

**OUTSTANDING PAPER AWARDS**  
**Fogelman College of Business & Economics**

**2017**

**Empirical Category**

**1<sup>st</sup> Place, Jamin Speer**, “Pre-Market Skills, Occupational Choice, and Career Progression,” *Journal of Human Resources*, January 2017, 52(1), 187-246.

**2<sup>nd</sup> Place, Chiraphol Chiyachantana, , Pankaj Jain, Christine Jiang, and Vivek Sharma**, “Permanent Price Impact Asymmetry of Trades with Institutional Constraints,” *Journal of Financial Markets*, 36(2), July 2017, p. 1-16.

**2016**

**Empirical Category**

**1<sup>st</sup> Place (Tie), Joseph G. Altonji, Lisa B., Kahn, and Jamin D. Speer**, “Cashier or Consultant? Entry Market Conditions: Field of Study and Career Success,” *Journal of Labor Economics*, 34(S1), January 2016, S361-S401.

**1<sup>st</sup> Place (Tie), Pankaj Jain, Pawan Jain, and Thomas McInish**, “Does High-frequency Trading Increase Systemic Risk? *Journal of Financial Markets*, 31, 2016, 1-24.

**Conceptual/Theoretical Category**

**1<sup>st</sup> Place, Jighyasu Gaur, Mehdi Amini, and A. K. Rao**, “Closed-loop Supply Chain Configuration for New and Reconditioned Products: An Integrated Optimization Model,” *Omega: The International Journal of Management Science*, 66 (B), February 2016, 212-223.

**2<sup>nd</sup> Place, Orrin Cooper and Yavuz, Idil**, “Linking Validation: A search for coherency within the Supermatrix,” *European Journal of Operational Research*, 252, 2016, 232-245

**2015**

**Empirical Category**

**1<sup>st</sup> Place, Lei Gao and Joseph Zhang**, “Firms’ Earnings Smoothing, Corporate Social Responsibility, and Valuation,” *Journal of Corporate Finance*, 32, 2015, 108-127.

**2<sup>nd</sup> Place, Tao Hu, William J. Kettinger, and Robin S. Poston**, “The Effect of Online Social Value on Satisfaction and Continued Use of Social Media,” *European Journal of Information Systems*, 24, 2015, 391-410.

**Conceptual/Theoretical Category**

**1<sup>st</sup> Place, Mohammad G. Nejad, Mehdi Amini, and Emin Babakus**, “Success Factors in Product Seeding: The Role of Homophily,” *Journal of Retailing*, 91(1), 2015, 68-88.

**2<sup>nd</sup> Place, Diego Nocetti and William T. Smith**, “Changes in Risk and Strategic Interaction,” *Journal of Mathematical Economics*, 56, 2015, 37-46.

**2014**

**Empirical Category**

**1<sup>st</sup> Place, W. Chen, Albert Okunade, and G. G. Lubani**, “Quality-Quantity Decomposition of Income Elasticity of US Hospital Care Expenditure Using State-level Panel Data,” *Health Economics*, 23(11), November 2014, 1340-1352.

**2<sup>nd</sup> Place, Sandra Richardson**, William Kettinger, Michael Banks, and Yuri Quintana, "It and Agility in the Social Enterprise: A Case of St. Jude Children's Research Hospital's 'Cure4Kids' IT Platform for International Outreach," *Journal of the Association of Information Systems*, 15(1), January 2014, 1-32.

#### **Conceptual/Theoretical Category**

**1<sup>st</sup> Place, Carmen Astorne-Figari** and Aleksandr Yankelevich, "Consumer Search with Asymmetric Price Sampling," *Economics Letters*, 122(2), 2014, 331-333.

**2<sup>nd</sup> Place**, William Kettinger and **Robin Poston**, "Mindfully Experimenting with IT: Cases on Corporate Social Media Introduction," *Journal of Database Management*, 25(2), April-June 2014.

### **2013**

#### **Empirical Category**

**1<sup>st</sup> Place**, Kirby L. J. Shannahan, **Alan J. Bush**, and Rachelle J. Shannahan, "Are Your Salespeople Coachable? How Salesperson Coachability, Trait Competitiveness, and Transformational Leadership Enhance Sales Performance," *Journal of the Academy of Marketing Science*, 41, 2013, 40-54.

**2<sup>nd</sup> Place**, Johannes K. Dreyer, Johannes Schneider, and **William T. Smith**, "Saving-based Asset-pricing," *Journal of Banking & Finance*, 37(9), September 2013, 3704-3716.

#### **Conceptual/Theoretical Category**

**1<sup>st</sup> Place**, Rachelle J. Shannahan, **Alan J. Bush**, William C. Moncrief, and Kirby L. J. Shannahan, "Making Sense of the Customer's Role in the Personal Selling Process: A Theory of Organizing and Sensemaking Perspective," *Journal of Personal Selling & Sales Management*, 33(3), Summer 2013, 261-275.

**2<sup>nd</sup> Place**, Tina Wakolbinger, **Frances Fabian**, and William J. Kettinger, "IT-enabled Interorganizational Information Sharing Under Co-opetition in Disasters: A Game-Theoretic Framework," *Communications of the Association for Information Systems*, 33(5), October 2013, pp. 67-80.