



Conference on Information Systems and Technology 2008, Washington DC

All sessions will be held at the Marriott Wardman Park Hotel

SATURDAY, October 11th 2008

TIME	Virginia A	Delaware A
8:00 – 8:30	Breakfast	
8:30 – 10:00	Data Mining Session Chair: Anindya Ghose (NYU) A Note on the Deliberation Problem for Constrained Optimization and How Evolutionary Computation May Contribute to Its Solution <i>Steven Kimbrough and David Wood</i> Mining Association Rules with Disjunctions in Consequent <i>Abhijeet Ghoshal and Sumit Sarkar</i> Deriving the Pricing Power of Product Features by Mining User-Generated Reviews <i>Nikolay Archak, Anindya Ghose and Panagiotis Ipeirotis</i>	Outsourcing I Session Chair: Sunil Mithas (Maryland) Impact of Competition on Firms' Decisions to Outsource IT Security <i>Asunur Cezar, Huseyin Cavusoglu and Srinivasan Raghunathan</i> Information Technology Outsourcing With Asset Transfer: Contracting to Mitigate Ex-Post Opportunism <i>Vijay Gurbaxani and Kiron Ravindran</i> Does High-skill Immigration Make Everyone Better Off? United States' Visa Policies and Compensation of American and Foreign IT Professionals <i>Sunil Mithas and Hank Lucas</i>

TIME	Virginia A	Delaware A
10:00 – 10:30	Coffee Break	
10:30 – 12:00	<p style="text-align: center;">Online Markets</p> <p>Session Chair: Raymond Sin (HKUST)</p> <p>An Adaptive Reputation Mechanism for Online Traders <i>Liangjun You and Riyaz Sikora</i></p> <p>Resource Pricing and Risk Mitigation for Businesses in Online Storage Grids <i>Sanjukta Smith, Anna Du, Ram Gopal and Ram Ramesh</i></p> <p>Resolving the Personalization-Privacy Dilemma: Designing a Privacy-Preserving Contract for Online Personalization <i>Raymond Sin and Jia Jia</i></p>	<p style="text-align: center;">IT and Firm Performance</p> <p>Session Chair: Pankaj Setia (Arkansas)</p> <p>Interdependence between Employee Education and R&D Investment in Impacting IT Firm Performance <i>Rajiv Banker, Sunil Wattal, Fang-Chun Liu and Chin-Shyh Ou</i></p> <p>IT Infusion and its Performance Impacts: An Empirical Investigation of E-Procurement in the Service Industry <i>Seunghee Yu, Abhay N. Mishra, Anand Gopal, Sandra Slaughter and Tridas Mukhopadhyay</i></p> <p>Complementarities between behavioral integration and IT Use: Impacts on absorptive capacity and team effectiveness <i>Pankaj Setia, Leonardo Caporarello, Massimo Magni and Stefano Basaglia</i></p>
12:00 – 1:30	<p>Lunch</p> <p>Room: Virginia BC</p> <p>Keynote Address</p> <p>Dr. G. “Anand” Anandalingam Tyser Professor of Management Science and Dean, Robert H Smith School of Business, University of Maryland</p>	

**Panel: Social Networks
Room: Delaware A**

1:30 – 3:30

- Elisa Bienenstock (National Security Innovations Inc)
- Noshir Contractor (Northwestern University)
- Jaideep Srivastava (University of Minnesota)
- Stan Wasserman (Indiana University)
- Vijay Mookerjee (University of Texas at Dallas)
- Moderator: Vijay Mookerjee

3:30 – 4:00

Coffee Break

Virginia A

Delaware A

4:00 – 5:00

Social Networks I

Digital Products I

Session Chair: Arun Sundararajan (NYU)

Session Chair: Ram Chellappa (Emory)

Formation of Citation and Reply ties over intra-organizational blog network

Offering RSS feeds: will it increase website profitability?

Nachiketa Sahoo, Ramayya Krishnan and Jamie Callan

Dan Ma

**The Visible Hand of Recommendation Networks:
Evidence from Amazon.com**

**On the Temporal Nature of Sales-Rank Relationships
of Albums and Digital Tracks in the Music Industry:
The Relevance of Billboard Charts Post-Digitization**

Arun Sundararajan and Gal Oestreicher-Singer

Ramnath K. Chellappa and Conny Chen

SUNDAY, OCTOBER 12th 2008

TIME	Virginia A	Virginia B
8:00 – 8:30	Breakfast	
8:30 – 10:00	Auctions	IT Products and Services
	<p>Session Chair: Kartik Hosanagar (Wharton)</p> <p>Nature of Competition among Managed Care Providers: Evidence from the HMO Online Auctions <i>Pallab Sanyal, Alok Gupta and Stephen Parente</i></p> <p>Simultaneous Auctions of Identical Goods by Sellers of Different Reputations <i>Ravi Bapna, Chris Dellarocas and Sarah Rice</i></p> <p>Optimal Bidding in Stochastic Budget Constrained Slot Auctions <i>Kartik Hosanagar and Vadim Cherepanov</i></p>	<p>Session Chair: Jason Kuruzovich (RPI)</p> <p>The Software-as-a-Service Model: Elaborating Client-side Adoption Factors <i>Mingdi Xin and Natalia Levina</i></p> <p>Price Discrimination Under Competition For Software Upgrades <i>Amit Mehra, Ram Bala and Ramesh Sankaranarayanan</i></p> <p>The IT products-services stack and vendor quality <i>Jason Kuruzovich, Shu Han and T. Ravichandran</i></p>
10:00 – 10:30	Coffee Break	
10:30 – 12:00	Outsourcing II	IT Products/Services/Quality - II
	<p>Session Chair: Anandhi Bharadwaj (Emory)</p> <p>Intellectual Property Risks Management Strategies in Software Development Outsourcing: An Empirical Analysis <i>Anandhi Bharadwaj and Yuanyuan Chen</i></p> <p>Keeping the Lights On and Building New Systems: An Examination of Information Technology Outsourcing in Services and Manufacturing <i>Matt Wimble and Vallabh Sambamurthy</i></p> <p>Process Standardization and Performance in IT and</p>	<p>Session Chair: Juan Feng (Florida)</p> <p>Evaluating IT Services Benchmark Provisions under Price Uncertainty <i>Robert J. Kauffman and Ryan Sougstad</i></p> <p>To Place Better or To Price Cheaper? Bidding and Pricing under Keyword Advertising <i>Lizhen Xu, Jianqing Chen and Andrew Whinston</i></p> <p>Performance-based Advertising: Price and</p>

TIME	Virginia A	Virginia B
	Business Services Outsourcing: A Field Study <i>Bryon Balint, Chris Forman, Elaine Hyder, Mark Paulk and Sandra Slaughter</i>	Advertising as Signals of Product Quality <i>Juan Feng and Jinhong Xie</i>
12:00 – 2:00	Lunch; Award Presentations and Announcements Room: Thurgood Marshall Ballroom East, Mezzanine Level	
2:00 – 3:00	<p style="text-align: center;">Digital Products II</p> <p>Session Chair: Gordon Gao (Maryland)</p> <p>Selling Information Goods under Value Uncertainty <i>Hemant Bhargava and Rachel Chen</i></p> <p>Making money with free software? Sampling implications of software market <i>Young Jin Lee and Yong Tan</i></p>	<p style="text-align: center;">Social Networks II</p> <p>Session Chair: Xiaoqing Wang (Maryland)</p> <p>Do birds of a feather flock together? - community fragmentation and individual choice in virtual investment communities <i>Hsuan-Wei Chen, Bin Gu and Prabhudev Konana</i></p> <p>Fields Online: Exploring Shared Membership as a Mechanism of Online Group Evolution and Change <i>Sri Kudaravalli and Xiaoqing Wang</i></p>
3:00 – 3:30	Coffee Break	
3:30 – 4:30	<p style="text-align: center;">Security / Privacy</p> <p>Session Chair: Kaushal Chari (South Florida)</p> <p>Converting Pirates without Cannibalizing Purchasers: The Impact of Digital Distribution on Physical Sales and Internet Piracy <i>Samita Dhanasobhan, Michael Smith and Rahul Telang</i></p> <p>An Integrated Model of Information Security & Risk Management <i>Kaushal Chari, Manish Agrawal and Varol Kayhan</i></p>	<p style="text-align: center;">Social Networks III</p> <p>Session Chair: De Liu (Kentucky)</p> <p>The influence of online word-of-mouth on long tail formation: an empirical analysis <i>Xin Zhao, Bin Gu and Andrew Whinston</i></p> <p>The Interaction between Knowledge Codification and Knowledge Sharing Networks <i>De Liu, Gautam Ray and Andrew Whinston</i></p>