

CLEMSON®

College of BUSINESS AND BEHAVIORAL SCIENCE

Fiscal Year 2014 – 2015 Research Report

Sponsored Programs Expenditures*

Department of Economics

1. **Templeton, S. R.** Climate Variability to Climate Change: Extension Challenges and Opportunities in the Southeast USA. \$13,616. 2011-2016.
2. **Wilson, P. W.** Evaluating the Effect of Cyberinfrastructure on Universities Production Process. \$83,190. 2012-2015.

Department of Graphic Communications

3. **O'Hara, L. H., and C. Tonkin.** Production of Large Area Energy Harvesting Devices via Roll-to-Roll Printing Processes. \$175,131. 2012-2015.

Department of Management

4. **Fredendall, L. D.** Creating Learning Systems with Mobile Technology to Improve Coordination in Perioperative Services. \$61,298. 2012-2016.
5. **Fredendall, L. D.** A Process Analysis of the Management of Standard Documents in a Healthcare Organization. \$4,403. 2014-2016.
6. **Thatcher, J. B.** CC-NIE Integration: Clemson-NextNet. \$24,669. 2012-2015.
7. **Thatcher, J. B.** INSPIRE: Tools, Models, and Innovation Platforms for Research on Social Media. \$41,009. 2012-2015.
8. **Thatcher, J. B.** EAGER: Social Web Election Listening for Learning. \$38,886. 2012-2015.
9. **Thatcher, J. B.** Sonoco Social Media Monitoring. \$1,989. 2014.
10. **Thatcher, J. B.** Supporting a Community Building Workshop in Computer Education Research. \$20,003. 2013-2015.

Department of Marketing

11. **Raymond, M. A.** Facilitating Soldier Receipt of Needed Mental Health Treatment. \$54,374. 2010-2015.

Department of Political Science

12. **Hu, X.** South Korea's Rise in Comparative Perspective. \$10,000. 2014-2015.

Department of Psychology

13. **Britt, T. W., C. L. S. Pury, and H. M. Zinzow.** Facilitating Soldier Receipt of Needed Mental Health Treatment. \$217,496. 2010-2015.
14. **Muth, E. R.** Assessing the Bite Counter as a Tool for Food Intake Monitoring Phase II. \$74,708. 2014-2016.

15. **Muth, E. R.** Increasing Dietary Self-Monitoring and Weight Loss in an mHealth Intervention. \$4,814. 2015-2016.
16. **Muth, E. R.** Portable Hardware for Sensorimotor Adaptation. \$-1,199. 2013-2014.
17. **Muth, E. R.** Using Context to Validate and Improve Wrist-Tracking Measures of Eating Activity. \$19,889. 2015-2018.
18. **Pak, C. H.** Anthropomorphic Interfaces on Automation Trust, Dependence, and Performance in Younger and Older Adults. \$95,556. 2012-2015.
19. **Pak, C. H.** Clemson University's Solar Decathlon 2015: A Techno-Solar House for South Carolina. \$43. 2014-2016.
20. **Pak, C. H.** Collaborative Research: Planning Grants: I/UCRC for Social Technologies and Analytics. \$10,145. 2010-2015.
21. **Rosopa, P. J.** Health & Safety 2015: Sustaining Workforce Capabilities – Orthotics. \$10,301. 2014-2016.
22. **Shuffler Porter, M. L.** Dissemination of Conscious Leadership Principles throughout Greenville Health System and Management Staff. \$14,021. 2014-2015.
23. **Shuffler Porter, M. L.** Leadership-Followership: Moving Beyond Traditional Leadership to Build Highly Functioning Autonomous Teams. \$30,196. 2014-2015.
24. **Shuffler Porter, M. L.** Review of Multi-Team Systems Related to Long Duration Exploration Missions. \$19,277. 2014-2015.
25. **Sinclair, R. R.** Development of Health Climate Scale. \$12,294. 2015.
26. **Zinzow, H. M.** Clemson Cares: A Campus-Wide, Comprehensive Suicide Prevention Strategy. \$26,366. 2014-2015.
27. **Zinzow, H. M., and P. J. Rosopa.** Virtual Reality Exposure Therapy for Driving Anxiety/Aggression in Military Populations. \$15,463. 2014-2015.

Department of Sociology and Anthropology

28. **Mobley, F. C.** Characterizing and Modeling the Experience of Transfer Students in Engineering. \$63,297. 2010-2015.
29. **Mobley, F. C.** Collaborative Research: Military Veteran Students' Pathways in Engineering Education. \$759. 2014-2018.
30. **Mobley, F. C.** Clemson University's Solar Decathlon 2015: A Techno-Solar House for South Carolina. \$43. 2014-2016.
31. **Mobley, F. C.** Enabling Field Experiences in Introductory Geoscience Classes through the Use of Virtual Reality. \$1,624. 2015-2017.
32. **Mobley, F. C.** Radionuclide Waste Disposal: Development of Multi-scale Experimental and Modeling Capabilities. \$38,210. 2014-2017.
33. **Robinson, K. L.** Using Local Food Banks to Improve Sustainability of Small and Limited Resource Farms. \$15,296. 2011-2015.

* Expenditures have not been included for investigators who have left Clemson and transferred their award.

Refereed Journal Publications

School of Accountancy

1. Bobek, D., A. M. Hageman, and R. R. Radtke. "A Research Note on the Relationship between Professional Skepticism and Client Advocacy." *Advances in Accounting Behavioral Research* 17 (2014):161-182.
2. Bobek, D., A. M. Hageman, and R. R. Radtke. "The Effects of Professional Role, Decision Context, and Gender on the Ethical Decision Making of Public Accounting Professionals." *Behavioral Research in Accounting* 27.1 (2015):55-78.
3. Carver, B. T. "The Retention of Directors on the Audit Committee Following an Accounting Restatement." *Journal of Accounting and Public Policy* 33.1 (Jan 2014):51-68.
4. Dalton, D., J. Cohen, N. Harp, and J. McMillan. "Antecedents and Consequences of Perceived Gender Discrimination in the Audit Profession." *Auditing: A Journal of Practice & Theory* 33.3 (Aug 2014):1-32.
5. Dalton, D., N. L. Harp, D. Oler, and S. K. Widener. "Managing the Review Process in Accounting Research: Advice from Authors and Editors." *Issues in Accounting Education* (Nov 2014).
6. Dalton, D., A. Davis, and R. Viator. "The Joint Effect of Unfavorable Supervisory Feedback Environments and External Mentoring on Job Attitudes and Job Outcomes in the Public Accounting Profession." *Behavioral Research in Accounting* (Forthcoming: Published online 10 Jun 2015, doi: <http://dx.doi.org/10.2308/bria-51183>).
7. Dickens, T. L., and J. R. Jahn. "Reasonable Compensation for S Corporation Shareholder-Employees." *Practical Tax Strategies* (Apr 2015):159-171.
8. Fullerton, R., F. Kennedy, and S. K. Widener. "Lean Manufacturing and Firm Performance: The Incremental Contribution of Lean Accounting Practices." *Journal of Operations Management* 32.7-8 (Nov 2014):414-428.
9. Garrett, J., R. Hoitash, and D. F. Prawitt. "Trust and Financial Reporting Quality." *Journal of Accounting Research* 52.5 (Nov 2014):1087-1125.
10. Guffey, D. "Influential Global Perspectives on Accounting Education Articles, Authors, and University Faculties: A Citation Analysis." *Global Perspectives on Accounting Education* 12 (Jul 2015):121-133.
11. Harp, N. L., B. Barnes, and D. Oler. "Valuating the SDC Mergers and Acquisitions Database." *The Financial Review* 49.4 (Nov 2014):793-822.
12. Irving, J., and A. Evans. "Cash Balance Plans for Professional Practices." *Journal of Accountancy* (Mar 2015). <http://www.journalofaccountancy.com/issues/2015/mar/cash-balance-plans.html>.
13. Kiska-Schulze, K., and A. Epstein. "The National Labor Relations Board v. Northwestern University: Cultivating a New Era for Taxing Qualified Scholarships." *Akron Law Review* (Forthcoming: Published Online 8 Apr 2015, doi: <http://ssrn.com/abstract=2591367>).
14. Kohlmeyer, III, J. M., S. Mahenthiran, R. J. Parker, and T. Sincich. "Leadership, Budget Participation, Budgetary Fairness, and Organizational Commitment." *Advances in Accounting Behavioral Research* 17 (2014):95-118.

15. Parker, R. J., **J. M. Kohlmeyer, III**, S. Mahenthirian, and T. Sincich. "Procedural Justice and Information Sharing during the Budgeting Process." *Advances in Management Accounting* 23 (2014):93-112.
16. Prum, D., and **K. Kisska-Schulze**. "The Environmentally Conscious Skies: Did the European Union's Game of Brinksmanship Lead to a Viable Global Plan for Emissions Trading in Aviation?" *Washington University Global Studies Law Review* 14.1 (2015).
17. Spivey, M. F., and **J. J. McMillan**. "Classroom versus Online Assessment." *Journal of Education for Business* 89.8 (2014):450-456.
18. Stanley, J. D., D. M. Brandon, and **J. J. McMillan**. "Does Lowballing Impair Audit Quality? Evidence from Client Accruals Surrounding Analyst Forecasts." *Journal of Accounting and Public Policy* (Forthcoming: Published online 17 Jun 2015, doi: 10.1016/j.jaccpubpol.2015.05.007).

Department of Economics

19. **Dougan, W.**, and C. J. Thomas. "Coase, Hayek, Pigou and Walras: Taxes vs Permit Auctions in Environmental Policy." *Man and the Economy* 1.2 (Dec 2014):159-170.
20. **Dwyer, G.** "The Economics of Bitcoin and Similar Private Digital Currencies." *Journal of Financial Stability* 17 (Apr 2015):81-91.
21. **Espey, M.**, and K. A. Boys. "Alignment of Effort: Recruitment in Undergraduate Agricultural and Applied Economics Programs." *Journal of Agricultural and Applied Economics* 14.3 (Aug 2015):382-410.
22. **Hazlett, T. W.** "The Rationality of U.S. Regulation of the Broadcast Spectrum in the 1934 Communications Act." *Review of Industrial Organization* 45.3 (Nov 2014):203-220.
23. **Hazlett, T. W.**, and J. D. Wright. "Micromanaging the Web Would be a Macro Mistake: The FCC Doesn't Seem to realize that Antitrust Law is enough to Ensure Fairness." *Wall Street Journal* (Jul 2014).
<http://www.wsj.com/articles/thomas-w-hazlett-and-joshua-d-wright-micromanaging-the-web-would-be-a-macro-mistake-1405291774>.
24. **Lewis, M. S.**, and K.E. Pflum. "Diagnosing Hospital System Bargaining Power in Managed Care Networks." *American Economic Journal: Economic Policy* 7.1 (Feb 2015):243-274.
25. **Miller, D. P.** "Subcontracting and Competitive Bidding on Incomplete Procurement Contracts." *RAND Journal of Economics* 45.4 (2014):705-746.
26. Simar, L., and **P. W. Wilson**. "Statistical Approaches for Nonparametric Frontier Models: A Guided Tour." *International Statistical Review* 83.1 (Apr 2015):77-110.
27. **Simon, C.**, S. Pleeter, and **J. Warner**. "Discounting, Cognition, and Awareness: Evidence from a Recent Change in the Military Retirement System." *Economic Inquiry* 53.1 (Jan 2015):318-334.
28. **Tollison, R. D.**, R. B. Ekelund, Jr., and J. D. Jackson. "Age and Productivity: An Empirical Study of Early American Artists." *Southern Economic Journal* 81.4 (Apr 2015).
29. **Tollison, R. D.**, S. C. Anderson, R. B. Ekelund, Jr., and J. D. Jackson. "Are Auction Revenues Affected by Rising Art Buyers' Premia? The Case of Early American Art." *Applied Economics* 47.14 (Jan 2015):1389-1400.

30. **Warren, P. L.**, and **D. H. Wood**. "The Political Economy of Regulation in Markets with Naïve Consumers." *Journal of the European Economic Association* 12.6 (Dec 2014):1617-1642.
31. **Wilson, P. W.**, A. Kneip, and L. Simar. "Testing Hypotheses in Nonparametric Models of Production." *Journal of Business and Economic Statistics* (Forthcoming: Published online 4 Jun 2015, doi: 10.1080/07350015.2015.1049747).
32. **Wood, D. H.** "Informal Property Rights as Stable Conventions in Hawk-Dove Games with Many Players." *Journal of Evolutionary Economics* (Forthcoming: Published online 30 Jun 2015, doi: 10.1007/s00191-015-0412-x).

Department of Finance

33. **Spivey, M. F.**, and J. J. McMillan. "Classroom versus Online Assessment." *Journal of Education for Business* 89.8 (2014):450-456.
34. Chen, M. A., **D. Greene**, and J. E. Owers. "The Costs and Benefits of Clawback Provisions in CEO Compensation." *Review of Corporate Finance Studies* 4.1 (2015):108-154.
35. Dunn, J., **V. Intintoli**, and J. McNutt. "An Examination of Non-Government Assisted US Commercial Bank Mergers During the Financial Crisis." *Journal of Economics and Business* 77 (Jan 2015):16-41.
36. Huasheng, G., J. Luo, and **T. Tang**. "Effects of Managerial Labor Market on Executive Compensation: Evidence from Job-hopping." *Journal of Accounting and Economics* 59.2 (Apr 2015):203-220.
37. Pevzner, M., **F. Xie**, and X. Xiangang. "When Firms Talk, Do Investors Listen? The Role of Trust in Stock Market Reactions to Corporate Earnings Announcements." *Journal of Financial Economics* (Forthcoming: Published online 17 Aug 2013, doi: 10.1016/j.jfineco.2013.08.004).
38. **Springer, T.**, B. Cline, X. Fu, and T. Tang. "Insider Trading in REITs: Evidence from Informed Stock Option Exercise around Seasoned Equity Offerings." *Journal of Real Estate Research*. 36.4 (2014):511-540.

Department of Graphic Communications

39. Huebner, C. F., V. Tsyalkovsky, Y. Bandera, M. K. Burdette, J. A. Shetzline, **C. Tonkin**, S. E. Creager, and S. H. Foulger. "Nonvolatile Optically-Erased Colloidal Memristors." *Nanoscale* 7.4 (Oct 2014):1270-1279.
40. Hurley, R. A., J. C. Rice, G. Conlon, **C. E. Tonkin**, and **L. O'Hara**. "The Impact of Simulated Kraft Substrates on Consumer Attention at the Point of Sale." *Journal of Applied Packaging Research* 7.1 (2015): Article 4.
41. Snyder, E., R. A. Hurley, **C. E. Tonkin**, K. Cooksey, and J. C. Rice. "An Eye-Tracking Methodology for Testing Consumer Preference of Display Trays in a Simulated Retail Environment." *Journal of Applied Packaging Research* 7.1 (2015): Article 6.

Department of Management

42. **Ferrand, Y.**, M. Magazine, and U. Rao. "Partially Flexible Operating Rooms for Elective and Emergency Surgeries." *Decision Sciences Journal* 45.5 (2014):819-847.
43. Galluch, P., **V. Grover**, and **J. Thatcher**. "Interrupting the Workplace: Examining Stressors in an Information Technology Context." *Journal of the Association for Information Systems (JAIS)* 16.1 (2015):1-47.

44. Garcia, P. R. J. M., S. L. D. Restubog, C. Kiewitz, K. L. Scott, and R. L. Tang. "Roots Run Deep: Investigating Psychological Mechanisms between History of Family Aggression and Abusive Supervision." *Journal of Applied Psychology* 99.5 (Sep 2014):883-897.
45. Gerow, J., V. Grover, J. Thatcher, P. Roth. "Looking Toward the Future for IT-Business Strategic Alignment through the Past: A Meta-Analysis." *MIS Quarterly (MISQ)* 38.4 (2014):1159-1185.
46. Gianiodis, P., and J. E. Ettl. "Service Innovation Reconsidered: The Global Banking Industry." *Academy of Management Perspectives* 28.1 (2014):76-91.
47. Giffi, C. A., A. V. Roth, A. Chaudhuri, B. Gangula, and M. Drew. "Cracking the Genetic Code of High-performing Manufacturers." *Deloitte Review* 14 (2014):110-125.
48. Goodwin, D. J., E. Chenhall, and J. K. Bilbrey, Jr. "Statistical Analysis of Religious Discrimination Complaints through the Equal Employment Opportunity Commission." *Journal of Legal Issues and Cases in Business* 3 (Jan 2015).
49. Grover, V. "Are We Losing Out with Digitization?" *Journal of Information Technology Case and Application Research* 17.1 (2015):3-7.
50. Grover, V. "Putting on the Best Job Talk You Can: Guidelines and Tips for Doctoral Students." *Decision Line* 46.1 (2015):15-17.
51. Hechavarria, D., and A. Ingram. "Review of Entrepreneurial Ecosystems and the Entrepreneurial Society: Exploration with the Global Entrepreneurship Monitor Dataset." *Journal of Business & Entrepreneurship* 26.1 (2015):1-35.
52. Henry, R., R. Narayanaswamy, and R. Purvis. "Understanding the Effect of Control on Information Systems Development Project Performance via Meta-Analysis." *Journal of Computer Information Systems* 55.3 (2015):46-54.
53. Ingram, A., D. Hechavarria, and C. Matthews. "Does Cultural Capital Matter? Exploring Sources of Funding in New Venture Creation." *Small Business Institute Journal* 10.2 (2014):1-18.
54. Johnson, R., N. Veltri, and J. B. Thatcher. "Beliefs and Attributions toward Computing Technology: The Moderating Role of Social Cues in Interfaces." *Journal of Organizational and End-User Computing* 27.3 (2014):27-54.
55. Li, S., and E. Karahanna. "Online Recommendation Systems in a B2C E-commerce Context: A Review and Future Directions." *Journal of the Association for Information Systems* 16.2 (2015):72-107.
56. Lucas, A. G., K. Primus, J. V. Kovach, and L. D. Fredendall. "Rethinking Behavioral Health Processes by Using Design for Six Sigma." *Psychiatric Services* 66.2 (Feb 2015):112-114.
57. Powell, E. E., and T. Baker. "It's What You Make of It: Founder Identity and Enacting Strategic Responses to Adversity." *Academy of Management Journal* 57.5 (2014):1406-1433.
58. Ridge, J., and A. Ingram. "Modesty in the Top Management Team: Investor Reaction and Performance Implications." *Journal of Management* (Forthcoming: Published online 24 Sep 2014, doi: 10.1177/0149206314551796).

59. Riley, J. M., **J. L. Miller**, and **V. Sridharan**. "Incorporating the Predictability of Consequences into a Disruption Management Framework." *International Journal of Business Analytics* 2.3 (2015):20-33.
60. **Robbins, T.L.**, and J. Burleson. "Consideration of Future Consequences: A Closer Look at Gender and Cultural Differences." *International Journal of Business and Social Science* 6.5 (May 2015):1-6.
61. **Roth, A.** "Your Food Supply: What You Don't Know Can Hurt You." *Spirit Magazine* Texas A&M Foundation (Summer 2014):42-43.
62. **Scott, K.D.**, **A. Ingram**, **T. J. Zagenczyk**, and M. K. Shoss. "Work-family Conflict and Social Undermining Behavior: An Examination of PI Fit and Gender Differences." *Journal of Occupational and Organizational Psychology* 88.1 (Oct 2014):203-218.
63. **Scott, K. L.**, S. Tams, M. Schippers, and K. Y. Lee. "Opening the Black Box: Exploring the Link between Workplace Exclusion, Perceptions of Envy and Worker Helping Behavior, Health and Turnover." *European Journal of Work and Organizational Psychology* 24.2 (2015):239-255.
64. **Scott, K. L.**, T. J. Zagenczyk, M. Schippers, **R. L. Purvis**, and K. S. Cruz. "Coworker Exclusion and Employee Outcomes: An Investigation of the Moderating Roles of Perceived Organizational and Social Support." *Journal of Management Studies* 51.8 (Dec 2014):1235-1256.
65. **Stewart, Jr., W. H.**, R. C. May, and D. L. Ledgerwood. "Do You Know What I Know? Intent to Share Knowledge in the US and Ukraine." *Management International Review* (Forthcoming: Published online 24 May 2015, doi: 10.1007/s11575-015-0252-9).
66. Taaffe, K., **L. D. Fredendall**, N. Huynh, and J. Franklin. "Computer Simulation Shows the Effect of Communication on Day of Surgery Patient Flow." *Association of periOperative Registered Nurses Journal* 102.1 (Jul 2015):60.e1-60.e14.
67. Tams, S., **V. Grover**, and **J. Thatcher**. "Modern Information Technology in an Old Workforce: Toward a Strategic Research Agenda." *Journal of Strategic Information Systems* 23.4 (Dec 2014):284-304.
68. Tams, S., Hill, K., A. Ortiz de Guinea, **J. Thatcher**, and **V. Grover**. "NeuroIS – Alternative or Complement to Existing Methods? Examining the Holistic Effects of Neuroscience and Self-Reported Data." *Journal of the Association for Information Systems* 15.10 (2014):723-753.
69. Tams, S., **J. Thatcher**, **V. Grover**, and R. Pak. "Selective Attention as a Protagonist in Contemporary Workplace Stress: Implications for the Interruption Age." *Anxiety, Stress, and Coping* (Forthcoming: Published online 19 Mar 2015, doi: 10.1080/10615806.2015.1011141).
70. Thürer, M, M. Stevenson, C. Silva, M. Land, **L. D. Fredendall**, and S. Melnyk. "Lean Control for Make-to-Order Companies: Integrating Customer Enquiry Management and Order Release." *Production and Operations Management* 23.3 (Mar 2014):463-476.
71. Van Iddekinge, C. H., S. E. Lanivich, **P. L. Roth**, and E. Junco. "Social media for selection? Validity and adverse impact potential of a Facebook-based assessment." *Journal of Management* (Forthcoming: Published online 16 Dec 2013, doi: 10.1177/0149206313515524).

72. Ward, M. J., Y. Ferrand, L. F. Laker, C. M. Froehle, T. J. Vogus, R. S. Dittus, S. Kripalani, and J. M. Pines. "The Nature and Necessity of Operational Flexibility in the Emergency Department." *Annals of Emergency Medicine* 65.2 (Feb 2015):156-161.
73. Watson, W. E., Stewart, Jr., W. H., W. O. Peake, D. Cooper, and A. Ingram. "A Comparison of Black and White Entrepreneurs in the United States." *International Journal of Strategic Management* 14.2 (Jan 2015):13-24.
74. Yoder, S. E., and M. E. Kurz. "Linear Programming Models across the Curriculum." *Journal of Education for Business* 90.1 (2015):18-23.
75. Zagenczyk, T. J., K. S. Cruz, J. Chung, K. L. Scott, C. Kiewitz, and B. Galloway. "The Moderating Effect of Power Distance on Employee Responses to Psychological Contract Breach." *European Journal of Work and Organizational Psychology* (Forthcoming: Published online 2 Oct 2014, doi: 10.1080/1359432X.2014.961432).
76. Zimmer, C., K. Craig, S. Tams, J. Thatcher, and R. Pak. "The Role of User Age in Task Performance: Examining Curvilinear and Interaction Effects of User Age, Expertise, and Interface Design on Mistake-making." *Journal of Business and Economics* 85.4 (2015):323-348.

Department of Marketing

77. Daly, A., S. Baron, M. Dorsch, R. Fisk, S. Grove, K. Cassidy and R. Harris. "Bridging the Academia-Practitioner Divide: The Case of Service Theater." *Journal of Services Marketing* 28.7 (Oct 2014):580-594.
78. Hunter, G. K. "Customer Business Development: Identifying and Responding to Buyer-Implied Information Preferences." *Industrial Marketing Management* 43.7 (Jul 2014):1204-1215.
79. Kirk, C., B. McSherry, and S. D. Swain. "Investing the Self: The Effect of Nonconscious Goals on Investor Psychological Ownership." *Journal of Behavioral and Experimental Economics* (Forthcoming: Published online 9 Jun 2015, doi: <http://dx.doi.org/10.1016/j.socec.2015.04.013>).
80. Kirk, C., S. D. Swain, and J. E. Gaskin. "I'm Proud of It: Consumer Technology Appropriation and Psychological Ownership." *Journal of Marketing Theory and Practice* 23.2 (2015):166-184.
81. Mittelstaedt, J., W. Kilbourne, C. Shultz, and M. Petersen. "Sustainability as Megatrend: Two Schools of Macromarketing Thought." *Journal of Macromarketing* 34.3 (Sept. 2014): 253-264.
82. Moore, J. N., M. A. Raymond, and C. D. Hopkins. "Social Selling: A Comparison of Social Media Usage across Process Stage, Markets, and Sales Job Functions." *Journal of Marketing Theory and Practice* 23.1 (2015):1-20.
83. Mullins, R. R., M. Ahearne, S. K. Lam, Z. R. Hall, and J. P. Boichuk. "Know Your Customer: How Salesperson Perceptions of Customer Relationship Quality Form and Impact Account Profitability." *Journal of Marketing* 78.6 (Nov 2014):38-58.
84. Mullins, R. R., D. G. Bachrach, A. Rapp, D. Grewal, and L. Bietelspacher. "You Don't Always Get What You Want and You Don't Always Want What You Get: An Examination of Control-Desire for Control Congruence in Transactional Relationships." *Journal of Applied Psychology* 100.4 (Jul 2015):1073-1088.
85. Poehlman, T. A., R. Dhar, and J. A. Bargh. "Sophisticated by Design: the Nonconscious Influence of Primed Concepts and Atmospheric Variables on Consumer Preferences." *Customer Needs and Solutions* (2015):1-14.

86. Reilly, T. M., S. Cummins, L. Carlson, **S. J. Grove**, and **M. J. Dorsch**. "Investigating the Portrayal and Influence of Sustainability Claims in an Environmental Advertising Context." *Journal of Macromarketing* 34.3 (2014):332-348.
87. **Siemens, J. C.**, S. Smith, and D. Fisher. "Investigating the Effects of Active Control on Brand Recall within In-Game Advertising." *Journal of Interactive Advertising* 15.1 (2015):43-53.
88. **Weathers, D.**, **S. D. Swain**, and I. Makienko. "When and How Should Retailers Rationalize the Size and Duration of Price Discounts?" *Journal of Business Research* (Forthcoming: Published online 19 May 2015, doi: <http://dx.doi.org/10.1016/j.jbusres.2015.04.010>).

Department of Political Science

89. Abrajano, M., and **L. Lundgren**. "How Watershed Immigration Policies Affect American Public Opinion Over a Lifetime." *International Migration Review* 49.1 (2015):70-105.
90. Evans, D., **J. Stewart, Jr.**, R. D. Wrinkle, and J. P. Wenzel. "Shock to the System: Latino Political Trust, Pre- and Post- 9/11." *Rio Bravo* (2014).
91. **Fine, J. A.** and J. M. Avery. "Do Senators Respond to Minority Voters?: Latino Turnout and Representation." *Social Science Quarterly* 95 (Dec 2014):1172-1188.
92. **Frost, D.** "Getting into Mischief: On what it means to Appeal to the Constitution." *The International Journal for the Semiotics of Law* 28 (2015):267-287.
93. **Peake, J. S.** "The Domestic Politics of U.S. Treaty Ratification: Bilateral Treaties from 1949 – 2012." *Foreign Policy Analysis* (Forthcoming: Published online 10 Dec 2015, doi: 10.1111/fpa.12086).
94. Rottinghaus, B., and **A. L. Warber**. "Unilateral Orders as Constituency Outreach: Executive Orders, Proclamations, and the Public Presidency." *Presidential Studies Quarterly*, 45.2 (2015):289-309.
95. **Thompson, C. B.** "Our Killing Schools." *Society* 51 (Apr 2014):210-220.
96. **Turner, B. P.** "Mandeville against Luxury." *Political Theory* (Forthcoming: Published online 18 May 2015, doi: 10.1177/0090591715584827).
97. **Warber, A. L.** "Public Outreach, Executive Orders, and the Unilateral Presidency." *Congress & the Presidency*, 41.3 (2014):269-288.
98. Waterman, R. W., J. Bretting, and **J. Stewart**. "The Politics of U.S. Presidential Appointments: From the Court of St. James to Burkina Faso." *Social Science Quarterly* 96.2 (Jun 2015):503-522.

Department of Psychology

99. Adler, A. B., **T. W. Britt**, P. Y. Kim, L. A. Riviere, and J. L. Thomas. "Longitudinal Determinants of Mental Health Treatment Seeking for U.S. Soldiers." *British Journal of Psychiatry* 207.2 (Apr 2015).
100. Al-Shawaf, L., D. M. G. Lewis, **T. R. Alley**, and D. M. Buss. "Mating Strategy, Disgust, and Food Neophobia." *Appetite* 85 (Feb 2015):30-35.
101. Black, J., P. Freeman, J. Wagner, E. Iyasere, D. Dawson, and **F. S. Switzer**. "Evaluation of Driver Steering Preferences Using an Automotive Simulator." *International Journal of Vehicle Design* 66.2 (2014):124-142.

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