

That Hit the Spot: Part 2

(by John R. Hollenbeck, Associate Dean for Research)

The current Strategic Plan for Research and Scholarship highlighted a new journal list for the College and Units. The new list recognizes the importance of journals listed on the Financial Times 50 (FT) because the college is annually ranked on this widely cited list. Many of the journals on the FT50 list are strategic priorities for both the College and the Units. We have labeled this set of journals FT*.

Although the new list recognizes the importance of the Financial Times 50 (FT) list, some highly rated journals that are a strategic priority for the Units are not on the FT list. Because of their strategic priority to the Units, publications in these journals remain a high priority -- second only to the journals that are a strategic priority for both the College and the Units (FT*). We have labeled this second tier of journals NFT*.

Publications in journals strategically important to both the College and Units (FT*) for the period of January 1 through December 31, 2022 were highlighted in Part 1 of this series.

Part 2 of this series recognizes publications that “Hit the Spot” on the NFT* and FT list for the period between January 1 through December 31, 2022 according to the Web of Science.

2022 Publications in Journals Strategically Targeted by the Units (NFT*)

Verghese, AJ; Koufteros, X; **Schoenherr, T**; Vanpoucke, E. (2022). Is relationship evolution good or bad? It depends! A qualitative and quantitative examination of the relational behaviors and the stimulants of supply chain integration. *DECISION SCIENCES*, 53(4), 605-629.

Yoon, J; Song, JM; Choi, JH; **Talluri, S.** (2022). Joint Sustainability Development in a Supply Chain. *DECISION SCIENCES*, 53(2), 239-259.

Hosseini-fard, Z; Shao, LS; **Talluri, S.** (2022). Service-Level Agreement with Dynamic Inventory Policy: The Effect of the Performance Review Period and the Incentive Structure. *DECISION SCIENCES*, 53(5), 802-826.

Narayanan, S; Vickery, SK; Nicolae, ML; Castel, MJ; McLeod, MK. (2022). The effects of lean implementation on hospital financial performance. *DECISION SCIENCES*, 53(3), 557-577.

Huo, D; Lin, MS; Zheng, XY; **Zhang, L.** (2022). Entertainer celebrity vs. celebrity chefs: The joint effect of celebrity endorsement and power distance belief on restaurant consumers. *INTERNATIONAL JOURNAL OF HOSPITALITY MANAGEMENT*, 106.

Hewett, K; **Hult, GTM**; Mantrala, MK; Nim, N; Pedada, K. (2022). Cross-border marketing ecosystem orchestration: A conceptualization of its determinants and boundary conditions. *INTERNATIONAL JOURNAL OF RESEARCH IN MARKETING*, 39(2), 619-638.

- Petersen, JA; Paulich, BJ; **Khodakarami, F**; Spyropoulou, S; Kumar, V. (2022). Customer-based execution strategy in a global digital economy q. *INTERNATIONAL JOURNAL OF RESEARCH IN MARKETING*, 39(2), 566-582.
- Aksoy, L; Banda, S; Harmeling, C; Keiningham, TL; **Pansari, A.** (2022). Marketing's role in multi-stakeholder engagement. *INTERNATIONAL JOURNAL OF RESEARCH IN MARKETING*, 39(2), 445-461.
- Ham, SH**; He, C; Zhang, D. (2022). The promise and peril of dynamic targeted pricing. *INTERNATIONAL JOURNAL OF RESEARCH IN MARKETING*, 39(4), 1150-1165.
- Wiedmer, R; **Whipple, JM.** (2022). Perceptions of Resource Scarcity in Factor Markets: The Effect on Managerial Attention and Collaboration. *JOURNAL OF BUSINESS LOGISTICS*, 43(4), 421-447.
- Peinkofer, ST**; Esper, TL; Smith, RJ; Williams, BD. (2022). Retail Save the Sale tactics: Consumer perceptions of in-store logistics service recovery. *JOURNAL OF BUSINESS LOGISTICS*, 43(2), 238-264.
- Darby, JL; **Miller, JW**; Williams, BD; McKenzie, AM. (2022). The impact of financial institutions on exchanges in the agricultural commodity supply chain: An information economics perspective. *JOURNAL OF BUSINESS LOGISTICS*, 43(4), 499-517.
- Wei, W; **Zhang, L**; Rathjens, B; McGinley, S. (2022). Electronic Consumer-to-Consumer Interaction (eCCI) Post a Service Failure: The Psychological Power of Need for Approval. *JOURNAL OF HOSPITALITY & TOURISM RESEARCH*, 20(1), 11-19.
- Zhang, Y; Voorhees, CM; Lin, C; Chiang, J; **Hult, GTM**; **Calantone, RJ.** (2022). Information Search and Product Returns Across Mobile and Traditional Online Channels. *JOURNAL OF RETAILING*, 98(2), 260-276.
- Miller, J**; Skowronski, K; Saldanha, J. (2022). Asset ownership & incentives to undertake non-contractible actions: The case of trucking. *JOURNAL OF SUPPLY CHAIN MANAGEMENT*, 58(1), 65-91.
- Kim, S; Chae, S; Wagner, SM; **Miller, JW.** (2022). Buyer abusive behavior and supplier welfare: An empirical study of truck owner-operators. *JOURNAL OF SUPPLY CHAIN MANAGEMENT*, 58(4), 90-111.
- Jennings, RE; Lanaj, K; Koopman, J; **McNamara, G.** (2022). Reflecting on one's best possible self as a leader: Implications for professional employees at work. *PERSONNEL PSYCHOLOGY*, 75(1), 69-90.

2022 Publications in Journals Strategically Targeted by the College (FT)

- Bachrach, DG; Vlachos, PA; Irwin, K; **Morgeson, FP.** (2022). Does how firms invest in corporate social responsibility matter? An attributional model of job seekers' reactions to configurational variation in corporate social responsibility. *HUMAN RELATIONS*, 75(3),532-559.
- Hansson, M; Hærem, T; **Pentland, BT.** (2022). The effect of repertoire, routinization and enacted complexity: Explaining task performance through patterns of action. *ORGANIZATION STUDIES*, 44(3), 473-496.