JAMES C. WETHERBE
Richard Schulze Distinguished Professor
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PROFESSIONAL SUMMARY

Ph.D. in Management Information Systems, Organizational Behavior, and Computer Science with over 40 years experience in academia and industry. Experience includes professorial and administrative positions in higher education including the Universities of Minnesota, Memphis, Houston, and Texas Tech; and management positions with computing, energy, and consulting companies. Rated as one of the top 12 consultants and lecturers on MIS by *Information Week,* also ranked as one of the 20 most influential scholars in the field. Co-recipient of the first *MIS Quarterly* Distinguished Scholar Award, author or co-author of 40 books (including multiple editions) and widely published in top journals with over 15,000 citations. Brought in over $15 million in funded research during academic career. Served on the Board of several major corporations including Best Buy, CIBER, Sandia Motorsports. Dayport, Bizideo and SitePro. Honored as Distinguished alumnus of Texas Tech and New Mexico State Universities and in the Hall of Fame of New Mexico State University.

POSITIONS HELD

TEXAS TECH UNIVERSITY Lubbock, Texas	-Richard Schulze Distinguished Professor -Robert Stevenson Chaired Professor of IT -Faculty Advisor Rawls MBA Association -Associate Dean Outreach -Associate Dean for Research -Director, Chief Executive Roundtable -Director and Founder, Institute for Internet Buyer Behavior	2000-Present
UNIVERSITY OF MEMPHIS Memphis, Tennessee	-FedEx Professor of Excellence in IT -Interim Dean -Director and Founder, FedEx Center for Cycle Time Research	1993-2000*
UNIVERSITY OF MINNESOTA Minneapolis, Minnesota	-Professor of Management Information Systems (MIS) 1980-2000* -Director of MIS Research Center -Director and Founder MIS Executive Institute -Director and Founder of Seminar for Systems Analysts	

*Served concurrently on Faculty of

both universities for seven years

Concours Group Houston, Texas	-Research Fellow and Consultant	1994-2000
CSC Index Group Cambridge, Massachusetts	-Research Fellow and Consultant -Director of Research and Managing Consultant (On leave from Minnesota 1988-90)	1988-2000
HOUSTON OIL/TENNECO Houston, Texas	-Director, Planning and Control/CIO (On leave from University of Houston)	1978-1979
UNIVERSITY OF HOUSTON Houston, Texas	-Associate Professor of MIS -Associate Dean Academic Programs -Director Business Computing	1977-1980
IDAHO STATE UNIVERSITY Pocatello, Idaho	-Director, University Computer Services -Assistant Professor of MIS	1974-1977
TEXAS TECH UNIVERSITY Lubbock, Texas	-Director, Research and Educational Computer Services	1973-1974
NCR, Lubbock, Texas Dayton, Ohio	-Marketing Account Manager -Computer Marketing Specialist	1971-1973
NEW MEXICO STATE UNIVERSITY Las Cruces, New Mexico	-Systems Analyst -Production Supervisor -Supervisor, Programming -Programmer	1968-1971
COMPUTING AND SOFTWARE Holloman AFB/White Sands, NM	-Programmer -Data Controller	1967-1968

EDUCATION

PhD	Management Information Systems, Organizational Behavior and Computer Science Management, Texas Tech University--Distinguished Alum 2006	1976
MBA	Management Information Systems, Texas Tech University	1973
BBA	Management/Systems Analysis, New Mexico State University Distinguished Alum 1991 and Hall Fame 2003	1971
AD	Computer Science, New Mexico State University	1970

AWARDS AND RECOGNITION

- *MIS Quarterly*: Co-Recipient of the first Distinguished Scholar Award

- *Information Week* Ranked as Top Twelve MIS Speakers and Consultants

- Ranked 13th most influential researcher in the field of MIS, *Examining Scholarly Influence: A Study in Hirsch Metrics and Social Network Analysis*, Hirotoshi Takeda, Dissertation, Georgia State University 2011

- Two time **Schulze Foundation Award** winner for scholarship in entrepreneurship

- *Entrepreneur and Innovation Exchange (EIX)*: Founding Editor in Chief

- Research Fellow of two think-tanks: CSC Index Group, Cambridge MA and the Concours Group, Houston, TX

- *DATABASE* : Editor

- Society for Information Management: Board of Directors, Conference Chairperson, Publisher and Editor *MIS Quarterly*

- **Prentice Hall**: MIS Series Editor

- Executive Book Summaries: *The World On Time: The 11 Management Principles That Made FedEx an Overnight Sensation*, awarded top 30 book published 1997

- Computing Newsletter: *System Analysis for Computer-Based Information Systems*: Awarded Best Systems Analysis Textbook

- Best Buy, Board of Directors Distinguished Service Award 15 years. During tenure BBY was one of the top ten performing stocks on NYSE and was awarded best managed company by *Forbes*. Chair of Strategic Planning Committee and member of Compensation Committee

- CIBER, Board of Directors, Chair of Compensation, Audit Committee, Nomination Committee

- Board of Directors: Dayport, Sandia Motorsports, Bizideo, and Ilostmyjob.com

- University of Memphis: FedEx Chaired Professor of Excellence in IT, founder of the FedEx Center for Cycle Time Research and *Journal of Cycle Time Research*

- University of Minnesota, Excellence in Teaching and Distinguished Service Award, founder of the MIS Executive Institute and the Seminar for the Systems, Publisher and Editor *MIS Quarterly*

- Texas Tech University: Robert Stevenson Chaired Professor, Distinguished Alum Award 2006, Dean's Advisory Council, Excellence in Teaching Executive MBA Award

- New Mexico State University: Beta Gamma Sigma National Scholastic Honorary Society, Distinguished Alum Award 1991, Hall of Fame Award 2003, Alum Selfless Acts Award 2005, Dean's Advisory Council

BOOKS

- *So, What's Your Point?,* with Bond Wetherbe, Fifth Edition, Mead Publishing, Houston, Texas 2018.

- *Building Brotherhood and Helping Friends Grow: AHP Study Guide,* with John Vawter, Mead Publishing 2017.

- *Hispanic Immigration: Facts versus Fiction,* with Angel Reyes and Brad Ewing, Mead Publishing, Texas 2014.

- *Achieving High Performance Friendship,* with John Vawter, Mead Publishing, Houston, Texas 2012.

- *So, What's Your Point?, with Bond Wetherbe,* Fourth Edition, Mead Publishing, Texas 2012.

- *Information Technology for Management: Transforming Business in the Digital Economy,* with Turban, Leidner and McLean, John Wiley & Sons, Inc., New York, New York, Sixth Edition 2008, Spanish Edition, Bookman 2010.

- *Hispanic Heresy: What is the Impact of America's Largest Population of Immigrants?,* with Angel Reyes and Brad Ewing, Mead Publishing, Houston, Texas 2009.

- *Information Technology for Management: Transforming Organizations in the Digital Economy,* Fifth Edition, with Turban and McLean, John Wiley & Sons, Inc., New York 2006, Chinese Edition 2007.

- *Faith Logic*, Mead Publishing, Houston, Texas 2007.

- *So, What's Your Point?,* Third Edition, with Bond Wetherbe, Mead Publishing, Houston, Texas 2006.

- *Information Technology for Management: Transforming Organizations in the Digital Economy,* Fourth Edition, with Turban and McLean, John Wiley & Sons, New York, 2004.

- *God.online*, Mead Publishing, Houston, 2003.

- *Information Technology for Management: Transforming Business in the Digital Economy,* Third Edition, with Turban and McLean, John Wiley & Sons, Inc., New York 2002.

- *Information Technology for Management: Making Connections for Strategic Advantage,* Second Edition, with Turban and McLean, John Wiley & Sons, Inc., New York, 1999.

- ***The World on Time*: The *11 Management Principles that Made FedEx an Overnight Sensation,*** Knowledge Exchange, Santa Monica, California, Aug 1996. Awarded Top 30 Business Book of 1997.

- ***So, What's Your Point?,*** Second Edition, with Bond Wetherbe, Mead Publishing, Houston, Texas 1996.

- ***Information Technology for Management: Improving Quality and Productivity,*** with Turban and McLean, John Wiley & Sons, Inc., New York, January, 1996.

- ***Systems Analysis and Design: Best Practices,*** with Nick Vitalari, West Publishing, St. Paul, Minnesota, 1994.

- ***Case Studies in Best Practice,*** with Nick Vitalari, West Publishing, St. Paul, Minnesota, 1994.

- ***So, What's Your Point?,*** with Bond Wetherbe, Mead Publishing, Houston, Texas 1993.

- ***Cases in Systems Analysis and Design Specification,*** West Publishing, St. Paul, Minnesota, 1988.

- ***Systems Analysis & Design,*** Third Edition, West Publishing, St. Paul, Minnesota, 1988.

- ***Computer Information Systems for Business,*** with Thomas Dock, West Publishing, St. Paul, Minnesota, 1988.

- ***Readings in Information Systems,*** with Dock and Mandell, West Publishing, St. Paul, Minnesota, 1988.

- ***Proceedings of the Seventh International Conference on Information Systems,*** Editor, San Diego, California, December 15-17, 1986.

- ***Proceedings of the Sixth International Conference on Information Systems,*** Editor, Indianapolis, Indiana, December 16-18, 1985.

- ***Proceedings of the Twenty-First Annual Computer Personnel Research Conference,*** Editor, Minneapolis, Minnesota, May 2-3, 1985.

- ***Management of Information Systems Casebook,*** with Gary Dickson, McGraw-Hill Book Company, New York, 1985.

- ***Management of Information Systems,*** with Gary Dickson, McGraw-Hill Book Company, New York, 1985.

- ***Introduction to COBOL Programming,*** Series Editor with Dennis Galletta, Prentice-Hall, Englewood Cliffs, New Jersey, 1985.

- ***Structured FORTRAN for Business,*** Series Editor with Charles Paddock, Prentice-Hall, Englewood Cliff, New Jersey, 1985.

- ***Structured BASIC for Business,*** Series Editor with Nicholas Vitalari, Prentice-Hall, Englewood Cliffs, New Jersey, 1985.

- ***Cases in Structured Systems Design***, Second Edition, West Publishing, St. Paul, Minnesota, 1984.

- ***Systems Analysis and Design: Traditional, Structured, and Advanced Techniques***, Second Edition, West Publishing, St. Paul, Minnesota, 1984.

- ***Executive's Guide to Computer-Based Information Systems***, Prentice-Hall, New Jersey, 1983.

- ***Systems Analysis for Computer-Based Information Systems***, West Publishing, St. Paul, 1979. Rated best Systems Analysis Text by Computing Newsletter, September 1979.

- ***Cases in Systems Design***, West Publishing, St. Paul, Minnesota, 1979.

SELECTED ARTICLES/INTERVIEWS/PAPERS

- *Entrepreneur Philanthropy: What is the Appropriate Donation for a Named Gift?,* with Derek Dictson and James Hoffman, Entrepreneur Innovation Exchange (EIX.org), April 2021

- *For New Research Insights, Study One Family in Depth,* Family Business.org, with Lori Tribble and Ted Waldron, December 2021

- *Professors and Experts: Would You Like Your Articles to be Read?,* with Cathy Buday, Entrepreneur Innovation Exchange (EIX.org), February 2021

- *Ensure that your Customer Relationships Outlast the Coronavirus,* Harvard Business Review (HBR.org), with Ted Waldron, April 2020

- *Family Business can Help One Another,* Family Business (Family Business.org), reprinted in Entrepreneur and Exchange (EIX.org), with Ted Waldron, April 2020

- *How to Care for your Team During a Crisis,* Entrepreneur and Exchange (EIX.org), with Ted Waldron, March 2020

- *If Practice Make Perfect, Where Do We Stand?* Communications of the Association for Information Systems, with Dennis Galletta, Niels Bjorn-Andersen, Dorothy E. Leidner, M. Lynne Markus, Ephraim R. McLean, and Detmar Straub, August 2019

- *50 Years of Data Base for the Advancement of Information Systems,* The Data Base for the Advancement of Information Systems, vol 50 no 1, February 2019

- *Action Exercises: An Alternative to Traditional Lectures and Exams,* Entrepreneur and Innovation Exchange, April 2018

- *James Wetherbe: How consulting Connects Colleges to the Real World,* Entrepreneur and Innovation Exchange, interview by Jon Eckhardt, August 2018

- *This Professor will get his Day in Court after University Punishes Him for Free Speech,* See Thru EDU, George Leef, March 2018

- *Bashing Tenure as a 'Matter of Public Concern',* Inside Higher Ed, Interview and Featured article by Colleen Flaherty, March 2018.

- *Texas Court Revives Prof's Suit Over Anti-Tenure Speech,* Law360, Jess Krochtengel, March 2018.

- *Can a University Punish a Professor because He Criticizes Tenure?* George Leef, National Review, July 2017.

- *Case Against Tenure,* Inside Higher Ed, Interview and Feature article by Colleen Flaherty, June 2017.

- *Perils of Entrepreneurial Philanthropy in Higher Ed,* Entrepreneur and Innovation Exchange, January 2017, **Schulze Foundation Award**

- *Connecting Business Research to Practice,* with Jon Eckhardt, Entrepreneur and Innovation Exchange, February 2016.

- *FedEx: Obtaining Corporate Funded Research,* Entrepreneur and Innovation Exchange, February 2016.

- *Entrepreneurs Don't Get Tenure: Should Their Professors?* Entrepreneur and Innovation Exchange, September 2015.

- *A Professor Hates Tenure so much that he's making a Federal Case out of It,* Interview and Featured Article by Susan Sviuga, Aprile 2015.

- *Data Analytics: Helping Entrepreneurs Decide Where to Boldly Go,* with Drew Zhang, Entrepreneur and Innovation Exchange, January 2015, **Schulze Foundation Award**

- *Making Business School Research More Relevant,* with Jon Eckhardt, Harvard Business Review HBR.org, December 2014.

- *Delivering the Goods: An Interview with Best Buy and EIX Founder Dick Schulze*, Entrepreneur and Innovation Exchange, March 2014

- *Reducing Cycle Time in Thought Leadership*, Entrepreneur and Innovation Exchange, April 2014.

- *Exploring Diffusion of Computerized Physician Order Entry (CPOE) Systems for Improving Physicians' Routine Operations In Hospitals: An Empirical Survey* with Qing Cao and Vicky Ching Gu, Journal of Information Technology, Vol. 25, No 4 2014.

- *Entrepreneurial Brinkmanship: Lessons Learned from Best Buy and FedEx,* Entrepreneur and Innovation Exchange, April 2014, **Schulze Foundation Award**

- *Corporate Sponsorship of Academic Research: The Trend, Drivers, and Implications,* with Jeffrey Baker, Communication of the Association of Information Systems*, Vol. 33, Article 17, December 2013.

- *Business School Offers Case Study for Tenure Debate,* Interview and feature article by Peter Schmidt, The Chronicle of Higher Education, November 15, 2013.

- *Corporate Information Technology Governance Under Fire,* with Lawrence Trautman and Jason Triche, Journal of Strategic and International Studies, Vol. VIII, No. 3, 2013. Ranked as one of the top ten download list of *Social Science Research Network.*

- *The End of Tenure,* BizEd, September/October 2013.

- *Achieving High Performance Friendship,* Book Interview with John Vawter, Family Life National Radio, August 8 and 9, 2013.

- *Tenure System Stifles Business Schools,* Invited article, Financial Times*, July 14, 2013.

- *It's Time for Tenure to Lose Tenure*, Harvard Business Review HBR.org*, March 13, 2013.

- *Why I Have a Big Problem with Academic Tenure,* Invited article, Businessweek.com*, December 18, 2012.

- *Does Academic Freedom not apply to Criticism of Tenure?* Invited article, Huffington Post, December 13, 2012.

- *Texas Tech, Professor in Standoff Over Tenure,* Reeve Hamilton, The Texas Tribune, December 2012.

- *Tenure Fight Takes New Form,* Tom Fowler and Douglas Belkin, Wall Street Journal, December 2012.

- *Computerized Physician Order Entry Systems Adoption in Hospitals: A Holistic Approach,* with Qing Cao and Vicki Qing Cao, International Journal of Electronic Healthcare*, 2013.

- *Examining Online Consumers' Behavior: A Service-Oriented View,* with Jaeki Song, Jeff Baker and Sangno Lee, International Journal of Information Management*, Volume 32, Issue 3, June 2012.

- *The Commoditization of IT: Evidence from a Longitudinal Text Mining Study,* with Sangno Lee, Jaeki Song, Jeff Baker and Youngjin Kim, Communications of the Association for Information Systems*, Volume 29, No. 1, 2011.

- *Technologies that Transform Business and Research: Lessons from the Past as We Look to the Future,* with Gordon Davis, Jeff Baker, Michel Avital, Frank Land, Howard Morgan, Communications of AIS, Volume 22, January 2011.

- *Examining Online Consumers' Behavior on Retail Websites,* with Jaeki Song, Jeff Baker, Sangno Lee, Proceedings of the10th Decision Sciences Institute International Conference, Paris, France June 2009.

- *Online Consumer's Switching Behavior: A Buyer Seller Relationship Perspective,* with Dahui Li and Glenn Browne, Chapter XIV, Contemporary Research in E-Branding edited by Subir Bandyopadhyay, Information Science, New York, 2009, Reprinted: Chapter II, *Organizational Development and Electronic Commerce: Emerging Issues for Advancing Modern Socioeconomies* edited by Mehdi Khosrow-Pour, Information Sciences, New York 2009.

- *Estimating the Effect of Non-English Speaking Hispanic on Personal Injury Trial Outcomes*, with Brad Ewing and Angel Reyes, published as part of *Politics and Justice for Hispanics in America, Hispanic Heresey: What is the Impact of America's Largest Population of Immigrants,* 2009.

- *Examination and Comparison of Hispanic and White Unemployment Rates*, with Ewing, Brad, Angel Reyes and Mark Thompson, Journal of Business Valuation and Economic Loss Analysis,Volume 3, Issue 1, 2008.

- *Cognitive Stopping Rules for Terminating Information Search in Online Tasks,* with Glenn Browne and Mitzi Pitts, MIS Quarterly, Vol. 31, No. 1, March 2007.

- *Online Consumers' Switching Behavior: A Buyer-Seller Relationship Perspective,* with Dahui Li and Glenn Browne, Journal of Electronic Commerce, Vol. 5, No. 1, March 2007.

- *Why Do Internet Users Stick with a Specific Website? A Relationship Perspective,* with Dahui Li and Glenn Browne, International Journal of Electronic Commerce, Vol.10, No. 1, 2006.

- *Give a Little, Get a Little*, with Eric Walden, Harvard Business Review, September 2005.

- *Consumer Reactions Toward Clicks and Bricks: Investigating Buying Behavior On-line and at Stores,* with Browne, Glenn and John Durret, Behavior & Information Technology, Vol. No. 4, July-August 2004.

- *Guidelines for Excellence in Management,* Edited by Jack Ivancevich, South-Western Thomson, 2004.

- *Keep Products and Services Seamless for the Customer* and *Mass Customize Your Rewards,* Guidelines for Excellence in Management, Edited by Jack Ivancevich, South-Western Thomson, 2004.

- *Every Corporate Board Needs an Academician,* Keynote for AMCIS Conference, Tampa, 2003.

- *Recognizing Functionality of the Future,* with Glenn Browne, Competing in the Information Age, edited by Jerry Luftman, Wiley 2003.

- *Leaders of the New Century,* with Steve Forbes, Michael Dell, Jack Welch, Charles Schwab and Jimmy Carter, CD produced by Network Publish Broadcasting, Edition no. 8, 2002.

- *Ascension Health System: An Enterprise User Interface Approach to Organizational Systems Delivery*, with Janz, B.D., Sujitparapitaya, S., and Sammet, D., Cycle Time Research, Volume 6, Number 1, 2001.

- *Finding Funding: External Strategies to Offset Inadequate University Funding*. Proceedings of the Seventh Americas Conference on Information Systems 2001.

- *Research Center Models For Attracting Corporate Funding,* Communications of the Association for Information Systems, Volume 7, Article 7, August 2001.

- *Cycle Time Reduction: Concepts and Case Studies,* with Frolick, Mark N., Communications of the Association for Information Systems, Volume 3, Article 13, May 2000.

- *Motivating, Enhancing, and Accelerating Organizational Learning; Improved Performance Through User-Engaging Systems,* with Janz, Brian D., Journal of Cycle Time Research, Volume 5 Number 1, 1999.

- *Information and Computer Use Among Knowledge Workers: Differences Between More and Less Innovative Middle Managers,* with T. J. Larsen, Information and Management, Volume 36, Number 2, August 1999.

- *Talking Tech to the CEO: Add a Story to Your Stats,* Compuware Intelligence, Volume 2 Number 4, 1999.

- *Information Technology, Culture, and Learning at Federal Express,* with Janz, Brian D., Journal of Global Information Technology Management, Volume 1 Number 1, Winter 1998.

- *The Emergence of Hypertext and Problem Solving: An Experimental Investigation on Accessing and Using Information from Linear and Nonlinear Systems,* Ramarapu, Narender, Mark N. Frolick, Ronald B. Wilkes, and James C. Wetherbe, Decision Sciences Journal, March 1998.

- *Technology and Time: Competing for Customers in the Future,* Cycle Time Research, Volume 4 Number 1, 1998.

- *Reengineering the Systems Design Process: The Link Between Autonomous Teams and Business Process Outcomes,* with Janz, B.D., Davis, G.B. and Noe, R.A., Journal of MIS, Summer, 1997.

- *Key Issues in Information Systems: Delphi Results,* with Jim Brancheau and Brian Janz, MIS Quarterly, Volume 20 Number 2, June 1996.

- *Federal Express Corporation: An Overnight Success,* Hemispheres, December, 1996.

- *Four Steps to Information Requirement Determination*, with Gordon Davis, MIS Encyclopedia of Management, June, 1996.

- *Just-in-Time Research: Reducing Cycle Time and Achieving Research Results for Business Practice,* with Davis, Gordon B. and Vitalari, Nicholas P., Cycle Time Research, Volume 1, Number 2, 1996.

- *Reducing the Cycle Time of the Financial Aid Application and Approval Process at Universities,* with Schultz, Margaret R. and Frolick, Mark N., Cycle Time Research, Volume 1, Number 2, 1996.

- *Principles of Cycle Time Reduction: You Can Have Your Cake and Eat it Too,* Cycle Time Research, Volume 1, Number 1, 1995.

- *Complete, Pareto, and No Inventory Alternative Strategies for Retail Inventory,* with Retzlaff-Roberts, Donna and Nichols, Ernest, L., Cycle Time Research, Volume 1, Number 1, 1995.

- *Cycle Time Reduction: An Inter-Organizational Supply-Chain Perspective,* with Nichols, Ernest L. and Frolick, Mark, Cycle Time Research, Volume 1, Number 1, 1995.

- *A Comparative Analysis of MIS Project Selection Mechanisms,* with McKeen and Guimaraes, DataBase, August, 1994.*Increasing Productivity and Job Satisfaction by Motivating Employees*, with Wetherbe, M.B, in, Handbook of Data Center Management, Auerbach Publications, 1994.

- *The Relationship Between User Participation and User Satisfaction: An Investigation of Four Contingency Factors,* with McKeen, James D. and Guimaraes, T. MIS Quarterly, Volume 18, Number 4, December 1994.

- *Reengineering to Reality,* with Janz, Brian D., Journal of Education for MIS, Volume 2 Number 1, 1994.

- *Increasing Productivity and Job Satisfaction by Motivating Employees*, with Wetherbe, M.B, in, Handbook of Data Center Management, Auerbach Publications, 1994.

- *A Comparative Analysis of MIS Project Selection Mechanisms,* with McKeen and Guimaraes, DataBase, August, 1994.

- *Increasing Productivity and Job Satisfaction by Motivating Employees*, with Wetherbe, M.B, in, Handbook of Data Center Management, Auerbach Publications, 1994.

- *Key Trends in Systems Development in Europe & North America*, with Vitalari & Milner, Journal

of Global Information Management, Idea Group Publishing, Volume 2. No. 2, 1994.

- *Contingency Factors Affecting User Participation and User Satisfaction: Task Uncertainty, User Influence, and User-Developer Communication,* with Guimaraes and McKeen, Data Base, February, 1994.

- *Individual Motivation Profiles: The Key to Increased Productivity and Job Satisfaction,* with M. Bond Wetherbe, Information Management, Auerbach Publishers, New York, New York, Summer 1993.

- *Update on MIS Research: A Profile of Leading Journals and U.S. Universities,* with Lending, Database, Volume 23, No. 3, Summer 1992.

- *Executive Information Requirements: Getting It Right,* MIS Quarterly, Vol 15 No. 1, March 1991.

- *Information Systems Management Issues of the 1990's*, MIS Quarterly, Vol. 15, No 4, with F. Neiderman and J.C. Brancheau, December, 1991.

- *A Comparison of Perceptions about Information Center Success,* with Leitheiser, Information & Management, Volume 21, 1991.

- *Practitioners' Perspective on the MIS MBA,* with Carlson, The Journal of Computer Information Systems, Summer 1991.

- *Designing an End-User Computing Management and Support Program,* with Brancheau and Leitheiser, Information Management, 1990.

- *Information Architecture: Sharing the Sharable Resource,* with Vogel, Cause and Effect, Summer 1991.

- *The Adoption of Spreadsheet Software: Testing Innovation Diffusion Theory in the Context of End-User Computing,* with Brancheau, James C., Information Systems Research, Volume 1 Number 2, June 1990.

- *Mixing Prototyping and Data Modeling for Information-System Design,* with Alavi, IEEE Software, Volume 8 No. 3, May 1991.

- *Corporate Acquisition: MIS Can Rise to the Challenge,* Tech Exec, April 1990.

- *Information Technologies for the 1990's: An Organizational Impact Perspective,* with Straub, D.W., Communications of the ACM, Vol. 32, No. 11, November 1989. Translated in Management en Organisaties van automatieringsmiddelen 1990, 1993.

- *Understanding Innovation Diffusion Helps Boost Acceptance Rate of New Technology,* with Brancheau, James C., CIO Journal, Vol. 2, No. 2, Fall 1989.

- *The MIS Conundrum-Centralization or Decentralization,* Chief Financial Officer USA, 1988.

- *A Survey of 4GL Users and Applications,* with Lehman, John A., Journal of Information Systems Management, Vol. 6, No. 3, Spring 1989.

- *Should the Information Systems Function be Centralized or Decentralized,* Chief Financial Officer Journal, September, 1988.

- *Higher and Lower Rated Information Centers: Exploring the Differences,* with Brancheau, James C., Journal of Information Management, Vol. IX, No. 1, Spring 1988.

- *The Shared Environment: Determining Responsibility for End-User Computing Support,* with Brancheau, James C. and Leitheiser, Robert L., Data Processing Management, February 1988.

- *Rational Framework for Centralizing or Decentralizing Information System Management Functions,* Information Technology, Vol. 1, No. 3, May 1987. Reprinted in I/S Analyzer, Vol. 25 No. 11, November, 1987.

- *Allocating Responsibility for End-User Computing Support: Who's Responsible in the `Shared' Environment,* with Brancheau, James C. and Leitheiser, Robert L, Systems Development Management, October 1987.

- *Key Issues in Information System's Management,* with Brancheau, James C., MIS Quarterly, Vol. 11, No. 1, March 1987.

- *Alternative Strategies for Organizing the IS Function,* with Vogel, Douglas R., and Roger, Craig A., Information Management Review, Vol. 2, No. 4, Spring 1987.

- *Information Architectures: Methods and Practice,* with Brancheau, James C., Information Processing and Management, Vol. 22, No. 6, December 1986.

- *Service Support Levels: An Organized Approach to End-User Computing,* with Robert L. Leitheiser, MIS Quarterly, Vol. 10, No. 4, December 1986.

- *Addressing Behavioral and Leadership Issues to Improve Project Management,* with Annett, Paul, Information Strategy: The Executive's Journal, Vol. 2, No. 3, Spring 1986.

- *Approaches to End-User Computing: Service May Spell Success,* with Leitheiser, Robert L., Journal of Information Systems Management, Vol. 3, No. 1, Winter 1986.

- *An Investigation of the Information Center from the User's Perspective,* with Brancheau, James C. and Vogel, Douglas R., Data Base, Fall 1985.

- *An Empirical Study of Occupational Stress, Attitudes, and Health Among Information Systems Personnel,* with Ivancevich, John M. and Napier, H. Albert, Information and Management, Vol. 9, No. 2, September 1985.

- *Profile of MIS Research: Methodology and Journal Preference,* with Vogel, Douglas R., Journal

of Data Education, Vol. 25, No. 3, Spring 1985.

- *Information Centers: A Survey of Services, Decisions, Problems, and Successes,* Journal of Information Systems Management, Vol. 2, No. 3, Summer 1985.

- *University Planning: Developing a Long-Range Information Architecture,* with Vogel, Douglas R., Planning & Changing, Vol. 15, No. 3, Fall, 1984.

- *MIS Research: A Profile of Leading Journals and Universities,* with Vogel, Douglas R., Data Base, Vol. 16, No. 1, Fall 1984.

- *Key Information Systems Issues for the 1980s,* with Dickson, Gary W., Leitheiser, Robert, and Nechis, Mal, MIS Quarterly, Vol. 8, No. 3, September 1984. Reprinted/Reviewed in Spectrum, September 1984 and Information Systems for Management, BPI Inc., 1987.

- *Trends in End-User Computing,* with Robert Leitheiser, Auerbach Information Management Series, July 1984.

- *Empirical Investigations of System Development Practices and Results,* with Jenkins, A. Milton and Naumann, David, Information and Management, Vol. 7, No. 2, April 1984.

- *Advanced System Development Techniques Avoid 'Analysis by Paralysis',* Data Management, February 1984.

- *Occupational Stress, Attitudes, and Health Problems Among the Information Systems Professional,* with Ivancevich, John M. and Napier, H. Albert, Communications of the ACM, Vol. 26, No. 10, October 1983.

- *Computer Capacity Planning: Strategy and Methodologies,* with Carper, I. Lynne and Harvey, Susan, Data Base, Vol. 14, No. 4, Summer 1983.

- *MIS -- Steps to Success,* Datamation, July 1983.

- *What the MIS Executive Needs to Know About Robotics,* with Conrad, Scott J., Journal of Systems Management, May 1983.

- *What the Big Companies are Looking for in MIS Graduates,* with Napier, H. Albert, Journal of Data Education, Vol. 23, No. 2, Winter 1982-83.

- *Three Stage Model of MIS Planning,* with Bowman, Brent and Davis, Gordon B., Information and Management, Vol. 6, No. 1, March 1983.

- *A General Purpose Decision Support System for High-Quantity, Low Quality Data,* with Steinberg, Earle, Management Decisions, 1982.

- *Advanced Approaches to Systems Development,* Auerbach Information Management Series, December 1982.

- *Traditional Approaches to Systems Development,* Auerbach Information Management Series, December 1982.

- *Computer Graphics: A Management Perspective,* with Rademacher, Donald, Journal of Systems Management, December 1982.

- *Reducing Complexity in Information Systems Planning,* with Alavi, Maryam, Systems, Objectives, Solutions, August 1982.

- *MIS Executives' Perspectives on MIS Curriculum,* with Napier, H. Albert, Interfaces, April 1982.

- *Decision Impelling Differences: An Investigation of Management by Exception Reporting,* with Judd, Phillip and Paddock, Charles, Information and Management, November 1981.

- *Implementing Automated Office Systems,* with Dykman, Charlene and Davis, Charles K., Journal of Systems Management, August 1981.

- *Modeling for MIS,* with Bowman, Brent and Davis, Gordon B., Datamation, July 1981.

- *Planning and Controlling Distributed Data Processing,* with Davis, Charles, Systems, Objectives, Solutions, March 1981.

- *Impact of DDP on Organizations in the 1980's* with Davis, Charles, Auerbach Information Management Series, March and April 1981.

- *The Role of Zero-Based Budgeting in the Strategic Planning Process,* with Montanari, John R., Journal of Strategic Planning, March 1981.

- *Toward a Comprehensive Framework for MIS Research,* with Nolan, Richard, MIS Quarterly, June 1980.

- *A Decision Support System for the Planning and Control of a Chargeout System in a Large-Scale Computing Environment,* with Davis, Charles, Data Base, June 1980.

- *Employee Behavior -- Scheduling is the Trigger,* with Justis, Robert, Data Management, January 1980.

- *An Analysis of the Impact of Distributed Data Processing on Organizations in the 1980's,* with Davis, Charles, MIS Quarterly, December 1979.

- *Zero-Based Budgeting: An Alternative to Chargeout Systems,* with Dickson, Gary W., Information and Management, Vol. 2, No. 3, November 1979. Reprinted in EDP Solutions, August 1980.

- *Employee Behavior -- Reinforcement is the Trigger,* with Justis, Robert, Data Management, November 1979.

- *Heuristic Development: A Redesign of Systems Design,* with Berrisford, Thomas R., MIS

Quarterly, March 1979.

- *Cost Analysis of Computer Maintenance Contract,* with Bateman, Barry L., MIS Quarterly, December 1978.

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