

*Baruch College, Zicklin School of Business*  
*Ph.D. in Information Systems*

**CIS 86000 – INFORMATION SYSTEMS RESEARCH SEMINAR**

Fall 2023

Thursday 12pm-2pm

Prof. Adel Yazdanmehr

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The class will be held in hybrid mode (some sessions in-person, some online). On weeks when we have class online, the Zoom link for the class is available on Blackboard.

This research seminar introduces students to various areas of research in the Information Systems field. For each area, students are expected to read, discuss, and present several papers, ranging from seminal studies to current ones. All students are expected to come to class ready to discuss all the papers critically. Some examples of what all students in the class should be ready to discuss at all times include:

1. What is the main theoretical basis for the study? Is it appropriate? If not, which would you use?
2. Describe the research design. Are there any limitations? Do you have alternative suggestions that would answer the same research questions?
3. Is the data analysis appropriate? Are there any statistical problems?
4. What are the main theoretical contributions? Are there any additional ones? Is the contribution significant enough?

**WEEKLY ASSIGNMENTS:**

In addition to having read all the papers for the week and be ready to discuss them, students will also be given individual weekly assignments:

- Each week, one student will be assigned one paper to present to the class. The student is responsible for preparing and presenting a very quick summary of the paper and a more thorough critical review of it. The student should present a list of questions, comments, suggestions, and criticisms that will help lead the discussion of the paper. The presentation should be a maximum of 20 minutes.
- In addition, each student will be assigned one or two papers each week. For each paper, they will prepare a one-page (single-spaced) report where they will briefly answer the following questions:
  - o What do you think was the main theoretical contribution of the paper? Briefly discuss.
  - o Describe one thing in the paper/study that you thought was interesting/intriguing/different and explain why you thought so.
  - o Provide one suggestion of how another researcher (such as yourself) could create a new research study based on one or more of the contributions of the paper.

- What did you not understand from the paper? List any major questions you may have and we'll try to answer them in class.
- Students should email their one-page reports to everyone in the class at least 24 hours before the next class session. We will use them as starting points for our discussion.

### **FINAL PAPER**

In addition to the weekly assignments, students are also required to write a full research paper proposal. The proposal must describe a study that is unique and thoroughly described. It should basically include everything that a final, publishable paper will include (introduction, theoretical discussion, full literature review, complete study design and methodology, expected data analysis method, potential theoretical contributions, and so on). Only the actual data analysis and discussion of actual results should be missing from the paper. Students should be able to complete the research after the completion of the class.

The topic of the final paper must be approved by me in advance.

Students will present the paper in class on the last session of the semester and will then respond to questions from the rest of the class. They will use the questions and comments to improve the final paper. The final version of the paper will be due to me by email **by December 12<sup>th</sup> at midnight**. Late submissions will not be accepted.

### **GRADE**

Weekly assignments: 30%  
 Final paper: 50%  
 Class participation: 20%

### **COURSE OUTLINE**

(Articles with an asterisk will be presented in class by the student assigned to them)

#### **August 28<sup>th</sup>: Syllabus**

#### **September 7<sup>th</sup>: Introduction**

##### Readings:

Barley, Stephen R. "When I Write My Masterpiece: Thoughts on What Makes a Paper Interesting," *Academy of Management Journal*, 2006, 49 (1), pp. 16-20

Starbuck, William H., "Why I Stopped Trying to Understand the Real World," *Organization Studies*, 2004, 25 (7), pp. 1233-1254

##### Optional:

"That's Interesting! Towards a Phenomenology of Sociology and a Sociology

of Phenomenology”, Murray S. Davis, *Philosophy of the Social Sciences*, 1971 vol.1, pp.309-344

### **September 14<sup>th</sup>: The IS discipline – Publishing your research**

#### Readings:

Dennis, A. R. and J. S. Valacich. “Conducting Research in Information Systems,” July 2001, *Communications of the AIS*, Vol. 7, No. 5

\* Orlikowski, W. J. and Iacono, C. S. (2001) “Research Commentary: Desperately Seeking the ‘IT’ in IT Research – A Call to Theorizing the IT Artifact,” *Information Systems Research*, 12:2, pp. 121-134

Grover, Varun and Lyytinen, Kalle. 2015. "New State of Play in Information Systems Research: The Push to the Edges," *MIS Quarterly*, (39: 2) pp.271-296

#### Optional:

Watson, Richard T. (2014) "A Personal Perspective on a Conceptual Foundation for Information Systems," *Journal of the Association for Information Systems*: Vol. 15: Iss. 8, Article 1.

### **September 21<sup>th</sup>: Cybersecurity #1**

#### Readings:

Turel, Ofir, Qinghua He, and Yatong Wen. "Examining the neural basis of information security policy violations: a noninvasive brain stimulation approach." *MIS quarterly* 45.4 (2021): 1715-44.

\* Cram, W. Alec, John D'arcy, and Jeffrey G. Proudfoot. "Seeing the forest and the trees: a meta-analysis of the antecedents to information security policy compliance." *MIS Quarterly* 43.2 (2019): 525-554.

Vance, A., Eargle, D., Eggett, D., Straub, D., & Ouimet, K. (2022). Do security fear appeals work when they interrupt tasks? A multi-method examination of password strength.

#### **Optional:**

Yazdanmehr, Adel, and Jingguo Wang. "Can peers help reduce violations of information security policies? The role of peer monitoring." *European Journal of Information Systems* 32.3 (2023): 508-528.

### **September 28<sup>st</sup>: Cybersecurity #2**

#### Readings:

Weixun Li, Wilson, Alvin Chung Man Leung, and Wei Thoo Yue. "Where Is It in Information Security? The Interrelationship Among IT Investment, Security Awareness, And Data Breaches." *MIS Quarterly* 47.1 (2023). **(PhD Student 2)**

Hoehle, Hartmut, et al. "Impact of Customer Compensation Strategies on Outcomes and The Mediating Role Of Justice Perceptions: A Longitudinal Study Of Target's Data Breach." *MIS Quarterly* 46.1 (2022). **(PhD Student 2)**

\* Wright, Ryan T., Steven L. Johnson, and Brent Kitchens. "Phishing Susceptibility in Context: A Multilevel Information Processing Perspective on Deception Detection." *MIS Quarterly* 47.2 (2023).

### **October 5<sup>th</sup>: FinTech**

#### Readings:

Gao, Qiang, Mingfeng Lin, and D. J. Wu. "Education crowdfunding and student performance: An empirical study." *Information Systems Research* 32.1 (2021): 53-71.

Lin, Mingfeng, Nagpurnanand R. Prabhala, and Siva Viswanathan. "Judging borrowers by the company they keep: Friendship networks and information asymmetry in online peer-to-peer lending." *Management science* 59.1 (2013): 17-35.

\* Hendershott, Terrence, et al. "FinTech as a game changer: Overview of research frontiers." *Information Systems Research* 32.1 (2021): 1-17.

#### Optional:

Burtch, Gordon, and Jason Chan. "Investigating the relationship between medical crowdfunding and personal bankruptcy in the United States: Evidence of a digital divide." *MIS Quarterly* (2018).

Burtch, Gordon, Anindya Ghose, and Sunil Wattal. "An empirical examination of the antecedents and consequences of contribution patterns in crowd-funded markets." *Information Systems Research* 24.3 (2013): 499-519.

Kim, Keongtae, and Siva Viswanathan. "The 'Experts' in the crowd: The role of experienced investors in a crowdfunding market." *MIS Quarterly* (2018).

### **October 12<sup>th</sup>: Online Labor Market**

#### Readings:

\* Kokkodis, Marios. "Dynamic, multidimensional, and skillset-specific reputation systems for online work." *Information Systems Research* 32.3 (2021): 688-712.

Hong, Yili, et al. "Just DM me (politely): Direct messaging, politeness, and hiring outcomes in online labor markets." *Information Systems Research* 32.3 (2021): 786-800.

Lin, Mingfeng, Yong Liu, and Siva Viswanathan. "Effectiveness of reputation in contracting for customized production: Evidence from online labor markets." *Management Science* 64.1 (2018): 345-359.

Optional:

Hong, Yili, Chong Wang, and Paul A. Pavlou. "Comparing open and sealed bid auctions: Evidence from online labor markets." *Information Systems Research* 27.1 (2016): 49-69.

**October 19<sup>th</sup>: Sharing Economy**

Readings:

\* Dewan, Sanjeev, Jooho Kim, and Tingting Nian. "Economic Impacts of Platform-Endorsed Quality Certification: Evidence from Airbnb." *MIS Quarterly* 47.3 (2023): 1353-1368.

Zhang, Shunyuan, et al. "What makes a good image? Airbnb demand analytics leveraging interpretable image features." *Management Science* 68.8 (2022): 5644-5666.

Mousavi, Reza, and Kexin Zhao. "Examining the Impacts of Airbnb Review Policy Change on Listing Reviews." *Journal of the Association for Information Systems* 23.1 (2022): 303-328.

Optional:

Babar, Yash, and Gordon Burtch. "Examining the heterogeneous impact of ride-hailing services on public transit use." *Information Systems Research* 31.3 (2020): 820-834.

**October 26<sup>th</sup>: Social Media (Impact on Users and Society)**

Readings:

Basak, Ecem (Forthcoming) "The Role of Online and Geographically Distant Social Networks in Political Decision Making: An Empirical Evidence from the 2016 United States Elections," *Journal of Association Information Systems*

Luca, M., & Zervas, G. (2016). Fake it till you make it: Reputation, competition, and Yelp review fraud. *Management Science*, 62(12), pp. 3393-3672

\* Wang, S.A., Pang, M.S. and Pavlou, P.A. "Seeing Is Believing? How Including a Video in Fake News Influences User Reporting of the Fake News to Social Media Platforms." *MIS Quarterly* (2022)

**November 2<sup>th</sup>: Social Media (Impact on Firms)**

Readings:

Gunarathne, P., Rui, H., & Seidmann, A. (2018). When social media delivers customer service: Differential customer treatment in the airline industry. *MIS quarterly*, 42(2), 489-520.

Kumar, N., Qiu, L., & Kumar, S. (2018). Exit, voice, and response on digital platforms: An empirical investigation of online management response strategies. *Information Systems Research*, 29(4), 849-870.

\* Al Balawi, R., Hu, Y., & Qiu, L. (2023). Brand crisis and customer relationship management on social media: Evidence from a natural experiment from the airline industry. *Information Systems Research*, 34(2), 442-462.

### **November 9<sup>th</sup>: Healthcare IT**

#### Readings:

Huang, Kuang-Yuan, Indushobha Chengalur-Smith, and Alain Pinsonneault. "Sharing is caring: Social support provision and companionship activities in healthcare virtual support communities." *MIS quarterly* 43.2 (2019): 395-424.

Greenwood, Brad N., and Ritu Agarwal. "Matching platforms and HIV incidence: An empirical investigation of race, gender, and socioeconomic status." *Management Science* 62, no. 8 (2016): 2281-2303.

\* Khurana, Sandeep, Liangfei Qiu, and Subodha Kumar. "When a doctor knows, it shows: An empirical analysis of doctors' responses in a Q&A forum of an online healthcare portal." *Information Systems Research* 30, no. 3 (2019): 872-891.

#### Optional:

Eftekhari, Saeede, et al. "Impact of health information exchange adoption on referral patterns." *Management Science* 69.3 (2023): 1615-1638.

### **November 16<sup>th</sup>: IT and Organization**

#### Readings:

Sabherwal, Rajiv; Sabherwal, Sanjiv; and Havakhor, Taha. 2019. "How Does Strategic Alignment Affect Firm Performance? The Roles of Information Technology and Environmental Uncertainty," *MIS Quarterly*, (43: 2) pp.453-474.

\* Cao, C., Ray, G., Subramani, M., & Gupta, A. (2022). Enterprise Systems and the Likelihood of Horizontal, Vertical and Conglomerate Mergers and Acquisitions. *MIS Quarterly*, 46(2).

Cao, C., Ray, G., Subramani, M., & Gupta, A. (2022). Enterprise Systems and M&A Outcomes for Acquirers and Targets. *MIS Quarterly*, 46(3), 1295-1322.

#### Optional:

Sabherwal, Rajiv and Yolande E. Chan. "Alignment Between Business and IS Strategies: A Study of Prospectors, Analyzers, and Defenders." *Information Systems Research*, 12 (1), March 2001, 11-33

## **November 23<sup>rd</sup>: No Class**

## **November 30<sup>th</sup>: Dark Side of IT**

### Readings:

\* Vaghefi, I., Negoita, B., & Lapointe, L. (2023). The Path to Hedonic Information System Use Addiction: A Process Model in the Context of Social Networking Sites. *Information Systems Research*, 34(1), 85-110.

Turel, O. (2021). Technology-Mediated Dangerous Behaviors as Foraging for Social–Hedonic Rewards: The Role of Implied Inequality. *MIS Quarterly*, 45(3), 1249-1286.

Pirkkalainen, H., Salo, M., Tarafdar, M., & Makkonen, M. (2019). Deliberate or Instinctive? Proactive and Reactive Coping for Technostress. *Journal of Management Information Systems*, 36(4), 1179-1212.

### Optional:

Califf, Christopher B., Saonee Sarker, and Suprateek Sarker. "The bright and dark sides of technostress: A mixed-methods study involving healthcare IT." *MIS quarterly* 44.2 (2020).

Yazdanmehr, Adel, Yuan Li, and Jingguo Wang. "Employee responses to information security related stress: Coping and violation intention." *Information Systems Journal* (2023).

Yazdanmehr, Adel, Yuan Li, and Jingguo Wang. "Does stress reduce violation intention? Insights from eustress and distress processes on employee reaction to information security policies." *European Journal of Information Systems* (2022): 1-19.

Gerlach, J., & Cenfetelli, R. T. (2020). Constant Checking Is Not Addiction: A Grounded Theory of IT-Mediated State-Tracking. *MIS Quarterly*, 44(4), 1705-1732.

## **December 7<sup>th</sup>: Design Science and AI**

### Readings:

Hou, Jian-Ren, Jie Zhang, and Kunpeng Zhang. "Pictures that are worth a thousand donations: How emotions in project images drive the success of online charity fundraising campaigns? An image design perspective." *MIS Quarterly* (2022).

Kim, Buomsoo Raymond, et al. "ROLEX: A Novel Method for Interpretable Machine Learning Using Robust Local Explanations." *MIS Quarterly* 47.3 (2023): 1303-1332.

\* Samtani, Sagar, Yidong Chai, and Hsinchun Chen. "Linking Exploits From The Dark Web To Known Vulnerabilities For Proactive Cyber Threat Intelligence: An Attention-Based Deep Structured Semantic Model." *MIS quarterly* 46.2 (2022).

## **December 14<sup>th</sup>: Final Research Proposal presentations**