



## 2007 Program Chair's Message

Janelle Heineke, BostonUniversity



To be successful, every organization—large or small, public or private, for-profit or not-for-profit—needs to serve its customers. Traditionally,

we have thought about managing goods-producing organizations differently than service-producing organizations, but it's becoming increasingly clear that, in the end, it's all about service. As the world becomes smaller and customers' expectations continue to rise, making decisions that will enable us to serve customers efficiently and effectively becomes increasingly important. We need to discover how organizations can use what they know about their customers, their operations and their workforce to make decisions that will enable them to serve their customers better and gain strategic advantage in the marketplace.

So the theme of the DSI 2007 Annual Meeting is, "It's all about service." The four-day meeting will provide an opportunity to examine how organizations of all kinds can better serve their customers through more agile supply chains, e-commerce, and better decision making of all kinds. Of course, the meeting will also provide a venue for academics to study and discuss the services we ourselves provide, both to our students in the classroom and to the customers of our research.

Along with our traditional tracks, there will be four new tracks at this year's meeting: including Ethics and Sustainability, Information Security, the Marketing/OM/IS Interface, and New Product Development/Project Management. We'll continue to learn from the knowledge and experience of our DSI Fellows through the sessions in an Invited Fellows Track, chaired by Bob Markland of the University of South Carolina. We'll also continue our tradi-

tional Doctoral Student and New Faculty Development Consortia, the Professional Development, Curricular Issues, and Technology in the Classroom Miniconferences. This year we will again offer the popular miniconference first held last year on Successful Grantsmanship, a topic that is becoming increasingly important in business schools around the world. Speakers from major funding organizations such as NSF/CISE, NSF/ DRMS, and NIH will provide insight into how to write successful proposals and experienced proposal reviewers and grantwriters will offer advice from their own perspectives.

At this year's meeting there will be a new \$500 award for the Best Doctoral Student Paper (must be written solely by a doctoral student or students), along with our awards for the best Doctoral Dissertation, Instructional Innovation, and Case Study.

And, of course, we'll have some time for networking and social events! On Sunday evening, there will be a Family Barbeque on the grounds of the Marriott Desert Ridge Resort and Spa, the conference hotel. Members will be able to network in a non-hurried social setting and equally important, can spend time with the ones closest to them: their families! We'll also continue the new tradition, started last year, of honoring current and new DSI Fellows at an appreciation luncheon on Sunday. Monday will end with the President's Reception, honoring DSI President Ken Kendall. The 2007 DSI Annual Meeting will close with the President's luncheon, where we'll recognize distinguished paper recipients, competition winners and the year-long efforts of the Program Committee.

Our meeting site is a lovely scenic desert environment: the Marriott Desert Ridge Resort & Spa in Phoenix, Arizona. With an average high temperature of 85

degrees, Phoenix provides a great setting for outdoor activities such as golf, horseback riding and hot-air ballooning. In nearby Scottsdale is Taliesin West, Frank Lloyd Wright's former winter home that showcases the famed architect's ability to blend buildings and natural environments. Also worth a visit is the Heard Museum's world-renowned Native American art and artifact collection. The Desert Ridge Resort offers several unique resort shops and boutiques, and enterprising shoppers will want to visit such nearby malls as Desert Ridge Marketplace, Kierland Commons and Scottsdale Fashion Square. Downtown Scottsdale also offers a diversity of many shops, galleries, museums and restaurants.

We invite you to join us for the 2007 DSI Annual Meeting to present your most recent research and teaching innovations. The deadline for refereed papers is April 1, 2007; the deadline for abstracts is May 1, 2007. Bookmark the 2007 Annual Meeting website (see below) and watch for updates! ■

### 2007 DSI Annual Meeting Website

[www.decisionsciences.org/  
annualmeeting/](http://www.decisionsciences.org/annualmeeting/)



## Instructions/Checklist for Contributors

The Decision Sciences Institute (DSI) invites contributions to the 2007 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 DSI Web site. 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 1, 2007**. The submission deadline for non-refereed research abstracts and proposals for workshops, tutorials, panels, symposia, and colloquia is **May 1, 2007**. (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 2007 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 available on the DSI Annual Meeting Web site. 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 ■

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The extended abstract must be submitted through the regular submission process which is accessed through the conference website at

<http://atc3.bentley.edu/site/dsiminiconference/>

The deadline for all abstracts, including those being submitted for a scholarship is March 15.

In addition to submitting the extended abstract through the conference website, each student must submit the following to Dr. Rohit Verma at the address below: (a) a letter from his/her faculty advisor that states that the author is a full-time student, and that the above eligibility requirements have been met (the faculty letter should also include the title of the paper, the institution where the student is studying, and the student's expected graduation date, (b) the student's current CV, and (c) a copy of the extended abstract. These should be sent to:

Rohit Verma  
DSI Miniconference  
Cornell University - School of Hotel  
Administration  
338 Statler Hall  
Ithaca, NY 14853-6902  
rv54@cornell.edu

For further information or questions regarding this conference please go to the conference website at

<http://atc3.bentley.edu/site/dsiminiconference/>

or contact General Conference Chair:  
Mark M. Davis, Bentley College  
mdavis@bentley.edu ■



## 2007 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.

**Ina Markham**, James Madison University,  
markhais@jmu.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.

**Powell Robinson**, Texas A&M University,  
e-robinson@tamu.edu

**Funda Sahin**, University of Tennessee,  
fsahin@utk.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.

**Maling Ebrahimpour**, Roger Williams University, Gabelli School,  
bizdean@rwu.edu

### 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; the role of grading and assessment; obtaining research funding; career path strategies; meeting increasing demands in teaching, service, and research; and the challenges 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, 2007.

**Joy Field**, Boston College Carroll School of Management, fieldjo@bc.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

See **ACTIVITIES**, next page

### 2007 Annual Meeting Coordinators

#### Program Chair

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## 2007 Competitions

For a listing of past DSI award winners, see [www.decisionsciences.org.hallfame.htm](http://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) hard-copies of their dissertation in the required format directly to the Doctoral Dissertation Award Competition Coordinator by April 1, 2007. For more information concerning this competition, please contact the coordinator.

Rohit Verma, Cornell University, School of Hospitality Administration,  
rv54@cornell.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, 2007. For information concerning this competition, please contact the coordinator.

Peter M. Arnold, Boston University,  
parnold@bu.edu

### 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 33rd 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).

Kathleen McKone-Sweet, Babson College,  
kmckonesweet@babson.edu ■

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**Seventh International Conference on Electronic Business (ICEB Taipei 2007)** will be held **December 2-6, 2007**, at The Grand Hotel, Taipei, Taiwan. Submission deadline is July 1, 2007. Conference Chair is Eldon Y. Li, National Chengchi University, Taiwan.

<http://iceb.nccu.edu.tw/iceb2007/>

### Publications

*UCFV Research Review* seeks papers for a special issue on Ethical Citizenship and Post-Secondary Education (2:3), to be published in October, 2007. Submissions are due **April 15, 2007**. Contact: editor-stj@ucfv.ca

<http://journals.ucfv.ca/ojs/rr/RR-info/cfp-4.html>

*Management Research News* seeks papers for a special issue on "Strategy in Emerging Markets." Guest Editor: Prof Rajesh K Pillania, Management Develop-

ment Institute, India. Deadline for submission of papers is **June 1, 2007**. Contact: Rajesh K Pillania, Management Development Institute, r\_pillania@yahoo.com

*Management Science Journal* seeks papers for a special issue on "Interfaces of Operations and Finance." Guest editors are John Birge, University of Chicago, jbirge@chicagogsb.edu; Panos Kouvelis, Washington University in St. Louis, kouvelis@wustl.edu; and Duane Seppi, Carnegie Mellon University, ds64@andrew.cmu.edu. Submission deadline is **July 31, 2007**.

[http://bctim.wustl.edu/topics/topics.cfm?Categories\\_ID=1](http://bctim.wustl.edu/topics/topics.cfm?Categories_ID=1)

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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, 2007.

Keong Leong, University of Nevada, Las Vegas, keong.leong@unlv.edu



## 2007 Case Studies Award & Workshop

### Disseminating new ideas in case studies topics

The Decision Sciences Institute has a tradition of promoting case-based teaching and the development of new instructional case studies. The Best Case Studies Award will be awarded based primarily on the following criteria:

**Worthy Focus:** Does the case address an important and timely business or managerial issue?

**Learning Challenge:** Does the case engage the student in an appropriate and intellectually challenging way?

**Clarity:** Does the case present the facts, data, and decision(s) to be made in a clear and concise way, consistent with its focus and objectives?

**Professional Appearance:** Does the case and teaching note present a well-written and complete teaching package?

**Potential for Use:** Is the case and teaching note likely to receive widespread and effective use?

**Comprehensive Analysis:** Does the teaching note provide a complete analysis

of the qualitative and quantitative issues raised in the case? Are the theoretical linkages appropriate to the course and the topic?

**Well-defined Pedagogy:** Does the teaching note provide adequate guidance regarding how to teach the case, position the case in the course, and outline key learning points?

The top three contestants, selected by a panel of case experts, will present their case studies and analysis at a regular session at the 38th Annual Meeting of the Decision Sciences Institute held in Phoenix. The case study must be presented at this regular session to be eligible to win the Best Case Studies Award. The panel of judges will then select the winner from among the finalists, based both on the written material and the presentation. The winner will be announced at the Awards luncheon.

Cases not selected as finalists may be presented at the Annual Case Writer's Workshop to be held at the 2007 Annual Meeting (see below).

### 33rd Annual Case Workshop

The 33rd Annual Case Workshop for members engaged in developing new instructional cases will be held at the 2007 DSI Annual Meeting in Phoenix. Members are invited to submit completed case studies along with an appropriate instructor's note to the DSI program chair. The format this year will include critiques of the individual cases by case writers in appropriate fields. The purpose of these discussions is to help the case writer further develop their case studies so that they can be shared with other faculty using the case method. Attendance at the Case Writers' Workshop is open to all conference attendees. Submission deadline is April 1, 2007. ■

**Best Case Studies Award Competition  
Coordinator**  
Kate McKone-Sweet  
Babson College  
kmckonesweet@babson.edu

## LOOKING AHEAD TO THE 2008 ANNUAL MEETING

### ■ MARC J. SCHNIEDERJANS, 2008 DSI Program Chair, University of Nebraska-Lincoln



THE DECISION SCIENCES ARE operationalized by the act of decision making, and decision making is not limited to a particular type of institution, industry, functional area, or discipline. The Decision Sciences Institute encourages the advancement of decision-making research in many ways, including the sponsoring of its Annual Meeting where scholars and practitioners from all over the world are

invited to share the latest decision-making developments.

The Decision Sciences Institute's 2008 Annual Meeting theme is "Improving Competitiveness Through Information and Decision Sciences." The DSI 2008 Annual Meeting invites basic, applied, theory, and case study research in the field of decision-making, as well as proposals for panel discussion, symposia, workshops, and tutorials dealing with research or pedagogical issues. This meeting will include invited ses-

sions featuring highly respected researchers, educators, and practitioners who will share their knowledge and experience on decision-making practices. The sessions will be organized into various tracks and mini-conferences. The meeting will also feature curricular issues, technology in the classroom, doctoral student consortium, grantsmanship, and faculty development programs for both new and senior faculty.

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## 2007 Doctoral Dissertation Competition

### Searching for the best 2006 dissertation in the decision sciences

Co-sponsored by McGraw-Hill/Irwin and the Decision Sciences Institute

McGraw-Hill/Irwin and the Decision Sciences Institute are co-sponsoring the 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 2006. A monetary award of \$1,500 will be presented at the 2007 Annual Meeting. Submission deadline is April 1, 2007.

#### 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 2006 calendar year. It is not necessary for the degree to have been awarded by the end of 2006. 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. **This letter should be sent as a PDF file to the e-mail address given below.**
  - b. A separate statement by the major professor about why the dissertation deserves special recognition. **This statement should be sent as a PDF file to the e-mail address given below.**
  - c. A 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. The summary should include a 250-word abstract. **This summary should be sent as a PDF file to the e-mail address given below.**
  - d. A PDF file of the complete dissertation. This should be a single file—separate files for individual chapters or appendices are NOT acceptable. Please send this file in a ZIP format to conserve space.
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 or e-mail. ■

Direct all inquiries and applications to:

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338 Statler Hall  
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#### 2008 ANNUAL MEETING, from previous page

The DSI 2008 Annual Meeting offers much more than just a paper presentation conference! The Annual Meeting offers faculty opportunities to renew teaching/technology skills, learn how to use current methodologies to enhance future research efforts, find employment, and establish networks that can last a career lifetime. As a member of DSI for over 25 years, I can attest to the value of these unique opportunities and fellowship available only at DSI Annual Meetings.

The 2008 DSI Annual Meeting will be held in Baltimore, Maryland, at the Baltimore Marriott Waterfront Hotel from November 22nd to 26th. For tourism information visit [www.baltimore.org](http://www.baltimore.org). Detailed information on the hotel and event activities in Baltimore will be made available in the future on the meeting website. In the meantime, if you have any questions, suggestions, or requests, feel free to email me at [dsi2008@unl.edu](mailto:dsi2008@unl.edu).

You are invited to participate in the 2008 DSI Annual Meeting in Baltimore. Come to present your most recent research and teaching innovations, and attend a number of mini-conferences and consortia scheduled during the meeting. Consistent with the Institute's commitment to collaboration across academic disciplines, the meeting encourages research and teaching innovations in all areas of information and decision sciences. ■



## 2007 Doctoral Student Consortium

### Creating successful career paths for students

DSI's 25th 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 17, 2007, at the 2007 DSI Annual Meeting in Phoenix, Arizona.

#### 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 2007. 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 Reviewers.** 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 2007- 2008, 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, 2007. 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

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## 2007 Track Chairs

### Accounting: Theory Applications and Practice

Ashley Burrowes, University of Wisconsin - Lacrosse  
Nihel Chabrak, Institut National des Telecommunications

### Case Studies

Larry Meile, Boston College

### DSS/AI/Expert Systems

Binshan Lin, Louisiana State University - Shreveport

### E-Commerce

Tim Laseter, University of Virginia  
Elliot Rabinovich, Arizona State University

### Ethics and Sustainability

Shirley Hopkins, California State University, Chico

### Finance/Financial Management

Barbara Poole, Roger Williams University

### Information Security

Chao-Hsien Chu, Pennsylvania State University  
Robert Deng, Singapore Management University, Singapore

### Information Systems

J.P. Shim, Mississippi State University

### Innovative Education

Jo Ann Duffy, Sam Houston State University  
Kellie Keeling, Virginia Polytechnic Institute and State University

### International Business

André M. Everett, University of Otago, New Zealand

### Knowledge Management

Dianne Hall, Auburn University

### Manufacturing Management and Practice

Nada Sanders, Wright State University  
Greg Graman, Michigan Technological University

### Marketing/OM/IS Interface

Michael Pangburn, University of Oregon  
Effie Stavrulaki, Bentley College

### Marketing: Theory Applications and Practice

Bruce Weinberg, Bentley College

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

Jennifer V. Blackhurst, Iowa State University

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

Scott Webster, Syracuse University

### New Product Development and Project Management

William H. A. Johnson, Bentley College  
Rupak Rauniar, Jackson State University

### Organizational Behavior/Organizational Theory

Thomas Callahan, University of Michigan - Dearborn

### Quality

Stephan Vachon, HEC - Montreal

### Service Management

Steven Yourstone, University of New Mexico

### Statistics and Decision Analysis

Philip Mizzi, Arizona State University

### Strategy and Policy

Scott Latham, Bentley College

### Supply Chain Management

Anthony Ross, Michigan State University  
Dan Conway, Indiana University ■



# 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 17, 2007. It will include interactive and panel sessions with faculty at varying stages of their careers. 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. Please submit proposals for workshops, tutorials, and other special sessions directly to the NFDC coordinator by May 1, 2007.

Applications, using the form below together with a recent vita, should be submitted by September 15, 2007. Participation is limited to the first 50 qualified applicants. Each participant will be expected to register for the Institute's 2007 Annual Meeting in Phoenix, Arizona. No additional fees are charged for the consortium. ■

Direct all inquiries and applications to:

Maling Ebrahimpour  
Roger Williams University  
Gabelli School of Business  
Email: bizdean@rwu.edu

## Application for New Faculty Development Consortium

November 17, 2007 • Phoenix, Arizona

Send in this form and a current copy of your vita to either one of the consortium coordinators (see above) by September 15, 2007.

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? \_\_\_\_\_



# 2007 Instructional Innovation Award Competition

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

*Co-Sponsored by Alpha Iota Delta, Prentice Hall, and the Decision Sciences Institute*

The advancement and promotion of innovative teaching and pedagogy in the decision sciences are key elements of the mission of the Decision Sciences Institute. At the President's luncheon during the 2007 Annual Meeting, the 29th presentation of this prestigious award, co-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 or across 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 \$750. Author(s) of the winning submission will be encouraged to prepare a paper for possible publication in *Decision Line*.

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 April 2, 2007.

## Instructions

Applications must be submitted in electronic form using instructions on the conference Web site at [www.dsi-2007.org](http://www.dsi-2007.org). A tentative summary of instructions appears below; however, applicants should consult the Web site instructions before submitting. Submissions will consist of one document electronically submitted using the conference Web site, and one supplemental letter sent via US mail.

### Electronic Submission Notes

1. Number of documents and their format: The electronic submission must consist of one document, in Adobe PDF format, completely contained in one file. Graphics and images may be integrated into this one document, but no separate or attached files of any kind are permitted. No audio, video, or other multimedia of any form can be included. Nothing may be separately submitted by any other means, including disks, videotapes, notebooks, etc. Further information about maximum file size, etc. can be found on the electronic submission form.
2. Anonymity: Include no applicant names, school names, Web sites, or other identifying information in your document. This information is captured separately on the electronic submission form. Applicants not adhering to this policy will be ineligible for consideration.

### Document Format

Competition finalists will closely adhere to these format requirements.

1. Length: Your one electronically submitted document can be no more than 30 total pages when formatted for printing.
2. Title Page: On the first page, provide the title of the submission and a table of contents. Number all pages in your submission in the upper right-hand corner.
3. Innovation Summary: On the second page, explain why your submission provides a new innovative approach to teaching. You may also incorporate this into the abstract to be entered separately on the electronic submission form.
4. Summary Section: On the next 3 to 7 pages, present a 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 process: Indicate how your major educational objectives were met, benefits derived from the presentation, students'



reactions to the presentation, and how you evaluated the effectiveness or benefits derived. It is essential to include measures of the success of the approach, which may include, but should not be limited to, instructor or course evaluations.

- j. **Transferability:** Explain how this innovation could be used by other institutions, professors, or courses.

The Summary Section 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 Section:** This is the complete, full version of the submission that should stand alone without the summary section. The expanded section may not exceed 21 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 same information provided in the Summary Section, you may:

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.

The total length of your electronically submitted document, including appendices, must not exceed 30 pages. The text must be double-spaced, using 11-12 point characters, and a minimum of one-inch margins.

### Page Counts

Title Page	= 1 page
Innovation Summary	= 1 page
Summary Section	= 3-7 pages
Expanded Section	= less than or equal to 21 pages
TOTAL SUBMISSION	= less than or equal to 30 pages

### Supplemental Letter

In addition to the document submitted electronically, send a letter via US mail to the competition coordinator (address given below) from your department chair, head, or dean attesting to the submission's authenticity. Include a self-addressed,

stamped postcard or envelope that will be returned to confirm receipt of the supplemental letter.

### 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 references to the author(s) and institutional affiliation are entered only on the electronic submission form and do not appear anywhere in the submitted document itself.

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 15, 2007. If you are one of the finalists, you will be required to attend the Instructional Innovation Award Session at the annual meeting in Phoenix. At that session, each finalist will do the following: (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 April 2, 2007. ■

#### Instructional Innovation Coordinator

**Peter Arnold**

Operations and Technology Management  
Boston University School of  
Management  
595 Commonwealth Avenue  
Boston, MA 02215  
parnold@bu.edu

### Future DSI Annual Meetings

**November 17-20, 2007**

The Marriott Desert Ridge  
Resort & Spa  
Phoenix, Arizona

**November 22-25, 2008**

Baltimore Marriott Waterfront  
Hotel and Courtyard by Marriott  
Baltimore, Maryland

**November 21-24, 2009**

Hyatt Regency New Orleans  
at the Superdome  
New Orleans, Louisiana

**November 20-23, 2010**

San Diego Marriott Hotel and  
Marina  
San Diego, California

**November 19-22, 2011**

Boston Marriott Copley Place Hotel  
Boston, Massachusetts