COMPLETE LIST OF INSTITUTE WORKING PAPERS

1960

1. James P. Quirk and Rubin Saposnik, EFFICIENCY, EMPLOYMENT AND REAL WAGES.
3. P. K. Newman and J. N. Wolfe, AN ESSAY ON THE THEORY OF VALUE.
4. Thomas F. Dernburg and James P. Quirk, PER CAPITA OUTPUT AND TECHNOLOGICAL PROGRESS.
5. Edward Ames and Stanley Reiter, DISTRIBUTIONS OF CORRELATION COEFFICIENTS IN ECONOMIC TIME SERIES.
6. Thomas F. Dernburg, THE CONSUMPTION-INCOME RATIO AND PRODUCT INNOVATION.
7. James P. Quirk and Rubin Saposnik, ADMISSIBILITY AND MEASURABLE UTILITY FUNCTIONS.
8. Stanley Reiter and Gordon R. Sherman, ALLOCATING INDIVISIBLE RESOURCES AFFORDING EXTERNAL ECONOMIES OR DISECONOMIES.
9. Vernon L. Smith, TIME PREFERENCE AND RISK IN INVESTMENT THEORY.

1961

10. Stanley Reiter, CHOOSING AN INVESTMENT PROGRAM AMONG INTERDEPENDENT PROJECTS.
11. Peter W. Frevert, A SUGGESTED EQUILIBRATING MECHANISM FOR A FOREIGN MARKET.
12. C. R. Carr and C. W. Howe, THE OPTIMAL SERVICING OF FIXED REQUIREMENTS WITH FINITE TIME HORIZONS.
15. Rene P. Manes, IMPORT QUOTAS, PRICES AND PROFITS IN THE OIL INDUSTRY.

1962

16. Frank M. Bass, A DECISION MODEL FOR MARKETING RESEARCH EXPENDITURES.
17. William H. Starbuck, A GENERALIZATION OF TERBORGH'S APPROACH TO EQUIPMENT REPLACEMENT.
19. Dean C. Smith, PROFIT MAXIMIZATION AND JOINT COSTS.
20. William K. Holstein and William R. Soukup, SIMULATION.
21 William H. Starbuck, SALES VOLUME AND EMPLOYMENT IN BRITISH AND AMERICAN RETAIL TRADE.

22 Edward Ames, TWO STATISTICAL NOTES: 1. A U-SHAPED DISCRETE FREQUENCY FUNCTION: 2. THE BIVARIATE LOGARITHMIC FUNCTION.

23 A. L. Nagar, NOTE ON THE FINITE SAMPLE BIAS OF THE MIXED ESTIMATOR.

24 Edward Ames and Nathan Rosenberg, CHANGING TECHNOLOGICAL LEADERSHIP AND INDUSTRIAL GROWTH.


26 John M. Dutton, SIMULATION OF AN ACTUAL PRODUCTION SCHEDULING AND WORK FLOW CONTROL SYSTEM.

27 Edgar A. Pessemier, EXPERIMENTAL METHODS OF ANALYZING DEMAND FOR BRANDED CONSUMER GOODS WITH APPLICATION TO PROBLEMS MARKETING STRATEGY.

28 Charles W. Howe and Patrick J. Lynch, THE AIR CARGO INDUSTRY: ITS GROWTH, PROBLEMS, AND FUTURE.

29 R. G. Swensson, UNEQUAL INFORMATION AND COMMUNICATION AS DETERMINERS OF COOPERATION IN A TWO-PERSON EXPERIMENTAL GAME.

30 M. I. Kamien, A NOTE ON COMPLEMENTARITY AND SUBSTITUTION.

31 George Horwich, FINANCIAL INTERMEDIARIES, SAVING, AND THE PRICE LEVEL.

1963

32 Edward Ames, AN EXTENSION OF CANNONICAL CORRELATION THEORY.

33 Edgar A. Pessemier, NEW PRODUCT SEARCH AND PRELIMINARY EVALUATION.

34 Stanley Reiter and Gordon R. Sherman, DISCRETE OPTIMIZING.

35 John M. Dutton and William H. Starbuck, ON MANAGERS AND THEORIES.

36 Edward Ames and Nathan Rosenberg, THE PROGRESSIVE DIVISION AND SPECIALIZATION OF INDUSTRIES.

37 Edward Ames and William H. Starbuck, LINEAR DIFFERENCE SYSTEMS.

38 James Quirk and Rubin Saposnik, HOMOGENEOUS PRODUCTION FUNCTIONS AND MARGINAL COST CURVES.

39 Vernon L. Smith, EFFECT OF MARKET ORGANIZATION ON COMPETITIVE EQUILIBRIUM.

40 M. June Flanders, PREBISCH ON PROTECTIONISM: AN EVALUATION.

41 John A. Carlson, AGE. SENILITY, ECHOES, AND REPLACEMENT INVESTMENT.
R. L. Basmann, A TCHEBYCHEV INEQUALITY FOR THE CONVERGENCE OF GENERALIZED CLASSICAL LINEAR ESTIMATOR, SAMPLE SIZE BEING FIXED.

R. L. Basmann, AN EXACT FINITE SAMPLE FREQUENCY FUNCTION OF A GENERALIZED CLASSICAL LINEAR ESTIMATOR IN A CASE FOR WHICH THIS ESTIMATOR IS EXACTLY UNBIASED.

Edgar A. Pessemier, A CLASS OF SEQUENTIAL DECISION PROBLEMS UNDER UNCERTAINTY WITH NON-LINEAR COSTS AND PRIOR INFORMATION.

R. G. Swensson, PAYOFF SHIFTS AND SOME PERSONALITY DIFFERENCES IN THREE-CHOICE DECISIONS.

R. L. Basmann, ASYMPTOTIC EXPANSIONS OF THE EXACT FINITE SAMPLE DISTRIBUTION FUNCTIONS OF SOME UNBIASED GENERALIZED CLASSICAL LINEAR ESTIMATORS.

William H. Starbuck, THE ASPIRATION MECHANISM.

R. L. Basmann, AN ASYMPTOTIC EXPANSION OF THE EXACT FINITE SAMPLE DISTRIBUTION FUNCTION OF A GENERALIZED CLASSICAL LINEAR ESTIMATOR WHEN THIS ESTIMATOR IS BIASED.

George Horwich, SAVING, INVESTMENT, AND THE DYNAMICS OF INTEREST AND MONEY.

George Horwich, EFFECTIVE RESERVES, CREDIT, AND CAUSALITY IN THE BANKING SYSTEM OF THE THIRTIES.

Donald B. Rice, THE EXPERIMENTAL DETERMINATION OF PROFIT MAXIMIZING OPERATING CONDITIONS.

Clarke C. Johnson and R. Dennis Brennen, THE PRISONER'S DILEMMA GAME: SOME EMPIRICAL AND THEORETICAL PROPOSALS.

Chiou-Shuang Yan and Edward Ames, ECONOMIC INTERPRETATIONS OF THE REDUCIBILITY PROPERTIES OF INPUT-OUTPUT MATRICES.

Cliff Lloyd, INTEREST THEORY FOR A MONETARY ECONOMY.

Cliff Lloyd, THIS BUSINESS OF STOCKS AND FLOWS.

James L. Murphy, EFFECTS OF THE THREAT OF LOSSES ON DUOPOLY BARGAINING.

Patric H. Hendershott and James L. Murphy, THE MONETARY CYCLE AND THE BUSINESS CYCLE: THE FLOW OF FUNDS REEXAMINED.

Peter William Frevert, A MODEL OF THE SPOT AND FORWARD MARKETS FOR FOREIGN EXCHANGE.


Hugo Sonnenschein, NOTES ON THE EXISTENCE OF UTILITY FUNCTIONS.

Yo Fukuba, DYNAMIC NETWORK FLOWS.
Charles W. Howe, PROCESS AND PRODUCTION FUNCTIONS FOR INLAND WATERWAY TRANSPORTATION.

Donald B. Rice, PRODUCT LINE SELECTION AND DISCRETE OPTIMIZING.

William Starbuck, ORGANIZATIONAL GROWTH AND DEVELOPMENT.

Cliff Lloyd, ON THE FALSIFIABILITY OF TRADITIONAL DEMAND THEORY.

Vernon L. Smith, EXPERIMENTAL AUCTION MARKETS AND THE WALRASIAN HYPOTHESIS.

Yasusuke Murakami, BALANCED GROWTH UNDER EXOGENOUS LABOR GROWTH.

Paul De Schutter, AN APPRAISAL OF A FEW EXAMPLES OF CONTEMPORARY ECONOMETRIC ANALYSIS.

James P. Steamo, TESTING ECONOMETRIC MODELS.

Karl E. Weick, LABORATORY EXPERIMENTATION WITH ORGANIZATIONS.

James Quirk and Richard Ruppert, QUALITATIVE ECONOMICS AND THE STABILITY OF EQUILIBRIUM.

Vernon L. Smith, ON PRODUCTION FUNCTIONS OF CONSTANT ELASTICITY OF SUBSTITUTION.


Charles W. Howe, MODELS OF A BARGELINE: AN ANALYSIS OF RETURNS TO SCALE IN INLAND WATERWAY TRANSPORTATION.

R. L. Basmann, ON PREDICTIVE TESTING OF A SIMULTANEOUS EQUATIONS MODEL: THE RETAIL MARKET FOR FOOD IN THE U.S.

Thomas Joseph Muench, CONSISTENCY OF LEAST SQUARE ESTIMATORS OF COEFFICIENTS IN EXPLOSIVE STOCHASTIC DIFFERENCE EQUATIONS.

Peter Jason Kalman, THEORY OF CHOICE WHEN PRICES ENTER THE UTILITY FUNCTION.

Yasusuke Murakami, BALANCED GROWTH UNDER EXOGENOUS LABOR GROWTH: II.

George Horwich, AN INTEGRATED ANALYSIS OF AGGREGATE SUPPLY AND DEMAND.

Peter Jason Kalman, A CLASS OF UTILITY FUNCTIONS ADMITTING TYRNIT'S HOMOGENEOUS SAVING FUNCTION.

Peter Jason Kalman, PROFESSOR PEARCE'S ASSUMPTIONS AND THE NONEXISTENCE OF A UTILITY FUNCTION.

Richard E. Walton, THEORY OF CONFLICT IN LATERAL ORGANIZATIONAL RELATIONSHIPS.

Richard E. Walton and Robert B. McKersie, ATTITUDE CHANGE IN INTERGROUP RELATIONS.
William H. Starbuck, MATHEMATICS AND ORGANIZATION THEORIZED.

Peter Jason Kalman, THE EXISTENCE OF A GLOBALLY DIFFERENTIABLE DEMAND FUNCTION.

Vernon L. Smith, BIDDING THEORY AND THE TREASURY BILL AUCTION: DOES PRICE DISCRIMINATION INCREASE BILL PRICES.

Yasusuke Murakami, FORMAL STRUCTURE OF MAJORITY DECISION.

Nancy Lou Schwartz, ECONOMIC TRANSPORTATION FLEET COMPOSITION AND SCHEDULING, WITH SPECIAL REFERENCE TO INLAND WATERWAY TRANSPORT.

J. M. Dutton and R. E. Walton, INTERDEPARTMENTAL CONFLICT AND COOPERATION: TWO CONTRASTING STUDIES.


Edgar A. Pessemier, PRODUCT POLICY.

Richard E. Walton, TWO STRATEGIES OF SOCIAL CHANGE AND THEIR DILEMMAS.

John J. Sherwood, SELF IDENTITY AND THE SOCIAL ENVIRONMENT.

Michael J. Driver, A STRUCTURAL ANALYSIS OF AGGRESSION, STRESS, AND PERSONALITY IN AN INTER-NATION SIMULATION.

George Horwich, TIGHT MONEY, MONETARY RESTRAINT, AND THE PRICE LEVEL.

Vernon L. Smith, DISCRIMINATION VS. COMPETITION IN SEALED BID AUCTION MARKETS: A STUDY IN INDIVIDUAL AND MARKET BEHAVIOR.

John J. Sherwood, AUTHORITARIANISM AND MORAL REALISM.

Keith V. Smith, CLASSIFICATION OF INVESTMENT SECURITIES USING MULTIPLE DISCRIMINANT ANALYSIS.

James Streamo, ANOTHER LOOK AT THE RETAIL FOOD MARKET IN THE UNITED STATES: 1941-1959 (TESTING AN ECONOMETRIC MODEL).

Yo Fukuba, DYNAMIC NETWORK FLOWS.

R. L. Basmann, ON THE EMPIRICAL TESTABILITY OF "EXPLICIT CAUSAL CHAINS" AGAINST THE CLASS OF 'INTERDEPENDENT' MODELS.

Michael J. Driver and Siegfried A. Streufert, THE "GENERAL INCONGRUITY ADAPTATION LEVEL" (GIAL) HYPOTHESIS: AN ANALYSIS AND INTEGRATION OF COGNITIVE APPROACHES TO MOTIVATION.

William H. Starbuck, THE HETEROSCEDASTIC NORMAL.
105 John J. Sherwood and John R. P. French, SELF-ACTUALIZATION AND SELF-IDENTITY THEORY.

106 Richard E. Walton and Robert B. McKersie, BEHAVIORAL DILEMMAS IN MIXED MOTIVE DECISION-MAKING.

107 Stanley Reiter and Donald B. Rice, DISCRETE OPTIMIZING SOLUTION PROCEDURES FOR LINEAR AND NON-LINEAR INTEGER PROGRAMMING PROBLEMS.

108 John J. Sherwood, SELF-REPORT AND PROJECTIVE MEASURES OF ACHIEVEMENT AND AFFILIATION.

109 Ronald Kochems, AN APPLICATION OF MULTIPLE DISCRIMINANT ANALYSIS.


111 R. K. James, W. H. Starbuck and D. C. King, A STUDY OF PERFORMANCE IN A BUSINESS GAME--REPORT I.

112 Michael J. Driver and Siegfried Streufert, THE GENERAL INCONGRUITY ADAPTATION LEVEL (GIAL) HYPOTHESIS: AN ANALYSIS AND INTEGRATION OF COGNITIVE APPROACHES TO MOTIVATION.

113 Frank M. Bass and Ronald T. Lonsdale, AN EXPLORATION OF LINEAR PROGRAMMING IN MEDIA SELECTION.

114 Frank M. Bass, THE DYNAMICS OF MARKET SHARE BEHAVIOR.

115 W. H. Starbuck and F. M. Bass, AN EXPERIMENTAL STUDY OF RISK-TAKING AND THE VALUE OF INFORMATION IN A NEW PRODUCT CONTEXT.

116 John R. P. French, Jr., John J. Sherwood and David L. Bradford, CHANGE IN SELF-IDENTITY IN A MANAGEMENT TRAINING CONFERENCE.

117 R. A. Layton, COME ASPECTS OF THE ECONOMICS OF A COMPUTER SYSTEM STUDY.

118 Walter Sikes, AN ANALYSIS OF SOME OUTCOMES OF HUMAN RELATIONS LABORATORY TRAINING.

119 Charles W. King, COMMUNICATING WITH THE INNOVATOR IN THE FASHION ADOPTION PROCESS.

120 R. A. Layton, A "SEARCH AND ESTIMATION" SAMPLING PROCEDURE, WITH APPLICATIONS IN AUDITING AND POVERTY STUDIES.

121 Charles R. Keen, A NOTE ON KONDRATIEFF CYCLES IN PREWAR JAPAN.

122 Robert V. Horton, THE DUALITY IN NATURE OF OFFERINGS OF ADDITIONAL COMMON STOCK BY MEANS OF "RIGHTS."

1966

123 Clarke C. Johnson and Charles E. Gearing, INFLUENCES ON ACADEMIC PERFORMANCE.
Lawrence Carson, Donald Junker, Eugene Rice, Richard Tech, Douglas Tigert, William Urban, EXPERIMENTAL RESEARCH IN CONSUMER BEHAVIOR, FOUR EXPLORATORY PAPERS.

Mohamed A. El-Hodiri, OPTIMAL RESOURCE ALLOCATION OVER TIME I.

Atsushi Suzuki, A LINEAR STATISTICAL MODEL OF AMERICAN BUSINESS CYCLES.

Lowell Basset, Hamid Habibagahi, James Quirk, QUALITATIVE ECONOMICS AND MORISHIMA MATRICES.

Philip Ginsberg and David Richardson, SOME ECONOMIC APPLICATIONS OF THE GCL PRINCIPLE OF ESTIMATION.

C. S. Yan, OPTIMAL INVESTMENT AND TECHNICAL PROGRESS.

C. S. Yan, TECHNICAL CHANGE AND INVESTMENT.

Philip Burger and Donald B. Rice, INTEGER PROGRAMMING MODELS OF TRANSPORTATION SYSTEMS - AN AIRLINE SYSTEM EXAMPLE.

Mohamed A. El-Hodiri, A CALCULUS PROOF OF THE UNBIASEDNESS OF COMPETITIVE EQUILIBRIUM.

Mohamed A. El-Hodiri, TWO ESSAYS ON DYNAMIC MICRO ECONOMICS.

Marc Pilisuk, J. Alan Winter, Reuben Chapman, Neil Hass, HONESTY, DECEIT, AND TIMING IN THE DISPLAY OF INTENTIONS.

Richard E. Walton, CONTRASTING DESIGNS FOR PARTICIPATIVE SYSTEMS.

Marc Pilisuk, Paul Skolnick, Kenneth Thomas, Reuben Chapman, BOREDOM VS. COGNITIVE REAPPRAISAL IN THE DEVELOPMENT OF COOPERATIVE STRATEGY.

John A. Eisele, Robert Burr Porter, Kenneth C. Young, AN INVESTIGATION OF THE RANDOM WALK HYPOTHESIS AS AN EXPLANATION OF THE BEHAVIOR OF ECONOMIC TIME SERIES.

Mogens D. Romer, ELECTRONIC DATA PROCESSING IN INDUSTRIAL ENTERPRISE.

Mohamed A. El-Hodiri, CONSTRAINED EXTREMA OF FUNCTIONS OF A FINITE NUMBER OF VARIABLES. REVIEW AND GENERALIZATIONS.

Michael J. Driver and Siegfried Streufert, GROUP COMPOSITION, INPUT LOAD AND GROUP INFORMATION PROCESSING.

Edgar A. Pessemier and Richard D. Teach, A SINGLE SUBJECT SCALING MODEL USING JUDGED DISTANCES BETWEEN PAIRS OF STIMULI.

Harry Schimmel, ON IMPLICATIONS OF PRODUCTIVITY COEFFICIENTS AND EMPirical RATIONAL.

Hamid Habibagahi, WALRASIAN STABILITY: QUALITATIVE ECONOMICS.
Edgar A. Pessemier, MEASURING SOCIAL, SCIENTIFIC AND MILITARY BENEFITS IN A DOLLAR METRIC.

Marc Pilisuk, DEPTH, CENTRALITY, AND TOLERANCE IN COGNITIVE CONSISTENCY.

Michael J. Driver and Siegfried Streufert, THE GENERAL INCONGRUITY ADAPTATION LEVEL (GIAL) HYPOTHESIS--II. INCONGRUITY MOTIVATION TO AFFECT, COGNITION, AND ACTIVATION-AROUSAL THEORY.

Akira Takayama, BEHAVIOR OF THE FIRM UNDER REGULATORY CONSTRAINT: COMMENT.

Keith V. Smith, PORTFOLIO REVISION.

Abraham Tesser, Robert D. Gatewood, Michael Driver, SOME DETERMINANTS OF FEELINGS OF GRATITUDE.

S. N. Afriat, ECONOMIC TRANSFORMATION.

Edward Ames and Nathan Rosenberg, THE ENFIELD ARSENAL IN THEORY AND HISTORY.

Robert Perrucci, HEROES AND HOPELESSNESS IN A TOTAL INSTITUTION: ANOMIE THEORY APPLIED TO A COLLECTIVE DISTURBANCE.

Akira Takayama, REGIONAL ALLOCATION OF INVESTMENT: A FURTHER ANALYSIS.

Cliff Lloyd, R. J. Rohr and Mark Walker, A CALCULUS PROOF OF THE EXISTENCE OF A CONTINUOUS UTILITY FUNCTION.

Cliff Lloyd, MONEY TO SPEND AND MONEY TO HOLD.

Cliff Lloyd, TWO CLASSICAL MONETARY MODELS.

Robert Perrucci, SOCIAL PROCESSES IN PSYCHIATRIC DECISIONS.

S. N. Afriat, PRINCIPLES OF CHOICE AND PREFERENCE.

James M. Holmes, THE PURCHASING POWER PARITY THEORY: IN DEFENSE OF GUSTAV CASSEL AS A MODERN THEORIST.

John M. Dutton and William H. Starbuck, HOW CHARLIE ESTIMATES RUN-TYPE.

Akira Takayama, PER CAPITA CONSUMPTION AND GROWTH: A FURTHER ANALYSIS.

Frank DeMeyer and Charles R. Plott, THE PROBABILITY OF A CYCLICAL MAJORITY.

Siegfried Streufert and Michael J. Driver, CREATIVITY, COMPLEXITY THEORY AND INCONGRUITY ADAPTATION.

John A. Carlson, THE CLASSROOM ECONOMY: RULES, RESULTS, REFLECTIONS.

Carl R. Adams, AN ACTIVITY MODEL OF THE FIRM UNDER RISK.
Charles W. King and John O. Summers, INTERACTION PATTERNS IN INTERPERSONAL COMMUNICATION.

Vernon L. Smith, TAXES AND SHARE VALUATION IN COMPETITIVE MARKETS.


Akira Takayama and Mohamed El-Hodiri, PROGRAMMING, PARETO OPTIMUM AND THE EXISTENCE OF COMPETITIVE EQUILIBRIA.

Marc Pilisuk and Paul Skolnick, INDUCING TRUST: A TEST OF THE OSGOOD PROPOSAL.

S. N. Afriat, REGRESSION AND PROJECTION.

Stanley M. Halpin and Marc Pilisuk, PREDICTION AND CHOICE IN THE PRISONER’S DILEMMA.

Frank M. Bass, A NEW PRODUCT GROWTH MODEL FOR CONSUMER DURABLES.

Frank M. Bass, A SIMULTANEOUS-EQUATION REGRESSION STUDY OF ADVERTISING AND SALES-ANALYSIS OF CIGARETTE DATA.

John M. Dutton and Elsie E. Olsen, DYNAMICS OF DECISION-MAKING BEHAVIOR: THEORY, AND APPLICATION TO FOUR EXPERIMENTAL LABORATORY PROBLEMS.

Akira Takayama, ON THE STRUCTURE OF OPTIMAL GROWTH PROBLEM.

Vernon L. Smith, OPTIMAL INSURANCE COVERAGE.

G. W. Graves and A. B. Whinston, A NEW APPROACH TO DISCRETE MATHEMATICAL PROGRAMMING.

Marc Pilisuk and Paul Skolnick, EXPERIMENTING WITH THE ARMS RACE.

Frank M. Bass, Douglas J. Tigert and Ronald T. Lonsdale, AN ANALYSIS OF SOCIO-ECONOMICS-RELATED MARKET SEGMENTS FOR GROCERY PRODUCTS.

Richard E. Walton, INTERPERSONAL CONFRONTATION AND BASIC THIRD PARTY FUNCTIONS: A CASE STUDY.

Richard E. Walton, THIRD PARTY ROLES IN INTERDEPARTMENTAL CONFLICTS.

Richard E. Walton and John M. Dutton, INTERDEPARTMENTAL CONFLICT AND ITS MANAGEMENT: GENERAL MODEL AND REVIEW.

Akira Takayama, REGIONAL ALLOCATION OF INVESTMENT: CORRENGENDUM.

Robert V. Horton, A SUGGESTED NEW MONETARY SYSTEM; THE GOLD VALUE STANDARD.

Frank M. Bass, Edgar A. Pessemier, and Douglas J. Tigert, COMPLEMENTS AND SUBSTITUTES - AN EXPLORATORY ANALYSIS.

188 Richard E. Walton, LEGAL-JUSTICE, POWER-BARGAINING, AND SOCIAL SCIENCE INTERVENTION: MECHANISMS FOR SETTLING DISPUTES.

189 Dan E. Schendel and Pietro Balestra, RATIONAL BEHAVIOR AND GASOLINE PRICE WARS.

190 E. A. Pessemier, P. C. Burger, and D. J. Tigert, CAN NEW PRODUCT BUYERS BE IDENTIFIED?

191 B. Rothschild and Andrew Whinston, MULTI-COMMODITY NETWORK FLOWS WITH MULTIPLE SOURCES AND SINKS.

192 Richard E. Walton, LEGAL-JUSTICE, POWER-BARGAINING, AND SOCIAL SCIENCE INTERVENTION: MECHANISMS FOR SETTLING DISPUTES.

193 Edgar A. Pessemier and Douglas J. Tigert, A TAXONOMY OF MAGAZINE READERSHIP APPLIED TO PROBLEMS IN MARKETING STRATEGY AND MEDIA SELECTION.

194 Charles W. King and John O. Summers, THE NEW PRODUCT ADOPTION RESEARCH PROJECT.

195 Edgar A. Pessemier and Douglas J. Tigert, SOCIO-ECONOMIC STATUS OF THE FAMILY AND HOUSEWIFE PERSONALITY, LIFE-STYLE AND OPINION FACTORS.

196 Carl Adams, OPTIMAL DISPOSAL POLICIES.

197 Lawrence S. Zudak, AN EXPERIMENT TESTING THE PREDICTIVE VALIDITY OF HIS SAVAGE - VON NEUMAN AXIOMS OF PROBABILITY.

1968

198 Edward Ames, THE STRUCTURE OF GENERAL EQUILIBRIUM IN A PLANNED ECONOMY.

199 Antonio Camacho, EXTERNALITIES, OPTIMALITY AND INFORMATIONALLY DECENTRALIZED RESOURCE ALLOCATION PROCESS.

200 R. L. Basmann and R. J. Rohr, SOME FORMULAS ENCOUNTERED IN THE DEDUCTIVE ANALYSIS OF THIRD-ORDER AUTOREGRESSION PROCESS.

201 Phillip J. Scaletta, Jr., OBSERVATIONS ON COPYRIGHT LAW AND PATENT LAW AND THEIR IMPORTANCE TO MANAGEMENT.


203 John R. Moore, Jr. and Norman R. Baker, A COMPUTATIONAL ANALYSIS OF AN R & D PROJECT SCORING MODEL.

204 Lyndell W. Fitzgerald, A THEORY OF THE NATURAL NUMBERS.

205 Akira Takayama, STABILITY CONDITIONS, COMPARATIVE STATICS AND THE CORRESPONDENCE PRINCIPLE IN AN OPEN ECONOMY.
Edward Ames, THAT'S NO PARADOX: IT'S A PIN FACTORY.

Frank M. Bass and Leonard J. Parsons, SIMULTANEOUS-EQUATION REGRESSION ANALYSIS OF SALES AND ADVERTISING.

Edward Overstreet and Marc Pilisuk, SIMULATION MODELS OF SEQUENTIAL CHOICES IN THE PRISONER'S DILEMMA.

David Denzler, AN APPROXIMATIVE ALGORITHM FOR THE FIXED CHARGE PROBLEM.

David Denzler, A HEURISTIC PRODUCTION LOT SCHEDULING MODEL.

Frank M. Bass and Charles W. King, THE THEORY OF FIRST PURCHASE OF NEW PRODUCTS.

Kathryn and Cliff Lloyd, RECIPROCITY, EQUIVALENCE, NORMATIVE BEHAVIOR AND THE EXISTENCE OF SOCIAL PRICES.

John O. Ledyard, A CONVERGENT PARETO-SATISFACTORY NON-TATTONNEMENT ADJUSTMENT PROCESS FOR A CLASS OF UNSELFISH EXCHANGE ENVIRONMENTS.

Phillip J. Scaletta, Jr., FEDERALIZATION VS. A UNIFORM STATE CODE FOR WORKMEN 'S COMPENSATION.

Akira Takayama, ON A 'CONCAVE' CONTRACT CURVE.

Akira Takayama, THE EFFECTS OF FISCAL AND MONETARY POLICIES UNDER FLEXIBLE AND FIXED EXCHANGE RATES.

D. Kleitman, A. Martin-Lof, B. Rothschild and A. Whinston, A MATCHING THEOREM FOR GRAPHS.

Dan E. Schendel, John O. Summers, and Doyle L. Weiss, SIMULATION AND MODEL TESTING.

Edgar Pessemier, Philip Burger, Richard Teach and Douglas Tigert, USING LABORATORY BRAND PREFERENCE SCALES TO PREDICT CONSUMER BRAND PURCHASES.

George Horwich, THE PROPER ROLE OF MONETARY POLICY.

Lewis Solmon, ESTIMATES OF THE COSTS OF SCHOOLING IN 1880 and 1890.

Charles King and John O. Summers, GENERALIZED OPINION LEADERSHIP IN CONSUMER PRODUCTS: SOME PRELIMINARY FINDINGS.

Neil E. Beckwith, COMPETITIVE ADVERTISING.

Edward Ames, THE FIRM AS AN AUTOMATION - I.

Robert A. Meyer, Jr., SECOND-BEST SOLUTIONS, PEAK-LOADS AND MARGINAL COST PRICE POLICIES FOR PUBLIC UTILITIES.

Robert A. Meyer, Jr., EQUIPMENT REPLACEMENT UNDER UNCERTAINTY.
Kenneth O. Thomas, PERCEIVED DISAGREEMENT AND ITS RELATION TO CONFIDENCE IN DECISIONS.

A. Cotta, SELLING COMPETITION AND THE THEORY OF OLIGOPOLY.

Howard L. Fromkin and Timothy C. Brock, A COMMODITY THEORY ANALYSIS OF PERSUASION.

Ph. Tuan Nghiem, A FLEXIBLE TREE SEARCH METHOD FOR INTEGER PROGRAMMING PROBLEMS.

David C. Ewert, ECONOMIC EFFECTS OF UNIFORM CONSUMER CREDIT CODE: A COMMENT.

Leonard J. Parsons and Frank M. Bass, OPTIMAL ADVERTISING EXPENDITURE IMPLICATIONS OF A SIMULTANEOUS-EQUATION REGRESSION ANALYSIS.


David C. Ewert, TRADE CREDIT MANAGEMENT: SELECTION OF ACCOUNTS RECEIVABLE USING A STATISTICAL MODEL.

Robert A. Meyer, Jr., OPPOSITION OF PREFERENCES AND THE THEORY OF PUBLIC GOODS.

George W. Hettenhouse and Wilbur G. Lewellen, THE TAXATION OF RESTRICTED STOCK COMPENSATION PLANS.

Frank M. Bass, DECOMPOSABLE REGRESSION MODELS IN THE ANALYSIS OF MARKET POTENTIALS.

Charles W. King and John O. Summers, ATTITUDES AND MEDIA EXPOSURE.

Lewis C. Solmon, OPPORTUNITY COSTS AND MODELS OF SCHOOLING IN THE NINETEENTH CENTURY.

Keith C. Brown, ESTIMATING FREQUENCY FUNCTIONS FROM LIMITED DATA.

John O. Summers and Charles W. King, OPINION LEADERSHIP AND NEW PRODUCT ADOPTION.

G. W. Graves and A. B. Whinston, AN ALGORITHM FOR THE QUADRATIC ASSIGNMENT PROBLEM.

John O. Summers, THE IDENTITY OF THE WOMEN'S CLOTHING FASHION LEADER.

S. C. Hu, ON OPTIMAL CAPITAL ACCUMULATION IN THE PASINETTI MODEL OF GROWTH.

Edgar A. Pessemier, MODELS FOR NEW PRODUCT DECISIONS.

John O. Summers and Charles W. King, SOCIOL ACTIVITY PATTERNS AND MEDIA EXPOSURE.

John O. Summers and Charles W. King, OVERLAP OF INNOVATIVENESS ACROSS CONSUMER PRODUCT CATEGORIES. (NEVER PRINTED)

Patric H. Hendershott and George Horwich, MONEY, INTEREST AND POLICY.
Akira Takayama, ON THE PEAK-LOAD PROBLEM.

Frank Bass and Wayne Talarzyk, A STUDY OF ATTITUDE THEORY AND BRAND PREFERENCE.

Sheng Cheng Hu, A NOTE ON TECHNICAL PROGRESS, INVESTMENT, AND OPTIMAL GROWTH.

John A. Carlson, MANUFACTURERS SALES AND INVENTORY ANTICIPATIONS: THE OBE COMPUTATIONAL PROCEDURES.

Robert Groves, Rene Manes and Robert Sorenson, THE APPLICATION OF HIRSCH-DANTZIG 'FIXED CHARGE' ALGORITHM TO PROFIT PLANNING: A FORMAL STATEMENT OF PRODUCT PROFITABILITY ANALYSIS.

Loehman, Nghiem, Whinston, TWO ALGORITHMS FOR INTEGER OPTIMIZATION.

F. M. Bass, E. A. Pessier, R. D. Teach, and W. W. Talarzyk, PREFERENCE MEASUREMENT IN CONSUMER MARKET RESEARCH.

James Shepherd, COMMODITY EXPORTS FROM THE BRITISH NORTH AMERICAN COLONIES TO OVERSEAS AREAS, 1768-1772: MAGNITUDES AND PATTERNS OF TRADE.

Patric H. Hendershott, A FLOW-OF-FUNDS MODEL OF INTEREST RATE DETERMINATION: THEORETICAL AND INSTITUTIONAL UNDERPINNINGS.

Kenneth Avio, AGE-DEPENDENT UTILITY IN THE LIFETIME ALLOCATION PROBLEM.

Howard L. Fromkin, AFFECTIVE AND VALUATIONAL CONSEQUENCES OF SELF-PERCEIVED UNIQUENESS DEPRIVATION: I. HYPOTHESES AND METHODOLOGICAL PRESCRIPTIONS.

Howard L. Fromkin, AFFECTIVE AND VALUATIONAL CONSEQUENCES OF SELF-PERCEIVED UNIQUENESS DEPRIVATION: II. EXPERIMENTALLY ARROUSED FEELINGS OF SELF PERCEIVED SIMILARITY AS AN UNDESIRABLE AFFECTIVE STATE.

Howard L. Fromkin, AFFECTIVE AND VALUATIONAL CONSEQUENCES OF SELF-PERCEIVED UNIQUENESS DEPRIVATION: III. THE EFFECTS OF EXPERIMENTALLY ARROUSED FEELINGS OF SELF-PERCEIVED SIMILARITY UPON VALUATION OF UNAVAILABLE AND NOVEL EXPERIENCES.

Robert J. Anderson, Jr. and Thomas D. Crocker, AIR POLLUTION AND HOUSING: SOME FINDINGS.

Frank M. Bass, APPLICATION OF REGRESSION MODELS IN MARKETING: TESTING VERSUS FORECASTING.

Edward Ames, Warren J. Boe, Gerald E. Flueckiger, J. Edward Smith, Jr., TECHNOLOGY AND ORGANIZATION.

Donald W. Kiefer, A LINEAR PROGRAMMING APPROACH TO AIRPORT CONGESTION.

James C. Moore, ON PARETO OPTIMA AND COMPETITIVE EQUILIBRIA. PART I: RELATIONSHIPS AMONG EQUILIBRIA AND OPTIMA.
267 James C. Moore, ON PARETO OPTIMA AND COMPETITIVE EQUILIBRIA. PART II: THE EXISTENCE OF EQUILIBRIA AND OPTIMA.

268 James F. Shepherd, COMMODITY IMPORTS INTO THE BRITISH NORTH AMERICAN COLONIES FROM SOUTHERN EUROPE AND THE WEST INDIES, 1768-1772.

269 David R. Denzler, A COMPARISON OF THREE MULTI-PRODUCT, MULTI-FACILITY BATCH SCHEDULING HEURISTICS.

270 Ph. Tuan Nghiem, A REPRESENTATION OF INTEGER POINTS IN A POLYHEDRAL CONE.

271 Russell M. Barefield, LINE OF BUSINESS REPORTING - A METHODOLOGY FOR ESTIMATING BENEFITS.

272 E. A. Pessemier and D. J. Tigert, MARKETING APPLICATIONS OF SELF-DESIGNATED OCCUPATION SKILL VARIABLES.


274 Ph. Tuan Nghiem, SOME APPLICATIONS OF THE CHANGE OF BASE TECHNIQUE IN INTEGER PROGRAMMING.

275 Frank DeMeyer and Charles R., Plott, A WELFARE FUNCTION USING 'RELATIVE INTENSITY' OF PREFERENCE.

276 Siegfried Streufert and Howard L. Fromkin, COMPLEX DECISION MAKING IN THE TRUEL: EFFECTS OF THIRD PARTY INTERVENTION.

277 Howard L. Fromkin, Richard J. Klimoski and Michael F. Flanagan, RACE AND COMPETENCE AS DETERMINANTS OF ACCEPTANCE OF NEWCOMERS IN SUCCESS AND FAILURE WORK GROUPS.

278 Donald C. King and Bernard B. Bass, LEADERSHIP, POWER AND INFLUENCE.

279 Charles R. Plott, RECENT RESULTS IN THE THEORY OF VOTING.

280 Edgar A. Pessemier and Richard D. Teach, DISAGGREGATION OF ANALYSIS OF VARIANCE FOR PAIRED COMPARISONS: AN APPLICATION TO A MARKETING EXPERIMENT.

281 John V. Nevers, MARKET RESPONSE TO INNOVATION. FURTHER APPLICATIONS OF THE BASS NEW PRODUCT GROWTH MODEL.

282 James A. Craft, PROFESSIONALISM, UNIONISM, AND COLLECTIVE NEGOTIATION: TEACHER NEGOTIATIONS EXPERIENCE IN CALIFORNIA.

283 Thomas F. Cargill and Robert A. Meyer, A FREQUENCY DOMAIN TEST OF THE DISTURBANCE TERM IN LINEAR REGRESSION MODELS.

284 Edgar A. Pessemier, EVALUATING ALTERNATIVE PROPOSALS AND SOURCES OF NEW INFORMATION.
Frank M. Bass and Neil E. Beckwith, A MULTIVARIATE REGRESSION ANALYSIS OF THE RESPONSES OF COMPETING BRANDS TO ADVERTISING.

Keith C. Brown, ASSESSING REGULATORY ALTERNATIVES FOR THE NATURAL GAS PRODUCING INDUSTRY.

D. Clay Whybark, TESTING AN ADAPTIVE INVENTORY CONTROL MODEL.

Richard O. Mason and Herbert Moskowitz, CONSERVATISM IN INFORMATION PROCESSING IN MANAGEMENT INFORMATION SYSTEMS.

William K. Holstein and William L. Berry, THE LABOR ASSIGNMENT DECISION: AN APPLICATION OF WORK FLOW STRUCTURE INFORMATION.

Charles W. King and Steven A. Baumgarten, FASHION ADOPTION AMONG COLLEGE STUDENTS: A PROJECT OVERVIEW.

Khumawala, M. Basheer, AN EFFICIENT BRANCH AND BOUND ALGORITHM FOR THE WAREHOUSE LOCATION PROBLEM.

Donald C. King and Robert C. Cummins, THE INTERACTION OF GROUP SIZE AND TASK STRUCTURE IN AN INDUSTRIAL ORGANIZATION.

Edgar A. Pessemier and Norman R. Baker, PROJECT AND PROGRAM DECISIONS IN RESEARCH AND DEVELOPMENT.

Edgar A. Pessemier, DATA QUALITY IN MARKETING INFORMATION SYSTEMS.

Edgar A. Pessemier and Thomas Hustad, SEGMENTING CONSUMER MARKETS WITH ACTIVITY AND ATTITUDE MEASURES.

Herbert Moskowitz, R & D MANAGERS‘ CHOICES OF DEVELOPMENT POLICIES IN SIMULATED R & D ENVIRONMENTS.

Charles A. Tritschler, DILUTION AND COUNTER-DILUTION IN REPORTING FOR DEFERRED EQUITY.

J. F. Nunamaker, Jr., A METHODOLOGY FOR THE DESIGN AND OPTIMIZATION OF INFORMATION PROCESSING SYSTEMS.

D. Clay Whybark, A COMPARISON OF ADAPTIVE FORECASTING TECHNIQUES.

K. R. Kadiyala, ON PRODUCTION FUNCTIONS AND ELASTICITY OF SUBSTITUTION.

Herbert Moskowitz, AN EXPERIMENTAL INVESTIGATION OF DECISION MAKING IN SIMULATED RESEARCH AND DEVELOPMENT ENVIRONMENT.

Akira Takayama, A NOTE ON MONEY AND GROWTH.

Charles W. King,
Frank M. Bass, Edgar A. Pessemier and Donald R. Lehmann, AN EXPERIMENTAL STUDY OF RELATIONSHIPS BETWEEN ATTITUDES, BRAND PREFERENCE AND CHOICE.

Raymond E. Hill and Edgar A. Pessemier, MULTIDIMENSIONAL AND UNIDIMENSIONAL METRIC SCALING OF PREFERENCE FOR JOB DESCRIPTIONS.

Paul V. Johnson, WAGES AND HOURS AS SIGNIFICANT ISSUES IN COLLECTIVE BARGAINING.

Russell M. Barefield, THE EFFECT OF AGGREGATION IN STANDARD COST REPORTS ON DECISION MAKING SUCCESS.

Basheer M. Khumawala, AN EFFICIENT HEURISTIC ALGORITHM FOR THE WAREHOUSE LOCATION PROBLEM.

M. H. Rucker and D. C. King, REACTIONS TO LEADERSHIP STYLE AS A FUNCTION OF PERSONALITY VARIABLES.

James A. Craft, FIRE FIGHTER STRATEGY IN WAGE NEGOTIATIONS.

Frank M. Bass & Darral G. Clarke, TESTING DISTRIBUTED LAG MODELS OF ADVERTISING EFFECT - AN ANALYSIS OF DIETARY WEIGHT CONTROL PRODUCT DATA.

James A. Craft, NEGROES IN LARGE MUNICIPAL FIRE DEPARTMENTS: A LABOR MARKET ANALYSIS.

Edgar Pessemier and Albert Bruno, AN EMPIRICAL INVESTIGATION OF THE RELIABILITY AND STABILITY OF SELECTED ACTIVITY AND ATTITUDE MEASURES.

Mohamed El-Hodiri and Akira Takayama, BEHAVIOR OF THE FIRM UNDER REGULATORY CONSTRAINT: CLARIFICATIONS.

E. A. Pessemier, MEASURING STIMULUS ATTRIBUTES TO PREDICT INDIVIDUAL PREFERENCE AND CHOICE.

Russell M. Barefield, THE IMPACT OF ERRONEOUS STANDARDS AND VARYING ENVIRONMENTAL CONDITIONS ON THE SETTING OF DECISION CRITERIA.

Russell M. Barefield and Eugene E. Comiskey, DEPRECIATION POLICY AND THE BEHAVIOR OF CORPORATE PROFITS.

Howard L. Fromkin and Thomas M. Ostrom, LABORATORY RESEARCH AND THE ORGANIZATION: GENERALIZING FROM LAB TO LIFE.

William L. Berry, LOT SIZING PROCEDURES FOR REQUIREMENTS PLANNING SYSTEMS: A FRAMEWORK FOR ANALYSIS.

William L. Wilkie, EXTENSION AND TESTS OF ALTERNATIVE APPROACHES TO MARKET SEGMENTATION.

William L. Wilkie, MARKET SEGMENTATION RESEARCH: A CONCEPTUAL ANALYSIS.

Herbert Moskowitz, A DYNAMIC AND PARAMETRIC LINEAR PROGRAMMING APPROACH FOR ANALYZING DECISION TREES IN NORMAL FORM.
William L. Berry, PRIORITY SCHEDULING AND INVENTORY CONTROL IN JOB LOT MANUFACTURING SYSTEMS.

Charles W. King.


D. Clay Whybark, SCHEDULING SHIPMENTS UNDER CONDITIONS OF FREIGHT BREAKS AND QUANTITY DISCOUNTS.

Robert A. Meyer, Jr., A FURTHER PROBLEM IN LEAD-LAG DETECTION.

W. L. Berry and D. Clay Whybark, COMPUTER EDUCATION AND OPERATIONS MANAGEMENT.

Russell M. Barefield and Eugene E. Comiskey, THE SMOOTHING HYPOTHESIS: AN ALTERNATIVE TEST.

Herbert Moskowitz, CONSERVATISM IN GROUP INFORMATION PROCESSING BEHAVIOR UNDER VARYING MANAGEMENT INFORMATION SYSTEMS.

Herbert Moskowitz, PRIMACY EFFECTS IN INFORMATION PROCESSING BEHAVIOR - THE INDIVIDUAL VERSUS THE GROUP.

Stephen D. Roberts & D. Clay Whybark, ADAPTIVE FORECASTING TECHNIQUES.

Brian F. O'Neil and D. Clay Whybark, VEHICLE ROUTING FROM CENTRAL FACILITIES.

C. Loren Doll, AN INTEGER-CONSTRAINED ECONOMIC-ORDER-QUALITY-BASED SINGLE-MACHINE SCHEDULING HEURISTIC.

John J. Sherwood, PLANNED RENEGOTIATION: A NORM-SETTING OD INTERVENTION.

Frank M. Bass, UNEXPLAINED VARIANCE IN STUDIES OF CONSUMER BEHAVIOR.


William L. Berry and Friedhelm W. Bliemel, SELECTING EXPONENTIAL SMOOTHING MODEL PARAMETERS: AN APPLICATION OF PATTERN SEARCH.

Albert Bruno, Thomas Hustad and Edgar Pessemier, AN INTEGRATED EXAMINATION OF MEDIA APPROACHES TO MARKET SEGMENTATION.

Howard L. Fromkin and Siegfried Streufert, LABORATORY EXPERIMENTATION.

Howard L. Fromkin, Robert L. Dipboye and Marilyn Pyle, REVERSAL OF THE ATTITUDE SIMILARITY-ATTRACTION EFFECT BY UNIQUENESS DEPRIVATION.

Thomas P. Hustad and Edgar A. Pessemier, WILL THE REAL CONSUMER-ACTIVIST PLEASE STAND UP.
Edgar A. Pessemier, MULTI-ATTRIBUTE MODELS FOR PREDICTING INDIVIDUAL PREFERENCE AND CHOICE.

Herbert Moskowitz, THE VALUE OF INFORMATION IN AGGREGATE PRODUCTION PLANNING - A BEHAVIORAL EXPERIMENT.

Edgar A. Pessemier, A MEASUREMENT AND COMPOSITION MODEL FOR INDIVIDUAL CHOICE AMONG SOCIAL ALTERNATIVES.

Akira Takayama, THE NEOCLASSICAL THEORY OF INVESTMENT AND ADJUSTMENT COSTS.

D. Clay Whybark and Basheer M. Khumawala, A SURVEY OF FACILITY LOCATION METHODS.

Martin Patchen, THE LOCUS AND BASIS OF INFLUENCE ON ORGANIZATION DECISIONS.

Robert V. Horton, A PLEA FOR A FOURTH TRADITION - AND FOR ECONOMICS.

Thomas F. Cargill, EARLY APPLICATIONS OF SPECTRAL METHODS TO ECONOMIC TIME SERIES.

Robert V. Horton, STUDENT APPLICATIONS IN A PRINCIPLES COURSE OF ECONOMIC ANALYSIS TO SELF-DISCOVERED ITEMS.

Basheer M. Khumawala, BRANCH AND BOUND ALGORITHMS FOR LOCATING EMERGENCY SERVICE FACILITIES.

Benjamin L. Mays, BEHAVIOR SCIENCES LABORATORIES DESIGN FACTORS.

Basheer M. Khumawala, AN EFFICIENT ALGORITHM FOR CENTRAL FACILITIES LOCATION.

James L. Ginter and Frank M. Bass, AN EXPERIMENTAL STUDY OF ATTITUDE CHANGE, ADVERTISING, AND USAGE IN NEW PRODUCT INTRODUCTION.

Robert W. Johnson, DENIAL OF SELF-HELP REPOSSESSION: AN ECONOMIC ANALYSIS.

Basheer M. Khumawala and David L. Kelly, WAREHOUSE LOCATION WITH CONCAVE COSTS.

R. A. Meyer and K. R. Kadiyala, LINEAR AND NONLINEAR ESTIMATION OF PRODUCTION FUNCTIONS.

Antal Majthay and Andrew Whinston, QUASI-CONCAVE MINIMIZATION SUBJECT TO LINEAR CONSTRAINTS.

James R. Marsden, David E. Pingry and Andrew Whinston, PRODUCTION FUNCTION THEORY AND THE OPTIMAL DESIGN OF WASTE TREATMENT FACILITIES.

David E. Pingry and Andrew B. Whinston, A REGIONAL PLANNING MODEL FOR WATER QUALITY CONTROL.

William L. Wilkie and Edgar A. Pessemier, ISSUES IN MARKETING’S USE OF MULTI-ATTRIBUTE ATTITUDE MODELS.
<table>
<thead>
<tr>
<th>Page</th>
<th>Author(s)</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>364</td>
<td>Howard L. Fromkin</td>
<td>A SOCIAL PSYCHOLOGICAL ANALYSIS OF ORGANIZATION INTEGRATION.</td>
</tr>
<tr>
<td>365</td>
<td>J. R. Marsden, D. E. Pingry and A. Whinston</td>
<td>ECONOMICS OF WASTEWATER TREATMENT: THE ROLE OF REGRESSION.</td>
</tr>
<tr>
<td>366</td>
<td>Edgar A. Pessemier and H. Paul Root</td>
<td>THE ROLE OF MODELS IN NEW PRODUCT PLANNING.</td>
</tr>
<tr>
<td>367</td>
<td>James C. Moore</td>
<td>A NOTE ON PREFERENCE ORDERINGS WHICH ARE CONVEX TO THE ORIGIN.</td>
</tr>
<tr>
<td>368</td>
<td>James C. Moore</td>
<td>AXIOMATIC CHARACTERIZATIONS OF CONSUMER PREFERENCES AND THE STRUCTURE OF THE CONSUMPTION SET.</td>
</tr>
<tr>
<td>369</td>
<td>Dan E. Schendel and Kenneth J. Hatten</td>
<td>BUSINESS POLICY OR STRATEGIC MANAGEMENT: A BROADER VIEW FOR AN EMERGING DISCIPLINE.</td>
</tr>
<tr>
<td>370</td>
<td>Edgar A. Pessemier and William L. Wilkie</td>
<td>MULTI-ATTRIBUTE CHOICE THEORY - A REVIEW AND ANALYSIS.</td>
</tr>
<tr>
<td>371</td>
<td>Herbert Moskowitz and Jeffrey G. Miller</td>
<td>INFORMATION AND DECISION SYSTEMS FOR PRODUCTION PLANNING: AN INTER-DISCIPLINARY PERSPECTIVE.</td>
</tr>
<tr>
<td>372</td>
<td>Herbert Moskowitz and Richard O. Mason</td>
<td>ACCOUNTING FOR THE MAN/INFORMATION INTERFACE IN MANAGEMENT INFORMATION SYSTEMS.</td>
</tr>
<tr>
<td>373</td>
<td>Randall L. Schultz</td>
<td>A COMPETITIVE PARITY APPROACH TO COMPETITION IN A DYNAMIC MARKET MODEL.</td>
</tr>
<tr>
<td>374</td>
<td>Randall L. Schultz and Dennis P. Slevin</td>
<td>BEHAVIORAL MODEL BUILDING.</td>
</tr>
<tr>
<td>375</td>
<td>William L. Wilkie and John M. McCann</td>
<td>THE HALO EFFECT AND RELATED ISSUES IN MULTI-ATTRIBUTE ATTITUDE MODELS - AN EXPERIMENT.</td>
</tr>
<tr>
<td>376</td>
<td>Basheer M. Khumawala and David G. Dannenbring</td>
<td>AN IMPROVED METHOD FOR THE SEGREGATED STORAGE PROBLEM.</td>
</tr>
<tr>
<td>377</td>
<td>Keith C. Brown</td>
<td>ON THE PROBABILITY OF WINNING IN COMPETITIVE BIDDING THEORY.</td>
</tr>
<tr>
<td>378</td>
<td>E. Loehman, D. Pingry and A. Whinston</td>
<td>COST ALLOCATION FOR RIVER BASIN PLANNING MODELS.</td>
</tr>
</tbody>
</table>

1973

<table>
<thead>
<tr>
<th>Page</th>
<th>Author(s)</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>379</td>
<td>Everett E. Adam, Jr., William L. Berry and D. Clay Whybark</td>
<td>FORECASTING DEMAND FOR MEDICAL SUPPLY ITEMS USING EXPONENTIAL &amp; ADAPTIVE SMOOTHING MODELS.</td>
</tr>
<tr>
<td>380</td>
<td>Leonard J. Parsons and Randall L. Schultz</td>
<td>SETTING ADVERTISING APPROPRIATIONS: DECISION MODELS AND ECONOMETRIC RESEARCH.</td>
</tr>
<tr>
<td>381</td>
<td>John Z. Drabicki and Akira Takayama</td>
<td>ON THE OPTIMAL GROWTH OF THE TWO SECTOR ECONOMY.</td>
</tr>
<tr>
<td>382</td>
<td>Keith C. Brown</td>
<td>UNCERTAIN COSTS IN COMPETITIVE BIDDING.</td>
</tr>
</tbody>
</table>
William L. Wilkie and Rolf P. Weinreich, EFFECTS OF THE NUMBER AND TYPE OF ATTRIBUTES INCLUDED IN AN ATTITUDE MODEL: MORE IS NOT BETTER.

James C. Moore, PARETO OPTIMAL ALLOCATIONS AS COMPETITIVE EQUILIBRIA.

J. F. Nunamaker and A. Whinston, A PLANNING AND COST ALLOCATION PROCEDURE FOR COMPUTER SYSTEM MANAGEMENT.

James C. Moore, PROFESSOR DEBRUE'S "MARKET EQUILIBRIUM" THEOREM: AN EXPOSITORY NOTE.

Jeffrey G. Miller and William L. Berry, THE ASSIGNMENT OF MEN TO MACHINES: AN APPLICATION OF BRANCH AND BOUND.

David L. Ford, Jr., THE IMPACT OF HIERARCHY AND GROUP STRUCTURE ON INFORMATION PROCESSING IN DECISION MAKING: APPLICATION OF A NETWORKS/SYSTEMS APPROACH.

J. F. Nunamaker, Jr., W. C. Nylin, Jr. and Benn Konsynski, PROCESSING SYSTEMS OPTIMIZATION THROUGH AUTOMATIC DESIGN AND REORGANIZATIONS OF PROGRAM MODULES.

J. F. Nunamaker, Jr., D. E. Swenson and A. B. Whinston, GPLAN: A GENERALIZED DATA BASE PLANNING SYSTEM.

Robert A. Meyer, SOME ASPECTS OF THE COMPUTATION AND APPLICATION OF FREQUENCY DOMAIN REGRESSION IN ECONOMICS.

Herbert Moskowitz, EFFECTS OF PROBLEM REPRESENTATION AND FEEDBACK ON RATIONAL BEHAVIOR IN ALLAIS AND MORLAT-TYPE PROBLEMS.

Herbert Moskowitz, A DYNAMIC PROGRAMMING APPROACH FOR FINDING PURE ADMISSIBLE DECISION FUNCTIONS IN STATISTICAL DECISIONS.

James Marsden, David Pingry and Andrew Whinston, ENGINEERING FOUNDATIONS OF PRODUCTION FUNCTIONS.

Herbert Moskowitz and Willibrord T. Silva, EFFECT OF SOCIAL INTERACTION OF HUMAN PROBABILISTIC INFERENCE.

Frank M. Bass and William L. Wilkie, A COMPARATIVE ANALYSIS OF ATTITUDINAL PREDICTIONS OF BRAND PREFERENCE.

Charles A. Tritschler, THE FINANCING - INVESTMENT FUNDS FLOW.

David L. Ford, Jr., Larry L. Cummings and George P. Huber, THE EFFECTS OF STRUCTURE ON GROUP EFFICIENCY AND INTERJUDGE AGREEMENT FOLLOWING GROUP DISCUSSIONS.

Thomas Ho and J. F. Nunamaker, A SOFTWARE SYSTEM TO AID STATEMENT OF USER REQUIREMENTS.

Edna T. Loehman and Andrew Whinston, FINANCIAL CONSTRAINTS ON REGULATED INDUSTRIES.

Jeffrey G. Miller and William L. Berry, HEURISTIC METHODS FOR ASSIGNING MEN TO MACHINES: AN EXPERIMENTAL ANALYSIS.
David G. Olson and Gordon P. Wright, MODELS FOR ALLOCATING POLICE PREVENTIVE PATROL EFFORT.

Edna T. Loehman and Andrew Whinston, THE EFFECT OF REGULATION ON COST AND WELFARE.

Edgar A. Pessemier, SINGLE SUBJECT DISCRIMINANT CONFIGURATIONS.

Donald R. Lehmann and Edgar A. Pessemier, MARKET STRUCTURE MODELING VIA CLUSTERING AND DISCRIMINANT ANALYSIS: A PORTRAYAL OF THE SOFT DRINK MARKET.

Wesley H. Jones, DEVELOPING DISCRIMINANT SPACE CONFIGURATIONS FROM SMALL SAMPLES.

Edgar A. Pessemier & James L. Ginter, PROFILES OF MARKET SEGMENTS AND PRODUCT COMPETITIVE STRUCTURES.

Darral G. Clarke & John M. McCann, MEASURING THE CUMULATIVE EFFECTS OF ADVERTISING: A REAPPRAISAL.

Akira Takayama, ON BIASED TECHNOLOGICAL PROGRESS.

William L. Wilkie, RESEARCH ON COUNTER AND CORRECTIVE ADVERTISING.

Akira Takayama, ON THE ANALYTICAL FRAMEWORK OF TARIFFS AND TRADE POLICY.

K. R. Kadiyala and K. S. R. Murphy, ESTIMATION OF REGRESSION EQUATION WITH CAUCHY DISTURBANCES.

Frank M. Bass, THE THEORY OF STOCHASTIC PREFERENCE AND BRAND SWITCHING.

Jo Ann J. Chanoux, ANALYSIS OF TIME-SHARING CONTRACT AGREEMENTS WITH RELATED SUGGESTED SYSTEMS EVALUATION CRITERIA.

Herbert Moskowitz and John Hughes, THE DESCRIPTIVE VALIDITY OF THE STATIONARITY ASSUMPTION IN TIME DISCOUNTING: AN EXPLORATORY STUDY.

Robert V. Horton, A RESOURCE MARKET ENIGMA IN PRINCIPLES COURSES - SOME UNCHARTED LINKAGES.

Dick R. Wittink, PARTIAL POOLING: A HEURISTIC.

Randall L. Schultz and Joe A. Dodson, Jr., AN EMPIRICAL-SIMULATION APPROACH TO COMPETITION.

Howard L. Fromkin and Timothy C. Brock, EROTIC MATERIALS: A COMMODITY THEORY ANALYSIS OF THE ENHANCED DESIRABILITY WHICH MAY ACCOMPANY THEIR UNAVAILABILITY.

Albert R. Wildt and Frank M. Bass, MULTIFIRM ANALYSIS OF COMPETITIVE DECISION VARIABLES.

Russell M. Barefield and Eugene E. Comiskey, EARNINGS VARIABILITY AS A RISK SURROGATE.
22

422 Frank M. Bass, MARKET STRUCTURE AND PROFITABILITY - ANALYSIS OF THE APPROPRIATENESS OF POOLING CROSS-SECTIONAL INDUSTRY DATA.

423 Charles W. King and George B. Sproles, THE EXPLANATORY EFFICACY OF SELECTED TYPES OF CONSUMER PROFILE VARIABLES IN FASHION CHANGE AGENT IDENTIFICATION.

424 Paul M. Nemiroff, GROUP DECISION-MAKING PERFORMANCE AS INFLUENCED BY CONSENSUS AND SELF-ORIENTATION.

425 Herbert Moskowitz, AN ALGORITHM FOR DETERMINING BAYESIAN ATTRIBUTE SINGLE SAMPLING ACCEPTANCE PLANS.

426 Herbert Moskowitz, SOME OBSERVATIONS ON THEORIES OF COLLECTIVE DECISIONS.

427 Herbert Moskowitz, CENTRALIZATION VERSUS DECENTRALIZATION VIA REPORTS OF EXCEPTIONS: DESCRIPTIVE VERSUS NORMATIVE BEHAVIOR IN A SIMULATED FINANCIAL ORGANIZATION.

428 Kent Wiback, Robert L. Dipboye and Howard L. Fromkin, EXPERIMENTAL STUDIES OF DISCRIMINATION IN THE EVALUATION OF JOB APPLICANTS’ RESUMES: I. RELATIVE IMPORTANCE OF SEX, ATTRACTIVENESS, AND SCHOLASTIC STANDING.

429 A. Cooper, E. Demuzio, K. Hatten, E. Hicks and D. Tock, STRATEGIC RESPONSES TO TECHNOLOGICAL THREATS.

430 Robert O. Edmister, COMMERCIAL LOANS AND DEPOSITS OF LARGE COMMERCIAL BANKS.

431 George B. Sproles and Charles W. King, THE CONSUMER FASHION CHANGE AGENT: A THEORETICAL CONCEPTUALIZATION AND EMPIRICAL IDENTIFICATION.

432 W. L. Berry and D. Clay Whybark, RESEARCH PERSPECTIVES FOR MATERIAL REQUIREMENTS PLANNING SYSTEMS.


434 Randall L. Schultz and Dennis P. Slevin, IMPLEMENTATION AND ORGANIZATIONAL VALIDITY: AN EMPIRICAL INVESTIGATION.

435 John S. Hughes, OPTIMAL AUDIT PLANNING - PART I.

436 Howard L. Fromkin, THE PSYCHOLOGY OF UNIQUENESS: AVOIDANCE OF SIMILARITY AND SEEKING OF DIFFERENTNESS.

1974

437 John M. McCann, Jeffrey G. Miller and Herbert Moskowitz, MODELING AND TESTING DYNAMIC MULTIVARIATE DECISION PROCESSES.

438 David A. Zellinger, Howard L. Fromkin, Donald E. Speller and Carol A. Kohn, A COMMODITY THEORY ANALYSIS OF THE EFFECTS OF AGE RESTRICTIONS UPON PORNOGRAPHIC MATERIALS.

440 William L. Berry and Vittal Rao, CRITICAL RATIO SCHEDULING: AN EXPERIMENTAL ANALYSIS.

441 Leonard J. Parsons and Randall L. Schultz, THE IMPACT OF ADVERTISING ON THE AGGREGATE CONSUMPTION FUNCTIONS: I. PRELIMINARY RESULTS.

442 Robert O. Edmister, NEW BANK DEPOSIT GROWTH.

443 Randall L. Schultz and Dick R. Wittink, THE MEASUREMENT OF INDUSTRY ADVERTISING EFFECTS.

444 David L. Ford, Jr., AN EXAMINATION OF STRUCTURE AND GROUP POSITION CENTRALITY IN EXPERIMENTALLY CREATED HIERARCHIES.

445 Howard L. Fromkin, Jeffrey H. Goldstein and Timothy C. Brock, THE ROLE OF "IRRELEVANT"DEROGATION IN VICARIOUS AGGRESSION CATHARSIS: A FIELD EXPERIMENT.

446 David L. Ford, Jr., EFFECTS OF GROUP STRUCTURE ON MEMBER ATTITUDES AND SATISFACTIONS IN DECISION CONFERENCES.

447 Vincent A. Mabert, EVALUATING SCHEDULING DECISION RULES USING A FRACTIONAL FACTORIAL DESIGN.

448 Herbert Moskowitz and David J. Reibstein, CONDITIONAL VERSUS UNCONDITIONAL ANALYSIS OF DYNAMIC DECISIONS.

449 Wesley H. Jones and Edgar A. Pessemier, SINGLE SUBJECT DISCRIMINANT CONFIGURATIONS: AN EXAMINATION OF RELIABILITY, VALIDITY AND JOINT-SPACE IMPLICATIONS.

450 Donald C. King and John J. Sherwood, MONITORING THE PROCESS AND EVALUATING THE RESULTS OF ORGANIZATION DEVELOPMENT.

451 Frank M. Bass and Dick R. Wittink, POOLING ISSUES AND METHODS IN REGRESSION ANALYSIS WITH EXAMPLES IN MARKETING RESEARCH.

452 Gorden K. Constable and D. Clay Whybark, THE COMBINED TRANSPORTATION AND INVENTORY POLICY DECISION.

453 Frank M. Bass, AN EMPIRICAL ANALYSIS OF THE THEORY OF STOCHASTIC PREFERENCE.

454 Herbert Moskowitz and Gary Koehler, IMPUTING PARAMETERS OF A PAYOFF FUNCTION FROM DECISION RULES ESTIMATED BY REGRESSION.

455 David L. Ford, Jr., A BEHAVIORAL-DECISION THEORETIC APPROACH FOR COMPUTERIZED MAN-JOB MATCHING SYSTEMS.

456 James C. Moore, REVEALED PREFERENCE AND OBSERVED DEMAND BEHAVIOR.

457 David L. Ford, Jr., AN INVESTIGATION OF A PARAMETRIC PROBABILITY MODEL FOR PREDICTING JOB PREFERENCES.
John J. Sherwood and John J. Scherer, THE DATING/MATING GAME: HOW TO PLAY WITHOUT LOSING.

Basheer M. Khumawala, AN EFFICIENT HEURISTIC PROCEDURE FOR THE CAPACITATED WAREHOUSE LOCATION PROBLEM.

Robert V. Horton and Dennis J. Weidenaar, THE GOALS OF ECONOMICS EDUCATION: A DELPHI-LIKE INQUIRY.

Howard L. Fromkin and Ord Elliott, AN EVALUATION OF THREE YOUTH SERVICE BUREAUS: A STUDY OF INTERORGANIZATIONAL INFLUENCE.

Basheer M. Khumawala and Robert R. Trippi, MULTI-ASSET FINITE HORIZON INVESTMENT RENEWAL PROBLEM.

Vinod K. Sahney, H. Allan Knappberger and David L. Ford, Jr., SUBJECTIVE DECISION MAKING UNDER CONFLICT OF INTEREST - A CASE STUDY.

Robert Van Order, THE THEORY AND CONTROL OF INFLATION: A NEO-KEYNESIAN APPROACH.

Frank M. Bass and Abel Jeuland, STOCHASTIC PREFERENCE THEORY: DERIVATIONS AND COMPARISONS.

Lawrence J. Ring, AN APPLICATION OF THE THEORY OF STOCHASTIC PREFERENCE TO BRAND SWITCHING BEHAVIOR IN THE AUTOMOBILE MARKET.

Howard L. Fromkin, Jeffrey Brandt, Donald C. King, John J. Sherwood and Jeffrey Fisher, AN EVALUATION OF HUMAN RELATIONS TRAINING FOR POLICE.

Edgar A. Pessemier, STRATOP: A MODEL FOR DESIGNING EFFECTIVE PRODUCT AND COMMUNICATION STRATEGIES.

B. M. Khumawala, A. W. Neebe, D. C. Dannenbring, A NOTE ON EL-SHAIEB'S NEW ALGORITHM FOR LOCATING SOURCES AMONG DESTINATIONS.

B. M. Khumawala, ALGORITHM FOR THE P-MEDIAN PROBLEM WITH MAXIMUM DISTANCE CONSTRAINTS: EXTENSION.

B. M. Khumawala, A NOTE ON MULTIACTIVITY MULTIFACILITY SYSTEMS BY BRANCH AND BOUND.

B. M. Khumawala, Peter A. Pinto and David G. Dannenbring, A BRANCH AND BOUND ALGORITHM FOR ASSEMBLY LINE BALANCING WITH PARALLELING.

B. M. Khumawala and Umit Akinc, AN EFFICIENT BRANCH AND BOUND ALGORITHM FOR THE CAPACITATED WAREHOUSE LOCATION PROBLEM.

Herbert Moskowitz, A RECURSION ALGORITHM FOR FINDING PURE ADMISSIBLE DECISION FUNCTIONS IN STATISTICAL DECISIONS.

William L. Moore, A COMPARISON OF PRODUCT SPACES GENERATED BY MULTIDIMENSIONAL SCALING AND BY SINGLE SUBJECT DISCRIMINANT ANALYSIS.
Howard L. Fromkin, Jeffrey M. Brandt, Robert L. Dipboye, Marilyn Pyle, NUMBER OF SIMILAR STRANGERS AND FEELINGS OF UNDISTINCTIVENESS AS BOUNDARY CONDITIONS FOR THE SIMILARITY-ATTRACTION RELATIONSHIP: A BRIDGE BETWEEN DIFFERENT SANDBOXES.


David J. Reibstein, Stuart A. Youngblood and Howard L. Fromkin, NUMBER OF CHOICES AND PERCEIVED DECISION FREEDOM AS A DETERMINANT OF SATISFACTION AND CONSUMER.

Robert W. Johnson, THE RATIONALE FOR ACQUISITION OF FINANCE COMPANIES BY BANK HOLDING COMPANIES.

Richard K. Anderson and Akira Takayama, METZLER PARADOX AND THE THEORY OF TARIFFS IN THE MONETARY ECONOMY.

David L. Ford, Jr., JOB SEARCH IN THE LABOR MARKET FOR COLLEGE GRADUATES: A POST HOC ANALYSIS AND SOME NEW INSIGHTS.

D. Clay Whybark, FUN WITH FINALS.

Herbert Moskowitz and William L. Berry, A BAYESIAN ALGORITHM FOR DETERMINING OPTIMAL SINGLE SAMPLE ACCEPTANCE PLANS FOR PRODUCT ATTRIBUTES.

Dan E. Schendel, G. Richard Patton and A. James Riggs, CORPORATE TURNAROUND STRATEGIES.

Vincent A. Mabert, STATISTICAL VERSUS SALES FORCE-EXECUTIVE OPINION SHORT RANGE FORECASTS: A TIME SERIES ANALYSIS CASE STUDY.

Vincent A. Mabert and Michael J. Showalter, MANAGING PRODUCTIVITY IN THE UNITED STATES POSTAL SERVICE.

Vincent A. Mabert and Robert C. Radcliffe, FORECASTING - A SYSTEMATIC MODELING METHODOLOGY.

Dennis J. Weidenaar, THE ROLE OF ECONOMICS EDUCATION IN THE PROFESSIONAL ACTIVITIES OF COLLEGE AND UNIVERSITY SOCIAL STUDIES EDUCATORS.

1975

David L. Ford, Herbert Moskowitz and Dick R. Wittink, ECONOMETRIC MODELING OF INDIVIDUAL AND GROUP MULTIATTRIBUTE UTILITY FUNCTIONS.

Graham R. Baxter, Randall L. Schultz and Dennis P. Slevin, ATTITUDES AND LIKELIHOOD OF ACCEPTANCE OF OR/MS MODELS.

John F. Baum and Stuart A. Youngblood, THE IMPACT OF AN ORGANIZATIONAL CONTROL POLICY ON ABSENTEEISM, PERFORMANCE, AND SATISFACTION.

Keith C. Brown, FEDERAL POWER COMMISSION CONTROL OF NATURAL GAS PRODUCER PRICES.
William L. Berry and Richard A. Finlay, CRITICAL RATIO SCHEDULING WITH QUEUE WAITING TIME INFORMATION: AN EXPERIMENTAL ANALYSIS.

Vincent A. Mabert and D. Clay Whybark, SAMPLING AS A SOLUTION METHODOLOGY.

William A. Pasmore, Paul M. Nemiroff and David L. Ford, THE EFFECTS OF TWO NORMATIVE STRUCTURAL INTERVENTIONS ON ESTABLISHED AND AD HOC GROUPS: IMPLICATIONS FOR THE IMPROVEMENT OF DECISION MAKING EFFECTIVENESS.

Cornelis A. deKluyver, THE DOUBTFUL REGION IN DISCRIMINANT ANALYSIS.

T. E. Little and Randall L. Schultz, A MANAGERIAL MODEL OF COMPETITIVE BEHAVIOR.

Randall L. Schultz and T. E. Little, COMPETITIVE INTERACTION IN A REGULATED MARKET.

David L. Ford, Jr., PERSPECTIVE: MINORITIES IN ORGANIZATIONS.

Harold A. Brown and David L. Ford, Jr., EMPLOYMENT PROGRESS AND JOB SATISFACTION OF MINORITY MBA GRADUATES.

David L. Ford, Jr. and Lucian B. Gatewood, ORGANIZATIONAL RESPONSES TO MINORITY GROUP MANAGERS: LESS THAN SATISFACTORY.

Willie B. Henderson and William L. Berry, HEURISTIC METHODS FOR TELEPHONE OPERATOR SHIFT SCHEDULING: AN EXPERIMENTAL ANALYSIS.

Russell F. Lloyd, Chris Vaidya and David L. Ford, Jr., THE IMPACT OF COMMUNICATION AND INFORMATION FLOW CHARACTERISTICS ON ORGANIZATIONAL DECISION MAKING: A SELECTED REVIEW AND SUGGESTIONS FOR FUTURE RESEARCH.

Koteswara Rao Kadiyala, EFFICIENT ESTIMATION OF PARTIALLY IDENTIFIED SYSTEM OF EQUATIONS.

Willie B. Henderson and William L. Berry, DETERMINING OPTIMAL SHIFT SCHEDULES FOR TELEPHONE TRAFFIC EXCHANGE OPERATORS.

Basheer M. Khumawala and D. Clay Whybark, THE USE OF ECONOMIC LOGIC IN FACILITY LOCATION DECISIONS.

Patric H. Hendershott, A BRIEF DESCRIPTION OF A FLOW-OF-FUNDS MODEL.

Raymond K. Fink and Herbert Moskowitz, A RECURSIVE ALGORITHM FOR A SUMMED MULTINOMIAL DENSITY FUNCTION.

Gary G. Schlarbaum, Wilbur G. Lewellen and Ronald C. Lease, REALIZED RETURNS ON COMMON STOCK INVESTMENTS: THE EXPERIENCE OF INDIVIDUAL INVESTORS.

Paul M. Nemiroff and David L. Ford, Jr., A CONTINGENCY APPROACH TO TASK EFFECTIVENESS AND HUMAN FULFILLMENT IN ORGANIZATIONS: AN EMPIRICAL TEST OF A CONCEPTUAL MODEL.

David L Ford Jr., PREDICTING GROUP DECISION STRATEGIES: THE EFFECT OF RATING SCALE USE BIAS ON ACCURACY OF PREDICTION.
Harold A. Brown and David L. Ford, Jr., MANAGEMENT EDUCATION FOR MINORITIES; ASSESSING THE PAYOFFS.

Bruce J. McLaren and D. Clay Whybark, A COMPARISON OF HEURISTIC APPROACHES TO LOCATING A FIXED NUMBER OF FACILITIES.

Taylor E. Little and William L. Moore, AN APPLICATION OF THE SCHONEMANN AND WANG INDIVIDUAL DIFFERENCE MODEL FOR PREFERENCE.

Dan Schendel, Kenneth J. Hatten and Arnold C. Cooper, CAN CORPORATE STRATEGY BE MODELED?

John M. McCann, David J. Reibstein, and Dick R. Wittink, MARKET SEGMENTATION VIA DERIVED IMPORTANCE WEIGHTS.

Frank M. Bass, Abel Jeuland and Gordon P. Wright, EQUILIBRIUM STOCHASTIC CHOICE AND MARKET PENETRATION THEORIES: DERIVATIONS AND COMPARISONS.

Frank M. Bass, ANALYTICAL APPROACHES IN THE STUDY OF CONSUMER PURCHASE BEHAVIOR AND BRAND CHOICE.

Dan Schendel, NEEDS AND DEVELOPMENTS IN POLICY CURRICULA AT THE PH.D LEVEL.

L. F. Dunn, NONPECUNIARY RETURNS AND INTERNAL PREFERENCES FOR WAGE INCOME AND LEISURE TIME. I. INTERNAL EQUILIBRIUM WAGES AND LABOR SUPPLY.

L. F. Dunn, NONPECUNIARY RETURNS AND INTERNAL PREFERENCES FOR WAGE INCOME AND LEISURE TIME. II. EMPIRICAL APPLICATION AND DISCUSSION OF RESULTS.

Herbert Moskowitz and Raymond K. Fink, A BAYESIAN ALGORITHM INCORPORATING INSPECTOR ERRORS FOR QUALITY CONTROL AND AUDITING.

Herbert Moskowitz, Ralf E. Schaefer and Katrin Borcherding, 'IRRATIONALITY' OF MANAGERIAL JUDGMENTS: IMPLICATIONS FOR MANAGEMENT INFORMATION SYSTEMS AND OPERATIONS RESEARCH.

Charles W. King and Lawrence J. Ring, THE 1975 TORONTO MALE FASHION RESEARCH PROJECT: A DESCRIPTIVE OVERVIEW.

Arthur V. Hill and Vincent A. Mabert, A COMBINED PROJECTION-CASUAL APPROACH FOR SHORT RANGE FORECASTS.

D. Clay Whybark, MRP: A PROFITABLE CONCEPT FOR DISTRIBUTION.

Vincent A. Mabert, THE BOX-JENKINS FORECASTING TECHNIQUE.

Richard K. Anderson and Akira Takayama, DEVALUATION, SPECIE FLOW MECHANISM, AND WELFARE.

Vincent A. Mabert and Alan R. Raedels, THE DETAIL SCHEDULING OF A PART-TIME WORK FORCE: A CASE STUDY OF TELLER STAFFING.

Robert V. Horton and Gordon P. Wright, SOME MISLEADING CONTRASTS BETWEEN DISTRIBUTIONS OF HUMAN ABILITIES AND INCOME.

Bruce A. McCarl, Hartley Furtan and Herbert Moskowitz, QUADRATIC PROGRAMMING APPLICATION IN THE DECISION SCIENCES: A TUTORIAL.
Akira Takayama, ECONOMIC GROWTH AND THE BALANCE OF PAYMENTS: A FURTHER ANALYSIS.

William L. Berry, Myles Marcus and J. Greg Williams, INVENTORY PLANNING USING BIASED SAMPLING TECHNIQUES.

William L. Berry, Vincent A. Mabert and Myles Marcus, FORECASTING TELLER WINDOW DEMAND WITH EXPONENTIAL SMOOTHING.

Akira Takayama and Richard K. Anderson, DEVALUATION, CAPITAL MOBILITY, AND FULL EQUILIBRIUM.

John Fox, AN EMPIRICAL TEST OF THE AVERCH-JOHNSON HYPOTHESIS IN THE ELECTRIC UTILITY INDUSTRY.

William R. Kinney, Jr. and Andrew D. Bailey, Jr., REGRESSION ANALYSIS AS A MEANS OF DETERMINING AUDIT SAMPLE SIZE: A COMMENT.

Andrew D. Bailey, Jr. and Warren J. Boe, GOAL AND RESOURCE TRANSFERS IN THE MULTI-GOAL ORGANIZATION.

Andrew D. Bailey, Jr. and Daniel L. Jensen, GENERAL PRICE LEVEL ADJUSTMENTS IN THE CAPITAL BUDGETING DECISION.

Andrew D. Bailey, Jr. and Daniel L. Jensen, BAYESIAN REVISIONS IN RELATED AUDIT TESTS.

D. Clay Whybark, J. Gregg Williams, MATERIAL REQUIREMENTS PLANNING UNDER UNCERTAINTY.

Russell M. Barefield and Eugene E. Comiskey, HAS LINE-OF-BUSINESS REPORTING HELPED THE INVESTOR-ANALYST?


William A. Pasmore and Donald C. King, THE MICHIGAN ICL STUDY REVISED: A CRITICAL REVIEW.

Randall L. Schultz and Forrest S. Carter, A MONTE CARLO STUDY OF CROSS-LAGGED CORRELATION.

Herbert Moskowitz, SELECTING BAYESIAN SINGLE SAMPLE ACCEPTANCE PLANS FOR QUALITY CONTROL BY ROUTING PROBLEM.

Arthur V. Hill and D. Clay Whybark, COMPARING EXACT SOLUTION PROCEDURES FOR THE MULTIPLE-VEHICLE ROUTING PROBLEM.

Akira Takayama, THE WEALTH EFFECT, THE CAPITAL ACCOUNT, AND ALTERNATIVE POLICIES UNDER FIXED EXCHANGE RATES.
Akira Takayama, DEVALUATION AND FINANCIAL CONTROLS IN THE MILTI-COMMODITY WORLD.

James B. Dworkin, THE IMPACT OF FINAL OFFER INTEREST ARBITRATION ON BARGAINING: THE CASE OF MAJOR LEAGUE BASEBALL.

James B. Dworkin and Stuart A. Youngblood, MUNICIPAL COLLECTIVE BARGAINING; A MODEL AND ANALYSIS OF BARGAINING OUTCOMES.

David S. Kidwell, MUNICIPAL BOND CALL PROVISIONS.

Robert V. Horton and Dennis J. Weidenaar, SURMOUNTING OBSTACLES TO ECONOMIC LITERACY: A DELPHI-LIKE INQUIRY.

Howard L. Fromkin, THE SEARCH FOR UNIQUENESS AND VALUATION OF SCARCITY: NEGLECTED DIMENSIONS OF VALUE IN EXCHANGE THEORY.

Raanan Lipshitz and John J. Sherwood, THE EFFECTIVENESS OF THIRD PARTY PROCESS CONSULTATION AS A FUNCTION OF THE CONSULTANT'S PRESTIGE AND STYLE OF INTERVENTION.

Herbert Moskowitz, ROBUSTNESS OF LINEAR MODELS FOR DECISION MAKING - SOME COMMENTS.

Randall L. Schultz and Dominique M. Hanssens, LOGICAL IMPLICATIONS OF COMPETITIVE BEHAVIOR: AN APPROACH TO MODEL SPECIFICATION.

David J. Reibstein and Herbert Moskowitz, ON ANALYZING INTERDEPENDENT DECISIONS IN MARKETING.

Randall L. Schultz and Robert P. Leone, A STUDY OF MARKETING GENERALIZATIONS.

Richard K. Anderson and Akira Takayama, THE CLASSICAL THEORY OF INTERNATIONAL ADJUSTMENT: A REINTERPRETATION.

Vincent A. Mabert, FORECAST MODIFICATION BASED UPON RESIDUAL ANALYSIS: A CASE STUDY OF CHECK VOLUME ESTIMATION.

Kevin Boyd and Vincent A. Mabert, A TWO STAGE FORECASTING APPROACH AT CHEMICAL BANK OF NEW YORK FOR CHECK PROCESSING.

Eugene F. Stone, Richard T. Mowday and Lyman W. Porter, HIGHER-ORDER NEED STRENGTHS AS MODERATORS OF THE JOB SCOPE-JOB SATISFACTION RELATIONSHIP.

Vicente Salas and Andrew Whinston, SUBSIDY FREE WELFARE GAMES.

Vicente Salas and Andrew Whinston, A NOTE ON PRODUCTION THEORY AND GEOMETRIC DUALITY.

ROBERT H. Bonczek, CLYDE Holsapple and Andrew Whinston, IMPLEMENTATION OF A DECISION SUPPORT FOR REGIONAL WATER QUALITY PLANNING.

Vicente Salas and Andrew B. Whinston, PRODUCTION THEORY AND LOG CONVEXITY.

Frank M. Bass, Philippe Caitlin and Dick R. Wittink, FIRM EFFECTS AND INDUSTRY EFFECTS IN THE ANALYSIS OF MARKET STRUCTURE AND PROFITABILITY.
K. Rao Kadiyala and James R. Nunns, ESTIMATION OF A SIMULTANEOUS SYSTEM OF EQUATIONS WHEN THE SAMPLE IS UNDERSIZED.

Charles A. Tritschler, REPLACEMENT COST ACCOUNTING FOR SEC "SAFE HARBOR" DISCLOSURE. PART I.

Charles A. Tritschler, REPLACEMENT COST ACCOUNTING FOR SEC 'SAFE HARBOR' DISCLOSURE. PART II.

Robert H. Bonczek, Clyde W. Holsapple and Andrew B. Whinston, DESIGN AND IMPLEMENTATION OF AN INFORMATION BASE FOR DECISION MAKERS.

Robert H. Bonczek, Clyde W. Holsapple and Andrew B. Whinston, INFORMATION TRANSFERRAL WITHIN A DISTRIBUTED DATA BASE VIA A GENERALIZED MAPPING LANGUAGE.

Robert H. Bonczek, Clyde W. Holsapple and Andrew B. Whinston, INFORMATION PROGRAMMING WITHIN THE CONTEXT OF A GENERALIZED DATA BASE MANAGEMENT SYSTEM.

Joel Huber and Bill James, THE MONETARY WORTH OF PHYSICAL ATTRIBUTES; A DOLLARMETRIC APPROACH.


Dan E. Schendel and G. Richard Patton, A SIMULTANEOUS EQUATION MODEL OF CORPORATE STRATEGY.

Frank M. Bass and Gordon P. Wright, SOME NEW RESULTS IN PURCHASE TIMING AND BRAND SELECTION.

Vicente Salas and Andrew B. Whinston, LIMITATIONS OF SUBSIDY-FREE PRICES IN REGULATORY POLICY.

Vicente Salas and Andrew Whinston, A THEORETICAL BASIS FOR INFLATION ACCOUNTING.

John M. Barron and Richard L. Peterson, CONSUMER CHOICE AND SEARCH THEORY.

Peter H. Schonemann, Forrest S. Carter and William L. James, CONTRIBUTIONS TO SUBJECTIVE METRICS SCALING; I. COSPA, A FAST METHOD FOR FITTING AND TESTING HORAN'S MODEL, AND AN EMPIRICAL COMPARISON WITH INDSCAL AND ALSCAL.

Edgar A. Pessemier, William A Moore and Taylor Little, PREDICTING BRAND PURCHASE BEHAVIOR: MARKETING APPLICATION OF THE SCHONEMANN-WANG UNFOLDING MODEL.

Vincent A. Mabert, HEURISTIC WORK FORCE SCHEDULING WITH VARIABLE SHIFT LENGTHS AND LABOR PRODUCTIVITY DIFFERENCES: A CAST STUDY OF ENCODER STAFFING.

Nancy Jacob and Rich Pettit, RESEARCH OUTPUT AND CAPITAL MARKET EFFICIENCY UNCER A COMPETITIVE COMMISSION RATE STRUCTURE.
Howard L. Fromkin and Raanan Lipshitz, A CONSTRUCT VALIDITY METHOD OF SCALE DEVELOPMENT: THE UNIQUENESS SCALE.

Daniel Ganster, Michael McCuddy and Eugene F. Stone, REPLICATION AND EXTENSION WITH UNIQUENESS THEORY.

Eugene F. Stone, Samuel Rabinowitz and Mark D. Spool, EFFECT OF ANONYMITY ON STUDENT EVALUATIONS OF FACULTY PERFORMANCE.

Eugene F. Stone, SOME PERSONALITY CORRELATES OF PERCEPTIONS OF AND REACTIONS TO TASK CHARACTERISTICS.

Bryan L. Deuermeyer and William P. Pierskalla, A BY-PRODUCT PRODUCTION SYSTEM WITH AN ALTERNATIVE.

Steve M. Bajgier and Herbert Moskowitz, PUBLIC RISK ASSESSMENT AND EVALUATION OF DRINKING WATER QUALITY.

Vicente Salas, Daniel E. Schendel and Francisco F. Coronel, THE NATIONAL PROPENSITY TO EXPROPRIATE: A GENERALIZATION OF THE KNUDSEN MODE.

Edgar A. Pessemier, A. C. Bemmaor and Dominique M. Hanssens, AN EMPIRICAL STUDY OF THE WILLINGNESS TO SUPPLY HUMAN BODY PARTS.

Byung T. Ro, THE DISCLOSURE OF CAPITALIZED LEASE INFORMATION AND STOCK PRICES.

Robert H. Bonczek, Clyde W. Holsapple and Andrew B. Whinston, OBSERVATIONS ON A GENERALIZED INTELLIGENT QUERY PROCESSOR FOR DECISION SUPPORT.

Randall L. Schultz and Dennis P. Slevin, AN INNOVATION PROCESS PERSPECTIVE OF IMPLEMENTATION.

Edgar A. Pessemier, PRODUCT PLANNING FOR EFFECTIVE SCIENTIFIC AND TECHNICAL INFORMATION.

F. Brian Talbot and James H. Patterson, AN INTEGER PROGRAMMING ALGORITHM FOR RESOURCE-CONSTRAINED SEQUENCING PROBLEMS.

William A. Pasmore and Donald C. King, UNDERSTANDING ORGANIZATIONAL CHANGE: A COMPARATIVE STUDY OF MULTIFACETED INTERVENTIONS.

C. R. Snyder and Howard L. Fromkin, ABNORMALITY AS A POSITIVE CHARACTERISTIC: THE DEVELOPMENT AND VALIDATION OF A SCALE MEASURING NEED OR UNIQUENESS.

Ron Adelsman and Andrew B. Whinston, SOCIAL CHOICE AND PUBLIC GOODS: CORRESPONDENCE RESULTS INVOLVING NON-STRATEGY-PROOFNESS AND INDIVIDUAL INCENTIVE COMPATIBILITY.

Ron Adelsman and Andrew B. Whinston, STRATEGIC GAINS, VULNERABLE SITUATIONS, AND INFORMATION AVAILABILITY.

Richard W. Woodman and John J. Sherwood, A COMPREHENSIVE LOOK AT JOB DESIGN: EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT REDESIGNING JOBS BUT WERE AFRAID TO ASK.
Wilbur G. Lewellen and John J. McConnell, TAX REFORM, SHARE VALUATION, AND CAPITAL COSTS.

Bryan L. Deuermeyer, A MULTI-TYPE PRODUCTION SYSTEM FOR PERSISHABLE INVENTORIES.

Herbert Moskowitz and Charles H. Kimpel, PREDICTION OF LOW PROBABILITY ADVERSE EVENTS IN PANEL VERSUS DELPHI GROUPS.

Robert H. Bonczek, Clyde W., Holsapple and Andrew B. Whinston, PROCESSING DEEP STRUCTURES IN A GENERALIZED INTELLIGENT QUEIRY PROCESSOR FOR DECISION SUPPORT.

Robert K. Eskew and Charles A. Trischler, TEACHING TECHNIQUE IN ACCOUNTING FOR REPLACEMENT COST.

Gary G. Schlarbaum, Wilbur G. Lewellen and Ronald C. Lease, THE COMMON-STOCK-PERFORMANCE RECORD OF INDIVIDUAL INVESTORS.

David S. Kidwell and Patric H. Hendershott, THE IMPACT OF ADVANCED REFUNDING BOND ISSUES ON STATE AND LOCAL BORROWING COSTS.

Dan Schendel, DESIGNING STRATEGIC PLANNING SYSTEMS.

Edgar A. Pessemier, TYING MARKETING SCIENCE WITH MARKETING PRACTICE: RESEARCH DIRECTIONS, APPLICATIONS NEEDS.

Laurence Takeuchi, THE LOGICAL STRUCTURE OF BINARY TYPE DECISION NET MODELS: A FRAMEWORK FOR ANALYSIS.

Gary G. Schlarbaum, Wilbur G. Lewellen and Ronald C. Lease, THE STOCK MARKET EXPERIENCE OF INDIVIDUAL INVESTORS; SOME ADDITIONAL EVIDENCE.

Wilbur G. Lewellen, Kenneth L. Stanley, Ronald C. Lease and Gary G. Schlarbaum, SOME DIRECT EVIDENCE ON THE DIVIDEND CLIENTELE PHENOMENON.

John J. Sherwood and Florence M. Hoylman, UTILIZING HUMAN RESOURCES: INDIVIDUAL VERSUS GROUP APPROACHES TO PROBLEM-SOLVING AND DECISION-MAKING.

Robert H. Bonczek, Clyde W. Holsapple and Andrew B. Whinston, CONCEPTUAL AND OPERATIONAL CONSTRUCTS FOR KNOWLEDGE REPRESENTATION.

Peter H. Schonemann, William L. James and Forrest S. Carter, CONTRIBUTIONS TO SUBJECTIVE METRICS SCALING; II. A STATISTICAL TEST AND APPROXIMATE NORMS FOR EVALUATING THE FIT OF HORAN'S MODEL WITH COSPA.

Michael W. Pustay, THE TRANSATLANTIC AIRLINE MARKET: EXPLORING THE MYTHS OF EXCESSIVE, UNFAIR, AND PREDATORY COMPETITION.

Edgar A. Pessemier, SIMULATION METHODS AS AN AID TO DESIGNING MARKET MAP STUDIES: A MANAGERIAL REVIEW.

Edgar A. Pessemier, MANAGERIAL ASPECTS OF MARKET STRUCTURE ANALYSIS AND MARKET MAPS.

Edgar A. Pessemier, STOCHASTIC PROPERTIES OF CHANGING PREFERENCES.

Patric H. Hendershott, Jonathan A. Scott and James P. Winder, ENDOGENIZING INCOME STATEMENTS OF THRIFT INSTITUTIONS.

628 Stephen C. Graves, Warren H. Hausman and Leroy B. Schwarz, SCHEDULING AUTOMATIC WAREHOUSING SYSTEMS: SIMULATION RESULTS.

629 Akira Takayama and Richard K. Anderson, DEVALUATION, CAPITAL MOBILITY, AND LONG-RUN EQUILIBRIUM.

630 Eugene F. Stone, Neal Schmitt and Samuel Rabinowitz, DETERMINANTS OF STUDENT RATINGS OF FACULTY PERFORMANCE.

631 Rakesh K. Sarin, AN APPROACH FOR SCENARIO GENERATION.

632 Keith C. Brown, IMPERFECT COMPETITION AND COMPETITIVE BIDDING UNDER UNCERTAINTY.

633 Eugene F. Stone and Lyman W. Porter, ON THE USE OF INCUMBENT-SUPPLIED JOB CHARACTERISTICS DATA.

634 Akira Takayama, THE WEALTH EFFECT, THE CAPITAL ACCOUNT, AND ALTERNATIVE POLICIES UNDER FIXED EXCHANGE RATES.

635 Robert L. Dipboye and Jack Wiley, REACTIONS OF MALE RATERS TO INTERVIEWEE SELF-PRESENTATION STYLE AND SEX: EXTENSIONS OF PREVIOUS RESEARCH.

636 Bryan L. Deuermeyer, ON CONTINUOUS REVIEW (s,S) INVENTORY SYSTEMS: AN APPLICATION OF REGENERATIVE STOCHASTIC PROCESSES.

637 Herbert Moskowitz and David J. Reibstein, A METHOD FOR ANALYZING INTERDEPENDENT DECISIONS VIA THE PRINCIPAL OF OPTIMALITY.

638 Herbert Moskowitz, A REPLY TO REMUS AND JENICKE: ROBUSTNESS OF LINEAR MODELS SHOULD BE RE-VISITED.

639 Leroy B. Schwarz and Robert E. Johnson, AN APPRAISAL OF THE EMPIRICAL PERFORMANCE OF THE LINEAR DECISION RULE.

640 Robert H. Bonczek, Clyde W. Holsapple and Andrew b. Whinston, COMPUTER-BASED SUPPORT OF STRATEGIC PLANNING.

641 Keith C. Brown, THE RATE OF RETURN OF SELECTED INVESTMENT PROJECTS.

642 Eugene F. Stone, Daniel C. Ganster and Richard W. Woodman, RELATIONSHIPS BETWEEN GROTH NEED STRENGTH AND OTHER INDIVIDUAL DIFFERENCES MEASURES EMPLOYED IN JOB DESIGN RESEARCH.

643 Michael F. Flanagan and Robert L. Dipboye, RESEARCH SETTINGS IN INDUSTRIAL AND ORGANIZATIONAL PSYCHOLOGY: I. CHARACTERISTICS OF RESEARCH IN LABORATORY AND FIELD SETTINGS.

644 Robert L. Dipboye and Michael F. Flanagan, RESEARCH SETTINGS IN INDUSTRIAL AND ORGANIZATIONAL PSYCHOLOGY: II. ARE FINDINGS IN THE FIELD MORE GENERALIZABLE THAN IN THE LABORATORY/
Bryan L. Deuermeyer, ON MULTI-PRODUCT PERISHABLE INVENTORY SYSTEMS WITH DEPENDENT DEMANDS.

Michael W. Pustay, INDUSTRY INEFFICIENCY UNDER REGULATORY SURVEILLANCE.

Andrew D. Bailey, Jr. and Daniel L. Jensen, A BAYESIAN DECISION ANALYSIS OF RELATED AUDIT TESTS.

James S. Dyer and Rakesh K. Sarin, MULTICRITERIA DECISION MAKING: AN EXPOSITORY SURVEY.

Keith C. Brown, ENTRY RATE AND LONG RUN ECONOMIC PROFIT.

Byung T. Ro, THE SEC MATERIALITY CRITERIA FOR DISCLOSURE OF ACCOUNTING INFORMATION: AN EMPIRICAL ASSESSMENT.

Eugene Comiskey, Robert Eskew, Byung Ro and Charles Tritschler, THE EFFECT OF SEC MANDATED REPLACEMENT COST DISCLOSURE ON SECURITY RETURNS.

Edgar A. Pessemier, UNDERSTANDING AND ANALYZING CONTINGENCY DATA.

David S. Kidwell and Charles A. Trzcinka, THE RISK STRUCTURE OF INTEREST RATES AND THE PENN-CENTRAL CRISIS.

Arnold C. Cooper, STRATEGIC MANAGEMENT; NEW VENTURES & SMALL BUSINESS.

Randall L. Schultz and Wilfried R. Vanhonacker, A STUDY OF PROMOTION AND PRICE ELASTICITY.

Joel R. Rubinson and Frank M. Bass, A NOTE ON A PARSIMONIOUS DESCRIPTION OF THE HENDRY SYSTEM.

Keith C. Brown, SEALED BID AUCTIONS: A LOOK AT THE WHOLE ELEPHANT.

Frank M. Bass, THE RELATIONSHIP BETWEEN DIFFUSION RATES, EXPERIENCE CURVES, AND DEMAND ELASTICITIES FOR CONSUMER DURABLE TECHNOLOGICAL INNOVATIONS.

Russell M. Barefield and Eugen E. Comiskey, THE DIFFERENTIAL ASSOCIATION OF FORECAST ERROR AND EARNINGS VARIABILITY WITH SYSTEMATIC RISK.

Michael W. Pustay, AIRLINE REGULATION AND SERVICE TO SMALL COMMUNITIES.

Frank M. Bass and Gordon P. Wright, BRAND CHOICE AND PURCHASE TIMING MODELS: SOME NEW RESULTS WITH COMPOUND DISTRIBUTIONS.

Keith C. Brown, A NOTE ON EVALUATING PUBLIC INVESTMENT PROJECTS.

Donald C. King, John J. Sherwood and Michael R. Manning, OD'S RESEARCH-BASE: HOW TO EXPAND AND UTILIZE IT.

Michael D. Joehnk and David S. Kidwell, A COMPARATIVE COST STUDY ON THE DIFFERENCE BETWEEN COMPETITIVE AND NEGOTIATED UNDERWritings IN THE STATE AND LOCAL GOVERNMENT BOND MARKET.

Otis W. Gilley and John M. Barron, A TEST FOR INCENTIVE EFFECTS OF UI PROGRAMS.
Keith C. Brown, MODELING THE GROUP ADMISSIONS PROCESS--THE SOURCE OF DISAPPOINTMENT AND ALLEGED DISCRIMINATION.

Fereidoon Sioshansi and Andrew B. Whinston, MORAL HAZARD IN A DYNAMIC FRAMEWORK.

Herbert Moskowitz, Jerry Evans, Isaac Jimenez-Lerma, DEVELOPMENT OF A MULTI-ATTRIBUTE VALUE FUNCTION FOR LONG RANGE ELECTRICAL GENERATION EXPANSION.

Herbert Moskowitz, Doyle L. Weiss, Kah Kee Cheng and David J. Rebstein, ROBUSTNESS OF UNIT AND EQUAL WEIGHTING LINEAR MODELS IN DYNAMIC MULTIVARIATE Decisions.

Herbert Moskowitz and Steve M. Baigier, VALIDITY OF THE DeGROOT Model FOR ACHIEVING CONSENSUS IN PANEL AND DELPHI GROUPS.

Rakesh K. Sarin, A BAYESIAN APPROACH FOR LONG TERM FORECASTING.

Julia Herszkowic and Andrew B. Whinston, THE EVALUATION OF PUBLIC INVESTMENT UNDER RISK.

Herbert Moskowitz and William I. Bullers, MODIFIED PERT VERSUS FRACTILE ASSESSMENT OF SUBJECTIVE PROBABILITY DISTRIBUTIONS.

Edgar A. Pessemier, SOME CURRENT DIRECTIONS FOR RETAIL RESEARCH.

-1979-

Chris J. Berger, AN EMPIRICAL TEST OF OPERANT CONDITIONING AND EXPECTANCY THEORY ACCOUNTS OF TASK PERFORMANCE UNDER DIFFERING MAGNITUDES AND RESPONSE-BASED SCHEDULES OF REINFORCEMENT.

Charles Lawrence, THE FEASIBILITY OF APPLYING GOVERNMENTAL ACCOUNTING, AUDITING AND FINANCIAL REPORTING STANDARDS (GAAFR) TO REPORTS OF SMALLER INDIANA CITIES.

Herbert Moskowitz and William I. Bullers, A PROGRAM FOR EVALUATING, FITTING, AND DEBIASING SUBJECTIVE PROBABILITY DISTRIBUTIONS.

Earl D. Benson, David S. Kidwell and Robert J. Rogowski, CYCLICAL VARIATIONS IN YIELD SPREADS FOR GENERAL OBLIGATIONS BONDS IN THE TAX-EXEMPT BOND MARKETS.

Jerome Adams and John J. Sherwood, AN EVALUATION OF ORGANIZATION EFFECTIVENESS: AN APPRAISAL OF HOW ARMY INTERNAL CONSULTANTS USE SURVEY FEEDBACK IN A MILITARY SETTING.

Chris J. Berger and Donald P. Schwab, THE IMPACTS OF PAY ON PAY SATISFACTION.

Edgar A. Pessemier and Thomas Pilon, A MODEL FOR PRODUCT MANAGEMENT.

Randall L. Schultz and Michael D. Henry, IMPLEMENTING DECISION MODELS.

Edgar Pessemier and Peter Wilton, THE EFFECTS OF INFORMATION ON PERCEPTIONS AND PREFERENCES FOR NEW CHOICE OBJECTS.

Frederick L. Dembowski and Leroy B. Schwarz, AN INTEGER PROGRAMMING APPROACH TO SCHOOL DISTRICT FINANCIAL MANAGEMENT.
Richard W. Woodman and John J. Sherwood, EFFECTS OF TEAM DEVELOPMENT INTERVENTION: A FIELD EXPERIMENT.

Frank M. Bass and Thomas L. Pilon, A STOCHASTIC BRAND CHOICE FRAMEWORK FOR ECONOMETRIC MODELLING OF TIME SERIES MARKET SHARE BEHAVIOR.

Fereidoon Sioshansi and Andrew B. Whinston, AN EXPERIMENTAL STUDY OF CHOICE UNDER UNCERTAINTY.

Edgar A. Pessemier, Forrest S. Carter and Glen R. Jarboe, DATA MODELS AND ANALYTIC MODELS FOR PRODUCT MAPS.

Frank M. Bass, ADVERTISING SPENDING LEVELS AND PROMOTION POLICIES: PROFIT POTENTIAL FOR THE APPLICATION OF MANAGEMENT SCIENCE.

Frank M. Bass and John C. Whitney, A STUDY OF THE INFLUENCE OF HALO ON THE PREDICTIVE ABILITY OF ATTITUDE MODELS.

Paul D. Tolchinsky and Donald C. King, DATA BASED INTERVENTIONS: A COMPARATIVE STUDY OF TWO MODELS OF SURVEY FEEDBACK.

Alain V. Bultez and Randall L. Schultz, DECISION RULES FOR ADVERTISING BUDGETING AND MEDIA ALLOCATION.

Leonard J. Parsons, Randall L. Schultz and Thomas L. Pilon, THE IMPACT OF ADVERTISING ON THE AGGREGATE CONSUMPTION FUNCTION.

Edgar A. Pessemier and Peter Wilton, PRETESTING THE ACCEPTANCE OF INNOVATIONS.

Michael Horrigan, Rao Kadiyala and Duckhoon Lee, A COMPARISON OF ALMON-LAG AND RIDGE REGRESSION TECHNIQUES.

Judith M. Pask, BIBLIOGRAPHIC INSTRUCTION IN BUSINESS LIBRARIES.

Wilbur G. Lewellen, John J. McConnell and Jonathan A. Scott, SOME THEOREMS ON TRADE CREDIT POLICIES.


Julia Herszkowicz and Andrew B. Whinston, BUREAUCRATIC COSTS AND THE THEORY OF PUBLIC INVESTMENT.

Michael A. Crosby, BAYESIAN STATISTICS IN AUDITING: A COMPARISON OF PROBABILITY ELICITATION TECHNIQUES.

James C. Moore, ON UNITS OF MEASURE AND CARDINAL MEASUREMENT.

Kenneth L. Stanley, Wilbur G. Lewellen and Gary G. Schlarbaum, INVESTOR RESPONSE TO INVESTMENT RESEARCH.

Michael A. Crosby, BAYESIAN STATISTICS IN AUDITING: AN EXAMINATION OF SAMPLE SIZE DECISIONS.

K. Rao Kadiyala, Dennis Oberhelman, RESPONSE PREDICTIONS IN REGRESSIONS ON PANEL DATA.
<table>
<thead>
<tr>
<th>Page</th>
<th>Author(s)</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>706</td>
<td>William T. Whitely, Chris J. Berger and Susan Whitely</td>
<td>THE EFFECTS OF INSTRUMENT POSITION ON PSYCHOMETRIC RESPONSE PROPERTIES IN MULTI-INSTRUMENT TEST BATTERIES.</td>
</tr>
<tr>
<td>707</td>
<td>Edgar A. Pessemier</td>
<td>STORE IMAGE AND POSITIONING.</td>
</tr>
<tr>
<td>708</td>
<td>John C. Schreiner and Keith V. Smith</td>
<td>THE IMPACT OF MAYDAY ON DIVERSIFICATION COSTS.</td>
</tr>
<tr>
<td>709</td>
<td>John S. Chipman and James C. Moore</td>
<td>ON THE REPRESENTATION AND AGGREGATION OF HOMOTHETIC PREFERENCES.</td>
</tr>
<tr>
<td>710</td>
<td>Joel R. Rubinson, Wilfried R. Vanhonacker and Frank M. Bass</td>
<td>A NOTE ON &quot;A PARSIMONIOUS.</td>
</tr>
<tr>
<td>711</td>
<td>Shards Gupta and K. Rao Kadiyala</td>
<td>TESTS FOR POOLING CROSS-SECTIONAL DATA IN THE PRESENCE OF HETEROSKEDASTICITY*.</td>
</tr>
<tr>
<td>712</td>
<td>Daniel Janssens and Edgar A. Pessemier</td>
<td>RESPONSE RATES IN MAIL SURVEYS: A REVIEW AND SURVEY.</td>
</tr>
<tr>
<td>713</td>
<td>Wilbur G. Lewellen and Douglas R. Emery</td>
<td>ON THE MATTER OF PARITY AMONG FINANCIAL OBLIGATIONS.</td>
</tr>
<tr>
<td>714</td>
<td>Bryan L. Deuermeyer and Leroy B. Schwarz</td>
<td>A MODEL FOR THE ANALYSIS OF SYSTEM SERVICE LEVEL IN WAREHOUSE-RETAILER DISTRIBUTION SYSTEMS: THE IDENTICAL RETAILER CASE.</td>
</tr>
<tr>
<td>715</td>
<td>C. A. de Kluyver</td>
<td>MEDIA SELECTION BY MEAN-VARIANCE ANALYSIS.</td>
</tr>
<tr>
<td>716</td>
<td>D. C. McNickle and C. A. de Kluyver</td>
<td>MEDIA SELECTION BY MEAN-VARIANCE ANALYSIS: MODEL REFINEMENT AND PARAMETER ESTIMATION.</td>
</tr>
<tr>
<td>717</td>
<td>Edgar A. Pessemier</td>
<td>THE STORE CREDIT OPERATION AS A PROFIT CENTER.</td>
</tr>
<tr>
<td>718</td>
<td>Richard W. Woodman and John J. Sherwood</td>
<td>THE ROLE OF TEAM DEVELOPMENT IN ORGANIZATIONAL EFFECTIVENESS: A CRITICAL REVIEW.</td>
</tr>
<tr>
<td>719</td>
<td>C. A. de Kluyver and G. M. McNally</td>
<td>CORPORATE MODELING IN SMALL COMPANIES: A CASE STUDY.</td>
</tr>
<tr>
<td>720</td>
<td>Frank M. Bass</td>
<td>THE DATA INTERVAL BIAS, SIMULTANEOUS CASUALITY, AND THE ESTIMATION OF ADVERTISING-SALES RELATIONSHIPS FROM ANNUAL DATA.</td>
</tr>
<tr>
<td>721</td>
<td>Patric H. Hendershott and Sheng-Cheng Hu</td>
<td>A MODEL OF OPTIMAL FEASIBLE REPLACEMENT INVESTMENT: APPLICATION TO ORDERS FOR PRODUCERS EQUIPMENT.</td>
</tr>
<tr>
<td>722</td>
<td>Kazuhiro Arai</td>
<td>ON THE SENIORITY-BASED WAGE SYSTEM IN JAPAN.</td>
</tr>
<tr>
<td>723</td>
<td>Edgar A. Pessemier</td>
<td>STRATEGY DEVELOPMENT FOR NEW PRODUCT INTRODUCTIONS: PREDICTING MARKET AND FINANCIAL SUCCESS.</td>
</tr>
<tr>
<td>724</td>
<td>William Kross</td>
<td>AN EXAMINATION OF THE ASSOCIATION BETWEEN PROFITABILITY AND EARNINGS ANNOUNCEMENT TIME LAGS.</td>
</tr>
</tbody>
</table>
Roger Layton, A MACRO MODEL OF TRADE FLOWS IN A MARKETING SYSTEM.

Gerald W. Evans, Thomas L. Morin and Herbert Moskowitz, MULTIPLE OBJECTIVES AND UNCERTAINTY IN LONG RANGE ENERGY GENERATION EXPANSION PLANNING.

Herbert Moskowitz and Arunachalam Ravindran, ALGORITHMS AND OPTIMIZATION SCHEMES FOR BAYESIAN ACCEPTANCE QUALITY CONTROL PLANS.

William Kross, PROFITABILITY, EARNINGS ANNOUNCEMENT TIME LAGS AND STOCK PRICES.

Arnold C. Cooper, ENTREPRENEURSHIP - SMALL BUSINESS INTERFACE.

John J. Sherwood, ESSENTIAL DIFFERENCES BETWEEN TRADITIONAL APPROACHES TO CONSULTING AND A COLLABORATIVE APPROACH.

Steve M. Bajgier, Herbert Moskowitz and K. Rao Kadiyala, A SIMULTANEOUS EQUATION MODEL OF ATTITUDE AND RISK/BENEFIT FORMATION REGARDING INNOVATIONS.

Herbert Moskowitz and Rakesh K. Sarin, IMPROVING CONDITIONAL PROBABILITY ASSESSMENTS FOR FORECASTING AND DECISION MAKING.

James S. Ang and Wilbur G. Lewellen, CAPITAL INVESTMENT PROJECT RISK AND VALUE: A CORRECTED CAPM FRAMEWORK.

Frank M. Bass and Alain V. Bultez, OPTIMAL STRATEGIC PRICING POLICIES WITH LEARNING.

Pekka Korhonen, Jyrki Wallenius and Stanley Zions, SOME THOUGHTS ON SOLVING THE MULTIPLE DECISION MAKER/MULTIPLE CRITERIA DECISION PROBLEM AND AN APPROACH.

Donald G. Gardner and Chris J. Berger, THE EFFECTS OF SEX STEREOTYPES, AMOUNT OF RELEVANT INFORMATION, AND AWARENESS OF ORGANIZATIONAL SELECTION PRACTICES ON SEX DISCRIMINATION FOR A MANAGERIAL POSITION.

Stanley Zions and Jyrki Wallenius, AN INTERACTIVE MULTIPLE OBJECTIVE LINEAR PROGRAMMING METHOD FOR A CLASS OF UNDERLYING NONLINEAR UTILITY FUNCTIONS.

Michael R. Manning, A. H. Ismail and John J. Sherwood, EFFECTS OF ROLE CONFLICT ON SELECTED PHYSIOLOGICAL, AFFECTIVE, AND PERFORMANCE VARIABLES: A LABORATORY SIMULATION.

Manohar U. Kalwani, MAXIMUM LIKELIHOOD ESTIMATION OF THE MULTINOMIAL-DIRICHLET DISTRIBUTION.

Edgar A. Pessemier, VARIED CONSUMER BEHAVIOR: SOME THEORIES AND MEASUREMENT METHODS.

Carolyn Y. Woo and Arnold C. Cooper, STRATEGIES OF EFFECTIVE LOW SHARE BUSINESSES.

Robert D. Plante and Prabhakant Sinha, ALGORITHMIC IMPROVEMENTS FOR OBTAINING THE UPPER MULTINOMIAL BOUND.

Moshe M. Givon and Zur Shapira, OPTIMAL COMBINATIONS OF NUMBER OF ITEMS AND NUMBER OF POINTS IN RATING SCALES.

Robert A. Leitch, John Neter, Robert D. Plante, and Prabhakant Sinha, USE OF CLUSTERING TO EXTEND APPLICABILITY OF UPPER MULTINOMIAL BOUND.
William R. Soukup and Arnold C. Cooper, STRATEGIC RESPONSE TO TECHNOLOGICAL CHANGE IN THE ELECTRONIC COMPONENTS INDUSTRY.

Herbert Moskowitz, Arunachalam Ravindran, Gary Klein and P. K. Eswaran, A BICRITERIA MODEL FOR ACCEPTANCE SAMPLING IN QUALITY CONTROL.

Leroy B. Schwarz, PHYSICAL DISTRIBUTION: THE ANALYSIS OF INVENTORY AND LOCATION.

-1981-

Robert D. Plante, John Neter and Robert A. Leitch, LOWER MULTINOMIAL BOUND FOR OVERSTATEMENT OR UNDERSTATEMENT ERRORS.

Edgar A. Pessemier, PREDICTING THE PATRONAGE EFFECTS OF MERCHANDISE AND SERVICE STRATEGIES.

Ram C. Rao, ADVERTISING DECISIONS IN OLIGOPOLY: AN INDUSTRY EQUILIBRIUM ANALYSIS.

Frank M. Bass and Robert P. Leone, TEMPORAL AGGREGATION, THE DATA INTERVAL BIAS AND EMPIRICAL ESTIMATION OF BIMONTHLY RELATIONS FROM ANNUAL DATA.

Alvin J. Silk and Manohar U. Kalwani, MEASURING INFLUENCE IN ORGANIZATIONAL PURCHASE DECISIONS.

Cornelis A. de Kluyver and Moshe M. Givon, CHARACTERISTICS OF OPTIMAL, SIMULATED SPOT TV ADVERTISING SCHEDULES.

Ram C. Rao and Timothy L. Shaftel, THE CAPACITATED TRANSPORTATION PRODUCTION PROBLEM: COMPUTATIONAL EXPERIENCE.

Herbert Moskowitz, Arunachalam Ravindran, Gary Klein and P. K. Eswaran, A BICRITERION MODEL FOR ACCEPTANCE SAMPLING.

William Kross, ON THE DETERMINANTS OF ANALYST FORECAST ERROR.

Herbert Moskowitz and Jyrki Wallenius, CONDITIONAL VERSUS JOINT PROBABILITY ASSESSMENTS FOR FORECASTING AND DECISION MAKING.

Frank M. Bass and Alain V. Bultez, OPTIMAL STRATEGIC PRICING OF TECHNOLOGICAL INNOVATIONS.

Timothy J. Lowe and Leroy B. Schwarz, PARAMETER ESTIMATION FOR THE EOQ LOT-SIZE MODEL: MINIMAX AND EXPECTED VALUE CHOICES.

M. Weverberg, STATIC COMPETITIVE BIDDING MODELS: A LOOK AT THEIR EVOLUTION.

M. Weverberg, COMPETITIVE BIDDING: ESTIMATING THE JOINT DISTRIBUTION OF BIDS.

M. M. Givon, VARIETY SEEKING THROUGH BRAND SWITCHING.

Cornelis A. de Kluyver and Herbert Moskowitz, ASSESSING SCENARIO PROBABILITIES VIA INTERACTIVE PRE-EMPTIVE GOAL PROGRAMMING.
Donald C. King and Conrad N. Jackson, THE EFFECTS OF A REPRESENTATIVE'S POWER WITHIN HIS/HER OWN ORGANIZATION ON THE OUTCOME OF A NEGOTIATION.

William Kross, PRONOUNCEMENTS OF REGULATORYbODIES, AND STOCK PRICES: ANOTHER LOOK AT OIL AND GAS COMPANIES.

K. Rao Kadiyala, D. Oberhelman, ALTERNATIVE TESTS FOR HETEROSEDASTICITY OF DISTURBANCES: A COMPARATIVE STUDY.


Chris J. Berger and Barry A. Gerhart, DIRECT AND INDIRECT EFFECTS OF RATING LEVEL AND REWARD OUTCOMES ON RATEE PERCEPTIONS OF PERFORMANCE APPRAISAL ACCURACY.

Laurence Takeuchi and Daniel Janssens, A THEORETICAL MODEL FOR TIME SERIES ANALYSIS OF COMPETITION BETWEEN RELATED PRODUCT CATEGORIES AND BRANDS.

Manohar U. Kalwani and Alvin J. Silk, ON THE RELIABILITY AND PREDICTIVE VALIDITY OF PURCHASE INTENTION MEASURES.

Edgar A. Pessemier, VARIED CONSUMER BEHAVIOR: SOME THEORIES, MEASUREMENT METHODS AND MODELS.

Edgar A. Pessemier and Leigh McAlister, VARIED CONSUMER BEHAVIOR: PRIOR WORK AND SOME HYPOTHESIS.

Edgar A. Pessemier and Leigh McAlister, VARIED CONSUMER BEHAVIOR: AN EMPIRICAL STUDY.

Carolyn Y. Woo, EVALUATION OF THE STRATEGIES AND PERFORMANCE OF LOW ROI MARKET SHARE LEADERS.

Leroy B. Schwarz, Bryan L. Deuermeyer and Ralph D. Badinelli, FILL-RATE OPTIMIZATION IN A ONE-WAREHOUSE N-IDENTICAL RETAILER DISTRIBUTION SYSTEM. *Replaced by revised version - Paper No. 808.

Manohar U. Kalwani, Christopher K. McLeod and Steven J. Miller, MARKETING OF ENERGY CONSERVATION SERVICES TO HOMEOWNERS: A DIRECT RESPONSE APPROACH.

Herbert Moskowitz and Robert D. Plante, RISK PREFERENCE IN BAYESIAN SINGLE SAMPLING INSPECTION PLANS.

Ram Rao, A NASH EQUILIBRIUM VIEW OF MARKET SHARES, PRICES AND PROFITS IN BRANDED MARKETS.

Ram Rao, CONTINUOUS TIME APPROACH TO CORRECTING DATA INTERVAL BIAS IN ADVERTISING-SALES MODELS.

Cynthia A. Lengnick-Hall and Reuben R. McDaniel, STRATEGIC ANALYSIS OF TASK DOMAINS IN THE DELIVERY OF HUMAN SERVICES.

Laurence Takeuchi and Daniel Janssens, ASSESSING THE SIMILARITY-DIFFERENCES BETWEEN CONSUMER DECISION NET MODELS.
<table>
<thead>
<tr>
<th>Page</th>
<th>Authors</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>782</td>
<td>Herbert Moskowitz and J. Wallenius</td>
<td>CONDITIONAL VERSUS JOINT PROBABILITY ASSESSMENTS.</td>
</tr>
<tr>
<td>783</td>
<td>Robert H. Faley</td>
<td>SEXUAL HARASSMENT: CRITICAL REVIEW OF LEGAL CASES WITH GENERAL PRINCIPLES AND PREVENTIVE MEASURES.</td>
</tr>
<tr>
<td>784</td>
<td>John M. Barron and Mark A. Loewenstein</td>
<td>POLICY IMPACTS IN DISCRETE AND CONTINUOUS TIME MACROECONOMIC MODELS.</td>
</tr>
<tr>
<td>785</td>
<td>Keith C. Brown and K. Rao Kadiyala</td>
<td>MISSING DATA IN AN ASSET PRICING MODEL.</td>
</tr>
<tr>
<td>786</td>
<td>Carolyn Y. Woo</td>
<td>APPLICABILITY AND IMPLICATIONS OF FINANCIAL VALUATION MODELS FOR STRATEGIC ANALYSIS.</td>
</tr>
<tr>
<td>787</td>
<td>Gary S. Klein, Herbert Moskowitz and Arunachalam Ravindran</td>
<td>PRIOR VERSUS PROGRESSIVE ARTICULATION OF PREFERENCE APPROACHES FOR BICRITERIA PROBLEMS.</td>
</tr>
<tr>
<td>788</td>
<td>Keith C. Brown</td>
<td>UNCERTAINTY IN OPTIMAL MINERAL EXTRACTION RATE MODELS.</td>
</tr>
<tr>
<td>789</td>
<td>Keith C. Brown and K. Rao Kadiyala</td>
<td>CONSTRUCTION OF ECONOMIC INDEX NUMBERS WITH AN INCOMPLETE SET OF DATA.</td>
</tr>
<tr>
<td>790</td>
<td>Dan Schendel and C. Galbraith</td>
<td>AN EMPIRICAL ANALYSIS OF STRATEGY TYPES.</td>
</tr>
<tr>
<td>791</td>
<td>M. Handelsman</td>
<td>MEASUREMENT OF VARIED BUYING.</td>
</tr>
<tr>
<td>792</td>
<td>C. de Kluyver and Herbert Moskowitz</td>
<td>ASSESSING SCENARIO PROBABILITIES VIA INTERACTIVE GOAL PROGRAMMING.</td>
</tr>
<tr>
<td>793</td>
<td>C. V. Zavgren</td>
<td>EMPIRICAL ANALYSES OF FINANCIAL DISTRESS: THE STATE OF THE ART.</td>
</tr>
<tr>
<td>794</td>
<td>C. V. Zavgren</td>
<td>A LOGISTIC ANALYSIS OF THE RELATIONSHIP BETWEEN VULNERABILITY TO FAILURE AND CERTAIN FINANCIAL VARIABLES FOR AMERICAN INDUSTRIAL FIRMS.</td>
</tr>
<tr>
<td>795</td>
<td>C. V. Zavgren</td>
<td>THE INFORMATION CONTENT OF PROBABILITIES FROM A LOGISTIC MODEL OF FINANCIAL DISTRESS.</td>
</tr>
<tr>
<td>796</td>
<td>G. Klein, Herbert Moskowitz, S. Mahesh and A. Ravindran</td>
<td>SIMPLIFIED ASSESSMENT OF SINGLE- AND MULTI-ATTRIBUTED UTILITY FUNCTIONS VIA MATHEMATICAL PROGRAMMING.</td>
</tr>
<tr>
<td>797</td>
<td>Carolyn Y. Woo and Arnold C. Cooper</td>
<td>CORPORATE SETTINGS OF EFFECTIVE LOW SHARE BUSINESSES.</td>
</tr>
<tr>
<td>798</td>
<td>Keith C. Brown, Deborah J. Brown</td>
<td>HETEROGENEOUS EXPECTATIONS AND FARMLAND PRICES.</td>
</tr>
<tr>
<td>799</td>
<td>Michael A. Crosby, Herbert Moskowitz and Sathiadev Mahesh</td>
<td>MODELING AUDITOR UTILITY FUNCTIONS VIA MATHEMATICAL PROGRAMMING.</td>
</tr>
<tr>
<td>800</td>
<td>William Kross and Douglas Schroeder</td>
<td>AN EMPIRICAL INVESTIGATION OF THE EFFECT OF EARNINGS ANNOUNCEMENT TIMING ON STOCK RETURNS.</td>
</tr>
<tr>
<td>801</td>
<td>Frank M. Bass, Moseh M. Givon, Manohar U. Kalwang, David Reibstein and Gordon P. Wright</td>
<td>AN INVESTIGATION INTO THE ORDER OF THE BRAND CHOICE PROCESS.</td>
</tr>
<tr>
<td>802</td>
<td>Roderick Brodie, Cornelis A. de Kluyver</td>
<td>ADVERTISING VERSUS MARKETING MIS CARRYOVER EFFECTS: A COMPARATIVE STUDY OF STRUCTURAL FORMS.</td>
</tr>
</tbody>
</table>
Keith C. Brown and Deborah J. Brown, ON THE ESTIMATION OF BID DISTRIBUTIONS IN REAL ESTATE MARKETS: ANOTHER APPROACH. *Replaced by revised version - Paper No. 864.

Carolyn Y. Woo, STRATEGIC VALUATION: DISCUSSION OF AN EMERGENT NEED AND APPRAISAL OF CURRENT FRAMEWORKS.

Carolyn Y. Woo, AN EMPIRICAL EVALUATION OF STRATEGIC VALUATION MODELS AND IMPLICATIONS.

Leroy B. Schwarz, Bryan L. Deuermeyer, Ralph D. Badinelli, FILL-RATE OPTIMIZATION IN A ONE-WAREHOUSE N-IDENTICAL RETAILER DISTRIBUTION SYSTEM*.

John A. Carlson, John L. Kling, DO PRICE SURPRISES LEAD OR LAG REAL ACTIVITY?

Cynthia A. Lengnick-Hall and Sara A. Morris, SUPPORT SYSTEMS FOR STRATEGIC DECISIONS IN SOCIAL SERVICE ORGANIZATIONS: RESEARCH AND THEORY DEVELOPMENT NEEDS.

John M. Barron, Dan A. Black and Mikael Ingberg, ON CYCLICAL MOVEMENTS IN PRODUCTIVITY, COSTS OF ADJUSTMENT, AND THE DYNAMIC THEORY OF THE FIRM.

John A. Carlson and R. Preston McAfee, DISCRETE EQUILIBRIUM PRICE DISPERSION: EXTENSIONS AND TECHNICAL DETAILS.

Roderick Brodie and Cornelis A. de Kluiver, ATTRACTION VERSUS LINEAR AND MULTIPLICATIVE MARKET SHARE MODELS: AN EMPIRICAL EVALUATION.


Karel O. Cool and Cynthia A. Lengnick-Hall, SECOND THOUGHTS ON THE TRANSFERABILITY OF THE JAPANESE MANAGEMENT SYSTEM.

James A. Papke and Leslie E. Papke, MICRO-ANALYTIC SIMULATIONS FOR MANUFACTURERS' LOCATION DECISIONS: IMPLICATIONS FOR TAX INCENTIVES AND INDUSTRIAL DEVELOPMENT.

James C. Moore, POSITIVE ORDERED QUASI-GROUPS: A PRELIMINARY INVESTIGATION.

Carolyn Y. Woo, STRATEGIC AND FINANCIAL MANAGEMENT: AN INTEGRATIVE VIEW.

Robert A. Leitch, John Neter, Robert D. Plante and Prabhakant Sinha, MODIFIED MULTINOMIAL BOUNDS FOR LARGER NUMBERS OF ERRORS IN AUDITS.

Cynthia A. Lengnick-Hall and Reuben R. McDaniel, Jr., MAXIMIZING THE PERFORMANCE OF THIRD PARTY ORGANIZATIONS IN THE FACE OF AN ADMINISTRATIVE PARADOX.

Robert D. Plante, John Neter and Robert A. Leitch, THE EFFECTS OF ORDER OF MONETARY-UNIT TAINTS IN ESTIMATING AN UPPER BOUND ON TOTAL OVERSTATEMENT ERROR WITH MONETARY-UNIT SAMPLING.

Robert H. Faley and Eric D. Sundstrom, THE USE OF A QUANTITATIVE TAXONOMY AND PROBABILITY-BASED STATISTICS TO ESTABLISH THE BEHAVIORALLY ORIENTED CONTENT VALIDITY OF A TRAINING PROGRAM.

Cornelis A. de Kuyver, Robert L. Carraway and Edgar A. Pessemier, EVALUATING CORRELATED OUTCOMES AND SOURCES OF NEW INFORMATION.

James Foster "INVOLUNTARY" UNEMPLOYMENT AS A PRINCIPAL-AGENT EQUILIBRIUM.

William Kross, AN EXAMINATION OF THE RELATIONSHIP BETWEEN STOCK RETURNS, FIRM SIZE, AND SHARE PRICE.

Clyde W. Holsapple, THE KNOWLEDGE SYSTEM FOR A GENERALIZED PROBLEM PROCESSOR.


Herbert Moskowitz, Robert D. Plante, Arunachalam Ravindran and Kwei Tang, MULTI-ATTRIBUTE BAYESIAN ACCEPTANCE SAMPLING PLANS FOR SCREENING AND SCRAPPING REJECTED LOTS.

Keith C. Brown, THE DISCOUNT RATE AND REGARD FOR THE FUTURE.

Carolyn Y. Woo, A COMPARISON OF VALUE CREATORS AGAINST VALUE DESTROYERS ALONG INDUSTRY FACTORS AND VALUE CREATIN DETERMINANTS.

James E. Foster, ON ECONOMIC POVERTY: A SURVEY OF AGGREGATE MEASURES.

John L. Cotton, INFORMATION AND DECISION MAKING: WHY GOOD DATA IS NOT ENOUGH.

Ann Majchrzak, CRITICAL TRIGGER EVENTS, SUPERVISORS, FEEDBACK LOOPS, AND TIME: TOWARD A MORE COMPLEX CONCEPTUALIZATION OF THE PROCESS LEADING TO TURNOVER.

Herbert Moskowitz, Robert D. Plante and Kwei Tang, MULTIATTRIBUTE BAYESIAN ACCEPTANCE SAMPLING PLANS UNDER NONDESTRUCTIVE INSPECTION.

Dan Schendel and Karel Cool, DEVELOPMENT OF THE STRATEGIC MANAGEMENT FIELD: SOME ACCOMPLISHMENTS AND CHALLENGES.

Carolyn Y. Woo and Karel Cool, THE IMPACT OF STRATEGIC MANAGEMENT ON SYSTEMATIC RISK.

Brian R. Binger and Elizabeth Hoffman, NON-LINEAR PRICES, AUXILIARY MARKETS AND THE OPTIMAL PROVISION OF PUBLIC GOODS.

Ann Majchrzak, THE SUPERVISOR AND ABSENTEEISM: IDENTIFYING EFFECTIVE PRACTICES.

Harold Dyck and K. Rao Kadiyala, ALTERNATIVE MEASURES OF EXPECTATION AND THEIR EFFECT ON AUTOMOBILE DEMAND BY INCOME QUINTILE.

Ann Majchrzak, THE MANIPULATION OF SUPERVISORY BEHAVIORS: RESULTS OF A FIELD EXPERIMENT.

Karel Cool and Carolyn Woo, PORTER'S (1980) GENERIC COMPETITIVE STRATEGIES: A TEST OF PERFORMANCE AND FUNCTIONAL STRATEGY ATTRIBUTES.
Robert H. Faley and Kirk L. Froggatt, A LONGITUDINAL EXAMINATION OF THE MEMBERSHIP PATTERNS OF MINORITIES AND WOMEN IN REFERRAL UNIONS.

John M. Barron and John R. Umbeck, PROHIBITING RETAIL GASOLINE SALES BY REFINERS: THE ECONOMIC EFFECTS.

Manohar U. Kalwani and Marcel Weverbergh, ENTROPY MODELS OF CONSUMER BEHAVIOR: SIMILARITIES AND DIFFERENCES.

Arnold C. Cooper and William C. Dunkelberg, ENTREPRENEURSHIP AND PATHS TO BUSINESS OWNERSHIP.

John L. Cotton and Kirk L. Froggatt, EFFECTS OF SEX AND TYPE A BEHAVIOR PATTERN ON OVERLOAD- AND UNDERLOAD-INDUCED STRESS: A LABORATORY INVESTIGATION.

Robert L. Carraway, Thomas L. Morin and Herbert Moskowitz, PARTIAL ORDER DYNAMIC PROGRAMMING FOR MULTICRITERIA PRODUCTION SCHEDULING.

Herbert Moskowitz, Robert D. Plante and Kwei Tang, STEPWISE INSPECTION IN BAYESIAN MULTIATTRIBUTE ACCEPTANCE SAMPLING.

Herbert Moskowitz and Jyrki Wallenius, CONDITIONAL VERSUS JOINT PROBABILITY ASSESSMENTS.

Herbert Moskowitz, Pekka Korhonen and Jyrki Wallenius, A SEQUENTIAL APPROACH TO MODELLING AND SOLVING MULTIATTRIBUTE DECISION PROBLEMS.

John L. Cotton, COGNITIVE INFERENCE AND ORGANIZATIONAL BEHAVIOR.

Ann Majchrzak and Mary Ellen Blevins Stepanich, PUBLIC SECTOR ORGANIZATIONAL DECISIONMAKING: AN ANALYSIS OF INFORMATION USE.

Manohar U. Kalwani, THE EMPIRICAL APPLICATION OF THE HENDRY PARTITIONING APPROACH.

Mark A. Loewenstein and James E. McClure, LEVERAGE, TAXES, AND FINANCIAL LEASING CONTRACTS.

Mark A. Loewenstein and James E. McClure, THE LEASE-SELL DECISION: AN AGENCY COST APPROACH.

Cynthia A. Lengnick-Hall, GAINING A COMPETITIVE ADVANTAGE FROM COMPUTERIZED MANUFACTURING SYSTEMS.

John A. Carlson, STOCKS, SHOCKS AND PRICE-OUTPUT DYNAMICS.

Herbert Moskowitz, Robert D. Plante and Kwei Tang, MULTISTAGE MULTIATTRIBUTE ACCEPTANCE SAMPLING IN SERIAL PRODUCTION SYSTEMS.

Carolyn Y. Woo, PATH ANALYSIS OF THE RELATIONSHIP BETWEEN MARKET SHARE, BUSINESS-LEVEL CONDUCT AND RISK.

Robert D. Plante, John Neter and Robert A. Leitch, COMPARATIVE PERFORMANCE OF MULTINOMIAL, CELL, AND STRINGER BOUNDS.
Carolyn Y. Woo, PATH ANALYSIS OF THE RELATIONSHIP BETWEEN MARKET SHARE, BUSINESS-LEVEL CONDUCT AND RISK.

Keith C. Brown and Deborah J. Brown, USING ORDER STATISTICS TO ESTIMATE REAL ESTATE BID DISTRIBUTIONS. *Revision of Paper No. 805.

William T. Robinson, Claes Fornell and Birger Wernerfelt, CONSUMPTION EXPERIENCE AND SALES PROMOTION EXPENDITURE.

William T. Robinson and Claes Forness, SOURCES OF PARKET PIONEER ADVANTAGES IN CONSUMER GOODS INDUSTRIES.

Herbert Moskowitz and Sathiadev Mahesh, SCENARIO PROBABILITY ELICITATION PROCEDURES.

Arnold C. Cooper, Gary E. Willard and Carolyn Y. Woo, STRATEGIES OF HIGH PERFORMING NEW AND SMALL FIRMS: A RE-EXAMINATION OF THE NICHE CONCEPT.

William T. Robinson, MARKET PIONEERING AND SUSTAINABLE MARKET SHARE ADVANTAGES IN INDUSTRIAL GOODS MANUFACTURING INDUSTRIES.

Keith C. Brown, IN SEARCH OF THE WINNER'S CURSE: COMMENT.

Michael Crosby, Robert D. Plante and Kwei Tang, AN ECONOMIC MODELLING APPROACH FOR THE DETERMINATION OF MATERIALITY IN AUDITING.

William Kross and Douglas A. Schroeder, FIRM PROMINENCE AND THE DIFFERENTIAL INFORMATION CONTENT OF QUARTERLY EARNINGS ANNOUNCEMENTS.

William T. Robinson, DEFENSIVE MARKETING STRATEGIES: A COMMENT.

K. Rao Kadiyala and Larry J. Lockwood, UTILIZATION OF MARKET FORECASTS IN PORTFOLIO MANAGEMENT: AN EMPIRICAL ANALYSIS.

Ann Majchrzak, EDUCATION AND TRAINING FOR CAD/CAM: RESULTS OF A NATIONAL PROBABILITY SURVEY.

Barbara E. Kahn, Manohar U. Kalwani and Donald G. Morrison, MEASURING VARIETY-SEEKING AND REINFORCEMENT BEHAVIORS USING PANEL DATA.

Anantaram Balakrishnan and Stephen C. Graves, A COMPOSITE ALGORITHM FOR THE CONCAVE-COST LTL CONSOLIDATION PROBLEM.

James E. Foster and Anthony F. Shorrocks, POVERTY ORDERINGS AND WELFARE DOMINANCE.

John M. Barron, Dan A. Black and Mark A. Loewenstein, EMPLOYER SIZE: THE IMPLICATIONS FOR SEARCH, TRAINING, CAPITAL INVESTMENT, STARTING WAGES, AND WAGE GROWTH.

Arnold C. Cooper, ENTREPRENEURSHIP/HIGH TECHNOLOGY.

Arnold C. Cooper, THE ROLE OF INCUBATOR ORGANIZATIONS IN THE FOUNDING OF GROWTH-ORIENTED FIRMS.

Gordon P. Wright, Barbara E. Kahn and Donald G. Morrison, HOUSEHOLD LEVEL BRAND SWITCHING: SOME THEOREMS ON AGGREGATING INDIVIDUAL-LEVEL CHOICE BEHAVIOR.
Herbert Moskowitz, Kwei Tang and Jen Tang, ESTIMATING LOW PROCESS AVERAGE BY INVERSE BINOMIAL SAMPLING.

Robert D. Plante, Richard T. Wong and Timothy J. Lowe, PARTITIONING AND BALANCING FOR THE ASSEMBLY OF VANES IN GAS TURBINE ENGINES.

Herbert Moskowitz, Robert L. Carraway and Thomas L. Morin, THE STOCHASTIC TRAVELING SALESMAN PROBLEM REVISITED: A GENERALIZED DYNAMIC PROGRAMMING APPROACH.

Scott M. Fuess, Jr. and Mark A. Loewenstein, THE EFFECTS OF GOVERNMENT SAFETY REGULATION IN AN EQUILIBRIUM MARKET MODEL WITH COMPENSATING WAGE DIFFERENTIALS.

Jeffrey M. Lacker, INSIDE MONEY AND REAL OUTPUT.

Keith C. Brown, THE WINNER'S CURSE: WHAT IT IS AND WHY IT MATTERS.


Manohar U. Kalwani, H. Rinne and Yoshi Sugita, "ON THE ROLE OF PRICE IN CONSUMER CHOICE OF BRANDED PACKAGED GOODS.

William Kross and Byung T. Ro, THE ASSOCIATION BETWEEN ANALYST FORECAST ERROR, FIRM SIZE, AND INDUSTRY MEMBERSHIP.

Arnold C. Cooper and Clayton G. Smith, ESTABLISHED COMPANIES DIVERSIFYING INTO YOUNG INDUSTRIES: A COMPARISON OF FIRMS WITH DIFFERENT LEVELS OF PERFORMANCE.

Marshall L. Fisher and Pradeep Kedia, A DURAL ALGORITHM FOR LARGE SCALE SET PARTITIONING.

Jeffrey M. Lacker, MONEY, INTEREST RATES, AND NEUTRALITY.

Herbert Moskowitz and Hsien-Tang Tsai, A SINGLE SCREENING PROCEDURE USING INDIVIDUAL MISCLASSIFICATION ERROR.

Herbert Moskowitz and Hsien-Tang Tsai, A DOUBLE SCREENING PROCEDURE UNDER ONE-SIDED SPECIFICATION.

Herbert Moskowitz and Hsien-Tang Tsai, A 3-INTERVAL POLYNOMIAL APPROXIMATION FOR CONTINUOUS UNIVARIATE DISTRIBUTION FUNCTIONS.

Herbert Moskowitz and Hsien-Tang Tsai, A POLYNOMIAL APPROXIMATION FOR BIVARIATE NORMAL PROBABILITIES.

Sheng-Cheng Hu, Manohar U. Kalwani and Kin-Nam Lau, A GAME-THEORETIC APPROACH TO THE DESIGN OF AN OPTIMAL SALES POLICY.

Pradeep K. Kedia and Marshall L. Fisher, OPTIMAL SOLUTION OF COVERING PROBLEMS USING DUAL HEURISTICS.
Sayan Chatterjee and Birger Wernerfelt, RELATED OR UNRELATED DIVERSIFICATION: A RESOURCE BASED APPROACH.

Herbert Moskowitz and Derek Bunn, DECISION AND RISK ANALYSIS.

Sayan Chatterjee, RESEARCH NOTE: AN INTEGRATED THEORY OF DIVERSIFICATION.

Gordon P. Wright, N. Keith and B. McCarl, ESTIMATING AGGREGATION ERRORS IN TRANSPORTATION PROBLEMS.

Gordon P. Wright, FRANK M. BASS AND RESEARCH IN CONSUMER CHOICE BEHAVIOR.

Arnold C. Cooper, William C. Dunkelberg and Carolyn Y. Woo, OPTIMISTS AND PESSIMISTS: ENTREPRENEURS AND THEIR PERCEIVED CHANCES FOR SUCCESS.

F. David Schoorman, AN UNANTICIPATED CONSEQUENCE OF SUPERVISOR PARTICIPATION IN HIRING AND PROMOTION DECISIONS: THE ESCALATION BIAS.

Paul D. Collins and Donald C. King, CAD IMPLEMENTATION AT R&M CORPORATION: WORKPLACE CHANGES AND PERFORMANCE OUTCOMES.

Karel Cool and Dan Schendel, PERFORMANCE DIFFERENCES AMONG STRATEGIC GROUP MEMBERS.


Dan Kovenock and Roger W. Sparks, AN IMPLICIT CONTRACT APPROACH TO EMPLOYEE STOCK OWNERSHIP PLANS.

Rabikar Chatterjee, Jehoshua Eliashberg, Hubert Gatignon and Leonard M. Lodish, A BAYESIAN APPROACH TO SELECTION OF OPTIMAL MARKET TESTING STRATEGIES.

Robert D. Plante, THE NOZZLE GUIDE VANE PROBLEM.

William Kross, Byung T. Ro and Douglas Schroeder, EARNINGS EXPECTATIONS: THE ANALYST'S INFORMATION ADVANTAGE.

Mark M. Moriarty and Rabikar Chatterjee, THE INFORMATION CONTENT OF INDIVIDUAL FORECASTS IN THE COMBINATION OF FORECASTS.

Rabikar Chatterjee and Yoshi Sugita, NEW PRODUCT INTRODUCTION UNDER UNCERTAINTY IN COMPETITIVE INDUSTRIES.

Jeffrey M. Lacker, FINANCIAL INTERMEDIATION, RESERVE REQUIREMENTS AND EFFICIENCY.

Sayan Chatterjee, THE LINK BETWEEN EXCESS RESOURCE, TRANSFER COSTS AND MODE OF ENTRY INTO NEW MARKETS: THEORY AND EVIDENCE.

Keith C. Brown, THE COST OF ELUDING THE WINNER'S CURSE.

Jeffrey M. Lacker, FINANCIAL INTERMEDIATION AND EFFICIENCY.
Manohar U. Kalwani, Barbara E. Kahn and Donald G. Morrison, NICHING VERSUS CHANGE-OF-
PACE BRANDS: USING PURCHASE FREQUENCIES AND PENETRATION RATES TO INFERENCE
BRAND POSITIONINGS.

Rabikar Chatterjee and Jehoshua Eliashberg, A MICROMODELING APPROACH TO THE
INNOVATION DIFFUSION PROCESS IN A HETEROGENEOUS POPULATION.

Patrick S. McCarthy, THE EFFECT OF AUTOMOBILE SAFETY ON VEHICLE TYPE CHOICE: AN
EMPIRICAL STUDY.

Herbert Moskowitz and Jyrki Wallenius, PREFERENCE ORDER RECURRENCES FOR FINDING
RELEVANT PURE ADMISSIBLE AND OPTIMAL STATISTICAL DECISION FUNCTIONS.

Herbert Moskowitz, Po-Young Chu and Richard T. Wong, ROBUST INTERACTIVE DECISION-
ANALYSIS (RID): AN OVERVIEW.

Robert D. Plante, Ella Mae Matsumura, Kam-Wah Tsui and P. Kannan, COMPARATIVE
PERFORMANCE OF TWO MULTINOMIAL-BASED METHODS FOR OBTAINING BOUNDS ON
THE TOTAL ERROR IN ACCOUNTING POPULATIONS.

Mark M. Moriarty, BOUNDARY VALUE MODELS FOR THE COMBINATION OF FORECASTS.

Herbert Moskowitz, Richard T. Wong and Po-Young Chu, ROBUST INTERACTIVE DECISION-
ANALYSIS (RID): BEHAVIORAL RESULTS AND IMPLICATIONS.

Jeffrey M. Lacker and John A. Weinberg, OPTIMAL CONTRACTS UNDER COSTLY STATE
FALSIFICATION.

-1988-

K. Rao Kadiyala and Dennis Oberhelman, ESTIMATION OF STANDARD ERRORS OF EMPIRICAL
BAYES ESTIMATORS IN CAPM-TYPE MODELS.

Arnold C. Cooper, William C. Dunkelberg and Carolyn Y. Woo, ENTREPRENEURSHIP AND THE
INITIAL SIZE OF FIRMS.

Manohar U. Kalwani, Dan Kovenock and Abdul Ali, SELECTION OF PROJECTS FOR NEW PRODUCT
DEVELOPMENT IN COMPETITIVE MARKETS.

Keith C. Brown, OIL PRICE, CHANGES IN RESERVES, AND THE RESERVES/
PRODUCTION RATIO.

Manohar U. Kalwani, Yoshi Sugita, Heikki J. Rinne and Chi-Kin Yim, A REFERENCE PRICE BASED
MODEL OF CONSUMER BRAND CHOICE.

Dan Kovenock and Kealoha Widdows, THE SEQUENCING OF UNION CONTRACT NEGOTIATIONS.

Paul Nelson and Shlomo Kalish, AN EMPIRICAL EVALUATION OF MULTIATTRIBUTE UTILITY
AND RESERVATION PRICE MEASUREMENT.

Mark Moriarty, MARKETING'S USE OF FORECAST COMBINATIONS: A SYNTHESIS OF ISSUES.

Dan Kovenock, Kealoha Widdows and James B. Dwarkin, A MODEL OF DUOPOLISTIC UNIONISM
EXHIBITING DOWNWARD WAGE RIGIDITY.

Keith V. Smith and Roy Savoian, OBSERVATIONS ON THE CLIMB TO THE CORPORATE
EXECUTIVE SUITE.
Yoshi Sugita, A NON-ITERATIVE ESTIMATION PROCEDURE OF A MULTIPLE TIME SERIES MODEL WITH A CATEGORICAL DEPENDENT VARIABLE.

Yoshi Sugita, G. S. Carpenter and J. U. Farley, A TEST FOR DETECTING AND IDENTIFYING UNEQUAL PARAMETERS IN SIMULTANEOUS-EQUATION MODELS.

Mark M. Moriarty, ON THE APPLICATION OF ACCOUNTING RATES OF RETURN: EVIDENCE FROM THE ADVERTISING-PROFITABILITY ISSUE.

Claudio F. Loderer and David C. Mauer, ACQUIRING FIRMS IN CORPORATE MERGERS: THE POSTMERGER PERFORMANCE.

Claudio F. Loderer and David C. Mauer, CORPORATE DIVIDENDS AND SEASONED EQUITY ISSUES: AN EMPIRICAL INVESTIGATION.

Mark M. Moriarty, MARKETING FORECASTING WITH THE COMBINATION OF FORECASTS: AN IMPLEMENTATION MODEL.

Raymond Deneckere, Dan Kovenock and Robert E. Lee, A MODEL OF PRICE LEADERSHIP BASED ON CONSUMER LOYALTY.

Herbert Moskowitz, Richard T. Wong and Po-Young Chu, ROBUST INTERACTIVE DECISION-ANALYSIS (RID): CONCEPTS, METHODOLOGY, AND SYSTEM PRINCIPLES.

Mark M. Moriarty and Vasudevan Sundarajan, COMPETITIVE ENVIRONMENTAL ANALYSIS OF FIRM PERFORMANCE IN CONSUMER GOODS INDUSTRIES.

Herbert Moskowitz and Young Hak Chun, A BAYESIAN MODEL FOR THE TWO-ATTRIBUTE WARRANTY POLICY.

-1989-

Keith V. Smith and Brian Belt, WORKING CAPITAL MANAGEMENT IN PRACTICE: AN UPDATE.

Arto Kovanen, THE SHORT-RUN PHILLIPS CURVE WITH MONOPOLY UNIONS: A CRITICAL REFORMULATION.

Arnold C. Cooper, William C. Dunkelberg and Carolyn Y. Woo, ENTREPRENEURSHIP AND THE INITIAL SIZE OF FIRMS.

Carolyn Y. Woo, Arnold C. Cooper and William C. Dunkelberg, ENTREPRENEURIAL TYPOLOGY AND CLASSIFICATION CRITERIA.

Arnold C. Cooper and Ryusuke S. Furuta, THE FOCUS STRATEGY OF INDUSTRIAL GOODS MANUFACTURERS IN JAPAN.

Jeffrey M. Lacker and John A. Weinberg, OPTIMAL CONTRACTS UNDER COSTLY STATE FALSIFICATION. *Revised Paper No. 930.

James E. Foster and Michael Frierman, LEARNING RATIONAL EXPECTATIONS; CLASSICAL CONDITIONS ENSURE UNIQUENESS AND GLOBAL STABILITY.

Dan Kovenock and Raymond Deneckere, CAPACITY-CONSTRAINED PRICE COMPETITION WHEN UNIT COSTS DIFFER.
956  Sheng C. Hu, Manohar U. Kalwani and Kin-Nam Lau, OPTIMAL ADVERTISING AND PRICING POLICIES IN A MATURE MARKET; A DYNAMIC DUOPOLY MODEL

957  Edna T. Loehman and George Horwich, EFFICIENCY AND PROBLEMS OF RESOURCE ALLOCATION.

958  Arnold C. Cooper, Carolyn Y. Woo, William C. Dunkelberg and Peter Crosbie, SURVIVAL AND FAILURE; A LONGITUDINAL STUDY¹.

959  K. Rao Kadiyala and Lars Sune J. Carlson, FORECASTING WITH BAYESIAN VECTOR AUTOREgressIONS.

960  Alok R. Chaturvedi and Jinsheng Roan, A MACHINE LEARNING APPROACH TO THE DESIGN OF TIME INVARIANT FRAGMENTS FOR REPLICATION IN A DISTRIBUTED DATABASE ENVIRONMENT.

961  John A. Carlson and Sunder Ramaswamy, OUTPUT INFLATION TRADEOFFS; A NEGLECTED IMPLICATION OF A POPULAR FORMULATION.

-1990-

962  Murugappa Krishnan and Jordi Caballe, INSIDER TRADING AND ASSET PRICING IN IMPERFECTLY COMPETITIVE MULTI-SECURITY MARKET.

963  Carol V. Brown and Robert P. Bostrom, A CONTINGENCY MODEL FOR THE MANAGEMENT OF END-USER COMPUTING: RESULTS OF A FIELD STUDY.

964  Murugappa Krishnan and Utpal Bhattacharya, TO BELIEVE OR NOT TO BELIEVE.

965  Alok R. Chaturvedi, George K. Hutchinson and Derek L. Nazareth, FMS SCHEDULING: A SYNERGISTIC APPROACH USING CONCEPTUAL AGGREGATION AND SIMULATION.

966  Alok R. Chaturvedi, George K. Hutchinson and Derek L. Nazareth, FMS SCHEDULING USING GOAL DIRECTED-CONCEPTUAL AGGREGATION.

967  Ward Hanson and Lynn O. Wilson, SUPPLIER COMPETITION WHEN DIVERSITY IS IMPORTANT TO THE BUYER.

968  Carolyn Y. Woo, Gary E. Willard and Urs S. Daellenbach, SPIN-OFFS PERFORMANCE: ARE POSITIVE EXPECTATIONS REALISTIC?*

969  Ward A. Hanson, Gary D. Eppen and R. Kipp Martin, MINING YOUR PRODUCT LINE: CREATING NEW PRODUCTS WITH BUNDLING.

970  Ward A. Hanson, THE DYNAMICS OF COST PLUS PRICING.

971  Alok R. Chaturvedi and Vijay S. Mookerjee, THE USE OF BLACKBOARD SYSTEMS FOR CONTROL IN MODEL MANAGEMENT.

972  Alok R. Chaturvedi and George K. Hutchinson, A MODEL FOR SIMULATING AGV CONGESTION IN AN FMS.

973  Brian L. Dos Santos, ALLOCATING INFORMATION SYSTEMS RESOURCES.
Patrick S. McCarthy, Gordon P. Wright, P.K. Kannan and Radha Chandrasekharan, ESTIMATING BRAND LOYALTY AND SWITCHING WITH AN APPLICATION TO THE AUTOMOBILE MARKET.

Gordon P. Wright and P.K. Kannan, MODELING AND TESTING STRUCTURED MARKETS: A NESTED LOGIT APPROACH.

Gordon P. Wright, N. Dan Worbetz and P.K. Kannan, TESTING FOR COMPETITIVE SUBMARKETS

Gordon P. Wright and P.K. Kannan, EFFECTIVENESS OF MARKETING PROMOTIONS: AN ANALYSIS USING A NESTED LOGIT MODEL

Kissan Joseph and Manohar U. Kalwani, DESIGN OF SALES CONTRACTS WITH RESOURCE ALLOCATION: AN AGENCY THEORETICAL PERSPECTIVE.

Manohar U. Kalwani and Chi Kin Yim, CONSUMER PRICE AND PROMOTION EXPECTATIONS: AN EXPERIMENTAL STUDY.

M. Murat Koksalan & Paul N.S. Sagala, INTERACTIVE APPROACHES FOR THE DISCRETE ALTERNATIVE MULTIPLE CRITERIA DECISION MAKING PROBLEM.

Alok R. Chaturvedi and Derek L. Nazareth, ARTIFICIAL INTELLIGENCE TECHNOLOGY TRANSFER NATIONS: A PROCESS VIEW.

Carolyn Y. Woo, Arnold C. Cooper, Charlene L. Nicholls-Nixon and William C. Dunkelberg, EXPERIMENTATION BY START-UP-FIRMS.

Carolyn Y. Woo, Urs Daellenbach and Charlene Nicholls-Nixon, THEORY BUILDING IN THE PRESENCE OF "RANDOMNESS": THE CASE OF VENTURE CREATION AND PERFORMANCE.

Carolyn Y. Woo, Gary E. Willard and Urs S. Daellenbach, SPIN-OFF PERFORMANCE: A CASE OF OVERSTATED EXPECTATIONS?

M. Murat Koksalan and Paul N.S. Sagala, AN APPROACH AND COMPUTATIONAL RESULTS ON TESTING THE FORM OF A DECISION MAKER'S UTILITY FUNCTION.

Deepak K. Sinha, CORRELATED RETURNS AND THE PATTERN OF DIVERSIFICATION: A SPATIAL MODEL.

Arnold C. Cooper and F. Javier Gimeno Gascón, ENTREPRENEURS, PROCESSES OF FOUNDING, AND NEW FIRM PERFORMANCE.

Jeffrey B. Arthur, STRATEGIC CHOICE AND INDUSTRIAL RELATIONS DIVERSITY: THE LINK BETWEEN BUSINESS STRATEGY AND INDUSTRIAL RELATIONS SYSTEMS IN AMERICAN STEEL MINIMILLS.

Dan Kovenock and Dave Furth, PRICE LEADERSHIP IN A DUOPOLY WITH CAPACITY CONSTRAINTS AND PRODUCT DIFFERENTIATION.

John A. Weinberg, PRIVATE INFORMATION AND OPTIMAL CONTRACTS IN THE ALLOCATION OF RESOURCES TO INVENTIVE ACTIVITY.
Jeffrey M. Lacker and John A. Weinberg, A "COALITION PROFF" EQUILIBRIUM FOR A PRIVATE INFORMATION CREDIT ECONOMY.

M. Veverbergh and M. Logman, NORMATIVE VALIDATION OF MARKET SHARE FUNCTIONS.

Arnold C. Cooper, F. Javier Gimeno-Gascon and Carolyn Y. Woo, A RESOURCE-BASED PREDICTION OF NEW VENTURE SURVIVAL AND GROWTH.

Tom Faith, BERTRAND-EDGECWORTH COMPETITION WITH SEQUENTIAL CAPACITY CHOICE.

James C. Moore and John S. Chipman, THE MEASUREMENT OF AGGREGATE WELFARE.

Murugappa Krishnan and Lars-Hendrik Roller, ENTRY GAME WITH RESALABLE CAPACITY.

Murugappa Krishnan and Lynda Thoman, SETTING ACCOUNTING STANDARDS: DOES THE FASB PROMOTE INDEPENDENCE?

Patrick S. McCarthy, Richard Tay and Jerald J. Flechecher, ESTIMATING THE VALUE OF WATER QUALITY IMPROVEMENTS FROM A FULLY DISCRETE MODEL OF RECREATIONAL FISHING.

Dan Kovenock, Michael R. Baye and Casper G. de Vries, RIGGING THE LOBBYING PROCESS: AN APPLICATION OF THE ALL-PAY AUCTION.

Marie Thursby and Kala Krishna, OPTIMAL POLICIES AND MARKETING BOARD OBJECTIVES.

Marie Thursby and Kala Krishna, OPTIMAL POLICIES WITH STRATEGIC DISTORTIONS.

Marie Thursby, Richard Jensen and Jerry Thursby, SMUGGLING, CAMOUFLAGING AND MARKET STRUCTURE.

Dan Kovenock, Raymond J. Deneckere and Yong Yeop Sohn, QUOTAS AND TARIFFS WITH ENDOGENOUS CONDUCT.

Dan Kovenock, Michael R. Baye and Casper G. de Vries, THE ALL-PAY WITH COMPLETE INFORMATION.

Dan Kovenock and Kealoha Widdows, PRICE LEADERSHIP AND ASYMMETRIC PRICE RIGIDITY.

M. Murat Koksalan and Nail Basoz, A REPLICATION APPROACH TO INTERVAL ESTIMATION IN SIMULATION.

Leroy B. Schwarz, James E. Ward and Ashok Kumar, RISK-POOLING ALONG A FIXED DELIVERY ROUTE USING A DYNAMIC INVENTORY-ALLOCATION POLICY.

Manohar U. Kalwani, Robert J. Meyer and Donald G. Morrison, CHOICE, CHANCE, AND BAYESIAN BENCHMARKS.

John A. Carlson, GAMBLER'S RUIN IN FOREIGN EXCHANGE MARKETS.

James C. Moore, H. Raghav Rao and Andrew B. Whinston, INFORMATION PROCESSING FOR A FINITE RESOURCE ALLOCATION MECHANISM.
Brian L. Dos Santos and Ken Peffers, REWARDS TO INVESTORS IN INNOVATIVE INFORMATION TECHNOLOGY APPLICATIONS: A STUDY OF FIRST MOVERS AND EARLY FOLLOWERS IN ATMS.

Gordon M. Phillips, INCREASED DEBT AND PRODUCT MARKET COMPETITION: AN EMPIRICAL ANALYSIS.

Gordon M. Phillips and Robert Weiner, TRADING PERFORMANCE IN FORWARD MARKETS: INFORMATION VS. NORMAL BACKWARDATION.

Arnold C. Cooper, CHALLENGES IN PREDICTING NEW FIRM PERFORMANCE.

Arnold C. Cooper, Tim Folta, Javier Gimeno-Gascon and Carolyn Y. Woo, ENTREPRENEUR'S EXIT DECISIONS: THE ROLE OF THRESHOLD EXPECTATIONS.

Murugappa Krishnan and Jordi Caballé, INSIDER TRADING AND ASSET PRICING IN AN IMPERFECTLY COMPETITIVE MULTI-SECURITY MARKET.


Kissan Joseph and Manohar U. Kalwani, DO BONUS PAYMENTS HELP ENHANCE SALESFORCE RETENTION?

Young H. Chun, Herbert Moskowitz and Robert D. Plante, OPTIMAL SELECTION STRATEGY FOR THE GROUP INTERVIEW PROBLEM.

Young H. Chun, Herbert Moskowitz and Robert D. Plante, DYNAMIC PROGRAMMING FORMULATION OF THE GROUP INTERVIEW PROBLEM WITH A GENERAL UTILITY FUNCTION.

Murugappa Krishnan and Utpal Bhattacharya, TO BELIEVE OR NOT TO BELIEVE.

Murugappa Krishnan and Lars-Henrik Röller, PREEMPTIVE INVESTMENT WITH RESALABLE CAPACITY.

Yong Jin, INFORMATION SHARING IN OLIGOPOLY: A GENERAL MODEL.

Daniel Putler, CONSUMER AWARENESS OF DIET-DISEASE RELATIONSHIPS AND DIETARY BEHAVIOR: THE CASE OF DIETARY FATS.

Yukiko Hirao, Murugappa Krishnan and John Weinberg, RIVALRY WITH TWO-SIDED LEARNING.

Shinji Kobayashi, PRODUCT DIFFERENTIATION AND RESEARCH AND DEVELOPMENT.

Shinji Kobayashi, PRODUCT DIFFERENTIATION, RESEARCH AND DEVELOPMENT, AND INTERNATIONAL TRADE POLICY.

Shinji Kobayashi, COOPERATIVE AND NONCOOPERATIVE R AND D WITH SPILLOVERS AND VERTICAL PRODUCT DIFFERENTIATION.
<table>
<thead>
<tr>
<th>Page</th>
<th>Author(s) and Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1029</td>
<td>Michael Baye and Dan Kovenock, <em>HOW TO SELL A PICKUP TRUCK, &quot;BEAT OR PAY&quot; ADVERTISEMENTS AS FACILITATING DEVICES.</em></td>
</tr>
<tr>
<td>1030</td>
<td>Shailendra Raj Mehta, <em>WHY DO FIRMS DECENTRALIZE WHEN THEY EXPAND?</em></td>
</tr>
<tr>
<td>1031</td>
<td>Shailendra Raj Mehta, <em>WHY DO LARGE FIRMS PAY MORE THAN SMALL FIRMS?</em></td>
</tr>
<tr>
<td>1032</td>
<td>Pekka Korhonen, Herbert Moskowitz and Jyrki Wallenius, <em>THE ROCKY ROAD FROM A DRAFT INTO A PUBLISHED SCIENTIFIC JOURNAL ARTICLE IN THE MANAGEMENT AND DECISION SCIENCES.</em></td>
</tr>
<tr>
<td>-1993-</td>
<td></td>
</tr>
<tr>
<td>1033</td>
<td>Piyush Kumar, Daniel S. Putler and Manohar U. Kalwani, <em>AN EXPERIMENTAL INQUIRY INTO THE FORMATION OF REFERENCE PRICES.</em></td>
</tr>
<tr>
<td>1034</td>
<td>Shailendra Raj Mehta, <em>ON THE ROBUSTNESS OF EFFICIENCY WAGE EQUILIBRIA.</em></td>
</tr>
<tr>
<td>1035</td>
<td>Shailendra Raj Mehta, <em>ABILITY, WAGES AND THE SIZE DISTRIBUTION OF FIRMS.</em></td>
</tr>
<tr>
<td>1036</td>
<td>Michael R. Baye, Dan Kovenock and Casper De Vries, <em>THE SOLUTION TO THE TULLOCK RENT-SEEKING GAME WHEN R&gt;2: MIXED-STRATEGY EQUILIBRIA AND MEAN DISSIPATION RATES.</em></td>
</tr>
<tr>
<td>1037</td>
<td>Donald G. Morrison and Manohar U. Kalwani, <em>THE BEST NFL FIELD GOAL KICKERS: ARE THEY LUCKY OR GOOD?</em></td>
</tr>
<tr>
<td>1038</td>
<td>Lars Thorlund-Peterson, <em>THIRD-DEGREE STOCHASTIC DOMINANCE AND AXIOMS FOR A CONVEX MARGINAL UTILITY FUNCTION.</em></td>
</tr>
<tr>
<td>1039</td>
<td>Manohar U. Kalwani and Narakesari Narayandas, <em>THE IMPACT OF LONG-TERM MANUFACTURER-SUPPLIER RELATIONSHIPS ON THE PERFORMANCE OF SUPPLIER FIRMS.</em></td>
</tr>
<tr>
<td>1040</td>
<td>Kenneth J. Matheny, <em>MONEY, HUMAN CAPITAL AND BUSINESS CYCLES.</em></td>
</tr>
<tr>
<td>1041</td>
<td>Kent D. Miller and Michael Leiblien, <em>CORPORATE RISK-RETURN RELATIONS: RETURNS VARIABILITY VERSUS DOWNSIDE RISK.</em></td>
</tr>
<tr>
<td>1042</td>
<td>Arnold C. Cooper, Timothy B. Folta and Carolyn Woo, <em>ENTREPRENEURIAL INFORMATION SEARCH: ALTERNATIVE THEORIES OF BEHAVIOR.</em></td>
</tr>
<tr>
<td>1043</td>
<td>Douglas Bowman and Hubert Gatignon, <em>DETERMINANTS OF COMPETITOR RESPONSE TIME TO A NEW PRODUCT INTRODUCTION.</em></td>
</tr>
<tr>
<td>1044</td>
<td>Kissan Joseph, Manohar U. Kalwani, and Daniel S. Putler, <em>THE IMPACT OF COMPENSATION STRUCTURE ON SALESFORCE TURNOVER.</em></td>
</tr>
<tr>
<td>1045</td>
<td>Kenneth J. Matheny, <em>IS THERE ANY ROOM FOR PRICE RIGIDITY IN CASH ADVANCE MODELS?</em></td>
</tr>
<tr>
<td>1046</td>
<td>Kenneth J. Matheny, <em>EQUILIBRIUM BELIEFS AND NON-UNIQUENESS IN A RATIONAL EXPECTATIONS MODEL OF INFLATION.</em></td>
</tr>
<tr>
<td>1047</td>
<td>Shailendra Raj Mehta, <em>WHAT IS RESPONSIBILITY?</em></td>
</tr>
</tbody>
</table>
Shailendra Raj Mehta, THE LAW OF ONE PRICE AND A THEORY OF THE FIRM.

Manohar U. Kalwani and Narakesari Narayandas, LONG-TERM MANUFACTURER-SUPPLIER RELATIONSHIPS: DO THEY PAY OFF FOR SUPPLIER FIRMS? (Revision of Paper No. 1042)

Raji Srinivasan, Carolyn Y. Woo and Arnold C. Cooper, PERFORMANCE DETERMINANTS FOR MALE AND FEMALE ENTREPRENEURS.

Kenneth J. Matheny, INCREASING RETURNS AND MONETARY POLICY.

Kent D. Miller, MEASURING ORGANIZATIONAL DOWNSIDE RISK.

Raymond J. Deneckere and Dan Kovenock, CAPACITY-CONSTRAINED PRICE COMPETITION WHEN UNIT COSTS DIFFER.

Preyas Desai and Wujin Chu, CHANNEL COORDINATION MECHANISMS FOR CUSTOMER SATISFACTION.

Preyas Desai and Kannan Srinivasan, DEMAND SIGNALLING UNDER UNOBSERVABLE EFFORT IN FRANCHISING: LINEAR AND NONLINEAR PRICE CONTRACTS.

Preyas Desai, ADVERTISING FEE IN BUSINESS-FORMAT FRANCHISING.

Pekka Korhonen, Herbert Moskowitz and Jyrki Wallenius, THE ROCKY ROAD FROM A DRAFT INTO A PUBLISHED SCIENTIFIC JOURNAL ARTICLE IN THE MANAGEMENT AND DECISION SCIENCES.

Preyas Desai and Kannan Srinivasan, AGGREGATE VERSUS PRODUCT-SPECIFIC PRICING: IMPLICATIONS FOR FRANCHISE AND TRADITIONAL CHANNELS.

Beth Allen, Raymond Deneckere, Tom Faith and Dan Kovenock, CAPACITY PRECOMMITMENT AS A BARRIER TO ENTRY: A BETRAND-EDGEBORGH APPROACH.

John O. Ledyard, Charles Noussair and David Porter, THE ALLOCATION OF A SHARED RESOURCE WITHIN AN ORGANIZATION.

Vijay Bhawnani, John A. Carlson and K. Rao Kadiyala, SPECULATIVE ATTACKS AND BALANCE OF PAYMENTS CRISIS IN DEVELOPING ECONOMIES WITH DUAL EXCHANGE RATE REGIMES.


Elizabeth Tashjian, Ronald C. Lease and John J. McConnell, PREPACKS.

Vijay Bhawnani and K. Rao Kadiyala, EMPIRICAL INVESTIGATION OF EXCHANGE RATE BEHAVIOR IN DEVELOPING ECONOMIES.

Jeffrey W. Allen, Scott L. Lummer, John J. McConnell and Debra K. Reed, CAN TAKEOVER LOSSES EXPLAIN SPIN-OFF GAINS?
<table>
<thead>
<tr>
<th>Page</th>
<th>Author(s)</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1066</td>
<td>Sugato Chakravarty and John J. McConnell</td>
<td>AN ANALYSIS OF PRICES, BID/ASK SPREADS, AND BID AND ASK DEPTH SURROUNDING IVAN BOESKY’S ILLEGAL TRADING IN CARNATION’S STOCK.</td>
</tr>
<tr>
<td>1067</td>
<td>John J. McConnell and Henri Servaes</td>
<td>EQUITY OWNERSHIP AND THE TWO FACES OF DEBT.</td>
</tr>
<tr>
<td>1068</td>
<td>Kenneth J. Matheny</td>
<td>REAL EFFECTS OF MONETARY POLICY IN A ‘NEOCLASSICAL’ MODEL: THE CASE OF INTEREST RATE TARGETING.</td>
</tr>
<tr>
<td>1069</td>
<td>Julie Hunsaker and Dan Kovenock</td>
<td>THE PATTERN OF EXIT FROM DECLINING INDUSTRIES.</td>
</tr>
<tr>
<td>1070</td>
<td>Kessan Joseph, Manohar U. Kalwani</td>
<td>THE IMPACT OF ENVIRONMENTAL UNCERTAINTY ON THE DESIGN OF SALESFORCE COMPENSATION PLANS.</td>
</tr>
<tr>
<td>1071</td>
<td>K. Tomak</td>
<td>A NOTE ON THE GOLDFELD QUANDT TEST</td>
</tr>
<tr>
<td>1072</td>
<td>Alok R. Chaturvedi</td>
<td>SIMDS: A SIMULATION ENVIRONMENT FOR THE DESIGN OF DISTRIBUTED DATABASE SYSTEMS</td>
</tr>
<tr>
<td>1073</td>
<td>Dan Kovenock and Suddhasatwa Roy</td>
<td>FREE RIDING IN NON-COOPERATIVE ENTRY DETERRENCE WITH DIFFERENTIATED PRODUCTS</td>
</tr>
<tr>
<td>1074</td>
<td>Kenneth Matheny</td>
<td>THE MACROECONOMICS OF SELF-FULFILLING PROPHECIES</td>
</tr>
<tr>
<td>1075</td>
<td>Paul Alsemgeest, Charles Noussair and Mark Olson</td>
<td>EXPERIMENTAL COMPARISONS OF AUCTIONS UNDER SINGLE-AND MULTI-UNIT DEMAND</td>
</tr>
<tr>
<td>1076</td>
<td>Dan Kovenock, Casper D de Vries</td>
<td>FIAT EXCHANGE IN FINITE ECONOMIES</td>
</tr>
<tr>
<td>1077</td>
<td>Dan Kovenock, Suddhasatwa Roy</td>
<td>DYNAMIC CAPACITY CHOICE IN A BERTRAND-EDGWORTH FRAMEWORK</td>
</tr>
<tr>
<td>1078</td>
<td>Burak Kazaz, Canan Sepil</td>
<td>PROJECT SCHEDULING WITH DISCOUNTED CASH FLOWS AND PROGRESS PAYMENTS</td>
</tr>
<tr>
<td>1079</td>
<td>Murat Koksalan, Oya Rizi</td>
<td>A VISUAL INTERACTIVE APPROACH FOR MULTIPLE CRITERIA DECISION MAKING WITH MONOTONE UTILITY FUNCTIONS</td>
</tr>
<tr>
<td>1080</td>
<td>Janet S Netz, John D. Haveman</td>
<td>ALL IN THE FAMILY: FAMILY, INCOME, AND LABOR FORCE ATTACHMENT</td>
</tr>
<tr>
<td>1081</td>
<td>Keith V. Smith</td>
<td>ASSET ALLOCATION AND INVESTMENT HORIZON</td>
</tr>
<tr>
<td>1082</td>
<td>Arnold C. Cooper and Catherine M. Daily</td>
<td>ENTREPRENEURIAL TEAMS</td>
</tr>
<tr>
<td>1083</td>
<td>Alok R. Chaturvedi and Samir Gupta</td>
<td>SCHEDULING OF TRANSACTIONS IN A REAL-TIME DISTRIBUTED TRANSACTION PROCESSING SYSTEMS: SCALEABILITY AND NETWORKING ISSUES</td>
</tr>
<tr>
<td>1084</td>
<td>Gordon P. Wright, N. Dan Worobetz, Myong Kang, Radha V. Mookerjee and Radha Chandrasekharan</td>
<td>OR/SM: A PROTOTYPE INTEGRATED MODELING ENVIRONMENT BASED ON STRUCTURED MODELING</td>
</tr>
</tbody>
</table>
Myong Kang, Gordon P. Wright, Radha Chandrasekharan, Radha Mookerjee and N. Dan Worobetz, THE DESIGN AND IMPLEMENTATION OF OR/SM: A PROTOTYPE INTEGRATED MODELING ENVIRONMENT

Thomas H. Brush and Philip Bromiley, WHAT DOES A SMALL CORPORATE EFFECT MEAN? A VARIANCE COMPONENTS SIMULATION OF CORPORATE AND BUSINESS EFFECTS

Kenneth J. Matheny, NON-NEUTRAL RESPONSES TO MONEY SUPPLY SHOCKS WHEN CONSUMPTION AND LEISURE ARE PARETO SUBSTITUTES

Kenneth J. Matheny, MONEY, HUMAN CAPITAL, AND BUSINESS CYCLES: A MODERN PHILLIPS CURVE-STYLE TRADEOFF

Kenneth J. Matheny, OUTPUT TARGETING AND AN ARGUMENT FOR STABILIZATION POLICIES

Kenneth J. Matheny, THE RELEVANCE OF OPEN MARKET OPERATIONS AS A MONETARY POLICY TOOL

Thomas H. Brush, Catherine Maritan and Aneel Karnani, MANAGING A NETWORK OF PLANTS WITHIN MULTINATIONAL FIRMS

Sam Hariharan and Thomas H. Brush, RESOURCES AND THE SCALE OF ENTRY CHOICE: THE COMPETITIVE ADVANTAGE OF ESTABLISHED FIRMS?

Thomas H. Brush, Philip Bromiley and Margaretha Hendrickx, THE RELATIVE INFLUENCE OF INDUSTRY AND CORPORATION ON BUSINESS SEGMENT PERFORMANCE: AN ALTERNATIVE ESTIMATE

Thomas Brush, Catherine Maritan and Aneel Karnani, PLANT ROLES IN THE MANAGEMENT OF MULTINATIONAL MANUFACTURING FIRMS
Thomas H. Brush, Catherine Maritan and Aneel Karnani, THE PLANT LOCATION DECISION IN MULTINATIONAL MANUFACTURING FIRMS: AN EMPIRICAL ANALYSIS OF INTERNATIONAL BUSINESS AND MANUFACTURING STRATEGY PERSPECTIVES

Piyush Kumar, Manohar U. Kalwani and Maqbool Dada, THE IMPACT OF WAITING TIME GUARANTEES ON CUSTOMERS’ WAITING EXPERIENCES

Thomas H. Brush, Philip Bromiley and Margaretha Hendrickx, THE FREE CASH FLOW HYPOTHESIS FOR SALES GROWTH AND FIRM PERFORMANCE

Keith V. Smith, PORTFOLIO ANALYSIS OF BROKERAGE FIRM RECOMMENDATIONS - 1998 -

Charles Noussair, Kenneth Matheny, and Mark Olson, AN EXPERIMENTAL STUDY OF DECISIONS IN DYNAMIC OPTIMIZATION PROBLEMS

Jerry G. Thursby and Sukanya Kemp, AN ANALYSIS OF PRODUCTIVE EFFICIENCY OF UNIVERSITY COMMERCIALIZATION ACTIVITIES

John J. McConnell and Sunil Wahal, DO INSTITUTIONAL INVESTORS EXACERBATE MANAGERIAL MYOPIA?

John J. McConnell, Mehmet Ozbilgin and Sunil Wahal, SPINOFFS, EX ANTE

Sugato Chakravarty and John J. McConnell, DOES INSIDER TRADING REALLY MOVE STOCK PRICES?

William T. Robinson and Sungwook Min, IS THE FIRST TO MARKET THE FIRST TO FAIL?: EMPIRICAL EVIDENCE FOR MANUFACTURING BUSINESSES

Margaretha Hendrickx, WHAT CAN MANAGEMENT RESEARCHERS LEARN FROM DONALD CAMPBELL, THE PHILOSOPHER? AN EXERCISE IN PHILOSOPHICAL HERMENEUTICS

Thomas H. Brush, Philip Bromiley and Margaretha Hendrickx, THE FREE CASH FLOW HYPOTHESIS FOR SALES GROWTH AND FIRM PERFORMANCE

Thomas H. Brush, Constance R. James and Philip Bromiley, COMPARING ALTERNATIVE METHODS TO ESTIMATE CORPORATE AND INDUSTRY EFFECTS

Charles Noussair, Stéphane Robin and Bernard Ruffieux, BUBBLES AND ANTI-CRASHES IN LABORATORY ASSET MARKETS WITH CONSTANT FUNDAMENTAL VALUES

Vivian Lei, Charles N. Noussair and Charles R. Plott, NON-SPECULATIVE BUBBLES IN EXPERIMENTAL ASSET MARKETS: LACK OF COMMON KNOWLEDGE OF RATIONALITY VS. ACTUAL IRRATIONALITY

Kent D. Miller and Timothy B. Folta, ENTRY TIMING AND OPTION VALUE

Glenn Hueckel, THE LABOR “EMBODIED” IN SMITH’S LABOR-COMMANDED MEASURE: A “RATIONALLY RECONSTRUCTED” LEGEND

Timothy B. Folta and David A. Foote, TEMPORARY EMPLOYEES AS REAL OPTIONS

Gabriele Camera, DIRTY MONEY
Wilfred Amaldoss, Robert J. Meyer, Jagmohan S. Raju, and Amnon Rapoport, COLLABORATING TO COMPETE: A GAME-THEORETIC MODEL AND EXPERIMENTAL INVESTIGATION OF THE EFFECT OF PROFIT-SHARING ARRANGEMENT AND TYPE OF ALLIANCE ON RESOURCE-COMMITMENT DECISIONS

Wilfred Amaldoss, Robert J. Meyer, Jagmohan S. Raju, and Amnon Rapoport, APPENDICES FOR COLLABORATING TO COMPÈTE: A GAME-THEORETIC MODEL AND EXPERIMENTAL INVESTIGATION OF THE EFFECT OF PROFIT-SHARING ARRANGEMENT AND TYPE OF ALLIANCE ON RESOURCE-COMMITMENT DECISIONS

Sugato Chakravarty and Kai Li, AN ANALYSIS OF OWN ACCOUNT TRADING BY DUAL TRADERS IN FUTURES MARKETS: A BAYESIAN APPROACH

Sugato Chakravarty, STEALTH TRADING: THE NEXT GENERATION

S.G. Badrinath and Sugato Chakravarty, ARE ANALYST RECOMMENDATIONS INFORMATIVE?

Sugato Chakravarty and Asani Sarkar, THE DETERMINANTS OF LIQUIDITY IN U.S. CORPORATE, MUNICIPAL AND TREASURY BOND MARKETS

Vivian Lei and Charles Noussair, AN EXPERIMENTAL TEST OF AN OPTIMAL GROWTH MODEL

Paul Healy and Charles Noussair, BIDDING BEHAVIOR IN THE PRICE IS RIGHT GAME: AN EXPERIMENTAL STUDY

Kent D. Miller and Zur Shapira, BEHAVIORAL OPTION THEORY: FOUNDATIONS AND EVIDENCE

Kent D. Miller, KNOWLEDGE INVENTORIES AND MANAGERIAL MYOPIA

Gabriele Camera, Charles Noussair, and Steven Tucker, RATE-OF-RETURN DOMINANCE AND EFFICIENCY IN AN EXPERIMENTAL ECONOMY

Timothy B. Folta, Jay J. Janney, SIGNALING FOR RESOURCE ACQUISITION: PRIVATE EQUITY PLACEMENTS BY TECHNOLOGY FIRMS

Michael R. Baye, Dan Kovenock, Casper G. de Vries, COMPARATIVE ANALYSIS OF LITIGATION SYSTEMS: AN AUCTION-THEORETIC APPROACH

Sugato Chakravarty, Asani Sarkar, DO DIFFERENCES IN TRANSPARENCY AFFECT TRADING COSTS? EVIDENCE FROM U.S. CORPORATE, MUNICIPAL AND TREASURY BOND MARKETS

Charles Noussair, Stephane Robin, Bernard Ruffieux, GENETICALLY MODIFIED ORGANISMS IN THE FOOD SUPPLY: PUBLIC OPINION VS CONSUMER BEHAVIOR

Gabriele Camera, SEARCH, DEALERS, AND THE TERMS OF TRADE

David Masclet, Charles Noussair, Steven Tucker, Marie-Claire Villeval, MONETARY AND NON-MONETARY PUNISHMENT IN THE VOLUNTARY CONTRIBUTIONS MECHANISM
Charles Noussair, Stephane Robin, Bernard Ruffieux, DO CONSUMERS NOT CARE ABOUT BIOTECH FOODS OR DO THEY JUST NOT READ THE LABELS


Alok Chaturvedi, Mukul Gupta, Sameer Gupta, ISSUES IN SERVER FARM DESIGN FOR REAL TIME E-COMMERCE TRANSACTIONS

William Blankenau, Gabriele Camera, PRODUCTIVE EDUCATION OR A MARKETABLE DEGREE?

Murat Köksalan, Selcen Pamuk, AN EVOLUTIONARY METAHEURISTIC FOR APPROXIMATING PREFERENCE-NONDOMINATED SOLUTIONS

Gabriele Camera, Alain Delacroix, BARGAINING OR PRICE POSTING?

Sugato Chakravarty, Asani Sarkar, A COMPARISON OF TRADING COSTS IN THE U.S. CORPORATE, MUNICIPAL AND TREASURY BOND MARKETS

Sugato Chakravarty, Frederick H. deB. Harris, Robert A. Wood, DO BID-ASK SPREADS OR BID AND ASK DEPTHS CONVEY NEW INFORMATION FIRST?

Sugato Chakravarty, Asani Sarkar, A MODEL OF BROKER’S TRADING, WITH APPLICATIONS TO ORDER FLOW INTERNALIZATION

Sugato Chakravarty, Kai Li, AN EXAMINATION OF OWN ACCOUNT TRADING BY DUAL TRADERS IN FUTURES MARKETS

Sugato Chakravarty, Venkatesh Panchapagesan, Robert A. Wood, INSTITUTIONAL TRADING PATTERNS AND PRICE IMPACT AROUND DECIMALIZATION

-2002-

Sugato Chakravarty, RELATIONSHIPS AND RATIONING IN CONSUMER LOANS: EVIDENCE FROM THE NINETIES

Sugato Chakravarty, Robert A. Wood, Stephen P. Harris, DECIMAL TRADING AND MARKET IMPACT

Timothy B. Folta, Jonathan P. O’Brien, ENTRY IN THE PRESENCE OF DUELING OPTIONS

Sugato Chakravarty, Kai Li, AN EXAMINATION OF OWN ACCOUNT TRADING BY DUAL TRADERS IN FUTURES MARKETS

Mohit Tawarmalani, POLYHEDRAL BASIS, FINITE PROBABILITY SPACES AND LINKS TO DISJUNCTIVE PROGRAMMING

Kannan Viswanath, Srinivas Peeta, and F. Sibel Salman, REDUCING THE VULNERABILITY OF A NETWORK THROUGH INVESTMENT: DECISION DEPENDENT LINK FAILURES

James C. Moore, ON CORE CONVERGENCE IN A PRODUCTION ECONOMY

James C. Moore, REAL NATIONAL INCOME AND SOME PRINCIPLES OF AGGREGATION

-2003-
Emmanuel Dechenaux, Dan Kovenock, and Volodymyr Lugovskyy, CAPS ON BIDDING IN ALL-PAY AUCTIONS: COMMENTS ON THE EXPERIMENTS OF A. RAPOPORT AND W. AMALDOSS

Emmanuel Dechenaux, Dan Kovenock, and Volodymyr Lugovskyy, A COMMENT ON DAVID VS. GOLIATH: AN ANALYSIS OF ASYMMETRIC MIXED-STRATEGY GAMES AND EXPERIMENTAL EVIDENCE

Volodymyr Lugovskyy, MONOPOLISTIC COMPETITION AND OPTIMAL PRODUCT DIVERSITY WITH HETEROGENEOUS FIRMS

Emmanuel Dechenaux and Dan Kovenock, ENDOGENOUS RATIONING, PRICE DISPERSION AND COLLUSION IN CAPACITY CONSTRAINED SUPERGAMES

C. D. Aliprantis, G. Camera, and D. Puzzello, A THEORETICAL FOUNDATION FOR BILATERAL MATCHING MECHANISMS

-2004-

Gabriele Camera and Alain Delacroix, TRADE MECHANISM SELECTION IN MARKETS WITH FRICTIONS

Kannan Viswanath, Srinivas Peeta, and F. Sibel Salman, INVESTING IN THE LINKS OF A STOCHASTIC NETWORK TO MINIMIZE EXPECTED SHORTEST PATH LENGTH

C. D. Aliprantis, G. Camera, and D. Puzzello, A RANDOM MATCHING THEORY

C. D. Aliprantis and Rabee Tourky, EQUILIBRIA IN INCOMPLETE ASSETS ECONOMIES WITH INFINITE DIMENSIONAL SPOT MARKETS

C. D. Aliprantis, David Harris, and Rabee Tourky, RIESZ ESTIMATORS

Paola Boel and Gabriele Camera, EFFICIENT MONETARY ALLOCATIONS AND THE ILLIQUIDITY OF BONDS

Sugato Chakravarty, Chiraphol N. Chiyachantana, and Christine Jiang, THE CHOICE OF TRADING VENUE AND THE RELATIVE PRICE IMPACT OF INSTITUTIONAL TRADING: ADRs VERSUS THE UNDERLYING SECURITIES IN THEIR LOCAL MARKETS

Gabriele Camera and Cemil Selcuk, PRICE DISPERSION WITH DIRECTED SEARCH

-2005-

Emmanuel Dechenaux and Dan Kovenock, TACIT COLLUSION AND CAPACITY WITHHOLDING IN REPEATED UNIFORM PRICE AUCTIONS

Lee Mick Swartz, SECRECY, COLLUSION AND COALITION BUILDING IN CORPORATE GOVERNANCE

Marco Casari and Luigi Luini, GROUP COOPERATION UNDER ALTERNATIVE PEER PUNISHMENT TECHNOLOGIES: AN EXPERIMENT

Kai A. Konrad and Dan Kovenock, EQUILIBRIUM AND EFFICIENCY IN THE TUG-OF-WAR

Dan Kovenock and Brian Roberson, ELECTORAL POACHING AND PARTY IDENTIFICATION

C. D. Aliprantis, G. Camera, and D. Puzzello, ANONYMOUS MARKETS AND MONETARY TRADING
Mark Bagnoli, Michael Clement, and Susan G. Watts; AROUND-THE-CLOCK MEDIA COVERAGE AND THE TIMING OF EARNINGS ANNOUNCEMENTS

Mark Bagnoli, Susan G. Watts, and Yong Zhang; REG FD AND THE COMPETITIVENESS OF ALL-STAR ANALYSTS

Steven Gjerstad, THE COMPETITIVE MARKET PARADOX

James Cox, Daniel Friedman, and Steven Gjerstad, A TRACTABLE MODEL OF RECIPROCITY AND FAIRNESS

Marco Casari, EMERGENCE OF ENDOGENOUS LEGAL INSTITUTIONS: PROPERTY RIGHTS AND COMMUNITY GOVERNANCE IN THE ITALIAN ALPS

Marco Casari, PRE-COMMITMENT AND FLEXIBILITY IN A TIME DECISION EXPERIMENT

Mark Bagnoli, Michael Clement, Susan G. Watts, AROUND-THE-CLOCK MEDIA COVERAGE AND THE TIMING OF EARNINGS ANNOUNCEMENTS

Mark Bagnoli, Susan G. Watts, Yong Zhang, REG FD AND THE COMPETITIVENESS OF ALL-STAR ANALYSIS

Mark Bagnoli, Michael Clement, Susan G. Watts, AROUND-THE-CLOCK MEDIA COVERAGE AND THE TIMING OF EARNINGS ANNOUNCEMENTS

Mark Bagnoli, Susan G. Watts, Yong Zhang, REG FD AND THE COMPETITIVENESS OF ALL-STAR ANALYSIS

Mark Bagnoli and Susan G. Watts, FINANCIAL REPORTING AND SUPPLEMENTAL VOLUNTARY DISCLOSURES

Kai A. Konrad and Dan Kovenoch, MULTI-BATTLE CONTESTS

Marco Casari and Luigi Luini, PEER PUNISHMENT IN TEAMS: EMOTIONAL OR STRATEGIC CHOICE?

C.D. Aliprantis, G. Camera, and D. Puzzello, BILATERAL MATCHING WITH LATIN SQUARES

Gabriele Camera, Cemil Seluk, MULTI-PLAYER BARGAINING WITH ENDOGENOUS CAPACITY

Timothy N. Cason, Tridib Sharma, RECOMMENDED PLAY AND CORRELATED EQUILIBRIA: AN EXPERIMENTAL STUDY

Dan Kovenock and Kai A. Konrad, MULTI-STAGE CONTESTS WITH STOCHASTIC ABILITY

Paul S. Mudde and Thomas Brush, DO ACQUIRER CAPABILITIES AFFECT ACQUISITION PERFORMANCE? EXAMINING STRATEGIC AND EFFECTIVENESS CAPABILITIES IN ACQUIRERS

Timothy N. Cason and Charles Noussair, A MARKET WITH FRICTIONS IN THE MARKET PLACE: AN EXPERIMENTAL STUDY

Drew Saunders, THE ELASTIC PROVISION OF LIQUIDITY BY PRIVATE AGENTS
Matthew D. Cain, David J. Denis, and Diane K. Denis, EARNOUTS: A STUDY OF FINANCIAL CONTRACTING IN ACQUISITION AGREEMENTS

Timothy N. Cason and Via-Lam Mui, COMMUNICATION AND COORDINATION IN THE LABORATORY COLLECTIVE RESISTANCE GAME

-2007-

C. D. Aliprantis, G. Camera, F. Ruscitti, INTERIOR OPTIMA AND THE INADA CONDITIONS

C. D. Aliprantis, G. Camera, F. Ruscitti, MONETARY EQUILIBRIUM AND THE DIFFERENTIABILITY OF THE VALUE FUNCTION

Benito Arrunada and Marco Casari, HOW ENFORCEMENT INSTITUTIONS AFFECT MARKETS

Gabriele Camera and Marco Casari, COOPERATION AMONG STRANGERS: AN EXPERIMENT WITH INDEFINITE INTERACTION

Sirsha Chatterjee and Kanda Naknoi, THE MARGINAL PRODUCT OF CAPITAL, CAPITAL FLOWS AND CONVERGENCE

D. Saunders, SHARING RISK EFFICIENTLY UNDER SUBOPTIMAL PUNISHMENTS FOR DEFECTION

S. Gjerstad, J. M. Shachat, INDIVIDUAL RATIONALITY AND MARKET EFFICIENCY

S. Gjerstad, PRICE DYNAMICS IN AN EXCHANGE ECONOMY

D. Kovenock, B. Roberson, INEFFECTIVE REDISTRIBUTION AND INEFFECTIVE REDISTRIBUTIVE POLITICS

D. Kovenock, B. Roberson, COALITIONAL COLONEL BLOTTO GAMES WITH APPLICATION TO THE ECONOMICS OF ALLIANCES

-2008-

Timothy N. Cason, Lata Gangadharan, Pushkar Maitra, MORAL HAZARD AND PEER MONITORING IN A LABORATORY MICROFINANCE EXPERIMENT

Kai A. Konrad, Dan Kovenock, THE ALLIANCE FORMATION PUZZLE AND CAPACITY CONSTRAINTS

Kai A. Konrad, Dan Kovenock, COMPETITION FOR FDI WITH VINTAGE INVESTMENT AND AGGLOMERATION ADVANTAGES

Dan Kovenock, Brian Roberson, IS THE 50-STATE STRATEGY OPTIMAL?

Timothy N. Cason, Shakun Datta, COSTLY BUYER SEARCH IN LABORATORY MARKETS WITH SELLER ADVERTISING

Mohit Tawarmalani, Jean-Phillipe P. Richard, Kwanghun Chung, STRONG VALID INEQUALITIES FOR ORTHOGONAL DISJUNCTIONS AND POLYNOMIAL COVERING SETS

Kanda Naknoi, TARIFFS AND THE EXPANSION OF THE AMERICAN PIG IRON INDUSTRY, 1870 – 1940
Kanda Naknoi, THE BENEFIT OF EXCHANGE RATE FLEXIBILITY, TRADE OPENNESS AND EXTENSIVE MARGIN

Mohitosh Kejriwal, Pierre Perron, TESTING FOR MULTIPLE STRUCTURAL CHANGES IN COINTEGRATED REGRESSION MODELS

Kevin J. Mumford, THE EFFICIENCY COST OF CHILD TAX BENEFITS -2009-

Mohitosh Kejriwal, Pierre Perron, A SEQUENTIAL PROCEDURE TO DETERMINE THE NUMBER OF BREAKS IN TREND WITH AN INTEGRATED OR STATIONARY NOISE COMPONENT

Mohitosh Kejriwal, THE NATURE OF PERSISTENCE IN EURO AREA INFLATION: A RECONSIDERATION

Gopi Shah Goda, Kevin J. Mumford, FERTILITY RESPONSE TO THE TAX TREATMENT OF CHILDREN

Stephen Martin, MICROFOUNDATIONS FOR THE LINEAR DEMAND PRODUCT DIFFERENTIATION MODEL, WITH APPLICATIONS

Paola Boel, Gabriele Camera, FINANCIAL SOPHISTICATION AND THE DISTRIBUTION OF THE WELFARE COST OF INFLATION

Mohitosh Kejriwal, Pierre Perron, Jing Zhou, WALD TESTS FOR DETECTING MULTIPLE STRUCTURAL CHANGES IN PERSISTENCE

C. D. Aliprantis, I. Topolyan, CONTINUITY AND EQUILIBRIUM STABILITY

C. D. Aliprantis, I. Topolyan, A REFINEMENT OF PERFECT EQUILIBRIA BASED ON SUBSTITUTE SEQUENCES

I. Topolyan, EXISTANCE OF PERFECT EQUILIBRIA: A DIRECT PROOF

M. Kejriwal, C. Lopez, UNIT ROOTS, LEVEL SHIFTS AND TREND BREAKS IN PER CAPITA OUTPUT: A ROBUST EVALUATION

Michael F. Lovenheim, Kevin J. Mumford, DO FAMILY WEALTH SHOCKS AFFECT FERTILITY CHOICES? EVIDENCE FROM THE HOUSING MARKET BOOM AND BUST

Colleen F. Manchester, Kevin J. Mumford, HOW COSTLY IS WELFARE STIGMA? SEPARATING PSYCHOLOGICAL COSTS FROM TIME COSTS

Kevin J. Mumford, CHILD BENEFITS IN THE U.S. FEDERAL INCOME TAX -2010-

Timothy N. Cason, William A. Masters, Roman M. Sheremeta, ENTRY INTO WINNER-TAKE-ALL AND PROPORTIONAL-PRIZE CONTESTS: AN EXPERIMENTAL STUDY

Timothy N. Cason, Lata Gangadharan, Nikos Nikiforakis, CAN REAL-EFFORT INVESTMENTS INHIBIT THE CONVERGENCE OF EXPERIMENTAL MARKETS?

Timothy N. Cason, Daniel Friedman, Ed Hopkins, TESTING THE TASP: AN EXPERIMENTAL INVESTIGATION OF LEARNING IN GAMES WITH UNSTABLE EQUILIBRIA
Mohit Tawarmalani, Jean-Philippe P. Richard, Chuanhui Xiong, EXPLICIT CONVEX AND CONCAVE ENVELOPES THROUGH POLYHEDRAL SUBDIVISIONS

Timothy N. Cason, Karthik N. Kannan, Ralph Siebert, AN EXPERIMENTAL STUDY OF INFORMATION REVELATION POLICIES IN SEQUENTIAL AUCTIONS

Gabriele Camera, Marco Casari, Maria Bigoni, COMMUNICATION, COMMITMENT, AND DECEPTION IN SOCIAL DILEMMAS: EXPERIMENTAL EVIDENCE

Gabriele Camera, Marco Casari, Maria Bigoni, COOPERATIVE STRATEGIES IN GROUPS OF STRANGERS: AN EXPERIMENT

Stephen Martin, Jan Vandekerckhove, MARKET PERFORMANCE IMPLICATIONS OF THE TRANSFER PRICE RULE

Gabriele Camera, Marco Casari, THE COORDINATION VALUE OF MONETARY EXCHANGE: EXPERIMENTAL EVIDENCE

Lorenzo Caprio, Mara Faccio, John J. McConnell, SHELTERING CORPORATE ASSETS FROM POLITICAL EXTRACTION

Mara Faccio, Maria-Teresa Marchica, Roberto Mura, LARGE SHAREHOLDER DIVERSIFICATION AND CORPORATE RISK-TAKING

David J. Denis, Antonio J. Macias, MATERIAL ADVERSE CHANGE CLAUSES AND ACQUISITION DYNAMICS

David J. Denis, Stephen B. McKeon, DEBT FINANCING AND FINANCIAL FLEXIBILITY EVIDENCE FROM PRO-ACTIVE LEVERAGE INCREASES

Matthew D. Cain, David J. Denis, DO FAIRNESS OPINION VALUATIONS CONTAIN USEFUL INFORMATION?

Baixiao Liu, John J. McConnell, Alessio Saretto, WHY DID AUCTION RATE BOND AUCTIONS FAIL DURING 2007-2008?

Dan Kovenock, Brian Roberson, CONFLICTS WITH MULTIPLE BATTLEFIELDS

Leroy B. Schwarz, Hui Zhao, THE UNEXPECTED IMPACT OF INFORMATION-SHARING ON US PHARMACEUTICAL SUPPLY-CHAINS

Vinayak Deshpande, Leroy B. Schwarz, Vivek Raju, INVENTORY MANAGEMENT UNDER PRODUCT MIS-IDENTIFICATION/SHIPMENT ERRORS

Justin Azadivar, Max Shen, George Shanthikumar, DYNAMIC INVENTORY CONTROL WITH SATISFACTION-DEPENDENT DEMAND

Mark Bagnoli, Susan G. Watts, KNOWING VERSUS TELLING PRIVATE INFORMATION ABOUT A RIVAL

Dan Kovenock, Brian Roberson, THE OPTIMAL DEFENSE OF NETWORKS OF TARGETS

Brian Roberson, Dmitriy Kvasov, THE NON-CONSTANT-SUM COLONEL BLOTTO GAME

Dan Kovenock, Brian Roberson, STRATEGIC DEFENSE AND ATTACK FOR SERIES AND PARALLEL RELIABILITY SYSTEMS: COMMENT

Subhasish M. Chowdhury, Stephen Martin, EXCLUSIVITY AND EXCLUSION ON PLATFORM MARKETS
Yothin Jinjarak, Kanda Naknoi, REAL EXCHANGE RATE FLUCTUATIONS, WAGE STICKINESS, AND TRADABILITY

Dan Kovenock, Brian Roberson, Roman M. Sheremeta, THE ATTACK AND DEFENSE OF WEAKEST-LINK NETWORKS

Stephen Martin, ECONOMIC ARGUMENTS IN U.S. ANTITRUST AND EU COMPETITION POLICY: TWO ROADS DIVERGED


Dan Kovenock, Michael J. Mauboussin, Brian Roberson, ASYMMETRIC CONFLICTS WITH ENDOGENOUS DIMENSIONALITY

-2011-

Julian Romero, FINITE AUTOMATA IN UNDISCOUNTED REPEATED GAMES WITH PRIVATE MONITORING

Benjamin M. Miller, Kevin J. Mumford, PERSONAL INCOME TAX SALIENCE: EVIDENCE FROM THE CHILD AND DEPENDENT CARE CREDIT EXPANSION

Dan Kovenock, Brian Roberson, A BLOTTO GAME WITH MULTI-DIMENSIONAL INCOMPLETE INFORMATION

Chia-Chi Wu, Yen-Liang Chen, and Kwei Tang, COST-SENSITIVE DECISION TREE WITH MULTIPLE RESOURCE CONSTRAINTS

Hung-Pin Kao, Kwei Tang, and Jen Tang, COST-SENSITIVE DECISION TREES WITH COMPLETION TIME REQUIREMENTS

Julian Romero THE EFFECT OF HYSTERESIS ON EQUILIBRIUM SELECTION IN COORDINATION GAMES

YiLi Chien, Kanda Naknoi THE RISK PREMIUM AND LONG-RUN GLOBAL IMBALANCE

Timothy N. Cason, Sau-Him Paul Lau, Vai-Lam Mui LEARNING, TEACHING AND TURN TAKING IN THE REPEATED ASSIGNMENT GAME

-2012-

Dan Kovenock, Brain Roberson STRATEGIC DEFENCE AND ATTACK FOR SERIES AND PARALLEL RELIABILITY SYSTEMS: REJOINDER

Christos A. Ioannou, Julian Romero STRATEGIC LEARNING WITH FINITE AUTOMATA VIA THE EWA-LITE MODEL

Marco Casari, Timothy N. Cason EXPLICIT VERSUS IMPLICIT CONTRACTS FOR DIVIDING THE BENEFITS OF COOPERATION

Matthew Hoelle, Marina Pireddu, Antonio Villanacci INCOMPLETE FINANCIAL MARKETS WITH REAL ASSETS AND ENDOGENOUS CREDIT LIMITS

-2013-

Matthew Hoelle, Zhigang Feng INDETERMINACY AND ASSET PRICE VOLATILITY IN STOCHASTIC OVERLAPPING GENERATIONS MODELS
67

1273 Matthew Hoelle, M. Udada Peiris, ON THE EFFICIENCY OF NOMINAL GDP TARGETING IN A LARGE OPEN ECONOMY

1274 Kevin J. Mumford, Katie Schultz THE EFFECT OF UNDERWATER MORTGAGES ON UNEMPLOYMENT

1275 Stephen Martin REFUSAL TO DEAL AND INVESTMENT IN PRODUCT QUALITY

1276 Karthik Kannan, M. Mohit Tawarmalani, Jianqing Wu CARDINALITY BUNDLES FOR SPENCE-MIRRLEES RESERVATION PRICES

-2014-

1277 Matthew Hoelle, QUANTITATIVE EASING UNDER INCOMPLETE MARKETS: OPTIMALITY CONDITIONS FOR STATIONARY POLICY

1278 Evan Totty, THE EFFECT OF MINIMUM WAGES ON EMPLOYMENT: A FACTOR MODEL APPROACH

1279 Matthew Hoelle, OPTIMAL MONETARY POLICY IN OPEN ECONOMIES WITH INCOMPLETE MARKETS

-2015-

1280 Kendall Kennedy, THE EFFECTS OF NO PASS, NO DRIVE POLICIES ON HIGH SCHOOL EDUCATION

1281 Mohit Tawarmalani, Jean-Philippe P. Richard, DECOMPOSITION TECHNIQUES IN CONVEXIFICATION OF INEQUALITIES

-2016-

1282 Cathy Zhang, Tai-Wei Hu, RESPONDING TO THE INFLATION TAX

1283 Kendall Kennedy, THE EFFECT OF NO PASS, NO DRIVE POLICIES ON HIGH SCHOOL EDUCATION


1285 Stephen Martin, DISPERSION OF POWER AS AN ECONOMIC GOAL OF ANTITRUST POLICY

1286 Cathy Zhang, Guillaume Rocheteau, Randall Wright, CORPORATE FINANCE AND MONETARY POLICY

-2017-

1287 Jacklyn Buhrmann, GOOD ENOUGH JOBS: SKILL MISMATCH AND TWO-SIDED HETEROGENEITY IN FRICTIONAL LABOR MARKETS

1288 Xuan Jiang, FERTILITY EXPECTATIONS AND EDUCATIONAL ATTAINMENT: EVIDENCE FROM THE MOTHERS OF CHINA’S SIBLING-LESS GENERATION

1289 Kevin Mumford, Timothy Bond, TEACHER PERFORMANCE PAY IN THE UNITED STATES: INCIDENCE AND ADULT OUTCOMES

1290 Brian Roberson, Pierre C. Boyer, Kai A. Konrad, TARGETED CAMPAIGN COMPETITION, LOYAL VOTERS, AND SUPERMAJORITIES
Evan Calford, **UNCERTAINTY AVERTION IN GAME THEORY: EXPERIMENTAL EVIDENCE**

Justine Mallatt, **PRESCRIPTION DRUG MONITORING PROGRAMS ON OXYCODONE PRESCRIPTIONS, HEROIN SUBSTITUTION, AND CRIME RATE**

Victoria Prowse, Damon Clark, David Gill, Mark Rush, **USING GOALS TO MOTIVATE COLLEGE STUDENTS**

Victoria Prowse, Peter Haan, **OPTIMAL SOCIAL ASSISTANCE AND UNEMPLOYMENT INSURANCE IN A LIFE-CYCLE MODEL OF FAMILY LABOR SUPPLY AND SAVINGS**

Victoria Prowse, David Gill, Zdenka Kissovà, Jaesun Lee, **FIRST-PLACE LOVING AND LAST-PLACE LOATHING: HOW RANK IN THE DISTRIBUTION OF PERFORMANCE AFFECTS EFFORT PROVISION**

Victoria Prowse, David Gill, **STRATEGIC COMPLEXITY AND THE VALUE OF THINKING**

Stephen Martin, **BEHAVIORAL ANTITRUST**

Julian Romero, Yaroslav Rosokha, **CONSTRUCTING STRATEGIES IN THE INDEFINITELY REPEATED PRISONER’S DELIMMA GAME**

Yaroslav Rosokha, Chi Sheh, **UNCERTAINTY ABOUT INFORMED TRADING IN DEALER MARKETS – AN EXPERIMENT**

Julian Romero, Yaroslav Rosokha, **THE EVOLUTION OF COOPERATION: THE ROLE OF COSTLY STRATEGY ADJUSTMENTS**

Yaroslav Rosokha, Kenneth Younge, **MOTIVATING INNOVATION: THE EFFECT OF LOSS AVERSION ON THE WILLINGNESS TO PERSIST**

Benjamin B. Dunford, Kevin J. Mumford, R. Wayne Boss, Alan D. Boss, David S. Boss, **DO IT RIGHT OR NOT AT ALL: A LONGITUDINAL EVALUATION OF A CONFLICT MANAGEMENT SYSTEM IMPLEMENTATION**

Mohitosh Kejriwal, **A ROBUST SEQUENTIAL PROCEDURE FOR ESTIMATING THE NUMBER OF STRUCTURAL CHANGES IN PRESENCE**

Victoria Prowse, Daniel Kemptner, Peter Haan, **INSURANCE, REDISTRIBUTION, AND THE INEQUALITY OF LIFETIME INCOME**

-2018-

Yanyi Xu, Sang-Phil Kim, Arnab Bisi, Maqbool Dada, Suresh Chand, **BASE-STOCK MODELS FOR LOST SALES: A MARKOVIAN APPROACH**

Cathy Zhang, Guillaume Rocheteau, Tsz-Nga Wong, **LENDING RELATIONSHIPS AND OPTIMAL MONETARY POLICY**

Gabi Xuan Jiang, **PLANTING THE SEEDS FOR SUCCESS: WHY WOMEN IN STEM DON'T STICK IN THE FIELD**
<table>
<thead>
<tr>
<th>Page</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1308</td>
<td>Mohitosh Kejriwal, Xuewen Yu, Bootstrap Procedures for Detecting Multiple Persistence Shifts in a Heteroskedastic Time Series</td>
</tr>
<tr>
<td>1309</td>
<td>Mohitosh Kejriwal, Xiaoxiao Li, Evan Totty, Multidimensional Skills and the Returns to Schooling: Evidence from an Interactive Fixed Effects Approach and a Linked Survey-Administrative Dataset</td>
</tr>
<tr>
<td>1310</td>
<td>David Gill and Eduardo Fe, Cognitive Skills and the Development of Strategic Sophistication</td>
</tr>
<tr>
<td>1311</td>
<td>David Gill, Measuring Costly Effort Using the Slider Task</td>
</tr>
<tr>
<td>1312</td>
<td>Timothy N. Cason and Vai-Lam Mui, Individual Versus Group Choices of Repeated Game Strategies: A Strategy Method Approach</td>
</tr>
<tr>
<td>1313</td>
<td>Timothy N. Cason and Frans P. de Vries, Dynamic Efficiency in Experimental Emissions Trading Markets with Investment Uncertainty</td>
</tr>
<tr>
<td>1314</td>
<td>Timothy N. Cason and Steven Y. Wu, Subject Pools and Deception in Agricultural and Resource Economics Experiments</td>
</tr>
</tbody>
</table>