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VITA

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Department of Marketing
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PRESENT POSITION:

- Eli Broad Chaired University Professor of Business, Michigan State University, Department of Marketing & Supply Chain Management.
- Director, Institute for Entrepreneurship & Innovation, Broad College of Business, MSU

EDUCATION:

University of Massachusetts, Amherst, Mass. (May 1976) - Ph.D.
Major: Marketing, Quantitative Methods

Canisius College, Buffalo, New York (May 1972) - M.B.A.
Major: Marketing, Quantitative Methods

Canisius College, Buffalo, New York (May 1970) - B.A.
Major: Economics

PRIOR EMPLOYMENT HISTORY:

Dec 1999-June 2000 Visiting Professor of Marketing,
University of Florida, Gainesville (sabbatical)

July 1985-Dec 1990 Professor of Marketing/Professor of DSIS,
Associate Dean, Research & Graduate Studies
University of Kentucky

May 1983-July 1985	Research Director Dick Pope, Sr. Institute for Tourism Studies. Associate Professor of Marketing, College of Business University of Central Florida
Jan 1983-May 1983	Visiting Professor, Rutgers University, N.J. Resident Consulting work at Bell Laboratories.
Aug 1979-June 1983	Associate Professor of Marketing & Management Science, McGill University, Faculty of Management Associate Dean, Research & Ph.D. Program
Aug 1976-July 1979	Assistant Professor of Marketing & Management Science, McGill University
Sept 1975-Aug 1976	Lecturer, Dept. of Marketing, UMASS - Amherst
Aug 1972-Aug 1975	Research/Teaching Associate, UMASS - Amherst
Sept 1970-June 1972	Director of Statistical Laboratory & Econometrician Canisius College

COURSES TAUGHT (Recent Responsibilities Underlined)

Graduate: Pricing & Profitability; Product Innovation, Predictive Analytics for Marketing Research Web-based Marketing, Industrial Marketing, Marketing Research, Advanced Marketing Research, Applied Multivariate Analysis, Management Science in Marketing, Marketing Management, International Marketing, Causal Models in Marketing, Marketing Decision Support Systems, Management of Technology & Innovation (joint with engineering), Information Systems Research.

Undergraduate: Administrative Statistics, Advertising Management, Marketing Research, Management Science in Marketing, Operations Research, Marketing Management, Product Design & Management (Taught jointly with Engineering).

AWARDS AND HONORS

IAMOT AWARD for Long Term research achievement (2009)

University Distinguished Faculty Award – Michigan State University (2004)

Best Marketing Research Paper Award – American Marketing Association (2003)

Richard J. Lewis Quality Award – Information Technology Program (2002)

Citation of Excellence: ANBAR Electronic Intelligence (NPD) (1997, 1998)

Highest Quality Rating: ANBAR Electronic Intelligence (International Marketing) (1997)
Ronald E. McNair Outstanding Mentor Award (1997)
Award for Excellence - Literati Club - Outstanding Paper (JBIM) (1997).
Richard J. Lewis Quality Award - Global Logistics Research Project (1996)
Winner Research Proposal Competition - PDMA (1996)
Richard J. Lewis Quality Award - Food Marketing Consortium (1995)
Best Competitive Strategy Paper Award - American Marketing Association (1994)
Steven J. Shaw Award - Southern Marketing Association (1992)
Best Marketing Strategy Paper Award - Southern Marketing Association (1992)
Best Intermodal Paper Award - Transportation Research Forum (1991)
Presidential Merit Grant awarded to top research faculty at University of Kentucky
(1988 -1989, 1989 -1990, 1990 -1991)
Best Theory Paper Award - Product Development & Management Association (1990)
Ashland Oil Research Fellow, University of Kentucky (1987-1990)
Faculty Research Associate for Vice Chancellor of Research, University of Kentucky
(1988-1990)
Franz Edleman Award for Management Science Achievement Semifinalist
(TIMS/ORSA) (1989)
Winner of Outstanding Paper Award, Journal of Travel Research (TTRA) (1985)
Who's Who in the East (1977-1984)
Honorable Mention, American Marketing Association Dissertation Competition (1976)
American Marketing Association Doctoral Consortium (1975)
Outstanding Young Men of America (1973)
Many Conference Awards, etc. not enumerated.

PROFESSIONAL ASSOCIATIONS

IEEE – Engineering Management
INFORMS - Marketing
Academy of Marketing Science
Product Development Management Association
American Marketing Association

RESEARCH INTERESTS

New Product Design & Development Processes, Predictive Analytics, Decision Support Systems in Business, Technological Innovation & Diffusion, Market Segmentation.

INTERNATIONAL STUDY SITES VISITED

Austria*, Canada*, Czech Republic, Denmark, England*, France, Germany*, Hungary, Japan*, Norway, Singapore*, Sweden*

*Denotes primary data collection site.

PUBLISHED JOURNAL ARTICLES/NON-REFEREED ARTICLES NOTED (*)

1. David A. Griffith, Goksel Yalcinkaya, and Roger J. Calantone, "Do Marketing Capabilities Consistently Mediate Effects of Intangible Capital on Firm Performance Across Institutional Environments?" Journal of World Business (forthcoming).
2. S. Wu, S. Melnyk, R. Calantone, "Assessing the Impact of Resources on Environmental Management Systems Performance," International Journal of Production Management, (forthcoming).
3. S. Durmusoglu, R. McNally, R. Calantone, and N. Harmancioglu, "Differing SBU Implementation of the New Corporate Strategy: Three Case Studies," Journal of Product Innovation Management, (forthcoming).
4. Molina-Castillo, F.-J., Calantone, R. J., Stanko, M. A. and Munuera-Aleman, J.-L. "Product Quality as a Formative Index: Evaluating an Alternative Measurement Approach". Journal of Product Innovation Management. (forthcoming)
5. McNally, R. C., Durmuşoğlu, S. S. and Calantone, R. J. "New Product Portfolio Management Decisions: Antecedents and Consequences". Journal of Product Innovation Management. (forthcoming)
6. Evanschitzky, H., Eisend, M., Calantone, R. J. and Jiang, Y. "Success Factors of Product Innovation: An Updated Meta-Analysis," Journal of Product Innovation Management (2012).

7. Roger Calantone, C. Anthony Di Benedetto, Gaia Rubera "Launch timing and launch activities proficiency as antecedents to new product performance" Journal of Global Scholars of Marketing Science Vol. 22, Iss. 4, 2012
8. G. Rubera, A. Ordanini, and R. Calantone "Whether to Integrate R&D and Marketing: The Effect of Firm Competence" Journal of Product Innovation Management 29. 5 (Sep 2012): 766-783.
9. Janell D. Townsend, S. Tamer Cavusgil, Roger J. Calantone, "Building Market-Based Assets in a Globally Competitive Market: A Longitudinal Study of Automotive Brands", Advances in International Marketing, (2012)Volume 23, pp.3-37
10. Thomas V. Scannell, Roger J. Calantone, Steven A. Melnyk, "Shop floor manufacturing technology adoption decisions: An application of the theory of planned behavior", Journal of Manufacturing Technology Management, (2012) Vol. 23 Iss: 4, pp.464 – 483
11. Roger Calantone and C.A. Di Benedetto, "The Role of Lean Launch Execution and Launch Timing on New Product Performance," Journal of the Academy of Marketing Science, 40. 4 (July 2012): 526-538.
12. Roger Calantone and Gaia Rubera, "When should RD&E and Marketing Collaborate? The Moderating Role of Exploration-Exploitation and Environmental Uncertainty," Journal of Product Innovation Management, 29 (2012): 144-157.
13. Jeffery Schmidt, Linda Tuncay Zayer & Roger Calantone, "Grumpier Old Men: Age and Sex Differences in the Evaluation of New Services," Journal of Product Innovation Management, 29. 1 (Jan 2012): 88.
14. Nukhet Harmancioglu, Cornelia Droge, and Roger Calantone, "Strategic Fit to Resources Versus NPD Execution Proficiencies: What are Their Roles in Determining Success?" Journal of the Academy of Marketing Science, (2011).
15. Calantone, Roger J; Di Benedetto, C Anthony; Song, Michael. "Expecting Marketing Activities and New Product Launch Execution to Be Different in the U.S. and China: An Empirical Study," International Journal of China Marketing 2. 1 (Nov 2011): 14-44.
16. McNally, Regina C; Akdeniz, M Billur; Calantone, Roger J. "New Product Development Processes and New Product Profitability: Exploring the Mediating Role of Speed to Market and Product Quality," The Journal of Product Innovation Management, suppl. Supplement 1 28 (Nov 2011): 63.

17. Molina-Castillo, Francisco-Jose; Munuera-Alemán, José-Luis; Calantone, Roger J. "Product Quality and New Product Performance: The Role of Network Externalities and Switching Costs," The Journal of Product Innovation Management 28. 6 (Nov 2011): 915.
18. Cavusgil, Erin; Calantone, Roger. "Are Pharmaceutical Marketing Decisions Calibrated to Communications Effects?" Health Marketing Quarterly 28. 4 (Oct 2011): 317-336.
19. Hanson, John D; Melnyk, Steven A; Calantone, Roger J. "Defining and measuring alignment in performance management," International Journal of Operations Production Management 31. 10 (2011): 1089-1114.
20. Demmer, William A; Vickery, Shawnee K; Calantone, Roger. "Engendering resilience in small- and medium-sized enterprises (SMEs): a case study of Demmer Corporation," International Journal of Production Research 49. 18 (2011): 5395.
21. Scannell, Thomas V; Melnyk, Steven A; Calantone, Roger J. "Shop floor manufacturing technology adoption: an adaptation of the technology acceptance model," International Journal of Manufacturing Technology and Management 23. 3/4 (2011): 193.
22. Huang, Ying; Sternquist, Brenda; Zhang, Chun; Calantone, Roger. "A Mixed-Method Study of the Effects of Guanxi Between Salespersons and Buyers on Retailer-Supplier Relationships in China," Journal of Marketing Channels 18. 3 (2011): 189.
23. Erin Cavusgil, Roger Calantone, and Seyda Deligonul, "Late Entrant Over-the-Counter and Rx Market Entry Strategies" International Journal of Pharmaceutical and Healthcare Marketing, 5. 2 (2011): 79-98.
24. Lee, Y., Lin, B.-W., Wong, Y.-Y. and Calantone, R. J., "Understanding and Managing International Product Launch: A Comparison between Developed and Emerging Markets." Journal of Product Innovation Management s1 28 (Nov 2011): 104.
25. C.A. di Benedetto and Roger Calantone, "The Role of Lean Launch Execution and Launch Timing on New Product Performance," keynote speaker at the Korean *Academy of Marketing Science* conference, Seoul, South Korea, May, 2011, delivered by T.di Benedetto.
26. Proceedings Discipline-based Scholarship Janell D. Townsend, Mitzi M. Montoya, Roger J. Calantone, "Form and Function: A Matter of Perspective," Journal of Product Innovation Management, (2011) Vol. 28, Iss. 3.

27. Michael A. Stanko and Roger J. Calantone, "Controversy in Innovation Outsourcing Research: Review, Synthesis and Future Directions," R&D Management, (2011) Vol. 41, Iss. 1, p. 8.
28. Pankaj Setia, Balaji Rajagopalan, Vallabh Sambamurthy, and Roger Calantone, "How Peripheral Developers Contribute to Open Source Software Development," Information Systems Research, (2011).
29. Anna S. Cui, Roger J. Calantone, and David A. Griffith, "Strategic change and termination of interfirm partnerships," Strategic Management Journal, (2011) Vol. 32, Iss. 4, p. 402.
30. Burcu Tasoluk, Cornelia Dröge, and Roger Calantone, "Interpreting interrelations across multiple levels in HGLM models," International Marketing Review, (2011) Vol. 28, Iss. 1, p. 34-56.
31. Mark Jacobs, Cornelia Droge, Shawnee Vickery, and Roger Calantone, "Product and Process Modularity's Effects on Manufacturing Agility and Firm Growth Performance," Journal of Product Innovation Management, (2011) Vol. 28, Iss. 1, p. 123.
32. Roger J Calantone & Janell Townsend, "International Product Innovation," In Wiley International Encyclopedia of Marketing, (Dec 2010).
33. Regina C. McNally, Erin Cavusgil, and Roger J. Calantone, "Product Innovativeness Dimensions and Their Relationships with Product Advantage, Product Financial Performance, and Project Protocol," Journal of Product Innovation Management, (2010) Vol. 27, Iss. 7, p. 991.
34. Roger Calantone, Nukhet Harmancioglu, and Cornelia Droge, "Inconclusive Innovation 'Returns': A Meta-Analysis of Research on Innovation in New Product Development," Journal of Product Innovation Management, (2010) Vol. 27, Iss. 7, p. 1065.
35. Roger J. Calantone and Shawnee K. Vickery, "Introduction to the Special Topic Forum: Using Archival and Secondary Data Sources in Supply Chain Management Research," Journal of Supply Chain Management, (2010) Vol. 46, Iss. 4, p. 3-11.
36. Jonathan D. Bohlmann, Roger J. Calantone, and Meng Zhao, "The Effects of Market Network Heterogeneity on Innovation Diffusion: An Agent-Based Modeling Approach," Journal of Product Innovation Management, (2010) Vol. 27, Iss. 5, p. 741.

37. Steven A. Melnyk, John D. Hanson, and Roger J. Calantone, "Hitting the target...but missing the point: Resolving the paradox of strategic transition," Long Range Planning: International Journal of Strategic Management, (2010) Vol. 43, Iss. 4, p. 555-574.
38. Domenico Dentoni, Glynn T. Tonsor, Roger J. Calantone and H. Christopher Peterson "Brand Information Mitigating Negative Shocks on Animal Welfare: Is It More Effective to 'Distract' Consumers or Make Them Aware?" International Food and Agribusiness Management Review, 2010, vol. 13, issue 4
39. Roger J. Calantone, C. A. Di Benedetto, and Michael Song, "The impact of industry environment on early market entry decisions by B2B managers in the U.S. and Japan," Industrial Marketing Management, (2010) Vol. 39, Iss. 5, p. 832.
40. David A. Griffith, Goksel Yalcinkaya, and Roger J. Calantone, "Do Marketing Capabilities Consistently Mediate Effects of Intangible Capital on Performance Across Institutional Environments?" Journal of World Business, (2010) Vol. 45, Iss. 3, p. 217.
41. Roger J. Calantone, Sengun Yenyurt, Janell D. Townsend, Jeffrey B. Schmidt, "The Effects of Competition in Short Product Life-Cycle Markets: The Case of Motion Pictures," Journal of Product Innovation Management, (2010), Vol. 27, Iss. 3, p. 349-361.
42. Michael McCall, Clay Voorhees, Roger Calantone, "Building Customer Loyalty: Ten Principles for Designing an Effective Customer Reward Program" Cornell Hospitality Report, Vol. 10, No. 9. (2010)
43. M. B. Akdeniz, Tracy Gonzalez-Padron, and Roger J. Calantone, "An integrated marketing capability benchmarking approach to dealer performance through parametric and nonparametric analyses," Industrial Marketing Management, (2010) Vol. 39, Iss. 1, p. 150.
44. Balajii Rajagopalan, Derek Hillison, Roger Calantone & Vallabh Sambamurthy "Diffusion of Information and Communication Technologies: A Takeoff Analysis," International Journal of Business Information Systems, (2010, Vol. 5, No. 4, p. 329-347.
45. Domenico Dentoni, Glynn T. Tonsor, Roger J. Calantone, and H. Christopher Peterson, ""Animal Welfare" Practices along the Food Chain: How Does Negative and Positive Information Affect Consumers?" 113th EAAE Seminar Chania, Crete, Greece, 03-06 September, (2010). Also published in the journal's special issue on: "A resilient European food industry and food chain in a challenging world."

46. Domenico Dentoni, Glynn T. Tonsor, Roger J. Calantone, and H. Christopher Peterson, "The Direct and Indirect Effects of 'Locally Grown' on Consumers' Attitudes towards Agri-Food Products," Agriculture Resource Economics Review, (2009) Vol. 38, Iss. 3, p. 384-96.
47. Cornelia Droge, Roger Calantone, and Nukhet Harmancioglu, "New Product Success: Is It Really Controllable by Managers in Highly Turbulent Environments?" The Journal of Product Innovation Management, (2009) Vol. 25, Iss. 3, p. 272-286.
48. M. Douglas Voss, and David Closs, and Roger Calantone, "The Role of Security in the Food Supplier Selection Decision," Journal of Business Logistics, (2009) Vol. 30, Iss. 1.
49. Regina C. McNally, Serdar S. Durmusoglu, Roger J. Calantone, and Nukhet Harmancioglu, "Exploring New Product Portfolio Management Decisions: The Role of Managers' Dispositional Traits," Industrial Marketing Management, (2009) Vol. 38, Iss. 1, p.127-143.
50. Kim Schatzel, Roger Calantone, and Cornelia Droge, "Unfortunately the Introduction of our New Product will be Delayed: An Exploratory Examination of Factors that Influence a Firm to Announce Changes in its New Product Plans," Journal of Applied Business Research, (2008) Vol. 24, Iss. 2, p. 115 – 126.
51. Nukhet Harmancioglu, Cornelia Dröge, and Roger J. Calantone, "Theoretical Lenses and Domain Definitions in Innovation Research," European Journal of Marketing, (2008) Vol. 43, Iss. 1/2, p. 229-263.
52. Sarah Wu, Steven Melnyk, and Roger Calantone, "Assessing the Core Resources in the Environmental Management System from the Resource Perspective and the Contingency Perspective," IEEE Transactions on Engineering Management, (2008) Vol. 55, Iss. 2, p. 304.
53. Stewart R. Miller, Roger Calantone, Daniel C. Indro, Malika Richards, "The effects of strategies on the management control-performance relationship in Sino joint ventures" Advances in International Management. (2009) Vol. 22 189-217
54. Bin Jiang, Srinivas Talluri, and Roger Calantone, "Determinants of Interoutsourcing: An Analytical Approach," Decision Sciences, (2008) Vol. 39, No. 1, pp. 65-85
55. T. Gonzalez-Padron, T. Hult, and R. Calantone, "Exploiting Innovative Opportunities in Global Purchasing: An Assessment of Ethical Climate and Relationship Performance", Industrial Marketing Management (2008) Vol. 37, p. 69

56. Serdar S. Durmusoglu, Regina C. McNally, Roger J. Calantone, and Nukhet Harmancioglu, "How Elephants Learn the New Dance When Headquarters Changes the Music: Three Case Studies on Innovation Strategy Change" The Journal of Product Innovation Management, (2008) Vol. 25, Iss. 4, p. 386.
57. Goksel Yalcinkaya, Roger J. Calantone, and David A. Griffith, "An Examination of Exploration and Exploitation Capabilities: Implications for Production Innovation and Marketing Performance," Journal of International Marketing, (2007) Vol. 15, Iss. 4, p. 63.
58. M. Stanko, J. Bonner, R. Calantone, "Building Commitment in Buyer-Seller Relationships: A Tie Strength Perspective" Industrial Marketing Management, (2007) Vol. 36, Iss. 8, pp.1094-1103
59. Gilbert N Nyaga, David J Closs, Alexandre Rodrigues, Roger J. Calantone, "The Impact of Demand Uncertainty and Configuration Capacity on Customer Service Performance in a Configure-to-Order Environment," Journal of Business Logistics, (2007) Vol. 28, Iss. 2; p. 83.
60. N. Harmancioglu, R. McNally, R. Calantone, and S. Durmusoglu, "Your NPD is Only as Good as Your Process: An Exploratory Analysis of NPD Process Design and Implementation," R&D Management, (2007) Vol. 37, Iss. 5; p. 399-424.
61. T. Kull, K. Boyer, R. Calantone, "Last Mile Supply Chain Efficiency: An Analysis of Learning Curves In Online ordering", International Journal of Operations and Production Management, (2007) Vol. 27, Iss. 4, pp. 409-434.
62. Roger J. Calantone and C. Anthony Di Benedetto, "Clustering Product Launches by Price and Launch Strategy", Journal of Business and Industrial Marketing, Vol. 22, #1, pp. 4-19, (2007).
Selected by Publishers as Special Noteworthy Article
63. Roger J. Calantone and C. Anthony Di Benedetto, "A Clustering Approach for Assessing the Antecedents in New Product Development Process Outcomes, i-Manager's Journal on Management, (March 2007)
64. Santosh Mahapatra, Steven A. Melnyk, Roger J. Calantone, "Understanding Environmental Management Systems Performance: An Expanded Empirical Study, International Journal of Production and Quality Management, (2007) Vol. 2, Iss. 3, p. 230-241.
65. Roger J. Calantone and David A. Griffith "From the Special Issue Editors: Challenges and Opportunities in the Field of Global Product Launch." Journal of Product Innovation Management (2007), 24.5 p.414 (5).

66. Roger J. Calantone, and Mike Stanko, "The Drivers of Outsourced Innovation," Journal of Product Innovation Management, (2007), 24:230-241
67. Burcu Tasoluk, Attila Yaprak, and Roger J. Calantone, "Conflicting and collaboration in headquarters-subsidiary relationships: an agency theory perspective on product rollouts in an emerging market," International Journal of Conflict Management, V.17: #4, pp. 332 – 351 (2006).
68. Kent Miller, Meng Zhao, Roger Calantone "Adding Interpersonal Learning And Tacit Knowledge To March's Exploration-Exploitation Model", Academy of Management Journal, (2006)
69. S. Durmusoglu, R. Calantone, V. Sambamurthy "Is More Information technology better for new product Development?", Journal of Product and brand management, Vol. 15 #7, (2006)
70. D. Kandemir, R. Calantone, R. Garcia, "An Exploration of Organizational Factors in New Product Development Success", Journal of Business and Industrial Marketing, Vol. 21, #5, (2006)
71. T. Hult, Ketchen, T. Cavusgil, R. Calantone, "Knowledge as a Strategic Resource in Supply Chains", Journal of Operations Management (2006) Vol. 24, Iss. 5; p. 458
72. Roger J. Calantone, Kwong Chan, and Anna Cui, "Decomposing Product Innovativeness and Its Effects on new product Success", Journal of Product Innovation Management, Vol 23, #5, pp. 408-421, (2006)
73. Roger J. Calantone, Daekwan Kim, Jeffrey B. Schmidt, and S. Tamer Cavusgil, "The influence of internal and external firm factors on international product adaptation strategy and export performance: A three-country comparison, Journal of Business Research, Vol. 59, pp 176-185 (2006).
74. Zeynep Emden, Roger J. Calantone, and Cornelia Droge, "Collaborating for New Product Development: Selecting the Partner with Maximum Potential to Create Value", Journal of Product Innovation Management, (2006)
75. Cornelia Droge, Roger J. Calantone, Nukhet Harmancioglu, "New Product Success: Is It Really Controllable by Managers in Highly Turbulent Environments?" Journal of Product Innovation Management, (2006).
76. Roger J. Calantone, David A. Griffith, and Goksel Yalcinkaya, "An Empirical Examination of a Technology Adoption Model for the Context of China, "Journal of International Marketing" (2006).

77. Scott B. Keller, Daniel F. Lynch, Alex E. Ellinger, John Ozment, and Roger Calantone, "The Impact of Internal Marketing Efforts in Distribution Service Operations." "Journal of Business Logistics" (2006).
78. Lance Gentry, Roger J. Calantone and Anna Cui, "The Forecasting Classification Grid: A Typology for Method Selection," Journal of Global Business Management, Vol. 2, #1 (Jan 2006) p. 48-60.
79. Daekwan Kim, S. T. Cavusgil, and Roger J. Calantone, "Information System Innovations and Supply Chain Management: Channel Relationships and Firm Performance." Journal of the Academy of Marketing Science, Vol. 34, No. 1 (2006) 40-54.
80. Jeffrey Schmidt, Roger J. Calantone, Abbie Griffith, Mitzi Montoya-Weiss, "Do Certified Mail Third-Wave Follow-ups Really Boost Response Rates and Quality?" Marketing Letters, Vol. 16:2, pp. 129-141 (2005).
81. Alexandre M. Rodriguez, Donald J. Bowersox, and Roger J. Calantone, "Estimation of Global and National Logistics Expenditures: 2002 Data Update", Journal of Business Logistics, (2005).
82. M. Douglas Voss, Roger J. Calantone, and Scott B. Keller, "Internal service quality: determinants of distribution center performance", Physical Distribution & Logistics Management, (2005) Vol. 35, Iss. 3, pp161-176.
83. Michael Song, Cornelia Droge, Sanghet Hanvanich, Roger Calantone, (2005), "Marketing and Technology Resource complementarity: An Analysis of their Interaction effect in two environmental contexts. Strategic Management Journal, V26 (3) p 259.
84. Steven Melnyk, Roger Calantone, Joan Luft, Douglas Stewart, George Zsidisin, "An Empirical Investigation of the Metrics Alignment Process", IJPPM, Vol. 20, ISS. 4/5, 160-198. (2005).
85. Kim Schatzel, Roger Calantone, "Creating Market Anticipation: An Exploratory Model of Outcomes Related to a Firm's Prosperity to Preannounce a New Product Launch," Journal of the Academy of Marketing Science, (2005).
86. Alma Mintu-Wimsatt, Roger Calantone, "Risk, Trust and the Problem Solving Approach: A Cross-Cultural Negotiation Study", Journal of Marketing Theory and Practice, (2005) Vol. 13 ISS. 1, p 52-61.
87. Daekwan Kim, S. Tamer Cavusgil, Roger Calantone, "The Role of Information Technology in Supply Chain Relationships: Does Partner Criticality Matter?" Journal of Business and Industrial Marketing, Vol. 20, no. 4/5 (2005).

88. Joe Bonner, Roger Calantone, "Buyer Attentiveness in Buyer-Supplier Relationships", Industrial Marketing Management, Jan 2005, V34 #1 p 53-62.
89. Morgan Swink & Roger Calantone, (2004) "New Product Development ORGANIZATION Complexity and Technology Novelty: Antecedents to Design-Manufacturing Integration and New Product Design Quality", IEEE Transaction on Engineering Management, (November) v51 #4 p 472-484.
Runner Up Best Paper of 2004
90. Roger J. Calantone, Tamer Cavusgil, Jeffrey B. Schmidt, Geon-Cheol Shin, "Internationalization and the Dynamics of Product Adaption – An Empirical Investigation," The Journal of Product Innovation Management, New York: May 2004. Vol. 21, Iss. 3; p. 185.
91. John Hanson, Steven Melnyk, Roger Calantone, (2003) "Core Values and Environmental Management: A Strong Inference Approach" Greener Management International.
92. Shawnee Vickery, Jayanth Jayaram, Cornelia Droge, and Roger J. Calantone, "The Effects of an Integrative Supply Chain Strategy on Customer Service and Financial Performance : An Analysis of Direct versus Indirect Relationships", Journal of Operations Management, Dec 2003, V21 #5 p 523
93. Steve A. Melnyk, Robert P. Sroufe, Roger J. Calantone, "A Model of Site-Specific Antecedents of ISO14001 Certification", Production and Operations Management, Special Issue on Environmental Management and Operation Management, (Fall 2003), V12 #3 p 369–385.
94. C Anthony Di Benedetto, Roger J. Calantone, Erik VanAllen, and Mitzi M Montoya-Weiss (Jul/Aug 2003), "Purchasing joins in the NPD team", Research Technology Management, V46, Iss. 4; p.45.
95. Donald Bowersox, Roger Calantone, Alex Rodriques (2003), "Estimation of Global Logistics Expenditures using Neural Networks", Journal of Business Logistics, V24, #2, p 21-36.
96. Steven A. Melnyk, Robert P. Sroufe, and Roger J. Calantone, (2003) "Profiling Site Specific Antecedents of ISO 14001 Adoption: Innovators & Early Adopters," Production and Operations Management.
97. Xiao Huang, Juyang Weng, Roger Calantone, "Locally Balanced Incremental Hierarchical Discriminant Regression" Intelligent Data Engineering and Automated Learning Lecture Notes in Computer Science Volume 2690, 2003, pp 185-194

98. C. Anthony Di Benedetto, Roger J. Calantone & Chun Zhang, (2003). "International Technology Transfer: Model and Exploratory study in the People's Republic of China", International Marketing Review, special issue on International New Product Development, volume 20 #4, p 446-462.
99. Rosanna Garcia, Roger J. Calantone & Ralph Levine, "The Role of Knowledge in Resource Allocation to Exploration vs. Exploitation in Technologically Oriented Organizations," Decision Sciences, (2003)
100. Som Hanvanich, Cornelia Dröge & Roger J. Calantone, (2003) "Reconceptualizing the Meaning and Domain of Marketing Knowledge," Journal of Knowledge Management, vol 7 #4 p 124-135.
101. Kim E. Schatzel and Cornelia Dröge, Roger J. Calantone "Strategic Channel Activity Preannouncements: An Exploratory Investigation of Antecedent Effects," Journal of Business Research, (2003) v56, p 923-933. (Schatzel Dissertation based)
102. Roger J. Calantone, C. Anthony Di Benedetto, E. van Allen, and Mitzi Montoya-Weiss "Integration of Purchasing in New Product Development: Is It Always the Ideal?" Research & Technology Management, (2003) August, v46 #4, p 45-51.
103. Roger J. Calantone, Rosanna Garcia, and Cornelia Dröge (Mar 2003), "The Effects Of Environmental Turbulence On New Product Development Strategy Planning," The Journal of Product Innovation Management, 20 (2, Special Issue on Strategic Management of NPD), 90.
104. S. Tamer Cavusgil, Roger J. Calantone, and Yushan Zhao (2003), "Tacit Knowledge Transfer And Firm Innovation Capability," The Journal of Business & Industrial Marketing, 18 (1), 6.
Selected as "Article of the Year" by editorial board
105. Steven A. Melnyk, Robert P. Sroufe, and Roger J. Calantone (2003), "Assessing The Impact Of Environmental Management Systems On Corporate and Environmental Performance," Journal of Operations Management, 21 (3), 329.
106. Lance Gentry, Roger J. Calantone (Nov 2002), "A comparison of three models to explain shop-bot use on the Web", Psychology & Marketing, Vol. 19, Iss. 11, p. 945.
107. Michael Song, Roger J. Calantone, and C. Anthony Di Benedetto (Oct 2002), "Competitive Forces And Strategic Choice Decisions: An Experimental Investigation In The United States And Japan," Strategic Management Journal, 23 (10), 969.

108. Roger J. Calantone, S. Tamer Cavusgil, and, Yushan Zhao (Sep 2002), "Learning Orientation, Firm Innovation Capability, And Firm Performance " Industrial Marketing Management, 31 (6), 515.
109. Steven A. Melnyk, Robert P. Sroufe, and Roger J. Calantone (2002), "Assessing The Effectiveness Of US Voluntary Environmental Programs: An Empirical Study," International Journal Of Production Research, 40 (8), 1853-78.
110. Jeffrey B. Schmidt, and Roger J. Calantone (Spring 2002), "Escalation Of Commitment During New Product Development," Academy of Marketing Science. Journal, 30 (2), 103 (lead article).
Winner of Jagdish Sheth Award for best article of the year (Schmidt Dissertation based).
111. Kenneth K. Boyer, John R. Olson, Roger J. Calantone, and Eric C. Jackson (August 2002), "Print Versus Electronic Surveys: A Comparison Of Two Data Collection Methodologies," Journal of Operations Management, 20 (4), 357-73.
112. Roger J. Calantone, Cornelia Dröge, and Shawnee K. Vickery (June 2002), "Investigating The Manufacturing–Marketing Interface In New Product Development: Does Context Affect The Strength Of Relationships?" Journal of Operations Management, 20 (3, Special Issue on the Marketing Manufacturing Interface), 273-87.
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1. D. Dentoni, K. Hamm, R. Calantone, and C. Peterson, "Confirmatory Factor Analysis of MARKOR Data from Russian Companies: A Multitrait-Multimethod Assessment," (2011) The XVI International conference of the EAERCD.
2. Dentoni, Domenico, Tonsor, Glynn T., Calantone, Roger J., Peterson, H. Christopher, "Who Provides Information Matters: The Role of Source Credibility on US Consumers' Beef Brand Choices" Agricultural and Applied Economics Association, 2011 Annual Meeting, July 24-26, 2011, Pittsburgh, Pennsylvania
3. Proceedings Discipline-based Scholarship Janell D. Townsend, Mitzi M. Montoya, and Roger J. Calantone, "Form and Function: Integrating Perspectives

- and Preliminary Findings,” Product Development Management Association, 34th Annual Global Conference on Product Innovation Management, (2011) (June 15-17, Orlando).
4. Burcu Tasoluk, Cornelia Droge and Roger Calantone, “Interpreting Interrelations in Multilevel Models: An Application for Global Branding,” 2009 CIMaR.
 5. Domenico Dentoni, Glynn T. Tonsor, Roger J. Calantone and H. Christopher Peterson, “Building Individual Brands with Place-of-Origin Information: Implications for the Food Industry” European Association of Agricultural Economists 113th Seminar, September 3-6, 2009, Chania, Crete, Greece
 6. Liu, Peng and Calantone, Roger, "Antecedents to User Acceptance of Wireless Phone Services" (2009). AMCIS 2009 Proceedings. Paper 568.
 7. Burcu Tasoluk, Cornelia Droge, and Roger Calantone, “A contingency hierarchical generalized linear model for brand associations” 2008 INFORMS Marketing Science Conference, Vancouver, British Columbia, Canada
 8. “Is the Influence of Firm Intangible Capital on Marketing Capabilities and Resultant Performance Consistent Cross-Culturally?” David A. Griffith, Goskel Yalcinkaya, Roger J. Calantone 2007 AMA Summer Conference.
 9. “A Justice Interpretation of Service Decision Making”, C. Voorhees, R. Calantone, and B. Talay, 2007 AMA Summer Educators Conference, August 2007.
 10. “Antecedents of Customer’s Behavioral Intentions in Net Enabled Organizations: Panel data Analysis”, Pankaj Setia, K. Boyer, R. Calantone, 2007 Academy of Management Meeting Proceedings.
Winner best paper Award
 11. “Strategic Decision making Process & Meaningful Marketing Strategy in NPD: The Role of Time-Sensitivity & Analyzability of market Information,” (K. Attune-Gima, R. Calantone, S. Durmusoglu, AMA Winter educators Conference, February, 2007.
 12. Regina C. McNally, Serdar S. Durmusoglu, Roger J. Calantone, and Nukhet Harmancioglu (2007), “Exploring the Role of Managers’ Dispositions in New Product Portfolio Management,” *2007 AMA Winter Educators’ Conference: Marketing Theory and Applications*, Eds. Andrea L. Dixon and Karen A Machleit, 18, 387-388.
 13. Nukhet Harmancioglu, Roger J. Calantone, Regina C. McNally, and Serdar S. Durmusoglu, “Your NPD Is Only as Good as Your Process’: The Search for

Control and Portfolio Returns,” under second review at *IEEE: Transactions on Engineering Management*.

14. Regina C. McNally, Serdar S. Durmusoglu, Roger J. Calantone, and Nukhet Harmancioglu, “An Exploratory Investigation of Managers’ Dispositions in New Product Portfolio Management,” under first review at *R&D Management*.
15. “International Technology Transfer: Model and Exploratory Study in the People’s Republic of China”, presented at The Global Temple Conference, Temple University, Philadelphia, PA, Anthony Di Benedetto, Roger J. Calantone, and Chun Zhang, November 2006.
16. “The Effects of Product and Process Modularity on Agility and Firm Financial Performance”, DSI Annual Conference, Mark Jacobs, Cornelia Droge, Shawnee Vickery, and Roger Calantone, San Antonio, 2006.
17. “An Empirical Examination of Firm Capital on Performance: A Cross-Cultural Study, “2006 AMA Winter Educators’ Conference, (Jean L. Johnson and John Hulland) (eds.), Vol. 17, 112-133.
18. “How Exploration and Exploitation Capabilities Drive Product Innovation and Market Performance”, CIMaR Conference, Istanbul, Turkey (Roger Calantone, David Griffith, and Goksel Yalacinkaya, May 2006).
19. “Managing Perception to Manage Intra-Organizational Functioning”, CIMaR conference, Istanbul, Turkey (Roger Calantone and Burcu Tasoluk, May 2006).
20. Rajagopalan, Balaji; Hillison, Derek; Calantone, Roger; and Sambamurthy, V., "Examining the Takeoff of Digital and Communicative Technologies in Developing Countries" (2006). *MWAIS 2006 Proceedings*. Paper 10.
21. “Value – Relevance of Peripheral Developers in Open Source Projects, CIST, (Rajanoplan, Pankej Setia, Roger J. Calantone, and Vallabh Sambamurthy. 2005).
22. “Cost Impacts of Product Platforms”, DSI Annual Conference, Mark Jacobs and Roger J. Calantone, San Francisco, 2005.
23. “Antecedents of Customers Behavioral Intentions to Transact with Net Enabled Firms: A Panel Data Analysis, CIST (Pankaj Setia, Kenneth Boyer, and Roger J. Calantone, 2005).
24. “The Benefits of an Expert Systems Approach to New Product Screening Decisions,” Product Development and Management Association Research Form: “Managing Innovation in the Global Context”, October 22-23, 2005, pp. 180-184.

25. "An Analysis of Multiple Group Differences for Evaluating Purchasing and Supply Management Journals", National DSI Conference (T. Kull, G. Zsidisin, R. Calantone, M. Smith, R. McNally, 2005).
26. "Localizing Global Brands in Emerging Markets: Insights from Marketing and Brand Managers in Turkey," 2005 AIB Conference, Quebec City, Canada (A. Yaprak, B. Tasoluk, and R. Calantone).
27. "From Perceptions to Collaboration Role of Perceived Trust in HQ-Subsidiary Relations," 2005 INFORMS Marketing Science Conference, Emory University, (B. Tasoluk and R. Calantone).
28. "Adopting RFID Technology: Does the Manager's Attitude Matter?" (W/G. Nyaga, R. Calantone, T. Page). Proceedings of the AMA Winter Conference (2005)
29. "TAM, TCA, and SERVQUAL Compared: Measuring Online Customer Satisfaction and Preference Across Regions" (W/A.M. Prud'homme, K.K. Boyer, R.J. Calantone. Annual Meeting of the Academy of Management, (2005, forthcoming).
30. "On-line Ordering, Fulfillment, and Customer Satisfaction: A Longitudinal Analysis" (W/A.M. Prud'homme, K.K. Boyer, R.J. Calantone. 16th Annual POMS Conference, (2005).
31. "Linking Customers, Strategy, and Activities: An Empirical Investigation of the Metrics Alignment Process," PMA Conference, Edinburgh, UK (S. Melnyk, R. Calantone, J. Luft, D. Stewart, and G. Zsidisin, 2004)
IJPPM Award for Best Academic Paper
32. "Achieving Performance Success Through Environmentally Responsible Manufacturing: An Expanded Empirical Factor Analysis, DSI Proceedings (w/S. Melnyk and R. Calantone, 2004).
33. "Strategic Groups: Competition, Distribution Intensity and Performance Implications for New Service-Product Introductions, Haring Symposium, Indiana University (J. Townsend, R. Calantone, S. Yeniyurt and J.B. Schmidt, 2004).
34. "The Effects of Genre And Competition on New Entertainment Product Sales Performance" (W/J. Townsend, R. Calantone). Proceedings of the AMA Summer Marketing Educators' Conference. (2004)
35. "The Effects of Marketing Intelligence and Organizational Factors on New Product Success" (W/Shaojie Cui, R. Calantone). Annual Meeting of the Academy of Marketing Association (2004).

36. "Do Certified Mail Third-Wave Follow-Ups really boost survey response rates?" (W/J. Schmidt, R. Calantone, A. Griffith, M. Montoya-Weiss. Proceedings of the American Marketing Association. (2004), V 15 p 333.
37. Case Study Research on Metrics Deployment and Alignment" (W/ S. Melnyk, J. Hanson, R. Calantone, J. Luft, D. Stewart, G. Zsidisin, L. Burns) Decision Sciences Institute 2004 Conference, Boston, MA (forthcoming).
38. "Logistics Strategy Fit, Firm Strategy Type and Performance: A Nexus" (W/G. Nyaga, D. Lynch, Roger Calantone). 2004 AMA Summer Educators' Conference, (forthcoming).
39. "Longitudinal Study of the Impact of Foreignness in the U.S. Consumer Market" (W/J. Townsend, R. Calantone, J.B. Schmidt), (2004) Midwest Marketing Camp.
40. "Grumpier Old Men: Sex and Cohort Differences in The EVALUATION of New Products"(W/J. Schmidt, L. Tuncay, R. Calantone), (2004), AMA Summer Educators Proceedings.
41. "Interdepartmental Customer Orientation and Employee Performance: Determinates of Warehouse Performance" (W/M.D. Voss & S. Keller) (2004), AMA Summer Educators Conference Proceedings (Abstract).
42. "Logistics Fit, Firm Strategy Type and Performance: A Nexus" (W/G. Nyaga & D. Lynch) (2004) AMA Summer Educators Conference Proceedings (Abstract)
43. "Mail Survey Response EFFECTS" (W/ J. Schmidt, A. Griffin, & M. Montoya-Weiss) (2004), Winter AMA Educators Conference Proceedings, (Abstract)
44. "Marketing Knowledge, Product Development, Supply Chain and Customer Relationships: Conceptualization and Measurement" (W/S. Hanvanich, C. Droge, R. Calantone) Proceedings of the AMA 2003 Winter Educator's Conference.
45. "Core Values as a Foundation for Success in Environmental Management: A Strong Inference Approach" (W/J. Hanson, S. Melnyk, R. Calantone) Proceedings of the 34th Annual Meeting of the Decision Sciences Institute, (2003).
46. "Foreign Impact: A Longitudinal Study of the Liability of Foreignness in the U.S. Motion Picture Market" (w/J. Townsend, R. Calantone, J.B. Schmidt). (2003) American Marketing Association Summer Educators Conference.
47. "A Latent Variable Growth Curve Modeling Analysis of New Service Launch" (W/S. Yeniyurt & J. Schmidt) (2003) AMA Summer Educators Conference Proceedings (Abstract).

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48. "Relationship stickiness and its influence on building customer relational equity in B2B customer-manufacturer relationships" (W/Joseph M. Bonner and Roger J. Calantone) (Chicago: 2003), American Marketing Association Conference Proceedings.
49. "The influence of internal and external firm factors on export performance and international product adaption strategy" (W/Roger J. Calantone, Daekwan Kim, Jeffrey B. Schmidt (Chicago: 2002), American Marketing Association, Conference Proceedings.
50. "Website Functionality: A Comparison of Extent Of Internet Usage and DATA Collection Methodology" (W/Jackson, et al) (2001) Decision Science Institute Conference. (Abstract).
51. "A Model of ISO 14000 Adoption" (w/F. Montabon, S. Melnyk, R. Sroufe, S. Curkovic), POM Track, DSI Conference, 2000.
52. "A Contingent Model of New Product Development Strategy Under Degrees of Market Competitiveness" (w/Jayaram), TOM Section, Academy of Management Conference (1999). (Abstract).
53. "Integration of Environment into Product Design and Manufacturing: Theory & Implementation" (w/Tummala, Chun, S. Melnyk, R. Calantone), IEEE, Systems, Man & Cybernetics Conference, Tokyo, Japan, 1999.
54. "Decision Making in New Product Development Projects: A Conceptualization and Empirical Investigation" PDMA International Conference, Monterrey, CA (November, 1997), (w/Schmidt).
55. ECM: Integrating Environmental Issues into Product Design, Planning and Manufacturing, National Science Foundation Conference, Seattle, WA. (January, 1997), (w/S. Melnyk, Tummala, R. Handfield, Goodman).
56. "The Dimensionality of Country Image: A Confirmatory Analysis," (w/Cooper), AMA Winter Educators' Conference, (1997).
57. "Models of Successful Product Launch: What Drives the Development Process?" (w/Di Benedetto & R. Brioso), Academy of Marketing Science, Annual Conference, (May, 1997).
58. A Theoretical Model of Technology Demand Signal Reception: The Effect of Organizational and Environmental Variables (w/K. Schatzel), Southern Marketing Association, (Fall, 1996).

59. "Integrating Environmental Concerns into the Design Process: Explaining the Gap Between Design and Practice, (w/R. Handfield, S. Melnyk, et. al.), National DSI Conference, (Fall, 1996). Best Environmental Paper.
60. "Emerging Issues in Global New Products Research - Panel Discussant," AMA Educator's Conference, (August, 1996).
61. "An Empirical Investigation of New Product Activities, Environmental Hostility, and New Product Success," (w/J. Schmidt), PDMA, 19th Annual International Conference Proceedings. (1995)
62. "Delivery Performance and Competitive Success," (w/S. Smith & S. Fawcett), Fall 1994 Annual Proceedings Decision Sciences Institute.
63. "The Impact of Manufacturing and Logistics Quality on Firm Performance and Global Reach," (w/S. Fawcett & S. Smith), Fall 1994 Annual Proceedings Decision Sciences Institute.
64. "The New Product Process: A Pseudo-Longitudinal Approach to Success Determination," (w/J. Schmidt), 1994 AMA Summer Educator's Conference Proceedings.

Winner Best Paper Award-Strategy Track
65. "A Metatheoretical Evaluation of "Progress": The Case of Research on New Product Performance," (w/M. Montoya-Weiss & C. Dröge), 1994 Winter Educator's AMA.
66. "Testing the Robustness of the Problem -- Solving Approach and Its Correlates in Negotiation," (w/A. Mintu & J. Gassenheimer), Proceedings of the Winter American Marketing Association Conference, (Winter, 1994).
67. "Another Look at Retail Diversification: Some Evidence and Some Contradictions," (w/W. Keep & S. Hollander), Proceedings of the Academy of Marketing Science Institute, (June, 1994).
68. "An Exploratory Analysis of Managers' Perceptions of the Integration of Marketing and Technology in New Product Design," (w/T. Haggblom & C. A. Di Benedetto), in Teamwork: Keystone for Getting High Quality Products to Market Quickly, Richard N. Cardozo, Kenneth J. Roering and Allan D. Shocker, eds., San Diego: (1993) The Product Development and Management Association, 43-56.
69. "An Optimal Lot Size Prescribing Model for a Retailer Faced with Price Dependent and Sudden Obsolescent Demand," (w/Z. Mohamed), Proceedings of Annual Meeting Decision Sciences Institute, (November, 1993).

70. William H. Hoyt, Roger J. Calantone and C. Anthony Di Benedetto. "Price Dealing for Consumer Non-Durables with Price Discrimination and Heterogeneous Inventorying Costs," in Soumen Ghosh (ed.), Proceedings, Midwest Decision Sciences Institute 24th Annual Meeting, Lansing, MI, (April 1993), pp. 98-102.
71. "Innovation, Technology & Product Strategy," (w/P. Yeoh), World Marketing Congress, Istanbul, Turkey, (July, 1993).
72. "Reviewing the Foreign Corrupt Practices Act: Did U.S. Firms Change Their Behavior," (w/M.J. Sheffet), Summer AMA Conference, 1993.
73. "An Integer Goal-Programming Model to Support Normative Market Segmentation: Two Applications," (w/T. McGlone & C. A. Di Benedetto), Proceedings of the Northeast Decision Sciences Institute, (April, 1993), p. 259-262.
74. "Examining the Relationship Between Degree of Innovation and New Product Success," (w/C. A. Di Benedetto & S. Bhoovaraghavan), in Robert King (ed.) Marketing: Perspectives for the 1990's, Proceedings of the Southern Marketing Association, (Fall, 1992), p. 443-448.
***Winner of Steven J. Shaw Award for Best Paper at the Conference
Named Best Paper in the Marketing Strategy Track***
75. "Barriers to Market Entry and Co-option of Entry: A Conceptual Framework (w/K. Banerji & C.L. Martinec), Proceedings of the Southern Management Association, (Fall, 1992).
76. "Factors Influencing Innovativeness Under High and Low Environmental Uncertainty", (w/M. Montoya) Proceedings of the Product Development Management Association, (October, 1992).
77. "Consumption Culture: Theories, Critiques and the Role of Marketing," (w/M. Agrawal & C. Dröge), Proceedings of the 17th Annual Macromarketing Seminar, Nijenrode, The Netherlands School of Business: Brenkeler, The Netherlands, pp. 357-376, (Summer, 1992).
78. "An Information Processing Framework for Industrial Buyer Behavior," (w/M. Montoya & G. Omura), Proceedings of AMA Summer Marketing Educators' Conference, (August, 1992).
79. "Getting Over the Brick Wall with the Marketing Manager," (w/M. Montoya & G. Omura), Proceedings of UIC/AMA Entrepreneurship Research Symposium-INSEAD, (1992).

80. "Surrendering Sovereignty," (w/G. Omura & M. Montoya-Weiss), Proceedings of the Workshop in 4th Annual Conference of USASBE, (Fall, 1992).
81. "Intermodal Innovation, Service Quality, and Modal Choice," (w/E. Morash), Proceedings of the 1991 Annual Meeting of the Transportation Research Forum, p. 471-480.
82. "Using Product and Technological Life Cycles as Guides in Strategic Opportunity Identification," (w/C. A. Di Benedetto), Proceedings of the Product Development and Management Association, (November, 1991).
83. "A Conceptual Integration of Innovation and Diffusion Drivers of Industrial New Product Success," Proceedings of the Winter AMA Conference, (February, 1991), (w/G. Gordon & C. A. Di Benedetto).
84. "New Product Development Research: State of the Art and An Agenda for Study," (w/C. A. Di Benedetto), Proceedings of the Product Development and Management Association, (November, 1990).
Winner of Best Review/Conceptual Paper Award
85. "Fortress Europe: If the EC Countries can Bury the Hatchet will the Pacific Rim be Far Behind?" (w/A. Mintu), Proceedings of the 1990 Global Business Association Conference, (November, 1990), p. 121-128.
86. "Marketing: The Missing Piece to the Value Analysis Puzzle," (w/G. Gordon & C. A. Di Benedetto), Proceedings of the Product Development & Management Association, (November, 1990).
87. "Advances in Spatial Interaction Modeling," (w/M. Young), Proceedings of AMA National Educators Conference, (August, 1990).
88. "The Use of Discriminant Analysis in Identifying the Non-Loyal Commercial Bank Customer," (w/D. Bojanic), Proceedings of the Southern Marketing Association, (Fall, 1989).
89. "Integrating Research and Planning in Tourism Development," (w/C. A. Di Benedetto), Proceedings, 1989 Travel and Tourism Research Association Conference, Honolulu, HI, June 1989.
90. "Multivariate Timeseries Forecasting for Marketing Analysis," (w/D. Bojanic), Southern Marketing Association, (November, 1988).
91. "A Comparative Model of Systematic Forces on International Technology Transfer," (w/M.T. Lee & A. Gross), Proceedings of the International Conference on Comparative Management, (May, 1988), pp. 198-208.

92. "Health Care Management and Marketing Patterns in the Industrializing Nations of ASIA-Oceania," (w/S. Ratzloff and A. Gross), Proceedings of the International Conference on Comparative Management, (May, 1988), p. 216-224.
93. "Price Dealing & Service Consumption," (w/Bojanic & C.A. Di Benedetto), Proceedings of Midwest DSI, (May, 1988).
94. "Discrete Discriminant Analysis of Successful Innovation Sources," (w/C. A. Di Benedetto & M. Meloche), Proceedings of Decision Science Institute, (November, 1987), p. 487-498.
95. "Variations in New Product Development: A Clustering Approach," (w/C. A. Di Benedetto & R. Cooper), Proceedings AMA National Educators Conference, (Summer, 1986), p. 231-236. Roger J. Calantone, C. Anthony Di Benedetto, and Robert G. Cooper.
96. "Defensive Product Positioning in Globally Competitive Markets," in Emerging International Strategic Frontiers, AMA, (June, 1986).
97. "The Implications of Structure for New Product Ideas," (w/R. Bennett & M. Morris), Proceedings of the Southern Marketing Association, (November, 1985).
98. "Sources of Successful Product and Process Innovation," (w/C. A. Di Benedetto), Proceedings of The National AIDS, (November, 1985).
99. "Technological Innovation: An Emerging Paradigm," (w/C. A. Di Benedetto & M. Morris), Proceedings of AMA Educator's Conference, (August, 1985).
100. "Attitudes Towards Women's Roles Portrayed in Advertising Messages," (w/Jacques Picard), Marketing, vol. 4, ed., S. Brown, ASAC, (May, 1984).
101. "Assumptions Underlying the Metatheoretical Debates Regarding Methods and Scientific Theory Construction," (w/C. Dröge) in Scientific Method in Marketing: Philosophy, Sociology, and History of Science Perspectives, Chicago: AMA, (February, 1984).
102. "Store Image and Price Effects: An Evaluation," (w/D. Litvack) Proceedings of the Southeast American Institute for the Decision Sciences Conference, (February, 1984).
103. "An Econometric Analysis of the Perceived Duopoly," (w/C. A. Di Benedetto), Marketing, vol. 4, ed., J. Forbes, ASAC, (May, 1983).
104. "A Canonical "Analysis Approach to the Retail Sequert – Media Matching" Problem," (w/D. Litvack & C. Schewe), Marketing, vol. 3, ed., M. Laroche, ASAC, (May, 1982). Roger J. Calantone. David S. Litvack and Charles D. Schewe

105. "Bilingual Advertising (?) - Revisited," (w/J. Picard), Marketing, vol. 3, ed., M. Laroche, ASAC, (May, 1982).
106. "Using the Price/Quantity Model to Indicate Power in Marketing Channels," (w/J. Rosenblatt), Developments in Marketing Science, ed., V.V. Bellur, vol. 4, (1981).
107. "The Implications of Power in Channels of Distribution: An Economic View," (w/J. Rosenblatt), Marketing, vol. 1, V. Jones, ed., ASAC, (May, 1980).
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109. "Targeting Specific Advertising Messages at Tourist Segments (w/C. Allen & C. Schewe), in Tourism Marketing and Management Issues, D. Hawkins, et. al, eds., George Washington University, (1980).
110. "Imported Product Perceptions: An Analysis of Regional Differences," (w/R. Darmon & P. Worthing), National AIDS Proceedings, vol. 1, (1979).
111. "Old Products and Services Need Not Fade Away: How Marketing Research Can Help," (w/A. Gross), in The New Role of the Marketing Professional, ed., Peter La Placa, America Marketing Association, (June, 1988).
112. "A Typology of Industrial New Product Failure," (w/R. Cooper), in Contemporary Marketing Thought, ed. E. Greenberg and D. Bellenger, American Marketing Association, (August, 1977).
113. "Impact of Segment Dynamics on Retail Bank Advertising Strategy," in Research for Decision Making, Vol. 1, ed., John Parfitt, ESOMAR, Oslo, Norway, (August, 1977). Roger J. Calantone and Andrew Gross
Reprinted in Readings in Marketing Segmentation, ed., R. Scotton and R. Zallocco, AMA Chicago, (1980).
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119. "Computer Graphics and Decision Analysis," (w./C. Moore), Proceedings of Northeast Regional Science Association, vol. 5, (1975).

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