

## ***Decision Sciences*** **Best Article Award for 2006**

The *Decision Sciences* Editorial Team is pleased to announce the Best Article Award for 2006 was presented during the Decision Sciences Institute's 37<sup>th</sup> Annual Meeting to

**Dr. Amrit Tiwana**

*Iowa State University*

and

**Dr. Mark Keil**

*Georgia State University*

and

**Dr. Robert Fichman**

*Boston College*

for their work

### **IS Project Continuation in Escalation Situations: A Real Options Model**

A panel of 10 distinguished Associate Editors from information systems and operations management selected the work as the clear winner among a very competitive pool of papers published by leading scholars. The Best Article Award Committee recognized the article's exceptional managerial significance and high level of intellectual stimulation as well as its solid academic contribution to IS project management. The Committee members agreed the article was superior in rankings of the following criteria:

- Relevance of the paper to the advancement of decision making in the *academic community*.
- Managerial significance and the potential impact on *practicing managers*.
- Level of intellectual stimulation.
- Interdisciplinary focus.

In the article, published in *Decision Sciences* in August 2006 (Vol. 37, Iss. 3; pp. 357–391), Drs. Tiwana, Keil, and Fichman build on real options theory and propose and test a model of project continuation behavior in escalation situations that incorporates the perceived value associated with both growth and operation options that may be embedded in an IT project. Their study demonstrates that the presence of one or more real options in a troubled project with zero net present value can increase its perceived value, and, in turn, engender managerial willingness to recommit. Tiwana, Keil, and Fichman break new ground for researchers by

providing a complementing theory to explain escalation behavior, while providing managers with valuable insights about their decision-making behaviors.

Four other finalists were considered for the *Decision Sciences* Best Article Award for 2006. All contributed outstanding and insightful work.

- J. Ettlíe and P. Pavlou, *Technology-Based New Product Development Partnerships* (May, 2006; Vol. 37, Iss. 2; pp. 117–148).
- V. Grover, J. Lim, and R. Ayyagari, *The Dark Side of Information and Market Efficiency in E-Markets* (August, 2006; Vol. 37, Iss. 3; pp. 297–324).
- G. Liu, R. Shah, and R. G. Schroeder, *Linking Work Design to Mass Customization: A Sociotechnical Systems Perspective* (November, 2006; Vol. 37, Iss. 4; pp. 519–546).
- P. D. Wright, K. M. Bretthauer, and M. J. Côté, *Reexamining the Nurse Scheduling Problem: Staffing Ratios and Nursing Shortages* (February, 2006; Vol. 37, Iss. 1; pp. 39–70).

Congratulations to award winners and finalists, and many thanks to the Best Article Award Committee.