

## Vita

### G. Lawrence Sanders

Professor and Chair, Department of Management Science and Systems  
State University of New York at Buffalo

ADDRESS: 325G Jacobs Management Center  
(Office) Management Science & Systems  
State University of New York at Buffalo  
Buffalo, NY 14260  
716-645-2373  
mgtsand@acsu.buffalo.edu

(Home) 3470 Sweet Home Road  
Amherst, NY 14228  
716-689-1450, Cell: 716-984-4405

#### RESEARCH INTERESTS:

Blockchain architecture, economics of crime in information assurance, cybersecurity and HIPAA, new product development, entrepreneurship, economics and ethical issues of digital piracy, success measurement, cross-cultural IS issues, technology transfer, and social networking  
[Google Scholar Profile](#)

#### EDUCATION:

Doctor of Philosophy  
Texas Tech University, May 1983  
Major area: Management Information Systems  
Minor areas: Statistics and Management

Master of Business Administration, University of Montana, August, 1977,  
Bachelor of Arts, University of Montana, August, 1976 Major area:  
Geology Minor area: Computer Science

#### Recent Activity

- Co-pi on a \$2.39 million grant from the National Science Foundation to train future cybersecurity experts, 2018-2022
- Professor and Chair Department Management Science and Systems Fall 2016-Fall 2018
- Led development of a new Bachelor's of Science in Information Technology and Management that will launch in the fall of 2019. This is the second undergraduate degree proposed in the school since 1923.
- Played a leadership role in applying for Performance Improvement grant for the Bachelor of Science degree in Information Technology and Management. The University of Buffalo will receive will receive \$311,000 start-up funding from SUNY Performance Improvement Fund for the high-needs degree area.
- Faculty representative on the university Information Security and Privacy Advisory Committee (ISPAC)
- Associate editor for *Decision Support Systems* and review editor for the section "Smart Contracts for the journal *Frontiers in Blockchain*.

## **Professor and Chair, Department Management Science and Systems Fall 2002 to Fall 2005**

There were 17 fulltime faculty members in the department and 19 PhD students associated with the department. The department consisted of supply chain and operations management, strategy, MIS, and management science faculty.

- The Management Information Systems group was ranked in the top 25 in the country in terms of research productivity.
- Developed the MS in MIS program in the late 1990s and this was fine-tuned during my tenure. This is now a key driver of enrollments in SOM and the department. Involved in revamping the MS program in MIS.
- Assisted in the development of an innovative course delivery approach involving digital access and distribution. This is now an important delivery for online courses in the School of Management
- Involved in developing several areas of strategic focus related to the school and university's strategic plan.
- Involved in forming a new Department of Management Science and Systems that focused only on information systems management.

## **PhD Program Chair fall 2000 to fall 2002**

This position involved establishing policy by working closely with faculty representatives from five departments in the school in order to manage the 50-plus students enrolled in the PhD program.

- Managed the process of identifying PhD program applicants, offering assistantships, and monitoring PhD student's progress.
- Developed a "teaching assistantship" for PhD students with above average teaching skills.
- Developed a process for mentoring of PhD students in the preparation of teaching a course.
- Prepared grant proposals for obtaining Presidential Fellowship grants for PhD students.

## **University-Wide Committee Experience**

- Information Security and Privacy Advisory Committee (ISPAC) 2018-2019
- Presidential Review Board 2005-2008
- Faculty Senate Executive Committee: 1989-1991, 2011-2016
- Professional Staff Senate Awards Committee. I am the only faculty member on the committee 2015, 2016
- University Budget Priorities Committee 2015, 2016
- University Budget Priorities Committee 2015, 2018
- University-Wide Student Life Committee: 1989-1990.
- Intercollegiate Athletic Board: 1991-1995
- Faculty Senate: 1987-1989, 2011-2016

## International and Executive Teaching Experience

- Winter 2013, Sogang University in Korea.
- Summer 2010, 2011, 2012 MBA and Executive MBA program at Amrita University in Bangalore India.
- Fall 1994, 1995, 2009, 2010, 2011, 2012, 2013, 2015 Executive MBA program.
- Spring 2001-2012 Professional MBA Program.
- Summer 2000, spring 2002, & summer 2007: Motorola Executive MBA program in China.
- Summer 1999, Fall 2000, summer 2001, & summer 2002: Renmin Executive MBA program in China.
- Fall, 1996, 1997, 1999 & 2000, 2001, 2002: Singapore Executive MBA program in Singapore.
- Summer 1986, 1987 and 1990 Dalian MBA program in China. Taught manufacturing planning and control and MIS courses.

## AWARDS:

- 2007: Recipient of the Provost's Exceptional Scholars Sustained Achievement Award.
- 1999: Best Mentor Award from the PhD Association, School of Management, University of Buffalo.
- 1998: Best Presentation in Teaching Award from the MBA Graduate Management Association, School of Management, University of Buffalo.

## EDITORIAL POSITIONS

- *Associate editor: Decision Support Systems*, 2014- Present
- Review editor for the section "Smart Contracts" for the *Frontiers in Blockchain* journal

## PUBLICATIONS

### BOOKS:

G. Lawrence Sanders, *Developing New Products and Services: Learning, Differentiation and Innovation*, Business Experts Press, November 15, 2011, with contributions by Ron Huefner, Sung Jin, Yong Jin Kim, Lorena Mathien, Barbara Sherman, and Xiao Tang. The book was subsequently re-released as *Developing New Products and Services, v. 1.0*, version by Flatworld Knowledge press, March 2012.

Edward Garrity and G. Lawrence Sanders (editors and contributors), *Information Systems Success*, 1998, Idea Publishing.

G. Lawrence Sanders, *Data Modeling*, Boyd and Fraser Publishing (now Course Technology), 1995.

Robert P. Cerveney, C. Carl Pegels, and G. Lawrence Sanders, *Strategic Information Systems for Strategic, Manufacturing, Operations, Marketing, Sales, Financial and Human Resources Management*. The editors also contributed nine chapters to the book, JAI Press Inc., Greenwich, Connecticut, 1993.

ARTICLES:

Google Scholar Profile at [GL Sanders](#)

Chul Woo Yoo, Robert Cerveny and G. Lawrence Sanders, "Making organizations 'wise' to security: A multilevel study of how employee security knowledge and efficacy influence workgroup information security effectiveness (WISE)", under revision.

Nallan Suresh, GL Sanders, and MJ Braunscheidel, Business Continuity Management or Supply Chains Facing Catastrophic Events, *IEEE Engineering Management Review* Volume 48, Issue 3, 2020.

Joana Gaia, Xunyi Wang, Chul Woo Yoo and G. Lawrence Sanders, The Good News and Bad News About Incentives to Violate HIPAA: Scenario-based Questionnaire Study, *JMIR Medical Informatics*, Vol 8, No 7, July 2020.

GL Sanders, S Upadhyaya, X Wang, Inside the insider, *IEEE Engineering Management Review* Volume Issue 3, 84-91, 2019.

CW Yoo, GL Sanders, & RP Cerveny, Exploring the influence of flow and psychological ownership on security education, training and awareness effectiveness and security compliance, *Decision Support Systems*, Volume 108, April 2018, Pages 107-118

Mohamed Abdelhamid, Joana Gaia, & G. Lawrence Sanders, "Putting the Focus Back on the Patient: How Privacy Concerns Affect PHI Sharing Intentions, *Journal of Medical Internet Research*, 2017 Sep; 19(9).

CW Yoo, YJ Kim, & GL Sanders, "The impact of interactivity of electronic word of mouth systems and E-Quality on decision support in the context of the e-marketplace", *Information & Management* 52 (4), 2015, pp 496-505.

CW Yoo, GL Sanders, C Rhee, YC Choe, The effect of deterrence policy in software piracy cross-cultural analysis between Korea and Vietnam, *Information Development*, 30 (4), 2014, pp 342-357

K Kang, SK Shin, and GL Sanders, "The Effects of Community Characteristics and Member Retention of Virtual Communities." *International Journal of Virtual Communities and Social Networking*, Volume 5, Issue 3, 2013), pp 16-34.

Chul Woo Yu and G. Lawrence Sanders, "Exploring the effect of e-WOM participation on e-Loyalty in e-commerce," *Decision Support Systems*, Volume 55, Issue 3, June 2013, pp 669-678.

Md. Dulal Hossain, Junghoon Moon, Edward J. Garrity, and G. Lawrence Sanders, "Player Commitment to Massively Multiplayer Online Role-Playing Games (MMORPGs): An Integrated Model," *International Journal of Electronic Commerce*, Volume 17, Number 4 / summer 2013, pp. 7-38.

Manish Gupta, Sung Jin, G. Lawrence Sanders, Barbara Sherman and Anand Simha, "Getting Real about Virtual Worlds: a Review", *International Journal of Virtual Communities and Social Networking* 4(3),

July-September 2012. This article will also be re-printed with some additional material as a book chapter in an IGI publication.

Cheul Rhee, G. Lawrence Sanders, and Natalie C. Simpson, "I, Myself & e-Myself," *Communications of the ACM*, Volume 53, Issue 6, June 2010.

Junghoon Moon, Cheul Rhee, H. G. Kang, G. Lawrence Sanders, "Gaining Insight into Cognitive Structure Using GALILEO Method: Where Is Your Web Site in the Customers' Cognitive Space?" *Journal of Electronic Commerce in Organizations*, Volume 8, Issue 1, 2010. Reprinted in *Electronic Services: Concepts, Methodologies, Tools and Applications*, 2010, IGI Global.

Edward J. Garrity, Joseph O'Donnell, Yong Jin Kim, G. Lawrence Sanders An Extrinsic and Intrinsic Motivation-Based Model for Measuring Consumer Shopping Oriented Web Site Success, *Contemporary Research in E-Branding*, 2009, IGI Global, this is a reprint from *Journal of Electronic Commerce in Organizations*, 5(4), 1 - , October-December 2007.

Yong Jin Kim, Hyungeong Kang, and G. Lawrence Sanders, Sang-Yong Tom Lee, "Differential Effects of IT Investments: Complementarity and Effect of GDP Level," *International Journal of Information Management*, Volume 28, Issue 6, December 2008, Pages 508-516.

Edward J. Yong Jin Kim Yong, Jin Kim Joseph B. O'Donnell O'Donnell, Joseph B. Cheul Rhee Rhee, Cheul G. Lawrence Sanders Sanders, G. Lawrence, A Flow Theory Integrated Model of Web IS Success Edward J. Garrity Garrity, Chapter 6, in *Consumer Behavior, Organizational Development and Electronic Commerce: Emerging Issues for Advancing Modern Socioeconomies*, IGI Global, December 2008.

Edward J. Garrity, Joseph O'Donnell, Yong Jin Kim, G. Lawrence Sanders, "An Extrinsic and Intrinsic Motivation-based Model for Measuring Consumer Shopping Oriented Web Site Success," *Journal of Electronic Commerce in Organizations*, 5(4), October-December 2007.

Seung Kyoon Shin, Michael Ishman, and G. Lawrence Sanders, "An Empirical Investigation of Cultural Factors Related to Information Sharing in China", *Information and Management*, June 2007, vol. 44 (2), 165-174.

Jungsoo Park, Seung Kyoon Shin, and G. Lawrence Sanders, "Impact of International Information Technology Transfer on National Productivity," *Information Systems Research*, Volume 18, Number 1, March 2007, pp. 86-102.

Seung Kyoon Shin and G. Lawrence Sanders, "Denormalization Strategies for Data Retrieval from Data Warehouses," *Decision Support Systems*, Volume 42, Number 1, October 2006, pg. 267-282.

Junghoon Moon, Jessica Pu Li, Sooran Jo and G. Lawrence Sanders, "Improving Quality Of Life Via Blogs and Development of a Virtual Social Identity," *Journal of Information Technology Management*, Volume XVII, Number 3, 2006, Online Journal, <http://jitm.ubalt.edu/XVII-3/article3.pdf>

Ram D. Gopal, Sudip Bhattacharjee, and G. Lawrence Sanders " "Do Artists Benefit from Online Music Sharing?", *Journal of Business*, University of Chicago, Volume 79, Number 3, May 2006.

Edward J. Garrity, Bonnie Glassberg, Yong Jin Kim, G. Lawrence Sanders, and Seung Kyoong Shin, "An Experimental Investigation of Electronic Commerce Success Factors for Web-based Information Systems," *Decision Support Systems*, Volume 39, Issue 3, May 2005, Pages 485-503.

Yong Jin Kim, Rajiv Kishore, and G. Lawrence Sanders, " From DQ To EQ: Understanding Data Quality In The Context Of E-Business Systems", *Communications of the ACM*, Volume 48 , Issue 10, October 2005.

Edward J. Garrity, Joseph B. O'Donnell, G. Lawrence Sanders, Use of Data Mining for Continuous Auditing, *Encyclopedia of Data Warehousing and Mining*, April 2005.

Seung Kyoong Shin, Ram D. Gopal, G. Lawrence Sanders, Andrew B. Whinston, "Global Software Piracy Revisited: Beyond Economics", January 2004, *Communications of the ACM*, Volume 47 Issue 1.

Sudip Bhattacharjee, Ram D. Gopal, G. Lawrence Sanders, " Digital Music And Online Sharing: Software Piracy 2.0?," Sudip Bhattacharjee, Ram D. Gopal, G. Lawrence Sanders , July 2003, *Communications of the ACM*, Volume 46 Issue 7.

Manish Agrawal, Raghav Rao and G. Lawrence Sanders, "Impact of Mobile Computing Terminals in Police Work," *Journal of Organizational Computing and Electronic Commerce*, Vol. 13, No. 2, 2003, pg. 73-90, June 2003.

Ram D. Gopal, G. Lawrence Sanders, Sudip Bhattacharjee, Manish Agrawal, and Suzanne C. Wagner, " A Behavioral Model of Digital Music Piracy," *Journal of Organizational Computing and Electronic Commerce*, Vol. 14, No. 2: pages 89-105. 2004.

Yong Jin Kim and G. Lawrence Sanders, "Strategic Actions in Information Technology Investments Based on Real Option Theory," *Decision Support Systems*, Vol. 33, May 2002, 1-11.

Yong Jin Kim, Edward J. Garrity, and G. Lawrence Sanders, "Success Measures of Information Systems," invited and refereed paper in *Encyclopedia of Information Systems*, Academic Press, August 2002.

Joseph B. O'Donnell and G. Lawrence Sanders, "End User Computing Concepts," invited and refereed paper in *Encyclopedia of Information Systems*, Academic Press, August 2002.

Michael Ishman, Carl Pegels, and G. Lawrence Sanders, "Managerial Information System Success Factors within the Cultural Context of North America and Latvia," *Journal of Strategic Information Systems*, Vol. 10, 2001, pp. 291-312.

C. West Churchman, James F. Courtney, and G. Lawrence Sanders, (guest

editors), 2<sup>nd</sup> Special Issue: "Philosophical Reasoning in Information Systems Research," *Information Systems Frontiers*, Vol. 3, No. 2, June 2001.

C. West Churchman, James F. Courtney, and G. Lawrence Sanders, (guest editors), Special Issue: "Philosophical Reasoning in Information Systems Research," *Information Systems Frontiers*, vol. 3, No. 1, March 2001.

Suzanne C. Wagner and G. Lawrence Sanders, "Considerations in Ethical Decision Making," *The Journal of Business Ethics*, Vol. 29, Issues #1 & #2, January, 2001.

Ram Gopal and G. Lawrence Sanders, "Global Software Piracy: You Can't Get Blood Out Of A Turnip," *Communications of the ACM*, vol. 43, No. 9, September 2000.

Joseph B. O'Donnell and G. Lawrence Sanders, "Is Data Warehousing Increasing Your Firm's Value," *The Journal of Data Warehousing*, Vol. 5, No. 1, Winter 2000.

Ram Gopal and G. Lawrence Sanders, "International Software Piracy: Analysis of Key Issues and Impacts," *Information Systems Research*, Vol. 9, No. 4, December 1998.

Ram Gopal and G. Lawrence Sanders, "Preventive and Deterrent Controls for Software Piracy," *Journal of Management Information Systems*, Vol. 13 No. 4, spring 1997 pp. 29 - 48.

G. Lawrence Sanders and Edward Garrity (guest editors), "Special-Theme Issue: Information Systems Success Measurement," *Information Resources Management Journal*, Vol. 9, No. 4, fall 1996.

Brian Lynch, Robert Cerveny, G. Lawrence Sanders, Frank Krzystofiak and Fred E. Dansereau, "Modeling Information Technology Impacts in Clerical Work Environments," *Journal of International Information Management*, Vol. 5., No. 1, Spring 1996, pp. 87-103.

Edward Garrity, Robert Cerveny, and G. Lawrence Sanders, "User Participation and Problem Solving in Systems Development," *Journal of Management Systems*, Vol. 7, No. 2, summer 1995, pp 61-78.

Michael Ishman, Carl Pegels, and G. Lawrence Sanders, "A Window on Information System Technology in China," *Journal of Strategic Information Systems*, Vol. 3, No. 4, 1994.

Janice Sipior and G. Lawrence Sanders, "Factors Associated with the Adoption of a Specific DSS by Individuals," *Journal of Management Systems*, Vol. 6, No. 2, 1994.

Joon M. An, Raymond G. Hunt, G. Lawrence Sanders, "The Role of Domain Coverage and Consensus in a Network of Learning and Problem Solving Systems," *Current Research in Decision Support Technology*,

edited by Robert Blanning and Dave King, IEEE Computer Society Press, January 1993, pp. 227-240.

G. Lawrence Sanders, "Strategic Database Planning," *Database Programming and Design*, Vol. 3 No. 11, November 1990.

Robert Cerveny, Edward Garrity, and G. Lawrence Sanders, "A Problem Solving Perspective on Systems Development," *Journal of Management Information Systems*, Vol. 6, No. 4, Spring 1990.

Peter Kirs, G. Lawrence Sanders, Robert Cerveny, and Daniel Robey, "An Experimental Validation of the Gorry and Scott Morton Framework," *MIS Quarterly*, Vol. 13, No. 2, March 1989.

Janice Sipior and G. Lawrence Sanders, "Definitional Distinction and Implications for Managing End User Computing," *Information and Management*, Vol. 16, 1989, pp. 115-123.

Robert Cerveny, Edward Garrity, Raymond Hunt, Peter Kirs, G. Lawrence Sanders and Janice Sipior, "Why Software Prototyping Works," *Datamation*, August 15, 1987.

Raymond Hunt and G. Lawrence Sanders, "Propaedeutics of Decision-Making: Supporting Managerial Learning and Innovation," *Decision Support Systems*, Vol. 2, No. 2, 1986, pp. 125-134.

Robert Cerveny and Edward Garrity and G. Lawrence Sanders, "The Application of Prototyping to Systems Development: A Rationale and Model," *Journal of Management Information Systems*, Vol. 3, No. 2, fall, 1986, pp. 50-62.

Robert Minch and G. Lawrence Sanders, "Computerized Information Systems Supporting Multi-Criteria Decision Making," *Decision Sciences*, Vol. 17, No. 3, summer, 1986, pp. 395-413.

Robert Cerveny and G. Lawrence Sanders, "Implementation and Structural Variables," *Information and Management*, Vol. 11, No. 4, November 1986, pp. 191-198.

Robert Cerveny and G. Lawrence Sanders, "Office Management: Increasing Productivity in the Work Place," *Healthcare Financial Management*, June, 1985, pp. 60-64.

G. Lawrence Sanders and James F. Courtney, "A Field Study of Organizational Factors Affecting DSS Success," *MIS Quarterly*, Vol. 9, No. 1, March 1985, pp. 77-93.

G. Lawrence Sanders, James F. Courtney and Stephen Loy, "The Impact of DSS on Organizational Communication," *Information and Management*, Vol. 7, No. 3, June, 1984, pp. 141-148.

G Lawrence Sanders, "MIS/DSS Success Measure," *Systems, Objectives*



*and Solutions*, Vol. 4, 1984, pp. 29-34.

G. Lawrence Sanders, Parviz Ghandforoush and Larry Austin, "A Model for the Evaluation of Computer Software Packages," *Computers and Industrial Engineering*, Vol. 7, No. 4, 1983, pp. 309-315.

G. Lawrence Sanders, Paul Munter and Ronald O. Reed, "Selecting a Software Package," *Financial Executive*, Vol. L, No. 9, September, 1982. This article was reprinted in the May 1983 issue of *The Practical Accountant*, pp. 42-48.

G. Lawrence Sanders, Ronald O. Reed and Paul Munter, "Costs to Consider When Buying a Software Package," *Data Management*, Vol. 20, No. 9, September, 1982, pp. 18-23.

#### CONFERENCES, PROCEEDINGS AND PRESENTATIONS:

Sanders Sean P. and Sanders G.L "An Integrated Experiential Approach to Teaching Blockchain and Hashing Concepts", HICSS-53 Mini Tracks and Minitracks on SWTs on Curriculum Development, January 2020.

Joana Gaia, Bina Ramamurthy, G. Lawrence Sanders, Sean Patrick Sanders, Shambhu Upadhyaya, Xunyi Wang, "Psychological Profiling of Hacking Potential", Proceedings of the 2020 Hawaii International Conference on System Sciences, January 2020.

Bina Ramamurthy, Sanders Sean .P., Sanders G.L. "The Blockchain ART Simulation (BARTS) for Teaching Blockchain Concepts", Presented at 50th Annual Conference of the Decision Sciences Institute in New Orleans, Louisiana, November 2019. (View at: <https://artbarts.com/>)

Yoo, Chul Woo, Sanders, G. Lawrence., "An Exploration of Group Information Security Compliance: A Social Network Analysis Perspective," Proceedings of the 2013, International Conference on Information Systems, research in progress, Milan Italy.

Yoo, Chul Woo, Sanders, G. Lawrence., "An Exploration of Group Information Security Compliance: A Social Network Analysis Perspective," Proceedings of the 2013, International Conference on Information Systems, research in progress, Milan Italy.

Chen, Rui, Sharma, Sushil and G. Lawrence Sanders, Workplace Monitoring and Employee Perception of Privacy Invasion: A Contingency Model", proceedings of the International Conference on Service Management (ICSM 2009), May 21-24 2009.

Rhee, C., Moon, J., Sanders, G. L., & Choe, Y. (2009) "Benchmarking Technique in E-Business Using the Galileo Method," in *Proceedings of the 42nd Annual Hawaii International Conference on System Sciences*

(HICSS), Hawaii, 2009.

Chen, Rui and G. Lawrence Sanders, "Electronic Monitoring in Workplace: Synthesis and Theorizing", *Proceedings of the Thirteenth American Conference on Information Systems (AMCIS-2007)*.

Herath, T. and Sanders, L., Sharing of Knowledge in Public Knowledge Spaces: Influencing Factors - Americas Conference of Information Systems (AMCIS), Keystone, Colorado, August, 2007.

Sooran Jo, Junghoon Moon, Edward J. Garrity, and G. Lawrence Sanders, Massively Multiplayer Online Role-Playing Games (MMORPGs) and Commitment Behavior: An Integrated Model, *Proceedings of the Thirteenth American Conference on Information Systems (AMCIS-2007)*.

Jessica Pu Li, Seung Kyoan Shin, and G. Lawrence Sanders, "Prediction of Information Sharing Behavior in China: Understanding the Cultural and Social Determinants," *Proceedings of the 40th Annual Hawaii International Conference on System Sciences (HICSS'07)*.

Rhee, C, Sanders, G. L, Group Incentives versus Individual Incentives in Knowledge Management System, *Proceedings of the Twelfth American Conference on Information Systems (AMCIS-2006)*.

Garrity, E.J., Moon, J., and G.L. Sanders, "Achieving Implementation Success in Ubiquitous Computing Environments: Understanding the Role of Psychological Ownership," *Proceedings of the Information Resources Management Association Conference*, Washington, DC, May 2006.

Moon, L., J. P. Li, L. Sanders, "The role of virtual social identity through Blog use in social life" *Proceedings of the Twelfth American Conference on Information Systems (AMCIS-2006)*. Al Bento, the Editor-in-Chief of the online *Journal of Information Technology Management* requested that we publish this article in, Volume XVII, Number 3, 2006 of the journal.

Ellis, S.C., G.L. Sanders, and E.J. Garrity, "The Effects of IS Success on Competitive Behavior," *Proceedings of the Information Resources Management Association Conference*, San Diego, CA, May 2005.

Junghoon Moon and G. Lawrence Sanders, "Customers' Psychological Ownership towards Personalized Spaces on e-Commerce Sites," *AMCIS 2004 August 5-8, 2004, New York City*.

Junghoon Moon and G. Lawrence Sanders, "The Usefulness of Interpersonal Communication Media: The Synchrony and Symmetry Model And The Media Richness Theory Revisited", *AMCIS 2004 August 5-8, 2004, New York City*.

Edward J. Garrity, Joseph O'Donnell, Yong Jim Kim, and G. Lawrence Sanders, "Measuring Consumer Shopping Oriented Web Site Success: A Motivation-Based Model," *15th IRMA International*

Conference, May 23-26, 2004, New Orleans, Louisiana.

Grevins, Janis, Sanders, G. Lawrence., Suresh, Nallan C. 2002. "Impact of project virtuality on project management processes and project performance" accepted for presentation at "PMI Research Conference 2002: Frontiers of Project Management Research and Application" in Seattle, Washington USA, 14-17 July 2002.

O'Donnell, J. B., Rao, H. R., & Sanders, G. L. "Impact of Individual Learning Style on Use of Internet for Product Search and Purchase," in Proceedings of the Fifth Annual Conference of Southern Association for Information Systems, Kimery, K. (ed.), Savannah, Georgia, March, 2002.

Sudip Bhattacharjee, Ram D. Gopal, G. Lawrence Sanders, "The Internet and Free Music: How Can the Recording Industry Turn This Minefield In Its Favor?" *Proceedings of the 2001 Annual Meeting of the Decision Sciences Institute*, San Francisco, CA.

Barbara A. Sherman, Edward J Garrity, and G. Lawrence Sanders, "Expanding Our View of Information Systems Success," *Proceedings of the Information Resources Management Association Conference*, Toronto, Canada, May 2001.

Joon M. An, G. Lawrence Sanders, & Edward J. Garrity, "Modeling Tools and Domain Coverage in Systems Development," *Proceedings of the International Applied Business Research Conference*, Cancun, Mexico, March, 2001.

G. Lawrence Sanders and Seungkyoon Shin, "Denormalization Effects on Performance of RDBMS", *Proceedings of the Hawaii International Conference in Systems Sciences*, January 2001.

Grevins, Janis, Sanders, G. Lawrence., Suresh, Nallan C. 2000. "The role of Project Management Software in Project Management Process and Project Success." in "*Project Management Research at the Turn of the Millennium - Proceedings of PMI Research Conference 2000*, Paris, France". Newton Square, PA. Project Management Institute.

Agrawal, M., Rao, H.R, and Sanders, G.L., " Mobile Computing Terminals and Law Enforcement: An Exploratory Investigation of the Buffalo Police Department," PICMET '99, July 25-29, 1999, Portland, Oregon - USA

Michael Ishman and G. Lawrence Sanders, "Information satisfaction," *Proceedings of the 1999 Southeast Decision Sciences Institute*, Savannah GA, Feb 24-26.

Michael Ishman and G. Lawrence Sanders, "Information Feudalism," *Proceedings of the 1998 Northeast Decision Sciences Institute*, Boston MA, March 25-27.

Robert Cerveny, Dan Joseph, and G. Lawrence Sanders, "Do Structured Development Methods Improve Productivity on Software Maintenance

Projects?" *Proceedings of the 1998 Annual Meeting of the Decision Sciences Institute*, San Diego, CA.

Barbara Ann Sherman, C. Carl Pegels, G. Lawrence Sanders, "An Analysis of Reengineering Journals 1975-1995," January, *PRISM 96 International Conference Proceedings*, Jan. 96, pp. 77-91.

Suzanne C. Wagner, A. Chaudhury, H. Raghav Rao, and G. Lawrence Sanders, "A Workflow Approach to Information Systems Development," *Proceedings of the First Americas Conference on Information Systems*, August 25, 1995, pp. 181-183.

Malini Sridhar and G. Lawrence Sanders, "A Contingency Model for Mapping Chargeback Systems to Information Systems Environments," *Association for Computing Machinery, Managing Technology Conference*, St. Louis Missouri, April 1-3, 1993.

R.D. Gopal and G.L. Sanders, "Preventive and Deterrence Software Piracy Strategies on Producer Profits", *International Conference on Information Systems*, Dallas Texas, December, 1992, pp. 161-170.

Malini Sridhar and G. Lawrence Sanders, "A Contingency Model for Mapping Chargeback Systems to Information Systems Environments," *Association for Computing Machinery, Managing Technology Conference*, St. Louis Missouri, April 1-3, 1993.

Joon M. An, Raymond G. Hunt, G. Lawrence Sanders, The Role of Domain Coverage and Consensus in a Network of Learning and Problem Solving Systems, *Proceedings of the 24th Hawaii International Conference on Systems Sciences*, January, 1992.

Joon M. An and G. Lawrence Sanders, "Group Problem Solving in Information Requirements Analysis: An Information Sharing Perspective," *Proceedings of the 1991 Annual Meeting of the Decision Sciences Institute*, Miami Beach, FL.

Malini Sridhar, G. Lawrence Sanders, Vijay Sethi, "Compensation to Is Managers: An agency Theory Perspective," *Proceedings of the 1991 Annual Meeting of the Decision Sciences Institute*, Miami Beach, FL.

Robert P. Cerveney, Frank M. Lin, G. Lawrence Sanders, and Vijay Sethi, "Organizational Information Systems Planning Process: Organizational Support and Strategic Weapon," *Proceedings of the 1991 Annual Meeting of the Decision Sciences Institute*, Miami Beach, FL.

R.P. Cerveney, C. Wang, and G. L. Sanders, "A Framework for Research in Group Decision Support Systems," *Proceedings of the 24th Hawaii International Conference on Systems Sciences*, January, 1991.

H.R. Rao, R.P. Cerveney, G.L. Sanders, R. Sridhar, E.J. Garrity, and R. Pakath, "Intelligent Control and Resolution of a Network of Learning and Problem Solving Processors," *Proceedings of the 23rd Hawaii*

*International Conference on Systems Sciences*, January, 1990.

Robert Cerveny, Dan Joseph, and G. Lawrence Sanders, "A Study of the Efficiency of Structured Software Development Techniques," *Proceedings of the 1989 Annual Meeting of the Decision Sciences Institute*, New Orleans, LA.

Raymond G. Hunt and G. Lawrence Sanders, "Supporting Intelligent Organizations: Problem Solving and Learning," *Proceedings of the 22nd Hawaii International Conference on Systems Sciences*, January, 1989. Nominated for the best paper award.

G. Lawrence Sanders, "Conceptual Foundations for Measuring System Success," *Proceedings of the 1987 Annual Meeting of the Decision Sciences Institute*, Boston, MA. Finalists: Distinguished Paper award.

Janice C. Sipior and G. L. Sanders, "End User Computing in Groups: A Conceptual Framework and Model for Research," *Proceedings of the 1987 Annual Meeting of the Decision Sciences Institute*, Boston, MA.

Robert P. Cerveny, Edward J. Garrity and G. L. Sanders, "A Framework for Defining Prototyping and Prototyping Strategies," *Proceedings of the 1987 Annual Meeting of the Decision Sciences Institute*, Boston, MA.

Robert Cerveny, Edward Garrity and G. L. Sanders, "Model for Determining When and How to Use Prototyping," *Proceedings of the 1985 Annual Meeting of the American Institute of Decision Sciences*, Las Vegas, NV.

Robert Minch and G. L. Sanders, "Computerized Information Systems Supporting Multi-Criteria Decision Making," *Proceedings of the 1984 Annual Meeting of the American Institute of Decision Sciences*, Toronto.

James F. Courtney, Stephen Loy and G. L. Sanders, "The Impact of DSS on Organizational Communication," *Proceedings of the 1983 Annual Meeting of the American Institute of Decision Sciences*, San Antonio, TX.

Ronald O. Reed, Parviz Ghandforoush and G. L. Sanders, "A Composite Decision Making Index for Merger Evaluation," *Proceedings of the 1983 Annual Meeting of the American Institute of Decision Sciences*, San Antonio, TX.

G. L. Sanders, Parviz Ghandforoush, and Larry Austin, "A Model for the Evaluation of Computer Software Packages," *Proceedings of the 1982 Annual Meeting of the American Institute of Decision Sciences*, San Francisco, CA.

G.L. Sanders, J.F. Courtney, and J.R. Burns, "A Decision Support System for Identifying Critical Success Factors," *Proceedings of the 1981 Annual Meeting of the American Institute of Decision Sciences*, Boston, MA.

Larry M. Austin, Parviz Ghandforoush and G. L. Sanders, "Constraint Relaxation in a Primal-Dual Cutting Plane Algorithm for All-Integer Programming," *Proceedings of the 1981 Annual Meeting of the American Institute of Decision Sciences*, Boston, MA.

MIS TRACK CHAIR:

Co-Chair, MIS Track, 28<sup>th</sup> Annual Meeting of the Decision Sciences Institute, San Diego, 1997.

REVIEWER FOR THE FOLLOWING PUBLICATIONS:

*Journal of Management Information Systems, Decision Support Systems, Journal of Computing and Electronic Commerce, MIS Quarterly, Information Resource Management, Annals of Operations Research, Management Science, Sloan Management Review, Communications of the ACM, The International Conference on Information Systems, The National Conference of the Decision Sciences Institute, IEEE Transactions on Systems, Man, and Cybernetics, Decision Sciences, European Journal of Operations Research*

DISSERTATION COMMITTEES:

1. Xunyi Wang (Chair)
2. Pavan Mulgund
3. Dr. Pamela Howell (member) 2018
4. Dr. Joana Montiero (co-chair) graduated 2017
5. Dr. Mohamed (member) graduated 2017
6. Dr. Sung Jin, (chair) graduated 2016
7. Dr. Chul Woo Yoo (chair) graduated 2014
8. Dr. Jennifer Basile (chair) graduated 2014
9. Dr. Lorena Mathien (member) graduated 2012
10. Dr. Chul Rhee (chair) graduated 2009
11. Dr. Junghoon Moon (chair) graduated 2006
12. Dr. Hyunjeong Kang (chair), graduated 2005
13. Dr. Joseph B. O'Donnell (chair), graduated 2003
14. Dr. Yong Jin Kim (chair), graduated 2003
15. Dr. Seungkyoon Shin (chair), graduated 2003
16. Dr. Janis Grevins (co-chair), graduated 2003
17. Dr. Sungjune Park (member), graduated 2002
18. Dr. Suzanne C. Wagner (chair), graduated 1998
19. Dr. Barbara Ann Sherman (co-chair) graduated 1997
20. Dr. Ventrese Stanford (member), graduated 1996
21. Dr. Michael Ishman (chair), graduated 1996
22. Dr. Carol Newcomb, (member), graduated 1996
23. Dr. Joon M. An (chair), graduated 1994
24. Dr. Ram Gopal (member), graduated 1993
25. Dr. Brian Lynch (chair), graduated 1993
26. Dr. Frank Lin (member), graduated 1991
27. Dr. Jim Brakefield (member) graduated 1990
28. Dr. Edward Garrity (member) graduated 1988
29. Dr. Janice Sipior (member) graduated 1988

- 30. Dr. Peter Kirs (chair): graduated 1987
- 31. Dr. Daniel Joseph (member): graduated 1985

PhD TEACHING AWARDS:

- Received outstanding teaching award as a graduate student from the College of Business Administration, Texas Tech University.

COURSES TAUGHT:

	<u>Graduate</u>
MGQ 603	Executive MBA: Introduction to Management Science
MGS 605:	Manufacturing Planning and Control
MGS 607:	Technology and Innovation Management
MGS 613:	Management Information System I--Database Management Systems, SQL & Unix, data modeling
MGS 614:	Management Information Systems II--Systems Analysis and Design and Data Modeling
MGS 616:	Decision Support Systems - Decision-making processes expert systems, and knowledge representation
MGS 695:	Ph.D. Seminar in Management Systems
MGS 696	Ph.D. Seminar in Management Systems
MGS 797:	Ph.D. Research Seminar
	<u>Undergraduate</u>
MGS 351:	Introduction to Management Information Systems.
MGS 404:	Database Management Systems.
MGS 405:	Systems Analysis and Design.

SCHOOL COMMITTEES:

Research Committee:	2006-present
PhD Committee:	1997-2000
MBA Committee:	1986-1987; 1993-1997
Promotion and Tenure Committee:	1991-1993
International Programs Committee:	1993-2000
Library Committee:	1988-1991
Intercollegiate Athletic Board:	1991-1995
Undergraduate Program Committee:	1983-1985; 1987-1990
University-Wide Student Life Committee:	1989-1990

CONTRACTS AND GRANTS:

Received a \$7,500 grant from the Research Committee of the School of Management to fund a research project involving the use of the GALILEO Method for examining the effectiveness Web sites (2014).

Received a \$3,400 grant from the Dean of the School of Management to fund a 2-day workshop by Professor Wynne Chin on the application of partial least squares to model testing (2001).

Secured an educational grant for the Cold Fusion Web development software. The grant included 130 copies of Cold Fusion Studio and 4 copies of the Cold Fusion server. The value of the software exceeds \$35,000.

G. Lawrence Sanders and Joseph B. O'Donnell (Ph.D. Candidate) received a \$3,000 scholarship grant from The Data Warehousing Institute to conduct research on cost justification strategies for data warehousing projects (April 1999).

Assumed leadership role in developing a grant proposal for the International Institute of Buffalo. The proposal led to the Institute receiving a \$50,000 grant from the Margaret L. Wendt Foundation for upgrading their computing infrastructure (1999).

Received an educational grant from Viador (formerly Infospace) for their data warehousing software. The value of the educational software grant exceeds \$100,000 (1999).

Received a \$3,500 grant from the Research Committee of the School of Management to fund a 2 day seminar on structural equation modeling (1998).

Assisted in preparing contract proposals to Samsung for CIO training program in 1996 and 1997. This program was written-up and I was quoted in the October 1, 1997 issue of *CIO Magazine*.

Principal co-investigator on a grant funded through the Japanese Ministry of International Trade and Industry to study managerial applications of information technology, 1992.

Principal co-investigator on a grant funded through the Japanese Ministry of International Trade and Industry to study strategic information systems, 1991.

MIS specialist for The Center for Industrial Effectiveness, Harrison Radiator Project. This project was jointly funded by the Economic Development Council of New York state and Harrison Radiator, a division of General Motors Corporation.

Involved in the procurement of the Excelerator CASE tool under a grant from Index Technology Corporation.

#### PROFESSIONAL, CURRICULAR and CONFERENCE PRESENTATIONS:

Conducted seminars for the Samsung CIO executive training program, State University of New York at Buffalo, 1996 and 1997.

Conducted sessions on MIS concepts for micro-MBA program, State University of New York at Buffalo, 1993, 1994, 1995, 1996, 1997 & 1998.



Conducted sessions for Center Entrepreneurial Leadership on Strategic Information Systems in 1994 and 1995.

Conducted a one-day seminar on introductory MIS concepts and for the International Executive Program, State University of New York at Buffalo, 1988, 1991, 1992, 1993, and 1994.

Presented a three-day seminar on data modeling and strategic database planning for the Japan Productivity Center, State University of New York at Buffalo, July 1992.

Presented a three day seminar on data modeling and strategic database planning for the Japan Productivity Center, State University of New York at Buffalo, July 1991.

Invited panel participant on "Systems Success Measures in IS Research." National meeting Decision Sciences Institute, San Diego, CA, November 1990.

Session Chair: "Structured Analysis and Design." National meeting Decision Sciences Institute, San Diego, CA, November 1990.

Session Chair: "Structured Analysis and Design." National meeting Decision Sciences Institute, San Diego, CA, November 1990.

Presented a seminar on strategic database planning for the Japan Productivity Center, State University of New York at Buffalo, April 1990.

Invited speaker on "Cognitive Issues in Expert Systems Development" at conference on Expert Systems in Management, Syracuse University, and October 20, 1989.

Co-organizer with Robert Cerveny of panel on "Research Issues in Management Information Systems." National meeting Decision Sciences Institute, November, 1988.

Presentation to the Executive Planning Committee of the Association of Systems Management on MIS curriculum, May 1988.

Invited Session chair: "Systems Development Support." National ORSA/TIMS meeting, Washington D.C., April, 1988. Presented: "Meta-Level Extensions to BIAIT," Robert Minch and G. Lawrence Sanders.

Made presentation on career opportunities in MIS for Small Business Organization, February 1988.

Gave talk entitled, "An Overview of Expert Systems" at the Symposium on Expert Systems, School of Management, State University of New York at Buffalo, November 19, 1985.

"The Challenge of Integrating MIS in China," C. Carl Pegels and G. Lawrence Sanders, at the first annual meeting of Behavioral Science Association in Dalian, Peoples' Republic of China, July 1987.

Invited speaker at "Key Executive Seminar" on the topic of "Artificial Intelligence and Expert Systems," State University of New York at Buffalo, May, 1985.

Conducted four-day workshop on the use of microcomputers in decision support for the International Executive Program, State University of New York at Buffalo, 1984 and 1985.

Invited paper: "The Application of Behavioral Learning Theory and Cognitive Science to Systems Development," Raymond G. Hunt and G. Lawrence Sanders, International ORSA/TIMS meeting, Copenhagen, 1984.