

1 President's note



Ramayya Krishnan,
President, ISS

Greetings from Pittsburgh! Coincidentally, INFORMS and CIST – the Information Systems Society (ISS) sponsored conference – is being held in Pittsburgh Nov 5-8. As we near the beginning of the Fall term, I want to share with you my vision for ISS, the role that it can play in the IS community and the steps that need to be taken to realize the vision.

My vision for ISS is for it to be an active, intellectually vibrant community for Information Systems scholars who value the inherently interdisciplinary nature of Information Systems research and education. ISS's affiliation with INFORMS is instrumental in delivering on the promise implicit in this vision. INFORMS is the premier research community for interdisciplinary management science research in areas such as Accounting, Marketing, Operations, and Organizations (to name but a few) that are strongly complementary to information systems research and practice. Further, INFORMS assets – namely its peer reviewed journals ranging from Management Science and Organization Science to our very own journal, Information Systems Research (ISR) -- rank among the most respected in their respective fields and in terms of real world impact. Despite these strengths, ISS does not have mindshare commensurate with its strengths and its potential. ISS has embarked on a set of initiatives to address this problem.

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2 Featured Interview



V. Sambamurthy, Editor,
ISR

Ray Patterson, INFORMS ISS Director of Web Strategy interviewed Prof. V. Sambamurthy (Samba), Editor, ISR, on 30th June 2006. In the interview, Prof. Sambamurthy talked about the link between the society and ISR, publication strategies and a number of other issues.

ISS: What are your views about the connections between Information Systems Research and the Information Systems Society?

Samba: Every academic community needs a synergistic relationship between its professional associations and journals in order to grow in influence, respectability, and visibility. Within INFORMS, we have one such significant opportunity. As a long-standing member of the Information Systems Society, current Editor-in-Chief of **Information Systems Research**, and a member of the advisory board for the Society, I believe that we must particularly work toward building a symbiotic

ISS and You

The ISS team consists of the following elected officers

Ramayya Krishnan (Chair, rk2x@cmu.edu),

Ramesh Venkatraman (Vice-Chair, venkat@indiana.edu>)

Kaushal Chari (Secretary/Treasurer, kchari@coba.usf.edu)

and a group of dedicated volunteers --

Manish Agrawal (Web Master)

Chris Dellarocas (Community Coordinator)

Ray Patterson (Web Strategy)

Please feel free to contact any of us with your thoughts to make ISS better. Please also consider volunteering to improve ISS.

relationship between Information Systems Research and the Information Systems Society. **Information Systems Society** provides a forum for IS academics to mobilize their research and collegial activities within INFORMS. The society runs an annual conference, Conference on Information Systems and Technology (CIST). Over the years, this conference has emerged into an important place for doctoral students to present their research and for IS faculty to network and showcase their emerging research. *(continued on page 5)*

3 People



Paul Gray, CGU

Paul Gray has been appointed INFORMS series editor for TutORials in Operations Research. TutORials is an annual volume published by INFORMS that contains most of the tutorials given at the annual meeting. Paul recommends that people interested in presenting a tutorial at Seattle next year contact Ted Klasterin at the University of Washington who is the tutorials chair and volume editor for that meeting.



J.P. Shim, Mississippi State U

Recently, Professor J. P. Shim at Mississippi State University received the university's prestigious Ralph E. Powe Research Excellence Award. The Powe award annually recognizes faculty making significant contributions to the economic welfare or cultural growth of the university, state and nation. Dr. Shim received his PhD from the University of Nebraska and completed the Harvard Business School's Executive Education Program. He is a past winner of the university's John Grisham Faculty Excellence Award. Professor Shim is an eight-time recipient of the outstanding faculty award. He has written over 150 research papers and served as the principal investigator for more than \$1.1M in funded grants from various sources (NSF, Microsoft, Mississippi IHL, and private funding agencies). Dr. Shim serves as a senior editor, a member of editorial boards of numerous journals, and as a consultant to several ICT companies in USA and Korea. He has contributed to the field as a fellow, fellow chair, and program chair of wireless telecommunications symposium, and as keynote speaker at international ubiquitous and embedded conference. He has lectured frequently in the USA, UK, France, Korea, Kuwait, Hong Kong, Taiwan, Japan, Jamaica, and China.

4 Conference and Journal information

4.1 Upcoming conferences and CFPs

4.1.1 CIST 2006

CIST (Conference on Information Systems and Technology) brings researchers from various disciplines in IS together for stimulating discussion of emerging issues in IT. The theme for CIST 2006



Rahul Telang, Co-Chair, CIST 2006

is "IS Foundations: Opportunities and Risks". The sessions will focus on topics, such as security, IS risk management, outsourcing, and new technology implementation where combining technical, managerial, behavioral, and economic perspectives is need to fully understand the issues involved.

CIST is held in conjunction with INFORMS and complements the papers presented in the INFORMS IS society. Based on this foundation, CIST attracts a top IS scholars for a weekend of interesting discussion and interaction.

See <http://www.pitt.edu/~cist2006/> for details about registration and accommodations or you can contact the CIST co-chairs (Brian Butler from University of Pittsburgh and Rahul Telang from Carnegie Mellon University) by sending e-mail to cist2006@pitt.edu

4.1.2 WITS 2006



Atish Sinha, WITS 2006 co-chair, sinha@uwm.edu

The 16th Workshop on Information Technology and Systems (WITS'06) will be held in Milwaukee, Wisconsin, on December 9-10, 2006, just prior to the International Conference on Information Systems (ICIS). The purpose of the workshop is to provide a forum for discussion and interaction among scholars with research interests in the cutting edge issues of information technology and systems. The theme of the conference will be "Developing and Using Next Generation Systems in a Global Economy." We invite you to come to Milwaukee, on the shores of the beautiful Lake Michigan, and enjoy what we believe will be a very productive conference (www.indiana.edu/~wits06).

4.1.3 WISE 2006

The Workshop on Information Systems and Economics is the premier workshop for research into the economic consequences of IT advances and innovations. Topics covered include electronic markets, network effects in products and industries, data-based marketing and pricing, and intellectual



Michael D. Smith, Co-Chair, WISE 2006

property rights and knowledge spillovers. This year's WISE conference will be held from December 9-10 on the campus of Northwestern University, in Evanston, Illinois. As in past years, WISE 2006 will feature between 40-50 papers presented in parallel tracks with discussants in a small workshop environment. This environment is ideal for work in progress as it allows for direct input and feedback from other researchers in the field.

Interested authors should submit an extended abstract of their work (no more than 5 pages) to wise2006@mit.edu by Friday, September 8, 2006. Authors can submit more than one abstract for consideration. However, due to the expected high demand for the limited number of presentation slots, individuals will be limited to a single presentation opportunity. More information on the conference can be found at <http://digital.mit.edu/wise2006/>.

4.1.4 The Second Secure Knowledge Management Workshop (SKM) 2006

The workshop, supported in part by the National Science Foundation will be held at Polytechnic University, Brooklyn, New York on 28-29 September, 2006.

Keynote/ Plenary speakers include: Le Gruenwald, Program Director, NSF, will speak on Information Security, Privacy and Confidentiality; Phil Venables, Managing Director, Goldman Sachs will speak on The Resilient Enterprise. Hadi Mahabadi, VP Xerox Research Center of Canada will speak on Document Security; Salvatore J. Stolfo, Professor Columbia University will speak on Privacy-Preserving Sharing of Suspicious Content Correlation for Accurate Malicious Traffic Detection. Other plenary speakers include Lawrence A. Gordon Ernst & Young Alumni Professor of Managerial Accounting and Information Assurance, at The Robert H. Smith School of Business, University of Maryland Teresa L. Carlson, Assistant special agent in charge, FBI and Charles C. Palmer, CTO Security & Privacy, IBM Research. More details are at: <http://www.cs.sunysb.edu/skm2006/>.

4.2 Reports on recent conferences

4.2.1 CIST 2005

The Tenth Annual INFORMS Conference on Information Systems and Technology (CIST) was held on November 12-13, 2005, at the San Francisco Hilton in San Francisco, California. The theme of the conference was "Management and Evolution of IT in the Networked World." Building on the success of CIST in prior years, the conference co-chairs sought to attract a variety of research perspectives on the conference theme and to encourage a dialogue between researchers and practitioners. Sixty papers were submitted, of which 28 were selected for presentation based on feedback received from a distinguished panel of international reviewers. The conference was attended by over 80 researchers from a number of U.S. and international universities.



Paul Tallon, Co-Chair, CIST 2005

The conference was co-chaired by Professors Indranil Bardhan (Univ. of Texas at Dallas), Alok Gupta (University of Minnesota), and Paul Tallon (Boston College). It was sponsored jointly by the INFORMS IS Society, and the School of Management at UT-Dallas, the Carroll School of Management at Boston College, and the Carlson School of Management at the University of Minnesota. The conference plenary speech was delivered by Mr. Charles Lickel, Vice President of Software at IBM's Research division. Mr. Lickel delivered a vibrant speech entitled, "What's Next in IT: Challenges and Opportunities in Industrial Research" and spoke about new and exciting opportunities to engage researchers from academia and industry to solve complex problems jointly. The keynote speech on the second day of the conference was delivered by Mr. John Vicente, Senior Research Director, Intel Corporation on the topic of "Beyond the Microchip: IT Research Initiatives inside Intel."

Three awards were presented at the conference. The *Best Paper* award was given to Ranjan Dutta and Kerem Tomek, University of Texas at Austin, for their paper entitled "Pricing Schemes for Information Goods: Results from a Lab Experiment." The *Best Student Paper* award was awarded to Kunsoo Han, University of Minnesota, for his paper entitled "Does Outsourcing Pay Off?"

Evidence from Industry-level Data”, co-authored with Professors Robert Kauffman, University of Minnesota, and Barrie Nault, University of Calgary. The *Best Reviewer* award went to Sunil Mithas, University of Maryland. The conference ended with a wine and cheese reception that was hosted by the INFORMS IS Society, where new officers of the Society were introduced. More information about the conference can be found on the conference web site at <http://som.utdallas.edu/cist2005/index.html>.

4.2.2 WITS 2005



Kar Yan Tam, Hong Kong University of Science and Technology, Co-Chair, WITS 2005

The 15th Workshop on Information Technology and Systems (WITS'05) was held in Las Vegas, Nevada, on December 10-11, 2005. The purpose of the workshop is to provide a forum for discussion and interaction among scholars with research interests in the cutting edge issues of information technology and systems. These issues have become increasingly important as the corporate world evolves toward service-oriented computing that can support business on demand, enabled by the emergence of web services, agent technologies, wireless computing, e-commerce standards, P2P technologies, the business web, among other technologies. The theme of WITS'05 was "Service-Oriented Computing: Challenges and Solutions."



J. Leon Zhao, University of Arizona, Co-Chair, WITS 2005

WITS'05 was truly an international workshop. In total, WITS'05 received 188 abstracts resulted in 153 paper submissions that originated from the following countries: Australia (3), Canada (5), China (Mainland) (4), Germany (1), Hong Kong (1), India (8), Israel (1), Jordan (1), Kuwait (2), Singapore (4), Switzerland (2), Taiwan (1), UK (1), and USA (119). As the result of careful reviews by the WITS'05 PC members and external reviewers, WITS'05 accepted 42 outstanding papers (with a

27% acceptance rate). Over 150 researchers from academia and industry attended WITS'05.

WITS'05 also featured (1) a panel on "The Past, Present, and Future of Design Science Research" consisting of such eminent panelists as Jay Nunamaker (Panel Chair), Gordon B. Davis, Alan R. Hevner, John King, and Stuart Madnick and (2) a keynote speech on "Architecture of Business" by Dr. Kumar Bhaskaran, a senior manager and scientist, at the IBM T.J. Watson Research Center.

WITS'05 was sponsored by the Department of Management Information Systems, University of Arizona, the Center of E-Commerce of the Hong Kong University of Science and Technology, School of Information Systems of the Singapore Management University, and the Services Computing PIC, IBM Research. More information about WITS'05 is found at <http://wits2005.ecom.arizona.edu>.

5 President's note (contd. from page 1)

First, many members of the Information Systems community are not aware of the connection between ISS and ISR. Our most recent past president, Prof. Ritu Agarwal began work on explaining how the vitality of ISS and ISR are linked together. The current Editor in Chief of ISR, Prof. V. Sambamurthy, has been an enthusiastic supporter of ISS and has articulated effectively the stake that the Information Systems community has in ISS and INFORMS (please see the

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More details are available at <http://infosys.society.informs.org/Membership/join.shtml>.

Krishnan

accompanying interview conducted by Ray Patterson, ISS Web Strategist, for additional details). We need to continue the work on getting the word out about ISS and ISR and I want to encourage each and every member of ISS to get a colleague or a student to join. It is inexpensive and easy to do. More details are available at <http://infosys.society.informs.org/Membership/join.shtml>.

Second, in a budget and time constrained world, ISS's offerings need to be distinctive and of actionable value to its members. ISS will launch a new online community-based initiative this fall under the leadership of Chris Dellarocas of the

University of Maryland. Given the recent interest in reinvigorating IS teaching to Business School students, the first project within this initiative will feature resources (cases, syllabi), discussion fora and the like to support teaching. Chris will provide an overview of the initiative and launch it officially at the ISS meeting to be held at the conclusion of CIST 2006. Your participation and support is crucial to the success of this initiative and will determine how it evolves to support your needs in the future. As ISS embarks on these online initiatives, I would like to acknowledge and thank Manish Agarwal (Web Master), Chris Dellarocas (Community Coordinator) and Ray Patterson (Web Strategy) for their commitment to you and to ISS.

Last but not the least is the Conference on Information Systems and Technology (CIST), the principal meeting sponsored by the Society. Through the dedicated effort of a number of committed scholars, the quality of this meeting has consistently improved year on year. It offers high quality papers in a workshop like environment. In an effort to further strengthen CIST and its connection to INFORMS journals, I requested Senior Editors of the journals most relevant to the majority of Information Systems Researchers to serve on an advisory board to both ISS and CIST. Linda Argote (Organization Science), Amit Basu (INFORMS JOC), V. Sambamurthy (ISR), Sandra Slaughter (ISR), Sumit Sarkar (ISR), Barrie Nault (Management Science), Jin Whang (ISR) joined the advisory board the beginning of 2006.

The CIST 2006 conference chairs, Brian Butler from the University of Pittsburgh and Rahul Telang from Carnegie Mellon have benefited considerably from their interactions with the board and the CIST 2006 conference (please see <http://www.pitt.edu/~cist2006/>) promises to be an interesting meeting with innovative attempts to connect research to industry and practice. Opportunities to network with senior scholars such as those on the advisory board will also be built into the program. The conference organizers have paid close attention to coordinating with the sponsored sessions in the INFORMS conference. To connect ISR to the sponsored sessions, papers under advanced review at the journal will be

presented at these sessions. All of these sponsored session-related work is due to Paulo Goes of the University of Connecticut. Paulo has done a terrific job working closely with the CIST program chairs to create a complementary set of sponsored sessions at INFORMS. I invite you all to attend CIST 2006 – to contribute, to define, and to benefit from the ISS-CIST experience. See you soon in Pittsburgh!

6 Featured Interview (contd. from page 1)

The conference is increasingly becoming an important event on the calendar of information systems academics. Information Systems Research is not only one of the top journals, but also the journal of the Information Systems Society. Most other INFORMS societies have similar relationships with their disciplinary journals (for example, *Marketing Science* and the Society for Marketing Science). As Editor-in-Chief, I am a strong advocate of strengthening the journal's relationship with the Society for the greater good of the IS community. A stronger and vibrant society would create a stronger voice of advocacy within INFORMS and allow the journal to attract even greater visibility, resources, and institutional

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support. For instance, during my editorial term, I am committed to expanding the number of pages for the journal. Stronger connections with ISS could provide the financial support and institutional leverage in finding resources for the extra pages. Secondly, ISR has committed to annual special issues on novel topics of significance to the information systems community. Each special issue will involve a conference for presentation of papers that have been screened during an initial round of review. It is my expectation that ISS could be a partner and sponsor of the conferences associated with the special issues. Finally, Information Systems Research will soon initiate best paper and best reviewer awards. These awards will be jointly sponsored with the Information Systems Society.

As a member of the advisory board of the Society, I am also excited about the different new initiatives being launched under the leadership of Ramayya Krishnan, current President, and other members of the leadership. In particular, during the past few

years, most information systems programs have witnessed declining enrolments and challenges about how to teach courses within MBA programs. At the same time, there are broader trends in the economy, primarily in the form of continuing digitization of enterprises and their business activities, which make it clear that there is a need for educating business school students about the strategic management and use of information technologies from an executive perspective. How will the information systems academic community shape its educational programs to be relevant? There are pockets of initiatives underway. For example, a group of academics recently met at the Harvard Business School to share their current approaches toward teaching of the MBA core course and electives in information technology management. Similarly, another group has begun to work with the Information Systems Audit and Control Association and IT Governance Institute to develop teaching materials related to the governance, control, and audit of IT management activities. The Information Systems Society is poised to provide coordination to the various teaching-related initiatives and efforts of the community.

Thus, there is a real chance for the Information Systems Society to pull together the research and teaching interests of the information systems academic community. I have been encouraging everyone to consider joining the society and actively participate in its activities.

ISS: As an editor, what advice would you give to doctoral students and people who want to publish in the top information systems journals?

Samba: Information systems journals have historically not grown the number of pages annually devoted to publishing information systems research. Even though the community has grown significantly, particularly since the late 1990's, one of the significant challenges has been the limited number of publication opportunities in the top journals. However, such constraints are beginning to ease and the top journals are beginning to establish pipelines as well as growing the number of articles that they are publishing. Therefore, journal pages will less likely be a constraint.

In order to publish in the top journals, I would first emphasize care and attention to the choice of research topics and how they are executed. The key criteria for getting research published in a top journal include the significance of the research topic (i.e., why is the topic relevant and important), completeness of the literature review and theoretical development, rigor of the methodology and analysis, and the novelty of the findings. Getting the research right on these criteria requires a significant investment of time in thinking about the phenomenon, paying attention to the details of the research method, and writing the paper in way that is clear, compelling, and interesting. To be successful, it is important to test out the ideas in as many forums as possible before sending the paper out to a journal for review. Therefore, leveraging conferences such as ICIS, AMCIS, CIST, Academy, or Decision Sciences and invited research workshops at peer schools should be a part of a conscious strategy to revise and improve a paper before sending it out for review.

“... the drive to publish at least one dissertation-related paper in a top journal should be a key goal early in an academic career .”
Samba

Second, I would emphasize the role and value of networking. Good collaborations not only help in maintaining a higher level of productivity, but they also help in pooling of complementary skills.

Not all of us are good at theorizing and in empirical analysis. Further, with the growing sophistication of data sources and analytical methodologies, collaboration helps in producing higher quality papers. Therefore, I would strongly advocate networking and building productive collaborations.

Finally, my advice to all would be to be persistent and not get discouraged with the journals, if your paper gets rejected at one journal, or the revision requirements seem unusually demanding. All the top IS journals are working hard on accelerating the cycle times for review as well for accepting deserving articles. Editors are serious about constructive reviews and making sure that manuscripts get a fair shake when they are submitted for review. There are multiple outlets available for most work. Therefore, do not take a rejection as an “end-of-the-road.” Figure out how to improve your work and submit it to another journal. If the revisions seem difficult or challenging,

develop a strategy document to share with the editors and get feedback on whether your approach seems tenable. Above all, persist with your papers, especially if you believe that it is good work and that you might not have done a good job of presenting it in your initial submission.

ISS: *What should be the publication strategy for people early-on in their career and how should they think about being successful in publishing in the top journals? What are some of the things that they should think about?*

Samba: Publishing your dissertation is one of the best ways to get started in your academic career. For all, the dissertation represents the most significant piece of research on which a doctoral student might have spent two or three years. Therefore, having the drive to publish at least one dissertation-related paper in a top journal should be a key goal early in an academic career. However, the proportion of dissertations that do get published in top journals is not very high. Assuming that you have devoted the appropriate amount of attention toward working on a good dissertation (i.e., interesting topic, complete theoretical development, rigorous analysis, novel findings and significant implications), make sure that you are crafting a good paper. Sometimes, it takes as much as an year to produce a good manuscript. Sometimes, the dissertation might support multiple manuscripts. In such cases, however, it is important to make sure that the papers are indeed different and that the journals are aware of the other manuscripts.

Beyond the dissertation-related publishing efforts, it is important to focus on the next significant project. Such a project might either be an extension of the dissertation or a new topic. Sometimes, these projects might emerge out of interactions with new collaboration partners. Regardless, within the first three to four years, the goal should be to develop a portfolio of research projects and publications, built around new projects, manuscripts ready for journal submission, and manuscripts under advanced stages of review. Managing a portfolio of projects and collaborations is a key pathway to success.

“The IS community cannot afford to have only a small subset invest their time in community building efforts”
Samba

Finally, it is important to develop an identity and focus in your research. A few good papers that coherently define your contribution or intellectual leadership in an important domain are preferable to many papers scattered across different domains. One effective way to retain focus is to write a research statement that describes the focus of your research (key phenomena, theories, and methodologies, and significant contributions) and to continually revise it to reflect your evolving research interests. Any time that the research statement begins to read like a litany of individual projects, it is a symptom of lack of focus in your research.

ISS: *How should IS academics think about their involvement or engagement with the IS academic community?*

Samba: The information systems academic community is a thin community. In other words, compared to other disciplines, the IS academic community has fewer members. Yet, its journals, conferences, and associations can only grow and prosper through the active participation and involvement of IS academics. The IS community cannot afford to have only a small subset invest their time in community building efforts, such as serving on editorial boards, organizing conferences, providing leadership in the associations, and pioneering important initiatives for the common good. We need more members of the IS community to be active in giving their time and effort in reviewing, editorial activities, and leadership in conferences and association activities. There are several ways of being proactive, instead of waiting to be asked. First, editors are always looking for good reviewers, who graduate to positions of associate editors, senior editors, and editors of the journals. So, volunteering to do reviews and providing dedicated and constructive reviews is important. Second, volunteering to support conference activities is another important way. Beyond submitting panels and papers to conferences, consider organizing workshops, bidding for future conferences (ICIS, AMCIS, PACIS, ECIS), or volunteering to lead initiatives for the associations.