



2006 Program Chair's Message

M. "Mo" Adam Mahmood, University of Texas at El Paso



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. 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. The 2006 Annual Meeting is planned around examining the tools that are used to collect, summarize, and disseminate this information.

In order to accomplish this, the 2006 DSI Annual Conference plans for a number of innovative programs, sessions, and activities, some of which are highlighted in this message.

In addition to regular paper sessions organized into 20 tracks, as we speak, individual track chairs are working hard to create invited sessions, panels, and tutorials that will include academic scholars and industry leaders. In this message, let me provide you with some information on some key events.

As we all know, business school researchers are being asked more and more to apply for grants and bring in more and more research money. As we all also know, we do not have a lot of opportunities to apply for research grants. We have to be, therefore, innovative and creative. If you want to apply for a research grant, the newly designed Miniconference on Successful Grantsmanship can help you with that. More specifically, it will provide you with an opportunity to develop your interests and sharpen your skills to write successful grant proposals. It will be a one-day event on Sunday (November 19, 2006). The morning session will feature panelists from NSF/CISE, NSF/

DRMS, and NIH. They will discuss the traits of successful proposals. In the afternoon, there will be a series of breakout sessions in which successful proposal writers and experienced proposal reviewers will provide you with help on writing and reviewing grant proposals.

On the teaching side of the spectrum, Harvey Brightman on Sunday morning (November 19, 2006) will explain how to implement a successful mentoring program using current and emeritus faculty to improve teaching. Brightman claims that by using his program, instructors can make significant improvements in student evaluations and learning within one semester. It definitely will be worth your time to listen to what he has to say in this area. As you know, he is nationally renowned for providing help on how to enhance your teaching skills and how to become an effective instructor in the classroom.

On the curriculum side, the Curricular Issues Miniconference will provide a forum for exchanging ideas and discussing curricular challenges and opportunities in business schools. Separate tracks will explore issues of interest to those who design, run, and contribute to programs at the undergraduate level. This miniconference will take place on Saturday, November 18, 2006.

On the classroom side, especially with regard to presentation, the Technology in the Classroom Miniconference can help you enhance your students' learning experience by using state-of-the-art technology. More specifically, it will provide a forum for participants to share novel or innovative applications of technology in the classroom such as course support software, multimedia, spreadsheet software, simulation software, online tutorials, or other applications of technology.

Two faculty development programs—the Professional and Faculty Development Program and the New Faculty Development Program—will be offered during 2006 DSI Annual Meeting. If you are an experienced member of the faculty, the first program will help you keep current in your field of expertise by providing you with information on challenges and opportunities in today's rapidly changing environment. More specifically, it will update you on new instructional and research methodologies, professional service and counseling, and meeting increasing demands in teaching, service, and research.

If you are a newly minted faculty, perhaps the New Faculty Development Program will be more appropriate for you. It will help you learn how to conduct research, how to be effective in a classroom, and how to deal with publishing and other professional development issues. More importantly, it will give you information on how to successfully juggle these.

If you are a doctoral student, you should attend the Doctoral Student Consortium, among others. The consortium will help you interact with other doctoral students and well-known scholars from across the nation and around the world. It is a one-day program and is devoted mainly to your career development. Attendance at this consortium is by invitation based on

2006 DSI Annual Meeting Website Links

DSI Annual Meeting Homepage
www.dsi-2006.org

Online Conference Registration:
www.decisionsciences.org/CIS

Hotel Reservations
www.stayatmarriott.com/DSI2006/



For many Americans, the Alamo represents a heroic struggle against overwhelming odds, which explains why the historic site remains hallowed ground to this day.

application. Please apply as early as possible so that you can get in.

On the entertainment side, as I stated in my last message, Southern Bent, one of the Southwest's most popular classic country western bands, will play on two evenings: Saturday (11/18) and Monday (11/20) from 6:00 to 8:00 p.m. They will bring classic country to the forefront with their approach to the old country masters. Bring your dancing shoes and enjoy these two evenings



The Palmer Course at La Cantera Golf Club in San Antonio, Texas, is the creation of golfing legend Arnold Palmer. This championship golf course features a variety of waterfalls, majestic landscape and breathtaking views of the San Antonio skyline and Texas Hill Country.

of dancing and singing to traditional country, southern rock, and a touch of Cajun.

Let me now provide you with some stats on the 2006 DSI Conference. As of May 3, 2006, we have received close to 825 submissions. In addition to a considerable number of proposals for tutorials, symposiums, workshops, and special sessions, we have received over 750 research papers and abstracts. Over 500 of these are research manuscripts. Additional abstracts and proposals are coming in at a steady pace. The submission deadline for the abstracts and proposals was May 13, 2006. For the latest information, see the conference website: <http://www.dsi-2006.org/>.

If you come, we can put you in a gondola on the river that flows through the San Antonio River Walk. I know it is not like the real thing in Venice, Italy, but it is as close as one can get in Texas.

As you can tell, the 37th Annual Meeting of the Decision Sciences Institute is going to be an exciting event. We have reserved a block of rooms in both San Antonio Marriott hotels for the 2006 DSI Conference participants. Please plan ahead, register early for the conference, and make your hotel reservation as soon as possible at one of the San Antonio Marriott hotels. I look forward to welcoming all of you to San Antonio in November. ■



The San Antonio Riverwalk is one of the most visited places in all of Texas and features hotels, restaurants, exciting theme parks and attractions, and great nightclubs, nightlife and entertainment. [photographs courtesy of SACVB/Al Rendon]

2006 Annual Meeting Coordinators

Program Chair

M. "Mo" Adam Mahmood
University of Texas at El Paso
College of Business Administration
Department of Information and Decision
Sciences
500 W. University Avenue
El Paso, Texas 79968
(915) 747 7754 / fax: (915) 747 5126
DSI2006@utep.edu

Associate Program Chair

Steve Clarke

The University of Hull
Business School
Hull HU6 7RX
United Kingdom
+44 (0)1482 463488
fax: +44 (0)1482 463484
S.Clarke@hull.ac.uk

Proceedings Coordinator

Melinda Cline

Texas Wesleyan University
School of Business
1201 Wesleyan
Ft. Worth, Texas 76105-1536
(817) 531 4838 / fax: (817) 531 6585
mcline@txwes.edu

Web Site Coordinator

Jack Vaughn

University of Texas at El Paso
College of Business Administration
Department of Information and Decision
Sciences
500 W. University Avenue
El Paso, Texas 79968
(915) 747 7750 / fax: (915) 747 5126
jvaughn@utep.edu

Local Arrangements Coordinator

Vivek Shah

Texas State University
College of Business
Department of CIS and Quantitative
Methods
601 University Drive
San Marcos, Texas 78666-4616
(512) 245 2049 / fax : (512) 245 1452
vs01@txstate.edu



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 was 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, sponsored by ACK (Ft. Lauderdale) and DSI, 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.

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 ■

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, hbaker@kennesaw.edu

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.

Janelle Heineke, Boston University, jheineke@bu.edu

J. Robb Dixon, Boston University, jrdixon@bu.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 a Ph.D. degree and are in the first two years of their teaching career.

James R. Burns, Texas Tech University, jburns@ba.ttu.edu

See **2006 ACTIVITIES**, next page

Miniconference on Successful Grantsmanship

Applying for and securing research grants is a valuable experience and even a necessary step when the members of DSI engage in research projects that can be significantly enhanced by external research funds. The “**Miniconference on Successful Grantsmanship**” is designed to provide the DSI members with an opportunity to develop interests and to sharpen their skills to write successful grant proposals.

The miniconference will be a one-day event to be held on Sunday (November 19, 2006). In the morning, *Common Session 1* will showcase the panelists representing major funding organizations including NSF (both DRMS in SBE and IIS in CISE) and NIH. The panel session will be followed by a networking luncheon, where the atten-

dants will join a pre-assigned small group.

In the afternoon, the perspectives of successful grant writers will be presented in three *Breakout Sessions*. The breakout sessions will be contextualized (by discipline and type of funding organization) so that their relevance can be maximized for each attendant. The miniconference will end with *Common Session 2* in which experienced grant proposal reviewers will describe what good proposals are from the reviewer’s point of view.

For any inquiries about the miniconference, please contact either of the coordinators, Godwin Udo or Q Chung. No separate registration fee is required



for this miniconference other than the registration fee for the Annual Meeting. However, you must register to attend the miniconference either by contacting the coordinators directly, or by simply checking the “Miniconference on Successful Grantsmanship” box in the main conference registration form. ■

Miniconference on Successful Grantsmanship Coordinators

Godwin Udo
University of Texas at El Paso
gudo@utep.edu

Q B. Chung
Villanova University
q.chung@villanova.edu

PROFESSIONAL ACTIVITIES, from previous page

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. 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. Submission deadline was May 1, 2006, for proposals for workshops, tutorials, and other special sessions.

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.

Godwin Udo, The University of Texas at El Paso, gudo@utep.edu

Q B. Chung, Villanova University,
q.chung@villanova.edu

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. Submission deadline was May 1, 2006.

Laura L. Hall, University of Texas at El Paso, lhall@utep.edu

Ceyhun Ozgur, Valparaiso University,
Ceyhun.Ozgur@valpo.edu ■



2006 Doctoral Student Consortium

Creating successful career paths for students

Co-sponsored by McGraw Hill/Irwin, Baruch College (CUNY), Beta Gamma Sigma, and DSI

DSI's 24th annual Doctoral Student Consortium is an engaging, interactive professional experience designed to help participants successfully launch their academic careers. We are pleased to have the sponsorship of McGraw Hill/Irwin and Beta Gamma Sigma for this important event. The Consortium will take place on Saturday, November 18, 2006, at the 2006 DSI Annual Meeting in San Antonio, Texas.

Who Should Attend?

The Doctoral Consortium is offered to individuals who are well into their doctoral studies. The Consortium welcomes students from all subject areas within the decision sciences. A variety of students with backgrounds in operations management, management information systems, management science, strategy, organizational behavior, marketing, accounting, and other areas will increase the vitality of the sessions. The program will focus on career goals, job search issues, placement services, research strategies, teaching effectiveness, manuscript reviewing, and promotion and tenure. Students who are interested in addressing these subjects in a participative, interactive way will enjoy and benefit from the Consortium.

Why Should You Attend?

There are several important reasons why you should attend.

1. Networking—getting a job, finding collaborators, and gaining advantages in the career you are about to enter are all related to “who you know.” This is your chance to meet and get to know some of the leading researchers and educators in the field.

2. Skill development—excellent teaching and research require practical skills in addition to content knowledge. You will learn from veterans who will share their secrets to success.

3. Furthering your research—the research incubator will give you a chance to engage in a discussion of your research ideas with your peers and with outstanding researchers.

4. Learn about DSI—this is a chance to “test-drive” DSI, learn about its people, its processes (such as placement services), and its opportunities.

5. Fun!—come socialize with your current and future colleagues in a city that has retained its sense of history and tradition, while carefully blending in cosmopolitan progress.

Program Content

The Doctoral Student Consortium involves seasoned, world-class research faculty from several schools, junior faculty just beginning their careers, and key journal editors. All will help guide discussions in the following sessions:

Teaching Effectiveness. Harvey Brightman will return to the Doctoral Consortium for another post-retirement workshop in 2006. His sessions are simply not to be missed – even experienced faculty members sit in on these dynamic and inspiring sessions.

Research Strategy Workshop. In this hands-on workshop, tenured faculty mentors help participants to develop a strategic research plan for moving from the dissertation to a research program that will put them on a strong trajectory for tenure. Working in

small breakout groups and with the advice and guidance of the faculty mentor, participants will identify their areas of expertise, target appropriate journals, find suitable co-authors, and plan a mix of publications.

Meet the Editors and Academic Reviewing. Editors from journals in the decision sciences and related fields will describe the missions of their publications and will discuss how to craft strong manuscript submissions, how to improve the chances of getting a journal article accepted, and how to respond to reviews. Participants will also learn about how to be a constructive reviewer of manuscripts.

Job Search Seminar. Should I target my job search on research-oriented schools? Teaching schools? Private? Public? What's the best way to sell myself? What are the ingredients of a good job interview? This session will help participants answer these questions through insights drawn from a panel of faculty experts.

Join Us

The Doctoral Consortium does more than prepare individual students, it creates a community of colleagues you'll know throughout your career. Please plan to attend the Consortium and also encourage your student colleagues to participate in this important program. Although many participants will be entering the job market for 2006-2007, others will appreciate the opportunity to get a better understanding of an academic career and how to approach the job market the following year.

Application Process

Students in all areas of the decision sciences are encouraged to apply for the



DSI Doctoral Consortium. Those wishing to be included should submit:

1. A current curriculum vita, including contact information (e-mail in particular), your major field (operations management, MIS, management science, strategy, and so on), the title of your dissertation proposal or the title of a current research paper.
2. A letter of recommendation from your dean, doctoral program director, department chair, or dissertation chair. The letter should attest to the applicant's qualifications and good progress in the doctoral program. Interested students are encouraged to apply early if they wish to ensure themselves space in the Consortium. Materials should be sent to Robb Dixon & Janelle Heineke, Doctoral

Consortium Co-Coordinators, by July 30, 2006. Those who apply by this date and meet the criteria listed above will be accepted for participation. Applications received after July 30th will receive consideration on a space-available basis.

Participants must pay the regular student registration fee of \$45 for the annual meeting, but there will be no additional charge for the Consortium. This fee includes the luncheon and reception on Saturday, the networking luncheon on Sunday, and the CD-ROM of the proceedings. Although students will be responsible for all of their own travel and accommodation expenses, it is customary for participants' schools to provide monetary support for these purposes.

Consortium participants will be recognized in *Decision Line*, the Institute's news publication. They also receive special recognition in the placement system, special designation on their name badges, and an introduction to the larger DSI community at the breakfast and plenary session. ■

Doctoral Consortium Co-Coordinators
J. Robb Dixon and Janelle Heineke
Operations and Technology Management
Department
Boston University School of Management
595 Commonwealth Avenue
Boston, MA 02215
jrdixon@bu.edu; 617-353-5243
jheineke@bu.edu; 617-353-2919

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 Kvansy, 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 Lehaney, 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 is for faculty in the beginning of their careers who would like to learn more about teaching, research, publishing and other professional development issues. Attendance at this consortium is by application and is open to faculty members who have earned their doctoral degree and are in the first three years of their post-doctoral teaching career.

The consortium will last a full day on Saturday, November 18, 2006. It will include interactive and panel sessions with faculty at varying stages of their careers. Also, the journal editors of *Decision Sciences*, *Decision Sciences Journal of Innovative Education*, *Journal of Operations Management*, and *Production and Operations Management* will be featured. The consortium will also provide many opportunities for interaction and networking with peers and more experienced colleagues. The content of the sessions offered is designed to provide insight into the challenges and opportunities in today's rapidly changing environment.

Topics include, but are not limited to, the following:

- Your personal concerns about being a faculty member
- Knowing tenure policies at different schools
- Balancing the needs of different stakeholders (students, corporations, review committees, alumni, etc.) in the educational process
- Publishing strategies
- Obtaining research funding
- Career path strategies
- Building an academic portfolio

Faculty in all business disciplines who have finished their doctorate and are in the first three years of their post-doctoral teaching career are encouraged to participate. Applications, using the form below together with a recent vita, should be submitted by September 15, 2006. Participation is limited to the first 50 qualified applicants. Each participant will be ex-

pected to register for the Institute's 2006 Annual Meeting in San Antonio. No additional fees are charged for the consortium.

Direct all inquiries and applications to:

James R. Burns
University of San Diego
School of Business Administration
KIPJ-272
San Diego, CA 92110
(619) 260-4854
jburns@sandiego.edu

Application for New Faculty Development Consortium

November 18, 2006 • San Antonio, Texas

Send in this form and a current copy of your vita to either one of the consortium coordinators (see above) by September 15, 2006.

Name: _____ Research interests: _____

Current institution and year of appointment: _____

_____ Teaching interests: _____

Mailing address: _____

_____ Major concerns as a new faculty member: _____

Year doctorate earned: _____

Phone: _____

Fax: _____ Have you attended a previous DSI Doctoral Student Consortium?

E-mail: _____ yes no

If so, when? _____