Institute of Behavioral and Applied Management



2018 Conference Program IBAM 25

August 2-4, 2018

Monmouth University West Long Branch, New Jersey



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The Institute of Behavioral and Applied Management

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Reviewer Appreciation

It would not be possible to have a peer-reviewed conference without the efforts of many reviewers. For 2018 we were fortunate to have over 30 scholars volunteer to serve in this capacity and complete over 50 reviews. Thank you to each person who served in this capacity. Please continue your service for 2019.

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Institute of Behavioral and Applied Management IBAM 25 – August 2-4, 2018, Monmouth University, Long Branch, New

Greetings, IBAMers!

Almost 30 years ago, a small group of friends, who happened to be academic colleagues, gathered to discuss what they liked most (and least) about the academic conferences they attended. Could serious academics provide constructive criticism without deriding each other's work? Without ripping apart innovative enthusiasm? Without tearing out the heart of curiosity? Without pitting academics against practicing managers whose work their research could most benefit? All had attended conferences that left them discouraged, unnoticed, disenchanted, and unconnected. From their conversation, the Institute of Behavioral and Applied Management (IBAM) took form. When our founders designed IBAM, it was as a strictly face-to-face organization. Since then, new forms of technology, social media, and online learning have changed culture and brought new opportunities for engagement.

IBAM remains a niche conference, boasting good academic research presented in a strong culture of friendliness and respect. It was important to our founders, and it remains important to this generation of IBAM leaders that we not lose sight of our collegial commitment to high quality research.

It has been my honor to serve as IBAM's President. Having had previous roles as Program Chair and Division Chair, I am especially grateful for the hard work of our incoming President, Scott Jeffrey. He and Program Chair-elect Mary Pisnar have put together an exciting program. Both have worked tirelessly behind the scenes to work out the details of our conference at Monmouth University. I also appreciate the support of the Past Presidents, the Division Chairs, and the Board of Directors. Special thanks to our departing division chairs and board members. Division I Chair Kathy Utecht and Division II Chair, Tom Martin run tight ships and have gifted IBAM with the highest level of expertise in their fields. Board member Jeff Tyler leaves despite multiple attempts by me to keep him involved as our project management consultant. Alas, retirement sings the siren song.

IBAM leaders are tasked each year with future visioning. Two years ago, we determined it was time to bring outsourced functions back into the organization following the retirement of long-time IBAM travel agent extraordinaire Linda Hoffner. Additionally, we recognized the need for a new brand, a fresh website, and a closer connection with our journal, JBAM. We sought to develop stronger ties with hosting universities to intensify the focus on academic integrity and keep conferences affordable.

We have achieved these goals, but it has only been through the hard work of volunteers like Past President Christy Hutchison, who donated her time and professional skills to reactivate IBAM's 501c3 status. Board member Arthur Jue has worked daily for the last year to help redesign IBAM's website into an interactive platform for information and registration that can easily adjust going forward. Arthur, Scott Jeffrey, and Mary Pisnar, have created a social media campaign that will serve IBAM well into the future. Marcel Minutolo and Paul Jacques have pushed the Journal of Behavioral and Applied Management into a new platform (Scholastica) and have worked with Scott Jeffrey to make the same change for IBAM submissions. Past President Linda Thomas has offered great advice and encouragement to the current board and to

her students about the viability of IBAM going forward. TJ Wharton stepped in to fill a gap when Kenneth York needed a hand in the Student Division. We have young enthusiasm and innovative insights with Steven Chen, Emily Knowles, Jai Lee, and Kimberly Foor.

As you can see, stepping into an IBAM leadership position is for those who like to roll up their sleeves and make things happen. We hope that you, as an IBAM member, will be just as excited about IBAM's next 25 years as we are. Please consider volunteering for a division, an administrative position, or a support committee. Speak to any board member or division chair about opportunities to serve.

IBAM would not be possible without you. Thank you for your research submissions and your commitment of personal and institutional support to be here. We thank Monmouth University, our hosts, and hope you will enjoy its beautiful campus.

We dedicate IBAM 25 to those who came before us, whose inspiration was their belief that academic conferences need not be contentious, but should be collegial. IBAM is a place where academics and practitioners alike are welcomed, appreciated, and encouraged toward their best research and practice.

Sara B. Kimmel IBAM President, 2016-2018

IBAM 1 (1993) - Denver	IBAM 14 (2006) - Memphis
IBAM 2 (1994) - Washington	IBAM 15 (2007) - Reno
IBAM 3 (1995) - Seattle	IBAM 16 (2008) - Orlando
IBAM 4 (1996) - Portland	IBAM 17 (2009) – Washington
IBAM 5 (1997) - San Antonio	IBAM 18 (2010) – San Diego
IBAM 6 (1998) - Orlando	IBAM 19 (2011) - Orlando
IBAM 7 (1999) - Annapolis	IBAM 20 (2012) - Nashville
IBAM 8 (2000) - San Diego	IBAM 21 (2013) - San Diego
IBAM 9 (2001) - Charleston	IBAM 22 (2014) - Orlando
IBAM 10 (2002) - Denver	IBAM 23 (2015) - Pittsburgh – Robert Morris
IBAM 11 (2003) - Tampa	University
IBAM 12 (2004) – Providence	IBAM 24 (2016) - San Diego
IBAM 13 (2005) - Scottsdale	IBAM 25 (2018) – West Long Branch –
	Monmouth University

Welcome to the Jersey Shore!

It is hard to believe that this is the 25th conference for IBAM. On behalf of all the Program Committee of IBAM, I welcome you to IBAM 25 in West Long Branch, NJ. Our theme this year is *Coming Together.* I began with IBAM in Orlando in 2008 and DC in 2009. Took a hiatus to get settled in my new job here and then came back in 2013. I have been a member of the leadership since then and have never regretted it. IBAM attendees are a great group and I love meeting with them.

Those who have attended IBAM conferences in the past know that socializing with your friends from past conferences is one of the great pleasures of attending. However, we are also an academic conference, so please attend as many of the sessions as you can. During these sessions, listen carefully and question any assumptions and conclusions of the presenters.

In addition to the scholarly sessions IBAM is known for, we will also have time for *coming together* to network and bond during informal events as well. Please join us at the Presidential Reception on Thursday night and the Awards Luncheon on Friday to meet new colleagues and renew old friendships. Friday evening we invite you to "Explore the Shore" and see what this area of New Jersey can offer and to socialize in a more informal environment. If you don't feel up to it, don't worry, there will be other opportunities to engage.

We are honored to have John Lloyd, FACHE, as our out keynote speaker. He is currently the Co-CEO of Hackensack-Meridian Healthcare (HMH), which has recently become the largest health care provider in New Jersey. HMH has grown over the last 6 years through acquisitions and mergers and so John is uniquely qualified to talk about the challenges of bringing organizations together.

I would like to thank the Division Chairs and co-chairs: Kathy Utecht Division 1, Tom Martin of Division 2, Marcel Minutolo and Jay Lee of Division 3, John Stakeley and Kimberly Foor of Division 4, and T.J. Wharton and Kenneth York of Division 5. They serve as volunteers and work tirelessly to make this conference a success. Your work is held to their high standards, and they have personally reviewed each paper in their divisions. The Division Chairs are the true gatekeepers of the quality of the IBAM academic experience.

Thank you to everyone who volunteered as a reviewer in 2018. Please continue to donate your service to IBAM. I also want to offer my personal gratitude to our President, Sara Kimmel, who has provided tremendous support for me over the last 3 years as I grew into this role.

I look forward to speaking with each of you over the next few days.

Scott Jeffrey, Ph.D. IBAM VP/Program Chair

IBAM Leadership 2016-2018

Officers

President: Sara B. Kimmel, Mississippi College

Vice President and Program Chair: Scott Jeffrey, Monmouth University

Program Chair Elect: Mary Pisnar, Baldwin Wallace University

Secretary: OPEN Treasurer: OPEN

Immediate Past President: Ken Levitt, Frostburg State University

Proceedings Editor: Paul Jacques, Rhode Island College. **JBAM Editor:** Marcel Minutolo, Robert Morris University

JBAM Associate Editor: Paul Jacques, Rhode Island University

JBAM Assistant Editor: John Garger

Division Chairs

Division I: Human Resources Management

Kathleen Utecht, Sam Houston State University

Division II: Organizational Behavior, Theory, and Development

Tom Martin, University of Nebraska at Omaha

Division III: Strategic and Global Management

Marcel Minutolo, Robert Morris University

Jay Lee, CSUS

Division IV: Management Education and Pedagogy

Kimberly Foor, University of Maryland

John Stakeley, RMU

Division V: Student Papers

T.J. Wharton, Oakland University Kenneth M. York, Oakland University

Board of Governors

Jeff Tyler, Kaplan University Arthur Jue, LiveFreely Inc., and Walden University I-shuo (Steven) Chen, Wuhan University Emily Knowles, Liberty University

Past Presidents Council

Chair: Christy Hutchison, Peru State College

Ed Portugal, State University of New York at Potsdam

Linda Thiede Thomas, Bellevue University Melody Wollan, Eastern Illinois University Howard Fero, Albertus Magnus College Rebecca L. Herman, Purdue Global University Kenneth Levitt, Frostburg State University

LEADERSHIP OPPORTUNITIES WITH IBAM

If you would like to become more involved with IBAM, please contact Sara Kimmel or Scott Jeffrey by 8:00 PM Thursday, August 2 in order to be included on the election ballot. Elections will occur during the luncheon on Friday.

Current Positions

- Elected Positions (open)
 - Secretary
 - Board of Governors (3)
 - o Program Chair-Elect
- Elected Positions (Tentatively filled but additional nominations welcome)
 - o President
 - VP/Conf Chair
 - Treasurer
- Volunteers
 - Strategic and conference workgroups: IBAM needs you! Volunteers who can work with marketing, promotion, web content, planning, divisions, and conference events are welcome.
 - See Sara Kimmel or Scott Jeffrey for more information.
 - o Co-chairs for Division I, Division II, Division IV, and Division V

Expectations of IBAM Leaders:

- Attend the annual conference, including the pre and post leadership meetings.
- Be engaged, support the organization's mission and values, and participate in making the conference and journal a success through positive interactions.
- Be interested in filling the position for two years and in mentoring others to help fill your position in the future.
- Detailed job descriptions for IBAM openings are available in the registration area.

IBAM at your fingertips

WEB: https://www.ibam.com/

LINKEDIN: https://www.linkedin.com/groups/1826655

FACEBOOK: https://www.facebook.com/IBAM25/

Summary Schedule of Conference Events

Thursday, 2 August

8:00am – 8:30am Leadership Breakfast 8:45am – 11:00am Leadership Meeting 11:30am – 1:00pm Welcome Luncheon 1:30pm – 2:30pm A1: The Politics of Cal

1:30pm – 2:30pm A1: The Politics of Campus Speech and Academic Freedom

A2: Meet the Editors of JBAM

2:30pm – 2:45pm Break

2:45pm – 3:45pm B1: Accreditation Q&A

B2: Best Practices for Statistical Analysis

3:45pm – 4:00pm Break

4:00pm – 5:00pm C1: Service Learning

C2: Digital Strategies for the Growth of IBAM

6:00pm – 8:00pm Presidential Reception

Friday, 3 August

7:00am – 8:15am Breakfast

8:30am – 10:00am D1: Workshop: The Care and Feeding of an Adjunct

D2: Leadership Behaviors

10:00am – 11:30am E1: Workshop: Leadership Behaviors: To Stay or Leave

E2: Entrepreneurship

E3: Workshop on Female Affinity Groups

11:45am – 1:15pm Awards Lunch and Keynote Address

1:30pm – 3:00pm F1: Thinking and Deciding

F2: Workshop: MBA Study Abroad

F3: Behavior in Organizations

3:15pm – 4:15pm Campus Tour

4:30pm – 6:00pm G1: Human Resource Considerations

G2: Pedagogy: A Look into the Minds of Students

6:00 and beyond Explore the Shore

Saturday, 4 August

7:00am – 7:45am Breakfast

8:00am – 9:30am H1: Helping Students THINK

H2: Culture and Creativity

9:30am – 11:00am J1: Incubator Ideas

J2: Leadership

11:15am – 2:00pm Closing Leadership Meeting

THE BEST OF IBAM 2018

BEST CONFERENCE PAPERS

Division I: Mary Pisnar, Baldwin Wallace University; Suniti Phradke, Christ University; Joseph Vicente B. de M. Cordeiro, FAE Business School: International Comparative Analysis of the Schutte Self-Report Emotional Intelligence Scale

Division II: Kenneth Levitt, Frostburg State University
The Effects of Procedural Justice and Locus of Control on Task Performance

Division III: Joe McManus, Monmouth University High Status, Rivalry & the License to III: How High Status Can License Organizational Misconduct

Division IV: T.J. Wharton, and Kenneth M. York, Oakland University A Baker's Half Dozen: Brain Energizers

Division V (Student Paper): Jacqueline, Csonka-Peeren, University of Waterloo Predicting Ambiguity Preferences in Entrepreneurial Finance

JBAM BEST PAPER

Few, W. Timothy & Few, Molly E. 2018. Identity, Competitors & Distinctiveness: Who Are We? Who Are They? Journal of Behavioral and Applied Management, 18(1), 63-86.

IBAM BEST REVIEWER

John J. Sosik

The Pennsylvania State University

A Brief History of IBAM

The exact date of IBAM's founding is uncertain (some say it began over drinks in Charleston, S.C. in the summer of 1990; others say it began later that year in Philadelphia during the annual meeting of the Association of Management (AsM); while still others point to a meeting in January, 1992 in Pittsburgh). The first official meeting, however, was held in the summer of 1992 in Breckenridge, Colorado where the first roster of officers was elected, an initial mission was approved, and it was decided that we would begin to raise funds to support an initial national conference. An initial national office was established in the Monfort College of Business at the University of Northern Colorado, and Dan Rowley as the initial president and two student assistants (provided by the College) set about organizing the first official meetings.

Based on a major gift from the University of Northern Colorado and several smaller gifts from officers and other educational institutions, IBAM 1 was held in Denver in the fall of 1993. There were only 74 participants, but the conference was a success, raising enough money to support a call for papers for IBAM 2, to be held in the fall of 1994 in Washington, D.C. The Denver conference also attracted our first nationally-known Keynote speaker, Dr. Fred Luthans from the University of Nebraska, thus creating a tradition IBAM has tried to maintain over the years.

As they say, the rest is history. We've had our ups and downs, but IBAM has grown in terms of financial strength, national reputation, and quality over the years. The general format of the organization and its program has changed very little over the years, only adding new activities and academic areas as they have become evident in the body of knowledge in the Field of Management. Clearly, one of our major advancements has been the introduction of the *Journal of Behavioral and Applied Management* which is published as a virtual journal on the Internet. Its first edition was published in 1999, and has become a widely known and respected contribution by IBAM to the management academic community.

The original mission of IBAM was to provide a small boutique academic professional organization to serve the needs of professors (especially new professors), students, and management practitioners in a smaller, helpful, and constructive environment. As the organization has progressed, it has not only achieved the goals implied in the mission statement, but has sought to remain relevant, maintain a high level of quality, and become a family. It is a pleasure to have been associated with IBAM and its members over the past 18 years, and I hope to remain a part of this group for many years to come.

Daniel James Rowley, Ph.D. Founding President of IBAM Greeley, Colorado - August, 2007

Dan Rowley was not only a founding member of IBAM, but continued his support of IBAM as a Past President, Reviewer, Author, and Discussant until his death. His historical account of IBAM's origins and his authorship of the core documents of the organization serve to remind us of his honorable legacy.

Founding Members of IBAM (1992)

Daniel James Rowley, PhD University of Northern Colorado

Pam Hopkins, PhD Southern Connecticut State University

Herbert Sherman, PhD Southampton College -Long Island University

Jim Nimnicht, PhD Central Washington University

Shahrokh Dalpour, PhD University of Maine, Farmington

Joan Coll, PhD Seton Hall University

John Kilpatrick, PhD Idaho State University

Sharon Clinebell, PhD University of Northern Colorado

Paul Stepanovich, PhD Southern Connecticut State University

Don Nixon, PhD Central Washington University

Ray Alie, PhD Western Michigan University

Eric Landsford (student) University of Northern Colorado

Howard Kinslinger, PhD Bloomsburg University of Pennsylvania

Kimberlee Keef, PhD New England University



Great Sessions Involve Quality Presentations, Organized Chairs, and Insightful Discussants

For IBAM to be a good experience, it is important that session participants perform their responsibilities and roles.

Authors, session chairs and discussants are encouraged to:

- 1. **Be prepared.** Show up to the room 10 minutes ahead of time; introduce yourselves to each other. The discussant and session chair should have already read the papers and prepared comments. Authors can use this time to upload presentations and prepare the audio-visual equipment for use.
- 2. **Structure the session.** Discuss the timing allocations and make sure everyone understands how time will be managed and how presentation and discussant times will be allocated. Remember to leave time for general audience participation.
- 3. **Keep on schedule.** Session chairs should introduce and open the session, offering a brief overview indicating how the papers are related. Enforce time limits strictly so that no author, discussant or audience member monopolizes someone else's time. Once author and discussant presentations are complete, the remainder of the time can be used for informal discussion with the audience and session participants.
- 4. **Remember the purpose.** A session audience does not need to know every detail of each presented paper. The authors' presentations should "whet the appetite" of the listeners and motivate them to read the papers.
- 5. **Stimulate audience interest.** Whenever possible, a discussant should assume the role of devil's advocate, provoking discussion among the session's presenters and between the presenters and the audience. A measure of a discussant's effectiveness is the extent to which he or she engages others in an open discussion about the issues raised. Thus, rather than using the allotted time to conduct a one way presentation about the papers, a discussant should highlight controversial issues that will stimulate a dialogue among those in attendance. Discussants might consider writing out a one-page memo to the authors (or following up after the conference with an email) with some of the finer points, the harsher criticisms or elements of revision that were not covered fully during the session.

IBAM 26!
San Jose State University
San Jose, CA USA
In the Heart of Silicon Valley
August 1 – 3, 2019

SJSUJ SAN JOSÉ STATE UNIVERSITY



Watch for the call for papers for IBAM 26 as we gather to discuss, debate, and present our ideas about the future of behavioral and applied management! IBAM welcomes management educators, business practitioners, and students to share their ideas, research, and experiences in a friendly and supportive environment. Session discussions are lively, informative, stimulating, and broad-based.

Submit your original paper, symposium, workshop, or idea incubator proposal for anonymous peer review The IBAM conference is an excellent outlet for completed research, work-in-progress, and the sharing of experiences in a variety of management sub-fields through refereed paper sessions, symposia, workshops, and panel discussions. Please consider one of these six categories of submission – one is sure to fit your needs!

Full Paper

A completed paper that is being considered for publication. It might be a work in progress, work for which you are still collecting developmental feedback. It might also be a "bottom drawer" paper you are trying to revive. All full papers will be automatically considered for best paper awards.

Student

A subcategory of "Full Papers" is a student paper. One author (ideally the first author) must be a student and must attend. Undergraduate, Masters, and Doctoral learners are welcome. "Best Student Paper" award(s) will be selected from this category.

Sponsoring faculty members should encourage institutional or private support of students whose papers are accepted. Submissions should include a statement that the student will attend the conference.

Symposia or Workshop

Either panel or presenter format. Proposals that cross disciplines and include multiple institutions are highly encouraged. Note: Not double-blind reviewed; selected by the Program Chair for inclusion in the program.

Idea Incubator

A research idea that is still being "kicked around." At a minimum, idea incubators should have a literature review, hypotheses or research questions, and some idea of methodology. Idea incubators will be placed into their own sessions to allow feedback from peers in a more informal setting.

Submission Guidelines

- 1. All submissions must be entirely original and may not be under concurrent consideration or accepted for presentation elsewhere. You may submit up to two papers and/or proposals in any or all of the divisions. This includes papers and proposals that are co-authored.
- 2. All submissions should include at least three keywords and a 75-word abstract. When selecting the Topic Area (s), please select at least one but no more than three. Papers, proposals, and summaries should be double-spaced with one-inch margins, typed in a 12-point font, and follow APA format.
- 3. Guidelines by submission type:

Paper: Upload a full paper stripped of all author identification information. The paper should be in APA format with full references. Information can be found at http://www.apastyle.org/.

Student Papers: A subcategory of "Full Papers" is a student paper. One author (ideally the first author) must be a student and must attend. Undergraduate, Masters, and Doctoral learners are welcome.

Symposia or Workshop: A 3-5 proposal should be submitted through the conference site. Included in the proposal should be a statement that all contributors intend to register for and attend the conference.

Idea Incubator: The author(s) should submit a detailed abstract with as much information as they have. Full idea, methodology thoughts, etc.

- 4. Submit your paper, proposal, or summary by uploading it into the IBAM Conference web-site: (still TBD) and following the instructions for submissions located at the site (Will be up Jan 1, 2019).
- 5. Please do not include a cover/title page with your paper. Author information will be recorded on the submission page at the IBAM web site. The uploaded document should be free of any identifying author indications and the document "Properties" data should be cleared as well. All submissions are double blind-reviewed.
- All accepted program participants must register and attend the conference. Fees must be paid by posted deadlines and cannot be returned after this date for any reason.

We look forward to seeing you at IBAM 26! Sincerely,

Sara Kimmel, IBAM President Kimmel@mc.edu Scott Jeffrey IBAM VP/Program Chair sjeffrey@monmouth.edu



JBAM Call for Papers

JOURNAL OF BEHAVIORAL AND APPLIED MANAGEMENT

We invite management scholars, trainers and practitioners to contribute articles or cases for possible publication in the *Journal of Behavioral and Applied Management (ISSN 1930 0158)*, a national refereed, online publication.

Manuscripts should be of interest to researchers, management instructors at the undergraduate and graduate levels, and to practitioners.

The Journal of Behavioral and Applied Management is listed with the ProQuest's ABI Inform; and in the Cabell's Directory of Publishing Opportunities.

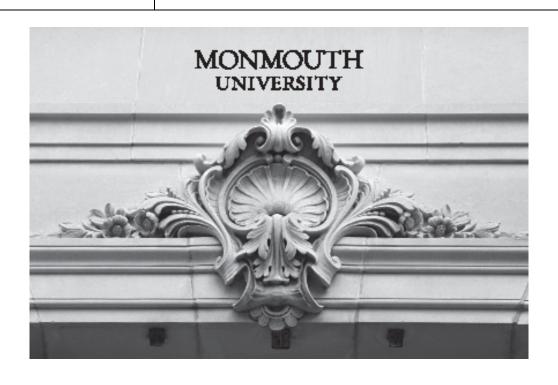
A style guide may be found at https://jbam.scholasticahq.com/for-authors
Manuscripts may not be previously published or be under consideration for publication by another journal.

Previous issues can be examined at https://jbam.scholasticahq.com/

Marcel Minutolo, Editor
Paul Jacques, Associate Editor
Journal of Behavioral and Applied Management

Detailed Schedule

IBAM 25 Program - Thursday, August 2nd **Monmouth University** 8:00 a.m. – 5:00 p.m. Registration Pozycki Hall 2nd floor 8:00 a.m. - 8:30 a.m. **Leadership Breakfast**: Board of Governors, Past Turrell Board Room Presidents, Administrative Team, Division Chairs 8:45 a.m. - 11:00 a.m. **Leadership Meeting (Registration Open until 11:15** Turrell Board Room a.m.) (Bey Hall 201) 11:30 a.m. – 1: 00 p.m. Welcome Luncheon – All Registered IBAMers Opening Remarks and Introductions **Turrell Board Room** IBAM President: Sara Kimmel (BH 201) 12:30 p.m. – 1:00 p.m. **Business Meeting** IBAM President: Sara Kimmel (BH 201) Program Announcements IBAM Program Chair: Scott Jeffrey



1:30 p.m. – 2:30 p.m. Session A: Professional Development Workshops

<u>Session A1</u>: The Politics of Campus Speech and Academic Freedom

Pozycki 204

Presenters: Christy Hutchison and Mary Goebel-Lundholm, Peru State College

Free speech and academic freedom are growing concerns on many campuses. From controversial speakers to accusations that faculty indoctrinate students politically; college communities are facing scrutiny like never before. This discussion will feature a recent dustup that occurred at the University of Nebraska-Lincoln and will invite attendees to share concerns of their own about campus speech, politics, and academic freedom.

<u>Session A2</u>: Publishing in JBAM – Meet the JBAM Editors

Pozycki 206

Chair: Marcel Minutolo, Robert Morris University

JBAM Editors Marcel Minutolo and Paul Jacques lead this discussion about what the expectations are for authors interested in publishing their research in JBAM, the journal of the Institute of Behavior and Applied Management. They will answer your questions and give great tips for publishing.

2:30 p.m. – 2:45 p.m. Break: Enjoy a beverage and catch up with IBAMers.

2:45 p.m. – 3:45 p.m. Session B: Professional Development Workshops

Session B1: Accreditation Q&A

Pozycki 204

Presenter: Gilda Agacer, Associate Dean of the Leon Hess Business School

The associate and assistant deans of the LHBS will walk you through their experiences regarding accreditation with AACSB.

They will also entertain questions regarding the process for those interested in other accrediting bodies. <u>Session B2</u>: Best Practices for Statistical Analysis

Pozycki Hall 207

Presenter: Robert Scott, Monmouth University

Dr. Robert Scott is an economist who teaches statistics to business students at Monmouth University.

This session will discuss some of the best practices of statistical analysis for academic research including:

- Getting good data
- Using the right models
- Software options
- How best to present results.

3:45 p.m. – 4:00 p.m. Break: Stretch your legs and come back!

4:00 p.m. – 5:00 p.m. Session C: Professional Development Workshops

Session C1: Service Learning

Pozycki 204

Chair: Jen Brill, Director of the MU Center for Excellence in Teaching and Learning.

Dr. Brill will lead a discussion on how Service Learning (SL), a signature pedagogy at Monmouth University, can be integrated into a curriculum. Together, we will articulate the three SL phases along with examples of the phases in a course; identify opportunities and challenges that SL presents and corresponding strategies for realizing opportunities and mitigating challenges; and, evaluate a curriculum for the best leverage point(s) for introducing SL.

<u>Session C2</u>: Innovation Leadership: Digital Strategies for the Growth of IBAM

Pozycki 206

Chair: Arthur Jue, International Technological University

This symposium is designed to crowd-source the collective wisdom of conference attendees in bridging the gap between IBAM's current organizational state and its future growth and sustainability

Topics covered will include but are not limited to discussions on innovative thinking that can lead us to healthy membership and organizational viability.

6:00 p.m. - 8:00 p.m. Presidential Reception

Wilson Hall Pompeii Room Erlanger Gardens Meet and greet other IBAMers, catch up on research, network, and just relax with friends. Drinks and Heavy

Appetizers available

After 8:00 p.m.

Evening on your own – but not too late – we start early at

IBAM!

IBAM 25 Program - Friday, August 3, 2018

7:00 a.m. – 8:15 a.m.

Breakfast – enjoy a delicious continental breakfast with

Pozycki Hall 2nd Floor IBAM friends.

Guide to ICONs:



Student Paper



Best Paper Winner

8:30 a.m. – 10:00 a.m. Session D: Academic and Practitioner Papers

Session D1, Pozycki 204: Workshop: The Care and Feeding of an Adjunct

Kelly Sylte, Bellevue University

Recruiting qualified adjuncts takes time and resources. Putting concerted effort into on-boarding and training new staff improves performance and retention. Come and discover key secrets to the "care and feeding" of adjuncts. Your students will be glad you did!

Session D2, Pozycki 206:

Chair: Graeme Coetzer. College of Charleston

Discussant: Kathleen Utecht, Sam Houston State University

Arthur Jue, International Technological University; Tom Sawyer, Health Directions Consulting; Steve Goveia, John F. Kennedy University; Richard Brydges, Chapman University; Carolyn Salerno, ARC Leadership Group

Psycho-social Determinants of Health: Leading Behavioral Change in Military, Academic, and Commercial Settings

D'Marie Hanson, Walden University

What Would Happen Should Leaders Trust Their Workers to Make Decisions That Live Up to the Organization's Real Purpose?

Graeme Coetzer, College of Charleston

Moderating influence of Dogmatism on the Relationship between Adult Attention Deficit and the Operational Effectiveness of Project Managers

10:00 a.m. – 11:30 a.m. Session E: Academic and Practitioner Papers

Session E1, Pozycki 204: Workshop: Leadership Behaviors: To Stay or Leave

Chair: Dennis Mitterer, Kaplan University

The workshop will provide participants with an overview of the effect management's leadership behavior has on job satisfaction and turnover intention, based on research conducted in a health care organization.

Session E2, Pozycki 205: Entrepreneurship Chair: Kenneth M. York, Oakland University

Discussant: Jay Lee, CSUS





Jacqueline, Csonka-Peeren, University of Waterloo Predicting Ambiguity Preferences in Entrepreneurial Finance

Patrick McGuigan, Pace University

Seeing Yourself as an Entrepreneur: Emergent Entrepreneurial Intent Classification as Tool for Teaching Entrepreneurship

Kenneth M. York and Cynthia E. Miree, Oakland University
Achieving Competitive Balance in the Face of Resource Uncertainty: A Resource Dependence
Perspective on the Negro Baseball Leagues

Session E3, Pozycki 206: Workshop: A Human Resources Framework for Female Affinity Groups Jennifer Murnane, Indiana Institute of Technology; Peter Gabriel, Creighton University

This workshop will explore the topic of female affinity groups and how to best implement and measure the organizational impact of these formalized organizational initiatives that are focused on networking and professional development opportunities for women. This presentation will provide participants with a new framework for creating female affinity groups and connecting them to organizational outcomes.

11:45am – 1:15 p.m. Awards Luncheon and Keynote Address

Chair: Sara Kimmel, IBAM President

AGENDA:

Announcements: Presented by Sara Kimmel

Best Paper Awards: Presented by Division Chairs, Moderated by Scott Jeffrey

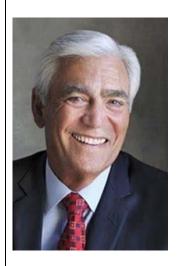
Best Reviewer Award: Presented by Scott Jeffrey

Elections: Moderated by Ken Levitt, Immediate Past President

Keynote Speaker: Introduced by Scott Jeffrey

Election Results and Passing the Gavel

Keynote Speaker:



John K. Lloyd FACHE, is the co-CEO of Hackensack-Meridian Health headquartered in Edison, New Jersey. Prior to the merger of Hackensack University Health Network and Meridian Health, John K. Lloyd, served as president and chief executive officer of Meridian Health, a \$1.8 billion, New Jersey-based, not-for-profit integrated health system. Under John's leadership, Meridian Health grew and evolved into a nationally-recognized health care leader, with a special focus on clinical quality, nursing excellence, and innovative technology applications.

John has served as chair of NJ Hospital Association and has held local, state and national board positions at organizations such as the NJ Council of Teaching Hospitals, American Hospital Association, American College of Healthcare Executives, Georgian Court University, QualCare, Commerce Bank and Lifetime Fitness. John is a past recipient of the Medical Executive Award from the Academy of Medicine of NJ and the Distinguished Business Leader Award from Monmouth University. In 2009, John was recognized by the NJHA as its Healthcare Professional of the Year. He is currently ranked among the most powerful healthcare leaders by NJBIZ. John was listed as one of the 2015 "130 Nonprofit Hospital and Health System CEOs to Know."

1:30 p.m. – 3:00 p.m. Session F: Academic and Practitioner Papers

Session F1, Pozycki 204:

Chair: I-Shuo Chen, Wuhan University

Discussant: Mark Harrison, Randolph College

Carolyn Salerno, ARC Leadership Group

The Unpredictable Journey of Life, Health, and Well-Being with Parkinson's Disease

I-Shuo Chen, Wuhan University

An Extended Degeneration Theory of Genius



Zengyi Chen and I-Shuo Chen, Wuhan University: The Role of Leisure Crafting in Work: An Application of Conservation of Resources (COR) Theory

Session F2, Pozycki 206: Workshop: MBA Study Abroad: Global Connections with Technology Start-up Companies in Central Europe (A Pictorial Journey)

Chair: Linda Thomas, Bellevue University

Presenters: Susan Beaton, RN. BSN.CPN.CPC., Blue Cross and Blue Shield of Nebraska; Michelle Stenslokken, Blue Cross and Blue Shield of Nebraska

The purpose of this workshop is to take participants through the process of developing a customized, MBA Study Abroad experience that enables students to apply their global business skills to real companies in different countries and international cultures.

Session F3, Pozycki 206: Behavior in Organizations Chair: Kenneth Levitt, Frostburg State University Discussant: Jim Kimpel, University of Pittsburgh



Joe McManus, Monmouth University
High Status, Rivalry & The License to III: How High Status Can License Organizational
Misconduct

Jay Lee, California State University Sacramento
The Impact of Advisory Services on M&A Performance



Kenneth Levitt, Frostburg State University
The Effects of Procedural Justice and Locus of Control on Task Performance

3:15 – 4:15 p.m. Campus Tour: We are fortunate to have an undergraduate student ambassador willing to show us the beautiful MU campus.

4:30 p.m. – 6:00 p.m. Session G: Academic and Practitioner Papers

Session G1, Pozycki 204: Human Resource Considerations Chair: Kathleen Utecht, Sam Houston State University Discussant: Ken Levitt, Frostburg State University



Mary Pisnar, Baldwin Wallace University; Suniti Phradke, Christ University; Joseph Vicente B. de M. Cordeiro, FAE Business School:

International Comparative Analysis of the Schutte Self-Report Emotional Intelligence Scale

Grace Beasley-Matthews, Walden University
Strategies to Improve Productivity of a Multigenerational Workforce

Kathleen Utecht, Sam Houston State University

Staffing the Position of Human Resources Director: Examining the Variability in Selection Decisions

Session G2, Pozycki 206: Pedagogy: A Look into the Minds of Students

Chair: Sara Kimmel, Mississippi College

Discussant: Scott Jeffrey, Monmouth University

Mark Harrison, Randolph College

Effect of "Cheat Sheets" on Student Stress During Pre-Lecture Quizzes.

Thomas Sullivan and Nadine Page, Hult International Business School

To Graduation and Beyond! Exploring the Existence and Characteristics of Growth Mindset in MBA Graduates in the Workplace

Sara Kimmel, Mississippi College

What Can I Do to improve my Grade? Self-regulated Learning and Success in a School of Business

After 6:00 p.m. Explore the Shore! Many restaurants and bars to entertain

you in Pier Village or West End. Ask Scott Jeffrey for recommendations. For the more adventurous, Asbury Park

is not far

IBAM 25 Program - Saturday, August 4, 2018

7:00 a.m. – 7:45 a.m. Breakfast – Enjoy a delicious continental breakfast with

IBAM friends.

8:00 a.m. – 9:30 a.m.

Session H: Academic and Practitioner Papers

Session H1, Pozycki 204: PAPERS: Helping Students Think

Chair: Scott Jeffrey, Monmouth University

Discussant: Joe McManus, Monmouth University

Robert Heiser, Patricia Griffin, and Gary Palin, University of Southern Maine
Substituting Transformational Learning for Traditional Role Playing Exercises in Professional Sales
Education & Training



T.J. Wharton, and Kenneth M. York, Oakland University A Baker's Half Dozen: Brain Energizers

Scott Jeffrey, Monmouth University
Using Debates to Develop Critical Thinking Skills in a Business Ethics Course

Session H2, Pozycki 206: Global Concerns

Chair: Michael Pawlish, Georgian Court University Discussant: Mary Pisnar, Baldwin Wallace University

James Kimpel, University of Pittsburgh

Measuring the Impact of Culture on Critical Success Factors for Global Information System Implementations



Hope Obika Waobikeze, Walden University
Sustainability Strategies for Immigrant Small Business Owners

Michael Pawlish, Georgian Court University
An Inquiry into the Solar Industry

9:30 - 11:00 a.m.

Session J: Academic and Practitioner Papers

Session J1, Pozycki 204: Workshop: The Significance of Participation in an Innovation Training Program on the Perception of Creative Behaviors

Chair Kimberley Foor, University of Baltimore

Kimberly Foor, University of Baltimore

The Significance of Participation in an Innovation Training Program on the Perception of Creative Behaviors

Session J2, Pozycki 206: Leadership

Chair: Paul Jacques, Rhode Island College

Discussant: Robert Heiser, University of Southern Maine

Dennis Mitterer, Kaplan University Leadership's Impact on Job Satisfaction

Leslie DiManna and Paul Jacques, Rhode Island College; John Garger, The Science Survival Academy Substitutes for Leadership in Learning Environments

Paul Jacques, and Lissa Almanzar, Rhode Island College; Geoffrey LeRoy, APICS; John Garger, The Science Survival Academy

Leadership and the Social Psychology of Lean Enterprise

11:00 a.m.

IBAM 25 comes to an end. The IBAM 25 Proceedings will be posted electronically on the IBAM website (http://www.ibam.com). We hope that you have been enriched by your time in New Jersey and wish you safe travels home.

Please continue to share your research with IBAM and JBAM. If you are interested in finding out more about volunteer opportunities with IBAM, please contact Sara Kimmel (kimmel@mc.edu) or Scott Jeffrey (sjeffrey@monmouth.edu).

Brief Presentation Abstracts

Session D

Kelly Sylte, Bellevue University: The Care and Feeding of an Adjunct

Recruiting qualified adjuncts takes time and resources. Putting concerted effort into on-boarding and training new staff improves performance and retention. Come and discover key secrets to the "care and feeding" of adjuncts.

Arthur Jue, International Technological University; Tom Sawyer, Health Directions Consulting; Steve Goveia, John F. Kennedy University; Richard Brydges, Chapman University; Carolyn Salerno, ARC Leadership Group: Psycho-social Determinants of Health: Leading Behavioral Change in Military, Academic, and Commercial Settings

This paper presents research on the effectiveness of Employee Assistance Programs (EAP) in generating productivity improvements within organizations through applications of transformational leadership and stewardship theory.

D'Marie Hanson, Walden University. What Would Happen Should Leaders Trust Their Workers to Make Decisions That Live Up to the Organization's Real Purpose?

This is a paper discussing reflections about living up to organizational realities. It is a phenomenological look at a case study from my own life in trusting works to make decisions. This will be a discussion of this applied example of organizational leadership, soliciting participant input, feedback, and commentary as a dialectic on aspects of effective leadership in organizations. I will solicit input in further constructing and evolving this story for potential publication.

Graeme Coetzer, College of Charleston: Moderating influence of Dogmatism on the relationship between Adult Attention Deficit and the Operational Effectiveness of Project Managers

An empirical examination of the moderating influence of dogmatism (DG) on the relationship between adult attention deficit (AAD) and operational (traditional) project manager effectiveness (OPME).

Session E

Dennis Mitterer, Kaplan University: Leadership Behaviors: To Stay or Leave

The workshop will provide participants with an overview of the effect management's leadership behavior has on job satisfaction and turnover intention, based on research conducted in a health care organization.

Jacqueline, Csonka-Peeren, University of Waterloo: Predicting Ambiguity Preferences in Entrepreneurial Finance

We propose a conceptual model for predicting ambiguity preferences in financial decision-making within an entrepreneurial context.

Patrick McGuigan, Pace University: Seeing Yourself as an Entrepreneur: Emergent Entrepreneurial Intent Classification as Tool for Teaching Entrepreneurship

A taxonomy of emergent entrepreneurial intent is developed that includes four pathways: intentional, accidental, environmental, and personality.

Kenneth M. York and Cynthia E. Miree, Oakland University: Achieving Competitive Balance in the Face of Resource Uncertainty: A Resource Dependence Perspective on the Negro Baseball Leagues

The Resource Dependence Theory was tested using data from three Negro Leagues and the two Major Leagues of baseball.

Jennifer Murnane, Indiana Institute of Technology; Peter Gabriel, Creighton University: A Human Resources Framework for Female Affinity Groups

This workshop will explore the topic of female affinity groups and how to best implement and measure the organizational impact of formalized organizational initiatives.

Session F

I-Shuo Chen, Wuhan University: An Extended Degeneration Theory of Genius

The present study aims to extend the degeneration theory of genius to improve its explanatory power.

Carolyn Salerno, ARC Leadership Group. The Unpredictable Journey of Life, Health, and Well-Being with Parkinson's Disease

This session will be a phenomenological look into my personal journey with Parkinson's Disease. Because the journey with my husband's Parkinson's Disease has been unpredictable, I continue to rely on the expertise and leadership of primary doctors, professional medical consultants, and new technology to navigate our difficult and treacherous journey.

Zengyi Chen and I-Shuo Chen, Wuhan University: The Role of Leisure Crafting in Work: An Application of Conservation of Resources (COR) Theory

We discuss the relationships between leisure crafting and job resources as well as job demands, using personal resources as a mediator.

Linda Thomas, Susan Beaton, and Michelle Stenslokken, Bellevue University: MBA Study Abroad: Global Connections with Technology Start-up Companies in Central Europe

The purpose of this workshop is to take participants through the process of developing a customized, MBA Study Abroad experience that enables students to apply their global business skills to real companies in different countries and international cultures.

Joe McManus, Monmouth University: High Status, Rivalry & The License to III: How High Status Can License Organizational Misconduct

The paper hypothesizes that high status actors are highly susceptible to moral self-licensing effects due to competitive interactions with rivals. This makes them more likely to commit acts of organizational misconduct.

Jay Lee, California State University Sacramento
The Impact of Advisory Services on M&A Performance

The study focuses on the differentiated influence of M&A advisors by the clients on the deal progress and examines sell-side and buy-side M&A advisors' different impact on the acquirer's cumulative abnormal returns and acquisition premiums.

Kenneth Levitt, Frostburg State University: The Effects of Procedural Justice and Locus of Control on Task Performance

The study revealed an interaction between locus of control and procedural voice on task performance such that procedural voice influenced task performance for internals, but not for externals. However, this interaction was only found when the procedural voice was influential, and not when it was without actual influence.

Session G

Mary Pisnar, Baldwin Wallace University; Suniti Phradke, Christ University; Joseph Vicente B. de M. Cordeiro, FAE Business School: International Comparative Analysis of the Schutte Self-Report Emotional Intelligence Scale.

Data collected through a collaborative research project with Baldwin Wallace University, FAE Business School in Curitiba, Brazil and Christ University in Bangalore, India are used to compare the U.S., Brazil, and India responses to the Schutte Self-Report Emotional Intelligence Scale (SSREI). Results show that dimensions of the SSREI do not translate well across cultures, but the unidimensional scale may be appropriate across cultures.

Grace Beasley-Matthews, Walden University. Strategies to Improve Productivity of a Multigenerational Workforce

The U.S. Bureau of Labor Statistics reports that millennials will soon represent 46% of the workforce. The anticipated changes in the workforce are of great concern to business leaders who may manage individuals from different generations. The purpose of this multiple case study was to explore the strategies that administrative leaders in an advisory group of community-based organizations and educational institutions used to improve the productivity of a multigenerational workforce. Data were collected from interviews to elicit narratives from 6 administrative leaders from 6 different nonprofit organizations throughout the northeast region of the United States with experience improving the productivity of a multigenerational workforce. Findings from this study may contribute to social change because chief executive officers (CEO) may use the strategies to implement corrective measures to positively influence the productivity of a multigenerational workforce.

Kathleen Utecht, Sam Houston State University: Staffing the Position of Human Resources Director: Examining the Variability in Selection Decisions

At all stages, selection decisions are influenced by a host of assessment methods used in the process. The choice of which methods to use is guided by determining which methods have the most merit or value.

Mark Harrison, Randolph College: Effect of "cheat sheets" on student stress during pre-lecture quizzes.

Students took weekly prelecture quizzes as part of a Team-Based Learning© (TBL) course design, and, to reduce stress, were permitted and encouraged to use a "cheat sheet". Eighty-three percent of the respondents reported that they had created a cheat sheet and students who made cheat sheets reported reduced stress both before and during the quiz.

Thomas Sullivan and Nadine Page, Hult International Business School: To graduation and beyond! Exploring the existence and characteristics of growth mindset in MBA graduates in the workplace

This study explores the existence and characteristics of a growth mindset in MBA graduates in the workplace. Business schools can develop a growth mindset in MBA graduates, which can be effectively carried forward into the workplace for effective workplace behaviour and further organizational benefits.

Sara Kimmel, Mississippi College: What can I do to improve my grade? Self-regulated learning and success in a school of business.

In schools of business, students are challenged with mastering large amounts of multidisciplinary content while developing as autonomous and effective learners who will become self-directed and effective managers in the workplace. We examine student grade expectations, self-interventions, and satisfaction (with grade).

Session H

Robert Heiser, Patricia Griffin, and Gary Palin, University of Southern Maine: Substituting Transformational Learning for Traditional Role Playing Exercises in Professional Sales Education & Training.

We evaluate the effectiveness of transformative learning exercises in lieu of traditional sales role-play scenarios in professional selling and training classes. We highlight the longer lasting impact of the usage of transformative learning sales exercises and provide preliminary evidence of positive student response to transformative learning exercises in school of business classes.

T.J. Wharton, and Kenneth M. York, Oakland University: A Baker's Half Dozen: Brain Energizers

Brain energizers are similar to icebreakers, and are used as short breaks during a lecture or presentation to allow the brain to rest, recharge, and refocus. These are activities, puzzles, or problems that can be done in class, typically in 5 to 10 minutes, and provide some type of learning or new insight, in a humorous or fun-filled way.

Scott Jeffrey, Monmouth University: Using Debates to Develop Critical Thinking Skills in a Business Ethics Course

This paper describes the use of policy debates in a business ethics course as an effective way to develop critical thinking skills in undergraduate business students.

James Kimpel, University of Pittsburgh: Measuring the Impact of Culture on Critical Success Factors for Global Information System Implementations

This case study research explored the challenges associated with the implementation of a global information system, identified Critical Success Factors (CSFs), and developed a method to measure the impact of culture on CSFs.

Hope Obika Waobikeze, Walden University: Sustainability Strategies for Immigrant Small Business Owners

The objective of this multiple-case study was to explore strategies for immigrant small business sustainability beyond 5 years. The identified strategies for immigrant small business sustainability included transformational leadership as the ideal leadership style for small business sustainability.

Michael Pawlish, Georgian Court University, An Inquiry into the Solar Industry

The solar industry in 2018 in the United States is facing interesting developments. The most dramatic is probably the 30% imposed tariff on imported solar panels that was implemented in the beginning of the year by the Trump administration.

Kimberly Foor, University of Baltimore: The Significance of Participation in an Innovation Training Program on the Perception of Creative Behaviors

The purpose of this qualitative exploratory case study was to examine the significance of participation in a six-session innovation training program on participants' perceived creative behaviors in a military research and development organization in eastern Maryland. The data presented in this study shows the potential value of innovation training by presenting both positive and negative outcomes, allowing leaders to understand current issues with organizational creative behaviors, and the potential opportunity to bolster these behaviors through innovation training.

Session J

Kimberly Foor, University of Baltimore, The Significance of Participation in an Innovation Training Program on the Perception of Creative Behaviors

Dennis Mitrerer, Western Governors University: Leadership's Impact on Job Satisfaction

Organizational sustainability is dependent on the ability to retain good employees. This program will discuss the decision-making process, of employees, on whether to stay in a position or voluntarily terminate, based on the boss' behaviors. By educating managers on concepts that increase job satisfaction, organizational goals are met.

Leslie DiManna and Paul Jacques, Rhode Island College; John Garger, The Science Survival Academy: Substitutes for Leadership in Learning Environments

Drawing from a selection of leadership theories and research, substitutes for leadership in learning environments are discussed along with practical implications for designing pedagogy at both the classroom and program level.

Paul Jacques, and Lissa Almanzar, Rhode Island College; Geoffrey LeRoy, APICS; John Garger, The Science Survival Academy: Leadership and the Social Psychology of Lean Enterprise

This paper explores leadership behavior and Leader perceptions that are associated with a successful Lean implementation.

Authors, Presenters, Chairs, and Discussants by Session

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NOTES



MONMOUTH UNIVERSITY CAMPUS MAP

- A,C,E Visitors Students & Library
- Pollak Theatre Guests 4 Laurel Hall
- Students & Employees 5 Beechwood Hall Lauren K. Woods Theatre & Students
 - 7 Cedar Hall 9 Garden Apartments

3 Willow Hall

6 Spruce Hall

- Apartments 11 Oakwood Hall
- 12 Redwood Hall 29 University Bluffs
- 51 Maplewood Hall
- 53 Mullaney Hall 54 Hesse Hall
- 13 Jules L. Plangere, Jr. Center for Communication & Instructional Technology
- 14 Joan and Robert Rechnitz Hall
- 16 Lauren K. Woods Theatre Complex
- 17 Woodrow Wilson Hall & Auditorium -Admission: Graduate/Undergraduate -Human Resources -Academic Registration & Records -Financial Aid Controller's Office
 External Affairs
- 20 Art Workshop
- 22 600 Art Building
- 23 Thomas A. Edison Science Hall 24 James and Marlene Howard Hall
- 25 Pollak Theatre and Art Gallery 26 Leon Hess Business School in
- Samuel E. and Mollie Bey Hall
- 28 Athletic Department Offices
- 27 Steven J. and Elaine Pozycki Hall 57 Pedestrian Underpass
- 32 Greenhouse
- 33 Doherty House 37 Alumni House
- 48 Robert E. McAllan Hall
- 50 Monmouth University Library, Guggenheim Wing
- 56 Community Garden
- 38 Parks Common
- 39 Henni Kantor Kessler and
- John H. Kessler Stadium 40 William T. Boylan Gymnasium and Richard E. Steadman Natatorium
- ·Ciniello Bowling Cent 41 Ocean First Bank Center
- -University Store -Arena -Kessler Blue/White Club -Box Office -Fitness Center
- 43 Baseball Field 44 Practice Field
- 45 "So Sweet A Cat" Field Hockey Field
- 46 Tennis Complex
- 47 Women's Softball Field 49 Hesse Field on the Great Lawn
- 52 Lois Blonder Sculpture Garden
- 55 Torcivia Common
- 58 Brockriede Common

MONMOUTH UNIVERSITY



MONMOUTH LEON HESS UNIVERSITY BUSINESS SCHOOL

