

COLLEGE OF BUSINESS ADMINISTRATION

Books

Department of Accounting and Finance

Jaeger, David G. Tax Appeals & Collections Procedures (MicroMash CPE Series).
Harcourt Brace Publishers, Fall 2000.

Department of Marketing, Management, and Logistics

El-Ansary, Adel I, Anne Coughlan, Erin Anderson, and Louis Stern. *Marketing Channels*, 6th ed. Prentice Hall, 2001.

Published Articles and Book Chapters

Department of Accounting and Finance

Anderson, Seth C. and Robinson. "Anatomy of a Churning Claim." *The Journal of Financial Planning*, January 2001.

Barton, Thomas L. and William G. Shenkir and Paul L. Walker. *Risk Management*,
Research Monograph, Fall 2000.

Barton, Thomas L., William G. Shenkir and Paul L. Walker. "Managing Risk: An
Enterprise-wide Approach." *Financial Executive*, March/April 2001.

Bates, Homer L. and Cheryl J. Frohlich. "The Relationship Between Research
Productivity and Teaching Effectiveness of Finance Faculty," 2000 Academy of
Business Education.

Calhoun, Charles H. and Michael Walsh. "A Comparison of the ISAR Model Curriculum
and the UNF/AACSB Accounting Program," *Accounting and Business Journal*,
Fall 2000.

Waldrup, Bobby E., Jeffrey E. Michelman, and Maxine Person. "Voice Recognition
Software: Look Before You Leap." *CPA Journal*, November 2000, pp. 42-51.

Department of Economics and Geography

Borg, Mary O. and Harriet A. Stranahan. "Lottery Funded Merit Scholarships: Some
Lessons from the Florida Bright Futures Scholarship Program." *Journal of
Business and Public Affairs*, Volume 28, Number 1, Spring 2001, pp. 60-73.

Borg, Mary O. and Harriet A. Stranahan. "The Effect of Gender and Race on Student
Performance in Principles of Economics: The Importance of Personality Type."
Applied Economics, 2001.

Borg, Mary O. and Harriet A. Stranahan. "Personality Type and Student Performance in Upper Level Economics Courses: The Importance of Race and Gender." *Journal of Economic Education*, 2001.

Stranahan, Harriet A. "Organizational Characteristics Associated with Hospital Chief Executive Officer Turnover," *Journal of Health Care Management*, Fall/Winter 2000.

Department of Management, Marketing and Logistics

Browning, John M. "Developing "Fast Track" Policies and Procedures for the Purchase of Underground Construction: A Public Utilities Example." *PRACTIX*, September 2000, 7-12.

Fine, Cory R., James Castagnera and Andras Toth. "American and Hungarian Labor Decline: Similar Challenges, Worlds Apart, A Single Solution?" *Labor Law Journal*, Spring 2001, 52, 1.

Fine, Cory R. and Paul Baktar. "Public Sector Union Democracy: A Comparative Analysis." *Journal of Labor Research*, Spring 2001, 22, 1.

Fine, Cory R. "Careers in Central and Eastern Europe." *HR World*, November/December 2000, 3, 6.

Fine, Cory R. "Relocation Trends in Central and Eastern Europe." *HR World*, September/October 2000, 3, 5.

Van Deusen, Cheryl A., Carolyn Mueller, Gordon Jones and Jerry Glover. "A Cross Cultural Comparison of Problem Solving Beliefs and Behaviors: Helping Managers Understand Country Differences." *International Journal of Management & Decision Making*, 2001.

Van Deusen, Cheryl A., Carolyn Mueller and Tom Charles. "Perceived Goals of Business Leaders in 15 Countries: A Proposed Topology of Seven Managerial Profiles by Hofstede, G." *Academy of Management*, 2001.

Van Deusen, Cheryl A. "Panel: Sustainable Learning – Integrating Learning into our Teaching," *International Association for Business & Society*, March 2001.

Proceedings

Department of Accounting and Finance

Bates, Homer L. and Cheryl J. Frohlich. "The Relationship between Research Productivity and Teaching Effectiveness of Finance Faculty." *Proceedings of the Annual Meeting of the American Academy of Accounting and Finance*, New Orleans, December 2000.

McEldowney, John E. "An Investigation of the Use of Verbal and Numerical Probability Expressions in Bank Lending Decisions." *Proceedings of the 2001 Thirteenth Annual Meeting of the Western Decision Sciences Institute*, Vancouver, Canada.

Capriotti, Kim B., Bobby E. Waldrup, and John E. McEldowney. "Financial Uncertainties: How Communication Mode Affects Bank Lending Decisions." *Proceedings of the Western Sciences Institute Annual Meeting*, Vancouver, Canada, April 2001.

Department of Management, Marketing and Logistics

Van Deusen, Cheryl A. and Carolyn Mueller. "Fiji Pine, Limited: A Case Study of Long-term Privatization and Stakeholder Conflict." *Proceedings of the International Association for Business & Society*, March 2001.

Van Deusen, Cheryl A. "Blue Horizons." *Proceedings of the Association for Business Simulation and Experiential Learning*, April 2001.

Pohlen, Terrance L. "The 2000 Ohio State University Study of Career Patters in Logistics." *Proceedings of the Annual Conference of the Council of Logistics Management*, September 2000.

Harms, Craig G. "A Vertically Integrated Case Using the World Wide Web to Develop and Econometric Multiple Regression Model." *Proceedings of Southeast INFORMS*, October 2000.

Harms, Craig G. "The Detailed Scheduling of the Aggregate Planning Topic." *Proceedings of Southeast INFORMS*, October 2000.

Johnson, Edward A. "Leadership in Contemporary Organizations: A Multi-Dimensional Planning and Development Model for Undergraduate Students, The University of North Florida Case." *Proceedings of the ACT 4 – Fourth Creative Teaching Conference*, The Academy for Creative Teaching and the World Association for Case Method Research and Application, Vienna, Austria, January 2001.

Johnson, Edward A. "Business Ethics in Case Development: A Useful Learning Tool for Undergraduate Students, the University of North Florida Case." *Proceedings of the Eighteenth International Conference on Case Method Research and Application*, Lund University, Lund, Sweden, June 2001.

Presentations

Department of Accounting and Finance

Bates, Homer L. and Cheryl J. Frohlich. "The Finance Faculty Research – Teaching Relationships: Florida Evidence." Annual meeting of the American Academy of Accounting and Finance, New Orleans, December 2000.

Bates, Homer L., Allen K. Lynch, and Hubert W. Gill. "Student Evaluations of Faculty in the first two Accounting Courses." Annual meeting of the Southeastern American Accounting Association, Tampa, April 2001.

Bates, Homer L., and Frank S. McLaughlin. "The Effect of the Delphi Method on Student Evaluations of Faculty." Annual meeting of the American Society of Business and Behavioral Sciences, Las Vegas, February 2001.

Bates, Homer L., and Kevin D. Walsh. "An Examination of Web Pages of Accounting Faculty." Annual meeting of the American Society of Business and Behavioral Sciences, Las Vegas, February 2001.

Jares, Timothy E. "On The Survivability of Noise Traders: A Numerical Modeling Approach." International annual meeting of the Financial Management Association, Seattle, October 2000.

Rosenberg, Sidney B. and C. Donald Wiggins. "Valuation of Partial Interests in Real Estate: A Case Study." National meeting of the American Real Estate Society, Coeur d'Alene, Idaho, April 2001.

Department of Economics and Geography

Baliamoune, Mina. "Official and Black-Market Exchange Rates in Morocco: A Cointegration Model." Annual meeting of the Eastern Economic Association, New York City, February 2001.

Borg, Mary O. "Some Futures are Brighter than Others: The Net Benefits Received by Florida Bright Futures Scholarship Recipients." Sports, Arts and Leisure meeting, March 2001, England.

Cobb, Sharon C. "Whose Money is it Anyway? Marketing Offshore Financial Places." Annual meeting of the Association of American Geographers, New York, March 2001.

Cobb, Sharon C. "Trust in Cyberspace: Offshore Financial Services and the Internet." South Eastern Division of the Association of American Geographers, Chapel Hill, November, 2000.

Mason, Paul M. "An Economic Assessment of Ticket Generating Games in Video Arcades: Underage Gambling Promotion." 14th National Conference on Problem Gambling, October 2000.

Perry, Joseph M. and Louis A. Woods. "Hunting the Celtic Tiger: In Search of the Roots of the Irish Economic Boom." Presented at the annual meeting of the American Council on Irish Studies, held in Jacksonville, February 2001.

Perry, Joseph M. and Louis A. Woods. "The International Diffusion of the Cuban Cigar Industry and Property Rights Issues." Annual Meeting of the American Economic Association, New Orleans, January 2001.

Sinyavskaya, Natalia S. "US Fundamental Equilibrium Exchange Rates: Methodology, Estimation, and Forecasting." Southeast Theory and International Economics Meeting in Houston, October 2000.

Department of Management, Marketing and Logistics

Fine, Cory R. "Diversity in the Workplace." American Culinary Federation, American Academy of Chefs Southeast Regional Conference, January 2001..

Fine, Cory R. "The New American Labor: Redeveloping Strategies for Organizing Success." Presented at the 21st Annual Southern Industrial Relations and Human Resources Conference, University of Alabama, Birmingham, October 2000.

Lambert, Douglas M. and Terrance L. Pohlen. "Supply Chain Performance Measures." Presented at the 2000 Annual Conference of the Council of Logistics Management, New Orleans, LA, September 26, 2000.

Paulson, Steven K. "Business Strategy Across the Ages: A Theory of International Similarities." Presented at the Annual Meeting of the Association for Global Business, Orlando, November.

Paulson, Steven K., Jeffrey W. Steagall, Thomas Leonard, and Louis A. Woods. "European Management Trends and the European Union: Three Case Studies." Presented at the Annual Meeting of the Academy of International Business Southeast, Orlando, November.

Pohlen, Terrance L. and Christopher Norek. "Cost Knowledge." Presented at the 2000 Annual Conference of the Council of Logistics Management, New Orleans, LA, September 26, 2000.

Pohlen, Terrance L. 2000 Career Patterns in Logistics funded by Supply Chain Research Group, The Ohio State University. October 2000 completion date.

Vaghefi, M. Reza. "Firms-Level Productivity and Global Competitive Advantage." Presented at the International Atlantic Economic Conference, Athens, Greece, March 2001.

Vaghefi, M. Reza. "Productivity is the Core of Globally Sustainable Competitive Advantage: General Motors versus Toyota." Presented at the Academy of International Business, November 2000.

Grants and Contracts

Department of Economics and Geography

Mason, Paul M. Grant from the JEDC in the Town-Gown program beginning Summer 2000, completed December 2000, approximately \$19,000.

Department of Management, Marketing and Logistics

Pohlen, Terrance L. Customer Satisfaction Survey in the Golf Industry funded by Taylor Made-Adidas Golf Company, \$120,000 funded April 2000 thru December 2000.

Salter, Lowell M. Awarded contract to operate Ocala District Office by Marion County, \$37,500.

Salter, Lowell M. Awarded contract to operate the Small Business Training Center by the Jacksonville Chamber of Commerce, \$40,000.

Salter, Lowell M. Awarded second contract to provide Micro Loan Borrower Technical Assistance by First Coast Micro Loan Program, \$15,167.

Salter, Lowell M. Awarded contract to operate Camp Entrepreneur by Corporate/Foundation Donations, \$16,650.