

Nov, 2015

VITA

Roger J. Calantone
P.O. Box 799
Okemos, MI 48805
rogercal@msu.edu

Department of Marketing
Eli Broad Graduate School of Business
Michigan State University
N307 Business Complex
East Lansing, MI 48824-1122

PRESENT POSITION:

- University Distinguished Professor
- Eli Broad Chaired University Professor of Business, Michigan State University
- Senior Advisor to the Dean for Integrative Research and Outreach, Broad College of Business, Michigan State University
- Co-Director, Center for Business & Social Analytics, Michigan State University
- Interim Chair of Marketing Dept. Broad College, Michigan State University

EDUCATION:

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

Canisius College, Buffalo, New York (May 1972) - M.B.A.
Major: 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, Advanced Statistical 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 (I)
INFORMS – Marketing (I)
Academy of Marketing Science (i)
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*, PRC*

*Denotes primary data collection site.

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

1. Calantone, R. J., M. Castel, L. Lucianetti, and S. Vickery, "Antecedents and Consequences of Measuring Quality in a Balanced Scorecard Framework: Does Measurement Matter?" International Journal of Production Research. ***Forthcoming**
2. Calantone, R.J., E. Hiner, and M. Eisend, "The Influence of Marketing and Technological Capabilities on New Product Performance: The Moderating Role of Institutions", Journal of International Marketing. ***In Review**
3. Chaffin, D., R. Heidl, J. Hollenbeck, R. J. Calantone, C. Voorhees, and A. Yu, "The Promise and Perils of Wearable Sensors in Organizational Research", Organizational Research Methods, (September 2015).
4. Nair, A., R. Narasimhan, and R. J. Calantone, "Competing in Existing Product Markets: Post-Launch Investments by Leader and Follower", European Journal of Operational Research, (September 2015).
5. Sarangee, K., J. Schmidt, and R. J. Calantone, "Does the Future Impact the Present during New Product Development?" Journal of Product and Innovation Management, (August 2015).
6. Voorhees, C., M. Brady, R. J. Calantone, and E. Ramirez, "Discriminant Validity Testing in Marketing: An Analysis, Causes for Concern, and Proposed Remedies", Journal of the Academy of Marketing Science, (July 2015), p1-16.

7. Vickery, S., Y. Bolumole, M. Castel, and R. J. Calantone, "The Effects of Product Modularity on Launch Speed", International Journal of Production Research, Vol. 53, Iss. 17, (April 2015).
8. Vickery, S., X. Koufteros, C. Dröge, and R. J. Calantone, "Product Modularity, Process Modularity, and New Product Introduction Performance: Does Complexity Matter?" Production and Operations Management, (April 2015), p1-20.
9. Baldus, B., C. Voorhees, and R. J. Calantone, "Online Brand Community Engagement: Scale Development and Validation", Journal of Business Research, Vol. 68, Iss. 5, (May 2015), p978-85.
10. Bolumole, Y., R. Calantone, C. A. Di Benedetto, and S. A. Melnyk, "New Product Development in New Ventures: The Quest for Resources", International Journal of Production Research, Vol. 53, Iss. 8, (April 2015), p2506-2523.
11. Chauduri, M., R. Calantone, and P. Randhawa, "New Wine from Old Grapes: Innovation in the Eco-Friendly B2C Space", Journal of International Consumer Marketing, Vol. 27, Iss. 2, (March 2015), p99-122.
12. Ozkaya, H. E., C. Dröge, G. T. M. Hult, R. Calantone, and E. Ozkaya, "Market Orientation, Knowledge Competence, and Innovation", International Journal of Research in Marketing, (March 2015).
13. Calantone, R. and F. J. Molina-Castillo, "A Search for Theoretical Plurality in New Product Launch", Journal of Global Scholars of Marketing Science: Bridging Asia and the World, Vol. 25, Iss. 1, (January 2015).
14. Calantone, R., P. Randhawa, and C. M. Voorhees, "Breakeven Time on New Product Launches: An Investigation of the Drivers and Impact on Firm Performance", Journal of Product Innovation Management, Vol. 31, Iss. S1, (December 2014).
15. Cui, A. S., K. Chan, and R. Calantone, "The Learning Zone in New Product Development", IEEE Transactions on Engineering Management, Vol. 61, Iss. 4, (November 2014).
16. Gonzalez-Padron, T., M. B. Akdeniz, and R. Calantone, "Benchmarking Sales Staffing Efficiency in Dealerships Using Extended Data Analysis", Journal of Business Research, Vol. 67, Iss. 9, (September 2014).
17. Raykov, T. and R. Calantone, "The Utility of Item Response Modeling in Marketing Research", Journal of the Academy of Marketing Science, Vol. 42, Iss. 4, (July 2014).

18. Akdeniz, M. B., R. Calantone, and C. Voorhees, "Signaling Quality: An Examination of the Effects of Marketing- and Nonmarketing-Controlled Signals on Perceptions of Automotive Brand Quality", Journal of Product Innovation Management, Vol. 31, Iss. 4, (July 2014).
19. Griffith, D., H. S. Lee, C. S. Yeo, and R. Calantone, "Marketing Process Adaptation: Antecedent Factors and New Product Performance Implications in Export Markets", International Marketing Review, Vol. 31, Iss. 3, (May 2014).
20. Dentoni, D., G. T. Tonsor, R. Calantone, and H. C. Peterson, "Disentangling Direct and Indirect Effects of Credence Labels", British Food Journal, Vol. 116, Iss. 6, (May 2014).
21. Henseler, J., T. K. Dijkstra, M. Sarstedt, C. M. Ringle, A. Diamantopoulos, D. W. Straub, D. J. Ketchen Jr., J. F. Hair, G. T. M. Hult, and R. Calantone, "Common Beliefs and Reality About PLS Comments on Rönkkö and Evermann (2013)" Organizational Research Methods, (April 2014).
22. Talay. M. B., R. Calantone, and C. Voorhees, "Coevolutionary Dynamics of Automotive Competition: Product Innovation, Change, and Marketplace Survival", The Journal of Product Innovation Management, Vol. 31, Iss. 1, (Jan 2014).
23. Townsend, J. D. and R. Calantone, "Evolution and Transformation of Innovation in the Global Automotive Industry", The Journal of Product Innovation Management, Vol. 31, Iss. 1, (January 2014).
24. D. Dentoni, G. Tonsor, R. Calantone, H.C. Peterson, "Consumers' Perceptions of Stakeholder Credibility: Who Has It and Who Perceives It", Journal on Chain and Network Science, Vol. 14, Iss. 1, (January 2014).
25. Melnyk, S. A., Ritchie, W. J. and Calantone, R. J., "The Case of the C-TPAT Border Security Initiative: Assessing the Adoption/Persistence Decisions When Dealing with a Novel, Institutionally Driven Administrative Innovation", Journal of Business Logistics, Vol. 34, Iss. 4, (December 2013), p289-300.
26. Dentoni, D., G. T. Tonsor, R. Calantone, and H. Christopher Peterson, "Brand Coopetition with Geographical Indications: Which Information Does Lead to Brand Differentiation?" New Medit, Vol. 12, Iss. 4, (December 2013), p14-27.
27. Townsend, J. D., W. Kang, M. M. Montoya, and R. J. Calantone, "Brand-Specific Design Effects: Form and Function." Journal of Product Innovation Management, Vol. 30, Iss. 5, (September 2013), p994–1008.
28. Durmuşoğlu, S. S., R. J. Calantone, and R. C. McNally, "Ordered to Innovate: A Longitudinal Examination of the Early Periods of a New Product Development

- Process Implementation in a Manufacturing Firm”, Journal of Product Innovation Management, Vol. 30, Iss. 4, (July 2013), p712–731.
29. Molina-Castillo, F.-J., R. J. Calantone, M. A. Stanko, and J. L. Munuera-Aleman, “Product Quality as a Formative Index: Evaluating an Alternative Measurement Approach”, Journal of Product Innovation Management, Vol. 30, Iss. 2, (March 2013), p380–398.
 30. McNally, R. C., S. S. Durmuşoğlu, and R. J. Calantone, “New Product Portfolio Management Decisions: Antecedents and Consequences”, Journal of Product Innovation Management, Vol. 30, Iss. 2, (March 2013), p245–261.
 31. Akdeniz, B., R. J. Calantone, and C. M. Voorhees, “Effectiveness of Marketing Cues on Consumer Perceptions of Quality: The Moderating Roles of Brand Reputation and Third-Party Information”, Psychology & Marketing, Vol. 30, Iss. 1, (January 2013), p76–89.
 32. Evanschitzky, H., M. Eisend, R. J. Calantone, and Y. Jiang, “Success Factors of Product Innovation: An Updated Meta-Analysis”, Journal of Product Innovation Management, Vol. 29, Iss. Supplement 1, (Dec 2012) p21-37.
 33. Calantone, R. C., A. Di Benedetto, G. Rubera, “Launch Timing and Launch Activities Proficiency as Antecedents to New Product Performance”, Journal of Global Scholars of Marketing Science, Vol. 22, Iss. 4, (September 2012).
 34. Rubera, G., A. Ordanini, and R. Calantone, “Whether to Integrate R&D and Marketing: The Effect of Firm Competence”, Journal of Product Innovation Management Vol. 29, Iss. 5, (Sep 2012), p766-783.
 35. Townsend, J.D., S. T. Cavusgil, and R. J. Calantone, “Building Market-Based Assets in a Globally Competitive Market: A Longitudinal Study of Automotive Brands”, Advances in International Marketing, Vol. 23, (2012), p3-37.
 36. Scannell, T. V., R. J. Calantone, and S. A. Melnyk, "Shop Floor Manufacturing Technology Adoption Decisions: An Application of the Theory of Planned Behavior", Journal of Manufacturing Technology Management, Vol. 23 Iss. 4, (2012), p464 – 483 ***2013 Outstanding Paper Award**
 37. Calantone, R. J. 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, Vol. 40, Iss. 4, (July 2012) p526-538.
 38. Calantone, R. J. and G. Rubera, “When Should RD&E and Marketing Collaborate? The Moderating Role of Exploration-Exploitation and Environmental Uncertainty”, Journal of Product Innovation Management, Vol. 29, (2012), p144-157.

39. Schmidt, J., L. Tuncay Zayer, and R. J. Calantone, "Grumpier Old Men: Age and Sex Differences in the Evaluation of New Services", Journal of Product Innovation Management, Vol. 29, Iss. 1, (January 2012), p88.
40. Harmancioglu, N., C. Dröge, and R. J. Calantone, "Strategic Fit to Resources Versus NPD Execution Proficiencies: What are Their Roles in Determining Success?" Journal of the Academy of Marketing Science, (2011).
41. Calantone, R. J., C. A. Di Benedetto, and M. Song, "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, Vol. 2, Iss. 1, (November 2011), p14-44.
42. McNally, R. C., M. B. Akdeniz, and R. J. Calantone, "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, Vol. 28, Iss. Supplement 1, (November 2011), p63-77.
43. Molina-Castillo, F.-J., J.-L. Munuera-Alemán, and R. J. Calantone, "Product Quality and New Product Performance: The Role of Network Externalities and Switching Costs", The Journal of Product Innovation Management, Vol. 28, Iss. 6, (November 2011), p915.
44. Cavusgil, E. and R. J. Calantone, "Are Pharmaceutical Marketing Decisions Calibrated to Communications Effects?" Health Marketing Quarterly, Vol. 28, Iss. 4, (October 2011), p317-336.
45. Hanson, J. D., S. A. Melnyk, and R. J. Calantone, "Defining and Measuring Alignment in Performance Management", International Journal of Operations Production Management, Vol. 31, Iss. 10, (2011), p1089-1114.
46. Demmer, W. A., S. K. Vickery, and R. J. Calantone, "Engendering Resilience in Small- and Medium-Sized Enterprises (SMEs): A Case Study of Demmer Corporation", International Journal of Production Research, Vol. 49, Iss. 18, (2011), p5395.
47. Scannell, T. V., S. A. Melnyk, and R. J. Calantone, "Shop Floor Manufacturing Technology Adoption: An Adaptation of the Technology Acceptance Model", International Journal of Manufacturing Technology and Management, Vol. 23, (2011), p193.
48. Huang, Y., B. Sternquist, C. Zhang, and R. J. Calantone, "A Mixed-Method Study of the Effects of Guanxi Between Salespersons and Buyers on Retailer-Supplier

- Relationships in China”, Journal of Marketing Channels, Vol. 18, Iss. 3, (2011), p189.
49. Cavusgil, E., R. J. Calantone, and S. Deligonul, “Late Entrant Over-the-Counter and Rx Market Entry Strategies”, International Journal of Pharmaceutical and Healthcare Marketing, Vol 5, Iss. 2, (2011), p79-98.
 50. Lee, Y., B.-W. Lin, Y.-Y. Wong, and R. J. Calantone, “Understanding and Managing International Product Launch: A Comparison Between Developed and Emerging Markets”, Journal of Product Innovation Management, Vol. 28, Iss. Supplement 1, (November 2011), p104.
 51. Di Benedetto, C. A. and R. J. 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 Di Benedetto.
 52. Townsend, J.D., M. M. Montoya, and R. J. Calantone, “Form and Function: A Matter of Perspective”, Journal of Product Innovation Management, Vol. 28, Iss. 3, (2011).
 53. Stanko, M. A. and R. J. Calantone, “Controversy in Innovation Outsourcing Research: Review, Synthesis and Future Directions”, R&D Management, Vol. 41, Iss. 1, (2011), p8.
 54. Setia, P., B. Rajagopalan, V. Sambamurthy, and R. Calantone, “How Peripheral Developers Contribute to Open Source Software Development”, Information Systems Research, Vol. 23, Iss. 1, (March 2012), p144-163.
 55. Cui, A. S., R. J. Calantone, and D. A. Griffith, “Strategic Change and Termination of Interfirm Partnerships”, Strategic Management Journal, Vol. 32, Iss. 4, (2011), p402.
 56. Tasoluk, B., C. Dröge, and R. Calantone, “Interpreting Interrelations Across Multiple Levels in HGLM Models”, International Marketing Review, Vol. 28, Iss. 1, (2011), p34-56.
 57. Jacobs, M., C. Dröge, S. Vickery, and R. Calantone, “Product and Process Modularity’s Effects on Manufacturing Agility and Firm Growth Performance”, Journal of Product Innovation Management, Vol. 28, Iss. 1, (2011), p123.
 58. McNally, R. C., E. Cavusgil, and R. J. Calantone, “Product Innovativeness Dimensions and Their Relationships with Product Advantage, Product Financial Performance, and Project Protocol”, Journal of Product Innovation Management, Vol. 27, Iss. 7, (2010), p991.

59. Calantone, R., N. Harmancioglu, and C. Dröge, "Inconclusive Innovation 'Returns': A Meta-Analysis of Research on Innovation in New Product Development", Journal of Product Innovation Management, Vol. 27, Iss. 7, (2010) p1065.
60. Calantone, R.J. and S. K. Vickery, "Introduction to the Special Topic Forum: Using Archival and Secondary Data Sources in Supply Chain Management Research", Journal of Supply Chain Management, Vol. 46, Iss. 4, (2010) p3-11.
61. Bohlmann, J.D., R. J. Calantone, and M. Zhao, "The Effects of Market Network Heterogeneity on Innovation Diffusion: An Agent-Based Modeling Approach", Journal of Product Innovation Management, Vol. 27, Iss. 5, (2010), p741.
62. Melnyk, S. A., J. D. Hanson, and R. J. Calantone, "Hitting the Target...but Missing the Point: Resolving the Paradox of Strategic Transition", Long Range Planning: International Journal of Strategic Management, Vol. 43, Iss. 4, (2010), p555-574.
63. Dentoni, D., G. T. Tonsor, R. J. Calantone, and H. C. 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, Vol. 13, Iss. 4, (2010).
64. Calantone, R. J., C. A. Di Benedetto, and M. Song, "The Impact of Industry Environment on Early Market Entry Decisions by B2B Managers in the U.S. and Japan", Industrial Marketing Management, Vol. 39, Iss. 5, (2010), p832.
65. Griffith, D.A., G. Yalcinkaya, and R. J. Calantone, "Do Marketing Capabilities Consistently Mediate Effects of Intangible Capital on Performance Across Institutional Environments?" Journal of World Business, Vol. 45, Iss. 3, (2010), p217.
66. Calantone, R. J., S. Yenyurt, J. D. Townsend, and J. B. Schmidt, "The Effects of Competition in Short Product Life-Cycle Markets: The Case of Motion Pictures", Journal of Product Innovation Management, Vol. 27, Iss. 3, (2010) p349-361.
67. McCall, M., C. Voorhees, and R. Calantone, "Building Customer Loyalty: Ten Principles for Designing an Effective Customer Reward Program", Cornell Hospitality Report, Vol. 10, Iss. 9. (2010).
68. Akdeniz, M. B., T. Gonzalez-Padron, and R. J. Calantone, "An Integrated Marketing Capability Benchmarking Approach to Dealer Performance Through Parametric and Nonparametric Analyses", Industrial Marketing Management, Vol. 39, Iss. 1, (2010), p150.

69. Rajagopalan, B., D. Hillison, R. Calantone, and V. Sambamurthy, "Diffusion of Information and Communication Technologies: A Takeoff Analysis", International Journal of Business Information Systems, Vol. 5, Iss. 4, (2010), p329-347.
70. Dentoni, D., G. T. Tonsor, R. J. Calantone, and H. C. Peterson, "Animal Welfare Practices Along the Food Chain: How Does Negative and Positive Information Affect Consumers?" 113th EAAE Seminar Chania, Crete, Greece, (September 2009). Also published in the journal's special issue on: "A Resilient European Food Industry and Food Chain in a Challenging World".
71. Dentoni, D., G. T. Tonsor, R. J. Calantone, and H. C. Peterson, "The Direct and Indirect Effects of 'Locally Grown' on Consumers' Attitudes towards Agri-Food Products", Agriculture Resource Economics Review, Vol. 38, Iss. 3, (2009), p384-96.
72. Dröge, C., R. Calantone, and N. Harmancioglu, "New Product Success: Is It Really Controllable by Managers in Highly Turbulent Environments?" The Journal of Product Innovation Management, Vol. 25, Iss. 3, (2009), p272-286.
73. Voss, M.D., D. Closs, and R. Calantone, "The Role of Security in the Food Supplier Selection Decision", Journal of Business Logistics, Vol. 30, Iss. 1, (2009).
74. McNally, R. C., S. S. Durmusoglu, R. J. Calantone, and N. Harmancioglu, "Exploring New Product Portfolio Management Decisions: The Role of Managers' Dispositional Traits", Industrial Marketing Management, Vol. 38, Iss. 1, (2009), p127-143.
75. Miller, S. R., R. Calantone, D. C. Indro, and M. Richards, "The Effects of Strategies on the Management Control-Performance Relationship in Sino Joint Ventures", Advances in International Management, Vol. 22, (2009), p189-217.
76. Schatzel, K., R. Calantone, and C. Dröge, "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, Vol. 24, Iss. 2, (2008), p115–126.
77. Harmancioglu, N., C. Dröge, and R. J. Calantone, "Theoretical Lenses and Domain Definitions in Innovation Research", European Journal of Marketing, Vol. 43, Iss. 1/2, (2008), p229-263.
78. Wu, S., S. Melnyk, and R. Calantone, "Assessing the Core Resources in the Environmental Management System from the Resource Perspective and the Contingency Perspective", IEEE Transactions on Engineering Management, Vol. 55, Iss. 2, (2008), p304.

79. Jiang, B., S. Talluri, and R. Calantone, "Determinants of Interoutsourcing: An Analytical Approach", Decision Sciences, Vol. 39, Iss. 1, (2008), p65-85.
80. Gonzalez-Padron, T., T. Hult, and R. Calantone, "Exploiting Innovative Opportunities in Global Purchasing: An Assessment of Ethical Climate and Relationship Performance", Industrial Marketing Management, Vol. 37, (2008), p69.
81. Durmusoglu, S., R. C. McNally, R. J. Calantone, and N. 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, Vol. 25, Iss. 4, (2008), p386.
82. Yalcinkaya, G., R. J. Calantone, and D. A. Griffith, "An Examination of Exploration and Exploitation Capabilities: Implications for Production Innovation and Marketing Performance", Journal of International Marketing, Vol. 15, Iss. 4, (2007), p63.
83. Stanko, M., J. Bonner, and R. Calantone, "Building Commitment in Buyer-Seller Relationships: A Tie Strength Perspective", Industrial Marketing Management, Vol. 36, Iss. 8, (2007), p1094-1103
84. Nyaga, G. N., D. J. Closs, A. Rodrigues, and R. J. Calantone, "The Impact of Demand Uncertainty and Configuration Capacity on Customer Service Performance in a Configure-to-Order Environment", Journal of Business Logistics, Vol. 28, Iss. 2, (2007), p83.
85. Harmancioglu, N., 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, Vol. 37, Iss. 5, (2007), p399-424.
86. Kull, T., K. Boyer, and R. Calantone, "Last Mile Supply Chain Efficiency: An Analysis of Learning Curves in Online Ordering", International Journal of Operations and Production Management, Vol. 27, Iss. 4, (2007), p409-434.
87. Calantone, R. J. and C. A. Di Benedetto, "Clustering Product Launches by Price and Launch Strategy", Journal of Business and Industrial Marketing, Vol. 22, Iss. 1, (2007), p4-19. ***Selected by Publishers as Special Noteworthy Article**
88. Calantone, R. J. and C. A. Di Benedetto, "A Clustering Approach for Assessing the Antecedents in New Product Development Process Outcomes", i-Manager's Journal on Management, Vol 1, Iss. 4, (March 2007), p49-63.
89. Mahapatra, S., S. A. Melnyk, and R. J. Calantone, "Understanding Environmental Management Systems Performance: An Expanded Empirical Study",

- International Journal of Production and Quality Management, Vol. 2, Iss. 3, (2007), p230-241.
90. Calantone, R. J. and D. A. Griffith “From the Special Issue Editors: Challenges and Opportunities in the Field of Global Product Launch”, Journal of Product Innovation Management, Vol. 24, Iss. 5, (2007), p414.
 91. Calantone, R. J. and M. Stanko, “The Drivers of Outsourced Innovation”, Journal of Product Innovation Management, Vol. 24, (2007), p230-241.
 92. Tasoluk, B., A. Yaprak, and R. 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, Vol.17, Iss. 4, (2006), p332–351.
 93. Miller, K., M. Zhao, and R. J. Calantone, "Adding Interpersonal Learning And Tacit Knowledge To March's Exploration-Exploitation Model", Academy of Management Journal, (2006).
 94. Durmusoglu, S., R. Calantone, and V. Sambamurthy, “Is More Information Technology Better for New Product Development?” Journal of Product and Brand Management, Vol. 15, Iss. 7, (2006).
 95. Kandemir, D., R. Calantone, and R. Garcia, “An Exploration of Organizational Factors in New Product Development Success”, Journal of Business and Industrial Marketing, Vol. 21, Iss. 5, (2006).
 96. T. Hult, D. Ketchen, T. Cavusgil, and R. Calantone, “Knowledge as a Strategic Resource in Supply Chains”, Journal of Operations Management, Vol. 24, Iss. 5, (2006), p458.
 97. Calantone, R. J., K. Chan, and A. Cui, “Decomposing Product Innovativeness and Its Effects on New Product Success”, Journal of Product Innovation Management, Vol 23, Iss. 5, (2006), p408-421.
 98. Calantone, R. J., D. Kim, J. B. Schmidt, and S. T. 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, (2006), p176-185.
 99. Emden, Z., R. J. Calantone, and C. Dröge, “Collaborating for New Product Development: Selecting the Partner with Maximum Potential to Create Value”, Journal of Product Innovation Management, (2006).

100. Dröge, C., R. J. Calantone, and N. Harmancioglu, "New Product Success: Is It Really Controllable by Managers in Highly Turbulent Environments?" Journal of Product Innovation Management, (2006).
101. Calantone, R. J., D. A. Griffith, and G. Yalcinkaya, "An Empirical Examination of a Technology Adoption Model for the Context of China", Journal of International Marketing, (2006).
102. Keller, S. B., D. F. Lynch, A. E. Ellinger, J. Ozment, and R. Calantone, "The Impact of Internal Marketing Efforts in Distribution Service Operations", Journal of Business Logistics, (2006).
103. Gentry, L., R. J. Calantone, and A. Cui, "The Forecasting Classification Grid: A Typology for Method Selection", Journal of Global Business Management, Vol. 2, Iss. 1, (January 2006), p48-60.
104. Kim, D., S. T. Cavusgil, and R. J. Calantone, "Information System Innovations and Supply Chain Management: Channel Relationships and Firm Performance", Journal of the Academy of Marketing Science, Vol. 34, Iss. 1, (2006), p40-54.
105. Schmidt, J., R. J. Calantone, A. Griffith, and M. Montoya-Weiss, "Do Certified Mail Third-Wave Follow-ups Really Boost Response Rates and Quality?" Marketing Letters, Vol. 16, Iss. 2, (2005), p129-141.
106. Rodriguez, A. M., D. J. Bowersox, and R. J. Calantone, "Estimation of Global and National Logistics Expenditures: 2002 Data Update", Journal of Business Logistics, (2005).
107. Voss, M. D., R. J. Calantone, and S. B. Keller, "Internal Service Quality: Determinants of Distribution Center Performance", Physical Distribution & Logistics Management, Vol. 35, Iss. 3, (2005), p161-176.
108. Song, M., C. Dröge, S. Hanvanich, and R. Calantone, "Marketing and Technology Resource Complementarity: An Analysis of Their Interaction Effect in Two Environmental Contexts", Strategic Management Journal, Vol. 26, Iss. 3, (2005), p259.
109. Melnyk, S., R. Calantone, J. Luft, D. Stewart, and G. Zsidisin, "An Empirical Investigation of the Metrics Alignment Process", IJPPM, Vol. 20, Iss. 4/5, (2005), p160-198.
110. Schatzel, K. and R. 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).

111. Mintu-Wimsatt, A. and R. J. Calantone, "Risk, Trust and the Problem Solving Approach: A Cross-Cultural Negotiation Study", Journal of Marketing Theory and Practice, Vol. 13, Iss. 1, (2005), p52-61.
112. Kim, D., S. T. Cavusgil, and R. Calantone, "The Role of Information Technology in Supply Chain Relationships: Does Partner Criticality Matter?" Journal of Business and Industrial Marketing, Vol. 20, Iss. 4/5, (2005).
113. Bonner, J. and R. Calantone, "Buyer Attentiveness in Buyer-Supplier Relationships", Industrial Marketing Management, Vol. 34, Iss. 1, (January 2005), p53-62.
114. Swink, M. and R. Calantone, "New Product Development, Organization Complexity and Technology Novelty: Antecedents to Design-Manufacturing Integration and New Product Design Quality", IEEE Transaction on Engineering Management, Vol. 51, Iss. 4, (November 2004), p472-484. ***Runner Up Best Paper of 2004***
115. Calantone, R. J., T. Cavusgil, J. B. Schmidt, and G.-C. Shin, "Internationalization and the Dynamics of Product Adaption – An Empirical Investigation", The Journal of Product Innovation Management, Vol. 21, Iss. 3, (May 2004), p185.
116. Hanson, J., S. Melnyk, and R. Calantone, "Core Values and Environmental Management: A Strong Inference Approach", Greener Management International, (2003).
117. Vickery, S., J. Jayaram, C. Dröge, and R. 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, Vol. 21, Iss. 5, (December 2003), p523.
118. Melnyk, S. A., R. P. Sroufe, and R. J. Calantone, "A Model of Site-Specific Antecedents of ISO14001 Certification", Production and Operations Management, Vol. 12, Iss. 3, (Fall 2003), p369–385.
119. Di Benedetto, C. A., R. J. Calantone, E. VanAllen, and M. M. Montoya-Weiss (Jul/Aug 2003), "Purchasing joins in the NPD team", Research Technology Management, Vol. 46, Iss. 4, (July/August 2003), p45.
120. Bowersox, D., R. Calantone, and A. Rodrigues, "Estimation of Global Logistics Expenditures using Neural Networks", Journal of Business Logistics, Vol. 24, Iss. 2, (2003), p21-36.
121. Melnyk, S. A., R. P. Sroufe, and R. J. Calantone, "Profiling Site Specific Antecedents of ISO14001 Adoption: Innovators & Early Adopters", Production and Operations Management, (2003).

122. Huang, X., J. Weng, and R. Calantone, "Locally Balanced Incremental Hierarchical Discriminant Regression", Intelligent Data Engineering and Automated Learning Lecture Notes in Computer Science, Volume 2690, (2003), p185-194.
123. Di Benedetto, C. A., R. J. Calantone, and C. Zhang, "International Technology Transfer: Model and Exploratory Study in the People's Republic of China", International Marketing Review, Vol. 20, Iss. 4, (2003), p446-462.
124. Garcia, R., R. J. Calantone, and R. Levine, "The Role of Knowledge in Resource Allocation to Exploration vs. Exploitation in Technologically Oriented Organizations", Decision Sciences, (2003).
125. Hanvanich, S., C. Dröge, and R. J. Calantone, "Reconceptualizing the Meaning and Domain of Marketing Knowledge", Journal of Knowledge Management, Vol. 7, Iss. 4, (2003), p124-135.
126. Schatzel, K., C. Dröge, and R. J. Calantone, "Strategic Channel Activity Preannouncements: An Exploratory Investigation of Antecedent Effects", Journal of Business Research, Vol. 56, (2003), p923-933.
127. Calantone, R. J., C. A. Di Benedetto, E. van Allen, and M. Montoya-Weiss, "Integration of Purchasing in New Product Development: Is It Always the Ideal?" Research & Technology Management, Vol. 46, Iss. 4, (August 2003), p45-51.
128. Calantone, R. J., R. Garcia, and C. Dröge, "The Effects Of Environmental Turbulence On New Product Development Strategy Planning", The Journal of Product Innovation Management, Vol. 20, Iss. 2, (March 2003).
129. Cavusgil, S. T., R. J. Calantone, and Y. Zhao, "Tacit Knowledge Transfer and Firm Innovation Capability", The Journal of Business & Industrial Marketing, Vol. 18, Iss. 1, (2003). ***Selected as "Article of the Year" by editorial board***
130. Melnyk, S. A., R. P. Sroufe, and R. J. Calantone, "Assessing the Impact of Environmental Management Systems on Corporate and Environmental Performance", Journal of Operations Management, Vol. 21, Iss. 3, (2003).
131. Gentry, L. and R. J. Calantone, "A Comparison of Three Models to Explain Shop-Bot Use on the Web", Psychology & Marketing, Vol. 19, Iss. 11, (November 2002).
132. Song, M., R. J. Calantone, and C. A. Di Benedetto, "Competitive Forces and Strategic Choice Decisions: An Experimental Investigation in The United States and Japan", Strategic Management Journal, Vol. 23, Iss. 10, (October 2002).

133. Calantone, R. J., S. T. Cavusgil, and Y. Zhao, "Learning Orientation, Firm Innovation Capability, and Firm Performance", Industrial Marketing Management, Vol. 31, Iss. 6, (September 2002).
134. Melnyk, S. A., R. P. Sroufe, and R. J. Calantone, "Assessing the Effectiveness of U.S. Voluntary Environmental Programs: An Empirical Study", International Journal Of Production Research, Vol. 40, Iss. 8, (2002), p1853-1878.
135. Schmidt, J. B. and R. J. Calantone, "Escalation of Commitment During New Product Development", Academy of Marketing Science. Journal, Vol. 30, Iss. 2, (Spring 2002). ***Winner of Jagdish Sheth Award for best article of the year (Schmidt Dissertation based).***
136. Boyer, K. K., J. R. Olson, R. J. Calantone, and E. C. Jackson, "Print Versus Electronic Surveys: A Comparison of Two Data Collection Methodologies", Journal of Operations Management, Vol. 20, Iss. 4, (August 2002), p357-373.
137. Calantone, R. J., C. Dröge, and S. K. Vickery, "Investigating the Manufacturing–Marketing Interface in New Product Development: Does Context Affect the Strength of Relationships?" Journal of Operations Management, Vol. 20, Iss. 3, (June 2002), p273-287.
138. Garcia, R. and R. J. Calantone, "A Critical Look at Technological Innovation Typology and Innovativeness Terminology: A Literature Review", The Journal of Product Innovation Management, Vol. 19, Iss. 2, (Mar 2002).
139. Calantone, R. J. and Y. S. Zhao, "Joint Ventures in China: A Comparative Study of Japanese, Korean, and U.S. Partners", Journal of International Marketing, Vol. 9, Iss. 1, (2001).
140. Schatzel, K. E., R. J. Calantone, and C. Dröge, "Beyond the Firm's Initial Declaration: Are Preannouncements of New Product Introductions and Withdrawals Alike?" The Journal of Product Innovation Management, Vol. 18 Iss. 2, (March 2001).
141. Handfield, R. B., S. A. Melnyk, R. J. Calantone, and S. Curkovic, "Integrating Environmental Concerns into the Design Process: The Gap between Theory and Practice", IEEE Transactions on Engineering Management, Vol. 48, Iss. 2, (May 2001).
142. Knight, G. and R. J. Calantone, "A Flexible Model of Consumer Country-of-Origin Perceptions: A Cross-Cultural Investigation", International Marketing Review, Vol. 17, Iss. 2, (2000) p127-145.

143. Thieme, R. J., M. Song, and R. J. Calantone, "Artificial Neural Network Decision Support Systems for New Product Development Project Selection", Journal of Marketing Research, Vol. 37, Iss. 4, (November 2000).
144. Curkovic, S., S. A. Melnyk, R. B. Handfield and R. J. Calantone "Investigating the Linkage Between Total Quality Management and Environmentally Responsible Manufacturing", IEEE Transactions on Engineering Management, Vol. 47, Iss. 4, (Nov 2000).
145. Calantone, R. J. and G. Knight, "The Critical Role of Product Quality in the International Performance of Industrial Firms", Industrial Marketing Management, Vol. 29, Iss. 6, (November 2000).
146. Myers, M. B., R. J. Calantone, T. J. Page Jr., and C. R. Taylor, "Academic Insights: An Application of Multiple-Group Causal Models in Assessing Cross-Cultural Measurement Equivalence", Journal of International Marketing, Vol. 8, Iss. 4, (2000).
147. Montabon, F. L., S. A. Melnyk, R. P. Sroufe, and R. J. Calantone, "ISO 14000: Assessing Its Perceived Impact on Corporate Performance", Journal of Supply Chain Management, Vol. 36, Iss. 2, (Spring 2000).
148. Das, A., R. B. Handfield, R. J. Calantone, and S. Ghosh, "A Contingent View of Quality Management - The Impact of International Competition on Quality", Decision Sciences, Vol. 31, Iss. 3, (Summer 2000).
149. Calantone, R. J. and C. A. Di Benedetto, "Performance and Time to Market: Accelerating Cycle Time with Overlapping Stages", IEEE Transactions on Engineering Management, Vol. 47, Iss. 2, (May 2000).
150. Calantone, R. J., "Market Segmentation: Conceptual and Methodological Foundations", Journal of Marketing Research, Vol. 37, Iss. 1, (February 2000).
151. Calantone, R. J. and K. E. Schatzel, "Strategic Foretelling Communication-Based Antecedents of a Firm's Propensity to Preannounce", Journal of Marketing, Vol. 64, Iss. 1, (January 2000).
152. Steven A. Melnyk, S. A., R. J. Calantone, R. P. Sroufe, F. L. Montabon, and T. Hinds, "Integrating Environmental Issues into Materials Planning: 'Green' MRP", The Journal of Enterprise Resource Management, Vol. 3, Iss. 3, (2000).
153. Fawcett, S.E., R. J. Calantone, and A. Roath, "Meeting Quality and Cost Imperatives in a Global Market", International Journal of Physical Distribution & Logistics Management, Vol. 30, Iss. 6, (2000).

154. Krause, D. R., T. V. Scannell, and R. J. Calantone, "A Structural Analysis of the Effectiveness of Buying Firms' Strategies to Improve Supplier Performance", Decision Sciences, Vol. 31, Iss. 1, (Winter 2000).
155. Curkovic, S., S. A. Melnyk, R. J. Calantone, and R. Handfield, "Validating the Malcolm Baldrige National Quality Award Framework through Structural Equation Modeling", International Journal of Production Research, Vol. 38, Iss. 4, (2000), p765-791.
156. Mintu-Wimsatt, A. and R. J. Calantone, "Crossing the Border: Testing a Negotiation Model among Canadian Exporters", The Journal of Business & Industrial Marketing, Vol. 15, Iss. 5, (2000).
157. Montoya-Weiss, M. and R. J. Calantone, "Development and Implementation of a Segment Selection Procedure for Industrial Product Markets", Marketing Science, Vol. 18, Iss. 3, (1999).
158. Vickery, S. K., R. J. Calantone, and C. Dröge, "Supply Chain Flexibility: An Empirical Study", Journal of Supply Chain Management, Vol. 35, Iss. 3, (Summer 1999).
159. Melnyk, S. A., R. J. Calantone, R. Handfield, R. L. Tummala, G. Vastag, T. Hinds, R. Sroufe, S. Curkovic, and F. Montabon, "ISO 14000: Assessing Its Impact on Corporate Effectiveness and Efficiency", Center for Advanced Purchasing Studies, (March 1999).
160. Melnyk, S. A., R. J. Calantone, R. Handfield, R. Sroufe, and F. L. Montabon, "Is Clean Green?" Purchasing Today, (March 1999).
161. Calantone, R. J., C. A. Di Benedetto, and J. B. Schmidt, "Using the Analytic Hierarchy Process in New Product Screening", The Journal of Product Innovation Management, Vol. 16, Iss. 1, (January 1999).
162. Melnyk, S. A., R. P. Sroufe, R. J. Calantone, F. L. Montabon, and T. Hinds, "Integrating Environmental Issues into Materials Planning: 'Green' MRP", Production and Inventory Management Journal, Vol. 40, Iss. 3, (1999), p36-45.
163. *Calantone, R. J., "From the Associate Editor: Technological Innovation and Global Marketing Strategy", Journal of International Marketing, Vol. 7, Iss. 1, (1999).
164. Li, T. and R. J. Calantone, "The Impact of Market Knowledge Competence on New Product Advantage: Conceptualization and Empirical Examination", Journal of Marketing, Vol. 62, Iss. 4, (October 1998).

165. Bowersox, D. J. and R. J. Calantone, "Executive Insights: Global Logistics", Journal of International Marketing, Vol. 6, Iss. 4, (1998).
166. Melnyk, S. A., R. J. Calantone, T. R. Smith, and F. Montabon, "Short Term Action in Pursuit of Long Term Improvements: Introducing Kaizen Events", Production and Inventory Management Journal, Vol. 39, Iss. 4, (1998), p69-76.
167. Agrawal, M. R. J. Calantone, and R. W. Nason, "Competitiveness in the Pharmaceutical Industry: The Role of Innovation", Journal of Research in Pharmaceutical Economics, Vol. 9, Iss. 1, (1998), p5-32.
168. Schmidt, J. B. and R. J. Calantone, "Are Really New Product Development Projects Harder to Shut Down?" The Journal of Product Innovation Management, Vol. 15, Iss. 2, (March 1998). ***ANBAR Citation of Excellence for the Highest Quality Rating Article.**
169. Calantone, R. J., J. L. Graham, and A. Mintu-Wimsatt, "Problem-Solving Approach in an International Context: Antecedents and Outcome", International Journal of Research in Marketing, Vol. 15, Iss. 1, (February 1998).
170. Ozsomer, A., R. J. Calantone, and C. A. Di Benedetto, "What Makes Firms More Innovative? A Look at Organizational and Environmental Factors", The Journal of Business & Industrial Marketing, Vol. 12, Iss. 6, (1997).
171. *Calantone, R. J., "Engines of Innovation: U.S. Industrial Research at the End of an Era (Review)", The Journal of Product Innovation Management, Vol. 14, Iss. 4, (July 1997).
172. Fawcett, S. E., R. J. Calantone, and S. R. Smith, "Delivery Capability and Firm Performance in International Operations", International Journal of Production Economics, Vol. 51, Iss. 3, (September 1997).
173. Meloche, M. S., R. J. Calantone, and L. M. Delene, "Product-Type Moderating Effects on Short-Term Demand for Reduced Price Convenience Goods", Journal of Food Products Marketing, Vol. 4, Iss. 1, (1997).
174. Calantone, R. J., J. B. Schmidt, and C. A. Di Benedetto, "New Product Activities and Performance: The Moderating Role of Environmental Hostility", The Journal of Product Innovation Management, Vol. 14, Iss. 3, (May 1997). ***Finalist - Best Paper Award**
175. Lang, J. R., R. J. Calantone, and D. Gudmundson, "Small Firm Information Seeking as a Response to Environmental Threats and Opportunities", Journal of Small Business Management, Vol. 35, Iss. 1, (January 1997).

176. Agrawal, M. and R. J. Calantone, "Examining the Applicability of Market Forecasting Models to New Pharmaceutical Products", Health Marketing Quarterly, Vol. 13, Iss. 4, (1996).
177. Lozada, H. R. and R. J. Calantone, "Scanning Behavior and the Process of Organizational Innovation", Journal of Managerial Issues, Vol. 8, Iss. 3, (Fall 1996).
178. Calantone, R. J., J. B. Schmidt, and X. M. Song, "Controllable Factors of New Product Success: A Cross-National Comparison", Marketing Science, Vol. 15, Iss. 4, (1996).
179. Clinton, S. R. and R. J. Calantone, "Logistics Strategy: Does it Travel Well?" International Marketing Review, Vol. 13, Iss. 5, (1996). ****ANBAR Electronic Intelligence Award for the Highest Quality Rating Article. *Reprinted in Logistics Information Management, Vol. 10, Iss. 5, (1997), p224.***
180. Dröge, C. and R. J. Calantone, "New Product Strategy, Structure, and Performance in Two Environments", Industrial Marketing Management, Vol. 25, Iss. 6, (November 1996).
181. Mintu-Wimsatt, A. and R. J. Calantone, "Exploring Factors that Affect Negotiators' Problem-Solving Orientation", The Journal of Business & Industrial Marketing, Vol. 11, Iss. 6, (1996).
182. Fawcett, S. E., R. J. Calantone, and S. R. Smith, "An Investigation of the Impact of Flexibility on Global Reach and Firm Performance", Journal of Business Logistics, Vol. 17, Iss. 2, (1996).
183. Chiou, J.-S., M. Lee, and R. J. Calantone, "International Technology Transfer from the Recipient's Perspective: The Differences between Hard Technology Pursuers and Know-How Technology Pursuers", Journal of Global Marketing, Vol. 9, Iss. 3, (1996).
184. Lozada, H. R. and R. J. Calantone, "Scanning Behavior and Environmental Variation in the Formulation of Strategic Responses to Change", The Journal of Business and Industrial Marketing, Vol. 11, Iss. 1, (1996).
185. Keep, W. W., S. C. Hollander, and R. J. Calantone, "Retail Diversification in the USA: Are there Performance Benefits?" Journal of Retailing and Consumer Services, Vol. 3, Iss. 1, (January 1996).
186. Calantone, R. J., C. A. Di Benedetto, and G. L. Gordon, "Information Gathering and Customer Value Creation in Business-to-Business Services: Applied to the Telecommunications Industry", Journal of Customer Service in Marketing and Management, Vol. 1, Iss. 1, (1995).

187. Agrawal, M. and R. J. Calantone, "New Drug Adoption Models: A Review and Assessment of Future Needs", Health Marketing Quarterly, Vol. 12, Iss. 4, (1995).
188. Haggblom, T. R. J. Calantone, and C. A. Di Benedetto, "Do New Product Development Managers in Large or High-Market-Share Firms Perceive Marketing-R&D Interface Principles Differently?" The Journal of Product Innovation Management, Vol. 12, Iss. 4, (September 1995).
189. Calantone, R. J., T. Haggblom, C. Chung, and J. Lee, "A Decision Model for Planning Marketing Mix, Price and Production in an Agile Environment", Modeling, Measurement, and Control, Vol. 13, Iss. 2, (Fall 1995).
190. Gassenheimer, J. B., R. J. Calantone, and J. Scully, "Supplier Involvement and Dealer Satisfaction: Implications for Enhancing Channel Relationships", The Journal of Business and Industrial Marketing, Vol. 10, Iss. 2, (1995).
191. Yeoh, P.-L. and Roger J. Calantone, "An Application of the Analytical Hierarchy Process to International Marketing: Selection of a Foreign Distributor", Journal of Global Marketing, Vol. 8, Iss. 3-4, (1995).
192. Calantone, R. J., S. K. Vickery, and C. Dröge, "Business Performance and Strategic New Product Development Activities: An Empirical Investigation", The Journal of Product Innovation Management, Vol. 12, Iss. 3, (June 1995).
193. Mintu-Wimsatt, A. and R. J. Calantone, "Intra- and Inter-Cultural Negotiations: A Chinese Buyer's Perspective", Journal of Marketing Theory and Practice, Vol. 3, Iss. 3, (Summer 1995).
194. Calantone, R. J. C. A. Di Benedetto, and T. Haggblom, "Principles of New Product Management: Exploring the Beliefs of Product Practitioners", The Journal of Product Innovation Management, Vol. 12, Iss. 3, (1995).
195. Di Benedetto, C. A., R. J. Calantone, and V. Raj, "Newprodex: A Knowledge-Based Expert System for Industrial Product Screening and Development in International Marketing", Asia Pacific Journal of Marketing and Logistics, Vol. 6, Iss. 3, (1994).
196. Phillips, L. A., R. J. Calantone, and M.-T. Lee, "International Technology Adoption: Behavior Structure, Demand Certainty and Culture", The Journal of Business and Industrial Marketing, Vol. 9, Iss. 2, (1994).
197. Gassenheimer, J. B., R. J. Calantone, J. M. Schmitz, and R. A. Robicheaux, "Models of Channel Maintenance: What is the Weaker Party to do?" Journal of Business Research, Vol. 30, Iss. 3, (July 1994).

198. Calantone, R. J., C. A. Di Benedetto, and S. Bhoovaraghavan, "Examining the Relationship Between Degree of Innovation and New Product Success", Journal of Business Research, Vol. 30, Iss. 2, (June 1994).
199. Calantone, R. J. and C. A. Di Benedetto, "How Firms Organize for Successful Innovation in a Hostile Environment", Journal of Technology Transfer, Vol. 19 Iss. 1, (April 1994), p17-26.
200. Gassenheimer, J. B. and R. J. Calantone, "Managing Economic Dependence and Relational Activities within a Competitive Channel Environment", Journal of Business Research, Vol. 29, Iss. 3, (March 1994).
201. Ellis, B. and R. J. Calantone, "Understanding Competitive Advantage Through a Strategic Retail Typology", Journal of Applied Business Research, Vol. 10, Iss. 2, (Spring 1994).
202. Keep, W. W., G. S. Omura, and R. J. Calantone, "What Managers Should Know About Their Competitors' Patented Technologies", Industrial Marketing Management, Vol. 23, Iss. 3, (July 1994).
203. Montoya-Weiss, M. and R. J. Calantone, "Determinants of New Product Performance: A Review and Meta-Analysis", The Journal of Product Innovation Management, Vol. 11, Iss. 5, (November 1994).
204. Gordon, G., C. A. Di Benedetto, and R. J. Calantone, "Brand Equity as an Evolutionary Process", The Journal of Brand Management, Vol. 2, Iss. 1, (August 1994), p47-56.
205. Phillips, L. A. and R. J. Calantone, "Hong Kong Retailers: The Relationship between Environment Hostility, Planning and Performance", International Journal of Retail and Distribution Management, Vol. 22, Iss. 8, (1994).
206. Mintu, A. T., R. J. Calantone, and J. B. Gassenheimer, "Towards Improving Cross-Cultural Research: Extending Churchill's Research Paradigm", Journal of International Consumer Marketing, Vol. 7, Iss. 2, (1994).
207. Calantone, R. J., C. A. Di Benedetto, and R. Divine, "Organizational, Technical and Marketing Antecedents for Successful New Product Development", R & D Management, Vol. 23, Iss. 4, (October 1993).
208. Dröge, C., R. J. Calantone, M. Agrawal, and R. Mackoy, "The Consumption Culture and Its Critiques: A Framework for Analysis", Journal of Macromarketing, Vol. 13, Iss. 2, (Fall 1993).

209. Gordon, G. L., R. J. Calantone, and C. A. Di Benedetto, "Brand Equity in the Business-to-Business Sector: An Exploratory Study", The Journal of Product and Brand Management, Vol. 2, Iss. 3, (1993).
210. Gordon, G. L., R. J. Calantone, C. A. Di Benedetto, and P. F. Kaminski, "Customer Knowledge Acquisition in the Business Products Market", The Journal of Product and Brand Management, Vol. 2, Iss. 3, (1993).
211. Gordon, G. L., R. J. Calantone, and C. A. Di Benedetto, "Business-to-Business Service Marketing: How Does it Differ from Business-to-Business Product Marketing?" The Journal of Business & Industrial Marketing, Vol. 8, Iss. 1, (1993).
212. Calantone, R. J., C. W. Holsapple, and L. E. Johnson, "Communication and Communication Support: An Agenda for Investigation", Information Society, Vol. 9, Iss. 1, (January - March 1993).
213. Calantone, R. J., V. Raj, and C. A. Di Benedetto, "Knowledge Acquisition Using Multiple Experts in a New Product Expert System", Advances in Modeling and Analysis, Vol. 38, Iss. 1, (Summer 1993), p13-41.
214. Gordon, G. L., P. F. Kaminski, R. J. Calantone, and C. A. Di Benedetto, "Linking Customer Knowledge with Successful Service Innovation", Journal of Applied Business Research, Vol. 9, Iss. 2, (Spring 1993).
215. Mintu, A. T., R. J. Calantone, and J. B. Gassenheimer, "International Mail Surveys: Some Guidelines for Marketing Researchers", Journal of International Consumer Marketing, Vol. 5, Iss. 1, (1993).
216. Calantone, R. J. and J. B. Gassenheimer, "Interorganizational Market Exchange: Critical Issues for Strategic Market Decision Analysis", Journal of Managerial Issues, Vol. 4, Iss. 1, (Summer 1992), p46-61.
217. McGlone, T. A. and R. J. Calantone, "A Goal Programming Model for Effective Segment Determination: A Comment and Application", Decision Sciences, Vol. 23, Iss. 5, (September/October 1992).
218. Chen, I. J., R. J. Calantone, and C.-H. Chung, "The Marketing-Manufacturing Interface and Manufacturing Flexibility", Omega, Vol. 20, Iss. 4, (July 1992).
219. Mintu, A. T. and R. J. Calantone, "Role Uncertainty among Canadian Sales Marketing Executives: How Different Are They from Their American Counterparts?" Journal of Global Marketing, Vol. 5, Iss. 4, (1992).
220. Calantone, R. J. and E. Morash, "Rail Selection, Service Quality, and Innovation", Journal of the Transportation Research Forum, (1991).

221. Calantone, R. J. and E. Morash, "RoadRailer Technology", Commercial Carriers Journal, (1991)
222. Mintu, A. T. and R. J. Calantone, "A Comparative Approach to International Marketing Negotiations", Journal of Applied Business Research, Vol. 7, Iss. 4, (Fall 1991).
223. Calantone, R. J. and J. B. Gassenheimer, "Overcoming Basic Problems between Manufacturers and Distributors", Industrial Marketing Management, Vol. 20, Iss. 3, (August 1991).
224. Whittler, T. E., R. J. Calantone, and M. R. Young, "Strength of Ethnic Affiliation: Examining Black Identification with Black Culture", The Journal of Social Psychology, Vol. 131, Iss. 4, (August 1991).
225. Morris, M. H. and R. J. Calantone, "Redefining the Purchasing Function: An Entrepreneurial Perspective", International Journal of Purchasing and Materials Management, Vol. 27, Iss. 4, (Fall 1991).
226. Gordon, G., R. J. Calantone, and C. A. Di Benedetto, "How Electrical Contractors Choose Distributors", Industrial Marketing Management, Vol. 20, Iss. 1, (February 1991).
227. Calantone, R. J. and C. A. Di Benedetto, "Knowledge Acquisition Modeling in Tourism", Annals of Tourism Research, Vol. 18, Iss. 2, (January 1991), p202-212.
228. Calantone, R. J., C. A. Di Benedetto, and C. Harvey, "A Model for Defensive Marketing Strategy with Examples from the Europe 1992 Context", Journal of Euromarketing, Vol. 1, Iss. 1-2, (1991), p9-38. ****Reprinted in Euromarketing (1994), by Kaynak and Ghauri, IBC Press.***
229. Gordon, G. L., R. J. Calantone, and C. A. Di Benedetto, "Mature Markets and Revitalization Strategies: An American Fable", Business Horizons, Vol. 34, Iss. 3, (May/June 1991).
230. Calantone, R. J. and J. A. Mazanec, "Marketing Management and Tourism", Annals of Tourism Research, Vol. 18, Iss. 1, (January 1991), p101-119.
231. Morris, M. H. and R. J. Calantone, "Four Components of Effective Pricing", Industrial Marketing Management, Vol. 19, Iss. 4, (November 1990).
232. Bojanic, D. C. and R. J. Calantone, "Price Bundling in Public Recreation", Leisure Sciences, Vol. 12, (1990), p67-78.

233. David C. Bojanic, and Roger J. Calantone (1990), "A Contribution
234. Anglin, P. M., R. J. Calantone, and C. A. Di Benedetto "Optimal Price Dealing Model for Consumer Non-Durables in a Duopoly", Modeling Simulation and Control, Vol. 22, Iss. 4, (Fall 1990), p7-33.
235. Calantone, R. J. and C. A. Di Benedetto, "Defensive Industrial Marketing Strategies", Industrial Marketing Management, Vol. 19, Iss. 3, (August 1990).
236. Calantone, R. J., M.-T. Lee, and A. C. Gross, "Evaluating International Technology Transfer in a Comparative Marketing Framework", Journal of Global Marketing, Vol. 3, Iss. 3, (June 1990), p23-46.
237. Calantone, R. J. and C. A. Di Benedetto, "Effective Management of the R&D -- Marketing Link for Improving New Product Success Rates", Journal of Managerial Issues, 2, Iss. 1, (Spring 1990), p75-90.
238. Calantone, R. J. and C. A. Di Benedetto, "A Spatial Model for Defensive Business Strategy Formulation", Modeling, Simulation and Control, Vol. 20, Iss. 4, (Spring 1990), p1-29.
239. Calantone, R. J. and C. A. Di Benedetto, "Canonical Correlation Analysis of Unobserved Relationships in the New Product Process", R&D Management, Vol. 20, Iss. 1, (January 1990).
240. Calantone, R. J., C. A. Di Benedetto, A. Hakam, and D. C. Bojanic, "Multiple Multinational Tourism Positioning Using Correspondence Analysis", Journal of Travel Research, Vol. 28, Iss. 2, (Fall 1989).
241. Calantone, R. J., C. A. Di Benedetto, and M. S. Meloche, "Retail Store Location Selecting Based on the Analytical Hierarchy Process", Journal of Business Strategies, Vol. 6, Iss. 1, (1989).
242. Calantone, R. J., C. Dröge, D. S. Litvack, and C. A. Di Benedetto, "Flanking in a Price War", Interfaces, Vol. 19, Iss. 2, (March/April 1989).
243. Calantone, R. J. and C. A. Di Benedetto, "Measuring the Effectiveness of Microcomputer Exercises in Teaching Marketing Planning and Control", Journal of Education for Business, (March 1989), p251-257.
244. Calantone, R. J. and C. A. Di Benedetto, "Competitive Attack and Retaliation with the DEFENDER Model: A Differential Game Approach", Modeling, Simulation and Control, Vol. 15, Iss. 2, (Winter 1988-1989), p33-64.
245. Calantone, R. J. and C. A. Di Benedetto, "An Export Strategy Model for Firms with Small Home Markets", Der Markt, Vol. 27, Iss. 106, (1988), p122-133.

246. Calantone, R. J. and C. A. Di Benedetto, "An Integrative Model of the New Product Development Process: An Empirical Validation", The Journal of Product Innovation Management, Vol. 5, Iss. 3, (September 1988).
247. Calantone, R. J., C. A. Di Benedetto, and D. C. Bojanic, "Multi Method Forecasts for Tourism Analysis", Annals of Tourism Research, Vol. 15, Iss. 3, (1988), p387-406.
248. Calantone, R. J., C. A. Di Benedetto, and V. Errunza, "The Use of Discrete Variable Selections for Credit Evaluation", Omega, Vol. 16, Iss. 5, (September 1988), p469-480.
249. Calantone, R. J. and C. A. Di Benedetto, "Defensive Marketing in Globally Competitive Industrial Markets", Columbia Journal of World Business, Vol. 23, Iss. 3, (Fall 1988), p3-14.
250. Calantone, R. J. and C. A. Di Benedetto, "Examining the Conduct of Competing Firms Using a Game-Theoretic Framework", Modeling, Simulation & Control, Vol. 11, Iss. 2, (Winter 1988), p1-28.
251. Calantone, R. J., C. A. Di Benedetto, and M. S. Meloche, "Strategies of Product and Process Innovation: A Loglinear Analysis", R&D Management, Vol. 18, Iss. 1, (January 1988).
252. Pizam, A. and R. J. Calantone, "Beyond Psychographics-Values as Determinants of Tourist Behavior", International Journal of Hospitality Management, Vol. 6, Iss. 3, (1987), p177-181.
253. Calantone, R. J., C. A. Di Benedetto, and D. Bojanic, "A Comprehensive Review of the Tourism Forecasting Literature", Journal of Travel Research, Vol. 26, Iss. 2, (Fall 1987).
254. Calantone, R. J., Review of "Technology Trade with the Middle East" by Emery, Graham & Oppenheimer, Growth & Change, (Fall 1987).
255. Calantone, R. J. and L. Zoe, "The Economic Impact of the 'Real Estate Industry' on the Kentucky Economy", Review & Perspective, Vol. 11, Iss. 3, (Fall 1987).
256. Calantone, R. J. and C. Loeff, "Estimated Economic Impact of Toyota on Kentucky", Review & Perspective, Vol. 11, Iss. 1, (Spring 1987).
257. Joyce, M., R. J. Calantone, and P. Warshaw, "A Field Application of the Fishbein and Ajzen Intention Model: Some Surprising Results", Journal of Social Psychology, (Winter 1986).

258. Litvack, D. S., R. J. Calantone, P. R. Warshaw, "How Do Your Stock-Ups Stack Up?" Merchandising, (October 1986), p38-39.
259. Calantone, R. J. and P. R. Warshaw, "Negating the Effects of Fear Appeals in Election Campaigns", Journal of Applied Psychology, Vol. 70, Iss. 4, (November 1985).
260. Morris, M. H., W. W. Stanton, and R. J. Calantone, "Measuring Coalitions in the Industrial Buying Center", Journal of the Academy of Marketing Science, Vol. 13, Iss. 4, (Fall 1985).
261. Calantone, R. J. and J. Madura, "A New Model for Improving Corporate Risk Assessment", Banking Today, (April 1985), p26-28.
262. Calantone, R. J., M. Morris, and J. Johar, "A Cross-Cultural Benefit Segmentation Analysis to Evaluate the Traditional Assimilation Model", International Journal of Research in Marketing, Vol. 2, Iss. 3, (1985).
263. Calantone, R. J. and M. H. Morris, "The Utilization of Computer-Based Decision Support Systems in Transportation", International Journal of Physical Distribution & Materials Management, Vol. 15, Iss. 7, (1985).
264. Litvack, D. S., R. J. Calantone, and P. R. Warshaw, "An Examination of Short-Term Retail Grocery Price Effects", Journal of Retailing, Vol. 61, Iss. 3, (1985). ***Reprinted in Progressive Grocer: Executive Report (October 1996).**
265. Calantone, R. J. and R. Darmon, "Salesforce Decisions: A Markovian Approach", Academy of Marketing Science. Journal, Vol. 12, Iss. 4, (Fall 1984).
266. Calantone, R. J. and J. S. Johar, "Seasonal Segmentation of the Tourism Market Using a Benefit Segmentation Framework", Journal of Travel Research, Vol. 23, Iss. 2, (Fall 1984). ***Winner of "Outstanding Paper" Competition.**
267. *Calantone, R. J., Review of "Marketing Hotels into the 90's: A Systematic Approach to Increase Sales", by Melvin Greene, International Journal of Hospitality Management, Vol. 3, Iss. 1, (1984).
268. Calantone, R. J., Review of "International Tourism to 1990", by Edward/Cleverdon, Annals of Tourism Research, Vol. 11, Iss. 4, (1984), p629-630.
269. Litvack, D. S., R. J. Calantone, R. Y. Darmon, and P. R. Warshaw, "Relation Entre la Strategie Suivie Par les Detaillants et L'Elasticite - Prix de la Demande", Revue Francaise du Marketing, Vol. 97, Iss. 1, (1984), p29-42.

270. Calantone, R. J. and C. Dröge, "IBANCOVA: A Bayesian ANCOVA Program", Journal of Marketing Research, (November 1983).
271. Allen, C. T., R. J. Calantone, and C. D. Schewe, "Consumers' Attitudes about Energy Conservation in Sweden, Canada and the United States with Implications for Policymakers", Journal of Marketing and Public Policy, (1982), p57-62.
272. Calantone, R. J. and R. G. Cooper, "New Product Scenarios: Prospects for Success", Journal of Marketing, Vol. 45, Iss. 2, (Spring 1981). ****Reprinted in Marketing Espansione (Italian) Vol. 23, (February 1982). *Reprinted in Perspectives on Strategic Marketing Management, 2nd Edition (1982), R. Kerin and R. Peterson, Allyn and Bacon: Boston.***
273. Bennett, R., R. J. Calantone, and R. Roy, "Les EFTS et les Banques de Demain", La Revue Commerce, (August 1981), p64-69.
274. Calantone, R. J. and U. de Brentani-Todorovic, "The Maturation of the Science of Media Selection", Academy of Marketing Science Journal, Vol. 9, Iss. 4, (Fall 1981).
275. Errunza, V., R. J. Calantone, W. R. Renforth, and H. W. Strachan, "Rural Credit: A Microsynthesis of the Salvadorean Experience", Journal of Development Economics, Vol. 8, Iss. 2, (1981), p227-239.
276. Calantone, R. J. and D. H. Drury, "Advertising Agency Compensation: A Model for Incentive and Control", Management Science, Vol. 25, Iss. 7, (July 1979).
277. Calantone, R. J. and R. G. Cooper, "A Discriminant Model for Identifying Scenarios of Industrial New Product Failure", Academy of Marketing Science Journal, Vol. 7, Iss. 3, (Summer 1979).
278. Dillon, W. R., R. J. Calantone, and P. Worthing, "The New Product Problem: An Approach for Investigating Product Failures", Management Science, Vol. 25, Iss. 12, (December 1979).
279. Calantone, R. J. and A. G. Sawyer, "The Stability of Benefit Segments", Journal of Marketing Research, Vol. 15, Iss. 3, (Aug 1978). ****Reprinted in Contemporary Perspectives in Consumer Research (1981).***
280. *Boyer, M. and R. J. Calantone, "Nouveau Coup d'oeil Sur la Publicite Bilingue?" La Revue Commerce, (November 1978), p154-58.
281. Schewe, C. D. and R. J. Calantone, "Psychographic Segmentation of Tourists", Journal of Travel Research, Vol. 16, (1978), p14-20.

282. Calantone, R. J., "An Evaluation of Research Methodologies for Benefit Segmentation Analysis", Dissertation, University of Massachusetts, Publ: Ann Arbor, MI, UMI, (1976). ***Abstract published by American Marketing Association, (1976), ed. Donald Shawver.**

CONFERENCE PAPERS PUBLISHED IN BOOKS & PROCEEDINGS

(all proceedings are from refereed conferences unless otherwise noted)

1. Wang, Y.-Y. and R. J. Calantone. (September 2015). *Momentum in Social Media and Competitors' Reactions on Sales Performance after Automobile Sales Performance after Automobile Recalls*. Wise 2015, Miami, FL, November 1-3, 2015.
2. Calantone, R. J. and S. E. Griffis. (September 2015). *Illegitimate Supply Chains*. A-CAPP Paper Series: Brand Protection 2020 Perspectives on the Issues Shaping the Global Risk and Response to Product Counterfeiting (p20-21).
3. Calantone, R. J., H. M. Cannon, and A. Yaprak. (November 2014). *Value System Transformations in Emerging Economies: A Cross-National Comparison*. Proceedings of the 2007 Academy of Marketing Science (AMS) Annual Conference (p176–180).
4. Martinez, R., R. J. Calantone, and W. Escalante. (2014). *Start-Up Experiences of Latino/a Business Owners in Lansing and Saginaw Michigan*. Proceedings of the 12th Annual Conference: Positive Steps Toward a Pluralist Society, St. Louis, Missouri. University of Missouri: Cambio Center.
5. Chaffin, D. T., R. A. Heidl, M. Chari, and R. Calantone. (November 2013). *The Role of Examiner Workload and Applicant Reputation in Intellectual Property Protection*. 2013 Annual Meeting of the Academy of Management, Orlando, FL, August 9-13, 2013.
6. Rakthin, S., R. J. Calantone, and S. Choi. *More Effective Transfer of Competitor and Customer Intelligence: Mediating Roles of Common Knowledge Sharing and Source Credibility*. Proceedings of the International Conference on Knowledge Management and Information Sharing: KMIS 2012, Barcelona, Spain, October 4-7, 2012 (p251-256).
7. White, R. C., R. J. Calantone, and C. M. Voorhees. (January 2012). *The Effect of Formal and Informal Marketing Controls on Customer Contact Employee Performance*. 2012 AMA Summer Educators' Conference Proceedings, Vol. 23.

8. Dentoni, D., K. Hamm, R. Calantone, and C. Peterson. (2011). *Confirmatory Factor Analysis of MARKOR Data from Russian Companies: A Multitrait-Multimethod Assessment*. The XVI International Conference of the EAERCD.
9. Dentoni, D., G. T. Tonsor, R. J. Calantone, and H. C. Peterson. (November 2011). *Who Provides Information Matters: The Role of Source Credibility on US Consumers' Beef Brand Choices*. 2011 Annual Meeting, Pittsburgh, Pennsylvania, July 24-26, 2012. Agricultural and Applied Economics Association.
10. Townsend, J. D., M. M. Montoya, and R. J. Calantone. (2011). *Form and Function: Integrating Perspectives and Preliminary Findings*. 34th Annual Global Conference on Product Innovation Management, Orlando, FL, October 16-20, 2010. Product Development Management Association.
11. Tasoluk, B., C. Dröge, and R. Calantone. (2009). *Interpreting Interrelations in Multilevel Models: An Application for Global Branding*. International Marketing in or by Firms from Emerging Market Economies: Theoretical and Empirical Contributions, Beijing, China, October 15-18, 2009. Consortium for International Marketing Research.
12. Dentoni, D., G. T. Tonsor, R. J. Calantone and H. C. Peterson. (2009). *Building Individual Brands with Place-of-Origin Information: Implications for the Food Industry*. 113th Seminar, Chania, Crete, Greece, September 3-6, 2009. European Association of Agricultural Economists.
13. Liu, P. and R. J. Calantone. (2009). *Antecedents to User Acceptance of Wireless Phone Services*. AMCIS 2009: 15th Americas Conference on Information Systems, San Francisco, CA, August 6-9, 2009.
14. Tasoluk, B., C. Dröge, and R. Calantone. (October 2008). *A Contingency Hierarchical Generalized Linear Model for Brand Associations*. 2008 INFORMS Marketing Science Conference, Vancouver, British Columbia, Canada, June 12-14, 2008.
15. Griffith, D. A., G. Yalcinkaya, and R. J. Calantone. *Is the Influence of Firm Intangible Capital on Marketing Capabilities and Resultant Performance Consistent Cross-Culturally?* 2007 AMA Summer Conference.
16. Voorhees, C., R. J. Calantone, and B. Talay. (February 2008). *A Justice Interpretation of Service Decision Making*. 2007 AMA Summer Educators' Conference: Enhancing Knowledge Development in Marketing, Washington, DC, August 3-6, 2007.
17. Setia, P. K. Boyer, and R. J. Calantone. (2007). *Antecedents of Customer's Behavioral Intentions in Net Enabled Organizations: Panel Data Analysis*. 2007

Academy of Management Meeting Proceedings. ***Winner of Best Paper Award.**

18. Attune-Gima, K., R. J. Calantone, and S. Durmusoglu. (2007). *Strategic Decision Making Process and Meaningful Marketing Strategy in NPD: The Role of Time-Sensitivity and Analyzability of Market Information*. 2007 AMA Winter Educators' Conference: Marketing Theory and Applications, San Diego, CA, February 16-19, 2007.
19. McNally, R. C., S. S. Durmusoglu, R. J. Calantone, and N. Harmancioglu (2007). *Exploring the Role of Managers' Dispositions in New Product Portfolio Management*. A. L. Dixon and K. A. Machleit (Eds.). 2007 AMA Winter Educators' Conference: Marketing Theory and Applications, San Diego, CA, February 16-19, 2007 (p387-388).
20. Harmancioglu, N., R. J. Calantone, R. C. McNally, and S. 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.
21. 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.
22. Di Benedetto, C. A., R. J. Calantone, and C. Zhang. (2006). *International Technology Transfer: Model and Exploratory Study in the People's Republic of China*. Presented at The Global Temple Conference, Temple University, Philadelphia, PA, November 16-17, 2006.
23. Mark Jacobs, Cornelia Dröge, Shawnee Vickery, and Roger Calantone. (2006). *The Effects of Product and Process Modularity on Agility and Firm Financial Performance*. DSI Annual Conference, San Antonio, Texas, 2006.
24. Yalcinkaya, G., R. J. Calantone, and D. A. Griffith. (2006). *An Empirical Examination of Firm Capital on Performance: A Cross-Cultural Study*. J. L. Johnson and J. Hulland (Eds.). 2006 AMA Winter Educators' Conference: Marketing Theory and Applications, St. Petersburg Florida, February 17-20, 2006 (p112-133).
25. Calantone, R. J., D. Griffith, and G. Yalacinkaya. *How Exploration and Exploitation Capabilities Drive Product Innovation and Market Performance*. 2006 Annual Meeting of the CIMaR Consortium, Istanbul, Turkey, May 26-30, 2006.
26. Calantone, R. J. and B. Tasoluk. *Managing Perception to Manage Intra-Organizational Functioning*. 2006 Annual Meeting of the CIMaR Consortium, Istanbul, Turkey, May 26-30, 2006.

27. Rajagopalan, B., D. Hillison, R. J. Calantone, and V. Sambamurthy. (2006). *Examining the Takeoff of Digital and Communicative Technologies in Developing Countries*. The 1st Annual MWAIS Conference: MWAIS 2006, Grand Valley, MI.
28. Rajanoplan, B., P. Setia, Roger J. Calantone, and V. Sambamurthy. *Value – Relevance of Peripheral Developers in Open Source Projects*, Academy of Management Annual Meeting: Knowledge, Action and the Public Concern, Atlanta, Georgia, 2006.
29. Jacobs, M. and R. J. Calantone. *Cost Impacts of Product Platforms*. DSI Annual Conference, San Francisco, CA, 2005.
30. Setia, P., K. Boyer, and R. J. Calantone. *Antecedents of Customers Behavioral Intentions to Transact with Net Enabled Firms: A Panel Data Analysis*. Tenth INFORMS Conference on Information Systems and Technology, San Francisco, CA, 2005.
31. Cavusgil, E., R. C. McNally, and R. J. Calantone. *The Benefits of an Expert Systems Approach to New Product Screening Decisions*. PDMA's 2005 Research Forum: Managing Innovation in the Global Context, October 22-23, 2005 (p180-184).
32. Kull, T., G. Zsidisin, R. Calantone, M. Smith, R. McNally. *An Analysis of Multiple Group Differences for Evaluating Purchasing and Supply Management Journals*. Proceedings of the National DSI Conference, San Francisco, CA, November, 2005.
33. Yaprak, A., B. Tasoluk, and R. Calantone. *Localizing Global Brands in Emerging Markets: Insights from Marketing and Brand Managers in Turkey*. 2005 AIB Conference, Quebec City, Canada, 2005.
34. Tasoluk, B. and R. Calantone. *From Perceptions to Collaboration Role of Perceived Trust in HQ-Subsidiary Relations*. 2005 INFORMS Marketing Science Conference, Emory University, Atlanta, GA, 2005.
35. Nyaga, G., R. Calantone, T. Page. *Adopting RFID Technology: Does the Manager's Attitude Matter?* Proceedings of the AMA Winter Educators' Conference 2005: Marketing Theory and Applications, San Antonio, Texas, February 11-14, 2005.
36. Prud'homme, A. M., K. K. Boyer, and R. J. Calantone. *TAM, TCA, and SERVQUAL Compared: Measuring Online Customer Satisfaction and Preference Across Regions*. Annual Meeting of the Academy of Management, 2005.

37. Prud'homme, A. M., K. K. Boyer, and R. J. Calantone. *On-line Ordering, Fulfillment, and Customer Satisfaction: A Longitudinal Analysis*. 16th Annual POMS Conference, 2005.
38. Melnyk, S. R. Calantone, J. Luft, D. Stewart, and G. Zsidisin. *Linking Customers, Strategy, and Activities: An Empirical Investigation of the Metrics Alignment Process*. PMA 2004 Conference, Edinburgh, UK, July 28-30, 2004. ***IJPPM Award for Best Academic Paper**
39. Melnyk, S., and R. Calantone. *Achieving Performance Success through Environmentally Responsible Manufacturing: An Expanded Empirical Factor Analysis*. 35th Annual Meeting of the Decision Sciences Institute, Boston, MA, November 20-23, 2004.
40. Townsend, J., R. Calantone, S. Yeniyurt and J. B. Schmidt. *Strategic Groups: Competition, Distribution Intensity and Performance Implications for New Service-Product Introductions*. Haring Symposium, Indiana University, 2004.
41. Townsend, J. and R. Calantone. *The Effects of Genre and Competition on New Entertainment Product Sales Performance*. Proceedings of the AMA Summer Marketing Educators' Conference: Enhancing Knowledge Development in Marketing, Boston, MA, August 6-9, 2004.
42. Cui, S. and R. Calantone. *The Effects of Marketing Intelligence and Organizational Factors on New Product Success*. Annual Meeting of the Academy of Marketing Association, 2004.
43. Schmidt, J., R. Calantone, A. Griffith, and M. Montoya-Weiss. (2004). *Do Certified Mail Third-Wave Follow-Ups Really Boost Survey Response Rates?* AMA Winter Educators' Conference Proceedings, 2004.
44. Melnyk, S., J. Hanson, R. Calantone, J. Luft, D. Stewart, G. Zsidisin, and L. Burns. *Case Study Research on Metrics Deployment and Alignment*. Proceedings of the 35th Annual Meeting of the Decision Sciences Institute, Boston, MA, November 20-23, 2004.
45. Nyaga, G. D. Lynch, and R. Calantone. *Logistics Strategy Fit, Firm Strategy Type and Performance: A Nexus*. Proceedings of the AMA Summer Marketing Educators' Conference: Enhancing Knowledge Development in Marketing, Boston, MA, August 6-9, 2004.
46. Townsend, J., R. Calantone, and J. B. Schmidt. *Longitudinal Study of the Impact of Foreignness in the U.S. Consumer Market*. Midwest Marketing Camp, East Lansing, MI, June 12, 2004.

47. Schmidt, J., L. Tuncay, and R. Calantone. *Grumpier Old Men: Sex and Cohort Differences in the EVALUATION of New Products*. Proceedings of the AMA Summer Marketing Educators' Conference: Enhancing Knowledge Development in Marketing, Boston, MA, August 6-9, 2004.
48. Voss, M. D., S. Keller, and R. J. Calantone. *Interdepartmental Customer Orientation and Employee Performance: Determinates of Warehouse Performance*. Proceedings of the AMA Summer Marketing Educators' Conference: Enhancing Knowledge Development in Marketing, Boston, MA, August 6-9, 2004.
49. Schmidt, J., A. Griffin, R. Calantone, and M. Montoya-Weiss. *Mail Survey Response EFFECTS*. Proceedings of the AMA Winter Marketing Educators' Conference, Scottsdale, AZ, February 6-9, 2004.
50. Hanvanich, S., C. Dröge, and R. Calantone. *Marketing Knowledge, Product Development, Supply Chain and Customer Relationships: Conceptualization and Measurement*. Proceedings of the AMA Winter Educators' Conference, 2003.
51. Hanson, J., S. Melnyk, and R. Calantone. *Core Values as a Foundation for Success in Environmental Management: A Strong Inference Approach*. Proceedings of the 34th Annual Meeting of the Decision Sciences Institute, (2003).
52. Townsend, J., R. Calantone, and J.B. Schmidt. *Foreign Impact: A Longitudinal Study of the Liability of Foreignness in the U.S. Motion Picture Market*. Proceedings of the AMA Summer Educators' Conference, 2003.
53. Yenyiyurt, S., R. Calantone, and J. Schmidt. *A Latent Variable Growth Curve Modeling Analysis of New Service Launch*. Proceedings of the AMA Summer Marketing Educators' Conference: Enhancing Knowledge Development in Marketing, 2003. ***Marketing Research Track Best Paper Award**.
54. Bonner, J. M. and Roger J. Calantone. *Relationship Stickiness and Its Influence on Building Customer Relational Equity in B2B Customer-Manufacturer Relationships*. Proceedings of the AMA Winter Educators' Conference, Chicago, IL, 2003.
55. Calantone, R. J., D. Kim, and J. B. Schmidt. *The Influence of Internal and External Firm Factors on Export Performance and International Product Adaption Strategy*. Proceedings of the American Marketing Association Conference, Chicago, IL, 2002.
56. Jackson, et al. *Website Functionality: A Comparison of Extent of Internet Usage and DATA Collection Methodology*. Decision Science Institute Conference, 2001.

57. Montabon, F., S. Melnyk, R. Sroufe, S. Curkovic, and R. Calantone. *A Model of ISO 14000 Adoption*. POM Track, DSI Conference, 2000.
58. Jayaram, J. and R. Calatone. *A Contingent Model of New Product Development Strategy under Degrees of Market Competitiveness*. TOM Section, Academy of Management Conference, 1999.
59. Tummala, C., S. Melnyk, and R. Calantone. *Integration of Environment into Product Design and Manufacturing: Theory & Implementation*. IEEE, Systems, Man & Cybernetics Conference, Tokyo, Japan, 1999.
60. Schmidt and R. J. Calantone. *Decision Making in New Product Development Projects: A Conceptualization and Empirical Investigation*. PDMA International Conference, Monterrey, CA, November, 1997.
61. Melnyk, S., R. Handfield, C. Tummala, Goodman, and R. J. Calantone. *RECM: Integrating Environmental Issues into Product Design, Planning and Manufacturing*. National Science Foundation Conference, Seattle, WA, January, 1997.
62. Cooper, R. G. and R. J. Calantone. *The Dimensionality of Country Image: A Confirmatory Analysis*. 1997 AMA Winter Educators' Conference: Marketing Theory and Application, February, 1997.
63. Di Benedetto, C. A., R. Brioso, and R. J. Calantone. *Models of Successful Product Launch: What Drives the Development Process?* Proceedings of the 1997 Academy of Marketing Science Annual Conference, Coral Gables, Florida, May 28-31, 1997.
64. Schatzel, K. and R. J. Calantone. *A Theoretical Model of Technology Demand Signal Reception: The Effect of Organizational and Environmental Variables*. Southern Marketing Association, Fall, 1996.
65. Handfield, R., S. Melnyk, S. Curkovic, and R. J. Calantone. *Integrating Environmental Concerns into the Design Process: Explaining the Gap between Design and Practice*. National DSI Conference, Fall, 1996. ***Best Environmental Paper**.
66. Calantone, R. J. *Emerging Issues in Global New Products Research - Panel Discussant*. AMA Summer Educator's Conference, August, 1996.
67. Schmidt, J. and R. J. Calantone. *An Empirical Investigation of New Product Activities, Environmental Hostility, and New Product Success*. 19th Annual PDMA International Conference Proceedings, 1995.

68. Smith, S., S. Fawcett, and R. J. Calantone. *Delivery Performance and Competitive Success*. 1994 Proceedings Decision Sciences Institute, Honolulu, Hawaii, November 20-22, 1994.
69. Smith, S., S. Fawcett, and R. J. Calantone. *The Impact of Manufacturing and Logistics Quality on Firm Performance and Global Reach*. 1994 Proceedings Decision Sciences Institute, Honolulu, Hawaii, November 20-22, 1994.
70. Schmidt, J. and R. J. Calantone. *The New Product Process: A Pseudo-Longitudinal Approach to Success Determination*. 1994 AMA Summer Educator's Conference Proceedings. ***Winner Best Paper Award-Strategy Track**
71. Montoya-Weiss, M., C. Dröge, and R. J. Calantone. *A Metatheoretical Evaluation of "Progress": The Case of Research on New Product Performance*. 1994 AMA Winter Educators' Conference: Marketing Theory and Applications, St. Petersburg, FL, February 19-22, 1994.
72. Mintu, A., J. Gassenheimer, and R. J. Calantone. *Testing the Robustness of the Problem -- Solving Approach and Its Correlates in Negotiation*. 1994 AMA Winter Educators' Conference: Marketing Theory and Applications, St. Petersburg, FL, February 19-22, 1994.
73. Keep, W., S. Hollander, and R. J. Calantone. *Another Look at Retail Diversification: Some Evidence and Some Contradictions*. Proceedings of the Academy of Marketing Science Institute, June, 1994.
74. Haggblom, T., C. A. Di Benedetto, and R. J. Calantone. *An Exploratory Analysis of Managers' Perceptions of the Integration of Marketing and Technology in New Product Design*. R. N. Cardozo, K. J. Roering and A. D. Shocker (Eds.). The Product Development and Management Association, Teamwork: Keystone for Getting High Quality Products to Market Quickly, San Diego, CA, 1993.
75. Mohamed, Z. and R. J. Calantone. *An Optimal Lot Size Prescribing Model for a Retailer Faced with Price Dependent and Sudden Obsolescent Demand*. Proceedings of Annual Meeting Decision Sciences Institute, November, 1993.
76. Hoyt, W. H., R. J. Calantone, and C. A. Di Benedetto. *Price Dealing for Consumer Non-Durables with Price Discrimination and Heterogeneous Inventorying Costs*. S. Ghosh (Ed.). Proceedings of the Midwest Decision Sciences Institute 24th Annual Meeting, Lansing, MI, April, 1993.
77. Yeoh, P. and R. J. Calantone. *Innovation, Technology & Product Strategy*. World Marketing Congress, Istanbul, Turkey, July, 1993.

78. Sheffet, M. J. and R. J. Calantone. *Reviewing the Foreign Corrupt Practices Act: Did U.S. Firms Change Their Behavior*. AMA Summer Educators' Conference, 1993.
79. McGlone, T., C. A. Di Benedetto, and R. J. Calantone. *An Integer Goal-Programming Model to Support Normative Market Segmentation: Two Applications*. Proceedings of the Northeast Decision Sciences Institute, April, 1993.
80. Di Benedetto, C. A., S. Bhoovaraghavan, and R. J. Calantone. *Examining the Relationship between Degree of Innovation and New Product Success*. Robert King (Ed.) Marketing: Perspectives for the 1990's, Proceedings of the Southern Marketing Association, Fall, 1992. ***Winner of Steven J. Shaw Award for Best Paper at the Conference.** ***Named Best Paper in the Marketing Strategy Track**
81. Banerji, K., C. L. Martinec, and R. J. Calantone. *Barriers to Market Entry and Co-optation of Entry: A Conceptual Framework*. Proceedings of the Southern Management Association, Fall, 1992.
82. Montoya, M. and R. J. Calantone. *Factors Influencing Innovativeness under High and Low Environmental Uncertainty*. Proceedings of the Product Development Management Association, October, 1992.
83. Agrawal, M., C. Dröge, and R. J. Calantone. *Consumption Culture: Theories, Critiques and the Role of Marketing*. Proceedings of the 17th Annual Macromarketing Seminar, Nijenrode Business University, Brenkeler, Netherlands, Summer, 1992.
84. Montoya, M., G. Omura, and R. J. Calantone. *An Information Processing Framework for Industrial Buyer Behavior*. AMA Summer Educators' Conference, August, 1992.
85. Montoya, M., G. Omura, and R. J. Calantone. *Getting Over the Brick Wall with the Marketing Manager*. Proceedings of UIC/AMA Entrepreneurship Research Symposium-INSEAD, 1992.
86. Montoya-Weiss, M., G. Omura, and R. J. Calantone. *Surrendering Sovereignty*. Proceedings of the Workshop in 4th Annual Conference of USASBE, Fall, 1992.
87. Morash, E. and R. J. Calantone. *Intermodal Innovation, Service Quality, and Modal Choice*. Proceedings of the 1991 Annual Meeting of the Transportation Research Forum, 1991.

88. Di Benedetto, C. A. and R. J. Calantone. *Using Product and Technological Life Cycles as Guides in Strategic Opportunity Identification*. Proceedings of the Product Development and Management Association, November, 1991.
89. Gordon, G., C. A. Di Benedetto, and R. J. Calantone. *A Conceptual Integration of Innovation and Diffusion Drivers of Industrial New Product Success*. Proceedings of the 1991 AMA Winter Educators' Conference: Marketing Theory and Applications, February, 1991.
90. Di Benedetto, C. A. and R. J. Calantone. *New Product Development Research: State of the Art and An Agenda for Study*. Proceedings of the Product Development and Management Association, November, 1990. ***Winner of Best Review/Conceptual Paper Award**
91. Mintu, A. and R. J. Calantone. *Fortress Europe: If the EC Countries can Bury the Hatchet will the Pacific Rim be Far Behind*. Proceedings of the 1990 Global Business Association Conference, November, 1990.
92. Gordon, G., C. A. Di Benedetto, and R. J. Calantone. *Marketing: The Missing Piece to the Value Analysis Puzzle*. Proceedings of the Product Development and Management Association, November, 1990.
93. Young, M. and R. J. Calantone. *Advances in Spatial Interaction Modeling*. Proceedings of AMA Summer Educators' Conference, August, 1990.
94. Bojanic, D. and R. J. Calantone. *The Use of Discriminant Analysis in Identifying the Non-Loyal Commercial Bank Customer*. Proceedings of the Southern Marketing Association, Fall, 1989.
95. Di Benedetto, C. A. and R. J. Calantone. *Integrating Research and Planning in Tourism Development*. Proceedings of the 1989 Travel and Tourism Research Association Conference, Honolulu, HI, June, 1989.
96. Bojanic, D. and R. J. Calantone. *Multivariate Timeseries Forecasting for Marketing Analysis*. Southern Marketing Association, November, 1988.
97. Lee, M. T., A. Gross, and R. J. Calantone. *A Comparative Model of Systematic Forces on International Technology Transfer*. Proceedings of the International Conference on Comparative Management, May, 1988.
98. Ratzloff, S., A. Gross, and R. J. Calantone. *Health Care Management and Marketing Patterns in the Industrializing Nations of ASIA-Oceania*. Proceedings of the International Conference on Comparative Management, May, 1988.

99. Bojanic, D., C. A. Di Benedetto, and R. J. Calantone. *Price Dealing & Service Consumption*. Proceedings of Midwest Decision Sciences Institute Conference, May, 1988.
100. Di Benedetto, C. A., M. Meloche, and R. J. Calantone. *Discrete Discriminant Analysis of Successful Innovation Sources*. Proceedings of Decision Sciences Institute Conference, November, 1987.
101. Di Benedetto, C. A., R. Cooper, and R. J. Calantone. *Variations in New Product Development: A Clustering Approach*. Proceedings of the AMA Summer Educators' Conference, 1986.
102. Calantone, R. J. *Defensive Product Positioning in Globally Competitive Markets*. AMA Emerging International Strategic Frontiers, June, 1986.
103. Bennett, R., M. Morris, and R. J. Calantone. *The Implications of Structure for New Product Ideas*. Proceedings of the Southern Marketing Association Conference, November, 1985.
104. Di Benedetto, C. A. and R. J. Calantone. *Sources of Successful Product and Process Innovation*. Proceedings of the National AIDS Conference, November, 1985.
105. Morris, M., C. A. Di Benedetto, and R. J. Calantone. *Technological Innovation: An Emerging Paradigm*. Proceedings of AMA Summer Educators' Conference, August, 1985.
106. Picard, J. and R. J. Calantone. *Attitudes Towards Women's Roles Portrayed in Advertising Messages*. S. Brown (Ed.) Proceedings of the 1984 A.S.A.C. Conference, University of Guelph, ON, May 28-29, 1984.
107. Dröge, C. and R. J. Calantone. *Assumptions Underlying the Metatheoretical Debates Regarding Methods and Scientific Theory Construction*. AMA Scientific Method in Marketing: Philosophy, Sociology, and History of Science Perspectives, Chicago, IL, February, 1984.
108. Litvack, D. and R. J. Calantone. *Store Image and Price Effects: An Evaluation*. Proceedings of the Southeast American Institute for the Decision Sciences Conference, February, 1984.
109. Di Benedetto, C. A. and R. J. Calantone. *An Econometric Analysis of the Perceived Duopoly*. J. Forbes (Ed.). Proceedings of the 1983 A.S.A.C. Conference, May, 1983.

110. Calantone, R. J., D. Litvack, and C. D. Schewe. *A Canonical "Analysis Approach to the Retail Sequert – Media Matching" Problem*. M. Laroche (Ed.). Proceedings of the 1982 A.S.A.C. Conference, May, 1982.
111. Picard, J. and R. J. Calantone. *Bilingual Advertising (?) – Revisited*. M. Laroche (Ed.). Proceedings of the 1982 A.S.A.C. Conference, May, 1982
112. Rosenblatt, J. and R. J. Calantone. *Using the Price/Quantity Model to Indicate Power in Marketing Channels*. V. V. Bellur (Ed.). *Developments in Marketing Science*, Vol. 4, 1981.
113. Rosenblatt, J. and R. J. Calantone. *The Implications of Power in Channels of Distribution: An Economic View*. V. Jones (Ed.). Proceedings of the 1980 A.S.A.C. Conference, May, 1980.
114. Bennett, R. and R. J. Calantone. *Public Policy Aspects of Electronic Funds Transfer in Quebec*. D. Thompson, et. al. (Eds.). *Macromarketing: A Canadian Perspective*, American Marketing Association, 1980.
115. Allen, C., R. J. Calantone, and C. Schewe. *Targeting Specific Advertising Messages at Tourist Segments*. D. Hawkins, et. al. (Eds.). *Tourism Marketing and Management Issues*, George Washington University, Washington, DC, 1980.
116. Darmon, R., R. Worthing, and R. J. Calantone. *Imported Product Perceptions: An Analysis of Regional Differences*. *National AIDS Proceedings*, Vol. 1, 1979.
117. Gross, A. and R. J. Calantone. *Old Products and Services Need Not Fade Away: How Marketing Research Can Help*. P. La Placa (Ed.). *The New Role of the Marketing Professional*, American Marketing Association, June, 1988.
118. Cooper, R. and R. J. Calantone. *A Typology of Industrial New Product Failure*. E. Greenberg and D. Bellenger (Eds.). *Contemporary Marketing Thought*, American Marketing Association, August, 1977.
119. Calantone, R. J. and A. Gross. *Impact of Segment Dynamics on Retail Bank Advertising Strategy*. J. Parfitt (Ed.). *Research for Decision Making*, Vol. 1, ESOMAR, Oslo, Norway, August, 1977. ***Reprinted in Readings in Marketing Segmentation, R. Scotton and R. Zallocco (Eds.). AMA Chicago, (1980).**
120. Harvey, I., A. Gross, and R. J. Calantone. *The World Housing Marketing*. J. Parfitt (Ed.). *Research for Decision Making*, Vol. II, ESOMAR, Oslo, Norway, August, 1977.
121. Schewe, C., J. Wiek, and R. J. Calantone. *Using Benefit Segmentation to Increase Marketing Information System Usage*. K. Barnardt (Ed.). *Marketing: 1776-1976 and Beyond*, American Marketing Association, August, 1976.

122. Calantone, R. J. *A Comparison of Two Basic Cluster Models for Marketing Analysis*. D. G. Frederick and J. Guiltinan (Eds.). *New Challenges for the Decision Sciences*, NEAIDS, April, 1975.
123. Grundnitski, G. and R. J. Calantone. *A Method for Measuring Decision Making in an Accounting Game*. D. G. Frederick and J. Guiltinan (Eds.). *New Challenges for the Decision Sciences*, NEAIDS, April, 1975.
124. Grundnitski, G. and R. J. Calantone. *A Methodology for Measuring Decision Making in a Business Game*. R. H. Buskirk (Ed.). *Simulation, Games and Experiential Learning in Action*, ABSEL, April, 1975.
125. Moore, C. and R. J. Calantone. *Computer Graphics and Decision Analysis*. *Proceedings of Northeast Regional Science Association*, Vol. 5, 1975.

BOOKS & PARTS OF BOOKS

- Tasoluk, B., S. Deligonul, S. T. Cauvusgil, and R. J. Calantone. "The Interplay Between Perceived Brand Globalness, Domestic Brand Origin, and Brand Attitude". *Marketing Dynamism & Sustainability; Things Change, Things Stay the Same...* Springer, 2015.
- Hughes, D., B. Baldus, and R. J. Calantone. "Beyond Performance: The Reseller Salesperson as Brand Evangelist". *The Sustainable Global Marketplace*. Springer, 2015.
- Ozkaya, H. E., T. Hult, C. Dröge, and R. J. Calantone. "Which is More Important for Innovation? What You Know or How You Share It Within Your Firm?" *Ideas in Marketing: Finding the New and Polishing the Old*. Springer, 2015.
- Akdeniz, M. B. and R. J. Calantone. "Antecedents and Consequences of the Gap Between Perceived and Actual Quality of Brands". *The Sustainable Global Marketplace*. Springer, 2015.
- Ozkaya, H. E., T. Hult, C. Dröge, and R. J. Calantone. "Antecedents and Consequences of Marketing and Innovation Competence: Does Orientation Matter?" *Ideas in Marketing: Finding the New and Polishing the Old*. Springer, 2015.
- Miller, J. C., C. Voorhees, R. Spreng, and R. J. Calantone. "Capturing the Agile Service Encounter: A Qualitative Approach to the Manager/Employee Dyad". *The Sustainable Global Marketplace*. Springer, 2015.
- Calantone, R. J. and J. Townsend. "International Product Innovation and Development". *Wiley International Encyclopedia of Marketing*. 2010.

Di Benedetto, C. A., T. P. Stank, and R. J. Calantone. "Managing the Supply Chain Implications of Launch". *The PDMA Handbook of New Product Development*. K. B. Kahn (Ed.). Hoboken: John Wiley & Sons, Inc., 2007.

The Encyclopedia of Tourism - 4 Contributions in Marketing Research Section

MSU Team. *World Class Logistics: The Challenge of Managing Continuous Change*. Oak Brooke: Council of Logistics Management, 1995.

Mackoy, R., C. Dröge, and R. J. Calantone. "Environmental Marketing: Bridging the Divide Between the Consumption Culture and Environmentalism". *Environmental Marketing*. M. J. Polansky and T. Mintu-Wimsatt (Eds.). Haworth Press, 1995.

Gassenheimer, J. and R. J. Calantone. "Marketing Strategies in Manufacturer-Distributor Relationships". *Handbook of Organization and Business Marketing*. A. Woodside (Ed.). JMI Press, 1994.

Di Benedetto, C. A. and R. J. Calantone. *The Product Managers Toolbox*. New York: McGraw-Hill, 1993.

Montoya-Weiss, M., T. Haggblom, C. A. Di Benedetto, and R. J. Calantone. *Instructor's Manual to Accompany the Product Managers Toolbox*. New York: McGraw-Hill, 1993.

Wardlow, D., G. Omura, M. Montoya-Weiss, M. Agrawal, and R. J. Calantone. *A Selected Bibliography of Entrepreneurship Literature*. Michigan State University, 1992.

Di Benedetto, C. A. and R. J. Calantone. *Successful Industrial Product Innovation: An Integrative Literature Review*. Boston: Greenwood Press, 1990.

Di Benedetto, C. A. and R. J. Calantone. *Computer Aided Problems to Accompany Marketing Management: A Strategic Approach*. Richard D. Irwin, Inc., 1990. [Includes Cases, Instructions, IBM-PC Disk, Student Question, & Instructor's Manual].

Doctoral Students

I have either chaired the dissertation of or have been involved in a major research role with the following doctoral students:

Chairs

David Litvack - University of Ottawa
Jotindar Johar - California State - San Bernadino
C.A. di Benedetto - Temple University
Eric Pannitz - University of Detroit
Faizul Huq - Texas at Arlington
Jeff Allen - University of Central Florida
Martin Meloche - East Carolina University
Teresa McGlone - Eastern Kentucky University
Peggy Osborne - Morehead St. University
David Bojanic - University of North Carolina - Wilmington
Mark Young - Winona State University
Hector Lozada - SUNY - Binghamton
Alma Mintu - Florida International
Mike Lee - Sacramento State University
Geoff Gordon - Northern Illinois University
Tiger Lee - Florida International
Mitzi Montoya-Weiss - North Carolina State University
Madhu Agrawal - St. John's University
Jeffrey Schmidt - University of Illinois
Ted Haggblom Worcester Polytech
Yushan Zhao - Wisconsin WW
Kim Elizabeth Schatzel - U of Michigan
Rosanna Garcia - North Carolina State
Lance Cameron Gentry - SE Missouri
Zeynep Emden – MSU
Elif Sonmez - Eastern Michigan
Burcu Tasoluk
Anna Shaojie Cui - University of Illinois-Chicago
Serdar Salih Durmusoglu – Dayton
Kwong Chan – UMASS
Billur Akdeniz - University of New Hampshire
Burk Talay - UMASS
Brian Baldus
Praneet Randhawa - U of Baltimore
Hannah Lee - Miami Univ.
Erin Cavusgil - U of Michigan Flint
Erkan Ozkaya - California Polytech

Major Role: (co-chair or major research input)

Cornelia Dröge - Michigan State University
Helen McDonough - Hein
Ulricke de Brentanni Todorovic - Concordia University
Elko Kleinschmidt - McMaster University
Victor Raj - Murray State University
Linda Johnson - Western Kentucky University
Aysegul Ozsomer - Seattle University
Janell D. Townsend – Oakland
Ferdane Nukhet Harmancioglu
Ryan C. White - University of Wisconsin - RR

Served on Committee

Sime Curkovic – Western Michigan University
Jay Jayaram – University of South Carolina
Lisa Phillips – Northwood University
Steve Schwartz – Air Force Graduate School
Matt Myers – University of Oklahoma
Gary Knight – Florida State University
Ann Cooper – Private Practice
Tamie Reid-Bush – Michigan State University
Shaoming Zou - University of Missouri
Robert Frankel - East Carolina University
David Frayer - Michigan State University
Judy Schmitz - Michigan State University
Cuneyt Evirgen - Bocazi University
Greg Osland - Butler University
Robert Mackoy - Butler University
Richard Divine - Central Michigan University
Poh-Lin Yeoh - University of South Carolina
Bill Meade - St. Louis University
Bill Keep - University of Kentucky
Jerry Rosenblatt - Concordia University
R.A. Steger - Tennessee Baptist
Zia Huq - University of Nebraska
Edward Gillenwater - Louisiana State University
Elliot Hammer - Kentucky W. University
William Patterson - Wilfred Laurier
Alex Faseruk - Memorial University
Peggy Golden - University of Louisville
S. Duha Chowdrury - University of Alberta
Tim Longfellow - Illinois State
Mary Rogus - Industry
Allen Engle - Eastern Kentucky University

John Repede - University of Mississippi
Injazz Chen - Cleveland State University
Carolyn Siegel - Eastern Kentucky University
Byung-Kyu Sohn
Steven Ray Clinton
Robert Jeffrey Thieme - Syracuse
Mitra Barun Sarkar - U Central Florida
Thomas Vincent Scannell - Western Michigan
James A. Eckert - Western Michigan
Robert Paul Sroufe Jr. - Boston College
Barbara J. Frazier - Iowa
Tamara Reid Bush - MSU
Timothy Bock
Stephen B. Marasco
Frank Llyod Montabon - Iowa State
Jae-Eun Chung
Sangphet Hanvanich - Cincinnati
Linda Swihart Niehm - Iowa State
Katrina P. Savitskie - Nashville
Ho Jung Choo
Robin Poston - Boston College
Soo Wook Kim
Mustafa Taner Eski - Chrysler
Alexandre Medeiros Rodrigues - Espania
Destan Kandemir
Michael Douglas Voss - Arkansas
Gilbert Ngarih Nyaga - Northeastern
Ying Huang
Shichun Xu - Tennessee
Temyos Pandejpong - Thailand
Jessica Lynn Hurst
Mark A. Jacobs - Dayton
Delvon B. Parker - Boston University
Chitra Srivastava Dabas
Gregory Clare - University of South Carolina
Jing Zhao
Kunal Banerji - Rutgers
Shen Yenyurt - Rutgers
Brian Chabowski - Tulsa
Chun Zhang - University of Vermont
Daekwan Kim - FSU
Steve Dalquist - Central Michigan
Eun Choi