

**DONALD R. JONES, Ph.D.**

*James C. Wetherbe Professor of Management Information Systems*

September 2009

Texas Tech University  
Information Systems and Quantitative Sciences  
College of Business Administration  
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**EDUCATION**

**Ph.D., University of Texas at Austin, 1988**

Major Field: Information Systems

Dissertation: Isomorphic Re-Representation of Systems Analysis and Design Problems

**MBA, University of Texas at Austin, 1975**

Major fields: Accounting and Finance

**BA, University of Texas at Austin, 1972**

Major field: Mathematics

Minor fields: Computer Science and Psychology

**FACULTY POSITIONS**

**Texas Tech University, 2001-present**

Associate Professor of Information Systems

**Georgia State University, 1996-2001**

Assistant Professor of Accounting

**University of Utah, 1990-1996**

Assistant Professor of Accounting and Information Systems

**University of Texas at Austin**

Lecturer of Accounting (full time) 1988-1990

Assistant Instructor (part time) 1984-1988

**OTHER EXPERIENCE**

**Entrepreneur, 1979-1984**

Owner/manager of small restaurant in Arlington, Texas

## **Arthur Andersen & Co. 1975-1978**

Consultant

Auditor

## **Glen Rose, Texas, Independent School District, 1972-1973**

High school mathematics teacher

## **RESEARCH**

### **Research Interests**

Improving decision making with information technology

The effective deployment of information technology in healthcare

### **Publications**

1. Xu, B. and D. R. Jones (2009). Volunteers' Participation in Open Source Software Development: A Study from the Social-Relational Perspective, *The DATA BASE for Advances in Information Systems*, (in press).
2. Baker, J., D. R. Jones and J. Burkman. (2009). Using Visual Representations of Data to Enhance Sensemaking in Data Exploration Tasks. *Journal of the Association for Information Systems*, **10**(7), article 2.
3. Xu, B., D. R. Jones, and B. Shao. (2008). Volunteers' Involvement in Online Community Based Software Development, *Information & Management* **46**(3), 151-158.
4. Baker, J., J. Song, D. R. Jones, and E. Ford. (2008). Information Systems and Healthcare XXIX: Information Technology Investments and Returns -- Uniqueness in the Healthcare Industry, *Communications of the Association for Information Systems*, **23**, 375-392.
5. Gudigantala, N., J. Song, and D. R. Jones. (2008). How Well Do E-Commerce Websites Support Compensatory and Non-Compensatory Decision Strategies? An Exploratory Study, *International Journal of E-Business Research*, **4**(4), article 4.
6. Wheeler, P. and D. R. Jones (2008) .The Psychology of Case-Based Reasoning: How Information Produced from Case-Matching Methods Facilitates the Use of Semantically Generated Information., *The Journal of Information Systems*, **22**(1), Spring, 1-26.
7. Mellarkod, V., R. Appan, D. R. Jones, and K. Sherif. (2007). A Multi-level Analysis of Factors Affecting Software Developers' Intention to Reuse Software Assets: An Empirical Investigation, *Information & Management*, **44**(7), 613-625.

8. Song, J., D. R. Jones, and N. Gudigantala (2007). The Effects of Incorporating Compensatory Choice Strategies in Web-based Consumer Decision Support Systems, *Decision Support Systems*, **43**(2), March, 359-374.
9. Borthick, A. F., D. R. Jones. (2007). Creating a Business Process Diagram and Database Queries to Detect Billing Errors and Analyze Calling Patterns for Cell Phone Service, *The Journal of Information Systems*, **21**(1), Spring, 107-122.
10. Jones, D. R., P. Wheeler, R. Appan, and N. Saleem. (2006). Understanding and Attenuating Decision Bias in the Use of Model Advice and Other Relevant Information. *Decision Support Systems* , **42**(3), December, 1917-1930.
11. Wheeler, P., and D. R. Jones. (2006). The Effects of Attitudinal Ambivalence and Exploratory Switching Behavior on the Use of Multiple Decision Aids, *International Journal of Accounting Information Systems*, **7**(3), 251-271.
12. Saleem, N., D. R. Jones, H. V. Tran, and B. Moses (2006). Forming Design Teams to Develop Healthcare Information Systems. *Hospital Topics: Research and Perspectives on Healthcare*, **84**(1), Winter, 22-29.
13. Borthick, A. F., D. R. Jones. (2005). Analyzing a Potential Warranty Call Center Budget Overrun: Using Database Queries to Solve Business Problems. *Journal of Information Systems*, **19**(1), Spring, 97-111.
14. Wheeler, P. and D. R. Jones. (2003). The Effects of Exclusive User Choice of Decision Aid Features on Decision Making. *Journal of Information Systems*, **17**(1), Spring, 63-83.
15. Borthick, A. F., D. R. Jones, and S. Wakai. (2003). Configuring Tasks Within Learners' Zones of Proximal Development (ZPDs): Enabling Collaborative Discovery Learning Online in an Information Systems Assurance Course. *Journal of Information Systems*, **17**(1), Spring, 107-134.
16. Jones, D. R. and D. Brown. (2002). The Division of Labor between Human and Computer in the Presence of Decision Support System Advice. *Decision Support Systems*, **33**: 375-388.
17. Borthick, A. F., P. L. Bowen, D. R. Jones, and M. H. K. Tse. (2001). The Effects of Information Request Ambiguity and Construct Incongruence on Query Development. *Decision Support Systems*, **32**: 3-35.
18. Borthick, A. F., D. R. Jones, and R. Kim. (2001). Developing Database Query Proficiency: Assuring Compliance for Responses to Web Site Referrals. *Journal of Information Systems*: 35-56.
19. Jones, D. R., D. Brown, and P. Wheeler. (2001). Justification in the Presence of a Decision Aid: Effects on Consistency and Performance. *Advances in Accounting Behavioral Research*: 187-206.

20. Borthick, A. F., and D. R. Jones. (2000). The Motivation for Collaborative Discovery Learning Online and Its Application in an Information Systems Assurance Course. *Issues in Accounting Education* **15**(2): 181-210.
21. Brown, D. and D. R. Jones. (1998). Factors that Influence Reliance on Decision Aids: A Model and an Experiment. *Journal of Information Systems* (Fall): 75-94.
22. Eining, M. M., D. R. Jones, and J. K. Loebbecke. (1997). Reliance on Decision Aids: An Examination of Auditors' Assessment of Management Fraud. *Auditing: a Journal of Practice and Theory* (Fall): 1-19.
23. Jones, D. R. and M. M. Eining. (1996). Articulating Accounting Database Queries: An Analysis of Actual and Perceived Effort. *Advances in Accounting Information Systems (now International Journal of Accounting Information Systems)*: 157-180.
24. Jones, D. R. and D. A. Schkade. (1995). Choosing and Translating between Problem Representations. *Organizational Behavior and Human Decision Processes*, **61** (February): 214-223.

### **Book Chapter**

1. Gudigantala, N., J. Song, and D. R. Jones (2010). Transforming Consumer Decision Making in E-Commerce: A Case for Compensatory Decision Aids, *Advances in E-Business Research Series: Transforming E-Business Practices and Applications: Emerging Technologies and Concepts* (in press).

### **Working Papers**

1. Thouin, M., J. Hoffman, D. R. Jones, and E.W. Ford. IT Outsourcing and Firm Performance: The Mediating Effects of IT Agility (under review at the *Journal of Management Information Systems*).
2. Baker J. J. Song and Q. Cao, and D. R. Jones. Dynamic Strategic Alignment Competency: Conceptualization and Demonstration. (being finalized for submission to *Information Systems Research*).
3. Baker J. J. Song and D. R. Jones. A Theoretical Framework for Sustained Strategic Alignment and an Agenda for Research (being finalized for submission to *MIS Quarterly*).
4. Cheon, J., J. Song, D. R. Jones, and K. Nam. Influencing Preservice Teachers' Intention to adopt Web 2.0 (being finalized for submission to *Journal of Teacher Education*).
5. Kim, J., J. Song and D. R. Jones. The Cognitive Selection Framework of Knowledge Acquisition Strategy in Virtual Communities (accepted by the *Hawaii International Conference on Systems Sciences*).

6. Jones, D. R., and F. Glancy. An IT Functionality Adoption Model.
7. Song, J., N. Gudigantala and D. R. Jones. Web-based Decision Support Systems: Cognitive Antecedents of User Satisfaction (being prepared for submission to *Information & Management*)
8. Idemudia, E. and D. R. Jones. An Empirical Study of Factors that Influence the Intention to Click Online Banner Ads.

### **Conference Proceeding Publications**

1. Baker, J., J. Song, and D. R. Jones. (2008). Refining the IT Business Value Model: Evidence from a Longitudinal Investigation of Healthcare Firms. *International Conference on Information Systems*, Paris, France.
2. Song, J., D. R. Jones, and N. Gudigantala. (2005). An Investigation of Cognitive Antecedents to Satisfaction using Web-based Decision Support Systems. *International Conference on Information Systems*, Las Vegas, NV.

### **Conference Presentations**

1. Thouin, M., J. Hoffman, D. R. Jones, and E.W. Ford. (2009). IT Outsourcing and Firm Performance: The Mediating Effects of IT Agility, *Academy of Management Annual Meeting, August 7-11, in Chicago, Illinois (August)*.
2. Baker J. J. Song and D. R. Jones. (2008). A Theoretical Framework for Sustained Strategic Alignment and an Agenda for Research. *Theory Building Workshop for the Journal of the Association of Information Systems at the International Conference on Information Systems in Paris (December)*.
3. Baker, J., J. Burkman, and D. Jones (2007). A Theory of Data Visualization and the Potential for Facilitative Visual Analogies. *Theory Building Workshop for the Journal of the Association of Information Systems at the International Conference on Information Systems in Montreal (December)*.
4. Xu, B., D. R. Jones, and B. Shao (2007). Volunteer's Involvement in Online Community Based Software Development. First China Summer Workshop on Information Management (July), Shanghai, China.
5. Wheeler, P. and D. R. Jones (2007). The Psychology of Case-Based Reasoning: How Information Produced from Case-Matching Methods Facilitates the Use of Statistically Generated Information. *American Accounting Association IS Section Midyear Conference* (January), Savannah, Georgia. Nominated for best paper.

6. Borthick, A. F. and D. R. Jones. (2006). Rationalizing Wireless Calling Plans: Querying a Database to Detect Billing Errors and Analyze Calling Patterns. *Auditing Midyear Conference (January)*, Los Angeles, CA.
7. Borthick, A. F. and D. R. Jones. (2006). Rationalizing Wireless Calling Plans: Querying a Database to Detect Billing Errors and Analyze Calling Patterns. *American Accounting Association IS Section Midyear Meeting, Conference (January)*, Los Angeles, California.
8. P. Wheeler and D. R. Jones (2005). The Effects of Attitudinal Ambivalence and Exploratory Switching Behavior on the Use of Multiple Decision Aids, *The Sixth International Research Symposium on Accounting Information Systems*, Las Vegas, NV.
9. Song, J., D. R. Jones, and N. Gudigantala. (2005) An Investigation of Cognitive Antecedents to Satisfaction using Web-based Decision Support Systems. *International Conference on Information Systems*, Las Vegas, NV.
10. Jones, D. R., P. Wheeler, R. Appan, and N. Saleem.( 2004). Improving the Division of Labor between Human and Computer in Judgment. American Accounting Association National Meeting, Orlando, FL.
11. Jones, D. R., P. Wheeler, and N. Saleem. (2002). The Mixed Blessing of Encouraging Reliance on Decision Support System Advice. *American Accounting Association Information Systems Section Midyear Meeting (Forum)*, Orlando, FL. This research was also presented in faculty workshops at The University of Texas at Austin and Texas Tech University.
12. Wheeler, P. and D. R. Jones. (2001). User-Choice Between Multiple Decision Aid Features in a Decision Support System and Its Effects on Decision Behavior and Judgment Quality. American Accounting Association National Meeting, Atlanta, GA.
13. Borthick, A. F., D. R. Jones, and R. Kim. (2001). Developing Database Query Proficiency: Assuring Compliance for Responses to Web Site Referrals. *Fourth Annual Accounting Information Systems Teaching Symposium*, Phoenix, AZ.
14. Wheeler, P. and D. R. Jones. (2000). The Effect of Redundant Information on Decision-Aid Usage: When and How Best-Matched Cases Influence a Regression Aid's Impact on Judgment Quality. *American Accounting Association National Meeting*, Philadelphia, PA. This research was also presented in workshops at Georgia State University, Kansas State University, Texas Tech University, the University of South Florida
15. Jones, D. R. (2000). The Audit Query Model: Unlocking the Database To Replicate Accounting Numbers Produced by an Information System. *American Accounting Association National Meeting: Workshop on Semantic Modeling and Processes*, Philadelphia, PA.

16. Borthick, A. F., S. Wakai, and D. R. Jones. (2000). The Motivation for and the Application of Collaborative Discovery Learning Online. *WebCT 2000 Conference*, Athens, GA (July 6-7).
17. Borthick, A. F., P. L. Bowen, D. R. Jones, and M. H. K. Tse. (2000). The Effects of Information Request Ambiguity and Construct Incongruence on Query Development. *The Pacific Asia Conference on Information Systems*, Hong Kong (June 1-3).
18. Borthick, A. F., D. R. Jones, and S. Wakai. (2000). Configuring Tasks Within Learners' Zones of Proximal Development (ZPDs): Enabling Collaborative Discovery Learning Online in an Information Systems Assurance Course. *Third Annual Accounting Information Systems Teaching Symposium*, Phoenix AZ.
19. Jones, D. R. and D. Brown. (1999). Decision Strategies in the Presence of a Decision Aid and Non-modeled Cues. *American Accounting Association National Meeting*, San Diego.
20. Jones, D. R., D. Brown, and P. Wheeler. (1999). Justification of an Aided Decision: A Partial Replication and Extension of Ashton. *American Accounting Association National Meeting*, San Diego.
21. Jones, D. R., D. Brown, and P. Wheeler. (1999). Justification of Disagreement with a Decision Aid's Advice and the Influence of the Aid. *1999 Accounting Information Systems Research Colloquium (Forum)* Phoenix Arizona.
22. Borthick, A. F., D. R. Jones, and P. Bowen. (1998). Hypothesizing the Causes of Budget Overruns. *American Accounting Association 1998 National Meeting*, New Orleans, Louisiana; the *1998 Accounting Information Systems Research Colloquium (Forum)* Phoenix Arizona; and the *1998 Southeast Schools of Accountancy Research Colloquium*.
23. Sriram, R. S. and D. R. Jones. (1998). Improving Decision Quality in Automated Systems -- Choosing the Correct Decision Approach. *American Accounting Association National Meeting*, New Orleans, Louisiana.
24. Jones, D. R. A Model for Financial Reporting Without General Ledgers. (1995). *American Accounting Association National Meeting - Research Forum*, Orlando, Florida.
25. Brown, D. and D. R. Jones. (1994). Reliance on Decision Aids. *Meeting of the Northwest Accounting Research Group*.
26. Jones, D. R. and M. M. Eining. (1994). Actual and Perceived Cognitive Effort in the Expression of Database Queries. *American Accounting Association National Meeting*, New York, New York.

27. Eining, M. M., D. R. Jones, and J. K. Loebbecke. (1994). An Experimental Examination of the Impact of Decision Aids on the Assessment and Evaluation of Management Fraud. *The USC Audit Judgment Symposium*, Oxnard, California.
28. Eining, M. M., D. R. Jones, and J. K. Loebbecke. (1992). Management Fraud: An Evaluation of the Impact of Assessment Models on Auditing and the Auditors. *American Accounting Association, Workshop on Artificial Intelligence and Expert Systems in Accounting, Auditing, and Tax*, Washington, D. C.

### **Other Conference Participation**

Co-Chair, the Big XII-plus Information Systems Research Symposium, April, 2008, held at Texas Tech University.

Mini-track chairperson, Americas Conference on Information Systems 2007, Keystone, Colorado.

Mini-track chairperson, Americas Conference on Information Systems 2006, Acapulco.

Discussant for American Accounting Association National Meeting in 1993, San Francisco.

Moderator and discussant for Information Resources Management Association National Meeting in 1993, Salt Lake City, UT.

Moderator and discussant for American Accounting Association Western Regional Meeting in 1991, Scottsdale, AZ.

## **TEACHING**

### **Teaching at Texas Tech University**

Undergraduate: Systems Analysis, Accounting Information Systems

Masters: Systems Analysis, IT for Managers, Decision Theory, Decision Support Systems,  
Knowledge Management

Ph.D. Seminar on Managerial and Organizational Issues in MIS

Ph.D. Seminar on Cognitive and Behavioral Issues in MIS

Ph.D. Seminar on Paper Writing and Publication

### **Dissertation Committee Chair**

Bo Xu

Bobby Thomas

Mark Thouin (co-chair)

Jeff Baker (co-chair)

Efosa Idemudia

Richard Lawrence

### **Dissertation Committee Member**

Dahui Li

Jacob Peng

Radha Appan

Bo Xing

Nitin Aggarwal

Naveen Gudigantala

Vidhya Mellarkod

Fletcher Glancy

### **Teaching at Georgia State University**

#### **Undergraduate:**

Accounting Information Systems (database emphasis)

Principles of Accounting I and II

#### **Masters:**

Security and Privacy of Information Systems (taught completely online)

### **Dissertation Committee Member**

Buky Folami

John Masselli

Mark Reid

Patrick Wheeler (winner of American Accounting Association Information System Section  
Dissertation Award)

### **Teaching at University of Utah**

**Undergraduate:**

Introduction to Management Information Systems  
Accounting Information Systems

**Masters:**

Management Information Systems for MBA students

**Doctoral Seminar:**

Behavioral Research

**Dissertation Committee Chair**

Darrell Brown

**Dissertation Committee Member**

Paul Herz

**Teaching at University of Texas at Austin****Undergraduate:**

Introduction to Management Information Systems  
Survey of Commercial Software Systems

**Masters:**

Seminar in Management Advisory Services  
Accounting Information Systems

**SERVICE****Scholarly Activity**

Editorial Board, *Journal of Information Systems*  
Minitrack chair, the Americas Conference on Information Systems  
Liaison, American Accounting Association Southeastern Regional Conference  
Ad hoc reviewer, *Decision Support Systems*  
Ad hoc reviewer, *Journal of Information Systems*  
Ad hoc reviewer, *MIS Quarterly*  
Ad hoc reviewer, *Advances in Accounting Behavioral Research*  
Reviewer for International Conference on Information Systems  
Reviewer for American Accounting Association National Meeting  
Reviewer for American Accounting Association Western Regional Meeting  
Reviewer for the Accounting Information Systems Research Symposium  
Reviewer for Information Management Association National Meeting

**Service to Texas Tech University**

University Grievance Committee  
University Faculty Senate  
College of Business MBA Program Committee member  
College of Business Research Grant Committee  
MIS Ph.D. Advisor and Committee Chairman  
Information Systems and Quantitative Sciences (ISQS) Undergraduate Advisor  
ISQS Journal Ranking Subcommittee  
Coordinator of ISQS Colloquium

### **Service to Georgia State University**

University Committee for Systems Security  
College of Business Online Committee (for College of Business Distance Learning Programs)  
School of Accountancy Curriculum Development Committee -- MPA Information Systems Track  
School of Accountancy Curriculum Assessment -- Accounting Information Systems Subcommittee  
College of Business Computer Skills Prerequisites Committee

### **Service to University of Utah**

David Eccles School of Business Council (3 year term)  
Masters in Professional Accountancy Committee  
Coordinator for Undergraduate MIS class  
Recruiting Committee  
Ph.D. Program Committee  
Introductory Accounting Curriculum Sub-committee  
Project Impart Committee -  
Center for International Business Education and Research  
Campaign for Our Community - School of Accounting Representative

### **Service to Utah Business**

Speaker for *Business at Breakfast* Speaker Series  
Presentation to the Association of Computing Machinery Salt Lake Chapter (special interest group in human-computer interaction)  
Presentation to Northwest Pipeline Information Systems Managers  
Society for Information Management Panel Discussion  
Article for *Business Review* (University of Utah Business Alumni Publication)

## **PROFESSIONAL AFFILIATIONS, AWARDS, GRANTS, AND DEVELOPMENT ACTIVITIES**

### **Memberships and Affiliations**

Association for Information Systems  
Certified Public Accountant, Texas

### **Awards**

Nominated for Best Paper for the American Accounting Association Information Systems Section Midyear Conference (2007), for: Wheeler, P. and D. R. Jones (2007)., The Psychology of Case-Based Reasoning: How Information Produced from Case-Matching Methods Facilitates the Use of Statistically Generated Information.

Outstanding Education Paper Award Presented by the Information Systems Section of the American Accounting Association (2004), for: Borthick, A. F., D. R. Jones. (2005), Analyzing a Potential Warranty Call Center Budget Overrun: Using Database Queries to Solve Business Problems. *Journal of Information Systems*.

### **Research Grants**

KPMG Peat Marwick *Research Opportunities in Auditing* Grant (with Martha Eining and James Loebbecke)

Summer Research Grant Texas Tech University 2008

Summer Research Grant, Texas Tech University 2007

Summer Research Grant, Texas Tech University 2002

Summer Research Grants, Georgia State University

Summer Research Grants, University of Utah

Curriculum Development Grant (Business Minor), University of Utah

Dissertation Grant, University of Texas