

**CIST 2012 Schedule**

**October 13-14, 2012**

**Phoenix, Arizona**

<b>SATURDAY October 13, 2012</b>		
8:00-8:30 AM	Breakfast and Opening Remarks	
8:30-10:00 AM	<p style="text-align: center;"><b>Session 1A: Online Competition</b>  <b>Session Chair: Jianqing Chen</b></p> <p>1. Channel Competition in Online Referral Markets. Zhuoxin Li, Ashish Agarwal and Stephen Gilbert. †††</p> <p>2. Competition With “Showrooming” Between Physical Store and Online Retailers. Amit Mehra, Subodha Kumar and Jagmohan Raju.</p> <p>3. Advertising versus Brokerage Model for Online Trading Platforms. Jianqing Chen, Ming Fan and Mingzhi Li.</p>	<p style="text-align: center;"><b>Session 1B: Online Auctions</b>  <b>Session Chair: Ming Feng Lin</b></p> <p>1. Coordination Support in Ascending Core-Selecting Combinatorial Auctions. Martin Bichler, Zhen Hao and Christian Kroemer.</p> <p>2. Exploring Bidder Heterogeneity in Multi-channel b2b Auctions: Evidence from the Dutch Flower Auctions. Yixin Lu, Alok Gupta, Wolfgang Ketter and Eric Van Heck. †††</p> <p>3. Equilibrium Bidding in Ascending Combinatorial Auctions with Risk Averse Bidders. Kemal Guler, Ioannis Petrakis and Martin Bichler.</p>
10:00-10:30 AM	Coffee Break	
10:30-12:00 PM	<p style="text-align: center;"><b>Session 2A: Software Pricing</b>  <b>Session Chair: Ram Chellappa</b></p> <p>1. Selling vs. Leasing Software: A Theoretical Evaluation. Jie Zhang and Abraham Seidmann.</p> <p>2. Product and Pricing Strategies in Vertically Differentiated Markets with Costly Under-provisioning: The Case of Versioning in Software</p>	<p style="text-align: center;"><b>Session 2B: Crowdsourcing</b>  <b>Session Chair: Yong Tan</b></p> <p>1. How to Design Crowdsourcing Contests: A Structural Empirical Analysis. Yan Huang and Tridas Mukhopadhyay†††</p> <p>2. Crowd-funding Online Journalism: Examining the Roles of Peer Influence and Market Awareness.</p>

	<p>Industry. Shivendu Shivendu and Zhe Zhang.</p> <p>3. Vaporware: Product Pre-Announcements in a Duopoly with Network Effects. Dmitry Zhdanov.</p>	<p>Gordon Burtch, Anindya Ghose and Sunil Wattal.</p> <p>3. Effectiveness of Reputation in the Presence of Contracts: Evidence from Online Micro Contracting. Mingfeng Lin, Siva Viswanathan and Yong Liu. ***</p>
12:00-1:30 PM	<p>Lunch and Keynote Speech</p> <p><b>Keynote Speaker:</b> Steve Phillips (Senior Vice President and Chief Information Officer, Avnet Inc.)</p> <p><b>Keynote Title:</b> IT as a Competitive Asset</p>	
1:30-3:00 PM	<p><b>Session 3A: Cloud Computing</b> <b>Session Chair: Terrence August</b></p> <p>1. Cloud Computing: Implications on Software Network Structure and Security Risks. Terrence August, Marius Niculescu and Hyoduk Shin.***</p> <p>2. An Analytical Study of Competition in Cloud Computing Market. Hossein Ghasemkhani.</p> <p>3. Cloud Computing Adoption and its Implications for CIO Strategic Focus – An Empirical Analysis. Suresh Malladi and Krishnan Mayuram.</p>	<p><b>Session 3B: Health IT</b> <b>Session Chair: Gordon Gao</b></p> <p>1. Impact of Telemedicine on the ‘Turf Battle’ Between Hospitals – The Case of Chronic Disease Management. Balaraman Rajan, Abraham Seidmann and Ray Dorsey.</p> <p>2. Quicker and Sicker? Length of Stay, Readmission Risk, and the Role of Health Information Technology. Indranil Bardhan, Jeong-Ha Oh, Eric Zheng and Kirk Kirksey.***</p> <p>3. The Shadow of Goliath: Scientific Discovery and the Abandonment of Technology. Brad Greenwood, Ritu Agarwal, Anand Gopal and Rajshree Agarwal.</p>
3:00-3:30 PM	<p>Coffee Break</p>	
3:30-5:00 PM	<p><b>Session 4A: Information Economics</b> <b>Session Chair: Vibhanshu Abhishek</b></p> <p>1. Online Search: Identifying Investment Habitats. Alvin Chung Man Leung, Ashish Agarwal, Prabhudev Konana and Alok Kumar. †††</p> <p>2. The Appeal of Third-Party Certifications: Information Unraveling in Natural Experiments.</p>	<p><b>Session 4B: User Generated Content</b> <b>Session Chair: Lu Yan</b></p> <p>1. Determinants of Microblogging and Sentiments Towards Brands on the Web. Tolga Akçura, Kemal Altinkemer and Hailiang Chen.</p> <p>2. An Empirical Exploration of Emotion Arousal in Online Word-of-Mouth. Dezhi Yin, Samuel Bond and</p>

	Mingfeng Lin and Paulo Goes.  3. Modeling Customer Behavior in Multichannel Customer Support Services: An Information Stock Approach. Anuj Kumar, Kinshuk Jerath and Serguei Netessine.	Han Zhang.  3. Online Institutions and Cascade: Concentration and Polarization of Online Information. Michael Hong.
6:00-7:30 PM	<b>CIST and ISR Reception: ISR Paper Awards and Recognition</b>	

**SUNDAY October 14, 2012**

8:00-8:30 AM	Breakfast and Opening Remarks	
8:30-10:00 AM	<p style="text-align: center;"><b>Session 5A: Operations Optimization</b> <b>Session Chair: Karthik Kannan</b></p> <p>1. The Impact of RFID for Managing Pharmaceutical Inventories Under Order-Loss. Ozden Engin Cakici, Harry Groenevelt and Abraham Seidmann.</p> <p>2. Downtime Predictions for Virtual Servers: A Study under Two Checkpointing Scenarios. Anna Ye Du, Sanjukta Das, Chunming Qiao, Ram Ramesh and Zhouhan Yang.</p> <p>3. Merchant's Second Battlefield: Optimal Profit-Sharing Scheme on Cashback Platforms. Yi-Chun Ho and Yi-Jen Ho.</p>	<p style="text-align: center;"><b>Session 5B: Smart Grids and Networks</b> <b>Session Chair: Vijay Mookerjee</b></p> <p>1. Naive Herding in Location-Based Networks: Induced Social Learning and Optimal Dynamic Pricing. Liangfei Qiu and Andrew Whinston.</p> <p>2. Automated Data-Driven Tariff Pricing for the Smart Grid. Markus Peters, Wolfgang Ketter, Maytal Saar-Tsechansky and John Collins.</p> <p>3. Analysis of Smart Grid Balancing using Realistic Customer Models. Konstantina Valogianni, Wolfgang Ketter, Mathijs De Weerd and John Collins.</p>
10:00-10:30 AM	Coffee Break	
10:30-12:00 PM	<p style="text-align: center;"><b>Session 6A: Social Media and Implications</b> <b>Session Chair: Kartik Hosanagar</b></p> <p>1. Can Social Come to the Rescue? Monetizing Music in the World of Free. Genevieve Bassellier, Remi Desmeules and Jui Ramaprasad.</p> <p>2. Does Organizational Support of Social Media</p>	<p style="text-align: center;"><b>Session 6B: IT and Strategy</b> <b>Session Chair: Sunil Mithas</b></p> <p>1. Product Market Competition and Corporate Venture Capital Investments: Evidence from the U.S. IT Industry. Keongtae Kim, Anand Gopal and Gerard Hoberg.</p>

	<p>Affect Worker Satisfaction, Involvement, and Organizational Knowledge? Steven Gordon, Hilla Dotan, Salvatore Parise and Elizabeth Volpe.</p> <p>3. The Spoiler Effect?: Designing Social TV Content that Promotes Ongoing WOM. Adrian Benton and Shawndra Hill.</p>	<p>2. Knowledge Appropriation in Alliances: The Role of Information Technology. Simona Ileana Giura and T Ravichandran.</p> <p>3. Who Reacts to IT Investment Announcements? Dawei Zhang, Matthew Lyle and Barrie Nault.</p>
12:00-2:00 PM	Lunch and CIST 2012 Award Ceremony	
2:00-3:30 PM	<p><b>Session 7A: Consumer Participation in Social Media</b>  <b>Session Chair: Ravi Bapna</b></p> <p>1. Effects of Online Recommendations on Consumers' Willingness to Pay. Gediminas Adomavicius, Jesse Bockstedt, Shawn Curley and Jingjing Zhang.</p> <p>2. Online Product Reviews: Implications for Retailers and Competing Manufacturers. Young Kwark, Jianqing Chen and Srinivasan Raghunathan.</p> <p>3. Online Social Influence and Borrowers' Default Decisions on Peer-to-Peer Lending. Eric Lu, Bin Gu, Qiang Ye and Zhexiang Sheng.</p>	<p><b>Session 7B: Online Security and Privacy</b>  <b>Session Chair: Ashish Agarwal</b></p> <p>1. Sleight of Privacy: The Impact of Framing on Disclosure. Idris Adjerid, Alessandro Acquisti, Laura Brandimarte and George Loewenstein.</p> <p>2. Managing Hot-Lists in Intrusion Detection and Prevention Systems. Radha Mookerjee, Subodha Kumar and Vijay Mookerjee.***</p> <p>3. Improve Internet Security Through Information Disclosure and Presentation: A Field Experiment and Policy Implications. Qian Tang, Leigh Linden, John S. Quarterman and Andrew Whinston.</p>
3:30-4:00 PM	Coffee Break	
4:00-5:30 PM	<p>Panel Discussion Panel Topic "Big data Analytics, Health IT, and Social Media"</p> <p>Panel Moderator: Alok Gupta, University of Minnesota</p> <p>Panel Members:</p> <p>Ritu Agrawal, University of Maryland</p> <p>Michael Goul, Arizona State University</p> <p>Paulo Goes, University of Arizona</p> <p>Ravi Bapna, University of Minnesota</p>	
5:45-6:15 PM	INFORMS Information Systems Society (ISS) Business Meeting	

**††† Nominated for Best Student Paper Award**

**\*\*\* Nominated for Best Paper Award**