

**List of Publications  
Apr 2006 to Mar 2007**Department : **INFORMATION SYSTEMS****ARTICLE IN JOURNAL****INTERNATIONAL REFEREED**PUBLISHED

1. Devadoss, P and S L Pan\*, "Enterprise Systems Use: Towards a Structural Analysis of Enterprise Systems – induced Organizational Transformation". *Communications of the AIS*, 19 (2007): 352-385. (United States).  
Publication no. 0356105
2. KUAN\*, H H and G W Bock, "Trust Transference in Brick and Click Retailers: An Investigation of the Before-Online-Visit Phase". *INFORMATION & MANAGEMENT*, 2, no. 44 (2007): 175-187. (Netherlands).  
Publication no. 0343051
- @ 3. Yoon\*, S.B., G W Bock and S.K. Jang, "An Evolutionary Stage Model of Cyberspace: A Case of Samsung Economic Research Institute". *JOURNAL OF INFORMATION SCIENCE*, 33, no. 2 (2007): 215-229. (United Kingdom).  
Publication no. 0317998
4. Hui\*, K L, H H Teo\* and T S Lee\*, "The Value of Privacy Assurance: An Exploratory Field Experiment". *MIS QUARTERLY*, 31, no. 1 (2007): 19-33. (United States).  
Publication no. 0189361
5. Gupta\*, Sumeet and HW Kim, "Developing the commitment to virtual community: The balanced effects of cognition and affect". *Information Resources Management Journal*, 20, no. 1 (2007): 28-45. (United States).  
Publication no. 0324801
6. Koh\*, J, Y G Kim, B Burtler and G W Bock, "Stimulating Conversation: Encouraging Participation in Virtual Communities". *COMMUNICATIONS OF THE ACM*, 50, no. 2 (2007): 68-73. (United States).  
Publication no. 0216954
7. Kim\*, HW, H C Chan and S. Gupta, "Value-based adoption of mobile Internet". *DECISION SUPPORT SYSTEMS*, 43, no. 1 (2007): 111-126. (Netherlands).  
Publication no. 0188176

8. Lim, L H and Y P Yang, "Enhancing Negotiators' Performance with Computer Support for Pre-Negotiation Preparation and Negotiation: An Experimental Investigation in an East Asian Context". *Journal of Global Information Management*, 15, no. 1 (2007): 18-42. (United States).  
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9. Woon, I M Y and A M Kankanhalli, "Investigation of IS Professionals' Intention to Practise Secure Development of Applications". *INTERNATIONAL JOURNAL OF HUMAN-COMPUTER STUDIES*, 65, no. 1 (2007): 29-41. (United Kingdom).  
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- @ 10. PNG, I P L, "Copyright: A Plea for Empirical Research". *Review of Economic Research on Copyright Issues*, 3, no. 2 (2006). (Spain).  
Publication no. 0339530
11. Hann\*, I.H., K L Hui\*, Y L Lai\*, T S Lee\* and I P L PNG\*, "Who Gets Spammed?". *COMMUNICATIONS OF THE ACM*, 49, no. 10 (2006): 83-87. (United States).  
Publication no. 0216511
12. Bock\*, G W, A M Kankanhalli and S Sharma, "Are Norms Enough? The Role of Collaborative Norms in Promoting Organizational Knowledge Seeking". *EUROPEAN JOURNAL OF INFORMATION SYSTEMS*, 15 (Special Issue on Organizational and Ethical Issues in the Information Society) (2006): 357-367. (United Kingdom).  
Publication no. 0306977
13. Kim\*, HW and S L Pan, "Towards a process model of information systems implementation". *Data Base for Advances in Information Systems*, 37, no. 1 (2006): 59-76. (United States).  
Publication no. 0220718
14. Pan, G and S L Pan\*, "Examining the Coalition Dynamics Affecting IS Abandonment Decision Making". *DECISION SUPPORT SYSTEMS*, 42 (2006): 639-655. (Netherlands).  
Publication no. 0219039
15. Pan\*, S L, G Pan, M Newman and D Flynn, "Escalation and De-escalation of Commitment to Information technology Projects: Insights from an Approach-Avoidance Punctuated Equilibrium Model". *EUROPEAN JOURNAL OF OPERATIONAL RESEARCH*, 173, no. 3 (2006): 1139-1160. (Netherlands).  
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16. Kankanhalli\*, A M, B C Y Tan and K.K. WEI, "Conflict and Performance in Global Virtual Teams". *JOURNAL OF MANAGEMENT INFORMATION SYSTEMS*, 23, no. 3 (2006): 237-274. (United States).  
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17. Tan, C and S L Pan\*, "The Role of Enterprise Systems in an e-Initiative Implementation". *INTERNATIONAL JOURNAL OF INFORMATION MANAGEMENT*, 25, no. 3 (2006): 241-251. (United Kingdom).

- @ 18. Khok, C., L H Lim\* and Y Zhong, "Facilitating students with special needs in mainstream schools: An exploratory study of assistive learning technologies (ALT)". *International Journal of Web-Based Learning and Teaching Technologies*, 1, no. 3 (2006): 56-74. (United States).  
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- @ 19. KHEK, C, L H Lim and Y Zhong, "Facilitating Students with Special Needs in Mainstream Schools: An Exploratory Study of Assistive Learning Technologies (ALT)". *International Journal of Web-based Learning and Teaching Technologies*, 1, no. 3 (2006): 56-74. (United States).  
Publication no. 0321829
20. Chan\*, H C and K Siau, "Introduction to the special issue on communication issues in user-database interaction". *IEEE Transactions on Professional Communication*, 49, no. 2 (2006): 93-95. (United States).  
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21. Chou, T, J Chen and S L Pan\*, "The Impact of Social Capital on Information Technology Outsourcing Decisions: A Case Study of a Taiwanese Firm". *INTERNATIONAL JOURNAL OF INFORMATION MANAGEMENT*, 26, no. 3 (2006): 249-256. (United Kingdom).  
Publication no. 0306693
22. Teo\*, H H, H C Chan\* and K K Wei, "Performance Effects of Formal Modeling Language Differences: A Combined Abstraction Level and Construct Complexity Analysis". *IEEE Transactions on Professional Communication*, 49, no. 2 (2006): 160-175. (United States). (Tier 1).  
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23. Teo\*, T S H, P Devadoss and S L Pan, "Towards a holistic perspective of customer relationship management (CRM) implementation: A case study of the Housing and Development Board, Singapore". *DECISION SUPPORT SYSTEMS*, 42, no. 3 (2006): 1613-1627. (Netherlands).  
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- @ 24. Cai\*, S. and Y Xu\*, "Effects of outcome, process and shopping enjoyment on online consumer behavior". *Electronic Commerce Research and Application*, 5, no. 4 (2006): 272-281. (United States).  
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25. Yan\*, L, C H Tan\*, H H Teo\* and B C Y Tan, "Innovative Usage of Information Technology in Organizations: Do CIO Characteristics Make a Difference?". *IEEE TRANSACTIONS ON ENGINEERING MANAGEMENT*, 53, no. 2 (Special issue on Information Systems Leadership) (2006): 177-190. (United States).  
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26. Gupta\*, Sumeet and HW Kim, "Linking structural equation modeling to bayesian testing: Decision support for customer retention in virtual communities". *EUROPEAN JOURNAL OF OPERATIONAL RESEARCH*, (2007). (Netherlands).  
Publication no. 0352938
- @ 27. Lim\*, L H, Y P Yang and Y Zhong, "Computer-Supported Collaborative Work and Learning: A Meta-Analytic Examination of Key Moderators in Experimental GSS Research". *International Journal of Web-based Learning and Teaching Technologies*, (2007). (United States).  
Publication no. 0340975
28. Kwahk\*, KY and HW Kim, "Managing Readiness in Enterprise Systems-Driven Organizational Change". *BEHAVIOUR & INFORMATION TECHNOLOGY*, (2007). (United Kingdom).  
Publication no. 0340550
29. Lim\*, L H and X Guo, "A Study of Group Support Systems and the Intergroup Settings". *DECISION SUPPORT SYSTEMS*, (2007). (Netherlands).  
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30. Oshri, I, S L Pan\* and S Newell, "Implementing Component Reuse Strategy in Complex Products Environments: Evolving Knowledge Management Challenges". *COMMUNICATIONS OF THE ACM*, (2007). (United States).  
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31. Bock\*, G W, Sang-Yong Lee and Hai Ying Lee, "Price Comparison and Price Dispersion: Different Products and Different Retailers at Different Internet Maturity Stages". *INTERNATIONAL JOURNAL OF ELECTRONIC COMMERCE*, (2006). (United States).  
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32. Guo\*, X and L H Lim\*, "Negotiation Support Systems, Cultural Diversity, and Teams: The Coalition Formation Perspective". *INFORMATION AND SOFTWARE TECHNOLOGY*, (2006). (Netherlands).  
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33. Massey\*, A.P., M. Montoya-Weiss\*, Y. Caisy Hung\* and C.B. Crisp, "Can You Hear Me Now? Communication in Virtual Product Development Teams". *JOURNAL OF PRODUCT INNOVATION MANAGEMENT*, (2006). (United States).  
Publication no. 0341403
- @ 34. Poo\*, C C D and K A Naresh\*, "Capturing tacit knowledge across different domains: Knowledge Community (K-Comm)". *International Journal on Business Information System*, (2006). (United Kingdom).  
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35. Lim, L H and Y P Yang, "Exploring Multilingual Negotiation Support for Cross-Cultural Dyads: Can We Negotiate in Our Native Languages?". *BEHAVIOUR & INFORMATION TECHNOLOGY*, (2006). (United Kingdom).  
Publication no. 0321826
36. Pan\*, S L and G Pan, "Gathering and Segmenting Customer-centric Attributes during the Design Stage of an IS Application Development". *Communications of the AIS*, (2006). (United States).  
Publication no. 0314840
37. Tang, Q, "Optimal Strategies for a Monopoly Intermediary in the Supply Chain of Complementary Web Services". *JOURNAL OF MANAGEMENT INFORMATION SYSTEMS*, (2006). (United States).  
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38. Pan\*, S L, G Pan, J W Chen and M H Hsieh, "The Dynamics of Implementing and Managing Modularity of Organizational Routines during Capability Development: Insights from a Process Model". *IEEE TRANSACTIONS ON ENGINEERING MANAGEMENT*, (2006). (United States).  
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39. Phang\*, C W and A M Kankanhalli, "A Framework of ICT Exploitation for E-Participation Initiatives". *COMMUNICATIONS OF THE ACM*, (2006). (United States).  
Publication no. 0320965
40. Bock\*, G W and S.L. Ho, "Non-Work Related Computing: Is there a Productivity Pay-off?". *COMMUNICATIONS OF THE ACM*, (2006). (United States).  
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41. Mayasandra, R and S L Pan\*, "The Influence of organizational identification knowledge management". *OMEGA-INTERNATIONAL JOURNAL OF MANAGEMENT SCIENCE*, (2006). (United Kingdom).  
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42. Chua, A L and S L Pan\*, "Knowledge Transfer and Organizational "Re-Learning" in Offshore Sourcing". *OMEGA-INTERNATIONAL JOURNAL OF MANAGEMENT SCIENCE*, (2006). (United Kingdom).  
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- @ 43. Pan, S L, "e-Government Implementation: A Macro Analysis of Singapore's e-Government Initiatives". *Government Information Quarterly*, (2006). (United States).  
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44. KUAN\*, H H, G W Bock and V Vathanophas, "Comparing the effects of website quality on customer initial purchase and continued purchase at e-commerce websites". *BEHAVIOUR & INFORMATION TECHNOLOGY*, (2006). (United Kingdom).  
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## SUBMITTED FOR PUBLICATION

45. Gao\*, X L, C S Hsu, W O Lee, D S Q Koh, H B Hwang and Y Xu, "Dental Caries Prevalence and Distribution among Pre-Schoolers in Singapore". *Community Dental Health*, (2006). (United Kingdom).  
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## **NOT CLASSIFIED**

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46. Hui\*, K L, B C Y Tan\* and C.Y. Goh\*, "Online Information Disclosure: Motivators and Measurements". *ACM Transactions on Internet Technology*, 6, no. 4 (2006): 415-441.  
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47. Lin, J., H C Chan and K K Wei, "Understanding Competing Application Usage with Theory of Planned Behavior". *JOURNAL OF THE AMERICAN SOCIETY FOR INFORMATION SCIENCE AND TECHNOLOGY*, 57, no. 10 (2006): 1338-1349. (United States). (Tier 1).  
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48. Chan\*, H C, HW Kim\* and W C Tan, "Information Systems Citation Patterns from International Conference on Information Systems Articles". *JOURNAL OF THE AMERICAN SOCIETY FOR INFORMATION SCIENCE AND TECHNOLOGY*, 57, no. 9 (2006): 1263-1274. (United States). (Tier 1).  
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49. Naresh\*, K A and C C D Poo\*, "An Integrated Model of Information Seeking and Information Retrieval". *JOURNAL OF THE AMERICAN SOCIETY FOR INFORMATION SCIENCE AND TECHNOLOGY*, (2006). (United States).  
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## **CONFERENCE PAPER**

### **LOCAL/REGIONAL**

### **ORAL PRESENTATION**

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1. Naresh, K A, "Effective Information Management through an Information Searcher-Provider Fit Framework". *7th Asia Pacific Rim Universities Doctoral Students Conference* (2006). Singapore: National University of Singapore / APRU Doctoral Students Network. (7th Asia Pacific Rim Universities Doctoral Students Conference (APRU DSC 2006), 17 - 21 Jul 2006, National University of Singapore, Singapore)  
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2. Xu\*, Y and HW Kim, "Task performance information seeking". *Proceedings of the Korea Knowledge Management Society Conference, 2006* (2006). Seoul: KMSK. (Plenary paper) (Korea Knowledge Management Society Conference, 28 Apr 2006, Seoul, South Korea)  
Publication no. 0323648

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### ORAL PRESENTATION

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3. Goh\*, K Y, J CHU\* and S. D. Tuan, "Market Mavens and Online Word-of-Mouth: Evaluating the Impacts on Consumer Purchase Behavior". *Proceedings of the 2007 INFORMS Marketing Science Conference* (2007). Singapore: Singapore Management University. (INFORMS Marketing Science Conference, 28 - 30 Jun 2007, Singapore Management University, Singapore)  
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4. Naresh\*, K A and C C D Poo\*, "HCI and Information Search: Capturing Task and Searcher Characteristics through 'User Ability to Specify Information Need'". *12th International Conference on Human-Computer Interaction (HCII 2007)* (2007): 373-382. Berlin: Springer-Verlag Berlin Heidelberg. (12th International Conference on Human-Computer Interaction (HCII 2007), 22 - 27 Jul 2007, Beijing, China)  
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5. Tan\*, C H, X Yang and H H Teo, "When Counterfactual Thinking Meets Technology Acceptance Model: An Investigation". *Proceedings of the IFIP Working Group 8.6 Conference on Organizational Dynamic of Technology-based Innovation: Diversifying the Research Agenda* (2007): 507-511. United States: Boston: Springer. (IFIP Working Group 8.6 Conference, 14 - 16 Jun 2007, Manchester, United Kingdom)  
Publication no. 0340040
6. Hann, IH, K L Hui, SYT Lee and I P L PNG\*, "Analyzing Online Information Privacy Concerns: An Information Processing Theory Approach". *Proceedings, 40th Hawaii International Conference on System Sciences* (2007). n.a.: IEEE. (Hawaii International Conference on System Sciences, 3 - 6 Jan 2007, Hilton Waikoloa Village Resort, Hawaii, United States)  
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7. Han\*, J., J. Zheng\* and Y Xu\*, "The effect of individual needs and social capital in explaining participation intentions in virtual community". *Proceedings of the Hawaii International Conference on System Science* (2007). Big Island, Hawaii: HICSS. (Plenary paper) ( Hawaii International Conference on System Science, 3 - 6 Jan 2007, Waikoloa, Big Island, Hawaii, United States)  
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8. WANG, Z and L H Lim, "Effect of Gender Composition and Negotiation Support Systems in Dyadic Setting". *Proceedings of the Fortieth Hawaii International Conference on Systems Sciences* (2007). Washington, DC: IEEE Computer Society. (Fortieth Hawaii International Conference on Systems Sciences, 3 - 6 Jan 2007, Hawaii, United States)  
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9. Tong\*, Y, X Wang and H H Teo, "Understanding the Intention of Information Contribution to Online Feedback Systems from Social Exchange and Motivation Crowding Perspectives". *Proceedings of the 40th Hawaii International Conference on System Sciences (HICSS)* (2007). Big Island, Hawaii: IEEE Computer Society Press. (HAWAII INTERNATIONAL CONFERENCE ON SYSTEM SCIENCES, 3 - 6 Jan 2007, Waikoloa, Big Island, Hawaii, United States)  
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10. Yang, Y P, L H Lim\* and Y CHEN, "Alternate Designs on Agent-Based e-Negotiation Systems: Concepts and Implementation". *Proceedings of the Sixteenth Annual Workshop on Information Technologies and Systems* (2006). Milwaukee, Wisconsin: University of Wisconsin. (Sixteenth Annual Workshop on Information Technologies and Systems, 9 - 10 Dec 2006, Milwaukee, Wisconsin, United States)  
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11. Nguyen, T.L., A M Kankanhalli\*, L. G. Pee and G W Tan, "Managing Organizational Forgetting: Lessons from an Information System Implementation". *Organizations and Society in Information Systems (OASIS) Workshop* (2006). IFIP Online: Springer. (Organizations and Society in Information Systems (OASIS) Workshop, 10 Dec 2006, Midwest Airlines Center, Milwaukee, United States)  
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12. Sutanto\*, J, A M Kankanhalli and B C Y Tan, "Investigating Task Coordination Effectiveness in Global Virtual Teams". *International Symposium of Information Systems* (2006). Hyderabad: Indian School of Business. (International Symposium of Information Systems, 16 - 18 Dec 2006, Indian School of Business, Hyderabad, India)  
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13. Zhang\*, W, S L S TAN and B C Y Tan, "Effectiveness of Knowledge Acquisition for Newcomers: The relationship between acquisition channels and knowledge types". *Proceedings of the Twenty-Seventh Annual International Conference on Information Systems* (2006). Milwaukee: AIS. (International Conference on Information Systems, 10 - 13 Dec 2006, Milwaukee, Wisconsin, United States)  
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14. Oh\*, L.B. and H H Teo, "To Blow or Not to Blow: A Study of Whistleblowing Behavior in Reporting Software Piracy". *Proceedings of the IFIP TC8/WG8.2 Organizations and Society in Information Systems Workshop* (2006). Milwaukee, Wisconsin: IFIP. (IFIP TC8/WG8.2 Organizations and Society in Information Systems Workshop, 10 Dec 2006, Milwaukee, Wisconsin, United States)  
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17. LIM, C.Y., A M Kankanhalli\* and L. LAND, "Investigating Knowledge Reuse in IS Development: An Empirical Study in the Singapore context". *IS/IT in Asia Pacific Conference* (2006). Las Vegas: AIS. (IS/IT in Asia Pacific Conference, 11 Dec 2005, Venetian, Las Vegas, United States)  
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18. Setiono\*, R, C Mues and B Baesens, "Risk management and regulatory compliance: A data mining framework based on neural network rule extraction". *Proceedings of the 27th International Conference on Information Systems* (2006). Milwaukee: AIS. (International Conference on Information Systems, 10 - 13 Dec 2006, Midwest Airlines Center, Milwaukee, United States)  
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21. Naresh\*, K A and C C D Poo\*, "Developing Buddy: Towards greater dependability and maintainability in meta-search". *Information Resources Management Association Conference 2007*, ed. Mehdi Khosrow-Pour (2006): 458-462. Hershey PA: IGI Global. (Information Resources Management Association Conference 2007, 19 - 23 May 2007, Sheraton Vancouver, Vancouver, Canada)  
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22. Yan\*, L, C H Tan\*, H H Teo and Richard T. Watson, "An Institutional Perspective of Open Source Software Adoption in Organizations: A Cross-Country Investigation". *Proceeding of the 16th Annual Workshop on Information Technologies and Systems* (2006). Wisconsin: Annual Workshop on Information Technologies and Systems. (Workshop on Information Technologies and Systems, 9 - 10 Dec 2006, Milwaukee, Wisconsin, United States)  
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23. GHOLAMI, R, L H Lim and T S Lee, "A Survey on the Post-Adoption of Broadband Internet". *Proceedings of the European Conference on Management of Technology* (2006). Birmingham: Aston Business School. (European Conference on Management of Technology, 10 - 12 Sep 2006, Birmingham, United Kingdom)  
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24. Sutanto\*, J and A M Kankanhalli, "Investigating ICT-Mediated Task Coordination Modes in Global Virtual Teams". *International Conference on Information Systems* (2006). Atlanta: Association for Information Systems. (International Conference on Information Systems, 10 - 13 Dec 2006, Midwest Airlines Center, Milwaukee, United States)  
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25. Jiang, Z, "Investigating the Role of Presence in Collaborative Online Shopping". *Proceedings of the 12th Americas Conference on Information Systems* (2006). Acapulco: AIS. (Americas Conference on Information Systems, 4 - 6 Aug 2006, Acapulco, Mexico)  
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26. Yan\*, L, C H Tan\* and H H Teo\*, "A Discriminant Analysis of Organizations' Adoption of Open Source Software: A Human Capital Perspective". *Proceeding of the World Congress on Intellectual Capital* (2006). Seoul: World Congress on Intellectual Capital. (World Congress on Intellectual Capital, 21 - 22 Sep 2006, Seoul, South Korea)  
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27. Naresh\*, K A and C C D Poo\*, "Information Searcher-Provider Fit through Information Presentation and Visualization Techniques". *International Conference on Multidisciplinary Information Sciences and Technologies (InSciT2006)*, ed. V.P. Guerrero-Bote (2006): 69-73. Merida: Open Institute of Knowledge (Instituto Abierto del Conocimiento). (InSciT 2006 International Conference on Multidisciplinary Information Sciences and Technology, 25 - 28 Aug 2006, Merida, Spain)  
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29. Tan\*, C H, K Y Goh\*, H H Teo\* and K S Sim, "Buyout Option & Reserve Price In Online Auctions: Should I Bid Or Buy Out?". *Proceeding of the 27th Annual International Conference on Information Systems* (2006). Wisconsin: Annual International Conference on Information Systems. (International Conference on Information Systems, 10 - 13 Dec 2006, Milwaukee, Wisconsin, United States)  
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30. Yang\*, Xue, H H Teo\* and C H Tan\*, "A Psychological Reactance Perspective on Time and Functionality Restrictions of Free Trial Software: Are You Willing to Evaluate the Software?". *Proceeding of the 27th Annual International Conference on Information Systems* (2006). Wisconsin: Annual International Conference on Information Systems. (International Conference on Information Systems, 10 - 13 Dec 2006, Milwaukee, Wisconsin, United States)  
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31. Hull\*, C.E., Y. Caisy Hung\*, N. Nair, V. Perotti and R. DeMartino, "Digital Entrepreneurship". *Enterprise Development Growth and Expansion (EDGE) 2006* (2006). Singapore: Singapore Management University. (Enterprise Development Growth and Expansion (EDGE) 2006, 3 - 5 Jul 2006, Hotel InterContinental, Singapore)  
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32. PEE, L.G., H.Y. TEAH\* and A M Kankanhalli, "Development and Application of a General Knowledge Management Maturity Model". *Pacific Asia Conference on Information Systems* (2006). Kuala Lumpur: UPM. (Pacific Asia Conference on Information Systems, 6 - 9 Jul 2006, Mandarin Oriental, Kuala Lumpur, Malaysia)  
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43. Tang\*, Q., B Y Ng and A M Kankanhalli, "Individual's Response to Security Messages: A Decision-Making Perspective". *The Ninth International Conference on Decision Support Systems* (2006). Kolkata: The Ninth International Conference on Decision Support Systems. (The Ninth International Conference on Decision Support Systems, 2 - 4 Jan 2007, IIM, Kolkata, India)  
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