

# SYMPOSIA

▲ ▲ ▲ WEDNESDAY ▲ ▲ ▲  
**Competitive Strategy, Economics, and IS**  
(All Day in Kohala 3 & 4)

Chairs: Eric Clemons, Rajiv Dewan, and Rob Kauffman

8:30am  
Plenary  
Kohala 3

A Retrospective on Information, Competitive Strategy and Economics: After 20 Years at HICSS,  
What We Have Learned about IT and Strategy?  
*Eric K. Clemons, University of Pennsylvania*

9:15am  
Keynote 1  
Kohala 3

Interdisciplinary Research Directions on the Network Effects of Technology  
*Nick Economides, New York University*

10:00 – 10:30  
Break

PARALLEL SESSIONS 10:30-12:30

**Kohala 3**  
Business Value of Information Technology  
Moderator: *Barrie Nault*  
*University of Calgary*

- Information Technology and Organizational Capital:  
Evidence from Census Data  
*Erik Brynjolfsson, MIT; Adam Saunders, MIT; and Lorin Hitt, University of Pennsylvania*
- Motivation and Incentives of Open Source Software  
Project Contributors  
*Il-Horn Hann, USC; Jeffrey Roberts, Duquesne University; and Sandra Slaughter, Carnegie Mellon*
- Assessing Option-Based IT Investment Risk  
Management: A Case Study of Data Mart Consolidation  
in an Airline Firm  
*Michel Benaroch, Syracuse University; Mark Jeffery, Sandeep Shah, Northwestern University; and Rob Kauffman, Arizona State University*
- The Effects of IT on Capital Deepening  
*Paul Chwelos, University of British Columbia; Neeraj Mittal, Government of India; and Barrie R. Nault, University of Calgary*

**Kohala 4**  
Electronic Markets  
Moderator: *Abraham Seidmann*  
*University of Rochester*

- The Intricacies of Price and Quantity Discovery:  
Technology's Role  
*Robert A. Schwartz and Marvin M. Speiser, City University of New York*
- The Impact of Location on Consumer Purchases in  
Electronic Markets  
*Chris Forman, Carnegie Mellon University; Anindya Ghose, New York University; and Avi Goldfarb, University of Toronto*
- Electronic Market Design: Integrating Contract and Spot  
Procurement via Options  
*D. J. Wu, Georgia Institute of Technology*
- Empirical Investigation of Capacity and Pricing Decisions  
in a Competitive Marketplace: Is the Steady-State Nash  
Equilibrium Achievable in Practice?  
*Tushar Mehta, The TM Consulting Practice; and Abraham Seidmann, University of Rochester*

12:30 - 1:15  
Box Lunches Available

1:15-2:00

**Keynote 2**  
**Kohala 3**

Practical Electronic Auction Design  
*Peter Cramton, University of Maryland*

PARALLEL SESSIONS 2:00 – 3:00

**Kohala 3**

Game Theory and Strategy

*Moderator: Rajiv Dewan, University of Rochester*

- Model of Optimal Software Patent Policy  
*Matt Thatcher, University of Nevada, Las Vegas; and David Pingry, University of Arizona*
- Analyzing Strategic Interactions in Information Systems Using Game Theory  
*Rajiv Dewan, University of Rochester*

**Kohala 4**

Internet-Based Selling and Consumer Behavior

*Moderator: Mark Bergen, University of Minnesota*

- An Economic Analysis of Online Product Reviews and Ratings  
*Pei-Yu Chen, Carnegie Mellon University*
- Analyzing Customer Antagonism-Driven Price Rigidity in Internet-Based Selling  
*Mark Bergen, Hakkyun Kim, University of Minnesota; Rob Kauffman, Arizona State University; and Dongwon Lee, Korea University*

3:00 – 3:30

**Break**

PARALLEL SESSIONS 3:30 – 4:30

**Kohala 3**

Online Resource Allocation and Pricing

*Moderator: Pei-Yu Chen, Carnegie Mellon University*

- Efficient Allocation of Online Resources  
*Abishek Bapna, Google and Stanford University; and Thomas Weber, Stanford University*
- A Model of Spatial Differentiation and Product Information Availability in Electronic Markets  
*Panos Markopoulos, McKinsey & Company*

**Kohala 4**

Social Networks and Digital Entertainment

*Moderator: Lorin Hitt, University of Pennsylvania*

- The Growing Importance of Networks in IS Research  
*Arun Sundararajan, New York University*
- Forms of Collaboration between Firms and Consumers in the Digital Entertainment Industries  
*Karl R. Lang, City University of New York*

4:00 – 5:00

**Keynote 3**  
**Kohala 3**

Research on Knowledge Management  
*Andrew Whinston, University of Texas, Austin*

5:00 – 5:45

**WRAP-UP PANEL**

**Kohala 3**

The Road Ahead -- Impacts and Prospects of Competitive Strategy and Economics Research in the IS Domain – Participants' and Editor's Views

*Moderator: Eric K. Clemons, University of Pennsylvania*

*Avi Seidmann, University of Rochester; Rob Kauffman, Arizona State University; Vladimir Zwass, Fairleigh Dickinson University*

Symposia cont'd....

▲ ▲ ▲ WEDNESDAY ▲ ▲ ▲  
**The Global Electronic Government  
Research and Practice Community**  
(All Day in Kohala 1)

Chairs: Valerie Gregg, Sharon Dawes, Marijn  
Janssen, Theresa Pardo, Jochen Scholl,  
and Maria Wimmer

9:00 – 10:15

**Invited Panel 1**

**Digital/E-Government Meritorious Research Papers**

What's In A Field--Exploring the eGovernment Domain  
*Ake Gronlund, Orebro University, Sweden*  
HICSS-38 Best Paper

The Effect of Organizational/Technological Factors and  
the Nature of Knowledge on Knowledge Sharing  
*Jing Zhang, Sue R. Faerman, Anthony Cresswell (Center  
for Technology in Government, SUNY-Albany)*  
HICSS-39 Best Paper

Political E-Identity: Campaign Funding Data and Beyond,  
*David Wolber, University of San Francisco*  
(dgo2006 Meritorious Paper)

Discussant: *Lawrence E. Brandt, Program Manager for  
Digital Government Research, U.S. National Science  
Foundation*

10:15 – 10:45

**Coffee Break  
Grande Promenade**

10:45 – 12:00

**Invited Panel 2**

**International Digital/E-Government Research**

Sustaining an International Digital Government Research  
Community  
*Valerie Gregg, University of Southern California,  
Information Sciences Institute*

12:00 – 2:30

**Scenario-Building Exercise  
Bring your box lunch**

Research Roadmap to E-Government in 2020  
*facilitated by Marijin Janssen, Delft University of  
Technology, and Sharon Dawes, Center for Technology in  
Government, Albany*

2:30 – 3:00

**Break**

3:00 – 3:30

**Roadmap 2020 Report Out**

3:30 – 4:00

**Invited Panel 3**

**Global Digital/E-Government Societies**

*Sharon Dawes, President, Digital Government Society  
of North America; and Ake Gronlund, President, European  
E-Gov Society*

▲ ▲ ▲ WEDNESDAY ▲ ▲ ▲

**Mobile Computing Hardware  
Architectures**

(All Day in Kona 2)

Chair: Toomas P. Plaks

9:00 – 10:15

Introduction. Parallelism and Configurability in mobile  
Computing Devices  
*Toomas Plaks, London*

A IPv6 Secure Multicast Conferencing System Implemen-  
tation and Performance Analysis  
*Do-won Hyun, Woo-kyung Sung, Do-hyun Pyon,  
Tae-hwan Kim, Woo-jin Han, Jin-hyuk Lee, Ju-wook Jang  
RTI Lab, Dept. of Electronic Engineering, Sogang  
University, Korea*

Superimposing Technique of Reconfiguration Contexts for  
Increasing Reconfiguration Speed  
*Minoru Watanabe and Fuminori Kobayashi, Kyushu  
Institute of Technology, Japan*

10:15 – 10:45

**Coffee Break  
Grande Promenade**

10:45 – 12:00

Parallel Embedded Architectures for Native Geometric  
Algebra Operations and Computer Graphics.  
*Antonio Gentile, Giorgio Vassallo, Salvatore Vitabile,  
Gianpiero Caruso, Gianluca Desiderato, and Filippo  
Sorbello, Universite degli studi di Palermo, Italy*

An New Class of Highly Functional FFTs  
*Greg Nash, Centar*

Discussion

12:00 – 1:00

**Enjoy a Box Lunch  
Grande Promenade**

1:00 – 2:15

A Reconfigurable MAC Unit  
*Esther A. Hughes, Electrical and Computer Engineering, Virginia Commonwealth University, Charles T. Johnson-Bey, Lockheed Martin, David H. Warren, Electrical and Computer Engineering, Virginia Commonwealth University,*

An Adaptive Packet Aggregation Approach For Wireless Sensor Network  
*Allan Zhang, Yahoo Corp*

Discussion

2:15pm – 2:45

Coffee Break

Grande Promenade

2:45 – 4:00

Optimization Quasielastic Phenomenological Simulation For Isotropic Phenomenal Medium Liquid Crystal  
*Chia -Fu, Chang, Wi-Ci, Chen, Zou-ni Win, Kun Shan University of Technology*

Discussion

Conclusion

▲ ▲ ▲ WEDNESDAY ▲ ▲ ▲  
**Management of Globalized On Demand and Service Innovation**  
(All Day in Kona 3)

Chairs: Desai Narashimhalu, Gina Poole, Dianne Fodell, and Marko Torkkeli  
in cooperation with IBM  
and the International Society for Professional Innovation Management (ISPIM)

Current Practices in the Management of Globalized On Demand Innovation

Kickoff the symposium and topic  
*Dianne Fodell, IBM Program Director, Innovation and University Relations*

9:30 – 10:30

IBM's Global Innovation Outlook and Innovation Jam –  
*Gina Poole, IBM Vice President, Innovation and University Relations*

10:30 – 11:00

Break

11:00- 12:00

An Algorithm for Technology Commercialization –  
Determining the Value of Innovations  
*Steven Markham, North Carolina State University*

12:00 – 1:00

Enjoy a Box Lunch  
Grande Promenade

Service Innovation and Globalized Innovation Management

1:00 – 1:45

Looking for the Locus in New Service Innovation  
*Iris Ginzburg, IBM Haifa Research Lab*

1:45 – 2:20

Facilitating More Effective Idea Generation and Collaborative Reasoning in Mixed Mode Innovation Discussions  
*John Handy-Bosma, IBM Research*

2:30 – 3:00

Break

3:00 – 3:45

Knowledge Intensive Business Services as Systems of Continuous Innovation  
*Saara Brax, Helsinki University of Technology*

3:45 – 4:30

A Service Innovation Approach and Framework – A Case Study of ODIS Program and Related Activities  
*Yuriko Sawatani, Tokyo Research Laboratory, IBM*

Symposia cont'd...

▲ ▲ ▲ WEDNESDAY ▲ ▲ ▲  
**ICT Support for Creative Teams**  
(Morning in Queen's 4)

Chairs: Doug Vogel and Paul Swatman

Creative Teams – the CreWS Project  
An Overview Presentation  
*Paul Swatman, University of South Australia*

Meeting in a Car: A Case for Social Support Systems  
*Terence Blackburn, University of South Australia*

ICT-mediated Synchronous Communication in Creative  
Teamwork: From Cognitive Dust to Semantics  
*Vivian Nguyen, University of South Australia*

The Dynamics of a Creative Team: Analysing the  
Development of the Focal Artefact  
*Kuan Tan, University of South Australia*

IT Support for Asynchronous Inter-Organizational  
Creative Collaboration  
*Roger Tagg, University of South Australia*

Collaborating in Orientation Games  
*Gerhard Schwabe, University of Zurich*

Sharing Tourist Experiences  
*Marco Prestipino, University of Zurich*

Creative Team Support Systems  
*Doug Vogel, University of Zurich*

▲ ▲ ▲ WEDNESDAY ▲ ▲ ▲  
**Information Technology Application  
in Emerging Economies: Strategies,  
Best Practices, Theories, Tools,  
and Techniques**  
(Morning in Queen's 5)

Chairs: Sajda Qureshi and Doug Vogel

Bypassing The Digital Divide: A Knowledge Networking  
Strategy For Using ICT To Help Leverage Talent Pools in  
Developing Regions of the World  
*Peter Keen, College of Information Systems & Technology,  
University of Nebraska Omaha and Keen Innovations*

Information Technology Investment Evaluation for  
Emerging Economies: Tools and a General Framework  
*Narczyz Roztock, School of Business, State University of  
New York at New Paltz and Heinz Roland Weistroffer,  
School of Business, Virginia Commonwealth University*

Stimulating Information Technology Research in Latin  
America: The Case Example of a Journal Special Issue  
*James B. Pick University of Redlands*

From Wired to Wireless: Singapore's Ubiquitous  
Digital Hub  
*Margaret Tan, Nanyang Technological University,  
Singapore*

▲ ▲ ▲ WEDNESDAY ▲ ▲ ▲  
**Human-Agent Interaction: Integrating  
Humans with Intelligent Technologies**  
(Afternoon in Queen's 5)

Chairs: Martha Crosby, Jean Scholtz,  
and Lucy Nowell

1:00 — 2:15

Introduction  
Symposium Co-Chair *Martha E. Crosby*

Invited Talk

*Cita M. Furlani, Director, Information Technology  
Laboratory, National Institute of Standards and Technology*  
Human-Agent Interaction and Intelligent  
Technologies  
at NIST

Sensing Super-Position: Human Sensing Beyond the  
Visual Spectrum  
*David Maluf and John Schipper, National Aeronautics and  
Space Administration*

Intelligent Human Computer Interaction with Ubiquitous  
Computers  
*Neil Scott University of Hawai'i*

2:45 — 4:00

Applied Human-Agent Interaction

Mapping Computer-to-Student Conversation for Learning  
*Patricia Donohue, Communication & Information Sciences,  
University of Hawai'i*

PISCES-2010: Designing a Cross-Disciplinary  
Cybersecurity Degree with Forensics Science  
*Rachelle Heller, Lance Hoffman, Eva Vincze, George  
Washington University*

Embedding Hercule Poirot in our Networks!  
*Barbara Endicott-Popovsky, Director, Center for Information  
Assurance and Cybersecurity, University of Washington*

Discussion  
Symposium Co-Chair *Martha E. Crosby*

▲ ▲ ▲ THURSDAY ▲ ▲ ▲  
**Case and Field Studies in Collaboration**  
(All Day in Kona 5)

Chairs: Robert J. Briggs and Jay F. Nunamaker

Session 1

Opening Remarks and an Open Dialog In Pursuit of  
Unanswered Questions On Collaboration  
*Jay Nunamaker and Bob Briggs*

Session 2

Sociotechnical Walkthrough - A Means to Support  
Collaboration Engineering  
*Thomas Herrmann*

Deploying New Collaborative Work Practices In a Large  
Military Organization  
*Lucas Steinhauser*

Session 3

Theas Distance Education Steering Board and  
Setting DE Policy in Alaska  
*Curt Madison*

CE Design Method  
*Gwen Kolfshoten and G.J. de Vreede*

Session 4

Making Sense of Collaboration Technology: A Survey  
of the COTS Market and a New Classification Scheme  
*John Murphy, Alana Davis, and Danny Mittleman*

Collaboration for Very Large Groups  
*Joel Helquest and Jay Nunamaker*

▲ ▲ ▲ FRIDAY ▲ ▲ ▲  
**Deception Detection**  
(All Day in Kona 5)

Chairs: Judee Burgoon and Jay Nunamaker

8:00 — 9:30

A Research Program in Deception Detection using  
Linguistic, Kinesic and Vocalic Analysis  
*Judee Burgoon and Jay F. Nunamaker*

Detecting Deception Text in Cyberspace  
*Neil Rowe*

10:00 — 11:30

Why did I do that? Understanding the Deceptive  
Communication in Phishing  
*Kent Marett and Ryan Wright*

ENRON: Identification of Ingroup and Outgroup Members  
from a Linguistic Analysis of Email  
*Jay Nunamaker, Judee Burgoon, Chris Diller and Jerod  
Wilkerson*

2:00 — 3:30

A Multilayer Decoding Model to Increase the Consistency  
of Deception Detection  
*Tiantian Qin*

Cues in Online Spaces (?) or Online Dating and  
Deception  
*Jeff Hancock and Michael Woodworth*

4:00 — 5:30

Cognitive Heuristics and the Stability of Receiver  
Judgments in Detecting Deception  
*David Buller, Walid Afifi, Cindy White, A. Buslig  
and Loren Hamel*

Effects of Modality Richness and Deception and  
Communication Quality and Task Performance  
*Joel Helquist, Judee Burgoon and Karl Wiers*

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