

Selected Publications of University of Dayton MIS Faculty over the Last 30 Years

Note: **Bold font** indicates journals that are in the [Financial Times 50 list](#)

MIS Senior Scholars Basket of Eight Journals

- Ferratt, T. W., Prasad, J., & Dunne, E.J. (2018). Fast and slow processes underlying theories of information technology use. *Journal of the Association for Information Systems*, 19(1), 1-22.
- Williams, C.K. & Wynn, D.E., Jr. (2018). A critical realist script for creative theorising in information systems, *European Journal of Information Systems*, 27(3), 315-325.
- Bradley, R. V., Pratt, R.M., Byrd, T. A., Outlay, C. N., & Wynn, D. E., Jr. (2012). Enterprise architecture, IT effectiveness and the mediating role of IT alignment in US hospitals. *Information Systems Journal*, 22(2), 97-127.
- Ferratt, T. W., Prasad, J., & Enns, H.G. (2012). Synergy and its limits in managing information technology professionals. *Information Systems Research*, 23(4), 1175-1194.
- Wynn, D. E., Jr., & Williams, C. K. (2012). Principles for conducting critical realist case study research in information systems. *MIS Quarterly*, 36(3), 787-810.
- Ferratt, T. W., Agarwal, R., Brown, C., & Moore, J. E. (2005). IT human resource management configurations and IT turnover: Theoretical synthesis and empirical analysis. *Information Systems Research*, 16(3), 237255.
- Chin, W. W., Salisbury, W. D., Gopal, A., & Newsted, P. R. (2003). Authors' reply to Allport and Kerler (2003). *Information Systems Research*, 14(4), 360-363. Note: due to editorial oversight at *ISR*, the author order is incorrect; it should read Salisbury, Chin, Newsted and Gopal.
- Enns, H. G., Huff, S., & Higgins, C. A. (2003). CIO lateral influence behaviors: Gaining peers' commitment to strategic information systems. *MIS Quarterly*, 27(1), 155-176.
- Salisbury, W. D., Chin, W. W., Gopal, A., & Newsted, P. R. (2002). Better theory through measurement: Developing a scale to capture consensus on appropriation. *Information Systems Research*, 13(1), 91-103.
- Enns, H. G., Huff, S. L., & Golden, B. R. (2001). How CIOs obtain peer commitment to strategic IS proposals: Barriers & facilitators. *Journal of Strategic Information Systems*, 10(1), 3-14.
- Roepke, R. P., Agarway, R., & Ferratt, T. W. (2000). Aligning the IT human resource with business vision: The leadership initiative at 3M. *MIS Quarterly*, 24(2), 327-353. [First place, 1998 SIM Paper Competition]
- Agarwal, R., & Prasad, J. (1998). A conceptual and operational definition of personal innovativeness in the domain of information technology. *Information Systems Research*, 9(2), 204-215.
- Ferratt, T. W., & Vlahos, G. E. (1998). An investigation of task-technology fit for managers in Greece and the US. *European Journal of Information Systems*, 7(2), 123-136.
- Chin, W. W., Gopal, A., & Salisbury, W. D. (1997). Advancing the theory of adaptive structuration: The development of an instrument to measure faithfulness of appropriation of an electronic meeting system. *Information Systems Research*, 8(4), 342-367.
- Ferratt, T. W., Short, L. E., & Agarwal, R. (1993). Measuring the information systems supervisor's work-unit environment and demonstrated skill at supervising. *Journal of Management Information Systems*, 9(4), 121-144.
- Lederer, A., & Prasad, J. (1993). Information systems software cost estimating: A current assessment. *Journal of Information Technology*, 8, 22-33.

Ferratt, T. W., & Short, L. E. (1990). Patterns of motivation: Beyond differences between information systems and non-information systems people. *MIS Quarterly, March*, 3-6.

Lederer, A., Mirani, R., Neo, B., Pollard, C., Prasad, J., & Ramamurthy, K. (1990). Information system cost estimating: A management perspective. *MIS Quarterly, 14*(2), 159-176.

Ferratt, T. W., & Short, L. E. (1988). Are information systems people different: An investigation of how they are and should be managed. *MIS Quarterly, September*, 427-443.

Other Journals

Wynn, D. E. (2018). Dragon Air: A Database Design Case. *Information Systems Education Journal, 16*(2), 18-24.

Raman, R., & Green, K. (2017). Multi-level Factors Affecting Timely Electronic Documentation of Medication Administration: A Hierarchical Linear Modeling Approach. *Health Systems Journal, 6*(2), 171-185.

Pratt, R., Smatt, C., & Wynn, D. E. (2017). Travel through Tourism Club. *Information Systems Education Journal, 15*(2), 40-47.

Ferratt, T. W., Hall, S., & Kanet, J. J. (2016). Out of the fog: A program design for understanding alternative career choices: Examples in management information systems and operations management.

Communications of the Association for Information Systems, 38(4). Available at:

<http://aisel.aisnet.org/cais/vol38/iss1/4>

Niederman, F., Ferratt, T. W., & Trauth, E. M. (2016). On the co-evolution of information technology and information systems personnel. *The DATA BASE for Advances in Information Systems, 47*(1), 29-50.

Salisbury, W. D., Ferratt, T., & Wynn, D., Jr. (2015). Issues and opinions - assessing the emphasis on information security in the SA&D course. *Communications of the AIS, 36*(1), 337-356.

Wynn, D. E., Jr., & Pratt, R. (2015). Slushie world: An in-class Access database tutorial. *Information Systems Education Journal, 13*(2), 8-13.

Grover, V., Raman, R. and Stubblefield, A. (2014). What Affects Citation Counts in MIS Research Articles? An Empirical Investigation, *Communications of the AIS, 34*(75), 1435 - 1456.

Williams, C. K., Wynn, D. E., Jr., Madupalli, R., Karahanna, E., & Duncan, B. K. (2014). Explaining users' security behaviors with the security belief model. *Journal of Organizational and End User Computing (JOEUC), 26*(3), 23-46.

Gorman, M. F., Wynn, D., & Salisbury, W. D. (2013). Searching for Herbert Simon: Extending the reach and impact of business intelligence research through analytics. *International Journal of Business Intelligence Research, 4*(1), 1-12.

Yu, W., Jacobs, M. A., Salisbury, W. D., & Enns, H. G. (2013). The effects of supply chain integration on customer satisfaction and financial performance: An organizational learning perspective. *International Journal of Production Economics, 146*(1), 346-358.

Enns, H. G., & McDonagh, J. J. (2012). Irish CIOs' influence on technology innovation & IT-business alignment. *Communications of the Association for Information Systems, 30*(1), 1-10.

Raman, R. and Bharadwaj, A. (2012). Power Differentials and Performative Deviation Paths in Practice Transfer: The Case of Evidence-Based Medicine, *Organization Science, 23*(6), 1593-1621.

Enns, H. G., McFarlin, D. B., & Sweeney, P. (2011). How CIOs overcome the competing values challenge. *Communications of the Association for Information Systems, 28*(1), 549-560.

- Salisbury, W. D., Miller, D. W., & Turner, J. M. (2011). On contending with unruly neighbors in the global village: Viewing information systems as both weapon and target. *Communications of the AIS*, 28(1), 295312.
- Ferratt, T. W., Hall, S., Prasad, J., & Wynn, D. E. (2010). Choosing management information systems as a major: Understanding the smiFactors for MIS. *Communications of the Association for Information Systems*, 7(16), 265-284.
- Ferratt, T. W., & Hall, S. R. (2009). Extending the vision of distance education to learning via virtually being there and beyond. *Communications of the Association for Information Systems*, 25, (35), 425-436. Available at: <http://aisel.aisnet.org/cais/vol25/iss1/35>
- Gorman, M. F., Salisbury, W. D., & Brannon, J. I. (2009). Who wins when price information is more ubiquitous? An experiment to assess how infomediaries influence price. *Electronic Markets*, 19(2), 151-162.
- Boudreau, M-C, Niederman, F., & Wynn, D. E., Jr. (2008). Open source software research: An evolving endeavor (Editorial Preface - Special Issue on Open Source Software). *Journal of Database Management*, 19(2), i-iv.
- Hvalshagen, M., & Khatri, V. (2008). ODAP: An ontological approach for expressing the semantics of analysis patterns in conceptual modeling. *Information Technology and Management*, 9(2), 121-134.
- Salisbury, W. D., Parent, M., & Chin, W. W. (2008). Robbing Peter to pay Paul: The differential effect of GSS restrictiveness on process satisfaction and group cohesion. *Group Decision and Negotiation*, 17(4), 303-320.
- Watson, R. T., Boudreau, M-C., York, P. T., Greiner, M. E., & Wynn, D. E., Jr. (2008). The business of open source. *Communications of the ACM*, 51(4), 41-46.
- Watson, R. T., Boudreau, M-C., York, P. T., Greiner, M., & Wynn, D. E., Jr. (2008). Opening the classroom. *Journal of Information Systems Education*, 19(1), 75-85.
- Enns, H. G., McFarlin, D. B., & Huff, S. L. (2007). How CIO's can effectively use influence behaviors. *MIS Quarterly Executive*, 6(1), 29-38.
- Ferratt, T. W., Gorman, M. F., Kanet, J. J., & Salisbury, W. D. (2007). IS journal quality assessment using the Author Affiliation Index. *Communications of the Association for Information Systems*, 19, 710- 724.
- Ferratt, T. W., Gorman, M. F., Kanet, J. J., & Salisbury, W. D. (2007). Response by the authors: Assessing journal quality assessment: AAI and journal quality lists. *Communications of the Association for Information Systems*, 19, 710- 724. Note: This is a response to an invited commentary about Ferratt, Gorman, Kanet, & Salisbury (2007). Both the commentary and our response accompany the original article.
- Prasad, J., Enns, H.G., & Ferratt, T.W. (2007). One size does not fit all: Managing IT employees' employment arrangements. *Human Resource Management - Special Issue on Human Resource Management of Information Technology Professionals*, 46(3), 349-372.
- Agarwal, R., Brown, C., Ferratt, T. W., & Moore, J. E. (2006). Five mindsets for retaining IT staff. *MIS Quarterly Executive*, 5(3), 137-150.
- Enns, H. G., Ferratt, T. W., & Prasad, J. (2006). Beyond stereotypes of IT professionals: Implications for IT HR practices. *Communications of the ACM*, 49(4), 105-109.
- Niederman, F., Davis, A. R., Greiner, M. E., Wynn, D. E., Jr., & York, P. T. (2006). A research agenda for studying open source I: A multi-level framework. *Communications of the Association for Information Systems*, 18(1), article 7.

- Niederman, F., Davis, A., Greiner, M.E., Wynn, D. E., Jr., & York, P. T. (2006). A research agenda for studying open source II: View through the lens of referent discipline theories. *Communications of the Association for Information Systems*, 18(1), Article 8.
- Pitt, L. F., Watson, R. T., Berthon, P., Wynn, D. E., Jr., & Zinkhan, G. (2006). The penguin's window: Corporate brands from an open-source perspective. *Journal of the Academy of Marketing Science*, 34(2), 115-127.
- Salisbury, W. D., Carte, T. A., & Chidambaram, L. (2006). Perceived cohesion in small virtual teams: Testing the perceived cohesion scale in a dispersed virtual team setting. *The Data Base for Advances in Information Systems*, 37(2-3), 147-155.
- Enns, H. G., & McFarlin, D. B. (2005). When executives successfully influence peers: The role of target assessment, preparation, and tactics. *Human Resource Management*, 44(3), 257-278.
- Watson, R. T., Wynn, D. E., Jr., & Boudreau, M-C. (2005). JBoss: The evolution of professional open source software. *MIS Quarterly Executive*, 4(3), 329-341.
- Salisbury, W. D., Huber, M., Piercy, C., & Elder, K. L. (2004). Let us not throw out the baby with the bath water: Information, systems and technology all matter in the core IS course. *Communications of the Association for Information Systems*, 14(6), 128-146.
- Enns, H. G., Huff, S., & Golden, B. R. (2003). CIO influence behaviors: The impact of technical background. *Information & Management*, 40(5), 467-485.
- Enns, H. G., & McFarlin, D. B. (2003). When executives influence peers: Does function matter? *Human Resource Management*, 42(2), 125-142.
- Agarwal, R., & Ferratt, T. W. (2002). Enduring practices for managing information technology professionals. *Communications of the ACM*, 45(9), 73-79.
- Agarwal, R. & Ferratt, T. W. (2001). Crafting an HR strategy to meet the need for IT workers. *Communications of the ACM*, 44(7), 58-64.
- Bloodgood, J. M., & Salisbury, W. D. (2001). Understanding the interplay between information technology and knowledge management strategies in strategic change initiatives. *Decision Support Systems*, 31, 55-69.
- Agarwal, R., & Prasad, J. (2000). A field study of the adoption of software process innovations by information systems professionals. *IEEE Transactions on Engineering Management*, 47(3), 295-308.
- Agarwal, R., Prasad, J., Tanniru, M., & Lynch, J. (2000). Risks of rapid application development. *Communications of the ACM*, 43(11es).
- Parent, M., Gallupe, R. B., Salisbury, W. D., & Handleman, J. (2000). Knowledge creation in focus groups: Can group technologies help? *Information & Management*, 38(1), 47-58. Note: An earlier version of this manuscript is reviewed in a "Briefings from the Editors" note in *Harvard Business Review* by Thomas Kiely, January-February 1998, page 12-16.
- Agarwal, R., & Prasad, J. (1999). Are individual differences germane to the acceptance of new information technologies? *Decision Sciences*, 30(2), 361-391.
- Chin, W. W., Salisbury, W. D., Pearson, A. W., & Stollak, M. J. (1999). Perceived cohesion in small groups: Adapting and testing the perceived cohesion scale in a small group setting. *Small Group Research*, 30(6), 751-766.
- Agarwal, R., & Prasad, J. (1998). The antecedents and consequents of user perceptions in information technology adoption. *Decision Support Systems*, 22(1), 15-29.

- Lederer, A., & Prasad, J. (1998). A causal model for software cost estimating error. *IEEE Transactions on Software Engineering*, 24(2), 137-148.
- Agarwal, R., & Prasad, J. (1997). Targeting COBOL users for C training: The role of job insecurity and organizational tenure. *Journal of Systems and Software*, 37(1), 5-17.
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- Lederer, A., & Prasad, J. (1995). Causes of inaccurate software development cost estimates. *Journal of Systems and Software*, 31(2), 125-134.
- Lederer, A., & Prasad, J. (1992). Nine management guidelines for better cost estimating. *Communications of the ACM*, 35(2), 51-59. (Also appeared in a Dutch language publication: "Negen Managementrichtlijnen voor Betere Kostenbegroting" in *Management en Organisatie van Automatiseringmiddelen*, 1993, 1, pp. 112-126.)
- Teng, J., & Prasad, J. (1991). Job rotation of information systems professionals: The information systems department perspective. *Journal of Management Systems*, 3(2), 1-17.