

Recognizing Research Achievement

Julian Barling, Professor of Organizational Behaviour and Borden Chair of Leadership at Smith School of Business, received the 2016 Research Excellence Award. Matthias Spitzmuller, Assistant Professor of Organizational Behaviour, was the recipient of the 2016 New Research Achievement Award. The two were selected by an ad hoc committee of Smith scholars that assesses the achievements of the school's researchers. In addition to the recognition, the honorees receive grants to support their research.

Julian Barling

Soon after he learned that he was the 2016 recipient of the Research Achievement Award, Julian Barling took out his CV and did a little math. Since establishing his academic career in Canada in 1984, after emigrating from South Africa, Julian penned more than 150 journal articles and some 60 book chapters, and wrote or edited 12 books. From that vast output, he could find only five that he produced solo, and four of those were editorials he wrote in his role as a journal editor.



"Every other article and book chapter that I've done has been with a current or former student," he says. "I knew this implicitly but when I saw it, it hit me between the eyes, how much these people mean to me. . . I've been blessed to work with amazing grad students who, in many cases, become colleagues and close friends."

Usually associated with the broad area of transformational leadership, where he has made significant research contributions, Julian is going deeper into the roots of leadership. Now he is far more interested in how growing up in poor socioeconomic circumstances or experiencing severe inequality affects the later emergence and nature of leadership.

"I'm fascinated by how poverty affects the motivation to lead in school years," he says. "If you grow up in poverty, you end up in

poorer quality schools. You will have a different quality of role model. Our first study was simply about whether you become a leader or not, and we found you're less likely to."

Among other things, future studies will look at the effects of stereotypes of poverty and how selection biases of hiring committees can be overcome.

In a way, Julian is coming full circle from his own days as a graduate student. "My PhD was on child psychology," he says. "I'm going back to my psychology roots."

Julian was the 2016 recipient of the Distinguished Contribution to Canadian I/O Psychology Award.

Matthias Spitzmuller

Given his keen research interest in helping behaviour, Matthias Spitzmuller probably sees the glass as half full rather than half empty.

Matthias has two main streams of research. The first investigates what happens when employees go above and beyond the call of duty. How does such behaviour affect them and the groups and organizations in which they work? The second focuses on what motivates teams and the link between those motivations and team performance.



A current research project — and one he is

most proud of — looks at what happens when a team member from an ethnic minority group offers to help. In a study involving Caucasian-dominated teams with only one non-Caucasian employee, the majority team members tended to attribute the helping behaviour of the outsider to the desire to ingratiate himself rather than to genuine altruism. But when a second minority member was added to a team, this negative effect disappeared. Suddenly, people were more careful in identifying the motives for their actions. "In the current political climate," says Matthias, "this is an important finding."

Matthias started at Smith in 2014, after four years as an assistant professor at the National University of Singapore. He completed his doctoral work in organizational behaviour at Michigan State University. He describes himself as a good conceptual thinker. "What I've been able to do is to integrate separate research streams or push the boundary in how we think about certain concepts or phenomena. That's the skill most useful for me in my research."

Matthias says the best part of research for him is the feedback he gets from mentors, peers, and students, so he was delighted to receive the New Research Achievement Award. "I felt very humbled because I know a lot of the people who have won it in the past, exceptional researchers. I'm also proud that I could show this to my mentors Linn Van Dyne and John Hollenbeck who invested in me that something came out of my PhD 10 years later."

By Alan Morantz

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Fulbright Scholar: Exploring the Power of Intuition



Yolande Chan, Janet Zeide and Jay Liebowitz

The Fulbright Canada Exchange Program has a justifiably stellar reputation in building academic bridges between Canada and the U.S. A binational, non-governmental organization, the Fulbright is dedicated to enhancing “mutual understanding between Canadians and Americans by providing support to scholars and students to conduct research, lecture, or enroll in formal academic programs in the other country.”

In the realm of mutual understanding, the newest Fulbright Scholar to land at Smith is way ahead of the game.

For one thing, Jay Liebowitz has already experienced the best of collegial cooperation with Smith researchers, through the Monieson Centre and doctoral involvement. But he also has a nuanced understanding of collegial competition in this part of the world. “I have great admiration for Queen’s,” he says mischievously, “even though my wife went to McGill.”

Jay will fit in just fine. As the Distinguished Chair in Applied Business and Finance at Harrisburg University of Science and Technology, he is a well-respected international scholar in the areas of knowledge management, business analytics, and IT management. He will spend the summer at Smith as the Fulbright Visiting Research Chair in Business, working with Yolande Chan on a research project relating to the use of intuition for IT innovation and executive decision making.

Jay, in fact, has a keen interest in this area. One of his books, *Bursting the Big Data Bubble*, made the case for intuition-based decision making. He says executives continue to struggle with analytics; he points to a 2016 study by KPMG that found that only one-third of CEOs surveyed

(more than 2,200 across 10 countries) had a high level of confidence in their data analytics they receive on their business operations.

He says there’s a pressing need to fill in existing research gaps. “Most research in intuition for management decision making has been done in the UK and Australia,” he says, “and there hasn’t been much done in the U.S. or Canada.”

Jay has a unique perspective given his education and research. He has a quantitative background from his doctoral work in engineering, finance, and accounting, combined with qualitative research in systems analysis and knowledge management.

Besides collaborating with Yolande, he is also looking forward to learning more about the ongoing research at the Scotiabank Centre for Customer Analytics.

Jay will be contributing beyond Goodes Hall. On May 24, he delivered a workshop to the Queen’s community on how to get published in an academic journal, as part of the Expanding Horizons series. His wife Janet, a lawyer and communications professor, also gave a workshop on persuasive speaking on May 25.

Jay will also give invited talks at the Conference Board’s Executive Networks meeting in Toronto, and will speak on “Successes and Failures of Knowledge Management” at the Canadian Nuclear Safety Commission in Ottawa in June.

Jay’s summer won’t be all research. He plans to travel to enjoy Canada 150 activities and learn more about the country. Closer to Kingston, he looks forward to soaking up Queen’s cozy campus environment, something he’s missed out on given most of his academic experience has been on urban campuses. And he wants his Smith colleagues to know that he is an avid tennis player looking for partners.

Fostering mutual understanding on the court may not be part of the Fulbright formal mandate but a little friendly competition can often get you to the same place.

Jay is visiting Smith from May 3rd to August 31, 2017. His email address is jay.liebowitz@queensu.ca

By Alan Morantz

Moving Forward By Coming Back

It was a homecoming of sorts for Nadège Levallet, and a productive one at that.



Nadège, an Assistant Professor at Ohio University, did her PhD studies at Smith (completed in 2014), working closely with supervisor Yolande Chan.

In late February, she was happily back on campus, advancing the research she started during her PhD years and collaborating again with Yolande and the MIS group.

Nadège's visit was made possible thanks to the Principal's Development Fund. The fund supports academic visits by women, visible minorities, aboriginal peoples, and people with disabilities.

"I always enjoy coming back to Queen's and meeting up with faculty and PhD students," says Nadège. "The discussions we have are always thought-provoking and invigorating. I still feel very connected to the MIS group and was very grateful they dedicated so much time to my visit."

Nadège attended a reception and a dinner with current PhD students, and led two seminars.

And she was able to spend considerable time with Yolande to advance a shared research project and fine-tune a conceptual paper on "strategic improvisation," a key component of her thesis on the role of information systems in fast-paced and creative managerial actions.

She also teamed up with Yolande and Jim Denford (former Smith PhD student now at Royal Military College) on a research note

that was presented to the MIS group. "This research note calls for the use of a relatively new methodology in the MIS field, called qualitative comparative analysis," says Nadège. "We received very valuable feedback and suggestions from the attendees on ways to improve our manuscript."

By the end of the visit, Nadège and Yolande made considerable progress on two manuscripts that they hope to submit to FT50 journals. "Dr. Chan and I have kept a close working relationship at a distance since I graduated," she says. "Working together in the same room allowed us to significantly advance our work and I'm very thankful that Queen's funded this scholarly visit."

To learn more about the Principal's Development Fund, go to: www.queensu.ca/principal/funding-awards/funding

Kudos for Article on Female Directors



Congratulations to our very own Bertrand Malsch, co-winner of the 2017 Mary Parker Follett Award.

The award was given to Bertrand and co-authors Marie-Soleil Tremblay (École nationale d'administration publique) and Yves Gendron (Université Laval) for their article, "Gender on board: deconstructing the 'legitimate' female director." The article examined how perceptions of legitimacy surrounding the presence of female directors are constructed in the boardroom. The study was based on a series of 32 interviews, mostly with board members in government-owned, commercially focused companies in Québec. The article was published in the *Accounting, Auditing and Accountability Journal* (AAAJ).

This award is named in memory of Mary Parker Follett, described as "the woman who invented management" and a pioneer in the field of management and accountability literature. It is sponsored by AAAJ and Emerald Publishing.

Félicitations, Bertrand!

My Favourite Research Tool

This is the first installment in a new Research News column in which we ask Smith scholars to share their favourite tool. To kick us off, here's what makes Pam Murphy's research world go 'round.



My first reaction is to say my favourite research tool is **quiet time**. I love when I have a block of time with no distractions, and perhaps a cup of tea or glass of wine.

I could also say **Web of Science** (previously known as Web of Knowledge), which is a cool website that allows for lots

of different searches, including all the citations for a particular paper. But that tool is simply not as wonderful as quiet time.

Web of Science Link:

<http://library.queensu.ca/search/database/web-science>

By Alan Morantz

Research Excellence, Student-Style

Smith has a terrific cadre of doctoral students who are laying the groundwork for careers as independent researchers and well-rounded academics. Research Excellence Awards, announced in November 2016, recognize two PhD students who are showing outstanding progress.

For both awards, nominees were adjudicated by the Graduate Committee for Business. Recipients received \$1,500 and certificate.

PhD Student Research Excellence Award

Recognizes a PhD student whose academic progress and demonstrated research potential during the post-comprehensive exam stage of the PhD program is acknowledged as outstanding.

Recipient: Julie Weatherhead

Supervisor: Julian Barling



“I am very happy and honoured to have been recognized, especially considering the great work being done by the other graduate students in the Smith School of Business PhD program. I am passionate about doing research and it is rewarding to be recognized for my work.

“I study leadership, in many different forms and contexts. Currently, I am primarily working on my thesis studies where I am investigating the relationship between follower emotional intelligence and leadership. I am also working on a number of studies looking at the effects of socioeconomic status, particularly childhood and adolescent socioeconomic status, on later leadership.

“I feel very fortunate to be doing my PhD at the Smith School of Business, as I have the support of my supervisor, my peers, my professors, as well as the members of the graduate office, who have all helped enable me to do high quality research.”

New PhD Student Research Excellence Award

Recognizes a PhD student whose academic progress and demonstrated research potential during the pre-comprehensive exam stage of the PhD program is acknowledged as outstanding.

Recipient: Xiaoxi Chang

Supervisor: Jana Raver



“Receiving the New PhD student award is definitely an incredible honour for me, and I have my supervisor Dr. Jana Raver, all the professors who have taught me at Smith, my peers and friends in the program, and the staff from the graduate office to thank for their guidance and support!

“I am fascinated by interpersonal relationships and people’s psychological experiences and behavioural outcomes in organizations. In one of my projects, I look at people’s conflicting feelings (i.e., ambivalence) and distancing tendency towards a star teammate. From a different angle, I investigate the unexpected benefit of ambivalence in multi-issue negotiations. I am also searching for ways to channel employees’ intra-psychic tension in demanding situations into constructive practices.

“Doing a PhD is a bittersweet experience because I gain enormous gratification and encounter constant failures during research. Therefore, I am extremely grateful to have the chance to study at Smith where intellectual and emotional resources are generously offered and students’ ‘small wins’ are often acknowledged.”

By Alan Morantz

How to Work With Graduate Students

About 15 years ago, a new faculty member at Smith asked Julian Barling to have a coffee with him. When they got together, he said to Julian, “I’ve been through your CV. It’s clear that you’re very active with grad students. How do you use them?” Julian was nonplussed. “I never thought that I *did* use them,” he says today. “And if you’re plotting to ‘use’ your grad students, I suspect it will fail because that’s not the relationship you need to set up.”

As Julian and like-minded colleagues see it, the way this new faculty member was viewing the PhD student-faculty relationship was misguided. This is the view in which the professor is primary and the graduate student secondary. *They* learn from *us*. Yes, it is a hierarchical relation-

ship, Julian says, but if you feel secondary in a relationship, you won’t be willing to take a risk and suggest ideas.

Julian likes to cite the approach taken by Nobel Prize-winning psychologist Daniel Kahneman. When asked by an interviewer his secret for success, Kahneman replied, “You have to love the people you work with.”

It’s true, says Julian: “If you don’t love the people you work with, how will you ever have an honest and open discussion?”

When students express an interest in working with him, Julian makes sure they understand what’s in store before committing. Besides interviewing them himself, he asks the prospective students to meet with all the graduate students he supervises

to learn the good and the bad. He also asks them to meet with a trusted colleague who knows him well, and who can give the potential student a realistic job preview of what working with him would be like.

The second thing he does is have what he calls The Talk. “I like to emphasize that if we did work together, certain things, like mutual trust and respect, would be sacred. I tell them I would never get upset if they make mistakes, so long as they tell me. I say that I’d work hard to be trusted and respected by them, and would expect them to do that as well. I acknowledge there would be a power structure but that I would work towards a situation where we could collaborate on reasonably level footing. I like to establish

at the beginning that it would be relationship built upon reciprocity.”

Supervising a graduate student, says Julian, is one of the most bittersweet jobs in the world. You do what it takes to nurture and develop a wonderful relationship, and then the student leaves to assume a faculty position elsewhere. One of the ways he ensures it’s a little less bitter is to continue working with them. He’s grateful for the support Smith offers to allow him to travel and deepen these working relationships.

“When our graduate students leave, they are not just former students. They are current colleagues.”

By Alan Morantz

D.I. McLeod Summer Research Assistantships

Application Call Date: Friday July 14, 2017

Application Closing Date: Monday August 14, 2017

The D.I. McLeod Summer Research Assistantship program provides faculty with the opportunity to hire an RA to help with the facilitation of on-going faculty research that will likely result in high quality academic publications. In order to hold a D.I. McLeod Assistantship, the RA must be a registered student in the School of Business during the term for which they will be hired as an RA. Current 4th year students scheduled to graduate in May would not be eligible unless they enrolled in a School of Business Spring/Summer term course.

When reviewing applications, the Research Committee will consider the purpose of this competition and consider that funding should assist with activities such as completion of research projects, responding to invitations for revisions to manuscripts, database management, survey and experimental design, data analysis, and external funding applications, and provide opportunities for the student to be involved meaningfully in the research;

Please consider the following information prior to applying:

- Faculty are required to provide matching funds, or provide an explanation where matching funds are not available;
- The recommended minimum rate for graduate and undergraduate student assistants is \$32.00 and \$20.00 per hour, respectively. The RA rate includes vacation pay.

- The D.I. McLeod Fund is limited; therefore, applications should not exceed funding of 12 weeks.
- Funding of one research assistant per project is appropriate, however, if necessary, requests for multiple RA's will be reviewed.
- Applications can be submitted by 2 or more faculty conducting collaborative research.
- Graduate students receiving an assistantship are limited to 10 hours of work per week.
- Hiring 5th year graduate students who are no longer eligible for full funding is encouraged.
- If at all possible, we would encourage you to engage the RA meaningfully with the research, ideally to the point where they would be deserving of co-authorship.
- Faculty must submit a report outlining how their last D.I. McLeod was used; no funding will be made available until this report is submitted to Amy Marshall.
- Literature reviews will not be funded.
- In evaluating the applications, research targeted for journal publications will be weighted more highly than book chapters.

Preference will be given to applicants who have applied or are planning to apply to an external agency for funding.

Research-based Course Release

Application Call Date: Friday July 14, 2017

Application Closing Date: Monday August 14, 2017

Smith School of Business actively encourages and supports its faculty in their pursuit of high quality research. In doing so, Smith recognizes that one significant barrier faced by faculty is the time needed to conduct high quality research. The purpose of this funding program is to stimulate such on-going research by providing opportunities for faculty to apply for a course release that is likely to result in high-quality research.

Criteria for consideration in granting research-based course release:

- Demonstrated ability to conduct high quality research and probability that the research will result in high-quality journal publications.
- Inability to access research-based course releases from other sources.
- Likelihood that Smith graduate students will be involved in the research
- Application procedure and general guidelines:
- Applications will be submitted to, and adjudicated by, the Research Committee in November for course releases in the
- subsequent Fall or Winter term. Applicants must explain in their application how a course release would help their research.
- A course release cannot be carried over to subsequent years.
- The Research Committee makes a recommendation to the Dean.
- Tenured, pre-tenured and continuing adjunct faculty may apply to this competition.
- Faculty may not opt for an additional overload course when receiving a course-release from this funding opportunity.

Conference Funding
Application Call Date: Friday July14, 2017
Application Closing Date: Monday August 14, 2017

Conference Funding provides Smith School of Business faculty with an opportunity to receive funding to support a mini-conference at Smith School of Business. The primary purpose of this competition is to enable faculty to invite selected academics conducting similar research to participate in an open exchange of ideas at Smith School of Business.

When reviewing applications, the Research Committee will consider the purpose of this competition and consider that the funding should:

- a) allow faculty maximum latitude to decide what is best for the mini-conference,
- b) maintain the emphasis on research quality as a major criterion in all funding decisions,
- c) provide a reputational benefit for Smith School of Business by hosting esteemed researchers from around the world in the given area of research,
- d) include doctoral and/or masters students in the application.

Joint applications from more than one faculty member, and/or applications from faculty that include graduate students, are encouraged.

It is an expectation of this Fund that successful applicants will invite all graduate students and faculty to attend the mini-conference. Graduate students will not be expected to pay a registration fee.

General Research Grant
Application Call Date: Friday July14, 2017
Application Closing Date: Monday August 14, 2017

The General Research Grants competition is one of the major opportunities for Smith School of Business faculty to receive funding to support their research. The primary purpose of the General Research Grants competition is to support faculty research that is likely to result in high quality research. The Research Committee recognizes that faculty members will have the best understanding of their own unique research needs, and grants faculty members considerable latitude in deciding what resources and support they might need.

When reviewing applications, the Research Committee will consider the purpose of this competition and consider that the funding should:

- a) allow faculty maximum latitude to decide what is best for faculty members' research,
- b) maintain the emphasis on quality as a major criterion in all funding decisions,
- c) give preference to applications that include expenditures that are ineligible for funding from external agencies,
- d) reward requests that will result in external applications,
- e) include doctoral and/or masters students in the application,
- f) encourage high quality research at Smith School of Business.

The Research Committee will also take into consideration the applicant's record of research achievement relative to career stage as well as the record of past use of funds awarded by the Research Office (if applicable). Therefore, applicants are asked to please include an up-to-date CV.

The following activities would be considered eligible for funding within the General Research Grants Competition:

- Collaborative research between faculty and Smith graduate students
- Hosting specialized methodology or statistical workshops
- Hosting research colleagues for protracted visits
- Hosting visiting scholars
- Research Conference
- Travel expenses

FACULTY NEWS

Pierre Chaigneau received a \$35,000 research grant for a joint project with Christian Dorion (HEC Montréal) and Kokouvi Tewou (Université de Montréal) by the Montréal Institute of Structured Finance and Derivatives (IFSID).

Yolande Chan is the Divisional Speaker for the MIS Division of the Administrative Sciences Association of Canada (ASAC) 2017 Conference in Montréal.

Gail Whiteman, and **William H. Cooper** received the best paper award from the *Academy of Management Discoveries* for their work "Decoupling Rape" (June 2016 2:115-154).

David Detomasi served as panel chair and discussant. Annual Conference of the International Studies Association, Baltimore, USA, in February 2017.

Louis Gagnon has been appointed Associate Editor - Finance, by the *Canadian Journal of Administrative Sciences*. Starting in 2017, Louis will also be representing the Smith School of Business which has become the Academic Partner for the Canadian Investment Review's annual Risk Management Conference.

Wenjue Knutsen was the lead organizer of a SSHRC Connection Grant funded workshop entitled "Living In A World of Blurring Sectoral Boundaries: An International Workshop on Organizational Hybridity, Cross-Sectoral Relationship, and Net-

work Governance" on April 31-May 1, 2017. The workshop gathered top scholars



in the study of nonprofit and voluntary organizations from Canada, USA, and Israel. The workshop also featured a Public Event aimed at public education and bridging scholars with practitioners. Additional funding was provided by Smith School of Business, Queen's University; Ted Roger School of Business, Ryerson University, and Paul Baerwald School of Social Work and Social Welfare, The Hebrew University of Jerusalem.

Anton Ovchinnikov received the INFORMS Management Science Journal Distinguished Service Award, 2016.

Anita Anand, Wayne Charles, and **Lynnette Purda's** paper, "Voluntary Corporate Governance, Proportionate Regulation and Small Firms: Evidence from Venture Issuers", will be profiled in a blogpost by the *Harvard Law School Forum on Corporate Governance and Financial Regulation*.

Lynnette Purda has been awarded funding from The Halbert Centre for Canadian Studies to host a workshop next spring at

the University of Jerusalem. The workshop title is "Finding Growth and Innovation through Mergers, Acquisitions, and Corporate Reorganization". The workshop will bring together a group of interdisciplinary researchers. Participants include: Anita Anand, University of Toronto; Anthony Goerzen, Queen's University; Kai Li, University of British Columbia; Samir Saadi, University of Ottawa; and Ithai Stern, INSEAD Business School.

Steve Salterio has been appointed as Senior Editor of the American Accounting Association's Accounting Behavior and Organizations Section Journal – *Behavioral Research in Accounting*.

Henry Schneider is a program committee member for the International Industrial Organization Conference occurring in April 2017.

Matthias Spitzmuller has been appointed a member of the Editorial Board of *Organizational Behavior and Human Decision Processes*.

Veikko Thiele is a member of Insight Grants Selection Committee for Social Sciences and Humanities Research Council of Canada (SSHRC) – Economics (January – March 2017).

Dan Thornton has been elected as a Life Member by the Council of Chartered Professional Accountants of Ontario.

ALUMNI NEWS



Congratulations to Ethan Pancer (Ph.D., Marketing, Queen's University (2013) for receiving the Poets & Quants Best 40 Under 40 Professors.

Ethan is now an Assistant Professor of Marketing at Saint Mary's University in Halifax, NS.

<http://poetsandquants.com/2017/03/26/2017-best-40-40-professors-ethan-pancer-saint-marys-university/>

GREB ETHICS UPDATES

GREB has new [Guidelines on Completing and Reviewing the New Standard Application Form](#) (PDF 315 KB)

GREB has made significant changes to its application forms, its policies and guidelines, and its procedures. These changes are summarized in the [GREB Fact Sheet](#), please see pages 11-12.

The NEW 'GREB Secondary Use of Data Application Form for Data Sets Initially Collected with an Associated Research Ethics Clearance and for Publicly Available Anonymous Data' is now available in TRAQ. Please refer to the [Secondary Data Guidelines](#) (PDF 159 KB) to determine if you meet the criteria to use this form.

PUBLICATIONS

Faculty and Students

- Ahuja, S. & Chan, Y.E.** (forthcoming). Resource Orchestration for IT-Enabled Innovation. *Kindai Management Review*, (5) 77-95.
- Anand, A., Charles, W., & **Purda, L.** (forthcoming). Voluntary corporate governance, proportionate regulation and small firms: evidence from venture issuers. *Canadian Business Law Journal*.
- Baucells, M., Osadchiy, N. & **Ovchinnikov, A.** (forthcoming). Behavioral Anomalies in Consumer Wait-or-Buy Decisions and Their Implication for Markdown Management. *Operations Research*.
- Carleton, E., **Barling, J.**, Christie, A., **Trivisonno, M. (PhD Candidate)**, Tulloch, K., & Beauchamp, M. (2016). Scarred for the rest of my career? Career-long effects of abusive leadership on professional athlete aggression and task performance. *Journal of Sport & Exercise Psychology*, 38, 409-422.
- Carson, A. S.,** Young, E. & **Dixon, J. A. (PhD Candidate)** (2016). Atikokan at the Crossroads: A Community Strategic Decision. *Journal of Case Research and Inquiry*, 53-82. (Online access: http://jcri.org/JCRI_VOLUME_2_DEC_23_2016.pdf).
- Chaigneau, P.** (forthcoming). Managerial compensation and firm value in the presence of socially responsible investors. *Journal of Business Ethics*.
- Chaigneau, P.** & Sahuguet, N. (forthcoming). The effect of monitoring on CEO compensation in a matching equilibrium. *Journal of Financial and Quantitative Analysis*.
- Dudley, E. & Zhang, N.** (2016). Trust and corporate cash holdings. *Journal of Corporate Finance* 41, 363-387.
- Ivus, O.** (2016). International Mobility of Canadian Inventors and the Canadian Knowledge Economy. *CIGI Papers*, No.1116.
- Kenno, S., McCracken, S. & **Salterio, S.E.** (2017). Financial Reporting Interview-Based Research: A Primer with an Illustrative Example. *Behavioral Research in Accounting* 29(1), 77-102.
- Koch, C. & **Salterio, S. E.** (forthcoming). The Effects of Auditor Affinity for, and Perceived Pressure from, Client Management on their Proposed Audit Adjustments. *The Accounting Review*.
- Kremer, M., Mantin, B. & **Ovchinnikov, A.** (2017). Dynamic Pricing in the Presence of Myopic and Strategic Consumers: Theory and Experiment. *Production and Operations Management*, 26 (1) pp. 116-133.
- Morse, A., **Wang, W., & Wu, S.** (forthcoming). Executive Lawyers: Gatekeepers or Strategic Officers? *Journal of Law and Economics*.
- Robertson, J., & **Barling, J.** (2017). Toward a New Measure of Organizational Environmental Citizenship Behavior. *Journal of Business Research*, 75, 57-66.
- Sephton, P.** (2016). Finite Sample Critical Values of the Generalized KPSS Stationarity Test, *Computational Economics*, 1-12, doi:10.1007/s10614-016-9586-z. (<http://link.springer.com/article/10.1007/s10614-016-9586-z>).
- Thiele, V. & Hellmann, T.** (forthcoming). Partner Uncertainty and the Dynamic Boundary of the Firm, *American Economic Journal: Microeconomics*.
- Zhang, N.** (2016). The effects of anticipated future investments on firm values: evidence from mergers and acquisitions. *Review of Accounting Studies*, 21(2), 516-558.
- Zhang, N.,** Godsell, D. & **Welker, M.** (forthcoming). Earnings management during antidumping investigations in Europe: sample-wide and cross-sectional evidence. *Journal of Accounting Research*.
- Zhang, N.,** Ye, K., & **Welker, M.** (forthcoming). (Un)-intended consequence of mandatory dividend payout: evidence from a natural experiment. *Journal of Accounting, Auditing and Finance*.

CONFERENCES AND PRESENTATIONS

Faculty and Students

- Ahuja, S. (PhD Candidate) & Chan, Y.E.** The Enabling Role of IT in Frugal Innovation. Journal of the Association for Information Systems Theory Development Workshop (JAIS-TDW) at ICIS 2016. Dublin, Ireland, December, 2016.
- Ahuja, S. (PhD Candidate) & Chan, Y.E.** Digital Innovation: A Frugal Ecosystem Perspective. Proceedings of The International Conference on Information Systems. Dublin, Ireland, December, 2016.
- Brykman, K. M. (PhD Candidate) & Hoffart, G.C.** Psychological safety, voice, and constructive controversy: A multiple-mediated model. Poster accepted at the Annual Conference of the Society for Industrial and Organizational Psychology, Orlando, USA, April 2017.
- Carson, A. S.** Say-on-Pay: CEO Compensation, Governance, Morality and Shareholder Democracy. Australasian Business Ethics Network Conference, Brisbane, Australia, December 2016.
- Chaigneau, P.** The Value of Information for Contracting. American Finance Association Annual Meeting (ASSA), Chicago, USA, January 2017.
- Chaigneau, P.** The Value of Performance Signals Under Contracting Constraints. SFS Cavalcade, Nashville, USA, May 2017.

CONFERENCES AND PRESENTATIONS

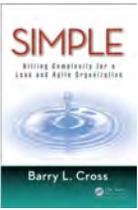
Faculty and Students

- Chan, Y.E. & Sadreddin, A. (PhD Candidate).** Information Technology Infrastructure Measurement. Administrative Sciences Association of Canada (ASAC). Montréal, Canada, May 2017.
- Chang, X., (PhD Candidate) & Raver, J.L.** Emotional Ambivalence and Counterproductive Behavior towards Overachievers, in Raver, J.L. and Bowling, N.A. (Co-Chairs), Person Predictors of Counterproductive Work Behavior: Actor and Target Perspectives. Symposium at the Society for Industrial and Organizational Psychology Annual Conference, Orlando, USA, April 2017.
- Chun, S.Y. & **Ovchinnikov, A.** Strategic Consumers, Revenue Management and the Design of Loyalty Programs. INSEAD, Fontainebleau, France, September 2016. Frankfurt School of Banking and Finance, Frankfurt, Germany, September 2016. INFORMS Annual Conference, Nashville, USA, November 2016.
- Daoust, L.** Audit Recruitment Emptiness: The Perspective of Undergraduate Students. Emerging Scholars Colloquium – Critical Perspectives on Accounting Conference, Québec, Canada, 2017.
- Detomasi, D.** Varieties of Capitalism and Oil Security: New Ideas and Directions. Annual Conference of the International Studies Association, Baltimore, USA, 2017.
- Devine, P., **Hahn, T.A. (PhD Candidate), Murphy, P., & Wynes, M. (PhD Candidate).** Why are People Honest? Internal and External Motivations to Report Honestly. American Accounting Association Forensic Accounting Section Meeting, Orlando, USA, February 2017.
- Dixon, J. (PhD Candidate) & Brohman, K.** Seizing the Future: Enabling Digital Business Innovation through Digital Awareness. Administrative Sciences Association of Canada Conference, Montréal, Canada, May 2017. (Awarded Best Paper, Information Systems Division.)
- Khan, A. (PhD Candidate).** A review of the role of narratives in serious games. Administrative Sciences Association Conference, Montréal, Canada, May 2017.
- Ivus, O., Park, W., & Saggi, K.** Patent Protection and the Composition of Multinational Activity: Evidence from U.S. Multinational Firms. Keio University, Tokyo, Japan, November 2016. Asia Pacific Innovation Conference (APIC), Fukuoka, Japan, November 2016.
- Ivus, O., Lai, E., & Sichelman, T.** An Economic Model of Patent Exhaustion. George Mason University School of Law, Center for the Protection of Intellectual Property, Fairfax County, USA, January 2017.
- Kirshner, S. & **Ovchinnikov, A.** Heterogeneity of Reference Points in the Competitive Newsvendor Problem. Cambridge Judge Business School, Cambridge, UK, March 2017.
- Litrico, J.B.** The Québec collective kitchens: Balancing inclusiveness and distinctiveness. Annual Meeting of the Japanese Association of Canadian Studies, Tokyo, Japan, September 2016.
- Litrico, J.B.** Immigrating to Canada as a professional worker (keynote presentation). Annual Canadian Studies Seminar, Kwansei Gakuin University, Japan, November 2016.
- Maerz, A. (PhD Candidate), & Spitzmuller, M.** Recipient personality and reactions to reactive and proactive help. Poster presentation at the 32nd Annual Conference of the Society for Industrial and Organizational Psychology, Orlando, USA, April 2017.
- Murphy, P. & Wynes, M. (PhD Candidate).** “Say You’re Sorry”: Does Mother’s Advice Apply to Fraud? American Accounting Association Forensic Accounting Section Meeting, Orlando, USA, February 2017.
- Neave, E.** An Information Processing Interpretation of Financial Market Price Adjustments. World Finance Conference, Sardinia, Italy, July 2017.
- Ovchinnikov, A.** Conference leadership: Session chair, INFORMS Annual Conference, Nashville, USA, November 2016.
- Salterio, S.E.** Towards More Effective Stakeholder Reporting: The Role of the Annual Report. Invited Speaker and Session organizer, - 2017 Ontario Not for Profit Finance Leadership Conference. Toronto, Canada, December 2016.
- Sartor, M.A.** Host market corruption and multinational enterprise strategy. European International Business Academy Annual Conference. Vienna, Austria, December 2016.
- Soltani-koopa, M. (PhD Candidate), Levin, Y., Nediak, M., & Ovchinnikov, A.** Trade Credit And Lifetime Value Of A Newsvendor Buyer. INFORMS Annual Meeting 2016, Nashville, USA, November 2016.
- Spitzmuller, M., Gielnik, M.M., Maerz, A. (PhD Candidate), & Sleesman, D. J.** There is no ‘I’ in TEAM, and that can be a problem. Towards a Theory of Multilevel Performance Feedback Loops in Teams. 77th Annual Meeting of the Academy of Management, Atlanta, USA, August 2017.
- Thiele, V.** Fostering Entrepreneurship: Promoting Founding or Funding? Conference on Macroeconomics of Entrepreneurship, Montréal, Canada, October 2016.
- Tong, J., Ma, S. & **Wang, W.** Selling Innovation in Bankruptcy. Midwest Finance Conference, Chicago, USA, March 2017.
- Trivisonno, M. (PhD Candidate), & Barling, J.** Igniting the passion for leadership: A dualistic model for scale development and testing. European Association of Work and Organizational Psychology, Dublin, Ireland, May 2017.
- Weatherhead, J. (PhD Candidate), Cloutier, A. (PhD Candidate), Carleton, E., & Barling, J.** Testing mediators of the negative effects of passive leadership on mental health and work attitudes. European Association of Work and Organizational Psychology. Dublin, Ireland, May 2017.

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Aikman, J. (in press). *U.S. and international alternative investment funds*. The American Bar Association Press.

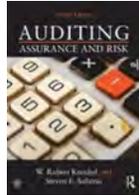
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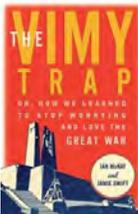
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Salterio, S. E. & Gondowijoyo, P.M., (PhD Candidate) (forthcoming). ‘Moving beyond the lab’: *Building on Experimental Accounting Researchers' Core Competencies to Expand Methodological Diversity in Accounting Research*. In Libby, T. and L. Thorne (Eds.), *The Routledge Companion to Behavioural Research in Accounting*. Routledge.

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New Databases at Smith

RavenPack News Analytics and Thomson Reuters DealScan

We are pleased to announce the acquisition of two new databases, **RavenPack News Analytics** and **Thomson Reuters DealScan**.

RavenPack News Analytics (Dow Jones and PR Editions) was a joint purchase by **Mohamed Al Guindy** (Canadian Foundation for Governance Research Grant) and **Ryan Riordan** (Monieson Centre Collaborative Research Grants).

Thomson Reuters DealScan was generously funded by **Lynnette Purda** with support from **Evan Dudley**, **Wei Wang** and the Research Program.

To access the databases, please go to: <https://wrds-web.wharton.upenn.edu/>

RavenPack News Analytics (Dow Jones and PR Editions)
(access until 30-JAN-2018)

Dow Jones Edition analyzes relevant information from Dow Jones Newswires, regional editions of the Wall Street Journal, Barron's and MarketWatch. With more than 5,000 employees around the world, including more than 2,000 journalists in 58 countries, Dow Jones publishes the world's best business and financial news.

PR Edition analyzes news and information from the leading global media organizations. More than 100,000 press releases and regulatory disclosures are processed on a daily basis from a variety of newswires and press release distribution networks, including exclusive content from PRNewswire, Canadian News Wire, LSE Regulatory News Service, and others.

Thomson Reuters DealScan
(access until 30-JAN-2018)

Historical information on the terms and conditions of deals in the global commercial loan market. Provides access to Thomson Reuters LPC's database of detailed terms and conditions on over 200,000 loan transactions, which finance M&A activity, working capital needs, and other general corporate purposes for loan participants worldwide. DealScan sources include regulatory filings, bank submissions, and journalist contributions.

GREB Factsheet 2017

The information provided in this factsheet will help make your GREB experience a little easier.

<http://www.queensu.ca/urs/ethics/general-research-ethics-board-greb/>

1. GREB Application Forms

New GREB Application Forms (available when you log in to TRAQ)

- General Research Ethics Board (GREB) Standard Application Form
- GREB Multi-Jurisdictional Research Application Form
- GREB Instructor Course-Based Research Assignment Application Form
- GREB Secondary Use of Data Application Form for Data Sets Initially Collected with an Associated Ethics Clearance and for Publicly Available Anonymous Data (Available January 30, 2017)

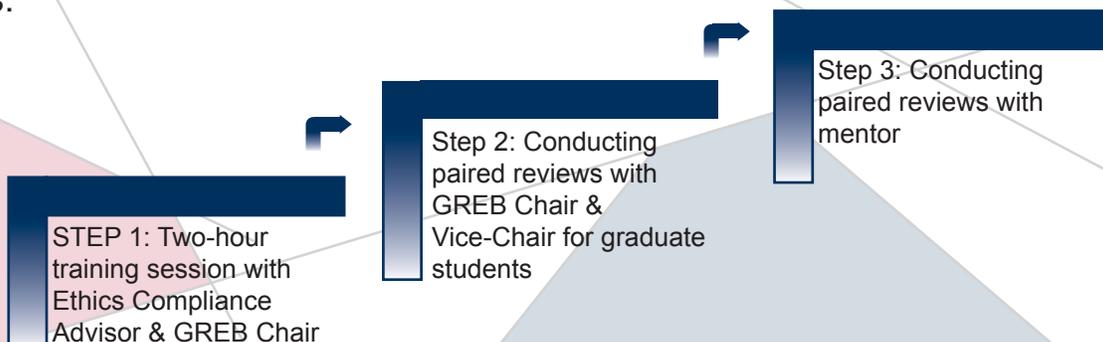


2. GREB Standard Operating Procedures & Policies

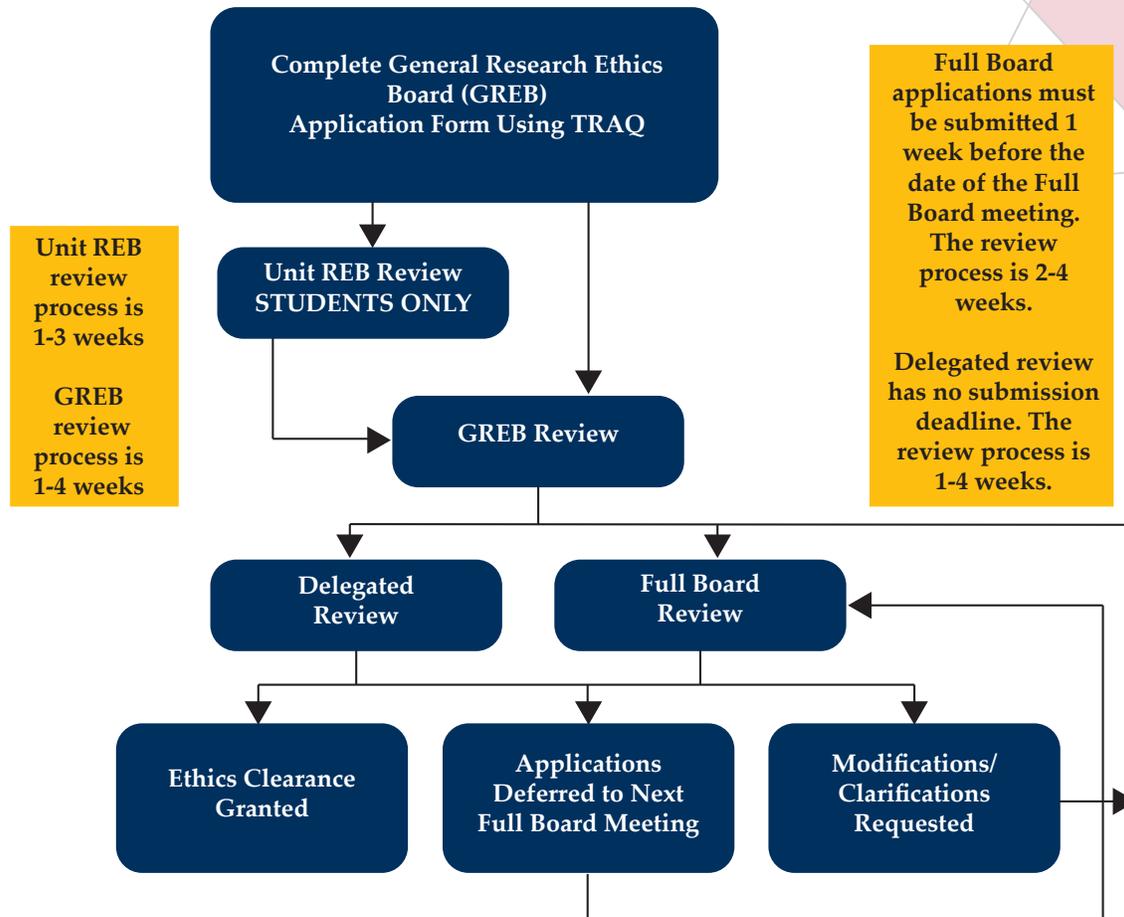
- GREB has developed new **Standard Operating Procedures (SOPs)**



- GREB has revised the training process for GREB reviewers – it is now a three-step process:



3. New GREB Review Process Flow Chart & Redesigned Website



4. NEW GREB Guidance Documents

- Letter of Information and Consent Form Checklist (Coming Soon!)
- Letter of Information and Consent Form Guidance Document
- Combined Letters of Information/Consent Form Examples
- Encryption and Data Security Guidelines
- Incentive Guidelines for Human Participant Research
- Online Survey Research and Fraudulent Compensation Claims Guidelines
- Duty to Report Child Abuse and Neglect Guidelines
- GREB Secondary Use of Data Guidelines for Data Sets Initially Collected with an Associated Research Ethics Clearance and for Publicly Available Anonymous Data (Available January 30, 2017)
- Guidance for Completing and Reviewing the NEW Standard GREB Application Form for Researchers and GREB Reviewers (Coming Soon!)

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