



## SCHOOL OF BUSINESS ADMINISTRATION



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### A Message from the Dean

It gives me great pleasure to present our Fall 2013 University of Vermont School of Business Administration Faculty Research Bulletin. Our faculty continue to push the boundaries of research, creating innovative and relevant insights in their respective fields. Their work is being published in top tier journals and the media, translating their intellectual contributions into accelerated learning in the classroom.

I invite you to visit [our website](#) to learn more about the School of Business Administration, our faculty, students and impact.

Sanjay Sharma, Ph.D.  
Dean & Professor of Management



*Dean Sanjay  
Sharma*

### Grants

**Associate Professor William Cats-Baril** is a contributor to a group who received a \$50,000 grant sponsored by UVM Medical Group for "Integrating a Tool to Assess Suicide Risk into an EMR."

**Associate Professor David Jones** as a contributor received a \$173,428 grant for "Social Exchange relationships in organizations: A meta-analytic integration of organizational justice, perceived support, leader-member exchange, psychological contracts, felt obligation, and trust," sponsored by Social Sciences and Humanities Research Council of Canada. Principal:

Fassina, Neil, Co-Contributor: Uggerslev, Krista.

**Associate Professor David Novak** received a \$11,000 grant from the UVM Reach Program for "Evaluating How Disruptions in the Roadway System Affect Accessibility to Essential Services in Vermont," Co-Primary Investigator: Sullivan, J.L.

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## Referreed Journal Articles

**Professor Rocki-Lee DeWitt** co-authored a paper "DLC Management Corporation: Securing Its Future" that was accepted for publication in *Case Research Journal*. Co-author: Ifshin, A.W.

**Associate Professor David Novak** co-authored a paper "A Link-Focused Methodology for Evaluating Accessibility to Emergency Services." *Decision Support Systems*. Co-author: Sullivan, J.L.

**Professor Sanjay Sharma's** paper "Pathways of Influence for Sustainability in Business Schools: A Dean's Eye View" was published in *Organization and Environment*. 26(2): 230-236.

**Professor Pramodita Sharma** co-authored "Analyzing Family Business Cases: Tools and Techniques." *Case Research Journal* 33(2). Co-authors: Blunden, R., Labaki, R., Michael-Tsabari, N. and Rivera Algarin, J.O.

**Assistant Professor Jie Zhang** co-authored a paper "An empirical test of service eco-certification signaling effect," that has been accepted for publication in the *Cornell Hospitality Quarterly*. Co-authors: Joglekar, N., Heineke, J., and Verma, R.

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## Conference Keynotes, Presentations, Proceedings

**Assistant Professor Cathy Beaudoin** presented her paper "The Impact of CFO's Incentives and Earnings Management Ethics on Their Financial Reporting Decisions and the Mediating Role of Moral Disengagement," at the American Accounting Association Accounting, Behavioral and Organizations Section Meeting in October 2013 in San Diego, CA. Co-authors: Cianci, A., and Tsakumis, G.

**Associate Professor Susan Hughes** presented her paper "The Effect of Corporate Governance, Auditor Choice and Global Activities on EU Company Voluntary Disclosures of Estimates and Judgments" at the 36th Annual Congress European Accounting Association in Paris, May 2013. Co-

author: Hodgdon, C.

**Associate Professor Susan Hughes** presented her paper "Exposure Draft Comment Letters and their Influence on Financial Reporting Standard Setting" at the American Accounting Association Annual Meeting in Anaheim, August 2013. Co-authors: Sander, J.F., and Xiques, G.

**Associate Professor David Jones** presented "Skill Development Among Employee Volunteers: Leveraging Research Findings to Promote STEM Education" at the annual National Science and Technology Advisory Committee Meeting, Citizen Schools in November 2013.

**Associate Professor David Jones** presented research results via web-conference organized by Citizen Schools "Results from the Citizen Teacher Experience Study: Takeaways and Implications for Google" to management from Google in October 2013.

**Associate Professor David Jones** presented "Citizen Teacher Experience Study: Results, Takeaways and Implications" at the Leadership and External Engagement Retreat, Citizen Schools, Boston, MA in October 2013.

**Assistant Professor Allison Kingsley** presented her paper "Even Constrained Governments Steal: The Domestic Politics of Transfer and Expropriation Risks" at the Strategy and its Business Environment conference hosted by the McCombs School at University of Texas at Austin in May 2013.

**Assistant Professor Allison Kingsley** presented her paper "Information, Political Risk, and the Competitive Advantage of Banks" at the International Political Economy Society conference hosted by Claremont McKenna in October 2013.

**Assistant Professor Allison Kingsley** presented her paper "Information, Political Risk, and the Competitive Advantage of Banks" at a faculty workshop hosted by University of Southern California in October 2013.

**Associate Professor David Novak** co-presented "Optimal Ordering Policies for a Fixed-life Perishable Product with Transfers" with S. Puranam and M. Lucas, at the annual Decision Sciences Institute (DSI) meeting, Baltimore, MD November, 2013.

**Associate Professor David Novak** co-presented "A Link-Based Approach for Evaluating Accessibility to Emergency Services in a Transportation Network" with J.F. Sullivan at the annual INFORMS meeting, Minneapolis, MN, October 6-8, 2013. Dr. Novak also served as a judge at the poster session.

**Professor Pramodita Sharma** presented "Entrepreneurial Family Firms: Growing the Family Business Across Generations" at the School of Management Sciences, Nelson Mandela University, Port Elizabeth, South Africa, September, 2013.

**Professor Pramodita Sharma** presented "The Art and Craft of Publishing in International A-Listed Journals" at the School of Management Sciences, Nelson Mandela University, Port Elizabeth, South Africa, September, 2013.

**Professor Pramodita Sharma** was a featured speaker at the Family Firm Institute series, Myths Realities and Trends in Family Enterprise Research at the Coutts Institute, London in March 2013.

**Associate Professor Chun Zhang** presented her paper "Reciprocity between buyer cost-sharing and supplier willingness to invest in technology" at the American Marketing Association's Summer Educators' Conference, August, 2013. The paper won the Best Paper award for the "Inter-organizational Issues in Marketing" track.

**Assistant Professor Jie Zhang** presented her paper "Does Organizational Form Matter for Building Green Projects? An Empirical Study of U.S. Hotel Pipeline" at the Production and Operations Management Annual Conference, in Denver, CO, May 2013.

**Assistant Professor Jie Zhang** presented her paper "The Signaling Effect of Eco-certification in Services: An Empirical Test in U.S. Hotel Industry" at International Research Symposium on Service Excellence in Management in Karlstad, Sweden, June 2013.

**Assistant Professor Jie Zhang** presented her paper "An Agency Perspective on Service Triads: Linking Price and Performance with Satisfaction" at the Decision Sciences Institute Annual Conference in Baltimore, MD, November 2013.

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## Books

**Professor Pramodita Sharma** "Exploring Transgenerational Entrepreneurship Research: The Role of Resources and Capabilities." (2014). Edward Elgar Publishing, Inc., Northampton, MA. Co-authors: Sieger, P., Nason, R., Cristina, A., Ramachandran, K.

**Professor Pramodita Sharma** "SAGE Handbook of Family Business." (2014). SAGE Publications Ltd., Thousand Oaks, CA. Co-authors: Melin, L., and Nordqvist, M.

## Book Chapters

**Professor Rocki-Lee DeWitt** "Successful family business ownership transitions: Leveraging tacit knowledge," in *Exploring Transgenerational*

*Entrepreneurship: The Role of Resources and Capabilities* by P. Sharma, P. Sieger, R. Nason, A. Cristina Gonzalez, and K. Ramachandran (Eds.) Edward Elgar Publishing Ltd. Co-author: Cristina Gonzalez, A.

**Professor Pramodita Sharma** "Family Business Roles" in *The Landscape of Family Business* by R. Sorenson, A. Yu, G.T. Lumpkin and K. Brigham (Eds.), Edward Elgar Publishing, Inc., Northampton, MA. Co-author: Hoy, F. (Ch. 6)

**Professor Pramodita Sharma** "Using Configuration Approach To Understand the Reasons For and Consequences of Varied Family Involvement in Business" in *Family Business Research Handbook (II)* by P. Poutziouris, K. Smyrnios and S. Goel (Eds.), Edward Elgar Publishing, Inc., Northampton, MA. Co-author: Nordqvist, M. (Ch.7).

**Assistant Professor Jie Zhang** "Why Multinational Corporations Still Need to Keep It Local: Environment, Operations, and Ownership in the Hospitality Industry" in *Constructing Green: The Social Structures of Sustainability* by R.L. Henn & A.J. Hoffman (Eds.), The MIT Press. August, 2013.

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## Editorials

**Associate Professor William Cats-Baril** "Doing Good By Doing Well" in *Burlington Free Press*, August 2013

**Professor Pramodita Sharma** "The anatomy of a paper" in *Family Business Review*, 26(2).

## Media Articles/Quotes

**Associate Professor William Cats-Baril** was interviewed by *VT Digger* for the launch of the Sustainable Entrepreneurship MBA program, August 2013.

**Professor Pramodita Sharma** was quoted in "Family concerns come second to cult of the entrepreneur" in *Financial Times*, October 2013.

**Professor Pramodita Sharma** was interviewed in "Entrepreneurship and Family Business: Complementary Dynamics" in *Tharawat Magazine*, Vol 19: 27-29.

**Professor Pramodita Sharma** was interviewed in "Entrepreneurial Assistance" in *UVM Today*, April 2013.

**Professor Pramodita Sharma** was quoted in "Want a business to last? Start one with a family" in *The Mercury*, April 2013.

**Professor Pramodita Sharma** was quoted in "Families ties are a strength in small business: 90% of US firms kindred-owned" in *The Courier Journal*, April 2013.

**Professor Pramodita Sharma** was quoted in "Family enterprise case competition draws a global student entrant pool" in *Family Business Magazine*, March/April 2013.

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## Other Distinctions

**Associate Professor Susan Hughes** was selected as an Editorial Board Member for *Issues in Accounting Incorporating Issues in International Accounting*.

**Associate Professor Susan Hughes** will continue as an Editorial Board Member in 2014 for *Advances in Accounting Education: Teaching and Curriculum Innovations*.

**Associate Professor David Jones** was a *OB Research Incubator Panel Member* at the 73rd Annual Meeting of the Academy of Management in Orlando, FL in August 2013.

**Associate Professor David Jones** co-authored an article "Three reasons job seekers prefer sustainable companies: How being better to the planet can help you hire better people" that was published in *Network for Business Sustainability*. Co-author: Willness, C.R.

**Assistant Professor Allison Kingsley** received the University of Vermont Kroepsch-Maurice Excellence in Teaching Award for Assistant Professors.

**Associate Professor David Novak** co-authored a research report "Optimization of Snow Removal in Vermont" published in *Transportation Research Center Report #13-005*. Co-authors: Dowds, J., Sullivan, J.L., Scott, D.M.

**Professor James Sinkula**, the John L. Beckley Professor of American Business at the School of Business Administration, co-authored an article, "The complementary effects of market orientation and entrepreneurial orientation" awarded a 2013 Citation of Excellence by *Emerald Management Reviews*. Co-author Baker, W.E.