

## **Curriculum Vitae (12/2015)**

Waleed A. Muhanna

Department of Accounting and Management Information Systems  
Fisher College of Business  
The Ohio State University  
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### **Education:**

Ph.D. in Management Information Systems, University of Wisconsin—Madison, December 1987.

M.S. in Computer Sciences, University of Wisconsin—Madison, December 1985.

B.S. (University Honors) in Computer Sciences, The University of Tulsa, Tulsa, Oklahoma, December 1981.

### **Academic Experience:**

Fisher College of Business, The Ohio State University

Chair, Department of Accounting and Management Information Systems, 2012 - 2015.

Professor of Accounting and Management Information Systems,  
Department of Accounting and Management Information Systems, 2009 - present.

Associate Professor of Accounting and Management Information Systems,  
Department of Accounting and Management Information Systems, 1994 - 2008.

Assistant Professor of Accounting and Management Information Systems,  
Department of Accounting and Management Information Systems, 1988 - 1994.

Graduate School of Business, University of Wisconsin—Madison

Lecturer, September 1987 - June 1988.

Graduate Research Assistant, June 1985 - July 1986.

Graduate Teaching Assistant, January 1984 - May 1985.

The University of Tulsa, Department of Physics

Project Assistant/Systems Programmer, January 1982 - July 1982.

**Publications:**Refereed Journals

"The Dimensions and Directionality of Trust and Their Roles in the Development of Shared Business-IS Understanding," (with Dale Stoel), *Information & Management*, Vol. 49, Issue 5, pp. 248-256, July 2012.

"IT internal control weaknesses and firm performance: An organizational liability Lens," (with Dale Stoel), *International Journal of Accounting Information Systems*, Vol. 12, Issue 4, pp. 280-304, December 2011.

"Feedback Mechanisms, Judgment Bias and Trust Formation in Online Markets: An Experimental Investigation," (with James Wolf), *Decision Sciences*, vol. 42, no. 1, pp. 43-68, February 2011.

"How Do Investors Value IT? An Empirical Investigation of the Value Relevance of IT Capability and IT Spending Across Industries," (with Dale Stoel), *Journal of Information Systems*, Vol. 24, No. 1, pp. 43-66, Spring 2010.

"IT Capabilities and Firm Performance: A Contingency Analysis of the Role of Industry and IT Capability type," (with Dale Stoel), *Information & Management*, Vol. 46, Issue 3, pp. 181-189, April 2009.

"Information Technology and Process Performance: An Empirical Investigation of the Interaction Between IT and Non-IT Resources," (with P. Jeffers and B. Nault), *Decision Sciences*, Vol. 39, No. 4, pp. 403-434, November 2008.

"The Power of Touch: An Examination of the Effect of Duration of Physical Contact on the Valuation of Objects," (with J. Wolf and H. Arkes), *Judgment and Decision Making*, Vol. 3, No. 6, pp. 476-482, August 2008.

"Competing with IT: The Role of Shared IT-Business Understanding," (with G. Ray and J.B. Barney), *Communications of the ACM*, Vol. 50, No. 12, December 2007.

"Information Technology and the Performance of the Customer Service Process: A Resource-based Analysis," (with G. Ray and J.B. Barney), *MIS Quarterly*, Vol. 29, No. 4, pp. 625-652, December 2005.

"Search and Collusion in Electronic Markets," (with C. Campbell and G. Ray), *Management Science*, Vol. 51, No. 3, pp. 497-507, March 2005.

"Capabilities, Business Processes, and Competitive Advantage: Choosing the Dependent Variable in Empirical Tests of the Resource-Based View," (with G. Ray and J.B. Barney), *Strategic Management Journal*, Vol. 25, No. 1, pp. 23-37, January 2004.

"The Impact of E-Commerce on the Real Estate Industry: Baen and Guttery Revisited," (with J. Wolf), *Journal of Real Estate Portfolio Management*, Vol. 8, No. 2, pp. 141-152, 2002.

"E-Commerce in the Real Estate Brokerage Industry," *Journal of Real Estate Practice and Education*, Vol. 3, No. 1, pp. 1-16, 2000.

"User Resistance and Strategies for Promoting Acceptance Across System Types," (with J. Jiang and G. Klein), *Information & Management*, Vol. 37, No. 1, pp. 25-36, January 2000.

"Mean-Variance Analysis of the Performance of Spatial Ordering Methods," (with A. Kumar and R. Patterson), *International Journal of Geographical Information Science*, Vol. 12, No. 3, pp. 269-289, January 1998.

"The Impact of Model Performance-History Information on User's Confidence in Decision Models: An Experimental Examination," (with J. Jiang and R. Pick), *Computers in Human Behavior*, Vol. 12, No. 2, pp. 193-207, Summer 1996.

"Meta-Modeling Concepts and Tools for Model Management: A Systems Approach," (with Roger Pick), *Management Science*, Vol. 40, No. 9, September 1994, pp. 1093-1123.

"SYMMS: A Model Management System that Supports Model Reuse, Sharing, and Integration," *The European Journal of Operational Research*, Vol. 72, No. 2, January 1994, pp. 214-243.

"An Object-Oriented Framework for Model Management and DSS Development," *Decision Support Systems*, Vol. 9, No. 2, February 1993, pp. 217-229.

"On the Organization of Large Shared Model Bases," *The Annals of Operations Research*, Vol. 38, 1992, pp. 359-396.

"Composite Programs: Hierarchical Construction, Circularity, and Deadlocks," *IEEE Transactions on Software Engineering*, Vol. 17, No. 4, April 1991, pp. 320-333.

"The Performance of Multi-Version Concurrency Control Algorithms," (with Michael J. Carey), *ACM Transactions on Computer Systems*, Vol. 4, No. 4, November 1986, pp. 338-378.

#### Publications in Refereed Proceedings

"Adverse Selection and Reputation Systems in Online Auctions: Evidence from eBay Motors," (with James Wolf), *Proceedings of the International Conference on Information Systems*, pp. 11-22, December 2005. (12% acceptance rate)

"IT Resources and Firm Performance: A Contingency Analysis of the Role of Industry and IT Resource type," (with Dale Stoel), *Proceedings of the INFORMS Conference on Information Systems and Technology*, November 2005.

"Information Technology and Process Performance: An Empirical Investigation of the Complementarities between IT and non-IT Resources," (with P. Jeffers), *Proceedings of Americas Conference on Information Systems*, August 2003.

"Generalizations as Data and Behavior Abstractions," (with D. Lunsford), *Proceedings of the INFORMS Conference on Information Systems and Technology*, May 1999, pp. 194-205.

"A Theory-based Research Framework for Studying Systems Analysis Methodologies," (with D. Lunsford) *Proceedings of the INFORMS Conference on Information Systems and Technology*, Montreal, Canada, April 1998, pp. 161-174.

"Developers' Perceptions of the Importance of System Development Skills: An Empirical Investigation," (with J. Jiang and R. Pick), *Proceedings of the Decision Sciences Institute National Conference*, November, 1996.

"Graphical Support for Model Composition," *Proceedings of the Decision Sciences Institute National Conference*, November, 1993.

"Issues in Distributed Model Management Systems," *Proceedings of the 11th International Conference on Information Systems*, December 1990, pp. 231-242. (One of only 26 papers published out of 185 refereed submissions.)

"An Object-Oriented Framework for Model Management and DSS Development," *Proceedings of the first ISDSS Conference*, Austin, TX., September 1990, pp. 553-565.

"Composite Models in SYMMS," (with Roger A. Pick), *Proceedings of the Twenty-First Annual Hawaii International Conference on System Sciences*, January 1988, pp. 418-427.

#### Other Publications (invited)

"Availability and Performance," an introduction and annotated bibliography of selected works, in *Replication Techniques in Distributed Systems*, by A. Helal, A. Heddaya, and B. Bhargava, Kluwer Academic Publishing, 1997.

#### **Papers Under Review:**

"Online Word-of-Mouth: Implications for the Name-Your-Own-Price Channel, " (with Dale Stoel), Under review at *Decision Support Systems*.

#### **Working Papers:**

"The Antecedents and Consequences of Shared Business-IT Understanding: An Empirical Investigation," (with Dale Stoel), October 2015. (Target journal: *Journal of Operations Management*)

"Price, Price Dispersion, Arbitrage and the Law of One Price: A Comparison of Online and Physical Wholesale Vehicle Auctions," (with J. Wolf), December 2014. (Target journal: *Management Science*)

"Clicks versus Clicks-and-Bricks: A Strategic Analysis of Market Entry and Competition," (with Y. Wang), November 2011.

"Do Auction Bidders 'Really' Want to Win the Item, or Do They Simply Want to Win?" (with James Wolf and Hal Arkes), June 2007.

"SDL: A Dataflow Language for Component Composition and Programming-in-the-Large," January 2007.

"Is Overbidding in Online Auctions the Result of a Pseudo-Endowment Effect?" (with James Wolf and Hal Arkes), June 2006.

"On the Communication Role of Alternative Systems Analysis and Design Methods: An Empirical Evaluation," (with D. Lunsford and H. Pirkul), December 2002.

"Analytical Derivations of Clustering Performance of Spatial Access Methods," (with A. Kumar), November 2001.

"A Theory Based Research Framework for Studying Systems Analysis Methodologies," (with D. Lunsford; earlier version appeared in the proceedings of the Conference on Information Systems and Technology, 1998, 131-145).

"Distributed Model Management Systems: Organizational Considerations and Implementation Issues," 1999.

"Heuristic Algorithms for Scheduling Task Graphs in Distributed Computing Systems," (with Hasan Pirkul) Working Paper, The Ohio State University, 1995.

### **Talks and Research Presentations:**

"Price, Price Dispersion, Arbitrage and the Law-of-One- Price: A Comparison of Online and Physical Wholesale Vehicle Auctions," (with J. Wolf), Department of Agricultural, Environmental and Development Economics, the Ohio State University, February 2010. (Invited)

"Critical Success Factors for Technology Entrepreneurs," Saudi International Technology Incubation Conference, Riyadh, Saudi Arabia, October 11, 2010. (Invited)

"Strategies for Technology Enterprise Growth," Saudi International Technology Incubation Conference, Riyadh, Saudi Arabia, October 12, 2010. (Invited)

"The Effect of Knowledge Type on Shared IS-Business Knowledge: Antecedents and Consequences," (with Dale Stoel), *AAA Information Systems Section 8th Annual Midyear Conference*, Clearwater Beach, Florida, January 2010. (Refereed)

"IT Internal Control and Firm Performance," (with Dale Stoel), *AAA Information Systems Section 7th Annual Midyear Conference*, Redondo Beach, California, January 2008. (Refereed)

"Price, Price Dispersion, Arbitrage and the Law of One Price: A Comparison of Online and Physical Wholesale Vehicle Auctions," (with James Wolf), *The Fifth Workshop on e-Business (WEB 2006)*, Milwaukee, Wisconsin, December 2006. (Refereed)

"Is Overbidding in Online Auctions the Result of a Pseudo-Endowment Effect?" (With James Wolf and Hal Arkes), *INFORMS Annual Meeting*, Pittsburgh, Pennsylvania, November 2006. (Refereed)

"Adverse Selection and Reputation Systems in Online Auctions: Evidence from eBay Motors," (with James Wolf), *International Conference on Information Systems*, December 2005. (Refereed)

"Do Online Auction Bidders 'Really' Want to Win the Item, or Do They Simply Want to Win?" (With James Wolf and Hal Arkes), IS-CORE 2005, The Fifth Annual IS Cognitive Research Workshop, Las Vegas, NV, 2005. (Refereed)

"IT Resources and Firm Performance: A Contingency Analysis of the Role of Industry and IT Resource type," (with Dale Stoel), *INFORMS Conference on Information Systems and Technology*, November 2005. (Refereed)

"Trust Formation in Online Markets: An Experimental Investigation," (With James Wolf), *INFORMS Annual Meeting*, San Francisco, CA., November 14-16, 2005. (Invited)

"Endowment Effect without Actual Endowment: An Experimental Investigation, (With Hal Arkes and James Wolf), *Society for Judgment and Decision Making's 2005 Annual Meeting*, Toronto, Ontario, Canada, November 12-14, 2005 (Refereed)

"Information Technology and Process Performance: An Empirical Investigation of the Complementarities between IT and non-IT Resources," (with P. Jeffers), *Americas Conference on Information Systems*, August 2003. (Refereed)

"The Antecedents and Impact of IT-Business Alignment," 5th Fall Conference on Managing Information Technologies, Rochester, Michigan, October 2002. (Invited)

"IT and Competitive Advantage: A Resource-Based Investigation," *INFORMS Annual Fall Meeting*, Miami, FL, November 2001. (Invited)

"IT and Competitive Advantage: A Resource-Based Model," the *3rd Fall Conference on Managing Information Technologies*, Troy, MI, October 2000. (Refereed)

"Search and Collusion in Electronic Markets," (with G. Ray and C. Campbell), the *Eleventh Annual Workshop on Information Systems and Economics (WISE)*, Charlotte, NC, December, 1999. (Refereed)

"Competing with E-Commerce in the Real Estate Industry: A Status Report," Seminar on E-Commerce in the Real Estate Industry, Columbus, Ohio, September, 1999. (Invited)

"Generalizations as Data and Behavior Abstractions," (with D. Lunsford) *INFORMS Conference on Information Systems and Technology*, Cincinnati, Ohio, May, 1999. (Refereed)

"A Theory-based research Framework for Studying Systems Analysis Methodologies," (with D. Lunsford) *INFORMS Conference on Information Systems and Technology*, Montreal, Canada, April 26-28, 1998. (Refereed)

"ExPa: A Multi-Media Export Tutorial," Ohio Community Economic Development Conference, Columbus, Ohio, March 12, 1998. (Invited)

"Skill Needs and IS Developers' Managerial Positions," (with R. Pick and J. Jiang) presented at the Decision Sciences Institute National Conference, November 1996.

"ExTut: a Multi-Media Export Tutorial," Center for Advanced Studies in Telecommunications, The Ohio State University, November, 1994.

"A Type System for Integrated Modeling Environments," (with H. Bhargava and R. Krishnan), presented at the ORSA/TIMS Joint National Meeting, Phoenix, AZ, November, 1993.

"On Interconnection Languages in Modeling Environments," (with H. Bhargava and R. Krishnan), presented at the ORSA/TIMS Joint National Meeting, Phoenix, AZ, November, 1993.

"Graphical Support for Model Composition," presented at the Decision Sciences Institute National Conference, November 1993.

"Design and Implementation Experience with SYMMS," presented at the November 1992 national TIMS/ORSA meeting in San Francisco, CA.

"Integrating Structured Modeling with the Systems Approach for Model Management: An Object Oriented Approach," presented at the April 1992 national TIMS/ORSA meeting in Orlando, FL.

"Heuristic Algorithms for Scheduling Task Graphs in Distributed Systems" (with Hasan Pirkul), presented at the May 1991 national TIMS/ORSA meeting in Nashville, TN.

"An Object-Oriented Framework for Model Management and DSS Development," presented at the First ISDSS Conference, Austin, TX., September 1990.

"Rule-base Activity Management in Model Management Systems," presented at the May 1990 national ORSA/TIMS meeting in Las Vegas, Nevada.

"Issues in Distributed Model Management Systems," presented at the October 1989 national ORSA/TIMS meeting in New York, NY.

"A Systems Framework for Model Software Management" (with Roger Alan Pick), presented at ORSA/TIMS meeting, Washington, D.C., April, 1988.

"A Modeling Support Environment" (with Roger Alan Pick), presented at ORSA/TIMS meeting, Atlanta, GA, November, 1985.

**Teaching Experience:**

"Advanced Topics in Information Systems," a doctoral research seminar.

"Introduction to Research in Accounting & MIS," a doctoral research seminar.

"Data Mining for Business Intelligence," MBA/MACC elective.

"Information Systems for Managers," MBA core course.

"Management of Corporate Data Resources," MBA elective.

"Electronic Commerce," MBA and Undergraduate elective.

"Accounting Information Systems," required IS course in the Accounting undergraduate program.

**Service:**

Faculty Committees and Other Services to the Department:

Director, Ph.D. Program in Accounting and MIS - Summer 2006 through Summer 2008.

Member, Graduate Studies Committee - Autumn 1997 to Autumn 1999, Autumn 2006 to Autumn 2010.

Member, Faculty Recruiting Committee - Autumn 2004 to Autumn 2005, Autumn 2009 - Autumn 2010.

Member, Committee on MIS Programs - Autumn 1988 to Autumn 2004.

Chair, Committee on MIS Programs - Autumn 2004 to present.

Faculty Advisor, the Information Systems Association - Fall 1991 to Fall 2010.

Member, Chairperson Advisory Committee - Autumn 1999 to Autumn 2000, Autumn 2001 to 2002, Autumn 2005 to 2012, Autumn 2015 - present.

Member, Accounting Curriculum Committee - September 2006 to Present.

Member, Peer Assessment Committee - Autumn 2004 to 2012.

Member, Undergraduate Awards Committee - Autumn 1989 to Autumn 1995, Autumn 2001 to 2012.

Member, Students Appeals Committee, September 2010 to 2012, 2015 to present.

Departmental/College Coordinator for OSU's initiative to establish a National Center of Academic Excellence in Information Assurance - June 2004 to present.

Interim Co-Director, Center for Information Technologies in Management, Summer 1997 - Autumn 1999.

Associate Director, Center for Information Technologies in Management, Summer 1996 - Spring 1997.

Member, Accounting Education Change Commission Task Force (Autumn 1990).



Member, AMIS Chairperson Search Committee - July 1992 to March 1993.

CITM-Infoport Technical Committee - January 1994 to July 1994.

Co-Principal Developer of the Export Tutorial / Export Process Assistant, Center for Information Technologies in Management.

Principal Investigator, System Study for the Edison Welding Institute, July 1994 - December 1995, Center for Information Technologies in Management.

Designed and conducted (summer 1994) a survey study and prepared a report on the Needs and Interests of Small and Medium-sized Ohio Companies. The study was commissioned by the Department of Development for the State of Ohio as part of the Ohio Information Infrastructure Initiative.

Faculty Committees and Other Services to the University and College:

Academic Director, Center for Business Performance Management (CBPM), 2008 - 2011.

Member, Graduate School's Presidential Fellowship Committee - Autumn 2004 to 2006.

Faculty Representative (Elected) and Member, University Council on Research and Graduate Studies, September 1998 - June 2002. (Member Curriculum Committee, 98-00; Policy and Standards Committee, 00-02.)

MIS Minor Coordinator for the MBA program - Autumn 1995 to present.

Member, Career Services Advisory Committee - Autumn 2000 to Autumn 2008.

Interim Co-Director, Center for Information Technologies in Management, Summer 1997 to Autumn 1999.

Member, Committee for Graduate Education in Accounting & MIS - Autumn 1996 to Autumn 2010.

Member, MBA Program Policy Committee - Autumn 1995 to Autumn 1999.

Chair, Career Services Advisory Committee - Autumn 1995 to Autumn 1996.

Member, World-Wide Web Ad Hoc Committee - Autumn 1995 to Autumn 1999.

Member, MBA Core Faculty Committee - Autumn 1994 to Autumn 1998.

Member, College of Business Undergraduate Program Policy Committee - Autumn 1993 to Autumn 1995.

Member, College of Business New Building Committee - Autumn 1994 to Autumn 1995.

Member, Professional Experience Program Committee - Autumn 1993 to Autumn 1995.

Service to the Academic Community/Profession:

Editorial Boards:

Associate Editor, *Management Science*, April 2008 - January 2015.

Member of the Editorial Board, *International Journal of Accounting Information Systems*, April 2011 - April 2014.

Associate Editor, *Journal of Information Technology and Management*, March 1997 - present.

Associate Editor, *Information Systems Research*, March 2006 - December 2008.

Member of the Editorial Board, *Decision Sciences*, January 2005 - June 2010.

Associate Editor, *International Journal of E-Business Research*, January 2004 - December 2007.

#### Offices:

Vice-Chair, INFORMS Information Systems Society, 1999 - 2005.

#### Other Editorial and Professional Service:

Member of the AACSB Peer Review Team for the accreditation review of the University of Houston Bauer College of Business. (October 2015)

Served as outside reviewer for candidates for P&T cases at leading schools, 1995, 1999, 2004, 2006, 2011, 2015.

Program Committee Member, Midwest Association for Information Systems Conference, 2006, 2007, 2008.

Program Committee Member and Session Chair, Workshop On Information Technologies and Systems, 1999, 2000, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009.

Cluster Chair, INFOMS Annual Fall Conference, San Francisco, November 13-16, 2005.

Associate Editor, International Conference on Information Systems, Electronic Enterprises Track, December 2004.

Paper Discussant, International Conference on Information Systems, December 2003, December 2004.

Session Chair, International Conference on Information Systems, December 2002.

Member of the Program Committee, 8th INFORMS Computing Society Conference, January 2003.

Member of Program Committee and Session Chair for INFORMS Conference on Information Systems and Technology, 1996, 1998, 1999, 2000, 2001.

Session chair, the 1993 DSI Conference.

Organized and chaired sessions at the May 1991, April 1992, and November 1992 National TIMS/ORSA Conferences.

#### Manuscript Reviews:

Management Science; Information Systems Research; MIS Quarterly; Journal of the Association for Information Systems; The Accounting Review; Journal of Management Accounting Research; Decision Sciences; IEEE Transactions on Software Engineering; Decision Support Systems; INFORMS Journal on Computing; Operations Research; European Journal of Operational Research; Annals of Operations Research; Omega; Interactive Transactions of ORMS; Information Technology and Management; Communications of the ACM; INFORMS Conference on Information Systems and Technology (1996, 1998, 1999, 2000, 2001, 2002, 2005); International

Conference on Information Systems (1998, 1999, 2000, 2001, 2002, 2003, 2004, 2006); Workshop on Information Technologies and Systems (1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2011).

### **Funded Grant/Research Proposals and Academic Honors**

"NEWPATH: Nurturing, Through Entrepreneurship, IT World Leaders," (with David Lee et al.), National Science Foundation, \$606,822 award (July 2007 - June 2012).

"Competing with E-Commerce in the Real Estate Industry: Strategies and Perspectives" (with C. Ryan), Center for Real Estate Education and Research, 1998-2000.

Dean's Summer Research Fellowship, 2011, 2009, 2008, 2007, 2006, 2005, 2004, 1998, 1995, 1994, 1993, 1991.

Dean's Technology in Learning Grant, 1996.

GE Foundation Grant for Curriculum Development, 1989.

University Seed Grant, Office of Research and Graduate Study, 1989.

Recipient of The Faculty Honor Medal, University of Tulsa, 1981.

### **Professional Association Memberships**

IEEE Computer Society, Institute for Operations Research and the Management Sciences (INFORMS), Information Systems Society, American Accounting Association, Association for Information Systems (AIS).

December, 2015