

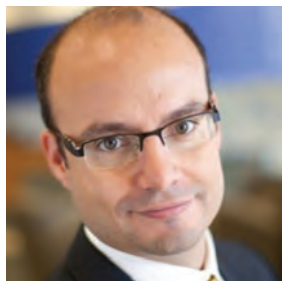
Research News

FALL 2018



New Researcher in Town

The latest addition to our faculty tells us a bit about where he's been and where he's going



RICARD GIL

Associate Professor of Business Economics

Education

PhD and MA from University of Chicago; BA from Universitat Pompeu Fabra (Barcelona, Spain)

Previous Appointments

Associate Professor of Economics and Strategy, Johns Hopkins University Carey Business School; Associate Professor of Economics, University of California, Santa Cruz

What I'm Working On

I study the governance of transactions; what are the most efficient ways to procure a good or service and how does the competitive landscape

shape all the idiosyncrasies of a transaction. For example, one project I'm working on now is on the airline industry in the U.S. I'm studying how governance affects how airlines make scheduling decisions during inclement weather. Do they reshuffle their own operated flights or those outsourced to independent regional carriers? Another project examines the role of residential segregation and racial discrimination in determining the entry of movie theatres serving African-American customers during the 1950s. These theatres provided an alternative to the segregated theatres of the Jim Crow era. We found that residential segregation led to more African-American theatres than one would expect given the size of the black population and the socioeconomic characteristics of the area.

Little Known Facts

I was born in Barcelona so I'm a big fan of the FC Barcelona football (soccer) team. I'm also an avid traveler; the only continent I haven't been to yet is Africa.

Teaching and Research Supervision Excellence Awards

Christopher Miners and Michael Welker are the recipients of two new awards celebrating teaching excellence and research supervision at Smith School of Business. The inaugural awards celebrate faculty members who have demonstrated an outstanding commitment to the education of students in the PhD and MSc programs at Smith, and nominations are made by graduate students.

"I couldn't be more thrilled that I was nominated because of my students, let alone that I won," says Dr. Miners, an Associate Professor of Organizational Behaviour who won the Teaching Excellence Award. "I know how busy they are trying to push their research forward. To take the time to write a nomination letter is incredibly kind. It makes me very happy deep down inside."

Speaking at the awards reception on July 9, 2018, Miners' student, Anika Cloutier, praised Dr. Miners, who has been at Smith since 2008, for creating a unique, intellectually stimulating classroom environment where students feel encouraged to share their ideas, as well as for supporting his students outside of class time. "You feel important in his class," Ms. Cloutier told the audience, "and you feel validated for sharing your ideas."

Michael Welker, Professor of Financial Accounting and Distinguished Professor Accounting who first arrived at Smith in 1996, described winning the Research Supervision Excellence award as a "great [Continue reading](#) →



Michael Welker

Christopher Miners

honour" and stressed the importance of enjoying the process of doing academic work, rather than simply focusing on the end product.

"I often ask students about their objectives and they tell me they want to publish and get tenure", he told the audience at the awards reception. "I get that, but what I want to hear is 'I want to better understand X'. That gets you started on a process that will be a fantastic journey. Why focus on the outcomes that you don't have much control over? Focus on the process, and make sure you really enjoy the process of doing research."

Luke Phelps, who spoke on behalf of Dr. Welker's students, described his dedication to them, as well as his continued support, long after graduation. He concluded his speech with a statement from a student

letter supporting Dr. Welker's nomination. "A very important reason Mike deserves this award is that he perhaps doesn't quite realize how powerful his effect is on the rest of us."

The awards were adjudicated by a subcommittee of the graduate admissions committee. The committee examined nominations from graduate students and CVs. For the teaching award, it also reviewed course outlines.

For more information about the PhD and MSc Teaching Excellence Award or Research Supervision Award, please contact Lisa Rodrigues lr8@queensu.ca

SSHRC and NSERC Awards

SSHRC



PI: Michael Sartor

Grant Details: SSHRC Institutional Grant (Explore Grant Program), two years

Topic: *Medicine that Works and Tastes Good Also: The Anti-Corruption Programs of Multinational Corporations.* While Canada has an excellent reputation for controlling corruption at home, the record of corrupt behavior by its multinational corporations (MNCs) abroad is a growing concern. Researchers have prescribed solutions such as corporate anti-corruption programs and theorized that increasing the costs associated with corrupt transactions should reduce their prevalence. However, assessment with respect to the efficacy of these strategies has been mixed. This research is being developed to contribute theoretical and empirical insights that could bolster the efforts of scholars, business executives and government policy makers to curb corruption by Canadian MNCs in foreign markets.

Approach: Quantitative analysis and case studies.

SSHRC PARTNERSHIP DEVELOPMENT GRANTS



PI: Tina Dacin

Grant Details: SSHRC Partnership Development Grant, three years

Partners: Canadian Council for Aboriginal Business, Ishkonigan Inc.

Topic: *Social Entrepreneurship: Increasing Access to Opportunities for Indigenous Entrepreneurs.* Despite an increasing number of Indigenous people entering the Canadian labour force, many as entrepreneurs, there exist a number of barriers that limit their success. Research exploring Indigenous entrepreneurship demonstrates that it is different from broader entrepreneurial practice. We see an emphasis on community-focused outcomes which suggests Indigenous entrepreneurship is akin to social entrepreneurship. This study aims to better understand the challenges and opportunities facing Indigenous entrepreneurs and if there is a role for social entrepreneurship in facilitating opportunities within Indigenous entrepreneurial practice.

Approach: Interviews with Indigenous entrepreneurs in select locations across Canada.

SSHRC INSIGHT GRANTS



PI: Olena Ivus

Grant Details: Insight Grant, three years

Topic: *Intellectual Property Rights, Innovator Migration and Technology Diffusion.* Today's knowledge economy is global in scope and competition is fiercer than ever, giving innovators increased mobility. What can Canadian policy-makers do to give homegrown firms an edge? While immigration policy has a role to play, the subtle role around intellectual property rights (IPR) policy does too. This research studies the relationship between IPRs, innovator migration and technology diffusion. Understanding the relationship will allow economic planners to redirect national intellectual property policy to provide the greatest gains possible from innovator migration.

Approach: This three-part study will involve the development of a theoretical framework and an empirical analysis using a recently released dataset on innovator mobility.



PI: Julian Barling
Co-investigator: Nick Turner (University of Calgary)
Grant Details: Insight Grant, five years

Topic: *Early socioeconomic adversity and the development of later formal leadership.* This three-part research project investigates how and why early exposure to adverse socioeconomic status condition such as poverty affects formal leadership emergence and leadership styles. The research considers the constellation of gender, general mental ability, family circumstances, personality traits, physical factors and socioeconomic status which predict who will achieve formal leadership positions. It also investigates how to prevent any detrimental effects of these early conditions on emergent leaders. Investigating who emerges as a leader has broad social implications, as the greater organizational status associated with holding a formal leadership role predicts better outcomes for the leader, including enhanced life expectancy.

Approach: Laboratory and field studies.



PI: Anton Ovchinnikov
Grant Details: Insight Grant, three years

Topic: *Consumer Behaviour and the Design of Loyalty Programs.* Since they were first introduced to consumers in the 1980s, customer loyalty programs have been widely used in many industries, with a typical Canadian now belonging to nearly 10 such programs. This research investigates the problem of jointly managing a firm's pricing and loyalty program activities, in order to derive insights into how to boost both a firm's profit and customer value, particularly as the industry moves towards rewarding customers for the total amount of money spent rather than miles travelled or items purchased. This research aims to provide an analytical framework in which to better understand the true impact of the joint decision-making about pricing and loyalty programs on both firms and consumers.

Approach: Analytical models, simulation and statistical/empirical descriptive models, behavioural experiments and case research.



PI: Bertrand Malsch and Pavlo Kalyta
Co-applicants: Marie-Soleil Tremblay (École nationale d'administration publique)
Grant Details: Insight Grant, four years

Topic: *Inside Tax Havens and the Making of Offshore Accounting in Canada.* It is estimated that each year the Canadian economy loses between \$6 billion and \$8 billion to tax havens. Our program of research aims to shed light on the professional, economic, ethical and social aspects of the involvement of accounting firms in offshore transactions. On the micro level, we seek to understand how individual accountants and auditors create, sustain and legitimize offshore transactions in practice, while maintaining their professional standards and satisfying their clients. On the macro level, our aim is to describe the relationships of accounting firms with clients, regulators, and professional bodies in the context of offshore accounting, under conflicting legal, commercial and ethical pressures. We expect that the results of our research will have important academic and policy implications.

Approach: In-depth study of the role of accounting firms in the development, execution, and justification of offshore accounting transactions.

SSHRC AND ESRC KNOWLEDGE SYNTHESIS GRANTS



PI: Olena Ivus
Co-applicant: Marta Paczos (National Institute of Economic and Social Research)
Grant Details: SSHRC and ESRC Knowledge Synthesis Grant, one year

Topic: *Canada and U.K. Trade – Trade, Intellectual Property and Innovation: Policy Implications for the Canada–U.K. Relationship after Brexit.* This project looks at the role of intellectual property rights (IPR) protection for international trade, innovation, and technology and knowledge diffusion in the context of Canada–U.K. relationships *Continue reading →*

after Brexit. It examines IPR as it relates to international trade agreements and the consequences for national growth. This research will also address the challenges and prospects brought about by production fragmentation, digital transformation and the rise of new business models for both trade and intellectual property flows.

Approach: A comprehensive review of literature, synthesis and critical evaluation of relevant empirical and theoretical findings, and an outline of recommendations for the future trade and IPRs policy both for Canada and the U.K.

NSERC



PI: Yuri Levin

Co-applicants: Jeff McGill, Ceren Kolsarici, Anton Ovchinnikov, Matthew Thompson, Patrick Martin, Tatsiana Levina, Mikhail Nediak, Jue Wang, Guang Li, Sumit Kunnumkal

Grant Details: NSERC Collaborative Research and Development Grant, four years

Topic: *Large-scale Customer Analytics Methodologies in Financial Services.* This project seeks to address methodological challenges in analytics currently facing the Canadian financial industry. These challenges arise both from increasing competition from financial institutions outside Canada and from emerging competition from financial service providers

in the information technology industry. Both sources of competition rely heavily on analytics: the discipline of improved data-driven decision-making using sophisticated algorithms. To remain competitive, Canadian banks need not only to incorporate best analytics practices in their operations but must also become innovation leaders in financial analytics. This research will focus on the methodologies that optimize banks' relationships with their customers with a goal of increasing the lifetime value of those relationships.

Approach: Develop methods for behaviour analysis, price and resource optimization, large-scale stochastic risk models, as well as tools for supporting data and algorithmic infrastructure including Big Data, large-scale optimization and test-and-learn algorithms.

ONTARIO CENTRES FOR EXCELLENCE (OCE) TALENTEGE INTERNSHIP PROGRAM (TIP)



PI: Yuri Levin

Co-applicants: Stephanie Kelley, David Saunders

Grant Details: TalentEdge Internship Program, four months

Topic: *The Ethics of Artificial Intelligence in Canadian Financial Services.* In Canada, artificial intelligence (AI) has quickly become a cornerstone technology across many industries, contributing substantial growth to the economy, including in the financial sector, where it has already been applied broadly. While AI is posed to fuel significant change in the financial industry, rapid advances have created a gap between the technology and the ethical guidelines and regulation for its application in business. Regulatory and governance guidelines must be updated to reflect these advances, just as they were with the introduction of online banking and digital technologies. This research will investigate the current and future ethical implications of the use of AI in the financial services industry, with a focus on the technology's applications in banks.

Approach: A mixed-method approach combining semi-structured interviews, an online survey, and a literature review.



PI: Ceren Kolsarici

Co-applicants: Onur Inegol, Mikhail Nediak

Grant Details: Ontario Centres for Excellence: TalentEdge Internship Program (TIP), four months

Topic: *The Role of Multi-media Advertising in Consumers' Journey Through the Purchase Funnel.* The main objective of this project is to develop an econometric model investigating the role of advertising through various marketing channels over different states of consumers in the purchase funnel. Using data on aggregate level spending on channel specific advertising (e.g. app notifications, social media messages, e-mail and direct mail) and different funnel stages (e.g. reach, acquisition, retention and engagement), we create a dynamic state-space model to investigate the role of media interactions on the consumer journey.

Approach: Empirical estimation using a nonlinear dynamic state-space model.



PI: Ceren Kolsarici

Co-applicants: Christopher Amaral, Mikhail Nediak

Grant Details: Ontario Centres for Excellence: TalentEdge Internship Program (TIP), four months

Topic: *The Impact of Discriminatory Pricing Based on Consumer Risk: Indirect Lending Through Retail Networks.* In Canada, most lenders do not use risk-based pricing, meaning they do not price loans based on risk. This project aims to assess the viability of discriminatory pricing based on risk in the context of indirect auto lending, with the goal of determining whether risk-based pricing results in increased profits for the lender, lower interest rates for higher credit quality borrowers, and increase access to credit for lower quality borrowers.

Approach: Empirical estimation using a multivariate structural choice model.

OTHER GRANTS



PI: Fabio Moneta

Collaborators: Paul Calluzzo, Selim Topaloglu

Grant Details: Canadian Securities Institute Research Foundation Academic Award, 18-months

Topic: *The Use of Complex Instruments by Mutual Funds.* This research project looks at the allowance and use of leverage, short sales, options, and futures by mutual funds with the aim of understanding the impact of these complex instruments on fund performance and risk. Preliminary findings show that the allowance and actual use of these complex instruments are associated with poor fund performance. This underperformance dissipates in well-monitored funds, which is consistent with the notion that agency costs contribute to the underperformance. We also find that complex instrument allowance is associated with increased fund risk. Our results suggest loosening of restrictions on complex instruments has been harmful to mutual fund investors, and that they may be better off choosing simplicity over complexity.

Approach: Extract information from semi-annual reports filed to the Securities and Exchange Commission, as well as holdings data.

PechaKucha Presentations 2018

Presentations in January highlighted the research of a number of Smith scholars, each of whom was asked to speak to 20 slides for 20 seconds each.

Laurence Ashworth

How Not to Make Friends: Friendliness without Friendship Hinders Consumer-Firm Relationship Development

Evan Dudley

Disruptive Technology and Financial Innovation

Pavlo Kalyta

Corporate Accountability and Stakeholder Engagement

JB Litrico & Matthias Spitzmuller

Practice Emergence and Identity Maintenance in the Japanese Whale-Watching Field



Wei Wang (photo left) and Selim Topaloglu (right) at PechaKucha.

Selim Topaloglu

Institutional Trading and Anomalies

Wei Wang & Serena Wu

SEC Enforcement and Corporate Relocations

Supporting Academic Research at Smith

Who

Martha Munezhi, Assistant Director, Research Promotion and Initiatives, Smith School of Business, and Diane Davies, Research Projects Advisor (Social Sciences, Humanities and Creative Arts, and International funding programs), University Research Services.

What do you do?

We work to help Smith faculty identify and apply for the right grants. Though Diane works in the university's central research office, she is at Smith for two hours every week on Fridays (1:30pm-3:30pm) to meet with faculty and link them to funding opportunities and to share best practices. She is especially focused on helping to develop SSHRC applications.

Martha is based in the Research Office at Smith full-time where she works with faculty on awards and nominations, research promotion, collaborative research projects and supporting grant applications. Within the grants portfolio, she supports faculty in everything from identifying which grants are the right fit, to reviewing applications once they are complete.

We both work closely with faculty and frequently take meetings with them together – Martha wearing the Smith hat, and Diane wearing the Queen's hat.

How long have you been doing it?

Diane has had regular hours in Goodes Hall working with Smith researchers since December 2017. She has supported Business faculty through her role in University Research Services (URS) since 2009. Martha joined the Smith team in February 2018.

Who do you work with?

We meet with a lot of different people at different stages of their academic careers, including senior faculty with lots of experience in successful grant writing. Some are thinking about applying but have questions about eligibility, partnerships, student training programs, or budgets, among other things. Some are already funded and want help figuring out what's next. Others are brand new to Canada and need



Martha Munezhi and Diane Davies.

help navigating the funding landscape here. We also meet with adjunct faculty who didn't even know they were eligible for research grants. Between the two of us we've had more than 31 meetings with faculty since last fall. We hope all scholars here at Smith will actively engage with the Research Office and URS.

What kind of help do you offer?

We advise faculty on crafting competitive applications – everything from completing literature reviews, training students, creating budgets, meeting internal deadlines and doing research planning. So, if a faculty member comes to us and says 'I have this on-the-go,' we can say 'why don't you take a look at this grant?' We can provide advice on internal funding opportunities as well as those outside of the university, particularly through the Tri-Council agencies, for example, SSHRC.

CONTACTS

Martha Munezhi, Assistant Director, Research Promotion and Initiatives
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613.533.3084

Diane Davies, Research Projects Advisor (Social Sciences, Humanities and Creative Arts, and International funding programs)
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613.533.6000 x 79422

Graduate Student Awards

Ontario Centres of Excellence – awarded to Christopher Amaral

2018 Graduate Dean's Doctoral Field Travel Grant – awarded to Xiaoxi Chang

Norman B. Macintosh Memorial PhD Fellowship in Accounting – awarded to Oriane Couchoux

Jeff McGill Graduate Fellowship – awarded to Gizem Senkal

Alan R. Dennis Doctoral Award – awarded to Ting (Carol) Li

D.D. Monieson Doctoral Fellowship – awarded to Anika Cloutier

Elizabeth Neave Fellowship – awarded to Louis Leung

Dr. Shirley Taylor Memorial Scholarship – awarded to Suzanne Rath

The ACFE 29th Annual ACFE Global Fraud Conference – awarded to Pujawati Gondowijoyo

The Gil Geis Memorial PhD Scholarship from the Institute of Fraud Prevention – awarded to Pujawati Gondowijoyo

SMITH BUSINESS INSIGHT
ssb.ca/insight

MEDIA

Media Relations
Major media exposure



65
published articles, webinars, papers and podcasts on Smith Business Insight highlighting the work of

42
faculty, graduate students and alumni

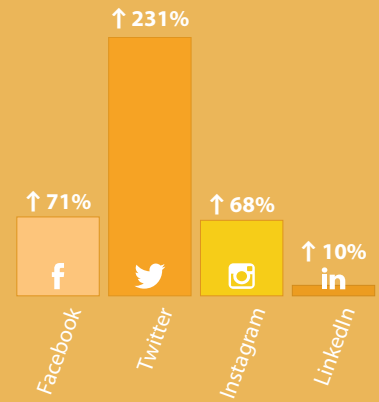
Smith Ideas

Mobilizing our knowledge

Smith Ideas helps increase the impact and influence of faculty research and ideas through Smith Business Insight, Living Case, Media Relations and the Research Office.

Here are key results by the numbers in the last year.

Increase in social media engagement on Smith channels
Q1 2018 vs Q1 2017



LIVING CASE

15,812
Number of times Living Cases were assigned to students

2,000+
Number of students who've used Living Cases

92%
of students believe Living Cases provide them with a more realistic experience of business than paper-based cases

200
cases currently available



78%
year-over-year growth in Living Cases assigned to students

RESEARCH OFFICE

18
articles by Smith faculty in FT50 publications



\$2.3M
in grants awarded to Smith faculty





Faculty News

Editorial Boards

Yolande Chan has been made an Honorary Board Member, for life, for the Journal of Strategic Information Systems.

Veikko Thiele

Social Sciences and Humanities Research Council of Canada (SSHRC) – Member of Insight Grants Selection Committee – Economics (March 2018).

URS Searchable Funding Opportunities Database

Use the new searchable table (found on the URS website) to find funding opportunities in your research area. The table includes all opportunities announced on the Funding Opportunities e-mail list service, and may be filtered by sponsor, program, posting date (i.e. when it was distributed via e-mail), grant type or by any keyword or research area. Closed opportunities are included in the table for one year after the first required deadline is reached.

Any questions about the database should be sent to fundopps@queensu.ca



Publications Faculty and Students

Addas, S., Pinsonneault, A., & Kane, G.C. (forthcoming). Converting Email from Drain to Gain, Sloan Management Review **(FT)**.

El-Masri, M., Al-Yafi, K., **Addas, S.**, & Tarhini, A. (forthcoming). Individual Determinants of IT Occupational Outcomes, Communications of the Association for Information Systems.

Addas, S., & Pinsonneault, A. (2018). Email Interruptions and Individual Performance: Is There a Silver Lining? MIS Quarterly, (42:2). **(FT), IS Senior Scholars' Basket of Six Top Journals)**.

Chua, C. E.H., Thatcher, J., Niederman, F., **Chan, Y.E.**, & Davidson, E.J. (forthcoming). ICIS Panel Report: Break Your Shackles! Emancipating Information Systems from the Tyranny of Peer Review, Communications of the Association for Information Systems.

Levallet, N., & **Chan, Y.E.** (2018). Using Digital Capabilities to Unleash the Power of Strategic Improvisation. MIS Quarterly Executive 17 (1).

Chaigneau, P. (2018). Managerial Compensation and Firm Value in the Presence of Socially Responsible Investors, Journal of Business Ethics, 149(3). **(FT)**.

Chaigneau, P. (2018). The optimal timing of CEO compensation, Finance Research Letters, 24.

Asmussen, C. G., Nielsen, B., **Goerzen, A.**, & Tegtmeier, S. (forthcoming). Global cities, ownership structures, and location choice: foreign subsidiaries as bridgeheads. Competitiveness Review: An International Business Journal.

Goerzen, A. (2018). Small Firm Boundary-spanning via Bridging Ties: Achieving International Connectivity via Cross-border Inter-cluster Alliances. Journal of International Management, 24 (2).

Belderbos, R., Du, S., & **Goerzen, A.** (2017) Global Cities, Connectivity, and the location Choice of Multinational Corporation Regional Headquarters. Journal of Management Studies, 54 (8). **(FT)**.

Gagnon, L., & Karolyi, G. A. (2018). An unexpected test of the bonding hypothesis, Review of Corporate Finance Studies, 7.

Gagnon, L. (2018). Short sale constraints and single stock futures introductions. The Financial Review, 53.

Cen, L., Chen, F., **Hou, Y.**, & Richardson, G.D. (2018). Strategic Disclosures of Litigation Loss Contingencies When Customer-Supplier Relationships Are at Risk. The Accounting Review, 93 (2). **(FT)**.

Ivus, O., & Wajda, J. (2018). Fluctuations in Uncertainty and R&D Investment. CIGI Papers, No.175.

Ivus, O. (2018). Patent Exhaustion in the United States and Canada. CIGI Papers, No.159.

Kalyta, P., & **Malsch, B.** (forthcoming). Ethnographic accounting research: Field notes from the frontier. Accounting Perspectives.

Kunnumkal, S & Martinez-de-Albeniz, V. (Forthcoming). Tractable Models and Algorithms for Assortment Planning with Product Costs, Operations Research.

Chun, S.Y., & **Ovchinnikov, A.** (Forthcoming). Strategic Consumers, Revenue Management, and the Design of Loyalty Programs, Management Science. MS-16-02308.R2. **(FT)**.

Li, Bo., **Purda, L.**, & **Wang, W.** (forthcoming). Do Bond Holders Price Senior Lenders' Control Rights? Journal of Law, Finance, and Accounting.

Stein, M., **Salterio, S. E.**, & **Shearer, T.** (2017). Transparency in Accounting and Corporate Governance: Making Sense of Multiple Meanings. *Accounting and the Public Interest*. 17 (1).

Salterio, S. E. (2018). Signaling effects of scholarly profiles—the editorial teams of North American accounting association journals: A personal perspective. *Critical Perspectives on Accounting*. 51.

Sleesman, D. J., Hollenbeck, J. R., **Spitzmuller, M.**, & Schouten, M. E. (forthcoming). Initial expectations of team performance: Specious speculation or framing the future? *Small Group Research*.

Thiele, V., & Hellmann, T. (forthcoming). Fostering Entrepreneurship: Promoting Founding or Funding? *Management Science*. (FT).

Thornton, D. B. (2018). Canadian Financial Reporting Institutions. *Accounting Perspectives*. 17 (1).

Wang, W., Li, B., & **Purda, L.** (forthcoming). Senior Lender Control: Cross-Monitoring or Creditor Conflicts? *Journal of Law, Finance and Accounting*.



Conferences and Presentations and Publications Faculty and Students

Amaral, C. (PhD candidate). Poster Presentation at Empirical and Theoretical Symposium. 2nd place for best poster at Empirical and Theoretical Symposium. Guelph University 2018.

Brykman, K. M. (PhD candidate), & **Raver, J. L.** Reject me once, shame on you: How leaders' responses to voice shape the emergence of voice climate. Annual Conference of the Academy of Management, Chicago, IL. 2018.

Brykman, K. M. (PhD candidate), & **Raver, J. L.** From words to actions: The effects of voice quality on idea implementation. Paper accepted for the Annual Conference of the Academy of Management, Chicago, IL. 2018.

Carson, A. S. Promoting the Public Interest Through Government-Business Collaborations: Conflicts, Ethics, and the Bicameral Governance Model. Presentation at the Australasian Business Ethics Network Conference, Melbourne, Australia. December 2017.

Carson, A. S. Say on Pay: CEO Compensation, Governance, Morality and Democracy. Timeliness and Timelessness - Corporate Governance and Regulatory Challenges after the Financial Crisis of 2007 - 2009 and Brexit. John Moores University, Liverpool, UK. September 2017.

Carson, A. Scott, and Nossal, Kim Richard, eds. *A Canadian Healthcare Innovation Agenda: Policy, Governance, and Strategy*. Montréal & Kingston: Queen's Policy Studies Series, McGill-Queen's University Press, 2018.

Chaigneau, P., Edmans, A., & Gottlieb, D. The value of performance signals under contracting constraints. American Finance Association annual conference, Philadelphia PA. January 2018 and University of Waterloo School of Accounting and Finance, Waterloo, ON, April 2018 and HEC-McGill Spring Finance workshop, Montréal, QC. May 2018.

Chan, Y. E., Randolph, A., & Wynn, D. Obtaining Tenure. Panel, PhD Project Faculty Alumni Meeting. Americas Conference on Information Systems (AMCIS), New Orleans, LA. August 2018.

Chan, Y. E., McKenna, C., & Moir, R. Building and Supporting Research Collaboration. Panel, Canadian Federation of Business School Deans (CFBSD) Associate Deans Research Conference, Toronto, ON. May 2018.

Allingham, J., **Chan, Y. E.**, & Crudden, C. A Research Plan for Funding Success. Panel, Research Development Day, Queen's University, Kingston, ON. May 2018.

Chang, X. (PhD candidate), & **Brodth, S.E.** Organizers and Co-chairs, Symposium on Micro-Foundations of Paradoxes in the Workplace. Academy of Management Annual Conference, Chicago, IL. August 2018.

Chang, X. (PhD candidate), & **Brodth, S.E.** Mindfulness and the Paradoxical Workplace. Paper presented in symposium on Micro-Foundations of Paradoxes in the Workplace. Academy of Management Annual Conference, Chicago, IL. August 2018.

Daoust, L. (PhD candidate), & **Malsch, B.** (co-authors). When the Client is a Former Auditor: A Field Study of Auditees' Influence on Audit Engagements Through Expert Knowledge and Social Capital. Emerging Scholars Colloquium – Alternative Accounts Conference, Montréal, May 2018 and Interdisciplinary Perspectives on Accounting Conference, Edinburgh, UK. July 2018.

Daoust, L. (PhD candidate), & **Malsch, B.** (co-authors). How to Become an Ex-auditor: Past, Present, and Memory of the Big Four Experience. Interdisciplinary Perspectives on Accounting Conference, Edinburgh, UK. July 2018.

Daoust, L. (PhD candidate), The Big Four Recruiting Game: Disillusioned Undergraduate Students and the *Continue reading →*

Conferences and Presentations and Publications con't

Deprofessionalization of Public Accounting. Alternative Accounts Conference, Montréal, May 2018 and Emerging Scholars Colloquium – Interdisciplinary Perspectives on Accounting Conference, Edinburgh, UK. July 2018.

Daoust, L. (PhD candidate), & **Malsch, B.** (co-authors). Audit Engagements in the Context of Aboriginal Communities: Decoupling Auditing Standards from Practice, Indigenous Research Symposium, Toronto, ON. March 2018.

Gagnon, L. Taking a bite out of bitcoin. Deloitte-Waterloo Tax Research Symposium, Toronto, ON. May 2018.

Gagnon, L. Panelist on crypto-currencies. Deloitte-Waterloo Tax Research Symposium, Toronto, ON. May 2018.

Goerzen, A. Multinational Corporation Governance of Global Value Chains. Academy of International Business, Canada Chapter conference, Queen's University, Kingston, ON. May 2018.

Gondowijoyo, P. M. (Estha) (PhD candidate), & **Murphy, P. R.** To bribe or not to bribe: Norms and Frames of Bicultural Individuals. Presented at AAA Forensic Accounting Section Mid-Year Conference, Dallas, TX. 2018.

Ivus, O. (by invitation only). The Innovation in Context Workshop. McGill University, Montréal, QC. November 2017.

Ivus, O., & Lai, E. Patent exhaustion policy and international production sharing: Winners and Losers. The University of Waterloo, Waterloo, ON. November 2017. MINES ParisTech, Trade and Innovation Conference (by invitation only), France, December 2017, Asia Pacific Innovation Conference, New Zealand, December 2017, Searle Roundtable on Patents and Technology Standards, Northwestern University, Evanston, IL. May 2018.

Kunnumkal, S., & Martinez-de-Albeniz, V. Tractable Models and Algorithms for Assortment Planning with Product Costs. EURO Group Meeting on Retail Operations, Eindhoven, The Netherlands. 2018.

Liu, H. (PhD Candidate). The Impacts of Downstream Competition on Upstream Innovation and Licensing. International Industrial Organization Conference 2018, Indianapolis, IN. April 2018.

Li, T. (PhD Candidate), **Addas, S.** & **Chan, Y.E.** Is Sociomateriality a Viable Lens for IS Research? A Scoping Review Paper accepted for the 46th Administrative Sciences Association of Canada Conference, Toronto, ON. May 2018.

Moneta, F., Hartzmark, S. & Solomon, D. Reconsidering Returns. Ben Graham Centre's 7th Symposium on Intelligent Investing, Ivey Business School, London, ON. May 2018.

Moneta, F., Allen, M.T., Rutherford, J., Rutherford, R., Yavas, A. & Zutter, C. Conflicts of Interest in Residential Real Estate Transactions: New Evidence. Telfer Annual Conference on Accounting and Finance,

University of Ottawa, Ottawa, ON. May 2018.

Moneta, F., Kamada, K., Kurosaki, T., Miura, K. & Yamada, T. Central Bank Policy Announcement and Changes in Investment Behaviour: Evidence from Micro Data in Bond Futures Markets. 5th International Conference on Sovereign Bond Markets, Bank of Canada, Ottawa, ON. April 2018.

Hoang, K., **Salterio, S. E.** & Sylph, J. Barriers to Transferring Accounting and Auditing Research to Standard Setters. International Symposium on Audit Research, Sydney, Australia, June 2017, Accounting and Finance Association of Australia and New Zealand (AFAANZ) Annual Conference, Adelaide, Australia, July 2017, European Audit Research Network, Leuven, Belgium, September 2017.

Libby, T. & **Salterio, S. E.** Deception in Management Accounting Experimental Research: A Tricky Issue, Revisited. (With Libby, T.). Global Management Accounting Research Symposium, Sydney, Australia. June 2017.

Salterio, S.E. Invited speaker at the following conferences; Senior faculty speaker, American Accounting Association New Faculty Consortium, Washington, DC, February 2018. Resident Faculty and Editors' Panel member, European Audit Research Network Doctoral Symposium, Leuven Belgium, September 2017. Resident Faculty, Accounting and Finance Association of Australia and New Zealand Doctoral Symposium, Adelaide AU, June 2017. Member, Editors' Panel, Global Management Accounting Research Symposium, Sydney AU, June 2017. Faculty, Global Management Accounting Research Symposium doctoral session, Sydney AU, June 2017.

Schneider, H. Checklists and Economic Behavior, Dartmouth Tuck Winter IO Conference, Hanover, NH, January 2018 and Economics Department, Carleton University, Ottawa, ON. April 2018.

Schneider, H. Gender and Race Discrimination in Auto Repair, International Industrial Organization Conference, Indianapolis, IN. April 2018.

Schneider, H. Member of the program committee, International Industrial Organization Conference, Indianapolis, Indiana, April 2018.

Denford, J.S., & **Schobel, K.B.** Manual Versus Online Card Sorts: A Cautionary Tale for IS Researchers, 24th Americas Conference on Information Systems, New Orleans, LA. August 2018.

Schobel, K.B., & Drogosiewicz, P. Adoption of the Balanced Scorecard by Municipal Governments: A Canadian Perspective. 25th Global Conference on Business and Finance, San José, Costa Rica. May 2018.

Thiele, V. Deep Pockets, Pre-emptive Rights, and the Valuation of Startups. 16th Annual International Industrial Organization Conference (IIOC), Indianapolis, IN. April 2018.

Wang, W., Jin, S., & Zhang, Z. The Value and Real Effects of Implicit Guarantees, South Carolina Fixed Income Financial Institutions conference

and SFS Cavalcade (Yale), Columbia, SC. April 2018.

Wang, W., Ma, S., & Tong, J. Selling Innovation in Bankruptcy, American Finance Association annual meetings, Philadelphia, PA 2018.

CHAPTERS

The Canadian Agenda for Healthcare Innovation. In *A Canadian Healthcare Innovation Agenda: Policy, Governance, and Strategy*, edited by **A. Scott Carson**, and Kim Richard Nossal, 3-20. Montréal & Kingston: Queen's Policy Studies Series, McGill-Queen's University Press, 2018.

Reflections on the Naylor Report 2015: Fund, Agency and Governance. In *A Canadian Healthcare Innovation Agenda: Policy, Governance, and Strategy*, edited by **A. Scott Carson** and Kim Richard Nossal, 43-64. Montréal & Kingston: Queen's Policy Series, McGill-Queen's University Press, 2018.

The Right to Health Care. In *Encyclopedia of Business Ethics and Society*, 2nd ed., Ed. Robert W. Kolb. Thousand Oaks, California: Sage Publications, 2018.

Public Private Partnerships. In *Encyclopedia of Business Ethics and Society*, 2nd ed., edited by Robert W. Kolb. Thousand Oaks, California: Sage Publications, 2018.

Privatization. In *Encyclopedia of Business Ethics and Society*, 2nd ed., edited by Robert W. Kolb. Sage Publications, Thousand Oaks, California, 2018.

Chief Operating Officer. In *Encyclopedia of Business Ethics and Society*, 2nd ed., edited by Robert W. Kolb. Thousand Oaks, California: Sage Publications, 2018.

Nielsen, B., Asmussen, C., & **Goerzen, A.** (2018). Toward a Synthesis of Micro and Macro Factors that Influence Foreign Direct Investment Location Choice. In Cook, G., McDonald, F. (Eds.), *The Routledge Companion to the Geography of International Business*.



Conferences and Workshops

CONFERENCES (May–June, 2018)

May 4, 2018: Academy of International Business: Multinational Corporation Governance of Global Value Chains

This conference served as a workshop for scholars interested in a broad range of questions relating to multinational corporations' governance of global value chains and included a broad range of speakers, including Alain Verbeke (University of Calgary), Joanne Lebert (IMPACT), and Christina Stringer (The University of Auckland), along with a keynote address by Gary Gereffi, founding director of the Global Value Chains Center at Duke University.

Hosted by Anthony Goerzen

June 2-4, 2018: Smith School of Business Competitive Dynamics Research Conference

Queen's Smith School of Business hosted the first international Competitive Dynamics research conference celebrating 30 years since the inception of this stream of research. The conference program included four paper sessions with 19 research paper presentations, and two panel sessions discussing theoretical and empirical advances in Competitive Dynamics. The keynote address was provided by Curt Grimm and Ken Smith from the University of Maryland.

smith.queensu.ca/conferences/competitive-dynamics

Hosted by Goce Andrevski

June 14, 2018: Smith School of Business Conference on Organizational Economics

Queen's Organizational Economics Conference 2018 was a great success, bringing together world-class scholars to present and discuss their work on varied topics such as franchising, optimal monitoring design in organizations, young serial entrepreneurs and their intangible capital, field experiments on worker turnover, and firm acquisitions of innovative targets. Renowned speakers included Kathryn Shaw, Stanford Graduate School of Business, Stanford University, and Francine Lafontaine, Ross School of Business, University of Michigan.

Hosted by Jean-Etienne de Bettignies

SELECTED SEMINAR SERIES GUESTS AT SMITH (September 2017–May 2018)

We are fortunate to welcome many guests to speak at Smith. The following is only a small subset of the many distinguished visitors who gave presentations during the 2017-2018 academic year:

Accounting

Thomas Linsmeier, Professor – Accounting and Information Systems, Wisconsin School of Business

Continue reading →

Do Investors Price Preferred Stock Issuances Based on Contractual Provisions or Other Economic Factors?
bus.wisc.edu/faculty/tom-linsmeier

Business Economics

Ashish Arora, Rex D. Adams Professor, Fuqua School of Business, Duke University

Waiting for the payday? The market for startups and the timing of entrepreneurial exit
fuqua.duke.edu/faculty/ashish-arora

Andrew F. Daughety, Gertrude Conaway Vanderbilt Professor of Economics, Vanderbilt University
Evidence Suppression by Prosecutors: Violations of the Brady Rule
my.vanderbilt.edu/andrewdaughety/

MIS

Paul A. Pavlou, Milton F. Stauffer Professor of Information Technology and Strategy, Fox School of Business, Temple University
Do Electronic Medical Record Systems Inflate Medicare Reimbursements?
community.mis.temple.edu/ppavlou/

Analytics

Nikolay Osadchiy, Associate Professor of Information Systems and Operations Management, Goizeuta Business School, Emory University
Optimal Sourcing in Online Marketplaces
bus.emory.edu/nosadch/
Anthony Dukes, Professor of Marketing, Marshall School of Business, University of Southern California
Personalized Pricing with Superior Information on Consumer Preferences
marshall.usc.edu/personnel/481

Organizational Behaviour

Thomas O'Neill, Associate Professor, Department of Psychology, University of Calgary
The Structure and Function of Team Conflict State Profiles
psyc.ucalgary.ca/profiles/thomas-o-neill

Jane O'Reilly, Associate Professor, Telfer School of Management, University of Ottawa

Getting Away With Being Bad: How Social Skills Help Deviant Employees Avoid Being Victimized by Their Supervisors
telfer.uottawa.ca/en/directory/professors/oreilly-jane

VISITING SUMMER RESEARCH SCHOLARS 2017

Ashwin Aravindakshan, Associate Professor of Marketing, Graduate School of Management, University of California, Davis
gsm.ucdavis.edu/faculty/ashwin-aravindakshan
Ceren Kolsarici

Nick Turner, Distinguished Research Chair in Advanced Business Leadership, Haskayne School of Business, University of Calgary
haskayne.ucalgary.ca/haskayne_info/profiles/nick-turner
Julian Barling

VISITING SUMMER RESEARCH SCHOLARS 2018

Espen Eckbo, Tuck Centennial Chair in Finance, Tuck School of Business, Dartmouth College
faculty.tuck.dartmouth.edu/espen-eckbo
Wei Wang

Ithai Stern, Associate Professor of Strategy, INSEAD
insead.edu/faculty-research/faculty/ithai-stern
Lynnette Purda

Kun Wang, Associate Professor, Tsinghua University
sem.tsinghua.edu.cn/en/wangk
Ning Zhang



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