

37th Annual Meeting of the Decision Sciences Institute

Theme: "Decision Making to Increase Business Value"

We are in the "Information Age" and the complexity of making effective decisions has increased significantly, in part because most managers suffer from information overload. Organizations collect more and more data on their customers, suppliers, and business partners. How do we help decision makers analyze and summarize this data to support decisions that will increase organizational strategic and competitive effectiveness? What tools do we use in collecting this data? What tools do we use in summarizing and analyzing this data? How do we help managers apply the resulting information in making decisions? More importantly, how do we judge the business value of these decisions, especially in terms of their quality and effectiveness?

The tools that are used to collect, summarize, and disseminate this information should be carefully scrutinized. Some of the new business value generating tools such as e-supply chains, e-commerce, e-procurement systems, collaborative commerce, mobile commerce, geographic information systems, global positioning systems, intranets, and extranets should also be carefully evaluated. Some of the old and well-known decision making tools such as decision support systems, group deci-

sion support systems, and executive support systems should also be carefully re-examined with the intent of making them more effective for supporting decisions that generate business value.

The Decision Sciences Institute's 2006 Annual Meeting theme focuses on decision making at all levels that leads to organizational strategic and competitive effectiveness and increased business value. The Annual Meeting especially welcomes original research manuscripts exploring reliable metrics and methods for assessing the quality and effectiveness of decisions at different levels. The conference also solicits manuscripts that focus on innovative tools and technologies used for collecting and summarizing information at various levels.

In response to this demand from strategic managers for quality decisions that lead to increased business value, we are including two new tracks this year. The first, "Business Value Generating Innovative Technologies and Methods," focuses on original research studies that help enhance organizational business value and effectiveness. Since proper knowledge management is a key ingredient to making strategic

and competitive decisions, we are also including a track entitled "Knowledge Management." Manuscripts that help judge the business value of strategic and competitive decisions, and technologies involved in making such decisions are especially welcome.

The 2006 DSI Annual Meeting invites basic, applied, and case study research in the field of decision sciences, as well as proposals for panel discussion, symposia, workshops, and tutorials dealing with research or pedagogical issues. The conference will include invited sessions featuring highly-respected researchers, educators, and practitioners to share their knowledge and experience on decision making practices. These will be organized in 19 tracks including a separate track for DSI Fellows. The conference will also feature the curricular issues miniconference, technology in the classroom miniconference, doctoral student consortium, and two faculty development programs. In addition, a newly designed successful grantsmanship miniconference will be offered. It will provide funding source perspectives, including panelists from NSF/CISE, NSF/DRMS, and NIH. ■

2006 Professional Activities

Curricular Issues Miniconference

Is your curriculum getting stale? Have you struggled unsuccessfully with program restructuring? Would you like an opportunity to benchmark world-class curricula? If so, the Curricular Issues Miniconference may be just what you need. This year's conference will provide a forum for exchanging ideas and discussing curricular challenges and opportunities in degree-granting business institutions. Separate tracks will

explore issues of interest to those who design, run, and contribute to programs at the undergraduate, MBA, and Ph.D. levels.

Hope M. Baker, Kennesaw State University,
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Doctoral Student Consortium

The Doctoral Student Consortium provides a unique opportunity for doctoral students from across the nation and around the world 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 application. All students who meet the criteria will be accepted.

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See 2006 ACTIVITIES, page 51

Instructions/Checklist for Contributors

The Decision Sciences Institute (DSI) invites contributions to the 2006 Annual Meeting in the following categories: Refereed Research Paper, Non-Refereed Research Abstract, and proposals for a Workshop, Tutorial, Panel, Symposium, or Colloquium. Authors can choose between submitting a refereed research paper that will receive reviews from at least two referees or of submitting a non-refereed research abstract of 50 words or less (500 characters maximum). If accepted, refereed research papers will be published in the Proceedings (available in CD-ROM format only), as well as scheduled for presentation during the annual meeting.

If an author elects to submit a non-refereed research abstract, it will be scheduled for presentation during the annual meeting, but will not be published in the Proceedings. Acceptance of abstracts and papers are subject to final approval by the track chairs. Proposals for a workshop, tutorial, panel, symposium, or colloquium will be evaluated for possible inclusion in the annual meeting by the appropriate track chairs or program chair.

Authors are required to submit all contributions online using the instructions provided in the following section and updated on the meeting Web site at www.dsi-2006.org. When using the Web site for submission, contributors of refereed research papers and proposals for a workshop, tutorial, panel, symposium, and colloquium will also be required to submit an electronic version of their paper or proposal as a pdf attachment. So that a double-blind review process can be maintained, the electronic file should contain only the body of the paper and the title of the submission, but no author identification information (which will be captured via a Web-based form).

Any individual author or co-author may submit up to three refereed research papers and/or non-refereed research abstracts to the annual meeting. (This does not include invited papers, workshops, tutorials, panels, symposia, and colloquia.) The submission of a refereed research paper or non-refereed research abstract means the author certifies the manuscript is not copyrighted, has not been accepted for publication in a journal, has not been presented or accepted for presentation at a 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.) Furthermore, the author certifies his/her intention to register for and attend the meeting to present the paper, abstract, or proposal if it is accepted. The copyrights for all forms of presentation at the Institute's Annual Meeting shall remain with the authors.

The submission deadline for refereed research papers is **April 3, 2006**. The submission deadline for non-refereed research abstracts and proposals for workshops, tutorials, panels, symposia, and colloquia is **May 3, 2006**. (Please refer to specific competitive awards for their respective submission deadlines.) Submitting authors will be acknowledged through a reference number right at the conclusion of the submission process.

Instructions for Electronic Submissions

The 2006 DSI Annual Meeting will use the existing conference information system (CIS) owned by the Institute. The authors must do all submissions electronically only using this system, which will be available after February 1, 2006, on the DSI 2006 Annual Meeting Web site at www.dsi-2006.org. All of the following information must be provided for the submission to be accepted.

- a. Title of submission (title changes will not be allowed at a later date)
- b. Type of submission (must select one of the following):
 - Refereed Research Paper - treat as an abstract for presentation if the paper is not accepted for publication in the Proceedings
 - Refereed Research Paper - withdraw if rejected
 - Non-Refereed Research Abstract
 - Workshop Proposal
 - Tutorial Proposal
 - Panel Discussion Proposal
 - Symposium Proposal
 - Colloquium Proposal
 - Award Competition Entry
- c. Track that best fits the submission (to determine the proper track for your submission, see the track list along with descriptions and contacts of the track chairs)
- d. Abstract of 50 words or less, which must accompany all types of submissions
- e. Stage of your research as of today and by the time of the conference
- f. Invitation information ■

2006 Annual Meeting Coordinators

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2006 Competitions

For a listing of past DSI award winners, see www.decisionsciences.org.hallfame.htm.

Elwood S. Buffa Doctoral Dissertation Award Competition

The purpose of the Doctoral Dissertation Award 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 prize, will be presented at the annual meeting. Applicants for this award should submit three (3) hardcopies of their dissertation in the required format directly to the Doctoral Dissertation Award Competition Coordinator by April 3, 2006. For more information concerning this competition, please contact the coordinator.

Kenneth K. Boyer, Michigan State University, boyerk@bus.msu.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 on innovation in college- or university-level teaching. Three finalists will be chosen to make presentations at the conference competition. The winning entry receives an award of \$1,500, and \$750 will be divided among each of the other finalists. Applicants are required to submit all contributions electronically using instructions on the conference Web site. The due date for submissions is April 3, 2006. For information concerning this competition, please contact the coordinator.

Nada R. Sanders, Wright State University, nadia.sanders@wright.edu

Best Paper Awards Competition

Best Paper Awards will be presented at the 2006 Annual Meeting. Categories include Best Theoretical/Empirical Research Paper, Best Application Paper, and Best Interdisciplinary Paper. At the discretion of the program chair and track chairs, outstanding scholarship may be recognized through a distinguished paper award in a given track. 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.

See **2006 COMPETITIONS**, page 51

2006 Track Chairs

Accounting: Theory, Applications, and Practice

Srini Ragothaman, University of South Dakota

Business Value Generating Innovative Technologies and Methods

Nigel Melville, University of Michigan

Case Studies

Chandra Shekar Challa, Virginia State University

DSS/AI/Expert Systems

Peter Mykytyn, Southern Illinois University
John Windsor, University of North Texas

E-commerce

Huseyin Cavusoglu, Tulane University

Finance/Financial Management

Paul Swanson, University of Cincinnati
Manual J. Tarrazo, University of San Francisco

Information Systems

Nathalie Mitev, London School of Economics

Lyneth Kvalsny, Pennsylvania State University

Innovative Education

Jo Ann Duffy, Sam Houston State University

International Business

André M. Everett, University of Otago, New Zealand

Invited DSI Fellows Papers

Jack C. Hayya, Pennsylvania State University

Knowledge Management

James R. Courtney, University of Central Florida

Brian Lehane, Coventry University, UK

Manufacturing Management and Practice

Binshan Lin, Louisiana State University

Marketing: Theory Models and Applications

M. B. Myers, University of Tennessee

MS/OR: Techniques Models and Applications

William E. Stein, Texas A&M University

Organizational Behavior/Organizational Theory

Thomas Callahan, University of Michigan

Quality

Don G. Wardell, University of Utah

Service Management

Steven Yourstone, University of New Mexico

Statistics and Decision Analysis

Philip J. Mizzi, Arizona State University

Strategy and Policy

Sid Das, George Mason University

Supply Chain Management

E. Powell Robinson, Texas A&M University
Tim Butcher, University of Hull, UK

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 a Ph.D. degree and are in the first two years of their teaching career.

James R. Burns, Texas Tech University,
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Professional and Faculty Development Program

The Professional and Faculty Development Program is for Institute members in all stages of their careers, with the goal of keeping them current in their fields. The content of the sessions is designed to provide insight into the challenges and opportunities in today's rapidly changing environment. Topics include, but are not constrained to, the following: new instructional and research methodologies; professional service and counseling; balancing the needs of different stakeholders (students, corporations, alumni, etc.) in the educational process; globalization of business education; role of grading and assessment; obtaining research funding; career path strategies; meeting increasing demands in teaching, service, and research; and challenge and opportunities of new technologies. In addition, the program will include a series of sessions related to research, teaching, publishing, and other professional development issues for faculty who are beginning their academic careers. Please submit proposals for workshops, tutorials, and other special sessions directly to the professional development program coordinator by May 1, 2006.

T. Paul Cronan, University of Arkansas,
PCronan@walton.uark.edu

Successful Grantsmanship Miniconference

This newly designed miniconference will provide DSI members with the opportunity to develop interests and sharpen their skills to write successful grant proposals. It will be a one-day event to be held on Saturday, the first day of the meeting. The morning session ("Successful Proposals: The Funding Source Perspectives") will showcase panelists representing major funding organizations such as NSF/CISE, NSF/DRMS, and NIH, who will discuss the traits of successful proposals. In the afternoon, there will be a series of breakout sessions. Various additional perspectives will be represented in the breakout sessions, including those of successful proposal writers as well as those of experienced proposal reviewers.

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Technology in the Classroom Miniconference

The Technology in the Classroom Miniconference provides a forum for participants to share novel or innovative applications of technology in the classroom that enhance the student's learning experience. Submissions should be limited to creative approaches and best practices for using course support software, multimedia, spreadsheet software, simulation software, online tutorials, or other applications of technology, and be capable of being demonstrated and discussed within a 20-30 minute timeframe. 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. Please send submission (following the "Instruction for Electronic Submissions") directly to the miniconference coordinators by May 1, 2006.

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Ceyhun Ozgur, Valparaiso University,
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Best 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 will be presented in conjunction with the 32nd 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).

Janelle Heineke, Boston University,
jheineke@bu.edu ■

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Monday, November 21, 3:00 PM - 4:30 PM

PD-8 Some Reflections on the Contribution of the Decision Sciences Journal (Workshop)

Presenter: Vicki Smith-Daniels (Arizona State University)

Since the publication of its first issue, *Decision Sciences* has had a long history of publishing seminal work. This presentation provides a personal perspective on the themes and topics that have emerged over the past 25 years, and the impact *Decision Sciences* has had on academic publications and industry practice. Benchmarking data will be presented comparing leading OM and IS journals. Future directions for the journal will be discussed along with global strategies.

Professional Faculty Development

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