

## Summary of Faculty Intellectual Contributions, 2015-2020

Name	Area	Article Title	Journal Name	Publication
Zivnuska, Suzanne	MGMT	Information and Communication Technology Incivility Aggression in the Workplace: Implications for Work and Family.	Information Processing and Management	2020
Zivnuska, Suzanne	MGMT	Examining mindfulness and its relationship to unethical behaviors.	Management Research Review	2020
Huang, Jian, J., (Emily)	FINA	Abnormal trading around common factor pricing models.	Review of Behavioral Finance	2020
Heinze, Tim	MKTG	Salesperson Authenticity and Gender-Based Perceptions: An International Study.	Journal of Eastern European and Central Asian Research	2020
Heinze, Tim	MKTG	Do Technology-Based Sales Support Materials Make a Difference in Personal Selling? The Impact of Technology Usage by Gender in the Personal Selling Process.	Journal of Marketing Education	2020
Lee, Youngsu	MKTG	Do Technology-Based Sales Support Materials Make a Difference in Personal Selling? The Impact of Technology Usage by Gender in the Personal Selling Process.	Journal of Marketing Education	2020

Aiken, Kirk (Damon)	MKTG	Investigating Sport Fan Attitudes towards Tanking: The Role of Values-Based Connections	Sport Marketing Quarterly	2020
Lee, Youngsu	MKTG	Social media engagement, service complexity, and experiential quality in U.S. hospitals	Journal of Services Marketing (JSM)	2020
Bouqayes, Nora	ACCT	Cost recovery changes in the TCJA	Tax Adviser	2020
Ray, Richard	ACCT	Cost recovery changes in the TCJA	Tax Adviser	2020
Son, Jaebong	BSIS	Using a Heuristic-Systematic Model to Assess the Twitter User Profile's Impact on Disaster Tweet Credibility.	International Journal of Information Management	2020
Son, Jaebong	BSIS	Content Features of Tweets for Effective Communication during Disasters: A Media Synchronicity Theory Perspective	International Journal of Information Management	2019
Casselman, Mitch	MGMT	The Lean Discovery Process: The Case of Raiserve	Journal of Small Business and Enterprise Development.	2019
Kim, Hyunjung	MGMT	The Utility of a System Dynamics Approach for Understanding Cumulative Health Risk from Exposure to Environmental Hazards.	Environmental Research	2019

Morgan, James	MGMT	Determining Whether a Worker is an Employee or Independent Contractor: As Easy as “ABC”?	Employee Relations Law Journal	2019
Zivnuska, Suzanne	MGMT	Social media addiction and social media reactions: The implications for job performance.	Journal of Social Psychology	2019
Zivnuska, Suzanne	MGMT	Investigating the impacts of regulatory focus and political skill within a social media context.	Computers in Human Behavior	2019
Zivnuska, Suzanne	MGMT	But I still feel guilt: A test of moral disengagement theory.	Human Performance	2019
Zivnuska, Suzanne	MGMT	Self-perception and life satisfaction. Personality and Individual Differences	Journal of the International Society for the Study of Individual Differences (ISSID)	2019
Zivnuska, Suzanne	MGMT	Abusive supervision, leader-member exchange, and moral disengagement: A moderated-mediation model of organizational deviance.	Journal of Social Psychology	2019
Morgan, James	MGMT	Clarifying the Employee/Independent Contractor Distinction: Does the California Supreme Court's Decision in Dynamex Do the Job?	Labor Law Journal	2018
Mendez, Maria	MGMT	I and We: Does Identity Explain Undergraduates' Ethical Intentions?	Journal of Business Ethics Education	2018
Rehg, Michael	MGMT	Faculty Performance and Morale in Higher Education: A Systems Approach	Systems Research and Behavioral Science	2018
Kim, Hyunjung	MGMT	Faculty Performance and Morale in Higher Education: A Systems Approach	Systems Research and Behavioral Science	2018

Kim, Hyunjung	MGMT	Using a Stakeholder Analysis to Improve Systems Modelling of Health Issues: The Impact of Progesterone Therapy on Infant Mortality in Ohio.	Systems Research and Behavioral Science	2018
Heinze, Tim	MKTG	Weighing the Case for University Sales Competitions: Significant Commitment and Rewards	Journal of Selling	2018
Lee, Youngsu	MKTG	Weighing the Case for University Sales Competitions: Significant Commitment and Rewards	Journal of Selling	2018
Ma, Qingzhong	FINA	Acquirer Reference Prices and Acquisition Performance.	Journal of Financial Economics	2018
Zhang, Wei, Athena	FINA	Acquirer Reference Prices and Acquisition Performance.	Journal of Financial Economics	2018
Huang, Jian, J., (Emily)	FINA	User-source Fit and Financial Information Source Selection of Millennials.	Journal of Financial Counseling and Planning	2018
Huang, Jian, J., (Emily)	FINA	Merger Speculation in Financial Media: The Valuation of Investigative Reporting	Journal of Behavioral Finance	2018
Aiken, Kirk (Damon)	MKTG	From Passion to Obsession: Development and Validation of a Scale to Measure Compulsive Sport Consumption	Journal of Business Research	2018
Aiken, Kirk (Damon)	MKTG	Places in Names: An Investigation of Regional Geographic Brand Congruency	Journal of Product & Brand Management	2018
Sprague, Robert	BSIS	Exploring the relationship of organizational dissent and self-leadership	ProQuest Dissertation & Theses Global: The Humanities and Social Sciences Collection.	2018

Negahban, Arash	BSIS	Epistemology in the Era of Fake News: An Exploration of Information Verification Behaviors among Social Networking Site Users	ACM SIGMIS Database: the DATABASE for Advances in Information Systems	2018
Mansouri-Rad, Parand	BSIS	Oil and Gas Exploration and Telemedicine: Cultural Factors in Telemedicine Adoption	Oil, Gas & Energy Quarterly	2017
Negahban, Arash	BSIS	The Effects of Consumer Engagement Behavior on the Growth of Social Media Brand Community: Evidence from an SME	International Journal of E-Business Research	2017
Ma, Qingzhong	FINA	Organizational structure, risk-based capital requirements, and the sales of downgraded bonds	Journal of Banking and Finance	2017
Zhang, Wei, Athena	FINA	Recency Bias and Post-Earnings Announcement Drift	Journal of Banking and Finance	2017
Zivnuska, Suzanne	MGMT	The mechanisms of regulatory focus: Mindfulness, leader-member exchange, and motivational outcomes	Career Development International	2017
Braun, Gary	ACCT	Interpretation of probability expressions in accounting: The effects of frame switching	Journal of International Accounting, Auditing and Taxation	2016
Braun, Gary	ACCT	Tax compliance and international cultural factors: A multilevel empirical study.	Smart Technologies for Smart Nations (Book)	2016
Kizirian, Tim	ACCT	The Effect Of Non-Audit Services On Independent Auditor Judgment	Journal of Business and Economics Research	2016
Leese, Wallace	ACCT	A Formula For The Units To Satisfy An Operation's Desired Rate Of Return In CVP Analysis - A Conceptual Approach	American Journal of Business Education	2016
Lynch, Nicholas	ACCT	Captive Insurance Companies: Dead or Alive?	Journal of Taxation of Investments	2016
Lynch, Nicholas	ACCT	Financial Planning with Excess Liability Insurance	The CPA Journal	2016
Lynch, Nicholas	ACCT	Selecting a Qualified Intermediary for your Client's Like- Kind Exchange	The CPA Journal	2016

Ray, Richard	ACCT	Selecting a Qualified Intermediary for Your Client's Like- Kind Exchange	The CPA Journal	2016
Ray, Richard	ACCT	How Internet Domain Names Are Taxed	Tax Insider	2016
Ray, Richard	ACCT	IRS Weighs In on the Tax Treatment of Computer Costs	Tax Insider	2016
Ray, Richard	ACCT	The Auditor's Road Map for Client Acceptance	Journal of Business Case Studies	2016
Ray, Richard	ACCT	Work Product Doctrine Protects Accountant's Tax Advice	Tax Insider	2016
Negahban, Arash	BSIS	Unleashing the Power of mCRM: Investigating Antecedents of Mobile CRM Values from Managers' Viewpoint	International Journal of Human- Computer Interaction	2016
Negahban, Arash	BSIS	Scaffolding the ERPsim to Augment Student Learning	Proceedings America's Conference on Information Systems	2016
Negahban, Arash	BSIS	Social Capital Mobilization in Social Networking Services.	Proceedings America's Conference on Information Systems	2016
Witt, Christine	BSIS	Scaffolding the ERPsim to Augment Student Learning.	Association of Information Systems	2016
Witt, Christine	BSIS	Technology Course Transformation: A New View.	International Journal of Education and Social Science	2016
Huang, Jian, J., (Emily)	FINA	Investment regulation, portfolio allocation, and investment yield in the U.S. and China insurance industry	Chinese Economy	2016
Ma, Qingzhong	FINA	What is Common among Return Anomalies? Evidence from Insider Trading	Journal of Behavioral Finance	2016
Ponarul, Richard	FINA	Chapter on Value Investing.	Book	2016
Zhang, Wei, Athena	FINA	What is Common among Return Anomalies? Evidence from Insider Trading.	Journal of Behavioral Finance	2016
Ishqaidef, Ghadir	MGMT	Group rewards, group composition and information sharing: A motivated information processing perspective	Organizational Behavior and Human Decision Processes	2016

Liu, Joe	MGMT	When justice promotes injustice: Why minority leaders experience bias when they adhere to interpersonal justice rules	Academy of Management Journal	2016
Liu, Joe	MGMT	Employees on the rebound: Extending the careers literature to include boomerang employment	Journal of Applied Psychology	2016
Morgan, James	MGMT	Faith (Re)Engages with Business: Cultural, Legal, and Managerial Dimensions	International Journal of Law and Management	2016
Persons, Bonnie	MGMT	On the value of strategy in determining executive salaries.	The Journal of American Academy of Business	2016
Rehg, Michael	MGMT	Influence of Ethical Position on Whistleblowing Behaviour: Do Preferred Channels in Private and Public Sectors Differ?	Journal of Business Ethics	2016
Robb, Colleen	MGMT	Social Entrepreneurial Ventures: On the edge of chaos?	Entrepreneurship Research Journal	2016
Trailer, Jeff, W.	MGMT	On the value of strategy in determining executive salaries.	The Journal of American Academy of Business	2016
Trailer, Jeff, W.	MGMT	System Dynamics Group Model Building: Solution to the Implementation Challenges in Hospital Patient- Safety Systems and Process Improvement	Proceedings 34th Annual International System Dynamics Society Conference	2016
Zivnuska, Suzanne	MGMT	Social Media Use in the Workplace: A Study of Dual Effects.	Organizational and End User Computing	2016
Zivnuska, Suzanne	MGMT	Mindfulness at work: Resource accumulation, well-being, and attitudes.	Career Development International	2016
Aiken, Kirk	MKTG	Innovation Through Collaborative Course Development: Theory and Practice	Marketing Education Review	2016
Donoho, Casey	MKTG	Global Gender Differences in the Personal Selling Ethics Scale: A Preliminary Study of Five Countries	Conference Paper (The 40th Annual Marketing Educators' Association Conference, At Denver, CO)	2016
Heinze, Tim	MKTG	Innovation Through Collaborative Course Development: Theory and Practice	Marketing Education Review	2016
Heinze, Tim	MKTG	Global gender differences in the personal selling ethics scale: A preliminary study of five countries	Conference Paper (The 40th Annual Marketing Educators' Association Conference, At Denver, CO)	2016

Lee, Youngsu	MKTG	Business Students' Grade Appeal Intention, Perceived Justice from Instructors, and Overall Effectiveness of College Education	40th Marketing Educators' Association (MEA) Conference	2016
Lee, Youngsu	MKTG	When Does a Supplier Tolerate Reseller Opportunism?	2016 AMA Summer Marketing Educators' Conference	2016
Meuter, Matt	MKTG	Innovation Through Collaborative Course Development: Theory and Practice	Marketing Education Review	2016
Meuter, Matt	MKTG	Getting Smart: Learning from Technology Empowered Frontline Interactions	Journal of Service Research	2016
Shin, Sohyoun	MKTG	Innovation Capability, Marketing Capability, and Firm Performance: A Two-Nation Study of China and Korea.	Asian Business & Management	2016
Shin, Sohyoun	MKTG	Strategic Marketing Capability: Mobilizing Technological Resources for New Product Advantage.	Journal of Business Research	2016
Shin, Sohyoun	MKTG	An Examination of Firms' Strategic Orientations, Innovativeness, and Performance with Large Korean Companies.	Asia Pacific Journal of Innovation & Entrepreneurship	2016
Shin, Sohyoun	MKTG	Business Students' Grade Appeal Intention, Perceived Justice from Instructors, and Overall Effectiveness of College Education.	40th Marketing Educators' Association (MEA) Conference.	2016
Braun, Gary	ACCT	Principles-based vs. rules-based accounting standards: The effects of auditee proposed accounting treatment and regulatory enforcement on auditor judgment and confidence.	Research in Accounting Regulation	2015
Braun, Gary	ACCT	FREE practice sets for principles of financial and managerial accounting: Ivan's Instruments and We Love Coffee Inc.	The Accounting Educator	2015
Braun, Gary	ACCT	Idioma y la cultura en la interpretación de los IFRS	Dirección Estratégica (Contabilidad)	2015
Ray, Richard	ACCT	New Guidance of Distressed Debt Held by REITs	Tax Adviser	2015



Negahban, Arash	BSIS	BYOD in Practice: A Comparison of Four BYOD Programs	Proceedings America's Conference on Information Systems	2015
Negahban, Arash	BSIS	Identifying and Measuring the Dimensions of Risky IT Behavior	Proceedings America's Conference on Information Systems	2015
Negahban, Arash	BSIS	Users Participation in Social Media Based Brand Communities: A Dynamic Perspective	Decision Sciences Institute Annual Conference	2015
Hsu, Hsieh-Yuen, (Christine)	FINA	Portfolio Size and Investment Risk: Empirical Evidence from the NYSE and NASDAQ Stock Markets	International Research Journal of Applied Finance	2015
Huang, Jian, J., (Emily)	FINA	The role of institutional investors in financial markets: evidence from closed-end funds	Review of Financial Economics	2015
Ma, Qingzhong	FINA	Impact of the Travel Promotion Act on Hotel Firm Stock Returns	Cornell Hospitality Quarterly	2015
Hinrichs, Kim	MGMT	The impact of justice orientation on the relationship between opponent's reputation and choice of negotiation strategy.	Western Journal of Human Resource Management	2015
Ishqaidef, Ghadir	MGMT	Patient Perceptions of Patient-Centered Care. Empirical Test of a Theoretical Model	Health Expectations	2015
Kim, Hyunjung	MGMT	Reflection on Peer Mentoring for Ongoing Professional Development in System Dynamics	System Dynamics Review	2015
Mendez, Maria	MGMT	Beyond the unidimensional collective leadership model: study of leadership patterns in committees	Leadership and Organization Development Journal	2015
Mendez, Maria	MGMT	Shared leadership and gender: all members are equal... but some more than others	Leadership and Organization Development Journal	2015
Mendez, Maria	MGMT	Business leadership education: A virtual storytellers exercise	Academy of Educational Leadership Journal	2015
Morgan, James	MGMT	Business law (5th ed.)	Book	2015
Rahn, David	MGMT	Building Intellectual Property and Equity Ownership Policy for Entrepreneurship Programs: Three Different Approaches"	Journal of Entrepreneurship Education	2015

Trailer, Jeff, W.	MGMT	Using a Customer Pipeline Model: a hands-on simulation exercise and including feedback from students in a university course	Proceedings 33th Annual International System Dynamics Society Conference	2015
Trivedi, Carol	MGMT	Comparing the Difference in Firm Performance between Firms with or without Foreign Board Membership	Ann Arbor, MI: ProQuest-CSA, LLC.	2015
Zivnuska, Suzanne	MGMT	Mediating effects of psychological safety in the relationship between team affectivity and transactive memory systems.	Journal of Organizational Behavior	2015
Zivnuska, Suzanne	MGMT	Do the benefits of family-to-work transitions come at too great a cost?	Journal of Occupational Health Psychology	2015
Aiken, Kirk (Damon)	MKTG	Linking fan values and sponsorship effectiveness: The case of Old School values.	Sport Marketing Quarterly	2015
Aiken, Kirk (Damon)	MKTG	Collaborative course development: A new model for improved student outcomes.	Proceedings of the 2015 Academy of Marketing Science Annual Conference	2015
Chan, Kenny	MKTG	Exploring the antecedents and consequences of Míng Pái Kòng (brand-name fanaticism) among China's Generation Y.	Journal of Global Marketing	2015
Heinze, Tim	MKTG	Collaborative course development: A new model for improved student outcomes	CSUC CELT Conference.	2015
Heinze, Tim	MKTG	Relevance of personal interaction factors between customers and sales representatives	Marketing & Komunikace	2015
Heinze, Tim	MKTG	Sold in 30 Seconds	Der Organisator	2015
Lee, Youngsu	MKTG	Perceptual Gap between Marketers vs. Non-Marketers on Marketing's Value to the Firm: Impact on Customer and Firm Performance	2015 AMA Summer Marketing Educators' Conference	2015
Meuter, Matt	MKTG	Collaborative course development: A new model for improved student outcomes	CSUC CELT Conference.	2015
Shin, Sohyoun	MKTG	The Role of Marketing Capabilities and Entrepreneurial Orientation on SME Performance.	Journal of Accounting and Finance	2015