

## The World's Most Famous Management Professors

Name: [Rawai Abdelal](#)  
Famous For: Government and International Economy  
Business School: Harvard Business School (HBS), USA

**Works/Publications:**

- "Managing International Trade and Investment"
- The evolution of capital controls in the international monetary system
- The social norms and legal rules of the international financial system.
- National Purpose in the World Economy: Post-Soviet States in Comparative Perspective, which won the 2002 Marshall Shulman Book Prize for the "Outstanding Book on International Relations".

Name: [Kusum L. Ailawadi](#)  
Famous For: Marketing  
Business School: Tuck School of Business (TSB), USA

**Works/Publications:**

- "The Effect of Promotion on Consumption: Buying More and Using It Faster," Journal of Marketing Research, 1998;
- "Market Response to a Major Policy Change in the Marketing Mix: Learning from P&G's Value Pricing Strategy," Journal of Marketing, January 2001;
- "Pursuing the Value Conscious Consumers: Store Brands versus National Brand Promotions," Journal of Marketing, 2001;
- "The Retail Power-Performance Conundrum: What Have We Learned?" Journal of Retailing, 2001;
- "Revenue Premium as an Outcome Measure of Brand Equity," Journal of Marketing, October 2003;
- "An Empirical Analysis of Retail Margins: The Role of Store Brand Share," Journal of Marketing, January 2004;
- "Predicting Response to a Major Policy Change: Combining Game-Theoretic and Empirical Analysis," Marketing Science, 24(1), 2005

Name: [Warren Bennis](#)  
Famous For: Leadership  
Business School: Marshall School of Business (MSB) , USA

**Works/Publications:**

- Organizing Genius
- Co-Leaders

Name: [Agarwal Anurag K](#)  
Famous For: Business Law  
Business School: Indian Institute of Management, India

**Works/Publications:**

- Moral Rights in Copyright Law, (2003) 8 Supreme Court Cases (J) 19 – 24.
- India's Journey From Process To Product Patents: The Legal Perspective, LL.D. Thesis, Law Faculty, Lucknow University. Epitome in Institute for Judicial Training and Research (IJTR), Lucknow Quarterly Digest (Jan.-Apr. '02), p.188 and 2003CLC(J)178 [CLC = Corporate Law Cases, an AIR publication].
- Judiciary - Delay & Denial: with special reference to the Ayodhya dispute, Harvard Law School, Prof. John Mansfield, May 2002.
- Of powdered wigs and black coats, Harvard Law Record, April 2002.
- Unlocking economic opportunity in the South through local content, Berkman Center for Internet & Society, Harvard Law School, Jan. 2002 and Climate for Litigation in India, Open Economies Project, Berkman Center. 'oneworld.net' pilot project for providing access to internet to people in Pondicherry, India.
- Patenting Of Pharmaceuticals And Impact On Availability With Reference To Cipro Shortage, written in the backdrop of Doha Declaration, post 9/11 anthrax scare and the Brazil - U.S. patent dispute regarding local working, Harvard Law School, Prof. Frank Porcelli, Jan. 2002.
- Geographical indications – their importance and role in the development of intellectual property rights in India, 2001CLC(J)258
- Justice Delayed is Justice Denied - Speedy Justice Through Arbitration, AIR1999Journal177. Earlier, presented at the All India Seminar on Judicial Reforms, Supreme Court Advocates-on-Record Association, New Delhi, December 4 – 6, 1998.
- Role of Arbitration in Speedy, Inexpensive and Efficacious Settlement of Business Disputes, LL.M. Dissertation, Lucknow University, 1998.
- Role of Arbitrator(s) In The Changing Legal And Economic Scenario of India, AIR1998Journal53

Name: [James C. Anderson](#)  
Famous For: Marketing and Behavioral Science in Management  
Business School: Kellogg School of Management (KSM), USA

**Works/Publications:**

- Business Market Management: Understanding, Creating and Delivering Value, Prentice Hall.

Name: [William E. Fruhan, Jr.](#)  
Famous For: Finance  
Business School: Harvard Business School (HBS) , USA

**Works/Publications:**

- Restructuring, Mergers, and Acquisitions
- One of the early developers of the concept of value-based management.

Name: [Bala V. Balachandran](#)  
Famous For: Accounting  
Business School: Kellogg School of Management, USA

**Works/Publications:**

- "On the Efficiency of Cost-Based Rules for Capacity Planning" with Prof. R. Balakrishnan and Shiraramakrishnan, The Accounting Review, Vol. 72, No. 4, Oct. 1997.
- "Joint-Cost Allocation Multiple Lots," (with Prof. Ramakrishnan), Management Science, Vol. 42, No. 2, February 1996.
- "Structured Interdependencies and Managerial Control," (with Prof. Sri Sridharan), Accepted in Management Science.
- "Cost Drivers Optimization in Activity-Based Costing," (with Prof. Yair M. Babad), The Accounting Review, Vol. 68, No. 3, July 1993, pp.563-575.
- "Management Compensation Surrounding an Accounting Change and Long-Term Construction Projects," (with Prof. Ram Ramanan), Contemporary Accounting Research, Vol. 10, No. 1, Fall 1993, pp.211-226.
- "Contingent Fees for Audit Firms" (with Profs. Ron Dye and Robert Magee), JAR, Autumn, 1990.

Name: [Amarnath V. Bhidé](#)  
Famous For: Entrepreneurship  
Business School: Columbia Business School, USA

**Works/Publications:**

- "How Entrepreneurs Craft Strategies That Work," "
- Bootstrap Finance: The Art of Start-ups" and "Hustle as Strategy."
- The Origin and Evolution of New Businesses, Bhidé is a former senior engagement manager at McKinsey & Company, vice president of E. F. Hutton and associates fellow at Harvard Business School.

Name: [Yves Doz](#)  
Famous For: Business Policy/Strategy  
Business School: INSEAD, France

**Works/Publications:**

- Global Technology and Innovation
- Government Control and Multinational Management (1979),
- Strategic Management in Multinational Companies (1986)
- The Multinational Mission: Balancing Local Demands and Global Vision (1987) (with C.K. Prahalad)
- From Global to Meta-national: How Companies Win in the Knowledge Economy (Harvard Business School Press 2001), (with Jose Santos and Peter Williamson)
- Alliance Advantage (co-authored with Gary Hamel in 1998)

Name: [Zhiwu Chen](#)  
Famous For: Finance and China Emerging Economy  
Business School: Yale School of Management (YSM), USA

**Works/Publications:**

- "Viable Costs and Equilibrium Prices in Frictional Securities Markets," Annals of Economics and Finance, Vol. 2, No. 2, 297-323, November 2002
- "Do Call Prices and the Underlying Stock Always Move in the Same Direction?" (with G. Bakshi and C. Cao), Review of Financial Studies, Vol. 13, 549-584, 2000
- "Pricing and Hedging Long-Term Options" (with G. Bakshi and C. Cao), Journal of Econometrics, 1998
- "Empirical Performance of Alternative Option Pricing Models" (with G. Bakshi and C. Cao), Journal of Finance, Vol. LII, No. 5, 1997
- "Equilibrium Valuation of Foreign Exchange Claims" (with G. Bakshi), Journal of Finance, Vol. LII, No. 2, 1997
- "An Alternative Valuation Model for Contingent Claims" (with G. Bakshi), Journal of Financial Economics, Vol. 44, 1997
- "The Spirit of Capitalism and Stock Market Prices" (with G. Bakshi), American Economic Review, Vol. 86, No. 1, 1996
- "Portfolio Performance Measurement: Theory and Applications" (with P. Knez), Review of Financial Studies, Vol. 9, No. 2, 1996
- "Inflation, Asset Prices, and the Term Structure of Interest Rates in Monetary Economies" (with G. Bakshi), Review of Financial Studies, Vol. 9, No. 1, 1996

**Working Papers**

- "Price Impact Costs and the Limit of Arbitrage," (with W. Stanzl and M. Watanabe)
- "Discounts for Illiquid Stocks: Evidence from China," (with P. Xiong)
- "Stock Valuation and Investment Strategies" (with M. Dong)
- "Stock Valuation in Dynamic Economies" (with G. Bakshi)
- "Viable Costs and Equilibrium Prices in Frictional Securities Markets"
- "Market Frictions and the Preferred Habitat Theory of the Term Structure of Interest Rates" (with G. Bakshi)

Name: [Charles Fine](#)  
Famous For: Supply Chain Management  
Business School: MIT/Sloan School of Management, USA

**Works/Publications:**

- Dynamics of global value chains.
- how to design such chains
- Clockspeed: Winning Industry Control in the Age of Temporary Advantage.

Name: [Gary Becker](#)  
Famous For: Economics  
Business School: Kellogg School of Management (KSM), USA

**Works/Publications:**

- Winner of the 1992 Nobel Prize in Economics for his work on human capital

Name: [Gills Amado Fischgrund](#)  
Famous For: Human Resources  
Business School: Hautes Etudes Commerciales (HEC), France

**Works/Publications:**

- The Transitional Approach to Change (Ed.), Karnac, 2001 (in coll. with A. Ambrose).
- "The Relative Importance of Human and Cultural Factors in the Success or Failure of Mergers and Acquisitions", Cahier de Recherche du Groupe HEC, n° 632/1997 (in coll. with R. Amato).

Name: [Fariborz Ghadar](#)  
Famous For: International Business  
Business School: Wharton School of Business, USA

**Works/Publications:**

- An authority on future business trends, global economic assessment, and global corporate strategy and implementation.
- Served as an investment banker at the International Finance Corporation (World Bank)
- Business Week named him one of the top 10 "Stars of Finance," and he was selected as one of the top 10 thought leaders and practitioners of strategy coaching in Profiles in Coaching:
- Ghadar held a vice-ministerial post in Iran during the shah's regime

Name: [Sumantra Ghoshal](#)  
Famous For: International Business  
Business School: Indian School of Business, India

**Works/Publications:**

- Managing Across Borders: The Transnational Solution (1988);
- Transnational Management (1990);
- Organization Theory and the Multinational Corporation (1993);
- The Individualized Corporation (1997).

Name: [Gabriel Hawawini](#)  
Famous For: Finance and Investment  
Business School: INSEAD , France

**Works/Publications:**

- Value-based management, risk estimation and asset valuation, portfolio management, and the structure of the financial-services industry.
- Mergers and Acquisitions in the US Banking Industry (North Holland: 1991)
- Finance for Executives: Managing for Value Creation (South Western Publishing: 2002).
- He is currently on the board of several public companies and joined the Vivendi Universal Board

Name: [Allaudeen Hameed](#)  
Famous For: Finance  
Business School: National University of Singapore (NUS), Singapore

**Works/Publications:**

- Market States and Momentum, with M Cooper and R Gutierrez, Journal of Finance, 2004
- What if Trading Location is different from Business Location: Evidence from the Jardine Group, with K Chan and ST Lau, Journal of Finance, 2003
- Profitability of Momentum Strategies in International Equity Markets, with Kalok Chan and Wilson Tong, Journal of Financial and Quantitative Analysis, 2000
- The Effect of Tick Size on Price Clustering and Trading Volume, with Eric Terry, Journal of Business, Finance and Accounting, 1998
- Time-Varying Factors and Cross-Autocorrelations in Short-Horizon Stock Returns, Journal of Financial Research, Winter, 1997
- Expected Returns, Time Varying Risk Premia and Interest Rate Risk, with Mark Flannery and Rich Harjes, Journal of Banking and Finance, 1997
- Volume and Autocorrelations in Short Horizon Individual Security Returns, with Jennifer Conrad and Cathy Niden, Journal of Finance, 1994

Name: [Rebecca Henderson](#)  
Famous For: Technology Strategy  
Business School: MIT/Sloan School of Management, USA

**Works/Publications:**

- "Underinvestment and Incompetence as Responses to Radical Innovation: Evidence from the Photolithographic Industry."
- "Architectural Innovation: The Reconfiguration of Existing Product Technologies and The Failure of Established Firms," with Kim Clark,
- "Innovation in the Information Age" in the Harvard Business Review,
- "Racing to Invest? The Dynamics of Competition in Ethical Pharmaceuticals," in the Journal of Economics and Management Strategy,
- "Scale, Scope and Spillovers: The Determinants of Research Productivity in Ethical Drug Discovery" in the Rand Journal of Economics,
- "Measuring Competence? Exploring Firm Heterogeneity in Pharmaceutical Research," in the Strategic Management Journal
- "The Evolution of Integrative Competence: A study of cardiovascular drug discovery" in Innovation and Corporate Change.

Name: [Rosabeth Moss Kanter](#)  
Famous For: Change Management  
Business School: Harvard Business School (HBS), USA

**Works/Publications:**

- Leadership and change
- Confidence: How Winning Streaks and Losing Streaks Begin and End.
- Evolve!: Succeeding in the Digital Culture of Tomorrow

Name: [Robert Inman](#)  
Famous For: Economics  
Business School: Wharton School of Business, USA

**Works/Publications:**

- "Balanced Budget Rules and Public Deficits: Evidence from the U.S. States." Carnegie-Rochester Conference Series on Public Policy (November 1996).
- "Rethinking Federalism." Journal of Economic Perspectives (Fall 1997).
- "Changing the Price of Pork: The Impact of Local Cost Sharing on Legislators' Demands for Distributive Public Goods." Journal of Public Economics (February 1999).
- "Should Suburbs Help Their Central Cities?" Brookings-Wharton Papers on Urban Affairs, 2002.
- "Fiscal Policy in Open Cities with Mobile Firms and Household." Regional Science and Urban Economics (April 2001).
- "Transfers and Bailouts: Enforcing Local Fiscal Discipline with Lessons from U.S. Federalism." Enforcing the Hard Budget Constraint, J. Rodden, ed., MIT Press, 2003.

Name: [Robert S. Kaplan](#)  
Famous For: Strategy (Balanced Score Card)  
Business School: Harvard Business School

**Works/Publications:**

- Linking cost and performance management systems to strategy implementation and operational excellence.
- Strategy Maps: Converting Intangible Assets into Tangible Outcomes (with D. Norton),
- The Balanced Scorecard: Translating Strategy into Action (with D. Norton)

Name: [John A. Quelch](#)  
Famous For: International marketing  
Business School: Harvard Business School (HBS), USA

**Works/Publications:**

- The New Global Brands: Managing Non-Governmental Organizations in the 21st Century (with N. Laidler),
- Problems and Cases in Health Care Marketing (with J. Gourville and V. K. Rangan),
- The Global Market: Developing a Strategy to Manage Across Borders (with R. Deshpandé).
- "Outsourcing Marketing" (with G. McGovern)
- "Bringing Your Customers into the Boardroom" (with G. McGovern, D. Court, and B. Crawford)
- Chairman of the Massachusetts Port Authority
- A non-executive director of The Pepsi Bottling Group and the WPP Group.

Name: [C. K. Prahalad](#)  
Famous For: Strategy  
Business School: Ross Business school, USA

**Works/Publications:**

- The Core Competence of the Corporation (Harvard Business Review, May-June, 1990),
- Competing in the New Economy: Managing Out of Bounds (Strategic Management Journal, Vol. 17, No. 3, March, 1996)
- Competing for the Future: Breakthrough Strategies for Seizing Control of Your Industry and Creating the Markets of Tomorrow (1994).

Name: [Michael Porter](#)  
Famous For: Strategy  
Business School: Harvard Business School (HBS), USA

**Works/Publications:**

- Competitive Strategy: Techniques for Analyzing Industries and Competitors. New York: Free Press, 1980.
- Cases in Competitive Strategy. New York: Free Press, 1983.
- Competitive Advantage: Creating and Sustaining Superior Performance. Rev. ed. New York: Free Press, 1985.
- Competition in Global Industries (ed.). Boston, MA: Harvard Business School Press, 1986.
- The Competitive Advantage of Nations. Rev. ed. New York: Free Press, 1998.

Name: [John Paul MacDuffie](#)  
Famous For: General management  
Business School: Harvard Business School (HBS), USA

**Works/Publications:**

- "What Makes Teams Take? Employee Reactions to Work Reorganization." Industrial and Labor Relations Review (2002). with L. Hunter)
- "Pragmatic Collaborations: Advancing Knowledge While Controlling Opportunism." Industrial and Corporate Change 9.3 (2000). (with S. Helper and C. Sabel)
- "The Road to 'Root Cause': Shop-Floor Problem-Solving at Three Auto Assembly Plants." Management Science 43.4 (1997).
- "Creating Lean Suppliers: Diffusing Lean Production Through the Supply Chain." California Management Review 39.4 (1997). (with S. Helper)
- "Human Resource Bundles and Manufacturing Performance: Organizational Logic and Flexible Production Systems in the World Auto Industry." Industrial and Labor Relations Review 48.2 (1995).



Name: [Paul R. Kleindorfer](#)  
Famous For: Public Policy and Risk Management  
Business School: Wharton School of Business, USA

**Works/Publications:**

- Decision Sciences: An Integrative Perspective. Cambridge University Press, 1993. (with H.C. Kunreuther and P.J.H. Schoemaker)
- Regulatory and Economic Challenges in the Postal and Delivery Sector. Kluwer Academic Publishers, Boston, 2005. (with M.A. Crew)
- “Competitive Options, Supply Contracting and Electronic Markets.” Management Science 51 (3), 452-466 (March 2005). (with D.J. Wu)

Name: [John P Kotter](#)  
Famous For: Leadership (retired). only speaking engagements  
Business School: Harvard Business School (HBS), USA

**Works/Publications:**

- Leadership and Change Guru
- The Heart of Change
- John P. Kotter on What Leaders Really Do
- Matsushita Leadership
- Leading Change

Name: [Philip Kotler](#)  
Famous For: Marketing  
Business School: Kellogg Business School (KSB), USA

**Works/Publications:**

- Marketing Moves: A New Approach to Profits, Growth & Renewal (2002).
- Marketing Management: Analysis, Planning, Implementation, and Control

Name: [Neng Liang](#)  
Famous For: Business Policy  
Business School: China Europe International Business School (CEIBS), China

**Works/Publications:**

- Corporate Governance
- International Business
- International Marketing Research

Name: [Hal Varian](#)  
Famous For: IT strategy  
Business School: University of California at Berkeley (UCB), USA

**Works/Publications:**

- Information Rules: A Strategic Guide to the Network Economy

Name: [VAI IO LO](#)  
Famous For: International Business Law  
Business School: International University of Japan (IUJ), Japan

**Works/Publications:**

- Comparative law, dispute resolution, foreign direct investment, labor and employment law, cyber law, and intellectual property.
- Law and Investment in China: The Legal and Business Environments after WTO Accession (London/New York: Routledge, 2004)
- Law and Industrial Relations: China and Japan after World War II (The Hague/London/Boston: Kluwer Law International, 1999)
- "Employee Inventions and Works for Hire in Japan: A Comparative Study against the U.S., Chinese, and German Systems," Temple International and Comparative Law Journal, 2002
- "Arbitration of Commercial Disputes in China," Maryland Series in Contemporary Asian Studies, 2001
- "Resolution of Civil Disputes in China," UCLA Pacific Basin Law Journal, 2001

Name: [John Van Maanen](#)  
Famous For: Behavior Policy Science  
Business School: MIT/Sloan School of Management, USA

**Works/Publications:**

- Managing for the Future: Organizational Behavior and Processes. OH: South-Western College Publishing, 1996 (2nd edition, 1999).
- Qualitative Methods. Newbury Park, CA: Sage Publications, 1983.
- Qualitative Studies of Organizations (The Administrative Science Quarterly Series in Organization Theory and Behavior). Newbury Park, CA: Sage Publications, 1998.
- Organizational Careers: Some New Perspectives. New York: Wiley, 1977.
- Policing: A View from the Street. New York: Random House, 1978.
- The Process of Program Evaluation. Washington, DC: National Training and Development Service Press, 1973.
- Representation in Ethnography. Newbury Park, CA: Sage Publications, 1995.
- Tales of the Field: On Writing Ethnography. Chicago: University of Chicago Press, 1988.
- Varieties of Qualitative Research. Newbury Park, CA: Sage Publications, 1982.
- Work in the Public Sector (Report to the Economic Development Administration), Washington, DC: National Training and Development Service Press, 1974.

Name: [Robert E. Verrecchia](#)  
Famous For: Accounting  
Business School: Wharton School of Business (WSB), USA

**Works/Publications:**

- "Discretionary Disclosure." Journal of Accounting and Economics 5 (1983).
- "Market Reaction to Anticipated Announcements." Journal of Financial Economics 30 (1991). (with O. Kim)

Name: [Stewart C. Myers](#)  
Famous For: Economics and Finance  
Business School: MIT/Sloan School of Management, USA

**Works/Publications:**

- Myers, Stewart C. Fundamentals of Corporate Finance. Boston, MA: Irwin/McGraw-Hill, 1999.
- Myers, Stewart C. Fundamentals of Corporate Finance (McGraw-Hill Series in Finance). New York, NY: McGraw-Hill, 1995.
- Principles of Corporate Finance (McGraw-Hill Series in Finance). New York, NY: McGraw-Hill, 1996.
- Regulatory Risk : Economic Principles and Applications to Natural Gas Pipelines and Other Industries (Topics in Regulatory Economics and Policy Series). Boston, MA: Kluwer Academic Publishers, 1993.
- Frontiers of Finance : The Batterymarch Fellowship Papers. Cambridge, MA: Blackwell, 1990.

Name: [Rita Gunther McGrath](#)  
Famous For: Strategy  
Business School: Columbia Business School (CBS), USA

**Works/Publications:**

- Real Options Reasoning and a New Look at the R&D Investment Strategies of Pharmaceutical Firms. Strategic Management Journal; 25 (1), 1 2004, 1–21.
- Real Options as Engines of Choice and Heterogeneity. Academy of Management Review; 29 (1), 1 2004, 86–101. Coauthors: Walter Ferrier, Aubrey Mendelow.
- Market Busters: Forty Strategic Moves that Fuel Exceptional Business Growth. Cambridge, Mass.: Harvard Business School Press, 2005. Coauthors: Ian Macmillan.
- The Entrepreneurial Mindset: Strategies for Continuously Creating Opportunity in an Age of Uncertainty. Boston, Mass.: Harvard Business School Press, 2000. Coauthors): Ian Macmillan.

Name: [Nabil I. Al-Najjar](#)  
Famous For: Microeconomics  
Business School: Kellogg School of Management (KSM), USA

**Works/Publications:**

- "Decomposition and Characterization of Risk with a Continuum of Random Variables," Econometrica, 1995.
- "Incentive Contracts in Two-Sided Moral Hazards with Multiple Agents," Journal of Economic Theory.
- "Reputation, Product Quality and Warranties," Journal of Economics & Management Strategy, 1995, vol. 3, no. 4, pp. 605-637.

Name: [Margaret A. Neale](#)  
Famous For: Corporate Conflict Resolution and Negotiation  
Business School: Stanford Graduate Business School (GSB), USA

**Works/Publications:**

- Diverse groups and information sharing: The effect of congruent ties, Coauthored with Katherine Phillips, Elizabeth Mannix and Deborah Gruenfeld in the Journal of Experimental Social Psychology, pp.497-510, 2004
- Dynamic valuation: Preference changes in the context of face-to-face negotiations, Coauthored with Jared Curhan and Lee Ross in Journal of Experimental Social Psychology, 40, 142-151, 2004
- Who's really sharing: Effects of social and expert status on knowledge exchange within groups, Coauthored with Melissa Thomas-Hunt and Tanya Ogden in Management Science, Volume 49, pp. 464-477, 2003
- Information processing in traditional, hybrid, and virtual teams: From nascent knowledge to transactive memory., Coauthored with Terri Griffith in Research in Organizational Behavior, pp. 379-421, Elsevier Press: London, England, 2001
- Why differences make a difference: A field study of diversity, conflict, and performance in workgroups., Coauthored with Karen John and Gregory Northcraft in Administrative Science Quarterly, 44, 741-763, 1999
- Expertise in forecasting performance of security analysts, Co-authored with Thomas Lys and John Jacob in Journal of Accounting and Economics, Volume 28, , No. 1, pp. 51-83, 1999
- Negotiating Rationally, Free Press, 1992

Name: [John F. Rockart](#)  
Famous For: IT  
Business School: MIT/Sloan School of Management, USA

**Works/Publications:**

- Computers and the Learning Process in Higher Education: A Report Prepared for the Carnegie Commission on Higher Education. New York, New York: McGraw-Hill, 1975.
- Executive Support Systems: The Emergence of Top Management Computer Use. Homewood, IL.: Dow Jones-Irwin, 1988.
- The Rise of Managerial Computing: The Best of the Center for Information Systems Research, Sloan School of Management, Massachusetts Institute of Technology. Homewood, IL.: Dow Jones-Irwin, 1986.

Name: [Peter Senge](#)  
Famous For: Human Resources  
Business School: MIT/Sloan School of Management, USA

**Works/Publications:**

- The Fifth Discipline: The Art and Practice of the Learning Organization;

Name: [Jeanne W. Ross](#)  
Famous For: IT  
Business School: MIT/Sloan School of Management, USA

**Works/Publications:**

- Weill, P. and Ross, J.W. IT Governance: How Top Performers Manage IT Decision Rights for Superior Results, Harvard Business School Press, Boston, 2004.
- Ross, J.W. and Westerman, G. "Architecting New Outsourcing Solutions: The Promise of Utility Computing," IBM Systems Journal, (43:1), 2004, pp. 5-19. This paper has also been published as CISR Working Paper No. 337.
- Levina, N. and Ross, J.W. "From the Vendor's Perspective: Exploring the Value Proposition in IT Outsourcing," MIS Quarterly, (27:3), September 2003, pp. 331-364. This paper has also been published as CISR Working Paper No. 311.
- Ross, J.W. "Creating a Strategic IT Architecture Competency: Learning in Stages," MISQ Executive, (2:1), March 2003, pp. 31-43. This paper has also been published as CISR Working Paper No. 335.
- Ross, J.W. and Weill, P. "Six IT Decisions Your IT People Shouldn't Make," Harvard Business Review, November 2002, reprint #R0211F.

Name: [Seungjin Whang](#)  
Famous For: Operations  
Business School: Stanford Graduate Business School (GSB), USA

**Works/Publications:**

- The Impact of the Secondary Market on a Supply Chain, Management Science, 2002
- Price Protection in the PC Industry, Management Science, 2000
- Dynamic Pricing for Network Service: Equilibrium and Stability, Management Science, 1999
- Information Distortion in a Supply Chain: The Bullwhip Effect, Management Science, Co-author, April, 1997
- Competing in Product and Service, Management Science, April, 1997
- Response Time Design in Integrated Order Processing/ Production Systems, Operations Research, Sept./Oct., 1995
- Market Provision of Custom Software: Learning Effect and Low-Balling, Management Science, Aug., 1995
- Contracting for Software Development, Management Science, March, 1992

Name: [Kent L. Womack](#)  
Famous For: Investments Management  
Business School: Tuck School of Business (TSB), USA

**Works/Publications:**

- "Do Brokerage Analysts' Recommendations Have Investment Value?" Journal of Finance, 51, March 1996;
- with R. Michaely, "Conflict of Interest and the Credibility of Underwriter Analyst Recommendations," Review of Financial Studies, 12, 1999;
- with L. Krigman and W. Shaw, "The Persistence of IPO Mispricing and the Predictive Power of Flipping," Journal of Finance, 53, June 1999;
- with L. Krigman and W. Shaw, "Why Do Firms Switch Underwriters?" Journal of Financial Economics, 60, 2001;
- with R. Aggarwal and L. Krigman, "Strategic IPO Underpricing, Information Momentum, and Lockup Expiration Selling," Journal of Financial Economics, 2002;
- with F. Derrien, "Auctions vs. Book-Building and the Control of Underpricing in Hot IPO Markets," Review of Financial Studies, 2003;
- with L. Boni, "Wall Street Research: Will New Rules Change Its Usefulness?" Financial Analysts Journal, 59(3), May/June 2003;
- with L. Boni, "Analysts, Industries, and Price Momentum," Journal of Financial and Quantitative Analysis, forthcoming

Source: International Institute of Management (IIM USA)