

## 2000 Program Chair's Message

Gary L. Ragatz, Michigan State University



THE 2000 ANNUAL MEETING Program Committee is already working to develop sessions for the upcoming meeting in Orlando, but the real key to a successful conference is your partici-

pation. We need your help to create an interesting and exciting program that meets the diverse needs of the Institute's membership. One important way you can contribute is by submitting a competitive paper or proposal for a special session for the meeting. We also need volunteers to serve as reviewers, discussants, and session chairs. For additional information on submission guidelines and/or to volunteer as a reviewer, discussant, or session chair, please visit the DSI Program Chair Web Page at:

<http://mgt.bus.msu.edu/dsi2000/>

The theme of this year's Annual Meeting is "Decision Making in a Wired World." As we enter the new millennium, the global marketplace is a reality and the advancement of technology has created new opportunities for competing in that marketplace. A wide range of tools, such as e-mail, teleconferencing, electronic data interchange, ERP systems, global information systems, and the Internet are changing the way managers communicate, share and use information for making decisions. We are truly doing business in a "wired world."

The wired world offers new ways for companies to meet the needs of customers and creates opportunities to achieve a competitive advantage through speed, cost, and/or better responsiveness to market demands. Companies buy and sell via the web, make decisions using virtual teams, share information, and develop plans collaboratively with customers and suppliers.

Along with the opportunities, though, come challenges. Managers must not only determine whether and how to deploy new technologies, but they must learn how to use them to competitive advantage. This

means developing appropriate strategies and organizational structures, redesigning business processes, integrating the technologies and associated information into decision-making processes, evaluating costs and benefits, and managing new types of business relationships.

Decision scientists are positioned to play a critical role in helping managers meet the challenge of doing business in a wired world. Through research and teaching, they can help develop and disseminate the concepts, tools, and techniques needed for success in this environment. A review of the presentations at recent annual meetings shows that DSI members are actively involved in this important work.

The 2000 Annual Meeting will provide opportunities for the dissemination of research results as well as innovation in teaching and curriculum. Competitive submissions related to the conference theme, as well as to the broader array of important decision sciences topics are welcome.

The conference program will again be organized in a "matrix" structure, with presentations cross-listed according to the Institute's core tracks and interdisciplinary themes to help attendees find sessions of interest (see list of tracks and themes below). Note that two new themes have been introduced for the 2000 Annual Meeting: "Enterprise Resource Planning (ERP) Systems" and "Technology and Innovation."

### Core Tracks

- Accounting: Theory, Applications and Practice
- Case Studies
- DSS/AI/Expert Systems
- Finance/Financial Management
- Innovative Education
- International Business
- Management Information Systems
- Marketing: Theory, Models and Applications
- MS/OR: Techniques, Models and Applications

- Organizational Behavior/Organizational Theory
- P/OM—Manufacturing
- P/OM—Service
- Quality and Productivity
- Statistics and Decision Analysis
- Strategy and Policy

### Interdisciplinary Themes

- Educational Issues
- Engineering/Business Coordination
- Environmental Issues
- Enterprise Resource Planning (ERP) Systems
- Ethical Issues
- Global Issues
- Health Care Issues
- Interdisciplinary Studies
- Public Sector Issues
- Small Business, Entrepreneurship, and Industry Applications
- Technology and Innovation

In addition to regular program sessions, the Annual Meeting will include several competitions and professional programs, including the Case Studies Award Competition, Curricular Issues Miniconferences, Doctoral Dissertation Competition, Doctoral Student Consortium, Instructional Innovation Award Competition, New Faculty Development Consortium, and Professional Development Program.

Please plan to join friends and colleagues at the 2000 Annual Meeting at the Marriott Orlando World Center in Orlando, Florida. ■

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<http://mgt.bus.msu.edu/dsi2000/>

# 2000 Annual Meeting Call for Papers

## Instructions for Submissions

1. Please submit five (5) typed, double-spaced copies of your competitive paper or proposal for a workshop, tutorial, panel, symposium, or colloquium. The more complete the submission, the better chance it will have in the review/selection process.
2. Each of the five copies must include, as the first page, a separate title page that contains the following information:
  - (1) title of paper or proposal;
  - (2) author(s) name(s);
  - (3) affiliation(s);
  - (4) complete mailing address(es);
  - (5) telephone number(s);
  - (6) e-mail address(es);
  - (7) track which best fits paper or proposal (required);
  - (8) interdisciplinary theme which best fits paper or proposal (optional);
  - (9) primary corresponding author; and
  - (10) presenting individual(s), if the submission is accepted.
3. The main body of the competitive paper or proposal must have a title, but it should not include the author(s) name(s).
4. Each submission should include a self-addressed, stamped postcard with the title of the submission to assure acknowledgment of its receipt. (This does not apply to submissions from overseas, which will be acknowledged by e-mail.)
5. The submission of a competitive paper means the author certifies the manuscript is not copyrighted, has not been accepted for publication in a journal nor presented at another professional meeting, and currently is not under review for presentation at another professional meeting. (Material printed in its entirety in any conference proceedings is considered published.) Moreover, the author certifies his/her intention to register for and attend the meeting to present the paper if it is accepted.
6. The submissions must be **received** by the Program Chair no later than March 1, 2000. Authors will be notified as to acceptance by July 3, 2000. Accepted papers must be mailed to the Proceedings Coordinator in the required format by July 26, 2000. Instructions and page limitations for the Proceedings will be distributed with each acceptance letter. There will be a \$100 charge for each page that exceeds the Proceedings page limitation. ■

### 2000 DSI Annual Meeting Program Chair Web Page

For the latest materials pertaining to the 2000 DSI Annual Meeting, check out the Program Chair Web Page at:

<http://mgt.bus.msu.edu/dsi2000/>

From this web page, you can access the 2000 DSI Call for Papers and lists of the coordinators, track chairs, and theme chairs. There is also a link to the 2000 DSI Annual Meeting Participation Request Form Web Page, where you may volunteer to participate as a reviewer of the competitive paper submissions and/or as a discussant or session chair for any of the tracks. We look forward to your participation in the 31<sup>st</sup> annual meeting, November 18-21, 2000, in Orlando.

Technology and Innovation

Small Business, Entrepreneurship, and Industry Applications

Public Sector Issues

Interdisciplinary Studies

Health Care Issues

Accounting: Theory, Application, and Practice  
DSS/AI/Expert Systems  
Finance/Financial Management  
Innovative Education  
International Business  
Management Information Systems  
Marketing: Theory, Models, and Application  
MS/OR: Techniques, Models, and Application  
Organizational Behavior/Organizational Theory  
POM: Manufacturing  
POM: Services  
Quality and Productivity  
Statistics and Decision Analysis  
Strategy and Policy

Educational Issues

Engineering/Business Coordination

Environmental Issues

Enterprise Resource Planning (ERP) Systems

Global Issues

Ethical Issues

*Due to the interdisciplinary nature of the decision sciences field, papers and sessions at the DSI annual meetings are organized by core tracks that focus on functional areas of business and are cross-listed according to interdisciplinary themes. Thus, attendees can find sessions of interest either by their functional or thematic focus. Competitive paper submissions and proposals for workshops, tutorials, and panel sessions are invited in, but not limited to, the tracks and themes listed (see page 25).*

**SUBMISSION DEADLINE: March 1, 2000**

## Competitions and Programs

### Best Paper Awards Competition

Four Best Paper Awards will be presented at the annual meeting, each with a \$200 prize:

- 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 26th annual DSI Case Studies Workshop on "Case Techniques in the Decision Sciences." 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). Submissions must be received by the Program Chair no later than March 1, 2000. For information concerning this competition, please contact the coordinator.

**David P. Christy**  
Pennsylvania State University  
Smeal College of Business Administration  
Department of Management Science  
and Information Systems  
343 Beam Business Administration Bldg.  
University Park, PA 16802  
Phone: 814-863-4175  
Fax: 814-863-2381  
dave.christy@psu.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. Submissions in the required format must be sent directly to the Doctoral Dissertation Competition Coordinator by March 1, 2000. For information concerning this competition, please contact the coordinator.

**Nancy C. Weida**  
Bucknell University  
Department of Management  
314 Taylor Hall  
Lewisburg, PA 17837  
Phone: 570-577-1399  
nweida@bucknell.edu

### Instructional Innovation Award Competition

The Instructional Innovation Award Competition 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. Submissions in the required format must be sent directly to the Instructional Innovation Award Coordinator by March 1, 2000. For information concerning this competition, please contact the coordinator.

**Janet Hartley**  
Bowling Green State University  
Management Department  
3020 Business Administration Bldg.  
Phone: 419-372-8645  
jhartle@cba.bgsu.edu

### Curricular Issues Miniconferences

The Curricular Issues Miniconferences include four programs that focus on administrative and curricular issues. The Academic Administrator Program addresses 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 6th Annual MBA Cur-

ricular 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.

**Barbara Flynn**  
Wake Forest University  
Babcock Graduate School of Management  
PO Box 7659  
Winston-Salem, NC 27109-7659  
Phone: 336-758-3672  
barb.flynn@mba.wfu.edu

### 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.

**Soumen Ghosh**  
Georgia Institute of Technology  
DuPree College of Management  
Rm. 442  
755 Ferst Drive  
Atlanta, GA 30332-0520  
Phone: 404-894-4927  
soumen.ghosh@mgt.gatech.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. 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.

**Scott Young**  
University of Utah  
David Eccles School of Business  
1645 E. Campus Center Drive  
Rm. 101F  
Salt Lake City, UT 84112-9301  
Phone: 801-581-6790  
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mgtsty@business.utah.edu

See **COMPETITIONS**, page 24

# Instructional Innovation Award Competition

*Recognizing outstanding contributions that advance instructional approaches within the decision sciences*

A key element of the mission of the Decision Sciences Institute is the promotion of innovative teaching and pedagogy in the decision sciences. At the President's luncheon during the 2000 Annual Meeting, the twenty-second presentation of this prestigious award, sponsored by Alpha Iota Delta (the national honorary in the decision sciences), Prentice Hall, and the Institute, will be made.

The Instructional Innovation Award is presented to recognize outstanding creative instructional approaches within the decision sciences. Its focus is innovation in college- or university-level teaching, either quantitative systems and/or behavioral methodology in its own right, or within functional/disciplinary areas such as finance, marketing, management information systems, operations, and human resources.

The award brings national recognition for the winner's institution and a cash prize of \$1,500 to be split among the authors of the winning submission. Authors of each of the remaining finalist entries share cash awards of \$250. Author(s) of the winning submission will be encouraged to prepare a paper for possible publication in either *Decision Line* or *Decision Sciences*.

Please do not resubmit previous finalist entries. Submissions not selected for the final round of the competition will be considered for presentation in a regular session associated with the conference's Innovative Education track. Therefore, competition participants should not submit a condensed version of their submission to a regular track.

All submissions must adhere to the following guidelines and must be received no later than *March 1, 2000*.

## Instructions

Prepare one original and seventeen (17) complete copies of your submission. Please adhere to all page limits.

1. Cover page: Include name, address, telephone number and school affiliation for

each author. *Please do not identify yourself or school by name or other means (such as web addresses) in any other area of your submission.*

2. Supplemental letter: Include a letter from your department chair, head, or dean attesting to the submission's authenticity. Only one copy of this letter is needed since it will not be part of the document that is sent out for review.
3. Title Page: Provide the title of the submission and a table of contents. Number all pages in your submission in the upper right-hand corner.
4. Summary Document: Present a short (3 to 7 page), double-spaced summary of your submission, with the following headings:
  - a. *Topic or Problem* toward which your approach is focused.
  - b. *Level of students* toward which your approach is focused.
  - c. *Number of students* with whom the approach has been used.
  - d. *Major educational objectives* of your approach.
  - e. *Innovative and unique features* of your approach.
  - f. *Content*: Describe the content or substance of the material addressed with your approach. Indicate why you focused your innovative efforts on this material or content.
  - g. *Organization*: Explain how you structured the material or content, unique features of your approach, and how your approach contributes to student learning.
  - h. *Presentation*. Discuss how you designed the explanation and illustration of the material or content, what is unique about your approach, and how its use makes learning more effective.
  - i. *Effectiveness and specific benefits* of your approach to the learning proc-

ess. Indicate how your major educational objectives were met, the benefits derived from the presentation, students' reactions to the presentation, and how you evaluated the effectiveness or benefits derived. Include measures of the success of the approach, which may include, but should not be limited to, instructor or course evaluations.

The Summary Document will be used for the first round of reviews and may also serve as the *Proceedings* version for both finalists and papers accepted for presentation in regular sessions.

5. Expanded Document: This is the full version of the submission and may not exceed *25 pages*, including exhibits. This document is used in the second round of reviews and permits you to describe the content, organization, presentation, and effectiveness in more detail. In addition to the information provided in the Summary Document:
  - a. List experiential exercises, handouts, etc. (if any), which are part of your innovative approach and explain where they fit in your approach.
  - b. Add any other discussion or material that you feel is essential to an understanding of your submission.
  - c. Appendix. Attach copies of illustrative material, especially any that you have developed, and a copy of the most recent course syllabus in which the innovative activity was used.
6. A self-addressed, stamped postcard or envelope that will be returned to confirm receipt of your submission.

|                         |                      |
|-------------------------|----------------------|
| Cover Page              | 1 page               |
| Supplemental Letter     | 1 page               |
| Title Page              | 1 page               |
| Summary Document        | 3-7 pages            |
| Full Document           | <=25 pages           |
| <b>TOTAL SUBMISSION</b> | <b>&lt;=35 pages</b> |

See **INSTRUCTIONAL**, following page

**SUBMISSION DEADLINE: March 1, 2000**

**INSTRUCTIONAL**, from previous page

The total length of your package, including appendices, *must not exceed 35 pages*. The text must be double-spaced, using 11-12 point characters, and a minimum of one-inch margins. Staple pages. Do not send notebooks, disks or videotapes as part of the package. *No materials will be returned.*

### Evaluation

The materials will be evaluated by the Institute's Innovative Education Committee. All submissions will be blind reviewed. Therefore, it is important that *all* reference to the author(s) and institutional affiliation only appear on the cover page.

The submissions will be evaluated in two phases. All submissions will be evaluated for (1) content, (2) organization, (3) presentation to students, (4) transferability to other institutions, professors, courses, etc., and (5) innovation. Consideration will be given to the clarity of the presentation of the innovative features of the submission and the demonstrated effect it has had. Phase two will be the finalists' presentation at the annual meeting. Both the written submission and presentation will be considered in the final voting for the award.

All applicants, including the finalists, will be notified by June 5, 2000. If you are one of the four finalists, you will be required

to attend the Instructional Innovation Award Session at the annual meeting in Orlando. At that session, each finalist will: (1) present a review or summary of the submission, (2) conduct an in-depth presentation or a discussion of a specific component of the submission (selected by the finalist), and (3) respond to questions from the audience.

This session has two purposes: to provide an avenue for the Institute's members to see and discuss innovative approaches to education which could be used in their classes, and to enable the authors of the innovative packages to "bring their approaches to life" and add another dimension to the evaluation process.

The Committee invites your participation in this competition to recognize excellence in innovative instruction.

Please remember that all submissions must be received by *March 1, 2000*. ■

*Direct all inquiries and applications to:*

**Dr. Janet Hartley**  
Bowling Green State University  
College of Business Administration  
Department of Management  
Bowling Green, OH 43403  
Phone: (419) 372-8645  
Fax: (419) 372-6057  
e-mail: [jhartle@cba.bgsu.edu](mailto:jhartle@cba.bgsu.edu)

**COMPETITIONS**, from page 22

### Professional Development Program

The Professional Development Program keeps the Institute's membership 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. Please submit proposals for professional development workshops, tutorials, and other special sessions directly to the Professional Development Program Coordinator by May 1, 2000.

**Joseph R. Carter**  
Supply Chain Management Department  
Arizona State University  
PO Box 874706  
Tempe, AZ 85287-4706  
Phone: 480-965-0931  
Fax: 480-965-8629  
[Joseph.Carter@asu.edu](mailto:Joseph.Carter@asu.edu) ■

### 2000 Annual Meeting Coordinators

#### Program Chair

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#### Proceedings Coordinator

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(517) 353-6381  
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email: [dsi2000@bus.msu.edu](mailto:dsi2000@bus.msu.edu)

#### Job Placement Coordinator

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

# Elwood S. Buffa Doctoral Dissertation Competition

*Submission deadline: March 1, 2000*

Irwin/McGraw-Hill and the Decision Sciences Institute are co-sponsoring the 2000 Elwood S. Buffa Doctoral Dissertation Competition. The purpose of the competition is to identify and recognize outstanding doctoral research in the development of theory or applications of the decision sciences completed during 1999. A monetary award of \$1,500 will be presented at the 2000 Annual Meeting. All materials must be submitted no later than March 1, 2000, to Professor Nancy Weida (see address below).

## Instructions

1. The dissertation must deal with the development of methodology for, or application of, the decision sciences.
2. The dissertation must have been accepted by the degree-granting institution within the calendar year. It is not necessary for the degree to have been awarded by the end of 1999. Also, the dissertation may not have been submitted previously to a Decision Sciences Institute dissertation competition.
3. The submission materials consist of the following:
  - a. A nominating letter on university letterhead stationery submitted by the student's major professor. This letter introduces the student, the supervisor of the dissertation, and the degree-granting institution. It also certifies the acceptance of the dissertation by the institution within the required time frame. All contact information for both the author and the major professor should also be stated in the letter.
  - b. Three copies of a separate statement by the major professor about why the dissertation deserves special recognition.
  - c. Three copies of a student-prepared summary of the dissertation. This five-to-ten page double-spaced overview should include a description of the problem, the methodology, and the major findings/conclusions. At the top of the first page, the dissertation's major and minor fields should be identified. Major fields typically are accounting, economics, finance, information systems, organizational behavior/design/theory, operations management, and strategy/policy. Minor fields are often simulation, optimization, service sector, quality, quantitative analysis, artificial intelligence/expert systems, experimental design, and so on.
  - d. Three copies of the dissertation, punched and bound using standard Arco flat metal prong fasteners (8-1/2 center to center) and appropriate report covers (do not use a ring binder or any kind of book binding).
4. Because of the blind-review process, it is essential that the author, degree-granting institution, and supervising professor not be identified in items 3b, 3c, and 3d. All acknowledgments or other references that would identify the author, institution, or professors must be removed from the dissertation and all accompanying documents except the nominating letter.
5. Supervising professor and student materials may be submitted together or separately. If the latter is done, the student will also need to include an identifying cover letter. ■

*Direct all inquiries and applications to:*  
**Nancy C. Weida**  
Bucknell University  
Department of Management  
Lewisburg, PA 17837  
(570) 577-1399  
fax: (570) 577-1338  
nweida@bucknell.edu

## 2000 TRACK CHAIRS

**Accounting: Theory, Applications and Practice**  
Akhilesh Chandra, North Carolina A&T State University

**DSS/AI/Expert Systems**  
Gary Koehler, University of Florida  
Siddhartha Bhattacharyya, University of Illinois - Chicago

**Finance/Financial Management**  
Amy Puelz, Southern Methodist University

**Innovative Education**  
Karen Brown, Seattle University

**International Business**  
Tomas Hult, Florida State University

**Management Information Systems**  
Paul Cronan, University of Arkansas

**Marketing: Theory, Models and Applications**  
Kathy Pettit-O'Malley, University of Idaho

**MS/OR: Techniques, Models and Applications**  
Holly Lewis, Pennsylvania State University

**Organizational Behavior/Organizational Theory**  
Anne M. O'Leary-Kelly, University of Arkansas

**P/OM - Manufacturing**  
Peter M. Arnold and J. Robb Dixon, Boston University

**P/OM - Services**  
Larry Jacobs and Kathleen L. McFadden, Northern Illinois University

**Quality and Productivity**  
Paul M. Bobrowski, Syracuse University

**Statistics and Decision Analysis**  
Robert J. Pavur, University of North Texas

**Strategy and Policy**  
Catherine Daily, Indiana University

## 2000 THEMES

Educational Issues

Engineering/Business Coordination

Environmental Issues

Enterprise Resource Planning (ERP) Systems

Ethical Issues

Global Issues

Health Care Issues

Interdisciplinary Studies

Technology and Innovation

Public Sector Issues

Small Business, Entrepreneurship, and Industry Applications

## 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 18th annual Doctoral Student Consortium on Saturday, November 18, at the 2000 DSI Annual Meeting to be held at the Marriott Orlando World Center in Orlando, Florida. The focus of the consortium will be on job placement and professional development for students planning to pursue an academic career.

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 2000, be involved in placement activities starting in the 2000-2001 academic year, be within two years of degree completion, and not have received the doctoral degree by the time of the annual meeting. Repeat attendance is offered on a space-available basis only. First-time participants receive priority over all second-time applicants. 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, 2000. 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, 2000.

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 2000 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. ■

### Soumen Ghosh

Georgia Institute of Technology  
DuPree College of Management  
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Atlanta, GA 30332-0520  
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email: soumen.ghosh@mgt.gatech.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 methods
- New research methodologies
- Professional service and consulting

- Globalization of business education
- Research funding availability
- Career path strategies
- Challenge and opportunities of new technologies
- Others—the Institute encourages new and innovative ideas!

Please submit proposals for professional development workshop sessions to the Professional Development Program Coordinator by May 1, 2000.

### Joseph R. Carter

Arizona State University  
College of Business  
P.O. Box 874706  
Tempe, AZ 85287-4706  
(480) 965-0931  
fax: (480) 965-8629  
e-mail: joseph.carter@asu.edu

# New Faculty Development Consortium

*Professional development for pre-tenure faculty members*

The 2000 Annual Meeting of the Decision Sciences Institute will include the annual mentoring program for new faculty, the New Faculty Development Consortium. The focus of the consortium will be on career management and balancing the demands of career and personal lives. The consortium will actively involve faculty whose goal is to give advice on the best ways to navigate the perils and pitfalls of the assistant professor.

The seminar will last a full day on Saturday, November 18, 2000. It will include discussion sessions with successful 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 8, 2000, 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 2000 Annual Meeting in Orlando. No additional fees are charged for the consortium. ■

*Direct all inquiries and applications to:*  
**Scott Young**  
University of Utah  
David Eccles School of Business  
1645 E. Campus Drive  
Salt Lake City, UT 84112  
(801) 581-6790  
fax: (801) 585-5600  
email: mgtsty@business.utah.edu

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## Application for New Faculty Development Consortium

*Send this form to:*

**Scott Young**, University of Utah, David Eccles School of Business, 1645 E. Campus Drive, Salt Lake City, UT 84112

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**SUBMISSION DEADLINE: September 8, 2000**

## Innovative Approaches for Teaching with Spreadsheets Mini-Conference

*Submission deadline is March 1, 2000*

We invite submissions for a professional development mini-conference focused on the topic of innovative approaches for teaching with spreadsheets to be held on Saturday, November 18, 2000, as part of the DSI Annual Meeting in Orlando. Submissions should be limited to intriguing approaches and best practices for using spreadsheets to teach some decision science topic, and be capable of being demonstrated and discussed within a 20-30 minute time frame. Submissions will be competitively reviewed and selected for their creativity, novelty, and contribution to pedagogy, and should not be duplications of material found in existing textbooks.

1. Please submit five (5) typed, double-spaced copies of submission. The more complete the submission, the better chance it will have in the review/selection process.
2. Each of the five copies must include, as the first page, a separate title page that contains the following information:

- title of paper or proposal;
- author(s) name(s);
- affiliation(s);
- complete mailing address(es);
- telephone number(s);
- e-mail address(es);
- primary corresponding author; and
- presenting individual(s), if the submission is accepted.

3. The main body of the submission must have a title, but it should not include the author(s) name(s).
4. Each submission should include a self-addressed, stamped postcard with the title of the submission to ensure acknowledgment of its receipt. (This does not apply to submissions from overseas, which will be acknowledged by e-mail.)
5. The submission of a competitive paper means the author certifies the manuscript is not copyrighted, has not been accepted for publication in a journal nor presented at another professional meet-

ing, and currently is not under review for presentation at another professional meeting. (Material printed in its entirety in any conference proceedings is considered published.) Moreover, the author certifies his/her intention to register for and attend the meeting to present the paper if it is accepted.

6. The submissions must be received by the Mini-Conference Chair no later than March 1, 2000. Authors will be notified as to acceptance by July 3, 2000.

Authors of accepted submissions will be invited to a luncheon sponsored by Southwestern College Publishing. ■

*All submissions should be sent to:*  
**James R. Evans**  
QAOM Department  
University of Cincinnati  
PO Box 210130  
Cincinnati, OH 45221-0130  
James.Evans@uc.edu

## DSI Case Studies Award Competition, Case Writers Workshop, and Case-based Research Tracks and Workshops

*Submission Deadline for the Award Competition: March 1, 2000*

*Submission Deadline for the Case Writer's Workshop: April 1, 2000*

*Submission Deadline for Case-based Papers or Workshop Proposals: March 1, 2000*

The Decision Sciences Institute has a tradition of promoting case-based teaching and research, the development of new instructional case studies, and championing the use of case methods in research. At the 2000 Annual Meeting in Orlando, all three of these opportunities will be available for members who teach with cases or employ the case method in research.

### Case Studies Award Competition

The Best Case Studies Award is designed to recognize pedagogical, as opposed to research, case studies. Cases may be methodological in nature—i.e. crafted to support the learning of a specific technical skill—or integrative—designed to foster the integration of scientific approaches and analyses with real-world decision making.

Of particular interest in the category of integrative cases are those that link the decision sciences explicitly and seamlessly with the functional areas of business, such as finance, operations, and marketing.

The Best Case Studies Award will be given based primarily on these criteria:

- **Worthy Focus:** Does the case address an important, prominent, and timely business or managerial issue?
- **Learning Challenge:** Does the case engage the student in an appropriate and intellectually challenging way?
- **Engaging Setting:** Does the case grab the students' attention and generate enthusiasm in the class discussion?
- **Thorough Analysis:** Does the teaching note contain a complete treatment of the issues raised in the case?

See **CASE**, Page 54

- Informative Teaching Vision: Does the teaching note provide adequate guidance regarding how to attack the case and positioning it in a course?
- Professional Appearance: Is the material complete and professional looking?
- Potential for Use: Is the case likely to receive widespread and effective use?

Submissions must be received by Gary Ragatz, DSI 2000 Program Chair, at Michigan State University no later than March 1, 2000. Use the normal DSI guidelines for all submissions, and include both the case and the teaching note for review. Further questions concerning the Best Case Studies Award Competition should be directed to Dave Christy at Penn State.

### Case Study Writers' Workshop

The Case Study Workshop for members engaged in developing new instructional cases will be held for the 26<sup>th</sup> year. The Workshop will be scheduled for several back-to-back conference sessions. The format includes some short presentations by seasoned authors and 'round-table' presentations and critiques of the 'case-writing-in-progress' of invited participants. Submissions of draft versions of case studies should be sent directly to Dave Christy at Penn State University, Case Competition Coordinator and Track Chair, to be received by April 1, 2000. Please use the normal DSI guidelines for all paper submissions. Cases writer's who submit drafts that are sufficiently complete will be invited to submit complete versions for discussion at the Workshop and abridged versions to be published in the Proceedings. Attendance at the Case Study Writers' Workshop is open to all conference attendees.

### Case-Based Research Track and Case Research Workshops

Members are invited to submit case-based research manuscripts to the Program Chair, Gary Ragatz, by March 1, 2000. Members are also invited to propose workshops on case-based research methods. These will be reviewed for inclusion in the Case Studies Track of the DSI program for regular sessions or topic tables. ■

**Dave Christy**  
Chairman, Department of MS&IS  
303 Beam Building  
Pennsylvania State University  
University Park, PA 16802  
(814) 863-4175  
fax: (814) 863 2381  
dave.christy@psu.edu

## Future DSI Annual & Regional Annual Meetings

### NATIONAL ANNUAL MEETINGS

*November 18 - 21, 2000*

The Orlando World Center Marriott, Orlando, Florida

*November 17 - 20, 2001*

The San Francisco Marriott, San Francisco, California

### REGIONAL ANNUAL MEETINGS

#### Asia Pacific

*July 24-27, 2000*

Waseda University International Conference Center

2001

Singapore

#### Midwest

*March 31-April 2, 2000*

Holiday Inn-Mart Plaza, Chicago, Illinois

*April 26-28, 2001*

Oakland University, Dearborn, Michigan

2002

Marquette University, Milwaukee, Wisconsin

#### Northeast

*March 22-24, 2000*

Resorts Casino Hotel, Atlantic City, New Jersey

2001

Pittsburgh, Pennsylvania

2002

St. Croix or St. Thomas, The Virgin Islands

#### Southeast

*February 23-25, 2000*

Wilmington Riverfront Hotel, Wilmington, North Carolina

*February 2001*

Charlotte, North Carolina

#### Southwest

*March 15 - 18, 2000*

Hyatt Regency San Antonio Hotel, San Antonio, Texas

*February 27-March 3, 2001*

The Sheraton New Orleans Hotel, New Orleans, Louisiana

March 12-16 (tentative), 2002

Hyatt Regency Dallas Hotel, Dallas, Texas

#### Western

*April 18 - 22, 2000*

The Ritz-Carlton, Kapalua, Kapalua (Maui), Hawaii

*March/April 2001*

Vancouver, BC (tentative)

2002

Las Vegas, Nevada (tentative)