 17.5 million food-insecure households in America, and the waste seems especially irresponsible. Bradley Rickard aims to understand the patterns of consumer waste and how those patterns are affected by date labels — such as “use by,” or “sell by,” “best before,” and the like. He will also gauge consumer attitudes toward new technologies, especially the hot-button issue of genetically engineered foods, a process that may have the potential to dramatically mitigate food waste.

The study has four phases. In the first, Rickard and his team will develop a methodology for evaluating how much food consumers actually take in and waste. In the second phase, the team will collect data on how consumers respond to information about various date labels, a form of labeling that is currently unregulated and ambiguous for almost all products. The third phase will include a follow-up experiment that observes how consumers' food waste habits can be influenced by information that links genetically engineered foods with a reduction in food waste. In the final phase, Rickard will use findings from the experiments to create a multi-market simulation model that shows how information and/or technologies aiming to reduce food waste will affect the welfare of stakeholders in the supply chain.

Rickard's research will fill a critical gap in the understanding of how much food is wasted, if food waste differs largely across product categories and sizes, and across different populations. Ultimately, it will lead to a better understanding of the effectiveness of different strategies that aim to reduce food waste and will set the stage for improved policies going forward.

Source/Related Link

[Finding the Best Strategies to Reduce Food Waste](#) Cornell Research



Jawad M. Addoum

Assistant professor of finance and Robert R. Dyson Sesquicentennial Fellow, Charles H. Dyson School of Applied Economics and Management, Cornell University

Political Sentiment and Predictable Returns

The Review of Financial Studies 29, issue 12 (December 1, 2016): 3471–3518.

[LINK TO PAPER](#)

Co-authors

- **Jawad M. Addoum**, assistant professor of finance and Robert R. Dyson Sesquicentennial Fellow, Charles H. Dyson School of Applied Economics and Management, Cornell University
- **Alok Kumar**, chair, Department of Finance, and the Gabelli Asset Management Professor of Finance, University of Miami Business School

Summary

Research by Jawad Addoum and his co-author, Alok Kumar, finds that stock returns in politically sensitive industries fall into predictable patterns after a new president is elected — and the effect is twice as strong when there's a change in party. Investors sell off stocks in industries they think will fall out of favor under the new administration and buy up stocks in those they predict will be administration darlings. Meanwhile, Addoum and Kumar also noticed a marked decrease in activity during pre- and post-election years by sophisticated market players known as arbitrageurs, who normally balance out market fluctuations with their own buying and selling activity but exit the market temporarily to avoid exposure to risk.

The researchers analyzed industry data between 1939 and 2011, determining which industries earned better returns under a Democratic versus a Republican president. Tobacco, candy, soda, and lab equipment traditionally performed well during Republican administrations. Under Democrats, electronic chips, real estate, and construction earned better returns. More recently, coal performed better under a Republican president, while healthcare performed better under a Democrat. Overall, Addoum and Kumar determined that these politically sensitive industries made up between 17 percent and 27 percent of market capitalization.

Related Link

[Politics reverse fates of some stocks after White House elections](#) Cornell Chronicle, January 5, 2017



Vicki L. Bogan

Director, Institute for Behavioral and Household Finance, and associate professor, Charles H. Dyson School of Applied Economics and Management, Cornell University

Mental health and retirement savings: Confounding issues with compounding interest

Health Economics (2017): 1–22.

[LINK TO PAPER](#)

Co-authors

- **Vicki L. Bogan**, director, Institute for Behavioral and Household Finance, and associate professor, Charles H. Dyson School of Applied Economics and Management, Cornell University
- **Angela R. Fertig**, social policy research scientist, Humphrey School of Public Affairs, University of Minnesota

Summary

Research by Vicki Bogan and her co-author, Angela Fertig, finds that suffering from mental health problems can negatively impact an individual's retirement savings. The researchers determined that people with anxiety and depression are nearly 25 percent less likely to have a retirement savings account and that psychologically distressed married couples have retirement account values that are 20 to 28 percent lower. On average, that translates to between \$15,000 and \$42,000 less held in retirement savings for married couples.

Key factors contributing to this issue include longer lifespans, the increasing rates of mental health and substance abuse disorders in the United States, and the fact that many Americans are shouldering the burden of saving for retirement without help from employers. The researchers looked at two data sets — one covering the years 2001–13 and another covering the years 1996–2012 — that interviewed families every two years about their finances, demographics, education, and family structure. Included were questions that researchers commonly use as proxies for psychological distress, such as how often they felt sad or depressed in the previous month or year.

Related Link

[Anxiety, depression can diminish retirement savings](#) Cornell Chronicle, September 25, 2017



Maureen O'Hara

*Robert W. Purcell Professor of Finance,
Samuel Curtis Johnson Graduate
School of Management,
Cornell University*

Something for Nothing: Arbitrage and Ethics on Wall Street

W.W. Norton & Company, October 26, 2016.

[LINK TO PUBLISHER](#)

Author

Maureen O'Hara, Robert W. Purcell Professor of Finance, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary

In her book, Maureen O'Hara examines the ethics of modern finance and how its reliance on arbitrage — the practice of taking advantage of a price difference between two or more markets to generate profits and remove inefficiencies — can lead to unethical practices when pushed too far. Citing examples such as Lehman Brothers' attempt to cover up its debt and JP Morgan Chase & Co.'s maneuvers in California's energy markets, she shows how arbitrage has been used to gut regulatory structures, take advantage of the less sophisticated, and manipulate markets. O'Hara argues these outcomes are the result of the financial industry's ends-driven culture, rather than an inherently evil system, and says that ethical considerations must also become an important part of decision-making processes; otherwise, trust in the financial markets will decline.

Related Links

[Why Wall Street's Scandals Keep Coming](#) *Cornell Enterprise*, February 1, 2017

[Protecting Customers and Financial Markets](#) Cornell Research



Scott E. Yonker

Assistant professor and Lynn A. Calpeter
 Sesquicentennial Faculty Fellow in
 Finance, Charles H. Dyson School of
 Applied Economics and Management,
 Cornell University

Trust Busting: The Effect of Fraud on Investor Behavior

The Review of Financial Studies (July 12, 2017)

[LINK TO PAPER](#)

Co-authors

- **Umit G. Gurun**, research economist, National Bureau of Economic Research, and professor of accounting and finance and management economics, Naveen Jindal School of Management, University of Texas, Dallas
- **Noah Stoffman**, associate professor of finance, Kelley School of Business, Indiana University
- **Scott E. Yonker**, assistant professor and Lynn A. Calpeter Sesquicentennial Faculty Fellow in Finance, Charles H. Dyson School of Applied Economics and Management, Cornell University

Summary

Scott Yonker and his co-authors, Umit Gurun and Noah Stoffman, used Bernie Madoff's elaborate Ponzi scheme in the 1990s and 2000s to quantify the important role that trust plays in the investment advisory industry. After Madoff's fraud was revealed, the researchers found that those who knew his victims or who lived in areas where his victims were concentrated lost trust in the financial system and dramatically changed their investment behavior, withdrawing \$363 billion from their financial advisers — even though many of those advisers had nothing to do with Madoff — and putting a significant portion into safe assets such as bank deposits. Even four years after the fraud was revealed, the researchers found no evidence that investors had reversed their withdrawals from the stock market.

Investment firms with clients in regions that were affected by the fraud were more than 40 percent more likely to close than firms in a control group. Yonker and his colleagues used court documents to identify the names and addresses of more than 10,000 victims, who were concentrated in the Northeast, parts of California, and around Miami. The team also compared that information with the assets managed by nearly 4,000 investment advisers and deposits in 97,000 branches of banks in 20,600 zip codes. Crunching that data, the researchers showed investors' trust in Madoff — and their friends' and neighbors' subsequent distrust of the financial system — spread by word of mouth.

Related Link

[Trust in financial markets was biggest victim of Madoff case](#) Cornell Chronicle, July 17, 2017



Glen W.S. Dowell

Associate professor of management and organizations, Samuel Curtis Johnson Graduate School of Management, Cornell University

Environmental Performance and the Market for Corporate Assets

Strategic Management Journal 38, no. 12 (December 2017): 2444–2464.

[LINK TO PAPER](#)

Co-authors

- **Luca Berchicci**, associate professor of entrepreneurship and new business venturing, Rotterdam School of Management, Erasmus University Rotterdam
- **Glen W.S. Dowell**, associate professor of management and organizations, Samuel Curtis Johnson Graduate School of Management, Cornell University
- **Andrew A. King**, professor of business administration, Tuck School of Business, Dartmouth College

Summary

Research by Glen Dowell and his co-authors, Luca Berchicci and Andrew King, finds that acquiring new factories can actually improve a company's environmental performance regardless of the firm's "proclivity" to be environmentally responsible, thanks to the transfer of knowledge and trained personnel that occurs.

Despite long-held assumptions that such acquisitions harm environmental performance, the researchers found factory acquisitions are an effective way to spread good environmental practices, easing the transfer of knowledge and personnel to locations where they are needed. Dowell and his co-authors studied thousands of facility-level acquisitions across the industrial spectrum in the United States. They found that when a clean firm buys a facility from a dirtier firm, that facility's environmental performance improved. When a dirtier firm buys from a cleaner one, however, it is the dirtier firm's other facilities in the same industry as the target that improved. These results suggest that managers and policymakers should view acquisitions as conduits rather than impediments in transferring environmental capabilities.



Glen W.S. Dowell

Associate professor of management and organizations, Samuel Curtis Johnson Graduate School of Management, Cornell University

Will firms go green if it pays? The impact of disruption, cost, and external factors on the adoption of environmental initiatives

Strategic Management Journal 38, no. 6 (June 2017): 1287–1304.

[LINK TO PAPER](#)

Co-authors

- **Glen W.S. Dowell**, associate professor of management and organizations, Samuel Curtis Johnson Graduate School of Management, Cornell University
- **Suresh Muthulingam**, assistant professor of supply chain management, Smeal College of Business, The Pennsylvania State University

Summary

The biggest factor in determining whether a firm will adopt an environmental initiative is the amount of disruption its implementation causes, according to a recent study by Glen Dowell and his co-author, Suresh Muthulingam.

The results of their study suggest that there is a limit to which profit will motivate firms to “go green.” The researchers find that, controlling for the expected financial return of a given initiative, implementation decisions are influenced by how disruptive an initiative will be to a firm’s current routines as well as how many other nearby firms have implemented the same initiative and how strong the environmental norms are in the firm’s area.

Dowell and Muthulingam find that firms are significantly more likely to adopt initiatives that are moderately profitable but easy to implement than initiatives that are both more profitable and more disruptive. Their findings suggest that in order to incentivize firms to improve environmental performance, it might be more beneficial to make these activities less disruptive than to make them more profitable.



Jamie L. Perry

Assistant professor of human resources management and the Rachel Etess Green '98 and Jason Green Faculty Fellow, School of Hotel Administration, Cornell University

A Meta-Analytical Integration of Over 40 Years of Research on Diversity Training Evaluation

Psychological Bulletin 11 (November 1, 2016): 1227–1274.

[LINK TO PAPER](#)

Co-authors

- **Katerina Bezrukova**, associate professor, University at Buffalo
- **Karen A. Jehn**, professor of management, University of Melbourne
- **Jamie L. Perry**, assistant professor of human resources management and the Rachel Etess Green '98 and Jason Green Faculty Fellow, School of Hotel Administration, Cornell University
- **Chester S. Spell**, professor of management, Rutgers University

Summary

The most effective diversity training programs employ a variety of different instructional methods and continue to engage participants over time, according to research by Jamie Perry and her co-authors. The researchers found that the positive effects of diversity training were greater when the training was complemented by other diversity initiatives, targeted to both awareness and skills development, and conducted over a significant period of time. If training was not reinforced by other initiatives or if it was very narrowly focused, the researchers found that participants did not necessarily retain the instruction. Perry and her colleagues also found that a higher proportion of women in a training group was associated with more favorable reactions to diversity training. Their study evaluated 260 independent training programs, focusing on training context, design, and participants. The researchers used models from training literature and psychological theory to compile the findings.

Related Link

[Study discerns elements of successful diversity training](#) Cornell Chronicle, August 17, 2016



Sunita Sah

Physician and assistant professor of management and organizations, Samuel Curtis Johnson Graduate School of Management, Cornell University

Effect of physician disclosure of specialty bias on patient trust and treatment choice

Proceedings of the National Academy of Sciences of the United States of America 113 (July 2016): 7465–7469.

[LINK TO PAPER](#)

Co-authors

- **Sunita Sah**, physician and assistant professor of management and organizations, Samuel Curtis Johnson Graduate School of Management, Cornell University
- **Angela Fagerlin**, chair of the Department of Population Health Sciences at the Health School of Medicine, University of Utah
- **Peter Ubel**, associate director at the Health Sector Management and Madge and Dennis T. McLawhorn University Professor, Duke University

Summary

Research by Sunita Sah and her co-authors, Angela Fagerlin and Peter Ubel, finds evidence that physicians who disclose that they have a bias toward their field of expertise might unintentionally steer patients toward choosing a treatment that satisfies that bias. The main purpose of disclosure policies is to protect patients, in this case to make a patient aware of the doctor's bias toward their field of expertise, a bias known as specialty bias. Yet, the authors find that the opposite happens: patients tend to trust the physicians more and follow their recommended treatment when disclosing their field of expertise.

This research highlights the need for both professional advisers and policymakers to carefully consider the impact that some disclosure policies have on patients' choice for treatment.

Related Link

[In doctors we trust — especially when they admit to bias](#) Cornell Chronicle, June 20, 2016



HaeEun Helen Chun

*Associate professor of marketing,
School of Hotel Administration,
Cornell University*

Understanding and Managing the Consumer Experience

Author

[HaeEun Helen Chun](#), associate professor of marketing,
School of Hotel Administration, Cornell University

Summary, research focus

Good customer experience is often described in terms of the experience itself, such as eating your favorite dessert or watching a good movie. Helen Chun argues that what happens before and after the experience — in the pre-consumption and post-consumption phases — provides important insights for understanding and enhancing consumer satisfaction.

Chun's research shows that anticipation enhances enjoyment and provides hard evidence that creating anticipation makes the experience or the product more exciting, leading to higher consumer satisfaction. While some companies were already doing interesting things to help consumers to savor their upcoming experience or the arrival of a product, Chun's research is unique in showing that such strategies actually make the experience more exciting.

In research focused on pre- and post-consumption regret, conducted in collaboration with [Manoj Thomas](#), associate professor of marketing at the Samuel Curtis Johnson Graduate School of Management, Chun found that asking people to anticipate regret associated with engagement in a self-destructive behavior, such as smoking, can be a more powerful deterrent to self-destructive behavior than asking them to reflect on a past transgression.

In research conducted with [Robert Kwortnik](#), associate professor of services marketing at the School of Hotel Administration, Chun looked at why hotel guests often take hotel items with them when they leave and found that consumers want souvenirs to remind them of the good experiences they enjoyed during their stay. Subsequently, Chun did further research to look at what promotional gifts companies like hotels should give consumers.

Chun's research is multifaceted and expands into other areas, including sustainability and helping people to make healthier choices.

Source/Related Link

[Consumer Behavior — Motivations, Emotions](#) Cornell Research



Vrinda Kadiyali

*Professor of marketing and economics
and the Nicholas H. Noyes Professor
of Marketing, Samuel Curtis Johnson
Graduate School of Management,
Cornell University*

The Effect of Calorie Posting Regulation on Consumer Opinion: A Flexible Latent Dirichlet Allocation Model with Informative Priors

Marketing Science 36, no. 5 (September–October 2017): 726–746.

[LINK TO PAPER](#)

Co-authors

- **Vrinda Kadiyali**, professor of marketing and economics and the Nicholas H. Noyes Professor of Marketing, Samuel Curtis Johnson Graduate School of Management, Cornell University
- **Vishal Narayan**, associate professor, NUS Business School, National University of Singapore
- **Dinesh Puranam**, assistant professor of marketing, Marshall School of Business, University of Southern California, Los Angeles

Summary

Vrinda Kadiyali and her colleagues, Dinesh Puranam and Vishal Narayan, investigated whether calorie posting on menus impacts consumer evaluations of restaurants. Following the 2008 New York City mandate that required all chain restaurants to post the calories of items on their menus, the researchers found an increase in health mentions about the food in online reviews. While the calorie posting regulation was enacted to influence eating in restaurants, the results of this research suggest a broader impact, since online reviews influence restaurant and food choices.

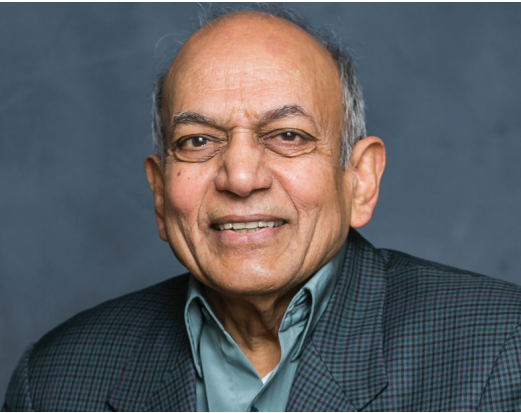
The researchers analyzed 761,962 restaurant reviews across 9,805 restaurants on an online restaurant review website in New York City from 2004 to 2012. Using text-mining methods, Kadiyali and her co-authors examined the change in the mentions of health in reviews before and after the calorie posting rule went into effect. They found a small but statistically significant increase in the proportion of chain restaurant reviews that discussed health, and this held true in both high-income and low-income zip codes. The authors also explored the source of the increase in health topics and found that new reviewers, who began to post more after the mandate, largely drove the increase.

As one reviewer notes, this paper touches on two important aspects of both marketing and computer science: the impact of new information on consumer behavior and the ability of computers to deal intelligently with human language, not just numbers.

Sources/Related Links

[Calorie postings on menus cause more health mentions in online restaurant reviews](#) Science Daily, October 10, 2017

[Some Comments on “The Effect of Calorie Posting Regulation on Consumer Opinion”](#) Gerry Ambassador Program blog post, December 15, 2017



Vithala R. Rao

*Professor of marketing and
Deane W. Malott Professor of
Management, Samuel Curtis Johnson
Graduate School of Management,
Cornell University*

Anticipated vs. Actual Synergy in Merger Partner Selection and Post-Merger Innovation

Marketing Science 35, no. 6, (November–December 2016): 934–952.

[LINK TO PAPER](#)

Co-authors

- **Vithala R. Rao**, professor of marketing and Deane W. Malott Professor of Management, Samuel Curtis Johnson Graduate School of Management, Cornell University
- **Nita Umashankar**, assistant professor of marketing, J. Mack Robinson College of Business, Georgia State University
- **Yu Yu**, director of data science, AIG Science

Summary

Research by Vithala Rao and his co-authors, Nita Umashankar and Yu Yu, finds that some of the “compatibility” factors that companies use when deciding to merge do not always translate into post-merger benefits, especially in terms of innovation. Their study of thousands of mergers in several high-technology industries across many countries demonstrated that there is a large disparity between why firms merge and what helps them innovate.

The researchers looked at cultural, financial, and knowledge fit factors to determine whether the anticipated benefits of mergers are actually being realized, measuring post-merger innovation based on the number of new patents issued and talent retention. Partner-selection practices make mergers more likely among firms with similarities in national culture and technical knowledge; mergers among those belonging to the same subindustry are also more likely. Rao and his fellow researchers found that similarities in national culture and technical knowledge did increase the likelihood of post-merger innovation, but that subindustry similarity did not result in post-merger innovation. The researchers also found that other compatibility factors, including firms’ combined total assets and their ability to meet their financial obligations, positively influence post-merger innovation but are overlooked in the partner-selection stage.



J. Edward Russo

Professor of marketing,
Samuel Curtis Johnson Graduate
School of Management,
Cornell University

Not by desire alone: The role of cognitive consistency in the desirability bias

Judgment and Decision Making 11, no. 5 (September 2016): 449–459.

[LINK TO PAPER](#)

Co-authors

- **Jonathan C. Corbin**, MacEldin Dunn Trawick Postdoctoral Fellow, Department of Psychology, University of Richmond
- **J. Edward Russo**, professor of marketing, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary

Research by J. Edward Russo and his co-author, Jonathan Corbin, reveals that the desire for consistency can strengthen wishful thinking, making an individual more likely to predict an outcome that aligns with his preference.

The researchers questioned 708 Major League Baseball fans to study how much their preference for one team to win biased their prediction that it would win. Their strategy was to increase the role of cognitive consistency, which is the desire for consistency between related beliefs — in this case, between the preference and the prediction.

Fans in the study were asked to predict the outcomes of several baseball games after being presented with facts like the teams' win-loss record, earned run averages, and home team. Before they made these predictions, though, Russo and Corbin gave study participants a conundrum: two statements that could not be made consistent. This elevated the desire for cognitive consistency. Next, participants were asked two questions: "Which team would you like to win?" and "Completely ignoring your personal preference, which team do you believe will win?" The first question, preference, biased the answer to the second one, prediction — and this "wishful thinking" bias was greater when the desire for consistency had been elevated.

There was a surprise, however. When the researchers reversed the order of the preference and prediction questions, elevating cognitive consistency reduced the wishful thinking bias. Greater consistency induced participants to make their predictions more likely to agree with the factual information for each game. This made their predictions more accurate and less influenced by their preferences. This is one of the first methods ever shown to substantially shrink wishful thinking.



Young-Hoon Park

*Sung-Whan Suh Professor of
Management and professor of
marketing, Samuel Curtis Johnson
Graduate School of Management,
Cornell University*

Investigating Purchase Conversion by Uncovering Online Visit Patterns

Marketing Science 35, no. 6 (July 14, 2016): 894–914.

[LINK TO PAPER](#)

Co-authors

- **Chang Hee Park**, assistant professor of marketing, Binghamton University, State University of New York
- **Young-Hoon Park**, Sung-Whan Suh Professor of Management and professor of marketing, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary

Young-Hoon Park and his colleague, Chang Hee Park, have developed a mathematical model that makes statistical inferences about “clumping” or “bingeing” patterns of consumer behavior online that feature extended periods of inactivity punctuated by short, intensive bursts of activity. It is challenging to make inferences about such hot and cold periods at the individual level because of the latency in the patterns and the sparseness of the data at the individual level.

Applying the model to customers’ visit and purchase data at an online retailer, the researchers find that online store visit patterns tend to be clustered, with significant variation in terms of the number and size of visit clusters as well as the visit frequencies, both within and between clusters. Using the inferences of visit patterns, they find that the conversion rates vary substantially, depending on the size of a visit cluster and the location of a visit event in a cluster. The conversion rates are higher at later visits within a cluster compared with earlier visits. This research can assist managers in targeting and tailoring marketing efforts for individual customers.



Manoj Thomas

Associate professor of marketing; Breazzano Family Term Professorship of Management; director, Business Simulation Laboratory, Samuel Curtis Johnson Graduate School of Management, Cornell University

When Remembering Disrupts Knowing: Blocking Implicit Price Memory

Journal of Marketing Research 53, no. 6 (December 2016): 937–953.

[LINK TO PAPER](#)

Co-authors

- **Ellie J. Kyung**, associate professor of marketing, Tuck School of Business, Dartmouth College
- **Manoj Thomas**, associate professor of marketing; Breazzano Family Term Professorship of Management; director, Business Simulation Laboratory, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary

Research by Manoj Thomas and his co-author, Ellie Kyung, finds evidence that having a hunch is more accurate than recalling an exact number in judgments of price differences. This pattern emerges because using your explicit memory to try hard to remember the exact price of an item impairs your implicit memory — that is, your intuitive ability to make an accurate judgment. When individuals try to recall the exact amount and fail, the so-called “feeling-of-not-knowing” increases. This feeling impairs individuals’ implicit memory to make an accurate judgment. The authors argue that this feeling-of-not-knowing underlies a new type of memory blocking, which they term “metacognitive memory blocking.”

The implications of this research are twofold. For consumers, ruminating over whether the price you pay now is lower or higher compared to the price you paid last week will most likely not help in making an accurate price comparison. For business, this research suggests how to ask consumers to make comparative price judgments in order to measure more accurately what consumers know about prices.

Related Link

[Study: Attempting to remember may hinder intuitive ‘gut feeling’](#) Cornell Chronicle, December 15, 2016



Stijn Maurits van Osselaer

*S.C. Johnson Professor of Marketing,
Samuel Curtis Johnson Graduate
School of Management,
Cornell University*

Knowing the producer, knowing the consumer

Author

Stijn Maurits van Osselaer, S.C. Johnson Professor of Marketing, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary, research focus

In research focused on the field of consumer psychology, Stijn Maurits van Osselaer aims to understand how modern technology affects the happiness and satisfaction of both consumers and producers. Since the Industrial Revolution, modern technology has driven a separation between producer and consumer, says van Osselaer. And yet, he explains, it makes us happier to know who makes the products we're consuming, and the producers feel more fulfilled when they know for whom they're producing.

Van Osselaer's research shows that knowing who the consumer is not only increases producers' satisfaction but results in them producing better products. In one study, for example, participants made nicer handmade paper ornaments when they knew for whom the product was made and signed their work. For consumers, knowing something about the person who makes a product increases their satisfaction. In one study, participants preferred cookies baked by someone they knew something about, saying they tasted better, even though they were not better cookies.

While technology may be driving the divide between consumers and producers, van Osselaer argues, it can also be part of the solution. He cites Domino's Pizza as an example: When customers order online, they can track the making of their pizza, see the name of the person preparing it, and give feedback to that person.

Often led to topics by his students' interests, much of van Osselaer's research aims to understand the psychology behind why consumers make certain choices. His research projects include how the types of information companies give about their products influences consumer decision making and how self-esteem affects consumer choices.

Source/Related Link

[The Consumer-Producer Experience](#) Cornell Research



Christopher K. Anderson

*Director, Center for Hospitality
Research, and professor, School of
Hotel Administration,
Cornell University*

The Billboard Effect: Still Alive and Well

Cornell Hospitality Report 17, no. 11 (April 2017).

[LINK TO PAPER](#)

Co-authors

- **Christopher K. Anderson**, director, Center for Hospitality Research, and professor, School of Hotel Administration, Cornell University
- **Saram Han**, PhD candidate in marketing, School of Hotel Administration, Cornell University

Summary

Research by Christopher Anderson and Saram Han examines the influence of online travel sites on customers' hotel choices. Although people are increasingly booking directly with hotel brands, the researchers found that being listed on online travel sites has the potential to impact reservations made on a brand's own website. Their study underscores consumers' reliance on hotel websites when researching and booking their rooms, but also shows that non-direct channels still influence lodging purchase decisions. The average hotel shopper conducts a lot of research online before purchasing a reservation, making approximately 25 visits to travel-related sites.

The researchers found that while the influence of these sites on decisions to make a reservation may be low, they can have a "billboard effect" on customers who visit prior to booking. For individual hotels that want to solve the attribution puzzle, the researchers suggest conducting experiments in which hotels stop certain actions — such as preferred placement with travel-booking sites or sponsored search at Google — for short periods of time and compare sales results before, during, and after.

Related Link

[Online travel sites are still important for hotel operators](#) CHR Insights, April 14, 2017



Shawn P. Mankad

*Assistant professor of operations,
technology and information
management, Samuel Curtis Johnson
Graduate School of Management,
Cornell University*

New Tools for Monitoring Financial Stability

National Science Foundation Grant: \$525 thousand spanning
four years

Grantee

Shawn P. Mankad, assistant professor of operations, technology and information management, Samuel Curtis Johnson Graduate School of Management, Cornell University

Summary, research focus

The 2008 financial crisis has accentuated the need for effective monitoring, oversight, and regulation of financial markets and institutions. Complex market structures with intricate relationships among financial institutions can propagate and amplify shocks, fostering systemic risk. Shawn Mankad and collaborators are developing an integrative framework that leverages a wide array of diverse quantitative financial data streams, along with metadata and market announcements, to identify and predict market participants that could endanger the financial system.

With a team comprised of a colleague from the University of Florida and an advisory panel of economists from the United States Federal Reserve Board, Mankad is building upon accounting principles, modern statistics, and computer science. The research also incorporates recent financial and economic ideas aimed at assessing threats to financial stability and uncovering the complexity of financial systems in different market conditions. The research outcomes provide new methods for complex big data and empirical results that can advance the state of the art in financial research. In addition, the project contributes important tools that support and enhance financial policy making and decision making.

Source/Related Link

[New Tools for Monitoring Financial Stability](#) Cornell Research



Alex Susskind

*Associate professor of food and
beverage management, School of
Hotel Administration,
Cornell University*

The Food Service Industry: Best of Times, Worst of Times

Cornell Hospitality Report 17, no. 16 (June 15, 2017): 3–7.

[LINK TO PAPER](#)

Author

[Alex Susskind](#), associate professor of food and beverage management, School of Hotel Administration, Cornell University

Summary

This paper by Alex Susskind captures trends identified, discussed, and assessed by participants in “The Food Chain: Paths for Entrepreneurs,” a May 2017 roundtable he organized and chaired, hosted by the Leland C. and Mary M. Pillsbury Institute for Hospitality Entrepreneurship. Hotel School faculty sat down with business leaders representing various aspects of the restaurant and food service industry and together examined new ways technology is impacting the industry, including trends in food retailing and the movement to eliminate tipping.

The roundtable discussion looked at the ways technology is being used to enhance customer service, with a particular focus on analyzing big data to help restaurants improve sales and profits and better anticipate their guests’ needs, as well as guest-facing apps that encourage guests to order and pay for meals without the help of staff. Participants discussed new trends in food retail, including online grocery shopping, how changes in the restaurant industry have influenced vendor behavior, grocery stores preparing and offering ready-made meals, and the growth of food-kit delivery businesses. The future of tipping was also on the agenda: Some restaurateurs have eliminated tipping and raised menu prices to balance payrolls throughout the restaurant, while others retain tipping due to customers’ price sensitivity.

Related Link

[Roundtable chews on opportunities, trends in the food business](#) Cornell Chronicle, June 23, 2017



Rohit Verma

Dean of external relations, Cornell SC Johnson College of Business; executive director, Cornell Institute for Healthy Futures; and the Singapore Tourism Board Distinguished Professor in Asian Hospitality Management, School of Hotel Administration, Cornell University

What Matters Most to Your Guests: An Exploratory Study of Online Reviews

Cornell Hospitality Report 17, no. 4 (February 2017).

[LINK TO PAPER](#)

Co-authors

- **Rohit Verma**, dean of external relations, Cornell SC Johnson College of Business; executive director, Cornell Institute for Healthy Futures; and the Singapore Tourism Board Distinguished Professor in Asian Hospitality Management, School of Hotel Administration, Cornell University
- **Jie J. Zhang**, assistant professor of service operations management, Gustavson School of Business, University of Victoria

Summary

The best strategy that hotel operators can use to attract new customers and retain guests is to provide customers with comfortable, well-appointed rooms and excellent customer service, according to a new study by Rohit Verma and co-author Jie Zhang. While hotels may be tempted to add new amenities and facilities, the researchers found that customers cared most about being treated well and getting a good night's rest. The researchers examined nearly 100,000 online customer ratings and reviews of 99 independent hotels on three popular online travel sites (TripAdvisor, Expedia, and Booking.com) and found that properties with the most consistent service also had the highest ratings, while hotels with inconsistent scores had relatively low ratings.

A quantitative analysis by the researchers revealed that service and rooms were overwhelmingly the most important factors customers used when rating a hotel, while facilities, location, and amenities affected their ratings far less. Words used in the reviews highlighted the essential nature of service and rooms, both for high-rated and low-rated properties. Top-rated reviews included such words as "friendly, helpful, excellent, and beautiful," while words that appeared only in the low-rated reviews included "didn't, bathroom, front, desk, and price," hinting at issues that resulted in those lower ratings.

Related Link

[Focus on Fundamentals Remains Key for Hotels](#) CHR Insights, March 8, 2017



Cathy A. Enz

*Associate dean for academic affairs
and the Lewis G. Schaeneman
Professor of Innovation and Dynamic
Management, School of Hotel
Administration, Cornell University*

Total Hotel Revenue Management: A Strategic Profit Prospective

Cornell Hospitality Report 17, no. 8 (March 2017).

[LINK TO PAPER](#)

Co-authors

- **Cathy A. Enz**, associate dean for academic affairs and the Lewis G. Schaeneman Professor of Innovation and Dynamic Management, School of Hotel Administration, Cornell University
- **Jessie Glassmire**, BS in hotel, restaurant, and institutional management, School of Hospitality Management, Pennsylvania State University
- **Breffni Noone**, associate professor, School of Hospitality Management, Pennsylvania State University

Summary

Research by Cathy Enz and her co-authors, Jessie Glassmire and Breffni Noone, examines the recent shift in revenue management (RM) practices among hospitality firms from a tight focus on rooms-based profits to include relationships with customers and multiple hotel revenue streams, such as restaurants, function space, catering, spas, and golf.

The researchers interviewed 16 of the industry's leading senior revenue managers about initiatives that support the application of RM to non-room revenue streams; RM initiatives that support a customer-value focus; challenges to implementing current initiatives; and support for RM systems, including organizational culture, structure, and human capital.

All of the industry leaders interviewed said they believe that the future of revenue management will require more attention to multiple hotel revenue streams. However, hurdles to implementing total hotel revenue management include the lack of appropriate platforms or an integrated revenue management strategy, which will require better data and industry-wide standards.

Related Link

[Study highlights growth of strategic hotel profit management](#) CHR Insights, April 18, 2017



Aija Leiponen

Associate professor, Charles H. Dyson
School of Applied Economics and
Management, Cornell University

Crowdsourcing mobile coverage

Telecommunications Policy 40, issue 6 (June 2016): 532–544.

[LINK TO PAPER](#)

Co-authors

- **Pantelis Koutroumpis**, research fellow, Innovation and Entrepreneurship Group, Imperial College Business School, and fellow, Columbia Institute of Tele-Information, Columbia Business School
- **Aija Leiponen**, associate professor, Charles H. Dyson School of Applied Economics and Management, Cornell University

Summary

Research by Aija Leiponen and her co-author, Pantelis Koutroumpis, finds that access to mobile communication networks depends on income, population, and education. By mapping cell-phone signal strength across a large city in the United States, the researchers determined that network coverage in low-income regions lags behind coverage in more affluent areas by almost 15 percent. They also found that providers install two fewer mobile antennas per tract in lower income areas for an equal distribution of subscribers.

Leiponen and Koutroumpis used crowdsourced information from OpenSignal to map mobile coverage and measured the prevalence of “femtocells” — devices used in low-coverage areas that connect to a phone service provider via the internet and broadcast a cell-phone signal over a small area — to show the existence of the mobile divide.

One reason poor service can depress the economy, Leiponen suggests, is that small businesses may not want to move into an area where they will not be able to communicate with their customers or their employees. This report’s goal was to identify and quantify the extent of the problem and open a conversation about communications policy.

Related Links

[Poor cell phone coverage creates a ‘mobile divide’](#) Cornell Chronicle, May 3, 2016



Michael Roach

J. Thomas and Nancy W. Clark Assistant Professor of Entrepreneurship, Charles H. Dyson School of Applied Economics and Management, Cornell University

The declining interest in an academic career

PLOS One 12, no. 9 (September 18, 2017)

[LINK TO PAPER](#)

Co-authors

- **Michael Roach**, J. Thomas and Nancy W. Clark Assistant Professor of Entrepreneurship, Charles H. Dyson School of Applied Economics and Management, Cornell University
- **Henry Sauermann**, associate professor of strategy, European School of Management and Technology, Berlin

Summary

Research by Michael Roach and his co-author, Henry Sauermann, debunks some of the myths surrounding the reasons why science and engineering PhD students do not pursue academic careers. There is no denying that during graduate training, doctoral students' interest in pursuing an academic career declines. However, attributing this phenomenon primarily to the challenges of the academic labor market, such as expectations of academic job availability, is an oversimplification of the issue. This research unveils two important insights. First, an individual's career goals change and doctoral students are no exception to such changes. Second, the anticipated challenges of the academic labor market are not the only reasons why students lose interest in pursuing an academic career. Another major contributing factor arises when students realize that their desired job attributes and those offered by an academic job do not match.

On the one hand, this research recommends (aspiring) doctoral students to form a realistic estimate of their own interests and abilities, and of the career options available to them. On the other hand, this research informs universities that more information and support ought to be provided to aspiring and current PhD students so that they can make more informed career decisions.

Related Link

[One-third of PhDs lose interest in academic careers, but not for lack of jobs](#)
Cornell Chronicle, September 18, 2017

Media Hits

ACCOUNTING

APPLIED ECONOMICS AND POLICY

FINANCE

MANAGEMENT AND ORGANIZATIONS

MARKETING AND MANAGEMENT COMMUNICATION

OPERATIONS, TECHNOLOGY, AND
INFORMATION MANAGEMENT

STRATEGY AND BUSINESS ECONOMICS

Note: Media placements have been collected from monthly media coverage reports prepared by Cornell SC Johnson College of Business public relations department for the last year Jan. 2017–Dec. 2017. Media coverage reports started for Dyson and the Hotel School in April of 2017.

ACCOUNTING

[Cornell University to Launch New Accounting Master's Degree in Fall 2017](#)

Accounting Today

Faculty: *John Little*

[Accounting Programs with Dr. Michael Paz](#)

YesCollege

Faculty: *Michael Paz*

[Less Readable Disclosures Can Turn Off Investors](#)

Accounting Web

Faculty: *Kristina Rennekamp*

[Investors reward readable disclosures, study finds](#)

Compliance Week

Faculty: *Kristina Rennekamp*

[Presenting Financial Results Readably Pays Off For Companies](#)

Value Walk

Faculty: *Kristina Rennekamp*

[Shaped by Booms and Busts: How the Economy Impacts CEO Careers and Management Styles](#)

Oxford Academic: The Review of Financial Studies

Faculty: *Luo Zuo*

[Hunger and Obesity Can Be Two Sides of the Same Coin](#)

Slate

Faculty: *Christopher Barrett*

[How to Help Africa Feed Itself](#)

Bloomberg BusinessWeek

Faculty: *Christopher Barrett*

[How to Feed More People Worldwide](#)

U.S. News & World Report

Faculty: *Christopher Barrett*

[Testimony: Modernizing the Food for Peace Program](#)

AEI.org

Faculty: *Christopher Barrett*

[Soft power, harder choices](#)

The Indian Express

Faculty: *Kaushik Basu*

[Depression and anxiety can cost you retirement savings](#)

Futurity

Faculty: *Vicki Bogan*

[U.S. Lodging Industry Performance Appears to Be Sustainable CBRE Research
Forecasts Occupancy to Increase Through 2019](#)

Hospitality Net

Faculty: *Jack Corgel*

[Trump SoHo slashes room rates and prepares to lay off staff after suffering post-
election slump](#)

The Daily Telegraph

Faculty: *Jan deRoos*

[Donald Trump's crumbling brand just took another major hit](#)

Salon

Faculty: *Jan deRoos*

[Trump Steaks, but for Hotels](#)

The New Yorker

Faculty: *Jan deRoos*

[Trump Organization to Go Budget Friendly With 'American Idea' Hotel Chain](#)

The New York Times

Faculty: *Jan deRoos*

[Deflaggings reflect belief that Trump brand is hurting hotels](#)

Travel Weekly

Faculty: *Jan deRoos*

[New Trump Hotel Set to Open in Heart Of The Mississippi Delta](#)

NPR

Faculty: *Jan deRoos*

[Wasted food adds up to wasted nutrients](#)

Reuters

Faculty: *John Hoddinott*

[CVS, Starbucks Highlight America's Love-Hate Relationship With Sugar](#)

NBC News

Faculty: *David Just*

[4 foolproof ways to resist the temptation to eat out in restaurants](#)

MarketWatch

Faculty: *David Just*

[How to stop eating out and start saving thousands](#)

The New York Post

Faculty: *David Just*

[The Mad Cheese Scientist Fighting to Save the Dairy Industry](#)

Bloomberg News

Faculty: *Harry Kaiser*

[The Next Challenge for Puerto Rico's Recovery](#)

The Atlantic

Faculty: *Steven Kyle*

[Mnuchin: Trump's Preparing 'Largest Tax Reform' Ever](#)

U.S. News & World Report

Faculty: *Steven Kyle*

[3 Ways Hurricane Harvey Could Affect You No Matter Where You Live](#)

Fortune

Faculty: *Steven Kyle*

[Harvey's Local Toll Substantial, But Unlikely to Ding U.S. GDP](#)

U.S. News & World Report

Faculty: *Steven Kyle*

[Analysis: Bernie Sanders to unveil a \\$146 billion 'Marshall Plan' for Puerto Rico](#)

The Washington Post

Faculty: *Steven Kyle*

[US tax cuts could raise trade deficit: experts](#)

China Daily

Faculty: *Steven Kyle*

[Service learning overseas is worth the risks. Parents should be proud, not scared.](#)

USA Today

Faculty: *Ed Mabaya*

[If Trump Keeps Deporting Illegals, Milk Will Cost \\$8 A Gallon](#)

The Daily Caller

Faculty: *Thomas Maloney*

[Why Chinese Are Diverting Their Consumer Loans to Real Estate](#)

The Wall Street Journal

Faculty: *Eswar Prasad*

[Flood of Dollar Debt Could Come Back to Haunt Emerging Economies](#)

The Wall Street Journal

Faculty: *Eswar Prasad*

[Jamie Dimon Is Right That Bitcoin Is A Fraud, But Doesn't Know Why](#)

Forbes

Faculty: *Eswar Prasad*

[China Shrugs Off Debt Worries as Xi Takes Firmer Economic Grip](#)

The New York Times

Faculty: *Eswar Prasad*

[China, Seeking Growth, Softens Focus on Cutting Debt](#)

The Wall Street Journal

Faculty: *Eswar Prasad*

[China bank governor speaks bluntly as retirement looms](#)

Financial Times

Faculty: *Eswar Prasad*

[Episode 813: The Produce Show](#)

NPR Planet Money

Faculty: *Brad Rickard*

FINANCE

[USA and Brexit](#)

Venitism

Faculty: *Murillo Campello*

[US business exposed to Brexit doubt](#)

Cambridge Network

Faculty: *Murillo Campello*

[Security Line Blues? Maybe Some Cool Jazz Will Help](#)

The New York Times

Faculty: *Steven Carvell*

[Airports, Like Airlines, Use Twitter to Ease Travelers' Concerns](#)

The New York Times

Faculty: *Steven Carvell*

[Some Disney World Resorts Change 'Do Not Disturb' Signs](#)

Orlando Sentinel

Faculty: *Steven Carvell*

['Do not disturb' signs get another look after Las Vegas shooting](#)

Las Vegas Review-Journal

Faculty: *Steven Carvell*

[Despite Safety Concerns, Life on Las Vegas Strip Slowly Returning To Normal](#)

Variety

Faculty: *Steven Carvell*

[Opinion: Here's why the S&P 500 might actually be undervalued](#)

MarketWatch

Faculty: *Darien Huang*

[Gold and platinum are giving the all clear to stock market investors](#)

MSN Money

Faculty: *Darien Huang*

[Why It Pays to Write Shareholder Reports Well](#)

The Wall Street Journal

Faculty: *Byoung-Hyoun Hwang*

[Trump and China could still fall out badly over trade](#)

CNN Money

Faculty: *Andrew Karolyi*

[Did Trump back-pedal on plan to hit China with trade sanctions?](#)

South China Morning Post

Faculty: *Andrew Karolyi*

FINANCE

[Today's less-competitive markets would anger Teddy Roosevelt](#)

The Hill

Faculty: *Roni Michaely*

[The Disturbing New Facts About American Capitalism](#)

The Wall Street Journal

Faculty: *Roni Michaely*

[Here's why consumers have fewer choices than they used to](#)

CNN Money

Faculty: *Roni Michaely*

[Fed's Dudley Says It Makes Sense To Review Post-Crisis Financial Laws](#)

The Wall Street Journal

Faculty: *Maureen O'Hara*

[A New Way to Buy Argentina Ahead of Expected MSCI Boom](#)

Bloomberg Markets

Faculty: *Maureen O'Hara*

[To keep market rally going, Trump may have to deliver on promises, experts say](#)

WKEF-TV

Faculty: *Drew Pascarella*

[Should Millennials buy Snapchat stock?](#)

CNN Money

Faculty: *Drew Pascarella*

[Should you buy Snapchat stock?](#)

WPMT-TV

Faculty: *Drew Pascarella*

[Choose the Right MBA Program for Finance, Banking](#)

U.S. News & World Report

Faculty: *Drew Pascarella*

[Investor Distrust After Madoff Cost Advisors \\$363B, Report Says](#)

Bloomberg BNA

Faculty: *Scott Yonker*

[Do Managers Give Hometown Labor an Edge?](#)

**The Harvard Law School Forum on Corporate Governance and
Financial Regulation**

Faculty: *Scott Yonker*

[Modi's India seeking a ratings upgrade from Moody's is neither undesirable nor a new practice](#)

Quartz

Faculty: *Lourdes Casanova*

[Experts Weigh Influence of China-Led Development Banks](#)

Voice of America News

Faculty: *Lourdes Casanova*

[New Chinese-backed banks defy sceptics](#)

The National

Faculty: *Lourdes Casanova*

[The Indian government has delivered a piercing criticism of rating firms like Standard & Poor's and Moody's](#)

Quartz

Faculty: *Lourdes Casanova*

[Balance of power sways to China in run-up to 9th Brics summit](#)

IOL

Faculty: *Lourdes Casanova*

[Don't let the fabulous week Indian markets just had distract you from the glaring cracks in the economy](#)

Quartz

Faculty: *Lourdes Casanova*

[Why Do Women Bully Each Other at Work?](#)

The Atlantic

Faculty: *Michelle Duguid*

[Another Reason Top Managers Are Disproportionally White Men](#)

Scientific American

Faculty: *Michelle Duguid*

[Trump has a great opportunity to save our environment](#)

The Hill

Faculty: *Glen Dowell*

[Stunning price for da Vinci has raised concerns among some art experts](#)

The Boston Globe

Faculty: *Mukti Khaire*

[New Jersey tackles food waste and hunger — for the climate](#)

Grist

Faculty: *Mark Milstein*

[New Jersey Food Waste Law Will Help Feed Hungry, And Mitigate Climate Change](#)

Naked Capitalism

Faculty: *Mark Milstein*

[New Jersey is cutting food waste to help the climate](#)

Salon

Faculty: *Mark Milstein*

[Guns, like cigarettes, are legal products that kill people. That's not OK](#)

The Los Angeles Times

Faculty: *Dana Radcliffe*

[When you Have An Office Meltdown, You Can Get Away With It By Calling It Passion, New Study Says](#)

Forbes

Faculty: *Sunita Sah*

[Let's Keep the Science in Forensic Science](#)

Scientific American

Faculty: *Sunita Sah*

[Research: Missing Product Information Doesn't Bother Consumers as Much as It Should](#)

Harvard Business Review

Faculty: *Sunita Sah*

[White People Get Better Plea Deals From Prosecutors, Study Shows](#)

Newsweek

Faculty: *Sunita Sah*

[In the Age of Trump, Politics and Food Do Mix](#)

RealClear Politics

Faculty: *David Sherwyn*

[Hyper-aware of harassment: Companies taking steps to head off misconduct](#)

Boston Herald

Faculty: *David Sherwyn*

[New Orleans' largest hotel forms union; here's what move means for hospitality industry](#)

The New Orleans Advocate

Faculty: *David Sherwyn*

[Why some companies rally to help in a disaster](#)

The Houston Chronicle

Faculty: *Isaac Smith*

[Private schools decide on Enhanced Tuition](#)

Politico

Faculty: *Kate Walsh*

[New Cornell University Dean Shares Her Advice To Education Secretary Betsy DeVos](#)

Essence Magazine

Faculty: *Dean Lynn Wooten*

[Cornell University Chooses the Next Dean of Its School of Applied Economics and Management](#)

The Journal of Blacks in Higher Education

Faculty: *Dean Lynn Wooten*

MARKETING AND MANAGEMENT COMMUNICATION

[Hotels finding fitness areas get scant use](#)

Travel Weekly

Faculty: *Chekitan Dev*

[Workout amenity: Peloton bikes in hotel rooms](#)

USA Today

Faculty: *Chekitan Dev*

[Case Study: Prune the Brand Portfolio?](#)

Harvard Business Review

Faculty: *Chekitan Dev*

[10 ways Starbucks makes you spend more money — and how to resist](#)

The Today Show

Faculty: *Warren Elish*

[A fresh take on taxes to make America's workforce stronger](#)

The Hill

Faculty: *Jason Hogg*

[Magellan Awards 2017](#)

Travel Weekly

Faculty: *Robert Kwortnik*

[Women of the Vine & Spirits award 2017 scholarships](#)

Winetitles Media

Faculty: *Kathryn LaTour*

[With More Tipping Options Comes More Confusion](#)

The New York Times

Faculty: *Michael Lynn*

[There's some evidence that the experiment to end tipping in restaurants might not work](#)

Business Insider

Faculty: *Michael Lynn*

[Casualties of the Cashless Society: Those Who Get Seasonal Tips](#)

The New York Times

Faculty: *Michael Lynn*

[Do Americans tip people of color less money?](#)

MarketWatch

Faculty: *Michael Lynn*

[Tipping May Be the Norm, but Not for Hotel Housekeepers](#)

The New York Times

Faculty: *Michael Lynn*

MARKETING AND MANAGEMENT COMMUNICATION

[How the War on Tipping Is Bad for Customers](#)

TIME

Faculty: *Michael Lynn*

[Is wine healthy?](#)

CNN

Faculty: *Stephen Mutkoski*

[Should you enroll on a technology MBA course?](#)

Financial Times

Faculty: *Doug Stayman*

[MBAs Increasingly Turning To Jobs In Tech](#)

Poets & Quants

Faculty: *Doug Stayman*

[Tuck professor co-authors study on alternative rating systems](#)

The Dartmouth

Faculty: *Manoj Thomas*

[What If a Five-Star Rating Was Actually Bad?](#)

Tuck School of Business

Faculty: *Manoj Thomas*

[Habit Formation Studies Assessed](#)

CNN Online

Faculty: *Brian Wansink*

[Are Office Snacks Making You Fat? This Is Why](#)

NBC News

Faculty: *Brian Wansink*

[How Humans Use “Strategic Ignorance” When Facts Get In The Way](#)

NPR Hidden Brain

Faculty: *Kaitlyn Woolley*

OPERATIONS, TECHNOLOGY, AND INFORMATION MANAGEMENT

[Hotel Tonight Faces off With Expedia, Priceline With Advanced Bookings](#)

U.S. News & World Report

Faculty: *Christopher Anderson*

[Airbnb-branded apartment complex fuels opposition from hotel industry](#)

Travel Weekly

Faculty: *Christopher Anderson*

[Mutual mudslinging as competitive strategy](#)

Travel Weekly

Faculty: *Christopher Anderson*

[OTAs – Is the billboard effect dead?](#)

eHotelier

Faculty: *Christopher Anderson*

[Airbnb and hotel group skirmish over tax claims](#)

Travel Weekly

Faculty: *Christopher Anderson*

[Are Hotels Gouging When Doubling, Tripling, or Quadrupling Rates?](#)

Forbes

Faculty: *Christopher Anderson*

[Who's being served?](#)

Travel Weekly

Faculty: *Christopher Anderson*

[Swiss still top UN innovation ranking but emerging markets climbing](#)

Reuters

Faculty: *Soumitra Dutta*

[Strength of Indian economy lies in its diversity: CII](#)

The Economic Times

Faculty: *Soumitra Dutta*

[China is seen as more innovative in IT than India: Soumitra Dutta](#)

The Hindu

Faculty: *Soumitra Dutta*

[Should You Airbnb Or Sell Your Property - Big Data Helps](#)

Forbes

Faculty: *Lutz Finger*

[How A Small Restaurant Can Use Its Data](#)

Forbes

Faculty: *Lutz Finger*

OPERATIONS, TECHNOLOGY, AND INFORMATION MANAGEMENT

[Uber Data Determine The Best Food Places In New York City](#)

Forbes

Faculty: *Lutz Finger*

[Curing the Addiction to Growth](#)

Harvard Business School, January–February 2017 Issue

Faculty: *Vishal Gaur*

[Entrepreneurs take a break from work, go back to B-schools to equip themselves with business skills](#)

The Economic Times

Faculty: *Karan Girotra*

[Investment Firm Taking Space in N.Y. College to Connect With Academia](#)

The Wall Street Journal

Faculty: *Dean Daniel Huttenlocher*

[What you should know about AI](#)

Tech Crunch

Cornell Tech: *Dean Daniel Huttenlocher*

[Cornell Tech starts up](#)

Crain's New York Business

Faculty: *Dean Daniel Huttenlocher*

[High Tech and High Design, Cornell's Roosevelt Island Campus Opens](#)

The New York Times

Cornell Tech: *Dean Daniel Huttenlocher*

[In New York City, a New Moxy Hotel Has a History](#)

The New York Times

Faculty: *Reneta McCarthy*

[In the Bahamas, a Long-Awaited Opening for Baha Mar Resort](#)

The New York Times

Faculty: *Reneta McCarthy*

[STR's SHARE Center celebrates five years of CHIA](#)

Hotel News Now

Faculty: *Reneta McCarthy*

[Get a slice of the Big Apple without burning a hole in your pocket](#)

IOL

Faculty: *Reneta McCarthy*

[Raise a glass -'gin season is now open'](#)

USA Today

Faculty: *Douglass Miller*

OPERATIONS, TECHNOLOGY, AND INFORMATION MANAGEMENT

[Drink Up, Business Travelers. The Minibar Is on the Way Out.](#)

The New York Times

Faculty: *Stephani Robson*

[This Is Why Hotels Are Removing Minibars \(and Desks and Closets\)](#)

Inc.

Faculty: *Stephani Robson*

[The latest trend I loathe in restaurants: No space between tables](#)

The Washington Post

Faculty: *Stephani Robson*

[Why personal space isn't on the menu at many restaurants](#)

Chicago Tribune

Faculty: *Stephani Robson*

[2017 40 Under 40](#)

Wine Enthusiast

Faculty: *Cheryl Stanley*

[Coffee Shops Skip Wi-Fi to Encourage Customers to Actually Talk](#)

The New York Times

Faculty: *Alex Susskind*

[Here's Why Coffee Shops Don't Want Wi-Fi](#)

Food & Wine

Faculty: *Alex Susskind*

[Why Your Upscale Restaurant Server Still Takes Your Order By Hand, Even
Though Technology Abounds](#)

Forbes

Faculty: *Alex Susskind*

[CentreCourt Live In San Francisco: Deans Defend Value Of An MBA Degree](#)

Poets & Quants

Faculty: *Rohit Verma*

[Poll: 9 out of 10 Millennials Admit to Impulse Buys](#)

CreditCards.com

Faculty: *Randy Allen*

[Jobless Rate at 10-Year Low as Hiring Grows and Wages Rise](#)

The New York Times

Faculty: *Catherine Barrera*

[A Hotel for Every Traveler, Sometimes Several Under One Roof](#)

The New York Times

Faculty: *Cathy Enz*

[Federal Policy Will Shift. Not All States Will Shift With It.](#)

The New York Times

Faculty: *Robert Frank*

[How to fake a shopping buzz without spending any money](#)

BBC

Faculty: *Robert Frank*

[Why Single-Payer Health Care Saves Money](#)

The New York Times

Faculty: *Robert Frank*

[Investors Chronicle: Asos, Telit Communications, Booker](#)

Financial Times

Faculty: *Robert Frank*

[Tesla's Tiered Pricing Is a Hurdle, but a Fair One](#)

The New York Times

Faculty: *Robert Frank*

[We asked 7 experts about Sen. Brian Schatz's big new Medicaid buy-in plan](#)

Vox

Faculty: *Robert Frank*

[Football Champs and CEOs Alike Sidestep Taxes With Private Jets](#)

Bloomberg

Faculty: *Robert Frank*

[2017 Life Science Salary Survey](#)

The Scientist

Faculty: *Michael Roach*

[The 2 Harsh Realities That No Startup Founder Is Ever Prepared For](#)

Fortune

Faculty: *Deborah Streeter*

[3 Reasons Men Should Care About "Women's Issues"](#)

Women 2.0

Faculty: *Deborah Streeter*

Publications

ACCOUNTING

APPLIED ECONOMICS AND POLICY

FINANCE

MANAGEMENT AND ORGANIZATIONS

MARKETING AND MANAGEMENT COMMUNICATION

OPERATIONS, TECHNOLOGY, AND
INFORMATION MANAGEMENT

STRATEGY AND BUSINESS ECONOMICS

** Published and forthcoming articles for all regular, non-visiting faculty in peer-reviewed journals, book chapters, and scholarly books, between January 1, 2017 and December 31, 2017.*

Published and Accepted Articles in Peer Reviewed Journals

- Sanjeev Bhojraj, *Restructuring Charges, FAS 146, and the Accrual Anomaly*, Management Science, 63, 11, November 2017. With Sengupta, Partha; Zhang, Suning.
- Sanjeev Bhojraj, *Takeover Defenses: Entrenchment and Efficiency*, Journal of Accounting and Economics, 63, 1, February 2017. With Sengupta, Partha; Zhang, Suning.
- Ryan Guggenmos, *Making Sense of Custom Contrast Analysis: Seven Takeaways and a New Approach*, The Accounting Review, Accepted. With Piercey, M. D.; Agoglia, C. P.
- John McKinley, *Blue Ocean MBA's in the Era of Wicked Problem Disruption from Automation, Robotics, & Artificial Intelligence*, Business Education Innovation Journal, 9, 2, December 2017. With Houke, Charlotte; Kizer, Lee; Raynor III, William.
- Kenneth Merkley, *Does the Scope of the Sell-Side Analyst Industry Matter? An Examination of Bias, Accuracy, and Information Content of Analyst Reports*, The Journal of Finance, 72, 3, June 2017. With Michaely, Roni; Pacelli, Joseph.
- Mark Nelson, *Planning Audits of Fair Values: Effects of Procedure Frame and Perceived Procedure Verifiability*, Behavioral Research in Accounting, Accepted. With Maksymov, Eldar M.; Kinney, Jr., William R.
- Mark Nelson, *Reporting Accounting Changes and Their Multi-period Effects*, Accounting, Organizations and Society, 57, Published. With Emett, Scott A.
- Mark Nelson, *Malleable Standards of Care Required by Jurors When Assessing Auditor Negligence*, The Accounting Review, 92, 1, January (1st Quarter/Winter) 2017. With Maksymov, Eldar M.
- Kristina Rennekamp, *Disclosure Readability and the Sensitivity of Investors' Valuation Judgments to Outside Information*, The Accounting Review, 92, 4, July (3rd Quarter/Summer) 2017. With Asay, Hamilton S.; Elliott, W. B.
- Kristina Rennekamp, *How Disclosure Features of Corporate Social Responsibility Reports Interact with Investor Numeracy to Influence Investor Judgments*, Contemporary Accounting Research, 34, 3, June 2017. With Elliott, W. B.; Grant, Stephanie.
- Kristina Rennekamp, *A Plain English Measure of Financial Reporting Readability*, Journal of Accounting and Economics, 63, 2-3, April (2nd Quarter/Spring) 2017. With Bonsall IV, Samuel B.; Leone, Andrew J.; Miller, Brian P.

- P. Yeung, *Earnings Attribution and Information Transfers*, Contemporary Accounting Research, 34, 3, October (4th Quarter / Autumn) 2017. With Koo, David S.; Wu, J. J.
- P. Yeung, *Earnings Comparability, Accounting Similarities, and Stock Returns: Evidence From Peer Firms' Earnings Restatements*, Journal of Accounting, Auditing, and Finance, 32, 4, October (4th Quarter / Autumn) 2017. With Campbell, John L.
- Luo Zuo, *Long-term Impact of Economic Conditions on Auditors' Judgment*, The Accounting Review, Accepted. With He, Xianjie; Kothari, S. P.; Xiao, Tusheng.
- Luo Zuo, *Relative Optimism and the Home Bias Puzzle*, Review of Finance, 21, 5, August 2017. With Solnik, Bruno.
- Luo Zuo, *Sharing Risk With the Government: How Taxes Affect Corporate Risk Taking*, Journal of Accounting Research, 55, 3, June 2017. With Ljungqvist, Alexander; Zhang, Liandong.
- Luo Zuo, *Shaped by Booms and Busts: How the Economy Impacts CEO Careers and Management Styles*, Review of Financial Studies, 30, 5, May 2017. With Schoar, Antoinette.
- Luo Zuo, *Customer-supplier Relationships and Corporate Tax Avoidance*, Journal of Financial Economics, 123, 2, February 2017. With Cen, Ling; Maydew, Edward L.; Zhang, Liandong.

Published and Accepted Articles in Peer Reviewed Journals

- Christopher Barrett, *Preferential Resource Spending Under an Employment Guarantee: The Political Economy of MGNREGS in Andhra Pradesh*, World Bank Economic Review, Accepted. With Sheahan, Megan; Liu, Yanyan; Narayanan, Sudha.
- Christopher Barrett, *The “Discouraged Worker Effect” in Public Works Programs: Evidence from the MGNREGA in India*, World Development, 100, December 2017. With Narayanan, Sudha; Das, Upasak; Liu, Yanyan.
- Christopher Barrett, *Cash Transfers and Index Insurance: A Comparative Impact Analysis From Northern Kenya*, Journal of Development Economics, 129, 1, November 2017. With Jensen, Nathaniel D.; Mude, Andrew G.
- Christopher Barrett, *Human Health and Pesticide Use in Sub-saharan Africa*, Agricultural Economics, 48, S1, November 2017. With Sheahan, Megan; Goldvale, Casey.
- Christopher Barrett, *The Structural Transformation of African Agriculture and Rural Spaces: Introduction to a Special Section*, Agricultural Economics, 48, S1, November 2017. With Christian, Paul; Shiferaw, Bekele A.
- Christopher Barrett, *Complexity in the Spatial Utilization of Rangelands: Pastoral Mobility in the Horn of Africa*, Applied Geography, 86, September 2017. With Liao, Chuan; Clark, Patrick E.; DeGloria, Stephen D.
- Christopher Barrett, *On the Structural Transformation of Rural Africa*, Journal of African Economies, 26, suppl 1, August 2017. With Christiaensen, Luc; Sheahan, Megan; Shimeles, Abebe.
- Christopher Barrett, *Review: Food Loss and Waste in Sub-saharan Africa*, Food Policy, 70, July (3rd Quarter/Summer) 2017. With Sheahan, Megan.
- Christopher Barrett, *Agricultural Index Insurance for Development*, Applied Economic Perspectives and Policy, 39, 2, June 2017. With Jensen, Nathaniel.
- Christopher Barrett, *Are There Gender Differences in Demand for Index-based Livestock Insurance?*, The Journal of Development Studies, 53, 6, June 2017. With Bageant, Elizabeth R.
- Christopher Barrett, *Variable Returns to Fertiliser Use and the Geography of Poverty: Experimental and Simulation Evidence From Malawi*, Journal of African Economies, 26, 3, June 2017. With Harou, Aurelie P.; Liu, Yanyan; You, Liangzhi.
- Christopher Barrett, *Welfare Impacts of Index Insurance in the Presence of a Poverty Trap*, World Development, 94, June 2017. With Chantarat, Sommarat; Mude, Andrew G.; Turvey, Calum G.

- Christopher Barrett, *Is Late Really Better Than Never? The Farmer Welfare Effects of Pineapple Adoption in Ghana*, *Agricultural Economics*, 28, 2, March 2017. With Harou, Aurelie P.; Walker, Thomas F.
- Christopher Barrett, *Agricultural Factor Markets in Sub-Saharan Africa: An Updated View with Formal Tests for Market Failure*, *Food Policy*, 67, February 2017. With Dillon, Brian.
- Christopher Barrett, *Ten Striking Facts About Agricultural Input Use in Sub-Saharan Africa*, *Food Policy*, 67, February 2017. With Sheahan, Megan.
- Garrick Blalock, *Locus of Control and Technology Adoption in Developing Country Agriculture: Evidence from Ethiopia*, *Journal of Economic Behavior & Organization*, Accepted. With Abay, Kibrom; Berhane, Guush.
- Garrick Blalock, *What Impedes Efficient Adoption of Products? Evidence from Randomized Sales Offers for Fuel-Efficient Cookstoves in Uganda*, *Journal of the European Economic Association*, Accepted. With Beltramo, Theresa; Levine, David I.; Simons, Andrew M.
- Garrick Blalock, *Using Unobtrusive Sensors to Measure and Minimize Hawthorne Effects: Evidence from Cookstoves*, *Journal of Environmental Economics and Management*, 86, November 2017. With Simons, Andrew M.; Beltramo, Theresa; Levine, David I.
- Wally Boudry, *The Dynamics of REIT Pricing Efficiency*, *Real Estate Economics*, Accepted. With Aguilar, Mike; Connolly, Robert A.
- Mark Conostas, *The Pathways from a Behavior Change Communication Intervention to Infant and Young Child Feeding in Bangladesh are Mediated and Potentiated by Maternal Self-Efficacy*, *Journal of Nutrition*, February 2018. With Zongrone, A.; Menon, P.; Peltó, G.; Habicht, J. P.; Rasmussen, K.; Vermeylen, F.; Khaled, A.; Saha, K.; Stoltzfus, R.
- Miguel Gómez, *A Bioeconomic Model of Ecosystem Services Provision: Coffee Berry Borer and Shade-Grown Coffee in Colombia*, *Ecological Economics*, 144, February 2018. With Atallah, Shady S.; Jaramillo, Juliana.
- Miguel Gómez, *Quality as a Driver of Sustainable Agricultural Value Chains: The Case of the Relationship Coffee Model*, *Business Strategy and the Environment*, 27, 2, February 2018. With Hernández-Aguilera, J. N.; Rodewald, A. D.; Rueda, X.; Anunu, C.; Bennett, R.; van Es, H. M.
- Miguel Gómez, *Using a Market Basket to Explore Regional Food Systems*, *Journal of Agriculture, Food Systems, and Community Development*, 7, 4, 2017. With Clancy, Kate; Bonanno, Alessandro; Canning, Patrick; Cleary, Rebecca; Conrad, Zach; Fleisher, David; Griffin, Timothy; Lee, Ryan; Kane, Daniel; Palmer, Anne; Park, Kristen S.; Peters, Christian J.; Tichenor, Nicole.
- Miguel Gómez, *Coordination of Winegrape Supply Chains in Emerging Markets*, *Agribusiness*, 33, 3, July (3rd Quarter/Summer) 2017. With Chaddad, Fabio R.; Franken, Jason R. V.; Ross, R. B.
- Miguel Gómez, *Specification of Spatial-Dynamic Externalities and Implications for Strategic Behavior in Disease Control*, *Land Economics*, 93, 2, May 2017. With Atallah, Shady S.; Conrad, Jon M.

- Miguel Gómez, *[Combining Two Wrongs to Make Two Rights: Mitigating Food Insecurity and Food Waste through Gleaning Operations](#)*, Food Policy, 68, April (2nd Quarter/Spring) 2017. With Lee, Deishin; Sönmez, Erkut; Fan, Xiaoli.
- Miguel Gómez, *[Retail Intermediation and Local Foods](#)*, American Journal of Agricultural Economics, 99, 3, April (2nd Quarter/Spring) 2017. With Richards, Timothy J.; Hamilton, Stephen F.; Rabinovich, Elliot.
- Miguel Gómez, *[Socially Responsible Products: What Motivates Consumers to Pay a Premium?](#)*, Applied Economics, 49, 19, April (2nd Quarter/Spring) 2017. With Chiu, L. J.; Liaukonyte, Jurate; Kaiser, Harry M.
- Miguel Gómez, *[Mitigating the Economic Impact of Grapevine Red Blotch: Optimizing Disease Management Strategies in U.S. Vineyards](#)*, American Journal of Enology and Viticulture, 68, 1, January (1st Quarter/Winter) 2017. With Ricketts, Katie D.; Fuchs, Marc F.; Martinson, Timothy E.; Smith, Rhonda J.; Cooper, Monica L.; Moyer, Michelle M.; Wise, Alice.
- Jennifer Ifft, *[Alternative Strategies to Manage Weather Risk in Perennial Fruit Crop Production](#)*, Agricultural and Resource Economics Review, 47, 1, Accepted. With Ho, S. T.; Rickard, Bradley J.; Turvey, Calum G.
- David Just, *[An Application of Behavioral Economics in U.S. Food Banking: Nudging Clients to Healthier \(or Away from Unhealthy\) Foods in a Food Pantry](#)*, Food Policy, Accepted. With Wilson, N.; Swigert, J. M.; Wansink, Brian; Waxman, E.
- David Just, *[Influencing the Food Choices of SNAP Consumers: Lessons from Economics](#)*, Food Policy, Accepted.
- David Just, *[Food Pantry Selection Solutions: A Randomized Controlled Trial in Client-Choice Food Pantries to Nudge Clients to Targeted Foods](#)*, Journal of Public Health, 39, 2, June 2017. With Wilson, Norbert L.W.; Swigert, Jeffrey; Wansink, Brian.
- David Just, *[Demystifying RINs: A Partial Equilibrium Model of U.S. Biofuel Markets](#)*, Energy Economics, 64, May 2017. With Korting, Christina.
- David Just, *[Fruit-Promoting Smarter Lunchrooms Interventions: Results From a Cluster RCT](#)*, American Journal of Preventive Medicine, 52, 4, April (2nd Quarter/Spring) 2017. With Greene, Katherine N.; Gabrielyan, Gnel; Wansink, Brian.
- David Just, *[The Behavioral Welfare Paradox: Practical, Ethical and Welfare Implications of Nudging](#)*, Agricultural and Resource Economics Review, 46, 1, April (2nd Quarter/Spring) 2017.
- David Just, *[Appetite Self-Regulation: Environmental and Policy Influences on Eating Behaviors](#)*, Obesity: A Research Journal, 25, S1, March 2017. With Schwartz, Marlene B.; Chiqui, Jamie F.; Ammerman, Alice S.
- David Just, *[Healthy Concessions: High School Students' Responses to Healthy Concession Stand Changes](#)*, Journal of School Health, 87, 2, February 2017. With Laroche, Helena H.; Hradek, Christine; Hansen, Kate; Hanks, Andrew S.; Wansink, Brian.

- David Just, [*Who's Adopting the Smarter Lunchroom Approach? Individual Characteristics of Innovative Food Service Directors*](#), *Evaluation and Program Planning*, 60, February 2017. With Gabrielyan, Gnel; Hanks, Drew S.; Hoy, Kathryn; Wansink, Brian.
- Harry Kaiser, [*Labeling Food Processes: the Good, the Bad and the Ugly*](#), *Applied Economic Perspectives and Policy*, 39, 3, September 2017. With Messer, Kent D.; Costanigro, Marco.
- Harry Kaiser, [*Socially Responsible Products: What Motivates Consumers to Pay a Premium?*](#), *Applied Economics*, 49, 19, April (2nd Quarter /Spring) 2017. With Chiu, L. J.; Liaukonyte, Jurate; Gomez, Miguel.
- Harry Kaiser, [*Consumer Preferences Before and After a Food Safety Scare: An Experimental Analysis of the 2010 Egg Recall*](#), *Food Policy*, 66, January (1st Quarter /Winter) 2017. With Li, Tongzhe; Bernard, John C.; Johnston, Zachary A.; Messer, Kent D.
- Ravi Kanbur, [*Optimal Taxation and Public Provision for Poverty Reduction*](#), *International Tax and Public Finance*, Accepted. With Paukkeri, Tuuli; Pirttilä, Jukka; Tuomala, Matti.
- Ravi Kanbur, [*An Evolution of the Feedback Loops in the Poverty Focus of World Bank Operations*](#), *Evaluation and Program Planning*, 67, 2018. With Fardoust, Shahrokh; Luo, Xubei; Sundberg, Mark.
- Ravi Kanbur, [*Informality: Causes, Consequences and Policy Responses*](#), *Review of Development Economics*, 24, 2, 2017.
- Ravi Kanbur, [*Secondary Towns and Poverty Reduction: Refocusing the Urbanization Agenda*](#), *Annual Review of Resource Economics*, 9, 2017. With Christiaensen, Luc.
- Ravi Kanbur, [*Why Secondary Towns Can Be Important for Poverty Reduction: A Migrant's Perspective*](#), *World Development*, September 2017. With Ingelaere, B.; Christiaensen, L.; De Weerd, J.
- Ravi Kanbur, [*Tony Atkinson and What Can Be Done About Inequality*](#), *Journal of Economic Inequality*, 15, 2, June 2017.
- Shanjun Li, [*Dynamics of Technology Adoption and the Critical Mass in the Market for Electric Vehicles*](#), *Journal of Industrial Economics*, Accepted. With Zhou, Yiyi.
- Shanjun Li, [*The Efficiency of Local Government Service Provision: The Role of Privatization and Public Sector Unions*](#), *Journal of Public Economics*, 154, 2017. With Jerch, Rhiannon; Kahn, Matthew E.
- Shanjun Li, [*Better Lucky Than Rich? Welfare Analysis of Automobile License Allocations in Beijing and Shanghai*](#), *Review of Economic Studies*, November 2017.
- Shanjun Li, [*The Market for Electric Vehicles: Indirect Network Effects and Policy Design*](#), *Journal of the Association of Environmental and Resource Economists*, 4, 1, March 2017. With Tong, Lang; Xing, Jianwei; Zhou, Yiyi.

- Shanjun Li, *Efficiency and Environmental Impacts of Electricity Restructuring on Coal-Fired Power Plants*, Journal of Environmental Economics and Management, 81, January (1st Quarter/Winter) 2017. With Chan, H. R.; Fell, Harrison; Lange, Ian.
- C.-Y. Cynthia Lin Lawell, *Migration in Rural Mexico: Strategic Interactions, Dynamic Behavior, and the Environment*, Journal of Academic Perspectives, 3, Accepted. With Rojas Valdes, R. I.; Taylor, J. E.
- C.-Y. Cynthia Lin Lawell, *The Economics of Agricultural Groundwater Management Institutions: The Case of California*, Water Economics and Policy, Accepted. With Sears, L.; Lim, D.
- C.-Y. Cynthia Lin Lawell, *Designing Climate Policy: Lessons from the Renewable Fuel Standard and the Blend Wall*, American Journal of Agricultural Economics, 100, 2, March 2018. With Lade, G. E.; Smith, A.
- C.-Y. Cynthia Lin Lawell, *A Review of Control Options and Externalities for Verticillium Wilts*, Phytopathology, 108, 2, February 2018. With Carroll, C. L.; Carter, C. A.; Goodhue, R. E.; Subbarao, K. V.
- C.-Y. Cynthia Lin Lawell, *Policy Shocks and Market-Based Regulations: Evidence from the Renewable Fuel Standard*, American Journal of Agricultural Economics, February 2018. With Lade, G. E.; Lawell, Lin.
- C.-Y. Cynthia Lin Lawell, *The Economics of Managing Verticillium Wilt, an Imported Disease in California Lettuce*, California Agriculture, 71, 3, 2017. With Carroll, C. L.; Carter, C. A.; Goodhue, R. E.; Subbarao, K. V.
- C.-Y. Cynthia Lin Lawell, *The Macroeconomic Rebound Effect in China*, Energy Economics, 67, September 2017. With Zhang, J.
- C.-Y. Cynthia Lin Lawell, *On the Rate of Return and Risk Factors to International Oil Companies in Iran's Buy-back Service Contracts*, Energy Policy, 103, April (2nd Quarter/Spring) 2017. With Ghandi, Abbas.
- C.-Y. Cynthia Lin Lawell, *The Effects of License Plate-Based Driving Restrictions on Air Quality: Theory and Empirical Evidence*, Journal of Environmental Economics and Management, 82, March 2017. With Zhang, Wei; Umanskaya, Victoria I.
- C.-Y. Cynthia Lin Lawell, *Market Power in Nonrenewable Resource Markets: An Empirical Dynamic Model.*, Land Economics, 93, 1, February 2017. With Zhang, Wei.
- C.-Y. Cynthia Lin Lawell, *Global Gasoline Prices: The Need to Raise Gasoline Taxes*, Nature Energy, 2, 16206, January (1st Quarter/Winter) 2017.
- Crocker Liu, *Institutional Investment, Asset Illiquidity and Post-Crash Housing Market Dynamics*, Real Estate Economics, January (1st Quarter/Winter) 2018. With Smith, Patrick S.
- Ariel Ortiz-Bobea, *Temperature Shocks and Earnings News*, Review of Financial Studies, Accepted. With Addoum, Jawad M.; Ng, David T.

- Ariel Ortiz-Bobea, *Negative Impacts of Climate Change on Cereal Yields: Statistical Evidence from France*, Environmental Research Letters, 12, May 2017. With Gammas, Matthew; Mérel, Pierre.
- Ariel Ortiz-Bobea, *Using the Delphi Method to Value Protection of the Amazon Rainforest*, Ecological Economics, 131, January (1st Quarter/Winter) 2017. With Strand, Jon; Carson, Richard T.; Navrud, Stale; Vincent, Jeffrey R.
- Prabhu Pingali, *Women's Empowerment in Indian Agriculture: Does Market Orientation of Farming Systems Matter?*, Food Security, 9, 6, December 2017. With Gupta, Souya; Pinstруп-Andersen, Per.
- Prabhu Pingali, *Transitioning Toward Nutrition-Sensitive Food Systems in Developing Countries*, Annual Review of Resource Economics, 9, 2017, October (4th Quarter/Autumn) 2017. With Sunder, N.
- Eswar Prasad, *The Dollar Rules*, Brown Journal of World Affairs, 23, 2, July (3rd Quarter/Summer) 2017.
- Bradley Rickard, *Alternative Strategies to Manage Weather Risk in Perennial Fruit Crop Production*, Agricultural and Resource Economics Review, 47, 1, Accepted. With Ho, S. T.; Ifft, Jennifer; Turvey, Calum G.
- Bradley Rickard, *Trade Liberalization in the Presence of Domestic Regulations: Public Policies Applied to EU and U.S. Wine Markets*, Applied Economics, 50, 18, Accepted. With Gergaud, O.; Ho, S. T.; Livat, F.
- Bradley Rickard, *Consumer Preferences for Sustainable Wine Attributes: A Conjoint Analysis*, Journal of Wine Economics, 12, 4, November 2017. With Kelley, Kathleen M.; Zelinskie, Jennifer; Centinari, Michela; Gardner, Denise M.; Govindasamy, Ramu; Hyde, Jeffrey; Storchmann, Karl.
- Bradley Rickard, *Evaluating the Net Benefits of Collective Reputation: The Case of Bordeaux Wine*, Food Policy, 71, August 2017. With Gergaud, Olivier; Livat, Florine; Warzynski, Frederic.
- Bradley Rickard, *Food Waste: The Role of Date Labels, Package Size, and Product Category*, Food Quality and Preference, 55, January (1st Quarter/Winter) 2017. With Wilson, Norbert L. W.; Saputo, Rachel; Ho, Shuay-Tsyr.
- Ivan Rudik, *Steering the Climate System: Using Inertia to Lower the Cost of Policy*, American Economic Review, 107, 10, October (4th Quarter/Autumn) 2017. With Lemoine, Derek.
- Todd Schmit, *Rural Wealth Creation of Intellectual Capital from Urban Local Food System initiatives: Developing Indicators to Assess Change*, Community Development: Journal of the Community Development Society, 48, 5, 2017. With Jablonski, Becca B. R.; Minner, Jennifer; Kay, David L.; Christensen, Libby.
- William Schulze, *Measuring Stigma: The Behavioral Implications of Disgust*, Environmental and Resource Economics, Accepted. With Kecinski, Maik; Keisner, Deborah K.; Messer, Kent D.
- William Schulze, *The Sound of Cooperation: Musical Influences on Cooperative Behavior*, Journal of Organizational Behavior, 38, 3, March 2017. With Kniffin, Kevin; Yan, Jubo; Wansink, Brian.

- William Schulze, *Nudging Charitable Giving: Three Field Experiments*, Journal of Behavioral and Experimental Economics, 66, February 2017. With Zarghamee, Homa S.; Messer, Kent D.; Fooks, Jacob R.; Shang, Wu; Yan, Jubo.
- Eva Steiner, *Financial Flexibility and Investment: Evidence from REIT At-the-Market (ATM) Equity Offerings*, Real Estate Economics, Accepted. With Riddiough, Timothy.
- Eva Steiner, *The Consequences of REIT Index Membership for Return Patterns*, Real Estate Economics, Accepted. With Pavlov, Andrey; Wachter, Susan.
- Eva Steiner, *The Interrelationships between REIT Capital Structure and Investment*, Abacus: a journal of accounting, finance and business studies, 53, 3, September 2017. With Alcock, J.T.
- Eva Steiner, *Unexpected Inflation, Capital Structure, and Real Risk-adjusted Firm Performance*, Abacus: a journal of accounting, finance and business studies, 53, 2, June 2017. With Alcock, Jamie.
- Loren Tauer, *Does Clinical Mastitis in the First 100 days of Lactation 1 Predict Increased Mastitis Occurrence and Shorter Herd Life in Dairy Cows?*, Journal of Dairy Science, Accepted. With Hertl, Julia A.; Schukken, Ynte; Welcome, Francis L.; Grohn, Yrjo T.
- Loren Tauer, *Application of the Adjusted Weak Axiom of Profit Maximization to New Zealand Dairy Farming*, Journal of Applied Farm Economics, 1, 2, 2017. With Dooley, Anne E.; Shadbolt, Nicola M.; Khatami, Koohyar.
- Loren Tauer, *Optimally Achieving Milk Bulk Tank Somatic Cell Count Thresholds*, Journal of Dairy Science, 100, 1, January (1st Quarter/Winter) 2017. With Troendle, Jason A.; Grohn, Yrjo T.
- Calum Turvey, *Alternative Strategies to Manage Weather Risk in Perennial Fruit Crop Production*, Agricultural and Resource Economics Review, 47, 1, Accepted. With Ho, S. T.; Ifft, Jennifer; Rickard, Bradley J.
- Calum Turvey, *Assessing the Reliability of Self-reported Income Information in Informal Small Business Lending through a Bogus Pipeline Experiment*, Journal of Agricultural Economics, Accepted. With Romer, Ulf; Weber, Ron; Musshoff, Oliver.
- Calum Turvey, *Historical Developments in Agricultural Finance and the Genesis of America's Farm Credit System*, Agricultural Finance Review, 77, 1, 2017.
- Calum Turvey, *Drinking Water and Off-Farm Labour Supply: Between-gender and Within-gender Bias*, Australian Journal of Agricultural Economics, 62, 1, November 2017. With Zhou, Li.
- Calum Turvey, *Catching the Curl: Wavelet Thresholding Improves Forward Curve Modelling*, Economic Modelling, 64, August 2017. With Power, Gabriel J.; Eaves, James; Vedenov, Dmitry.
- Calum Turvey, *Welfare Impacts of Index Insurance in the Presence of a Poverty Trap*, World Development, 94, June 2017. With Chantarat, Sommarat; Mude, Andrew G.; Barrett, Christopher.

- Calum Turvey, *Financial Inclusion, Financial Education and eCommerce in Rural China*, *Agribusiness: an international journal* (New York), 33, 2, February 2017. With Xiong, Xueping.
- Joshua Woodard, *Efficiency Impacts of Utilizing Soil Data in the Pricing of the Federal Crop Insurance Program*, *American Journal of Agricultural Economics*, 99, 3, April (2nd Quarter/Spring) 2017. With Verteramo, L.
- Joshua Woodard, *Factors Affecting Changes in Managerial Decisions*, *Agribusiness: an international journal* (New York), February 2017. With Verteramo*, L.; Power, Gabriel; Vedenov, Dmitry; Klose, Steven.
- Jan deRoos, *A Protocol for Reviewing Hotel Anchored Public Private Partnerships*, *Journal of Convention and Event Tourism*, 19, 1, January (1st Quarter/Winter) 2018. With Nelson, Robert R.

Published and Accepted Book Chapters

- Christopher Barrett, Forthcoming, "Heterogeneous Wealth Dynamics: On the Roles of Risk and Ability," in *The Economics of Poverty Traps*, With Santos, Paulo.
- Christopher Barrett, Forthcoming, "Poverty Traps and the Social Protection Paradox," in *The Economics of Poverty Traps*, With Munenobu, Ikegami; Carter, Michael R.; Janzen, Sarah.
- Christopher Barrett, Forthcoming, "The Economics of Poverty Traps," in *The Economics of Poverty Traps*, With Carter, Michael R.; Chavas, Jean-Paul.
- Christopher Barrett, 2017, "[An Updated View of African Factor Markets](#)," in *Agriculture in Africa: Telling Myths From Facts*, eds., Christiaensen, L., Demery, L., With Dillon, Brian}.
- Christopher Barrett, 2017, "[The Use of Modern Inputs Viewed From the Field](#)," in *Agriculture in Africa: Telling Myths From Facts*, eds., Christiaensen, L., Demery, L., With Sheahan, Megan}.
- Arnab Basu, 2018, "[Multiple Certifications and Consumer Purchase Decisions: A Case Study of Willingness to Pay for Coffee in Germany](#)," in *Organic and Fair Trade Certification: Trends in Supply and Demand*, eds., Parvathi, P., Grote, U., Waibel, H., With Grote, Ulrike; Hicks, Robert; Stellmacher, Till}.
- Miguel Gómez, 2017, "[Innovations in Food Distribution: Food Value Chain Transformations in Developing Countries and Their Implications for Nutrition](#)," in *The Global Innovation Index 2017: Fostering Innovation in Agriculture and Food Systems*, eds., Dutta, S., Gurry, F., Lanvin, B., With Ricketts, K.D.}.
- David Just, Forthcoming, "Behavioral Economics in Food and Agriculture," in *The Handbook of Agricultural Economics*, eds., Cramer, G., Paudel, K.P., Schmitz, A., With Li, Wen.
- David Just, Forthcoming, "Risk, Overconfidence and Production in a Competitive Market," in *The Handbook of Behavioral Industrial Organization*, eds., Tremblay, C. H., Tremblay, V. H., With Cao, Ying.

- Ravi Kanbur, 2017, "[The Digital Revolution and Targeting Public Expenditure for Poverty Reduction](#)", in Digital Revolutions in Public Finance, eds., Gupta, S.].
- Ravi Kanbur, 2017, "[W. Arthur Lewis and the Roots of Ghanaian Economic Policy](#)", in The Economy of Ghana Sixty Years After Independence].
- C.-Y. Cynthia Lin Lawell, Forthcoming, "Crop Disease and Agricultural Productivity," in Understanding Productivity Growth in Agriculture, eds., Schlenker, W., With Carroll, C. L.; Carter, C. A.; Goodhue, R. E.
- C.-Y. Cynthia Lin Lawell, Forthcoming, "Water Management and Economics," in The Routledge Handbook of Agricultural Economics, eds., Cramer, G. L., Mishra, A., Paudel, K.P., Schmitz, A., With Sears, Louis.
- C.-Y. Cynthia Lin Lawell, 2017, "[Dynamic Structural Econometric Modeling of the Ethanol Industry](#)", in Modelling, Dynamics, Optimization and Bioeconomics II: Contributions from Dgs III and the 7th Bioeconomy Conference 2014, Springer Proceedings in Mathematics & Statistics, eds., Pinto, A. A., Zilberman, D.].
- C.-Y. Cynthia Lin Lawell, 2017, "[The Effects of Urban Public Transit Investment on Traffic Congestion and Air Quality](#)", in Urban Transport Systems, eds., Yaghoubi, H., With Beaudoin, Justin].
- Ariel Ortiz-Bobea, 2018, "[U.S. Maize Yield Growth and Countervailing Climate Change Impacts](#)", in Climate Smart Agriculture: Building Resilience to Climate Change, eds., Lipper, L., McCarthy, N., Zilberman, D., Asfaw, S., Branca, G.].
- Prabhu Pingali, 2017, "The Green Revolution and Crop Diversity," in Handbook of Agricultural Biodiversity, eds., Hunter, D., Guarino, L., Spillane, C., McKeown, P.
- Prabhu Pingali, 2017, "[Understanding the Multidimensional Nature of the Malnutrition Problem in India](#)", in Agriculture and Rural Development in a Globalizing World: Challenges and Opportunities, eds., Pingali, P., Feder, G., With Rao, Tanvi].
- Bradley Rickard, Forthcoming, "[Commercialization Mechanisms for New Plant Varieties](#)", in From Agriscience to Agribusiness. Innovation, Technology, and Knowledge Management, eds., Kalaitzandonakes, N., Carayannis, E. G., Grigoroudis, E., Rozakis, S., With Akhundjanov, S. B.; Gallardo, R. K.; McCluskey, J. J.].
- Todd Schmit, 2017, "[Local and Regional Food Systems Driving Rural Economic Development](#)", in Harvesting Opportunity: The Power of Regional Food System Investments to Transform Communities, eds., Dumont, A., Davis, D., Wascalus, J., Cheeks Wilson, T., Barham, J., Tropp, D., With Jablonski, Becca B.R.; Hendrickson, Mary; Vogel, Stephen].

Published and Accepted Scholarly Books

Arnab Basu, 2017, *Contributions to the Economics of International Labor Standards*, World Scientific Publishing. With Chau, Ho Y.

Nancy Chau, 2017, *Contributions to the Economics of International Labor Standards*, World Scientific Publishing. With Basu, Arnab.

Prabhu Pingali, 2017, *Agriculture and Rural Development in a Globalizing World: Challenges and Opportunities*, Routledge. With Feder, Gershon.

Calum Turvey, Forthcoming, *China's Agricultural Economy in the Republican Era*, Palgrave MacMillan. With Hu, Hoa; Zhong, Funing

Calum Turvey, Forthcoming, *The Evolution of Agricultural Credit During China's Republican Era, 1912-1949*, Palgrave MacMillan. With Fu, Hong

Published and Accepted Articles in Peer Reviewed Journals

- Jawad Addoum, *Income Hedging, Dynamic Style Preferences, and Return Predictability*, Journal of Finance, Accepted. With Delikouras, Stefanos; Korniotis, George M.; Kumar, Alok.
- Jawad Addoum, *Temperature Shocks and Earnings News*, Review of Financial Studies, Accepted. With Ng, David T.; Ortiz-Bobea, Ariel.
- Jawad Addoum, *Household Portfolio Choice and Retirement*, Review of Economics and Statistics, 99, 5, December 2017.
- Jawad Addoum, *Stature, Obesity, and Portfolio Choice*, Management Science, 63, 2017. With Korniotis, George; Kumar, Alok.
- Matthew Baron, *Risk and Return in High Frequency Trading*, Journal of Financial and Quantitative Analysis, Accepted. With Brogaard, Jonathan; Hagströmer, Björn; Kirilenko, Andrei A.
- Matthew Baron, *Credit Expansion and Neglected Crash Risk*, Quarterly Journal of Economics, 132, 2, May 2017. With Xiong, Wei.
- Vicki Bogan, *Mental Health and Retirement Savings: Confounding Issues with Compounding Interest*, Health Economics, Accepted. With Fertig, Angela R.
- Vicki Bogan, *How Children with Mental Disabilities Affect Household Investment Decisions*, American Economic Review, 107, 5, May 2017. With Fernandez, Jose M.
- Murillo Campello, *Bankruptcy and the Cost of Organized Labor: Evidence from Union Elections*, Review of Financial Studies, Accepted. With Gao, Janet; Qiu, Jiaping; Zhang, Yue.
- Murillo Campello, *Testing for Slope Heterogeneity Bias in Panel Data Models*, Journal of Business and Economic Statistics, Accepted. With Galvao, Antonio F.; Juhl, Ted.
- Murillo Campello, *Whistle-Blowers on the Board? The Role of Independent Directors in Cartel Prosecutions*, Journal of Law and Economics, 60, 2, May 2017. With Ferrés, Daniel; Ormazabal, Gaizka.
- Murillo Campello, *Customer Concentration and Loan Contract Terms*, Journal of Financial Economics, 123, 1, January (1st Quarter/Winter) 2017. With Gao, Janet.
- Linda Canina, *Competitive Pricing in the Golf Industry*, Journal of Revenue and Pricing Management, 16, 2, April (2nd Quarter/Spring) 2017. With Enz, Cathy A.

- Byoung-Hyoun Hwang, *Arbitrage Involvement and Security Prices*, Management Science, Accepted. With Liu, Baixiao; Xu, Wei.
- Byoung-Hyoun Hwang, *Information Sharing and Spillovers: Evidence from Financial Analysts*, Management Science, Accepted. With Liberti, Jose; Sturgess, Jason.
- Byoung-Hyoun Hwang, *It Pays to Write Well*, Journal of Financial Economics, 124, 2, May 2017. With Kim, Hugh H.
- Byoung-Hyoun Hwang, *Are Founder CEOs more Overconfident than Professional CEOs? Evidence from S&P 1500 Companies*, Strategic Management Journal, 38, 3, March 2017. With Lee, Joon M.; Chen, Hailiang.
- Robert Jarrow, *An Equilibrium Capital Asset Pricing Model in Markets with Trading Constraints and Price Bubbles*, International Journal of Theoretical and Applied Finance, Accepted.
- Robert Jarrow, *On Aggregation and Representative Agent Equilibria*, Journal of Mathematical Economics, Accepted. With Larsson, Martin.
- Robert Jarrow, *Portfolio Balance Effects and the Federal Reserve's Large-Scale Asset Purchases*, Studies in Economics and Finance, Accepted. With Emmerling, Thomas J.; Yildirim, Yildiray.
- Robert Jarrow, *Volatility Uncertainty, Time Decay, and Option Bid-Ask Spreads in an Incomplete Market*, Management Science, Accepted. With Hsieh, PeiLin.
- Robert Jarrow, *Asset Price Bubbles and Risk Management*, Journal of Risk, 20, 1, October (4th Quarter / Autumn) 2017.
- Robert Jarrow, *On the Existence of Competitive Equilibrium in Frictionless and Incomplete Stochastic Asset Markets*, Mathematics and Financial Economics, 11, 4, September 2017.
- Andrew Karolyi, *An Unexpected Test of the Bonding Hypothesis*, Review of Corporate Finance Studies, 7, 1, March 2018. With Gagnon, Louis.
- Andrew Karolyi, *Racing to the Exits: International Transmissions of Funding Shocks During the Federal Reserve's Taper Experiment*, Emerging Markets Review, 32, September 2017. With McLaren, Kirsty J.
- Andrew Karolyi, *The U.S. Listing Gap*, Journal of Financial Economics, 123, 3, March 2017. With Doidge, Craig; Stulz, René M.
- Andrew Karolyi, *Is the Public Corporation Really in Eclipse? Evidence from the Asia-Pacific*, Asia-Pacific Journal of Financial Studies, 46, 1, February 2017. With Kim, D.
- Andrew Karolyi, *State Capitalism's Global Reach: Evidence from Foreign Acquisitions by State-owned Companies*, Journal of Corporate Finance, 42, February 2017. With Liao, Rose C.
- Hyunseob Kim, *The Asset Redeployability Channel: How Uncertainty Affects Corporate Investment*, Review of Financial Studies, 30, 1, January (1st Quarter / Winter) 2017. With Kung, Howard.

- Fang Liu, *[On Investor Preferences and Mutual Fund Separation](#)*, Journal of Economic Theory, 174, March 2018. With Dybvig, Philip.
- Roni Michaely, *[Speculating on Private Information: Buy the Rumor, Sell the news](#)*, Journal of Financial and Quantitative Analysis, Accepted. With Kadan, Ohad; Moulton, Pamela C.
- Roni Michaely, *[Do Investors Value Dividend-Smoothing Stocks Differently?](#)*, Management Science, 63, 12, December 2017. With Larkin, Yelena; Leary, Mark T.
- Roni Michaely, *[Initial Public Offerings: A synthesis of the Literature and Directions for Future Research](#)*, Foundations and Trends in Finance, 11, 3-4, November 2017. With Lowry, Michelle; Volkova, Ekaterina.
- Roni Michaely, *[Taxation and Dividend Policy: The Muting Effect of Agency Issues and Shareholder Conflicts](#)*, Review of Financial Studies, 30, 9, September 2017. With Jacob, Martin.
- Roni Michaely, *[Do Dividend Taxes Affect Corporate Investment?](#)*, Journal of Public Economics, 151, July (3rd Quarter/Summer) 2017. With Alstadsæter, Annette; Jacob, Martin.
- Roni Michaely, *[Do Earnings Estimates Add Value to Sell-Side Analysts' Investment Recommendations?](#)*, Management Science, 63, 6, June 2017. With Kecskés, Ambrus; Womack, Kent L.
- Roni Michaely, *[Does the Scope of the Sell-Side Analyst Industry Matter? An Examination of Bias, Accuracy, and Information Content of Analyst Reports](#)*, The Journal of Finance, 72, 3, June 2017. With Merkley, Kenneth J.; Pacelli, Joseph.
- Roni Michaely, *[Product Market Competition and Internal Governance: Evidence from the Sarbanes-Oxley Act](#)*, Management Science, 63, 5, May 2017. With Chhaochharia, Vidhi; Grinstein, Yaniv; Grullon, Gusvavo.
- Pamela Moulton, *[Trading in the Presence of Short-Lived Private Information: Evidence from Analyst Recommendation Changes](#)*, Journal of Financial and Quantitative Analysis, Accepted. With Kadan, Ohad; Michaely, Roni.
- Pamela Moulton, *[Trading System Upgrades and Short-sale Bans: Uncoupling the Effects of Technology and Regulation](#)*, Journal of Empirical Finance, 43, September 2017. With Chakrabarty, Bidisha; Pascual, Roberto.
- Pamela Moulton, *[The Performance of Short-Term Institutional Trades](#)*, Journal of Financial and Quantitative Analysis, 52, 4, August 2017. With Chakrabarty, Bidisha; Trczinka, Charles.
- Pamela Moulton, *[Institutional Ownership and Return Predictability Across Economically Unrelated Stocks](#)*, Journal of Financial Intermediation, 31, July (3rd Quarter/Summer) 2017. With Gao, George P.; Ng, David T.
- David Ng, *[Temperature Shocks and Earnings News](#)*, Review of Financial Studies, Accepted. With Addoum, Jawad M.; Ortiz-Bobea, Ariel.
- David Ng, *[Investor Flows and Fragility in Corporate Bond Funds](#)*, Journal of Financial Economics, 126, 3, December 2017. With Goldstein, Itay; Jiang, Hao.

- David Ng, *Institutional Ownership and Return Predictability Across Economically Unrelated Stocks*, *Journal of Financial Intermediation*, 31, July (3rd Quarter/Summer) 2017. With Gao, George P.; Moulton, Pamela C.
- Maureen O'Hara, *The Execution Quality of Corporate Bonds*, *Journal of Financial Economics*, Accepted. With Wang, Yihui; Zhou, Xing.
- Maureen O'Hara, *The Volker Rule and Bond Market Liquidity in Times of Market Stress*, *Journal of Financial Economics*, Accepted. With Bao, J.; Zhou, X.
- Maureen O'Hara, *An Improved Version of the Volume-synchronized Probability of Informed Trading: A Comment*, *Critical Finance Review*, 6, 2, September 2017. With Easley, David; Lopez de Prado, Marcos.
- Maureen O'Hara, *Footprints on a Blockchain: Information Leakage in Distributed Ledgers*, *Journal of Trading*, 12, 3, July (3rd Quarter/Summer) 2017. With Aune, Rune T.; Krellenstein, Adam; Slama, Ouziel.
- Gideon Saar, *The Competitive Landscape of High-frequency Trading Firms*, *Review of Financial Studies*, Accepted. With Boehmer, Ekkehart; Li, Dan.
- Scott Stewart, *Training Student Equity Analysts and Utilizing Their Recommendations in Active Portfolio Management*, *Journal of Financial Education*, Accepted.
- Scott Stewart, *Income Smoothing May Result in Increased Perceived Riskiness: Evidence From Bid-ask Spreads Around Loss Announcements*, *Journal of Corporate Finance*, 48, February 2018. With Yu, Kun; Hagigi, M K.
- Margarita Tsoutsoura, *Do Director Elections Matter?*, *Review of Financial Studies*, Accepted. With Fos, Vyacheslav; Li, Kai.
- Andrey Ukhov, *The Effect of Cost of Living on Employee Wages in the Hospitality Industry*, *Cornell Hospitality Quarterly*, 58, 2, May 2017. With Sturman, Michael C.; Park, Sanghee.
- Scott Yonker, *Trust Busting: The Effect of Fraud on Investor Behavior*, *Review of Financial Studies*, Accepted. With Gurun, U.; Stoffman, N.
- Scott Yonker, *Board Diversity, Firm Risk, and Corporate Policies*, *Journal of Financial Economics*, 127, 3, March 2018. With Bernile, G.; Bhagwat, V.
- Scott Yonker, *Do Managers Give Hometown Labor an Edge?*, *Review of Financial Studies*, 30, 10, October (4th Quarter/Autumn) 2017.
- Scott Yonker, *Geography and the Market for CEOs*, *Management Science*, 63, 3, March 2017.
- Scott Yonker, *Key Human Capital*, *Journal of Financial and Quantitative Analysis*, 52, 1, February 2017. With Israelsen, R.

Published and Accepted Book Chapters

Margarita Tsoutsoura, 2017, "[Financial Development and Macroeconomic Stability](#)", in Beyond Austerity: Reforming the Greek Economy, eds., Meghir, C., Pissarides, C. A., Vayanos, D., Vettas, N., With Haliassos, Michael; Hardouvelis, Gikas A.; Vayanos, Dimitri}.

Published and Accepted Scholarly Books

Robert Jarrow, Forthcoming, *Continuous Time Asset Pricing Theory: A Martingale Based Approach*, Springer.

Robert Jarrow, 2017, [The Economic Foundations of Risk Management: Theory, Practice, and Applications](#), World Scientific Publishing.

Published and Accepted Articles in Peer Reviewed Journals

- Gautam Ahuja, *Activity Overinvestment: The Case of R&D*, Journal of Management, Accepted. With Novelli, E.
- Lourdes Casanova, *Emerging Market Multinationals and Economic Development*, Transnational Corporations Review, Accepted. With Miroux, Anne.
- Lourdes Casanova, *New Wine in Old Bottles? The Role of Emerging Markets Multinationals in Advancing IB Theory and Research*, International Journal of Emerging Markets, Accepted. With Hertenstein, P.; Hobdari, B.
- Glen Dowell, *Environmental Performance and the Market for Corporate Assets*, Strategic Management Journal, 38, 12, December 2017. With Berchicci, Luca; King, Andrew A.
- Glen Dowell, *Community Characteristics and Changes in Toxic Chemical Releases: Does Information Disclosure Affect Environmental Injustice?*, Journal of Business Ethics, 145, 2, October (4th Quarter / Autumn) 2017. With Kalnins, Arturs T.
- Glen Dowell, *Will Firms Go Green If It Pays? The Impact of Disruption, Cost, and External Factors on the Adoption of Environmental Initiatives*, Strategic Management Journal, 38, 6, June 2017. With Muthulingam, Suresh.
- Allan Filipowicz, *Circadian Clock Model Supports Molecular Link Between PER3 and Human Anxiety*, Scientific Reports, 7, 9893, August 2017. With Liberman, A. R.; Kwon, S. B.; Vu, H. T.; Ay, A.; Ingram, K. K.
- Mukti Khaire, *Where Do Market Categories Come From and How? Distinguishing Category Creation From Category Emergence*, Journal of Management, 43, 1, January (1st Quarter / Winter) 2017. With Durand, Rodolphe.
- Kevin Kniffin, *Putting Muscle into Sports Analytics: Strength, Conditioning, and Ice Hockey Performance*, Journal of Strength and Conditioning Research, 31, 12, December 2017. With Thomas, Howley; Cole, Bardreau.
- Kevin Kniffin, *The Sound of Cooperation: Musical Influences on Cooperative Behavior*, Journal of Organizational Behavior, 38, 3, March 2017. With Yan, Jubo; Wansink, Brian; Schulze, William D.
- Kevin Kniffin, *Antecedents and Near-term Consequences for Interdisciplinary Dissertators*, Scientometrics, March 2017. With Hanks, A.S.
- Christopher Marquis, *State-mediated Globalization Processes and the Adoption of Corporate Social Responsibility Reporting in China*, Management and Organization Review, 13, 1, March 2017. With Yin, Juelin; Yang, Dongning.

- Mark Milstein, *Sustainable Production of Housefly (Musca Domestica) Larvae As a Protein-rich Feed Ingredient by Utilizing Cattle Manure*, PLoS One, 2017. With Hussein, Mahmoud; Pillai, Viju; Joshua, Goddard; Park, Hui; Kothapalli, Kumar; Ross, Deborah; Ketterings, Quirine M.; Brenna, J T.; Marquis, Helene; Johnson, Patricia A.; Nyrop, Jan P.; Selvaraj, Vimal.
- Sean Rogers, *Assessing Employee Support During Union Organizing Campaigns*, Labor Studies Journal, Accepted. With Eaton, A. E.; Voos, P. B.; Chang, T. F.H.; Valenzuela, M. A.
- Sean Rogers, *[Web-based Recruiting's Impact on Organizational Image and Familiarity: Too Much of a Good Thing?](#)*, The International Journal of Human Resource Management, Accepted. With Intindola, M. L.; Lewis, G.; Flinchbaugh, C.
- Sean Rogers, *[Why Do Workers With Disabilities Earn Less? Occupational Job Requirements and Disability Discrimination](#)*, British Journal of Industrial Relations, Accepted. With Kruse, D.; Schur, L.; Ameri, M.
- Sunita Sah, *[The Effects of Public Disclosure of Industry Payments to Physicians on Patient Trust: A Randomized Experiment](#)*, Journal of General Internal Medicine, November 2017. With Hwong, Alison R.; Lehmann, Lisa S.
- Sunita Sah, *[Policy Solutions to Conflicts of Interest: The Value of Professional Norms](#)*, Behavioural Public Policy, 1, 2, October (4th Quarter/ Autumn) 2017.
- Sunita Sah, *[Association Between Academic Medical Center Pharmaceutical Detailing Policies and Physician Prescribing](#)*, Journal of the American Medical Association, 317, 17, May 2017. With Larkin, Ian; Ang, Desmond; Steinhart, Jonathan; Chao, Matthew; Patterson, Mark; Wu, Tina; Schoenbaum, Michael; Hutchins, David; Brennan, Troyen; Loewenstein, George.
- Dave Sherwyn, *Evaluating Employment Arbitration: A Call for Better Empirical Research*, Rutgers University Law Review, Accepted. With Estreicher, S.; Heise, M.
- Tony Simons, *[The Benefits of Walking Your Talk: Aggregate Effects of Behavioral Integrity on Guest Satisfaction, Turnover, and Hotel Profitability](#)*, Cornell Hospitality Quarterly, Accepted. With McLean Parks, J.; Tomlinson, E. C.
- Wesley Sine, *Manu Militari: New Venture Ties to Coercive Institutions in Emerging Economies*, Organization Science, Accepted. With Hiatt, Shon; Carlos, W. Chad.
- Michael Sturman, *[The Role of Hotel Owners Across Different Management and Agency Structures](#)*, International Journal of Hospitality & Tourism Administration, Accepted. With Hodari, Demian; Turner, Michael J.; Nath, Dushyant; Cossutta, Mathieu.
- Michael Sturman, *[High Performance Work Systems for Service Quality: Boundary Conditions and Influence Processes](#)*, Human Resource Management, 56, 5, September 2017. With Hong, Ying; Jiang, Yuan; Liao, Hui.
- Michael Sturman, *[Not Merely a Matter of Drawing Arrows: The Empirical Consequences of Measurement Model Specification and Recommendations for Practice](#)*, Cornell Hospitality Quarterly, 58, 3, August 2017. With Chan, Elisa K.; Park, Sanghee; Vanderpool, Chelsea.

- Michael Sturman, *[The Effect of Cost of Living on Employee Wages in the Hospitality Industry](#)*, Cornell Hospitality Quarterly, 58, 2, May 2017. With Ukhov, Andrey D.; Park, Sanghee.
- Michael Sturman, *[How Hotel Owner-operator Goal Congruence and GM Autonomy Influence Hotel Performance](#)*, International Journal of Hospitality Management, 61, February 2017. With Hodari, Demian; Turner, Michael J.
- Bruce Tracey, *[HR Flexibility: Precursors and the Contingent Impact on Firm Financial Performance](#)*, Human Resource Management, Accepted. With Way, Sean A.; Wright, Patrick M.; Isnard, Jeremy F.
- Bruce Tracey, *[The Moderating Effect of Supervisor and Coworker Support for Error Management on Service Recovery Performance and Helping Behaviors](#)*, Journal of Service Theory and Practice, 27, 1, 2017. With Pa amehmeto lu, Ay in; Guchait, Priyanko; Cunningham, Chris; Lei, Puiwa.

Published and Accepted Book Chapters

- David BenDaniel, Forthcoming, "Implications of Einstein-Weyl Causality on Quantum Mechanics," in Quantum Foundations, Probability and Information, Advanced Methods in Mathematical Physics.
- Lourdes Casanova, 2017, *["Are Brazilian Multinationals Competitive Enough?"](#)*, in Multilatinas: Strategies for Internationalization, eds., Andonova, V., Losada-Otalora, M., With Kassum, Julian}.
- Christopher Marquis, 2017, *["Different Shades of Green: Environment Uncertainty and the Strategies of Hybrid Organizations"](#)*, in Emergence (Research in the Sociology of Organizations, Volume 50), eds., Seidel, M.-D. L., Greve, H. R., With Almandoz, John; Lee, Matthew}.
- Christopher Marquis, 2017, *["Drivers of Community Strength: An Institutional Logics Perspective on Geographical and Affiliation Based Communities"](#)*, in The SAGE Handbook of Organizational Institutionalism, eds., Greenwood, R., Oliver, C., Lawrence, T. B., Meyer, R. E., With Almandoz, Juan; Cheely, Michael}.
- Sunita Sah, 2017, *["Effect of Reminders of Personal Sacrifice and Suggested Rationalizations on Residents' Self-reported Willingness to Accept Gifts: A Randomized Trial"](#)*, in Thinking About Bribery: Neuroscience, Moral Cognition and the Psychology of Bribery, eds., Nichols, P., Robertson, D., With Loewenstein, G}.
- Michael Sturman, 2017, *["HR Metrics and Talent Analytics"](#)*, in The Oxford Handbook of Talent Management, eds., Collings, D. G., Mellahi, K., Cascio, W. F., With Fink, Alexis A.}.
- John Tobin, Forthcoming, "Understanding Sustainable Finance," in Positive Impact Investing and Organizational Culture., eds., Wendt, K., With Jaeggi, O.; Ziero, G. W.; Koelbel, J.

Bruce Tracey, Forthcoming, "[Hospitality Training Research](#)", in The Cambridge Handbook of Workplace Training and Employee Development, eds., Brown, K. G.].

Lynn Wooten, 2017, "[It Takes Courage: Lessons Learned From Starbucks' #racetogether Campaign Case Study](#)", in Developing Leaders for Positive Organizing: A 21st Century Repertoire for Leading in Extraordinary Times, eds., Koonce, R., With McCluney, Courtney L.; Roberts, Laura M.].

Published and Accepted Scholarly Books

Lourdes Casanova, 2018, [Financing Entrepreneurship and Innovation in Emerging Markets](#), Academic Press. With Cornelius, Peter K.; Dutta, Soumitra.

Mukti Khaire, 2017, [Culture and Commerce: The Value of Entrepreneurship in Creative Industries](#), Stanford University Press.

Mona Anita Olsen, Forthcoming, [Green Small Business Development Center: Building the Entrepreneurial Ramp from 1:1 to 360:12](#), With Karanja, Charity.

Published and Accepted Articles in Peer Reviewed Journals

- Helen Chun, *The Warm Glow of Restaurant Checkout Charity*, Cornell Hospitality Quarterly, 58, 4, November 2017. With Giebelhausen, Michael D.; Lawrence, Benjamin; Hsu, Liwu.
- Helen Chun, *Replicating and Extending Our Understanding of How Managers Can Adjust the “Warm Glow Thermostat”*, Cornell Hospitality Quarterly, 58, 2, May 2017. With Giebelhausen, Michael D.
- Helen Chun, *Savoring an Upcoming Experience Affects Ongoing and Remembered Consumption Enjoyment*, Journal of Marketing, 81, 3, May 2017. With Diehl, Kristin J.; MacInnis, Deborah J.
- Chekitan Dev, *Which Features Increase Customer Retention?*, MIT Sloan Management Review, 58, 2, 2017. With Hamilton, Rebecca W.; Rust, Roland T.
- Chekitan Dev, *Return on Service Amenities*, Journal of Marketing Research, 54, 1, February 2017. With Hamilton, Rebecca W.; Rust, Roland T.; Wedel, Michel.
- Geoffrey Fisher, *Nutrition Labeling Reduces Valuations of Food Through Multiple Health and Taste Channels*, Appetite, 120, January (1st Quarter/Winter) 2018.
- Geoffrey Fisher, *An Attentional Drift Diffusion Model Over Binary-attribute Choice*, Cognition, 168, November 2017.
- Michael Giebelhausen, *The Warm Glow of Restaurant Checkout Charity*, Cornell Hospitality Quarterly, 58, 4, November 2017. With Lawrence, Benjamin; Chun, HaeEun Helen; Hsu, Liwu.
- Michael Giebelhausen, *Negative Word of Mouth Can Be a Positive for Consumers Connected to the Brand*, Journal of the Academy of Marketing Science, 45, 4, July (3rd Quarter/Summer) 2017. With Wilson, Andrew E.; Brady, Michael K.
- Michael Giebelhausen, *Replicating and Extending Our Understanding of How Managers Can Adjust the “Warm Glow Thermostat”*, Cornell Hospitality Quarterly, 58, 2, May 2017. With Chun, HaeEun Helen.
- Sachin Gupta, *A Flexible Method for Protecting Marketing Data: An Application to Point-of-sale Data*, Marketing Science, 37, 1, January (1st Quarter/Winter) 2018. With Schneider, Matthew; Jagpal, Sharan; Yu, Yan; Li, Shaobo.
- Sachin Gupta, *Protecting Customer Privacy When Marketing With Second-party Data*, International Journal of Research in Marketing, 34, 3, September 2017. With Schneider, Matthew J.; Jagpal, Sharan; Li, Shaobo; Yu, Yan.

- Vrinda Kadiyali, *The Competitive Dynamics of DVD Release Timing and Pricing*, Management Science, Accepted. With Mukherjee, Anirban.
- Vrinda Kadiyali, *The Effect of Calorie Posting Regulation on Consumer Opinion: A Flexible Latent Dirichlet Allocation Model With Informative Priors*, Marketing Science, 36, 5, September 2017. With Puranam, Dinesh; Narayan, Vishal.
- Theomary Karamanis, *SoTL Research Fellows: Collaborative Pathfinding Through Uncertain Terrain*, The Canadian Journal for the Scholarship of Teaching and Learning, 8, 3, Published. With Marquis, E.; Holmes, T.; Apostolou, K.; Centea, D.; Cockcroft, R.; Knorr, K.; Maclachlan, J.; Monteiro, S.
- Soo Kim, *Sharing Extraordinary Experiences Fosters Feelings of Closeness*, Personality and Social Psychology Bulletin, 44, 1, January (1st Quarter/Winter) 2018. With Min, Kate E.; Liu, Peggy J.
- Rob Kwortnik, *Buyer Monitoring Cross-culturally*, Cornell Hospitality Quarterly, Accepted. With Lieven, Theo; Tomczak, Torsten.
- Rob Kwortnik, *Exploring Behavioral Differences Between New and Repeat Cruisers to a Cruise Brand*, International Journal of Hospitality Management, 71, April (2nd Quarter/Spring) 2018. With Xiaogong, Sun; Gauri, Dinesh K.
- Rob Kwortnik, *Categorizing Cruise Lines by Passenger Perceived Experience*, Journal of Travel Research, 56, 7, September 2017. With Li, Yiwei.
- Rob Kwortnik, *Surprise, Anticipation, and Sequence Effects in the Design of Experiential Services*, Production and Operations Management, 26, 5, May 2017. With Dixon, Michael; Victorino, Liana; Verma, Rohit.
- Rob Kwortnik, *McHealthy: How Behavioral Rewards and Financial Discounts Influence Healthy Food Choices*, Cornell Hospitality Quarterly, 58, 1, February 2017. With Chan, Elisa; Wansink, Brian.
- Clarence Lee, *Personal and Social Usage: The Origins of Active Customers and Ways to Keep Them Engaged*, Management Science, Accepted. With Ofek, Elie; Steenburgh, Thomas.
- Jura Liaukonyte, *Socially Responsible Products: What Motivates Consumers to Pay a Premium?*, Applied Economics, 49, 19, April (2nd Quarter/Spring) 2017. With Chiu, L. J.; Gomez, Miguel; Kaiser, Harry M.
- Michael Lynn, *The Effects of Tipping on Consumers' Satisfaction With Restaurants*, Journal of Consumer Affairs, Accepted.
- Michael Lynn, *A Within-restaurant Analysis of Changes in Customer Satisfaction Following the Introduction of Service Inclusive Pricing or Automatic Service Charges*, International Journal of Hospitality Management, 70, March 2018. With Brewster, Zachary W.
- Michael Lynn, *Are Published Techniques for Increasing Service-gratuities/Tips Effective? P-curve and R-indexing the Evidence*, International Journal of Hospitality Management, 69, January (1st Quarter/Winter) 2018.
- Michael Lynn, *Does Tipping Help to Attract and Retain Better Service Workers?*, Journal of Foodservice Business Research, 20, 1, 2017.

- Michael Lynn, *The Easy-money Effect: Credit Card Spending and Hard-work Reminders*, Journal of Consumer Marketing, 34, 7, 2017. With Wong, King-Yin.
- Michael Lynn, *The Effects of Service Charges Versus Service-included Pricing on Deal Perception*, Journal of Hospitality & Tourism Research, 41, 2, February 2017. With Wang, Shuo.
- Michael Lynn, *Should U.S. Restaurants Abandon Tipping? A Review of the Issues and Evidence*, Psychosociological Issues in Human Resource Management, 5, 1, January (1st Quarter/Winter) 2017.
- Vithala Rao, *Emerging Trends in Product Bundling: Investigating Consumer Choice and Firm Behavior*, Customer Needs and Solutions, Accepted. With Russell, Gary J.; Bhargava, Hemant; Cooke, Alan; Derdenger, Tim; Kim, Hwang; Kumar, Nanda; Levin, Irwin; Ma, Yu; Mehta, Nitin; Pracejus, John; Venkatesh, R.
- Vithala Rao, *The Impact of Advertising Content on Movie Revenues*, Marketing Letters, 28, 3, September 2017. With Ravid, S. A.; Gretz, Richard T.; Chen, Jialie; Basuroy, Suman.
- Manoj Thomas, *Beyond Posted Prices: the Past, Present, and Future of Participative Pricing Mechanisms*, Consumer Needs and Solutions, 2017. With Spann, Martin; Zeithammer, Robert; Bertini, Marco; Haruvy, Ernan; Jap, Sandy D.; Koenigsberg, Oded; Mak, Vincent; Popkowski Leszczyc, Peter T.L.; Skiera, Bernd.
- Manoj Thomas, *When Bigger is Better (and When it is Not): Implicit Bias in Numeric Judgments*, Journal of Consumer Research, 44, 1, June 2017. With Kyung, Ellie; Krishna, Aradhna.
- Brian Wansink, *An Application of Behavioral Economics in U.S. Food Banking: Nudging Clients to Healthier (or Away from Unhealthy) Foods in a Food Pantry*, Food Policy, Accepted. With Wilson, N.; Swigert, J. M.; Just, David R.; Waxman, E.
- Brian Wansink, *Substituting Candy for Fruit and Healthy Snacks at the Checkout : A Win-Win Solution for Consumers and Food Stores*, BMC Public Health, Accepted. With Winkler, Lise L.; Christensen, Ulla; Glumer, Charlotte; Bloch, paul; Mikkelsen, Brent E.; Toft, Ulla.
- Brian Wansink, *Larger Partitions Lead to Larger Sales: Divided Grocery Carts Alter Purchase Norms and Increase Sales*, Journal of Business Research, 75, 2017. With Soman, Dilip; Herbst, Kenneth C.
- Brian Wansink, *The Audience Eats More if a Movie Character Keeps Eating: An Unconscious Mechanism for Media Influence on Eating Behaviors*, Appetite, 108, 1, October (4th Quarter / Autumn) 2017. With Zhou, Shou; Shapiro, Michael A.
- Brian Wansink, *Food Pantry Selection Solutions: A Randomized Controlled Trial in Client-Choice Food Pantries to Nudge Clients to Targeted Foods*, Journal of Public Health, 39, 2, June 2017. With Wilson, Norbert L.W.; Just, David R.; Swigert, Jeffrey.

- Brian Wansink, *[Fruit-Promoting Smarter Lunchrooms Interventions: Results From a Cluster RCT](#)*, *American Journal of Preventive Medicine*, 52, 4, April (2nd Quarter/Spring) 2017. With Greene, Katherine N.; Gabrielyan, Gnel; Just, David R.
- Brian Wansink, *[Healthy Profits: An Interdisciplinary Retail Framework that Increases the Sales of Healthy Foods](#)*, *Journal of Retailing*, 93, 1, March 2017.
- Brian Wansink, *[The Sound of Cooperation: Musical Influences on Cooperative Behavior](#)*, *Journal of Organizational Behavior*, 38, 3, March 2017. With Kniffin, Kevin; Yan, Jubo; Schulze, William D.
- Brian Wansink, *[Healthy Concessions: High School Students' Responses to Healthy Concession Stand Changes](#)*, *Journal of School Health*, 87, 2, February 2017. With Laroche, Helena H.; Hradek, Christine; Hansen, Kate; Hanks, Andrew S.; Just, David R.
- Brian Wansink, *[Shining Light on Atmospherics: How Ambient Light Influences Food Choices](#)*, *Journal of Marketing Research*, 54, 1, February 2017. With Biswas, Dipayan; Szocos, Courtney; Chacko, Roger.
- Brian Wansink, *[Who's Adopting the Smarter Lunchroom Approach? Individual Characteristics of Innovative Food Service Directors](#)*, *Evaluation and Program Planning*, 60, February 2017. With Gabrielyan, Gnel; Hanks, Drew S.; Hoy, Kathryn; Just, David R.
- Kaitlin Woolley, *[A Structural Model of Intrinsic Motivation: On the Psychology of Means-Ends Fusion](#)*, *Psychological Review*, Accepted. With Kruglanski, Arie W.; Fishbach, Ayelet; Bélanger, Jocelyn J.; Chernikova, Marina; Molinario, Erica; Pierro, Antonio.
- Kaitlin Woolley, *[It's About Time: Earlier Rewards Increase Intrinsic Motivation](#)*, *Journal of Personality and Social Psychology*, Accepted. With Fishbach, Ayelet.
- Kaitlin Woolley, *[Closing Your Eyes to Follow Your Heart: Avoiding Information to Protect a Strong Intuitive Preference](#)*, *Journal of Personality and Social Psychology*, 114, 2, February 2018. With Risen, Jane L.
- Kaitlin Woolley, *[Immediate Rewards Predict Adherence to Long-Term Goals](#)*, *Personality and Social Psychology Bulletin*, 43, 2, February 2017. With Fishbach, Ayelet.
- Kaitlin Woolley, *[A Recipe for Friendship: Similar Food Consumption Promotes Trust and Cooperation](#)*, *Journal of Consumer Psychology*, 27, 1, January (1st Quarter / Winter) 2017. With Fishbach, Ayelet.
- David Wooten, *[The Influence of Physical Elevation in Buildings on Risk Preferences: Evidence from a Pilot and Four Field Studies](#)*, *Journal of Consumer Psychology*, Accepted. With Esteky, Sina; Wineman, Jean D.
- Stijn van Osselaer, *[Points of \(Dis\)Parity: Expectation Disconfirmation from Common Attributes in Consumer Choice](#)*, *Journal of Marketing Research*, Accepted. With Evangelidis, Ioannis.

Published and Accepted Book Chapters

- Vithala Rao, Forthcoming, "[Industry Applications of Conjoint Analysis](#)", in Handbook Of Marketing Analytics, eds., Mizik, N., Hanssens, D. M.}.
- Vithala Rao, Forthcoming, "[The State of New Product Design and Forecasting Research: Recent Developments and Future Directions](#)", in Handbook of Research on New Product Development, eds., Golder, P. N., Mitra, D., With Foutz, Natasha Z.}.
- J. Russo, Forthcoming, "[Cognitive Consistency Theories](#)", in Oxford Bibliographies in Psychology, eds., Dunn, D. S., With Chaxel, Anne-sophie C.}.
- J. Russo, Forthcoming, "Eye Fixations As a Process Trace," in A Handbook of Process Methods for Decision Research: A Critical Review and User's Guide, eds., Schulte-Mecklenbeck, M., Kuehberger, A.
- Kaitlin Woolley, Forthcoming, "[Combatting Temptation to Promote Health and Wellbeing](#)", in Routledge International Handbook of Self-control in Health and Well-being, eds., de Ridder, D., Adriaanse, M., Fujita, K., With Fishbach, Ayelet}.
- Kaitlin Woolley, Forthcoming, "[When Intrinsic Motivation and Immediate Rewards Overlap](#)", in The Motivation-Cognition Interface: From the Lab to the Real World, eds., Kopetz, C. E., Fishbach, A., With Fishbach, Ayelet}.

Published and Accepted Scholarly Books

- Brian Wansink, Forthcoming, *Asking Questions: The Definitive Guide to Questionnaire Design – for Market Research, Political Polls, and Social and Health Questionnaires*, Jossey-Bass. With Bradburn, Norman M.; Stern, Michael; Johnson, Timothy

Published and Accepted Articles in Peer Reviewed Journals

- Chris Anderson, *Service Online Search Ads: From a Consumer Journey View*, Journal of Services Marketing, Accepted. With Cheng, Ming; Zhu, Zhen; Choi, S. Chan.
- Chris Anderson, *Living Without OTAs—Goodbye Columbus: Putting the Jenie Back in the Bottle*, Cornell Hospitality Quarterly, 59, 1, February 2018. With Han, Saram.
- Chris Anderson, *Customer Preferences and Opaque Intermediaries*, Cornell Hospitality Quarterly, 58, 4, November 2017. With Xie, X.; Verma, Rohit.
- Li Chen, *Serial Inventory Systems with Markov-Modulated Demand: Derivative Bounds, Asymptotic Analysis, and Insights*, Operations Research, 65, 5, October (4th Quarter/Autumn) 2017. With Song, Jing-Sheng; Zhang, Yue.
- Li Chen, *Sourcing Under Supplier Responsibility Risk: The Effects of Certification, Audit, and Contingency Payment*, Management Science, 63, 9, September 2017. With Lee, Hau L.
- Li Chen, *Optimal Merchandise Testing with Limited Inventory*, Operations Research, 65, 4, August 2017. With Mersereau, Adam J.; Wang, Zhe.
- Li Chen, *Is Reshoring Better Than Offshoring? The Effect of Offshore Supply Dependence*, Manufacturing and Service Operations Management, 19, 2, April (2nd Quarter/Spring) 2017. With Hu, Bin.
- Li Chen, *Inventory Management in a Closed-loop Supply Chain with Advance Demand Information*, Operations Research Letters, 45, 2, March 2017. With Yücel, afak; Zhu, Kaijie.
- Li Chen, *Measuring the Bullwhip Effect: Discrepancy and Alignment Between Information and Material Flows*, Manufacturing and Service Operations Management, 19, 1, January (1st Quarter/Winter) 2017. With Luo, Wei; Shang, Kevin.
- Yao Cui, *Unbundling of Ancillary Service: How Does Price Discrimination of Main Service Matter?*, Manufacturing and Service Operations Management, Accepted. With Duenyas, Izak; ahin, Özge.
- Andrew Davis, *Contracts and Capacity Investment in Supply Chains*, Manufacturing and Service Operations Management, Accepted. With Leider, Stephen G.
- Andrew Davis, *Multidimensional Bargaining and Inventory Risk in Supply Chains: An Experimental Study*, Management Science, Accepted. With Hyndman, Kyle.

- Christopher Gaulke, *Examining the Personal and Institutional Determinants of Research Productivity in Hospitality and Tourism Management*, Journal of Hospitality & Tourism Education, 30, 1, January (1st Quarter/Winter) 2018. With Mody, M.; Tang, H.; Gordon, S.
- Vishal Gaur, *Drivers of Product Expiration in Consumer Packaged Goods Retailing*, Management Science, Accepted. With Akkas, A.; Simchi-Levi, D.
- Vishal Gaur, *Operational Investment and Capital Structure Under Asset Based Lending*, Manufacturing and Service Operations Management, Accepted. With Alan, Yasin.
- Nagesh Gavirneni, *Risk Aversion and Implicit Shortage Cost Explain the Anchoring and Insufficient Adjustment Bias in Human Newsvendors*, Operations Research Letters, 45, 3, May 2017. With Robinson, Lawrence W.
- Karan Girotra, *Using Advance Purchase Discount Contracts under Uncertain Information Acquisition Cost*, Production and Operations Management, 26, 8, August 2017. With Tang, Wenjie.
- Karan Girotra, *Online Grocery Retail: Revenue Models and Environmental Impact*, Management Science, 63, 6, June 2017. With Belavina, Elena; Kabra, Ashish.
- Carla Gomes, *Automated Phase Mapping with AgileFD and its Application to Light Absorber Discovery in the V-Mn-Nb Oxide System*, ACS Combinatorial Science, 19, 1, January (1st Quarter/Winter) 2017. With Suram, S. K.; Xue, Y.; Bai, J.; Le Bras, R.; Rappazzo, B.; Bernstein, R.; Bjorck, J.; Zhou, L.; Van Dover, Robert B.; Gregoire, J M.
- Shawn Mankad, *A Feedback and Evaluation System That Provokes Minimal Retaliation by Trainees*, Anesthesiology, 126, 2, February 2017. With Baker, Keith; Haydar, Bishr.
- Brett Massimino, *The Effects of Agglomeration and National Property Rights on Digital Confidentiality Performance*, Production and Operations Management, 26, 1, January (1st Quarter/Winter) 2017. With Gray, John V.; Boyer, Kenneth K.
- Lawrence Robinson, *The Use of Framing in Inventory Decisions*, Production and Operations Management, 27, 1, January (1st Quarter/Winter) 2018. With Schultz, Kenneth L.; Thomas, Louis J.; Schultz, Jonathan; McClain, John O.
- Lawrence Robinson, *Risk Aversion and Implicit Shortage Cost Explain the Anchoring and Insufficient Adjustment Bias in Human Newsvendors*, Operations Research Letters, 45, 3, May 2017. With Gavirneni, Srinagesh.
- William Schmidt, *Experimental Evidence of Pooling Outcomes Under Information Asymmetry*, Management Science, 63, 5, May 2017. With Buell, Ryan W.
- Rohit Verma, *Providing Feedback to Service Customers: The Effect of the Presentation Order and Repetition of Feedback Types*, Journal of Service Management, 28, 2, 2017. With Choi, Sunmee; Kim, Shinyoung.
- Rohit Verma, *Customer Preferences and Opaque Intermediaries*, Cornell Hospitality Quarterly, 58, 4, November 2017. With Xie, X.; Anderson, Christopher K.

Rohit Verma, *How Do You Feel Today? Managing Patient Emotions During Health Care Experiences to Enhance Well-being*, Journal of Business Research, 79, October (4th Quarter / Autumn) 2017. With McColl-Kennedy, J.; Danaher, T.; Gallan, A.; Orsingher, C.; Lervik-Olsen, L.

Rohit Verma, *Surprise, Anticipation, and Sequence Effects in the Design of Experiential Services*, Production and Operations Management, 26, 5, May 2017. With Dixon, Michael; Victorino, Liana; Kwortnik, Robert J.

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

Published and Accepted Book Chapters

Li Chen, 2017, *“Modeling and Measuring the Bullwhip Effect”*, in Handbook of Information Exchange in Supply Chain Management, eds., Ha, A. Y., Tang, C. S., With Lee, Hau L.}.

Andrew Davis, Forthcoming, *“Biases in Individual Decision Making,”* in The Handbook of Behavioral Operations Management, eds., Donohue, K., Katok, E., Leider, S.

Vishal Gaur, 2017, *“POM and Retailing”*, in The Routledge Companion to Production and Operations Management, eds., Starr, M. K., Gupta, S. K.}.

Brett Massimino, Forthcoming, *“The Effect of Language and National Culture on Operational Process Compliance,”* in Engineering Globalization Reshoring & Nearshoring: Management & Policy Issues, eds., Ettl, J., Hira, R., With Gray, John V.

Published and Accepted Scholarly Books

Soumitra Dutta, 2018, *Financing Entrepreneurship and Innovation in Emerging Markets*, Academic Press. With Casanova, Lourdes S.; Cornelius, Peter K.

Donna Haeger, 2017, *Work-Life Fusion: A Guide to Freedom and Autonomy at Work*, Amazon Kindle Direct Publishing. With Haeger, Eilysh.

Published and Accepted Articles in Peer Reviewed Journals

- CathyENZ, *Beyond Channel Mix Management: Building Within Online Travel Agencies (OTA) Metrics and Strategies*, Journal of Revenue and Pricing Management, 16, 2, April (2nd Quarter/Spring) 2017. With James, Elizabeth C.
- CathyENZ, *Competitive Pricing in the Golf Industry*, Journal of Revenue and Pricing Management, 16, 2, April (2nd Quarter/Spring) 2017. With Canina, Linda.
- Chris Forman, *Battle of the Internet Channels: How does Mobile and Fixed-Line Quality Drive Internet Use*, Information Systems Research, Accepted. With Xu, Jiao (Tina); Hu, Yu (.).
- Chris Forman, *Technology Support and Post-Adoption IT Service Use: Evidence from the Cloud*, MIS Quarterly, Accepted. With Retana, German; Narasimhan, Sridhar; Niculescu, Marius F.; Wu, D. J.
- Chris Forman, *Process Capability and Performance in Business Services Offshoring*, International Journal of Services Sciences, 6, 1, November 2017. With Balint, Bryon; Slaughter, Sandra.
- Robert Frank, *How Rising Inequality Limits Low-Income Families' Access to the Legal System*, Daedalus, Accepted.
- Ori Heffetz, *Difficulty to Reach Respondents and Nonresponse Bias: Evidence from Large Government Surveys*, Review of Economics & Statistics, Accepted. With Reeves, Daniel B.
- Ori Heffetz, *The Relationship Between the Normalized Gradient Addition Mechanism and Quadratic Voting*, Public Choice, 172, 1-2, 2017. With Benjamin, Daniel J.; Kimball, Miles S.; Lougee, Derek.
- Ori Heffetz, *Challenges in Constructing a Survey-Based Well-Being Index*, American Economic Review, 107, 5, May 2017. With Benjamin, Daniel J.; Cooper, Kristen B.; Kimball, Miles S.
- Justin Johnson, *The Determinants of Product Lines*, The RAND Journal of Economics, Accepted. With Myatt, David P.
- Justin Johnson, *The Agency Model and MFN Clauses*, The Review of Economic Studies, 84, 3, July (3rd Quarter/Summer) 2017.
- Justin Johnson, *Unplanned Purchases and Retail Competition*, American Economic Review, 107, 3, March 2017.
- Michael Roach, *The Declining Interest in an Academic Career*, PLoS One, 12, 9, September 2017. With Sauermann, Henry.

Michael Roach, *Encouraging Entrepreneurship in University Labs: Research Activities, Research Outputs, and Early Doctorate Careers*, PLoS One, 12, 2, February 2017.

Michael Waldman, *Limited Rationality and the Strategic Environment: Further Theory and Experimental Evidence*, Games and Economic Behavior, 106, Published. With Cooper, Kristen; Schneider, Henry S.

Michael Waldman, *Performance, Career Dynamics, and Span of Control*, Journal of Labor Economics, Accepted. With Smeets, Valerie; Warzynski, Frederic.

Published and Accepted Book Chapters

Sarah Wolfolds, 2017, *“Tied up and Shocked: How Relational Contracting With Suppliers Constrains Global Buyers During an Economic Crisis”*, in *Breaking up the Global Value Chain (Advances in International Management)*, eds., Pedersen, T., Devinney, T. M., Tihanyi, L., Camuffo, A., With Taussig, Markus; Bryan, Hong; Kjell, Carlsson}.