

# 1999 Program Chair's Message

Tom Jones, University of Arkansas



I HOPE THAT YOU HAVE enjoyed the early part of the summer and that you are making (or have made) plans for the 1999 Annual Meeting of the Decision Sciences Institute—the

30th anniversary meeting. It is anticipated that the preliminary program will be available in August 1999 on the Institute's website (<http://dsi.gsu.edu/>).

**Acceptance/Rejection Decisions:** I am pleased to report that notification of the status of competitive papers was mailed to each primary corresponding author during the last week of June, right on schedule. In addition, e-mail messages were sent to each primary corresponding author of submissions from overseas.

**Conference Program:** Once again, I want to express my appreciation to the Track Chairs and Theme Chairs who have coordinated the review process and solicited, developed, and promoted special events (e.g., workshop, tutorial, panel, symposium, or colloquium) and high-profile sessions in their respective areas. Also, thank you to the Coordinators of the Case Studies Award Competition, Brooke Saladin, and of the Instructional Innovation Award Competition, Cliff Ragsdale, who have identified the finalists. Formal presentations by the finalists will be made in New Orleans at the Annual Meeting.

As I compose this program chair's message, I am scheduling papers and presentations. Some of the outstanding presentations and special sessions are highlighted within this issue of *Decision Line*. Please look for them.

For your information, I have received numerous requests by authors of competitive submissions to make presentations on a specific date. Unfortunately, scheduling constraints prevent accommodation of these requests. Of course, it didn't hurt to ask; one can get lucky!

As in recent years, the 1999 Annual Meeting features the following activities:

## Saturday, November 20

- Academic Administrator Program
- Doctoral Student Consortium
- New Faculty Development Consortium
- Services Management Miniconference

## Sunday, November 21

- Instructional Innovation Award Competition Presentations by Finalists
- MBA Curricular Issues Program

## Monday, November 22

- Best Case Studies Award Competition Presentations by Finalists
- Ph.D. Curricular Issues Program

## Tuesday, November 23

- Undergraduate Curricular Issues Program

The Professional Development Program is scheduled throughout the four days of the conference. A new miniconference, Teaching With Spreadsheets, is scheduled for Saturday. Be sure to look for announcements containing specific details about these high-profile sessions and other special events and activities in the current and future issues of *Decision Line*.

Remember to check the Program Chair Web Page on the Internet at

<http://comp.uark.edu/~finnell/dsi99/>

for the latest materials pertaining to the 1999 DSI Annual Meeting. Recent additions include "Guidelines for Presenters," "Guidelines for Topic Table Participants," and "Guidelines for Discussants."

Please plan to join friends and colleagues at the 30th anniversary meeting, November 20-23, 1999, at the Sheraton New Orleans Hotel located near the French Quarter. ■

## 1999 ANNUAL MEETING COORDINATORS

### Program Chair

Thomas W. Jones  
University of Arkansas  
Computer Information Systems  
and Quantitative Analysis  
204 BADM, CISQA  
College of Business  
Administration  
Fayetteville, AR 72701  
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### Proceedings Coordinator

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(501) 575-4500  
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### Job Placement Coordinator

Gary Klein  
College of Business and  
Administration  
University of Colorado  
at Colorado Springs  
1420 Austin Bluffs Parkway  
P.O. Box 7150  
Colorado Springs, CO 80933-7150  
phone: (719) 262-3157  
fax: (719) 262-3494  
e-mail: [gklein@mail.uccs.edu](mailto:gklein@mail.uccs.edu)

# 1999 Competitions and Programs

## Best Paper Awards Competition

Four Best Paper Awards will be presented at the Annual Meeting, each with a \$200 prize, for

- **Best Theoretical / Empirical Research Paper,**
- **Best Application Paper,**
- **Best Interdisciplinary Paper, and**
- **Best Environmental Issues Paper.**

Reviewers will be asked to nominate competitive paper submissions for these awards. Nominations will then be reviewed by a best paper review committee, which will make award recommendations.

## Case Studies Award Competition

The Case Studies Workshop serves an active role in the dissemination of new ideas with respect to case studies topics. The Best Case Studies Award, with a \$200 prize, will be presented in conjunction with the 25th annual DSI Case Studies Workshop on "Case Techniques in the Decision Sciences." The competition is co-sponsored by UNISYS Corporation-Information Services and DSI. Cases may be *methodological* in nature (i.e., crafted to support the learning of a specific technical skill) or *integrative* (i.e., designed to foster the integration of scientific approaches and analyses with real-world decision making). Submission deadline was March 1, 1999. For more information contact the coordinator:

### Brooke Saladin

Wake Forest University  
Babcock Graduate School of  
Management  
7659 Reynolda Station Worrell 3136  
Winston-Salem, NC 27109-7659  
Phone: (336) 758-5050  
fax: (336) 758-4514  
e-mail: brooke\_saladin@mail.mba.wfu.edu

## Elwood S. Buffa Doctoral Dissertation Competition

The purpose of the Doctoral Dissertation Competition is to encourage and publicize outstanding dissertation research by selecting and recognizing the best dissertations written in the past year in the decision sciences. The Elwood S. Buffa Dissertation Award, accompanied by a \$1,500 stipend, will be presented at the annual meeting. Submission deadline was March 1, 1999. For more information contact the coordinator:

### Dorothy G. Dologite

City University of New York  
Baruch College  
Zicklin School of Business  
17 Lexington Avenue  
New York, NY 10010  
Phone: (212) 876-3362  
fax: (212) 996-6967  
e-mail: dorothy\_dologite@baruch.cuny.edu

## Instructional Innovation Award Competition

The Instructional Innovation Award Competition, co-sponsored by Irwin-McGraw Hill and DSI, seeks to recognize outstanding contributions that advance instructional approaches within the decision sciences. The focus of this award is innovation in college- or university-level teaching. Four finalists will be chosen to make presentations at the conference competition. The winning entry receives a prize of \$1,500 and each of the other finalists receives \$250. Submission deadline was March 1, 1999. For more information contact the coordinator:

### Cliff T. Ragsdale

Virginia Polytechnic Institute and  
State University  
Department of Management Science  
and Information Technology  
Pamplin College of Business  
Blacksburg, VA 24061  
Phone: (540) 231-5051  
fax: (540) 231-3752  
e-mail: cragsdal@mail.vt.edu

## Curricular Issues Miniconferences

The Curricular Issues Miniconferences include four programs that focus on administrative and curricular issues. The Academic Administrator Program provides a forum for addressing various issues and problems that confront the department chair and other academic administrators. It is of special interest to those who hold or expect to hold department- and college-level administrative positions.

In addition, there are degree-focused programs at the Undergraduate, MBA, and Ph.D. levels. The Undergraduate Curricular Issues program provides a forum for exchange of teaching and curriculum ideas. The 5th Annual MBA Curricular Issues program continues its focus on changes in MBA curricula. The Ph.D. Curricular Issues program discusses the changing environment in the business Ph.D. For more information contact the coordinator:

### Rose Sebastianelli

University of Scranton  
Department of Operations and  
Information Management  
School of Management  
602A O'Hara Hall  
Scranton, PA 18510  
Phone: (570) 941-4287  
fax: (570) 941-4342  
e-mail: sebastianer1@uofs.edu

## Pictures Needed from Past DSI Annual Meetings

The 1999 Annual Meeting of the Decision Sciences Institute is the Institute's 30<sup>th</sup> anniversary meeting. To celebrate this, we are soliciting pictures taken at past annual meetings—whimsical, serious, academic, frolicsome. We also will need a caption and/or a brief description of who, when, and where for each picture. All pictures will be returned. Please send these to Thomas W. Jones, 1999 Program Chair (see address on page 20).

## Doctoral Student Consortium

The Doctoral Student Consortium provides a unique opportunity for doctoral students from across the nation to interact with one another and with distinguished scholars in a one-day program devoted to career development. Attendance at this consortium is by invitation based on an application. All students who meet the criteria will be accepted. Submission deadline was July 30, 1999; however, applications will be considered on a space-available basis through October 1, 1999. For more information, see page 38 or contact the coordinator:

**James C. Hershauer**  
Arizona State University  
Department of Management  
College of Business  
Tempe, AZ 85287-4006  
Phone: (480) 965-5478  
fax: (480) 965-8314  
e-mail: james.hershauer@asu.edu

## New Faculty Development Consortium

The New Faculty Development Consortium deals with research, teaching, publishing, and other professional development issues for faculty who are beginning their academic careers. The consortium is co-sponsored by the Graduate Programs and Research Office, College of Business Administration, University of Rhode Island. Attendance at this consortium is by application and is open to faculty members who have completed their Ph.D. degree and are in the first two years of their teaching career. Submission deadline is September 7, 1999. For more information, see page 36 or contact the coordinator:

**Maling Ebrahimpour**  
University of Rhode Island  
Department of Management Science  
and Information Systems  
College of Business Administration  
7 Lippitt Road  
Kingston, RI 02881-0802  
Phone: (401) 874-4369  
fax: (401) 874-4312  
e-mail: maling@uriacc.uri.edu

## Professional Development Program

The Professional Development Program is aimed at helping the Institute's membership to keep current in their fields. The content of the sessions offered is designed to provide insight into the challenges and opportunities of an academic career in this rapidly changing environment. Topics include, but are not constrained to, the following: new instructional and research methodologies, professional service and consulting, globalization of business education, obtaining research funding, career path strategies, meeting increasing demands in teaching, service, and research, and the challenge and opportunities of new technologies. The submission deadline was May 1, 1999. For more information, contact the coordinator:

**George A. Marcoulides**  
California State University, Fullerton  
Department of Management Science/  
Information Systems  
School of Business Administration  
and Economics  
P. O. Box 6848  
Fullerton, CA 92834-6848  
Phone: (714) 278-7033  
fax: (714) 278-5940  
e-mail: gmarcoulides@fullerton.edu ■

## 1999 Annual Meeting of the Decision Sciences Institute Program Chair Web Page

For the latest materials pertaining to the 1999 DSI Annual Meeting, check out the Program Chair Web Page on the Internet at:

<http://comp.uark.edu/~finnell/dsi99/>

Among the numerous links, you can access "Instructions for Preparing Proceedings, Guidelines for Presenters, Guidelines for Topic Table Participants, and Guidelines for Discussants; obtain information about New Orleans; and send e-mail to the Track Chairs, Theme Chairs, and Coordinators.

We look forward to your participation in the 30<sup>th</sup> anniversary meeting, November 20-23, 1999, in New Orleans.

**Check This Out!**

## Looking to the Future (And the Past)

### *The First (Ever) Decision Sciences Knowledge Bowl*

**Quizmaster:** Ken Kendall, Rutgers University

**North Team:**

**Bill Perkins (Captain), Indiana University**  
**Norm Chervany, University of Minnesota**  
**Anne Koehler, Miami University**  
**Larry Ritzman, Boston College**

**South Team:**

**Bob Markland (Captain), University of South Carolina**  
**Steffi Robbins, University of North Carolina - Charlotte**

**Betty Whitten, University of Georgia**

**Clay Whybark, University of North Carolina - Chapel Hill**

Over the past 30 years, much knowledge about decision sciences has been generated through the diligent efforts of members of the Decision Sciences Institute. At this special event you will be able to witness what information (from the trivial to the sublime) is retained and what information fades away. Cheer on your favorite team as the very best minds from the North and South face off in this First (Ever) Decision Sciences Knowledge Bowl. ■

# Teaching With Spreadsheets Miniconference

## ***Creative Thinking With Spreadsheets***

Malcolm Getz, Vanderbilt University

Spreadsheets have five advantages as a language for learning:

1. Students want to gain skill in using spreadsheets.
2. A spreadsheet integrates numbers, calculations, graphics, and words.
3. Spreadsheets support simulations to allow deep exploration of fundamentals.
4. Spreadsheets can be projected in class and used for study.
5. Students can work with data with links to the Internet for more.

The introductory session will demonstrate each of these ideas and invite discussion of alternate teaching techniques.

## ***Teaching Statistics With Spreadsheets in Business and Engineering***

Rick Hesse, Pepperdine University

Allen F. Grum, Mercer University

This session will discuss the pros and cons of using spreadsheets for teaching statistics, specifically on the differences between using student-written templates, included Data Analysis tools in Excel, and custom-written statistics add-ins. In addition, perspectives on differences in teaching business and engineering students will be addressed.

## ***Using Spreadsheets to Enhance the Operations Management Course***

Scott M. Shafer, Wake Forest University

In addition to fostering the development of spreadsheet skills, integrating spreadsheet analysis into operations management courses can significantly enhance these courses by allowing students to solve more meaningful problems. In this session, we will investigate several areas where spreadsheet analysis can be used to enhance operations management courses. These include aggregate scheduling, forecasting, inventory management, simulation, and project management.

## ***Decision Trees and Sensitivity Analysis Using Excel***

Michael R. Middleton,

University of San Francisco

Decision makers often lack confidence in their subjective probability assignments and other model assumptions. This session will illustrate how Excel's built-in features and an Excel add-in can be used to analyze how optimal decision strategies depend on the input assumptions: probabilities, cash flows, and attitude toward risk. Strategy tables, spider charts, and tornado charts will be used to illustrate sensitivity analysis.

## ***Optimization in Spreadsheets***

Jeffrey D. Camm, University of Cincinnati

In this presentation, we will discuss the use of spreadsheets for teaching mathematical programming. Through the use of well-chosen realistic examples, we will demonstrate the advantage of the spreadsheet environment for the integration of data manipulation, visual basic and graphics with optimization models. This integrative capability drives home what we believe to be a very important point; namely that we should be teaching analysis rather than how to "get the answer."

## ***Simulation and Risk Analysis on Spreadsheets***

James R. Evans, University of Cincinnati

We will discuss approaches for teaching simulation using spreadsheets. We will illustrate Monte-Carlo simulation using both standard Excel features and the Crystal Ball add-in, and implementation of simulation models for simple queueing and inventory problems. The session will focus on the benefits and limitations of spreadsheets for learning basic concepts of simulation.

## ***From Decision Models to Decision Support: Excel With VBA***

Cliff Ragsdale, Virginia Polytechnic Institute and State University

Decision Support Systems (DSS) represent the perfect marriage of analytical modeling techniques from OR/MS with the pro-

gramming, database, and graphical user interface (GUI) design techniques of MIS. With the inclusion of the Visual Basic for Applications (VBA) programming language, Excel now offers virtually all of the programming, modeling, database, and GUI capabilities expected of a full-fledged DSS generation tool. This session will provide a complete introduction to the use of VBA in Excel including discussions of object model programming, the VBA editor and language, the use of ActiveX controls within Excel, external (disk and web) data access, Excel's modeling and data analysis tools, and the creation of custom dialogs in Excel. ■

### **Brainstorming Sessions at DSI's 1999 Annual Meeting**

To address the diverse interest areas of DSI members, the Track Chairs and Theme Chairs are encouraged to offer panels and workshops aimed at teaching specific topics within disciplines and to organize Roundtable Sessions for special interest groups (e.g., Electronic Commerce, Telecommunications, Transportation and Logistics, and Services Marketing). This is an exciting new opportunity for brainstorming with colleagues having similar interests. If you are interested in participating in one of these informal discussion sessions, or if you have an idea for a Roundtable Session, **NOW** is the time to contact the Program Chair or one of the Track/Theme Chairs. (Their names and e-mail addresses appear elsewhere in this issue of *Decision Line*. They also can be accessed from the Program Chair Web Page, from which e-mail can be sent to any Track/Theme Chair simply by clicking on their e-mail address.) ■

## Special Fellows Session

### *Oldies but Goodies: Original Paper Presentations from the First Annual Meetings of the American Institute for Decision Sciences*

**Co-chairs:**

**James H. Evans, University of Cincinnati**

**Linda G. Sprague, University of New Hampshire**

In honor of the 30th Annual Meeting of the Decision Sciences Institute, original paper presentations from the first annual meetings of the American Institute for Decision Sciences will be repeated by the original presenters. The presenters are now DSI Fellows, and this is how they got started. They will not know who the discussants are to be, but the discussants are very familiar with the works of these (now

distinguished) members of the Institute—those works which we all know about and some that are better left forgotten!

This unique opportunity is intended to give a glimpse of our history, and may also provide some hint at how much progress we have made in 30 years.

#### ***Computer Education and Operations Management***

**William L. Berry and D. Clay Whybark (1971, Purdue University)**

#### ***Goal Programming for Management Decisions***

**Sang M. Lee (1970, Virginia Polytechnic Institute and State University)**

#### ***A Linear Programming Model for Scheduling Manpower in a Single Post Office***

**Larry P. Ritzman and Lee J. Krajewski (1971, Ohio State University) ■**

## Special Sessions in Enterprise Resource Planning

**Facilitator: F. C. "Ted" Weston, Jr., Colorado State University**

#### ***ERP Curriculum Development Issues***

This session will bring together faculty from lead schools involved in implementing ERP (enterprise resource planning) software into the academic classroom. Emphasis will be given to pedagogical approaches to introducing commercial ERP packages, specific modules introduced, problems encountered, student responses, plus impact on courses and programs.

#### ***ERP Research Issues***

This session will consist of invited presentations to discuss ERP related research in progress or planned. Potential topic areas include organizational readiness, implementation, APS, supply chains, project management, BPR and change management, metrics, and training. Time will be given to open discussion of research directions.

#### ***ERP Vendor Workshop***

This session will consist of non-commercial presentations by ERP vendors who are active partners with universities and programs to implement ERP software into the academic curriculum. It is expected that each vendor will briefly outline how ERP software partnerships are structured, required legal contracts, plus issues such as software support, implementation, training, faculty/student internships, hardware requirements, research opportunities, and related funding issues.

#### ***ERP Trends and Direction***

This panel will bring together faculty who are actively involved in ERP. Participants will discuss current and future directions of ERP, relative importance of this topic to the classroom,

courses most appropriate, concepts and learning aided by ERP software, software integration issues, student and recruiter responses, and pitfalls. Potential topics also include supply chains, advanced planning systems, and current sources of ERP information. ■

### **DSI preliminary program and proceedings abstracts on the Web**

In mid-August, the web-based preliminary program and participants' schedule will be available on the DSI website at <http://dsi.gsu.edu>.

The hard-copy preliminary schedule is mailed in late August to DSI members and colleges of business. Be sure to check the website for current information, as the schedule goes through slight modifications from August until the conference in late November.

Authors of papers for the 1999 DSI Proceedings may also e-mail their abstracts, or the URL of their full paper/workshop, for inclusion on the DSI website. For more information and a formatted html file to be used with abstracts, please see the Proceedings section of the DSI website.

# Case Studies Theme and Award Competition

## Introducing the Workshop on OM Case/Field Research and Publication

The Case Studies Workshop and Award Competition is beginning to take shape. Results of the blind reviews for seventeen submissions are in the process of being tabulated. The best three cases will move on to the Best Case Award Competition final review process where a panel of judges, who have not reviewed any previous case studies, will evaluate each of the three final case studies. The three finalists will then present their case studies to the panel of judges at the annual meeting in New Orleans.

Unless otherwise requested, the other case study submissions will be scheduled to be presented in New Orleans in a roundtable workshop format.

For the first time the Case Studies Theme is expanding to provide a special opportunity—The Workshop on OM Case/Field Research and Publication. This special program is directed at the devel-

opment and publication of case and field research in operations management (OM). The workshops will be held at the same time as the regular case workshop. The intent of this new offering is to foster interest and develop expertise in on-site study as a rigorous, highly-publishable mode of conducting research to develop managerially-useful OM theory.

Participants will be selected for the workshop based on the submission of fully or partially completed draft papers employing case or field research methodology in an OM study. Selection criteria relate to likelihood of eventual publication. Selected participants will then be sent three or four similar papers from other selected participants to evaluate and critique based on a brief, standard form supplied to them. The reviews are intended to provide constructive criticism for improving the papers to the point of being publishable.

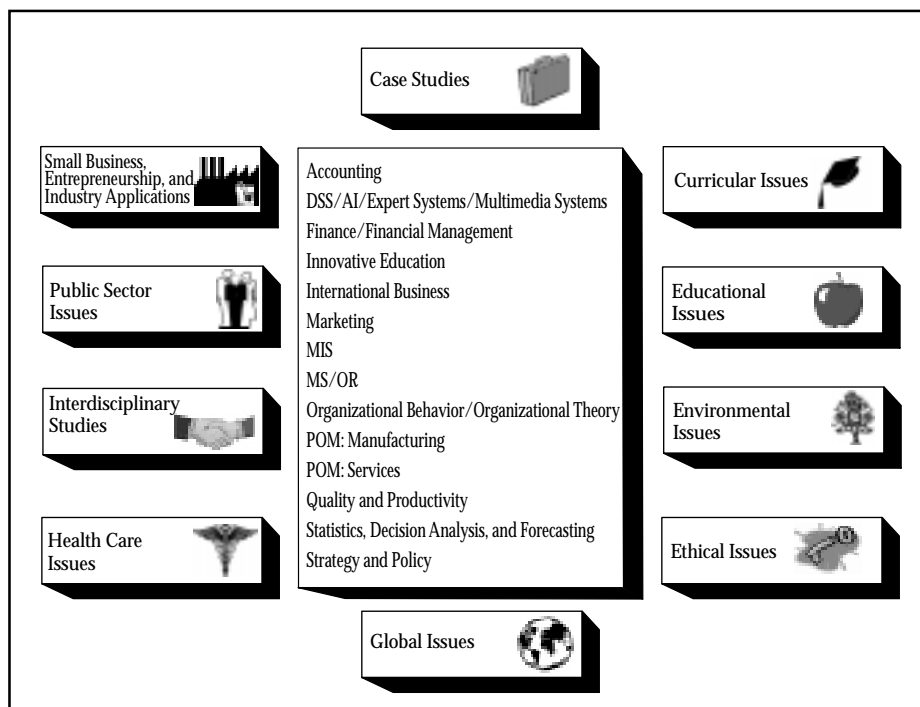
At the workshop, the participants will be divided into small groups of the five or six who have reviewed each others' papers, including an associate editor from the *Journal of Operations Management* who reviewed all of that group's papers. Each participant will then receive written and oral feedback from each of the other participants as well as from the associate editor on ways to improve the paper and make it more publishable. The associate editor will facilitate the group discussion so each participant receives equal time for constructive recommendations about their paper. The associate editor will also explain the reviewing process for journals and offer suggestions about how to navigate this process successfully.

Submission deadline is September 1, 1999. To apply, send a letter of application, vita, and your OM case/field study paper to:

Jack Meredith  
Editor-in-Chief, *Journal of Operations Management*  
Babcock Graduate School of Management  
Wake Forest University  
P. O. Box 7659  
Winston-Salem, NC 27109-7659

For further information on the Case Studies Theme and award competition, please contact:

Dr. Brooke A. Saladin  
Wake Forest University  
Babcock Graduate School of Management  
P. O. Box 7659  
Winston-Salem, NC 27109  
Telephone: 336-758-5050  
FAX: 336-758-4514  
e-mail: brooke.saladin@mba.wfu.edu



Core Tracks and Interdisciplinary Themes of the 1999 Annual Meeting.

# 1999 New Faculty Development Consortium

## Professional development for pre-tenure faculty members

The 1999 Annual Meeting of the Decision Sciences Institute will include the annual mentoring program for new faculty, the New Faculty Development Consortium. This exciting program is co-sponsored by the Graduate Programs and Research Office, College of Business Administration, University of Rhode Island. The focus of the consortium will be on professional issues such as research, publications, grant writing, teaching, and career management. The seminar will last a full day on Saturday, November 20, 1999. It will include discussion sessions with success-

ful faculty and opportunities for interaction and networking.

New faculty members are encouraged to apply using the form below. The Decision Sciences Institute has members from all disciplines and as such the consortium is open to all faculty. However, applicants are required to have finished their Ph.D. work and be in the first three years of their post-doctoral teaching career.

Applications should be submitted by September 7, 1999, and participants will be notified by the end of September. For the consortium, participation will be limited to

the first 50 qualified applicants. Each participant will be expected to register for the Institute's 1999 Annual Meeting in New Orleans. No additional fees are charged for the consortium. ■

*Direct all inquiries and applications to:*  
**Maling Ebrahimpour**  
College of Business Administration  
University of Rhode Island  
Kingston, RI 02881-0802  
Phone: 401-874-4369  
Fax: 401-874-4312  
email: maling@uri.edu

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## Application for New Faculty Development Consortium

*Send this form to:*

Maling Ebrahimpour, College of Business Administration,  
University of Rhode Island, Kingston, RI 02881-0802

Name: \_\_\_\_\_

Current position: \_\_\_\_\_

Department: \_\_\_\_\_

School address: \_\_\_\_\_

Phone numbers: (w) \_\_\_\_\_

(h) \_\_\_\_\_

Email: \_\_\_\_\_

Courses taught: \_\_\_\_\_

Research topics: \_\_\_\_\_

Publications: \_\_\_\_\_

Proceedings: \_\_\_\_\_

Papers under review: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Have you attended a previous DSI Doctoral Student Consortium?  
\_\_\_\_\_

Ph.D. Institution: \_\_\_\_\_

Ph.D. subject area: \_\_\_\_\_

Date granted: \_\_\_\_\_

What is your major concern as a new faculty member?  
\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**SUBMISSION DEADLINE: September 7, 1999**

## Check out the DSI Placement Database

The time is here to open the new placement database in preparation for the November conference. Once again, we will be posting applicants and positions on an accessible website. A hardcopy directory will be sent to all applicants and recruiters, as well as all business schools in the AACSB dean's directory. At the conference, those who list with us will be entitled to use the placement services, which includes interview tables, a message center, and placement database access.

Listing fees are unchanged and still a great bargain. Each position listed is \$100. Student members list free. All others must pay a fee of \$25. Confidential listings are \$100 and must be arranged directly with the placement coordinator. Membership must be current for all applicants. New members and renewals may not be processed until membership fees are processed. (See membership information on the DSI homepage). Instructions for use of the system follow and are available on the DSI homepage at <http://dsi.gsu.edu/>. Questions and suggestions should be directed to me at the address below.

### Submitting Placement Data

There are two methods for submitting placement data.

**Hardcopy Method.** Placement forms and directions will be mailed to all members. In addition, placement forms and directions can be found on the Job Placement Services area of the DSI home page. Please use the area of interest codes provided on the directions as this classification is used to organize the web pages. Hardcopy submissions may be mailed or faxed. No vitae or position descriptions will be accepted in hardcopy form. Please mail or fax the completed form to the Placement Service Coordinator Gary Klein at the address or fax number below. Attach a check for payment or indicate appropriate payment information on the form as indicated below.

**Electronic Method.** Download an ASCII copy of the placement form from the DSI website. This can be done with most web browsers by saving the file as an ASCII file or mailing the form to yourself. Complete the form using any word processor and save the result as a "text" or "rich text format" file. If you do not have access to your own server, you may attach your vita or position announcement to the submission. These will be posted on the DSI Placement server. Send your attachment via e-mail in rich text format, html, or MS Word Office 97 document format to Gary Klein at [gklein@mail.uccs.edu](mailto:gklein@mail.uccs.edu). You may alternately send the file on a 3 1/2" disk (PC-compatible) to Placement Coordinator Gary Klein at the address below. Vitae will be posted as received. Include appropriate payment information as indicated below.

### Viewing the Database

All members and institutions have access to the database via the DSI website. Select the viewing of "applicants" or "positions" from the Placement Center Home Page. Positions and applicants are listed by primary interest area. Searches may be conducted by using the find function on your browser. You may also acquire a copy of the information within an interest area by mailing yourself any html document or saving it as a file. In addition, tabular versions readable by most word processing systems can be downloaded to your system. Visit the website to conduct any of these activities.

### Payments

Payments are by check, Visa, Mastercard or Purchase Order. Payment by check should accompany the mailed submission. Payment by credit card requires complete information on the submission form. Institutions posting a position should provide a copy of the purchase order with mailed submissions. Submissions sent electroni-

cally by institutions should include the purchase order number on the position form. Regardless of method, include the required payment or payment information with the submission of the form to the placement coordinator at the address below. ■

*Please send all correspondence to:*

**Gary Klein**  
College of Business and Administration  
The University of Colorado at Colorado Springs  
1420 Austin Bluffs Parkway  
P.O. Box 7150  
Colorado Springs, CO 80933-7150  
phone: (719) 262-3157  
fax: (719) 262-3494  
[gklein@computer.org](mailto:gklein@computer.org)  
DSI website: <http://dsi.gsu.edu>

## Doctoral Student Consortium

### *Job placement and professional development for students pursuing an academic career*

The Decision Sciences Institute and Irwin/McGraw Hill will sponsor the Institute's 17th annual Doctoral Student Consortium on Saturday, November 20, at the 1999 DSI Annual Meeting to be held at the Sheraton New Orleans Hotel in New Orleans, Louisiana. The focus of the consortium will be on job placement and professional development for students planning to pursue an academic career.

The consortium promises to be outstanding. Dr. Harvey Brightman will explore some exciting opportunities to improve your teaching; the editors of *Decision Sciences*, *JOM*, and *MISQ* will provide some special insights into the research manuscript review process; workshops on developing personal research programs will involve small group work and advance preparation by participants; and a joint lunch with the New Faculty Development participants will provide an opportunity to network with new faculty now in the trenches.

The Doctoral Student Consortium is a unique program devoted to critical career development, teaching, and research issues for students who are near the end of their doctoral studies and entering the job market. The Consortium will consist of interactive large-group sessions and small-group workshop sessions with prominent academicians from a variety of

institutions and disciplines. The sessions will include such topics as:

- Interviewing for a job
- Institutional expectations of new faculty
- Developing research strategies
- Enhancing teaching effectiveness
- Successful career planning

All participants must apply for the Consortium and submit (one copy each):

1. A current curriculum vita (please include e-mail address—most pre-Consortium correspondence will be handled electronically);
2. A letter of recommendation from your dean, doctoral program director, or dissertation chair, attesting to your qualifications and your expected entry into the job market;
3. A one-page abstract of your planned dissertation, including the title and a description of your research problem.

Applications will be evaluated by the consortium coordinator. The minimum criteria for acceptance are that the applicant must have his/her dissertation research well underway by October 1999, be involved in placement activities starting in the 1999-2000 academic year, be participating in the consortium for the first time, and not have received the doctoral degree before December 1999. Students in any discipline related to the decision sciences are invited to apply.

Applicants are encouraged to submit early, and should send their complete package of application materials to the Doctoral Student Consortium Coordinator by July 30, 1999. Individuals who apply by this date and meet the criteria stated above will be accepted for participation. Applications will be considered on a space-available basis through October 1, 1999.

Attendees must pay the regular student registration fee for the annual meeting. There is no additional charge for the Consortium itself.

Consortium participants will be recognized in *Decision Line*, the Institute's news publication. At the annual meeting participants will receive special recognition in the placement system, special designation on their name badges, and an introduction at the breakfast and plenary session.

Please note that participation in the 1999 Doctoral Student Consortium is by invitation only, based upon review of the application materials. Each participant will be responsible for his/her own student registration fee for the annual meeting as well as travel, lodging, and meal expenses. Customarily, the participant's school will provide some monetary support for expenses. ■

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## Room Rebates

In 1995, the Institute made the commitment to hold its 1999 Annual Meeting in New Orleans, Louisiana. This year, the Institute's Board of Directors requested that The Sheraton New Orleans, the conference hotel, add a rebate to the previously negotiated reduced group room rate.

The Institute has been reluctant, as a general practice, to initiate such rebates. However, exceptions have been made by the Board so that rebate funds could help support additional

member services and conference activities that otherwise would not have existed, or would have required higher registration fees, or significant member dues increases.

In April, during this year's budget deliberations, the Board of Directors approved a per guest room rebate of \$10 which will be paid to the Institute for the 1999 Annual Meeting in New Orleans. In the original contract with The Sheraton New Orleans, the Home Office had negotiated a very favorable room rate that is 40%

lower than the normal hotel rates. Consequently, from the beginning, our members were assured of unusually attractive room rates for the 1999 Annual Meeting.

With this in mind, the Board decided that using the rebate monies paid to the Institute to help defray conference and member service expenses represented the best benefit for the membership. ■



## Air Discounts for Annual Meeting

**T**eplis Travel has obtained air discounts applicable from any city in the U.S. into New Orleans. The discounted fares are valid a few days before and after the convention dates.

If you would like to take advantage of the discounts, your ticket must be ticketed and mailed by Teplis Travel. The sooner you call, the more likely you will get the flights and times you wish. There is an additional expense for Express Mail tickets.

Tickets may be charged to any major credit card, or you may pay by check.

### Win two free airline tickets

When you book your travel to New Orleans through Teplis Travel, you will be eligible to win two domestic tickets for travel anywhere within the continental USA. (This offer is based on a minimum of 500 DSI participants purchasing air through Teplis Travel.)

If you purchase your tickets by August 30th, you will qualify for a double entry in the drawing. ■

**Call 1-800-950-2950**

(In GA: 404-252-6696, ext. 3302)

Ask for "Group Department" and identify yourself as a "DSI Attendee."

Office hours: 8:30 a.m. - 5:30 p.m. EST

## 1999 TRACK CHAIRS

### Accounting: Theory, Applications and Practice (CPE credit is available)

Lynn K. Griffin, North Carolina A&T State University  
e-mail: griffinl@ncat.edu

### DSS/AI/Expert Systems/Multimedia Systems

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Ron G. Thorn, University of Texas - Pan American  
e-mail: rthorn@panam.edu

### Finance/Financial Management

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### Innovative Education

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### International Business

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### Management Information Systems

Uma G. Gupta, Creighton University  
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Roy Martin, Southwest Texas State University  
e-mail: rm05@swt.edu  
Vivek Shah, Southwest Texas State University  
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### Marketing: Theory, Models and Applications

Chandrashekar D. Challa, Virginia State University  
e-mail: cchalla@vsu.edu

### MS/OR: Techniques, Models and Applications

Ina S. Markham, James Madison University  
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### Organizational Behavior/Organizational Theory

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### Production and Operations Management: Manufacturing

Vijay R. Kannan, James Madison University  
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Edward M. Knod, Jr., Western Illinois University  
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### Production and Operations Management: Services

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### Quality and Productivity

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### Statistics, Decision Analysis and Forecasting

Robert L. Andrews, Virginia Commonwealth University  
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### Strategy and Policy

Farzad Moussavi, University of Northern Iowa  
e-mail: moussavi@uni.edu

## 1999 THEME CHAIRS

### Case Studies

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### Curricular Issues

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### Educational Issues

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### Environmental Issues

Robert B. Handfield, Michigan State University  
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### Ethical Issues

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### Global Issues

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### Health Care Issues

Samia M. Siha, Kennesaw State University  
e-mail: ssiha@ksuemail.kennesaw.edu

### Interdisciplinary Studies

Amir M. Hormozi, Texas A&M University - Corpus Christi  
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### Public Sector Issues

Mary L. Fischer, University of Texas at Tyler  
e-mail: mfischer@mail.uttyl.edu

### Small Business, Entrepreneurship, and Industry Applications

Don B. Bradley, III, University of Central Arkansas  
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