

Publications

Julia Freybote (with Eli Beracha and Zhenguo Lin, Florida International U., and Michael Seiler, College of William and Mary), published “Time on Market and the Cash Discount for Condos” in *Journal of Real Estate Finance and Economics*.

Abstract: We investigate whether the cash discount for condos is affected by time on market (TOM). Theoretically and empirically, we show that the cash discount has two components: First, condos purchased with cash sell at a discount compared to mortgage-financed condos, which is in line with the cash discount identified in the housing literature. The second component is a TOM-variable cash discount that increases the longer a condo is on the market. In addition, our empirical analysis suggests the cash discount only exists for low-price condos and disappears in higher price segments. In particular, for low-price condos, the cash discount comprises of a 9.42% fixed cash discount and 0.1% per day TOM-variable cash discount. Our results suggest TOM represents an additional explanation for the cash discount in condos and moderates the relation between cash purchase and sales price.

Julia Freybote (with Kelley Cours Anderson, College of Charleston, and Kerry Manis, New Mexico State U.) published “The Impact of Virtual Marketing Strategies on the Price-TOM Relation” in *Journal of Real Estate Finance and Economics*.

Abstract: Virtual tours such as pre-recorded videos or self-guided virtual reality (VR) tours represent marketing strategies that agents can use to promote homes for sale. Assuming agents aim at maximizing their net commissions, we expect virtual tours, which require more agent effort and are more costly, to be used for homes that are difficult to show due to being owner- or tenant-occupied. Using 34,359 single-family transactions from multiple US markets, we show that virtual tours impact the sales prices of occupied homes (1) directly (main effect) and (2) indirectly through an interaction with time on market (TOM). However, this impact differs in directionality and size across price segments and occupier type. The use of virtual tours has no effect on the sales prices of vacant homes. Our results suggest that virtual tours are effective strategies to overcome the difficulty of showing homes and moderate the price-TOM relation.

Sejin Keem (with Kenneth Tai, Singapore Management U, Ki Young Lee, Yonsei U., and Eugene Kim, Georgia Institute of Technology), published “Envy Influences Interpersonal Dynamics and Team Performance: Roles of Gender Congruence and Collective Team Identification” in *Journal of Management*.

Abstract: Our research extends past envy research by considering how envy and gender congruence shape interpersonal dynamics at the dyadic level and their bottom-up effects for team performance. Integrating social comparison theory and social identity theory, we examine when and how dyadic level envy influences team performance. Using time-lagged data from 428 dyads of 161 employees in 51 teams, our results show that envious employees are likely to engage in interpersonal deviance directed toward envied team members and that envied employees are likely to seek advice from envious team members. Gender congruence further influences these relationships, with different patterns for males and females. Specifically, while envious male employees are more likely to engage in interpersonal deviance toward envied male team members (i.e., male–male dyads), envied female team members are more likely to ask envious female employees for advice (i.e., female–female dyads). Interpersonal dynamics involving envy have performance implications, such that team performance is worse where envious employees are more likely to engage in interpersonal deviance directed toward envied team members, in comparison to teams where this relationship is weaker. Finally, collective team identification mitigates the negative effect of envious employees’ interpersonal deviance on team performance.

Berrin Erdogan and Talya Bauer (with Zahide Karakitapoğlu-Aygün, Bilkent U. Turkey, David Caughlin, Cal Poly San Luis Obispo) published “Transformational Leadership, Idiosyncratic Deals and Employee Outcomes” in *Personnel Review*.

Abstract: Transformational leadership (TFL) has been suggested to create positive changes in employees with the goal of developing them into leaders. The authors integrate this well-established leadership style with recent research on idiosyncratic deals (i-deals). The authors suggest TFL as a predictor of task and development-based i-deals, and propose i-deals as a mediating mechanism linking TFL to employee outcomes (job satisfaction, job stress and manager-rated performance). The authors used a time-lagged research design, and collected four waves of data from 140 employees and 78 leaders. TFL was found to be an important predictor of i-deals. I-deals predicted job satisfaction and job stress; and it mediated the relationship between TFL and these two employee outcomes. Yet, i-deals were not associated with employee performance and did not mediate the relationship.

Frederik Vos (with Elina Karttunen, LUT U. Finland, Aki Jääskeläinen, Tampere U. Finland, Iryna Malacina, Katrina Lintukangas, and Anni-Kaisa Kähkönen, LUT U. Finland) published “Dynamic Capabilities View on Value Creation in Public Procurement” in *Journal of Public Procurement*.

Abstract: This study aims to build on the dynamic capability view by examining dynamic capabilities associated with public value in public procurement. A qualitative case study approach is used in this study. The interview and secondary data consist of eight cases of value-creating procurement from four public organizations. The findings connect dynamic capabilities and public value in terms of innovation generation and promotion, well-functioning supplier markets, public procurement process effectiveness, environmental and social sustainability and quality and availability of products or services.



Don Dickinson, Director of Advertising Management Emeritus, has just released his fifth textbook with co-author Professor Craig Davis from the Scripps School of Journalism at Ohio University. The publisher is digital textbook company Stukent, Inc.

At 15 chapters and 380 pages, *Strategic Communication Essentials* is the most comprehensive and forward-thinking work on the topic and promises to become a seminal work in the field.

The landing page for the book is <https://www.stukent.com/higher-ed/strategic-communication-essentials-courseware/>

Presentations

Mary Marshall presented "Building Comfort with Mistakes: A New Approach to the Tax Return Project" at the American Taxation Association Teaching and Curriculum Conference in Long Beach, CA. February 22-24.

Mary Marshall presented "When a Dollar is Not a Dollar: Examining How Timing and Delivery of Government Transfers Influence Household Consumption Decisions" at the Journal of the American Taxation Conference in Long Beach, CA. February 22-24.

Mary Marshall and **Cass Hausserman** presented "A Perfect Storm: The Effect of IRS Incompetence on Taxpayer Behavior" at the American Taxation Association Midyear Meeting in Long Beach, CA. February 22-24.

Just Got In!

Carlos Mena had his paper "Exploring home delivery service attributes: Sustainability versus delivery expectations during the COVID-19 pandemic" accepted for publication in *Journal of Retailing and Consumer Services*.

Call for Proposals

Sophie Xiao will co-chair the 2024 JPIM Research Forum with Cheryl Nakata at the University of North Carolina at Greensboro and Destan Kandemir at INSEEC. Please find its description below.

The 2024 Journal of Product Innovation Management (JPIM) Research Forum is part of the Product Development and Management Association (PDMA) Annual Conference. It offers networking opportunities with scholars, practitioners, JPIM's Editorial Team, and the PDMA community. The 2024 JPIM Annual Research Forum will be in St. Louis, September 14-15. The submission deadline is April 15, 2024. Please find details at <https://www.pdma.org/page/annual-jpim-research-forum>.

Research Calendar

Date and Location	Event
March 4, 12-1pm Bogue Boardroom	<p>Sambit Tripathi (Assistant Professor, Business, Technology, and Analytics) Research talk</p> <p>The talk will be in person and lunch will be served. If you cannot make it in person, you can join us via zoom:</p> <p>https://pdx.zoom.us/j/85701289280</p> <p>Title: Understanding the Generation of Peer Skill Endorsements among Freelancers in Online Labor Markets</p>
April 12, 12-1pm Bogue Boardroom	<p>Jingjing Chen (Assistant Professor of Finance) Research Talk</p>
May 1, 12-1pm Dean's Conference Room	<p>Frederik Vos (Assistant Professor, Logistics and Supply Chain Management) Research talk</p>
June 12, 12-1pm Bogue Boardroom	<p>Open Mic – All areas, everyone presents, 1 slide per person.</p>