Inaugural Smith Research Chairs Announced

Smith School of Business has announced the recipients of the inaugural Smith Chairs, awarded to recognize excellence in research at Smith. The first faculty recipients are focused on strategy and organizational behaviour, analytics, and accounting and auditing.

Dean David Saunders formally named professors Tina Dacin, Yuri Levin and Steve Salterio as the first Smith Chairs during a ceremony at Queen’s Homecoming on October 15 (shown here with Stephen Smith).

The Stephen J.R. Smith Chairs were established to recognize and financially support high quality research at Smith School of Business. These prestigious positions are named for Stephen J.R. Smith and will be funded by the endowment income from a $50-million gift made by the Queen’s alumnus in 2015 – the largest gift ever made to a Canadian business school.

“Funding that supports outstanding research is an important tool to attract and retain the best faculty globally,” said David Saunders, Dean of the Smith School of Business.

“Stephen Smith’s generous gift enables us to recognize our top faculty and continue to recruit the best in the world.”

Additional Smith Chairs, including external appointments, will be named in the future as the endowment fund grows. Two-thirds of Stephen Smith’s $50-million gift was allocated to support faculty research and teaching and one-third to fund student scholarships.

The new Chairs, by area, are:

- **Tina Dacin**, Stephen J.R. Smith Chair of Strategy and Organizational Behaviour
- **Yuri Levin**, Stephen J.R. Smith Chair of Analytics
- **Steven Salterio**, Stephen J.R. Smith Chair of Accounting and Auditing.

**Tina Dacin** is the Stephen J.R. Smith Chair of Strategy and Organizational Behaviour. She is also the Director of Smith’s Centre for Social Impact. Her research interests include cultural heritage and traditions, social innovation and entrepreneurship, and strategic alliances. She teaches leadership, social innovation, change and strategy in Smith’s undergraduate, graduate and executive education programs.

**Yuri Levin** is the Stephen J.R. Smith Chair of Analytics. He is also the inaugural Director of Queen’s Master of Management Analytics program, and the inaugural Director of Smith’s Scotia-bank Centre for Customer Analytics. Yuri has developed innovative approaches and published widely in the general area of revenue management and dynamic pricing. He teaches analytical decision-making, strategic analytics, and pricing analytics in Queen’s MBA, Master of Management Analytics, and executive education programs.

**Steven Salterio** is the Stephen J.R. Smith Chair of Accounting and Auditing. He is also the Director of the CPA Centre for Governance at Smith. His research investigates auditor-client negotiation, auditor decision-making, corporate governance and performance measurement. He teaches in Smith’s undergraduate and graduate programs.
CSIOP is proud to announce that the 2016 recipient of the Distinguished Contribution to Canadian I/O Psychology Award is Professor Julian Barling.

Dr Barling is senior editor of the Handbook of Organizational Behavior, which appeared in 2008. In addition, he is the author/editor of well over 125 research articles and book chapters. He was the editor of the American Psychological Association's Journal of Occupational Health Psychology from 2000-2005. He has served on several editorial boards (Journal of Applied Psychology, Journal of Organizational Behavior, Leadership and Organizational Development Journal, and Stress Medicine). He was formerly chair of the American Psychological Association's Task Force on Workplace Violence. From 1989-1991, Dr Barling was the chairperson of the Advisory Council on Occupational Health and Safety to the Ontario Minister of Labour. In 2001, he received the National Post's "Leaders in Business Education" award. In 2002, he was elected as a Fellow of the Royal Society of Canada, and was named as one of Queen's University's Queen's Research Chairs. In 2008, Dr Barling was elected as a Fellow of the international Society of Industrial and Organizational Psychology, the European Academy of Occupational Health Psychology. He also received Queen's University's Award for Excellence in Graduate Supervision. In 2009, he was elected as a fellow of the Association for Psychological Science (APS). In 2012, he was elected as a Fellow of the Canadian Psychological Society, and was named the Borden Chair of Leadership at the Queen's School of Business. Dr Barling has worked with numerous different organizations on leadership development.

Julian Barling is the Borden Professor of Leadership in the Smith School of Business. He is the author of several books, including Employment, stress and family functioning (1990, Wiley & Sons), The union and its members: A psychological approach (with Clive Fullagar and Kevin Kelloway, 1992, Oxford University Press), and Changing employment relations: Behavioral and social perspectives (with Lois Tetrick, 1995, American Psychological Association), and Young workers (with Kevin Kelloway, 1999, American Psychological Association). He co-edited The psychology of workplace safety (2004; American Psychological Association), the Handbook of Work Stress (2005; Sage Publications), and the Handbook of Workplace Violence (2006; Sage Publications).

Renewed and New Named Chairs, Professorships & Fellowships

New positions:
Barry Cross – Distinguished Faculty Fellow of Operations Management & Technology
Olena Ivus – Distinguished Faculty Fellow of Business Economics
Steven Salterio – Distinguished Chair of Accounting
Matthias Spitzmuller – Distinguished Faculty Fellow of Organizational Behaviour
Jane Webster – E. Marie Shantz Chair of Management Information Systems
Mike Welker – Distinguished Professor of Accounting
Ning Zhang – Distinguished Faculty Fellow of Accounting

Renewed positions:
Tina Dacin – E. Marie Shantz Chair of Strategy & Organizational Behaviour
Ceren Kolsarici – Ian R. Friendly Fellow of Marketing
Veikko Thiele – Distinguished Faculty Fellow of Business Economics

Renewed and New Named Chairs, Professorships & Fellowships

Julian Barling - Career Award
Meet Our New Colleagues: Archer, Rocker, Calligrapher, Oh My!

We are delighted to welcome the following faculty members who joined the ranks of Smith School of Business in the summer of 2016. They tell us a bit about themselves.

SHAMEL ADDAS — Assistant Professor, Information Systems

EDUCATION:
PhD in Management from Desautels Faculty of Management, McGill University; MBA from John Molson School of Business, Concordia University

PREVIOUS APPOINTMENT:
Assistant Professor of Management, IESEG School of Management

WHAT I’M WORKING ON:
My research centres on the intended and unintended consequences of Information Systems (IS) use on individuals and groups. I’m particularly interested in the “dark side” of IS as reflected in the impact of IS-mediated interruptions on cognitive load and work-related performance. I’m involved in several projects that examine the positive and negative impact of IS-mediated interruptions on individuals at work as well as the ripple effects of these interruptions on groups. A second research area in which I’m involved is healthcare information systems and how they influence patient-related processes and outcomes and especially patients’ quality of care.

LITTLE KNOWN FACT:
I’m a big fan of scuba diving. Some of my fondest memories involve exploring the fascinating world under the Red Sea. I also love doing simple family activities on the weekends.

PIERRE CHAIGNEAU — Assistant Professor, Finance

EDUCATION:
PhD in Finance from London School of Economics; DEA du Delta (Master of research in Economics) from Ecole Normale Supérieure; Grande école program (Master of Science in Management from HEC Paris)

PREVIOUS APPOINTMENT:
Associate Professor of Finance, HEC Montréal

WHAT I’M WORKING ON:
My research focuses on the use of information for the optimal design of mechanisms in corporate finance. This has applications for executive compensation and the use of performance-related information in incentive contracts. This can help explain the type of information used in compensation contracts, but also their structure and the horizon of performance evaluation. I studied more specifically the regulation of bank CEOs compensation, severance payments for American CEOs, and executive compensation in the presence of socially responsible investors. I also worked on the optimality and design of bank stress tests to foster financial stability.

LITTLE KNOWN FACT:
I’ve lived in Paris, Brussels, London, and Montreal, and spend all my summer vacations in Corsica. I also used to be a drummer in a rock band called Antisceptic.

PAVLO KALYTA — Assistant Professor, Accounting and Sustainability

EDUCATION:
PhD in Accounting and MBA from John Molson School of Business, Concordia University; B.Com. from KNTEU, Ukraine

PREVIOUS APPOINTMENT:
Assistant Professor at Desautels Faculty of Management, McGill University; Lecturer at Telfer School of Management, University of Ottawa

WHAT I’M WORKING ON:
My current program of research examines the accountability of industrial corporations to indigenous populations of the Canadian Arctic and the conflict of interests between corporate objectives, environmental sustainability, economic well-being, and the traditional lifestyle of Inuit communities. I am specifically interested in how accounting information and sustainability reporting are used to justify the exploitation of natural and human resources in the Arctic.

LITTLE KNOWN FACT:
If you had lived in Ukraine at the end of the 1990s, you would have probably heard my voice. I was a morning host at Nashe Radio, Ukraine’s most popular radio station at the time.

SUMIT KUNNUMKAL — Associate Professor, Operations Management

EDUCATION:
PhD in Operations Research Cornell University; M.Sc. in Transportation from Massachusetts Institute of Technology

PREVIOUS APPOINTMENT:
Associate Professor at Indian School of Business; Visiting Scholar at Universitat Pompeu Fabra and Singapore University of Technology and Design

WHAT I’M WORKING ON:
My research on revenue management and pricing looks at how firms make their pricing and capacity decisions in order to optimize revenues. This has applications to airlines, display advertising, hotels, and retailers where firms have to manage perishable capacity in the face of uncertain customer demand. One focus of my research is on methods that scale well with the size of the problem. Recently, I’ve also been looking at incorporating consumer choice models into the revenue management and pricing problems to capture the effect of the assortment offered on the purchasing decisions of the customers.

LITTLE KNOWN FACT:
I enjoy playing soccer and am a big fan of Arsenal FC.

GUANG LI — Assistant Professor, Management Science

EDUCATION:
PhD in Operations Management from University of Southern California; M.Eng. in Materials Science and Engineering from Massachusetts Institute of Technology; M.Sc. in Advanced Materials for Micro- and Nano Systems from National University of Singapore

WHAT I’M WORKING ON:
I’m interested in modeling customer choice behaviour and seeking solutions to operations management problems. Currently, I’m exploring how passengers make choices in a public transit scenario using actual transaction data, and investigating the implications of passenger choice on a company’s operational decisions. I’m also working on topics at the interface of operations management with other fields such as marketing and accounting. For example, I model how the current tax laws impact firms’ operational decisions and evaluate the benefits of integrated operational and tax planning.

LITTLE KNOWN FACT:
I love cuisine, enjoy traveling and experiencing new things, and dabble in recreational archery. I’m looking forward to learning curling.
The already rich research ecosystem at Smith just got a whole lot richer.

A new Collaborative Research Grant program, sponsored by The Monieson Centre, is aimed at deepening research intensity at the school. Each grant will enable self-identified research groups to accelerate the publication of their studies in top-tier academic journals and give Smith students high-quality research training and publication opportunities. Approximately $250,000 will be dispersed each year, though the size of individual grants will vary.

The groups may be made up of researchers from within Smith, other faculties at Queen’s, or collaborators from other universities, but the lead researcher must be a Smith scholar. And while grants are open to all areas of research within Smith, the successful applications will be those that have great potential not only in academic terms but also in practical terms. How will the fruits of the research shape our thinking about business issues of contemporary importance? This is certainly in keeping with the enduring passion that guided Prof. Danny Monieson’s scholarship. Many of Prof. Monieson’s writings related in one way or another to the idea of usable knowledge – research that advances our thinking about business practice.

The research theme for Jean-Baptiste Litrico and Matthias Spitzmuller is “crowds and organizations.” They’re focusing on the interactive creation of meaning and organizational purpose between organizations and their audiences: How do organizations influence or manage the process of audience formation? How do they develop a shared sense of purpose in interaction with multiple audiences in society?

And Julian Barling, Nick Turner, and Julie Weatherhead are looking at how growing up in poverty may influence later leadership, such as who becomes a leader and what types of leadership behaviours they exhibit. The potential implications are significant. Can we enhance the motivation to lead among late adolescents reared in poverty? Can we reduce implicit negative stereotypes and biases held by leadership selection committees that disadvantage lower SES applicants?
Journal Leadership

Smith faculty and alumni are finding themselves atop the mastheads of leading journals.

Mike Welker, professor/Distinguished Professor of Accounting, will take the reins of Contemporary Accounting Research in May 2017. Mike has plenty of experience in editorial service: from 2011 to 2014, he was editor of the Journal of International Accounting Research and has served as an editor at CAR and on the editorial board of The Accounting Review.

CAR is listed as one of the 50 journals used by the Financial Times to compile its ranking of business school research. “It’s known for its breadth and diversity,” says Mike. “It welcomes papers examining any topical area in accounting using any method. My plan is to continue to respect this long-standing tradition for the journal.”

Nick Turner, a professor at Haskayne School of Business and a Smith alum (BCom, 1996 and MSc in management, 1998), looks forward to his stint as editor of Human Relations beginning in January 2017. Founded in 1947, Human Relations has a made a name for itself as a home for cross-disciplinary research concerning “social relationships at and around work”; it’s also on the Financial Times’s list of the top 50 academic business journals.

Nick says the journal’s editorial team has three priorities for the coming period: One, to ensure it remains a place for high-quality research that reflects “interdisciplinary curiosity.” Two, to find ever more effective ways to get the journal into “the hands and minds of interested readers.” And three, to nurture and showcase authors, reviewers, editorial team, and editorial board members.

Eileen Fischer is a little more than halfway through her term as co-editor (with three colleagues) of the Journal of Consumer Research (also on the Financial Times Top 50). Eileen, who graduated from the PhD program at Smith, is a professor of marketing, Anne & Max Tanenbaum Chair in Entrepreneurship and Family Enterprise, and director of the PhD program at Schulich School of Business.

Eileen and her co-editors have maintained the journal’s focus while trying to include “more interdisciplinary work which has always been part of the journal’s mandate.”

Their newest initiative is a series of tutorials that provide valuable how-to information — on conceptual and methodological aspects of research — for potential authors.

Her editorial team’s term is up in December 2017.

Don’t Be Shy! Ask the Editors

Make sure your calendar for Friday, Nov. 18 includes the “Ask the Editors” panel session for faculty and PhD/MSc students. The panel will focus on the key success factors and strategies that contribute to successfully publishing research in top academic journals.

On the panel are: Dr. Alain Verbeke, editor-in-chief of the Journal of International Business Studies; Julian Barling, former editor of the Journal of Occupational Health Psychology; Steve Salterio, senior editor elect of Behavioral Research in Accounting and former editor-in-chief of Contemporary Accounting Research; and Michael Welker, incoming editor-in-chief of Contemporary Accounting Research and past editor-in-chief of the Journal of International Accounting Research.

When: Nov. 18 from 2:30 p.m. to 3:50 p.m.
Where: Room 100

For more information, contact Amy Marshall at marshall@queensu.ca.
Seeding Fresh Ideas

Supported by new SSHRC funding, these Smith School of Business faculty researchers have big plans. Here’s what they’ll be exploring

INSIGHT GRANTS

PI: Ceren Kolsarici
Collaborator: Prasad Naik (University of California, Davis)
Topic: Optimal Allocation of Advertising Resources in Multiproduct Firms. This research seeks to develop a complex framework to determine the optimal advertising budget for a multiproduct firm at the category-brand-media level; understand the effectiveness of online and offline media at different stages of the customer journey from the moment of first contact with a brand to the ultimate purchase decision (known as the conversion funnel); and investigate the spillovers between the upper and the lower end of the funnel. “Although each of these research areas has been subject to previous investigation, no attempt has thus far been made to consider the resource allocation problem from an integrative perspective, using a multiproduct, and multi-category, multi-media, hierarchical approach.”
Approach: A comprehensive database will be built by merging data from different sources. It will track a wide range of brand performance, marketing strategy, and control variables.

PI: Veikko Thiele
Collaborator: Thomas Hellmann
Topic: The Economic Role of Angel Investors: Theory and Evidence. Very little is known about angel investing, largely because, until recently, there was almost no access to appropriate data. In recent years, however, several data providers have started to collect systematic data on angels and their companies, enabling for the first time a rigorous empirical research agenda. This project considers where angels come from, how much they invest, and what types of securities they use. Does it matter if an angel investor has deep or shallow pockets (defined as how much more money an angel is able to invest after the initial investment)? In terms of financial instruments, what is the benefit of using convertible notes, now the most common security for angel investments at the seed stage?
Approach: Analysis of several publicly available and commercial databases.

INSIGHT DEVELOPMENT GRANTS

Co-investigators: Jacob Brower, Monica LaBarge
Topic: Using Loyalty Programs to Influence Voluntary Behaviour. The researchers are studying how incentives, in the form of reward points redeemable through loyalty programs, change behaviour; how long the behavioural change produced by incentive programs actually lasts; and the underlying factors that affect how receptive people are to incentive programs and that relate to behaviour change. “To date, there is no evidence of a prior systematic, empirical investigation of how loyalty programs might work to encourage pro-social behaviour change, despite the increase in the prevalence of such programs in real-world marketing practice.”
Approach: Longitudinal field study using a panel of actual consumers who seek to earn points for performing pro-social behaviours. The research partner, a national digital points provider, will deploy initiatives designed to encourage pro-social behaviour among adoptees of its digital application.

Co-investigators: Paul Calluzzo, Evan Dudley
Topic: Who Coordinates Shareholder Votes? The Role of Proxy Advisors in Corporate Governance. Proxy advisory firms provide informed voting recommendations to institutional investors who may not have internal resources to conduct their own governance research. Because these advisors make recommendations on behalf on many institutions, they enjoy economies of scale and are highly influential. The researchers intend to build a model that illustrates the role proxy advisors play and empirically measure their effect on a firm’s governance and value. The findings will be particularly relevant to those responsible for regulatory oversight of proxy advisors.
Approach: Statistical analysis of COMPUSTAT, RiskMetrics/ISS Voting Analytics (which contains extension information on proxy votes reported to the Securities and Exchange Commission), and Thomson Reuters databases.

PI: Anthony Goerzen
Collaborator: Michael Sartor
Topic: Global Supply Chain Management Practice—Environmental and Social Sustainability. In the era of globalized outsourcing, even well-meaning organizations can find themselves exposed to managerial misconduct along their supply chain and be held accountable for suppliers’ mistreatment of workers or abuse of the environment. How can multinational corporations (MNC) align their economic goals with their social and environmental goals? “Our intent is to develop management tools that assist MNC managers to create greater supply chain transparency, to make interested non-governmental organizations more focused and capable critics, and to provide avenues for public policy improvement as it relates to regulation of domestic and foreign MNCs.”
Approach: Analysis of business databases, pilot testing of survey instrument with international collaborators, and development of a database of supply chain management practices of Canadian MNCs.
PI: Yu Hou  
Co-investigator: Feng Chen (University of Toronto)  
Topic: Audit Office Switches and Opinion Shopping.  
Opinion shopping refers to companies seeking other auditors with a friendlier attitude when incumbent auditors are likely to issue unfavourable opinions. Regulators are concerned about the possibility of opinion shopping but are their concerns justified? This project investigates audit office switches within the same audit firms (such as when a company switches from the Toronto office of one audit firm to the Montreal office of the same firm). Such switches are not subject to stringent regulatory scrutiny. The researchers hope to present the first empirical evidence showing whether audit clients successfully engage in opinion shopping by switching audit offices, and the extent of opinion shopping that’s influenced by client and audit firm characteristics.  
Approach: The sample will be constructed from multiple databases as well as a large amount of hand-collected information. A classic “what if” analysis will be implemented to analyze client companies’ incentives to switch audit offices.  
PI: Fabio Moneta  
Collaborators: Paul Calluzzo, Selim Topaloglu  
Topic: Institutional Trading and Anomalies. In the stock market world, there are many anomalies that cannot be explained by traditional asset-pricing models. This study will document whether institutional investors — those who are considered to be sophisticated — engage in trading strategies that exploit these anomalies, who these investors are (such as hedge funds), and whether they are successful in generating higher returns. “We will also investigate whether these trading strategies change over time, particularly around publication of academic research related to anomalies.” In addition to furthering knowledge about market efficiency and hedge fund behaviour, “this is the first analysis of whether institutional investors learn from academic research by adopting trading strategies based on published findings.”  
Approach: A set of 14 well-documented anomalies will form the basis of the study. Databases of trading information will be analyzed to measure changes in institutional trading activity and anomaly profits around the publication date of academic research.  
This workshop will be held at on Ryerson University’s campus, Toronto, March 31-April 1, 2017.
Yolande Chan has been appointed as a Fellow of Cambridge Digital Innovation at Cambridge University. It is a knowledge hub for innovation and digital transformation. It brings together leaders in digital innovation.
Louis Gagnon and Lynnette Purda have become joint Presidents of the Northern Finance Association, effective September 18, 2016. They were previously joint Vice Presidents and Conference Co-Chairs for the NFA meetings held September 16 to 18 in Mont Tremblant.
Olena Ivus is a Senior Fellow at the Centre for International Governance Innovation (CIGI) for 2016-2017.
Michael Sartor is the winner of the International Business Division’s Best Paper Award (2016) at the Administrative Sciences Association of Canada Annual Conference (Edmonton, Canada). He is also a finalist for the Best Paper Award in Emerging Economics Research Award (2016) at the Academy of International Business Annual Meeting (New Orleans, USA). Michael’s doctoral dissertation, Essays on the Relationship between Foreign Market Corruption and Multinational Enterprise Strategy, has been selected as one of the four finalists for the Gunnar Hedlund Award, a bi-annual award administered by the Stockholm School of Economics (https://www.hhs.se/en/Outreach/sse-gunnar-hedlund-award/). Twenty-six dissertation applications were submitted for consideration. The winner will be announced in Vienna at the European International Business Academy’s (EIBA) Annual Meeting during early December.
Centres of Action

Scotiabank Centre for Customer Analytics

This new centre, founded in February, has hit the ground running.

Its first International Innovation in Analytics Challenge attracted some 50 teams (roughly 300 students) from Smith as well as Canadian and U.S.-based schools. Launched in September at a live-streamed event from the Scotiabank Centre in Toronto, the Challenge requires teams to select a business problem from one of seven participating companies: Scotiabank, Bank of Montreal, Royal Bank of Canada, TD Bank, Loblaw, Canadian Tire, and Spirit of Math. Each company is providing funding, a dataset relating to its challenge, and mentors to help the student teams craft solutions. Seven finalists will be selected for the final round at the Scotiabank Centre, with the winning team taking home the $20,000 prize. Given the success of the Challenge so far, it likely will turn into an annual event.

The centre is also staging quarterly half-day community seminars led by a scholar and industry leader.

And it’s ramping up to stage a major international conference in 2017. The conference will be an opportunity for companies, governments, and not-for-profit organizations to interact with academics and discuss the evolving world of analytics and its many practical applications.

Centre for Social Impact

This active centre continues to make in-roads and strike partnerships in areas such as social enterprise, Indigenous youth, and social finance, while continuing to run its popular certificate program.

In social enterprise, the CSI’s annual two-day Social Impact Summit, held in mid-October, attracted some 200 Smith undergraduate and graduate students. They got the chance to learn about the challenges and opportunities in social enterprises from businesspeople and entrepreneurs such as Walt Macnee, vice-chairman of Mastercard and Jacqueline Prehogan, founder of Canada Pooch (as well as Jim Cuddy from the band Blue Rodeo). The students also honed their skills at a number of workshops.

In the Indigenous space, the CSI received significant funding from Suncor to conduct research into Indigenous youth and social entrepreneurship. The centre has already conducted a case study on the 4Rs movement, with more research output on the way.

And in social finance, the CSI ran its first Social Finance Academy in September (with assistance from Scotiabank, AFOA Canada, Research Money, and the Responsible Investment Association). The Academy, which ran over three days in Toronto, taught 33 people the ins and outs of impact funds, green bonds, and how to incorporate social finance tools within organizations. Given that there was a waiting list, the CSI is excited about the Academy’s future. Plans are underway to stage it in Calgary and Vancouver, both hotbeds for social innovation.

The Ultimate Doctoral Elevator Speech

Smith students take a run at the 3MT competition and come out winners

So you’ve spent years designing a research study, doing the field work, crunching the numbers, and panning for gold in the data. Now you’re finally ready to distill all that labour into a tidy three-minute presentation in competition with bright lights just like you.

For Smith PhD student Mohamed Al Guindy, who competed in Queen’s latest Three Minute Thesis (3MT) event in March, the challenge brings many dividends.

3MT participants (PhD and Masters students from across the university) had three minutes and one static slide to wow the audience and judges — including Principal Daniel Woolf and Provost Alan Harrison — with their research.

Representing the Smith School of Business, Al Guindy impressed the audience and judges with his presentation, “50 Shades of Blue”, about the role of social media in financial markets. A big crowd pleaser, his presentation won the People’s Choice Award at the Queen’s finale.

“One way to do well in this competition is to connect with the audience, to make them feel included,” he says. “In a way, you’re not delivering three minutes of content. You’re creating an experience for the audience.”

Al Guindy was well primed for the competition, having won the 3MT staged by Smith last September, the school’s first. Some 20 post-comp PhD students participated in two “heats” and one final round, which was attended by all PhD students and many faculty members. Joining Al Guindy on the podium were Derin Kent in second place, Kyle Brykman in third, and Julie Weatherhead in fourth. The winner’s prize: $1,000 earmarked for research.

Al Guindy’s advice to other students interested in participating in a 3MT event? “The way to approach this is not to think about it as summarizing your research but rather as a way to create a sense of a story and making an appealing case for people to see why this matters and why you were right to spend years on it. And perhaps, why others should spend time not only listening to it but also learning about it.”

He says it is an excellent way to hone communication skills and zero in on the wider implications of the research without using jargon. “This is especially important for grant applications where you have to precisely communicate your research to an intelligent but perhaps not specialized audience.”

Winners of the Smith School of Business Fall 2016 3MT:

First place: Mohamed Al Guindy
Second place: Xiaoxi Chang
Third place: Kimberley Mosher
Fourth place: Laurence Daoust

Presentations from the final round of the Queen’s 3MT can be viewed online: http://www.queensu.ca/3mt/results
The updated list below details the 50 journals now used by the Financial Times in compiling the FT Research rank, included in the Global MBA, EMBA and Online MBA rankings.

1. Academy of Management Journal
2. Academy of Management Review
3. Accounting, Organizations and Society
4. Administrative Science Quarterly
5. American Economic Review
6. Contemporary Accounting Research
7. Econometrica
8. Entrepreneurship Theory and Practice
9. Harvard Business Review
10. Human Relations
11. Human Resource Management
12. Information Systems Research
13. Journal of Accounting and Economics
14. Journal of Accounting Research
15. Journal of Applied Psychology
16. Journal of Business Ethics
17. Journal of Business Venturing
18. Journal of Consumer Psychology
19. Journal of Consumer Research
20. Journal of Finance
23. Journal of International Business Studies
24. Journal of Management
25. Journal of Management Information Systems
26. Journal of Management Studies
27. Journal of Marketing
28. Journal of Marketing Research
30. Journal of Political Economy
31. Journal of the Academy of Marketing Science
32. Management Science
33. Manufacturing and Service Operations Management
34. Marketing Science
35. MIS Quarterly
36. Operations Research
37. Organization Science
38. Organization Studies
39. Organizational Behavior and Human Decision Processes
40. Production and Operations Management
41. Quarterly Journal of Economics
42. Research Policy
43. Review of Accounting Studies
44. Review of Economic Studies
45. Review of Finance
46. Review of Financial Studies
47. Sloan Management Review
48. Strategic Entrepreneurship Journal
49. Strategic Management Journal
50. The Accounting Review

**PUBLICATIONS**

**Faculty and Students**


**PUBLICATIONS, cont’d**


**CONFERENCES AND PRESENTATIONS**

**Faculty and Students**


Moneta, F. Discussed paper A Model of Anomaly Discovery by Qi Liu, Lei Lu, Bo Sun, and Hongjun Yan. Northern Finance Association Annual Meeting, Mont Tremblant, Quebec, September 2016.


Murphy, P. & Kelly, K. The interactive effects of ethical norms and subordinate recommendations on accounting decisions. 22nd University of Illinois Symposium on Audit Research, University of Illinois at Urbana-Champaign, Illinois, October 2016.


CONFERENCES AND PRESENTATIONS, cont’d


Robitaille, N., Mazar, N. & Tsai, C. Increasing Organ and Tissue Donor Registration, presented at The La Londe Conference in Marketing Communications and Consumer Behavior, La Londe, France, 2015.


Wang, W., Li, B. & Purda, L. Do Bondholders Value Senior Loan Lender Control Rights? Australian National University and University of Hong Kong, 2016.


BOOKS AND BOOK CHAPTERS


