The Linkage between Conferences and Journals in the Information Systems Field: Observations and Recommendations

Ping Zhang
Syracuse University, pzhang@syr.edu

Fred Niederman
St. Louis University

Follow this and additional works at: http://aisel.aisnet.org/cais

The Linkage between Conferences and Journals in the Information Systems Field: Observations and Recommendations

Ping Zhang

School of Information Studies, Syracuse University

pzhang@syr.edu

Fred Niederman

St. Louis University

Abstract:

Younger scholars often receive advice to submit work to conferences for feedback and polishing in anticipation that they will later submit it to a journal for publication. But is this a normal practice? What do the IS scholars really think or do about the linkage between conferences and journals? What are IS journals' policies and their editors-in-chiefs' views on that linkage? This paper explores aspects of the relationship between conference presentation and journal publication, which include motivations for participating in conferences, potential for subsequent publication, preferred journal targets, and progress of paper development following conference presentation. We obtained data that form the basis for our findings and recommendations from two main sources: 1) a panel study with two sequential surveys of IS scholars who presented papers at three consecutive International Conference on Information Systems (ICIS) meetings (in St. Louis 2010, Shanghai 2011, and Orlando 2012) and 2) an email interview with the editors-in-chief of 21 major IS journals in regard to their respective journals' policies and their personal views. The paper provides recommendations for various stakeholders including scholars, journal editors, conference organizers, leaders in the field, and anyone outside the IS field who wants to understand its norms and culture.

Keywords: Information Systems Field, Conference Presentation, Journal Publication, Panel Study, Email Interview.

1   Introduction

Scholars in the IS field attend conferences as a part of their academic lives. The first designated IS conference, the International Conference on Information Systems (ICIS), occurred in 1980 and officially signified the coming of the new field (Zhang, 2015). Since then, several other regional, national, and international IS conferences have arisen. Notable examples include: the Americas Conference on Information Systems (AMCIS), the European Conference on Information Systems (ECIS), and the Pacific Asia Conference on Information Systems (PACIS), among others. Participation in these conferences is active and steady. For example, since 2005, each ICIS meeting has averaged about 1,200 registered participants and accumulated expenses of more than half a million dollars per conference (which revenues offset). Writing for IS conferences, especially the top-quality conferences such as ICIS, is not a trivial matter, and the required efforts are comparable to some journal submissions. Although not all universities or schools consider conference papers the same way when they evaluate them for academic value, it is important to have an accurate picture of the collective views from the IS community on the value of conferences and the relationship between conference papers and journal publications—if such a relationship exists.

Journals are the lifeblood of all academic professions, including information systems (Gray et al., 2006). Studies have compared the IS field with other business fields on the opportunity to publish in top journals and the resultant impact on IS scholars' tenure and promotion processes (Kozar, Larsen, & Straub, 2006; Templeton & Lewis, 2015). Scholars have also debated issues related to various journal publishing strategies and formats in the IS field such as electronic publishing (Kling & McKim, 1998; Palmer, Speier, Wren, & Hahn, 2000), open access (Avital, Bjork, Boland, Crowston, & Majchrzak, 2008; Bjork, 2004; Kennan & Cecez-Kecmanovic, 2007; Kennan & Kautz, 2007), and market-driven publishing (Gray et al., 2006). Efforts have focused on debating, selecting, and evaluating premier journals for the IS field beyond the commonly recognized top two journals, *Management Information Systems Quarterly* (*MISQ*) and *Information System Research* (*ISR*) (e.g., Lowry et al., 2013; Saunders & Benbasat, 2007). At the journal level, many studies have examined journal rankings, quality measures, and quality measure validations (e.g., Lewis, Templeton, & Luo, 2007; Lowry et al., 2013). How to get published in top IS journals is an important question to many scholars. Besides guidance from top journal editors (e.g., Straub, 2008, 2009) and specific suggestions on publishing research in niche areas (e.g., Wilson & Lankton, 2004), scholars have provided suggestions about reviewing for journals to ensure quality publications and, thus, have guided authors in developing their manuscripts toward such review criteria and expectations (e.g., Davison, Vreede, & Briggs, 2005). When evaluating a scholar's academic performance, journals are often the most discussed performance outlets. Such is true for tenure and promotion (Dennis, Valacich, Fuller, & Schneider, 2006), researcher productivity (e.g., Clark, Au, Walz, & Warren, 2011; Clark, Warren, & Au, 2009), and scholarly impacts such as citation counts (Grover, Raman, & Stubblefield, 2014).

Some journals have a history of accelerating conference papers for journal publication and, at times, facilitating key papers from conference proceedings into journal special issues. For example, the Hawaii International Conference on Systems Sciences (HICSS) has a long tradition of serving as a conduit for special issues in *Journal of Management Information Systems* (*JMIS).* The conferences on computer personnel research provided initial papers for special issues in *JMIS* and *DATABASE.* In 2001, the Association for Information Systems' (AIS) Special Interest Group on Human-Computer Interaction (SIGHCI) started fast-tracking papers presented at each and every SIGHCI-sponsored conference sessions, minitracks, and workshops into journal special issues. Further, the *AIS Transactions on Human-Computer Interaction* (*THCI*), established in 2008, continues to fast track SIGHCI-sponsored conference papers. Some IS journal editors have called for such practice openly (Te'eni, 2013). Yet, to date, we know of little effort to examine systematically the linkage between conferences and journals.

This paper examines the relationship between conference presentation and journal publication. We report findings from two sources of data: a panel study of authors who presented at three years of ICIS meetings and an email interview of the views of editors-in-chief of major IS journals and their journals' corresponding policies. Given the importance of journal publications in the IS field, we put a special focus on reporting on "whether, what, when, and how" the transition from conference papers to journal publications occurs. Specifically, we present findings, comments, and implications of the following questions:

- Does presenting a paper at ICIS count for tenure and promotion decisions?

- What motivates conference submissions even where they do not count for tenure and promotion decisions?
- What happens to the content of the ICIS paper after the conference?
- Where do scholars target post-ICIS submissions?
- How often do journals invite authors to submit their ICIS work?
- How much time do authors need between a conference and journal submission?
- What, if any, patterns for revising papers exist?
- Does presenting at ICIS prohibit journal publication?

This study has implications for scholars as they invest efforts in their careers; for conference organizers who seek to maximize the academic value of their conferences and, thus, attract more participation; for journal editors who seek to understand and build on authors' knowledge discovery momentum; for leaders in the field who focus on influencing academic efforts; for university administrators who seek to better understand the specific academic value of attending conferences; and for anyone outside the IS field who seeks to understand its norms, culture, and expectations.

2   Background

In this section, we briefly present a set of related issues and positions regarding conferences in the IS field. These issues provide some context for our study.

2.1   The Importance of Conferences in the IS Field

Discussions in recent years have addressed the relationship between academic conferences, peer-reviewed journals, and the accumulation of knowledge (e.g., Chen & Konstan, 2010; Vardi, 2012, 2014). In fields that are particularly dynamic and fast paced, some scholars hold that conferences should be predominant since journals tend to have a long lead time for publication (Sjøberg, 2010). Where technology and the demonstration of possible technical solutions is paramount (notably in computer science and engineering), a novel technical solution may have become commonplace or even obsolete by the time a journal publishes a paper.

Although the IS field is not as technology intensive as computer science or engineering, one may argue that the IS field also has risks pertaining to obsolescence regarding the relationships between management, use, and new technological affordances and features. Conference presentations represent a supplement to peer-reviewed journal papers as a source of intellectual contribution to a field. On the one hand, the review cycle for conferences is greatly accelerated compared to that of journals. On the other hand, conferences also add space and topical constraints. For example, major conferences in the IS field, including AMCIS, ICIS, ECIS, and PACIS, are often organized by tracks, which means some studies may fall outside the set of topics defined by the collection of tracts. As a result, authors must play a guessing game to decide where to submit their work[1]. Other constraints have to do with the breadth or focus of conference objectives. A paper's ability to engage an audience and stimulate debate at a conference may be a formal or informal criterion in conference paper selections, whereas journals do not necessarily consider it.

2.2   Conference Paper Benefits and Drawbacks from the Submitter's Perspective

Conference participation has the potential for significant positive outcomes. From a knowledge discovery and development perspective, an author may discover that their underlying theory or data is insufficient for a strong study and, thus, may not support a journal publication later. Though disappointing, one can view such a situation positively as an opportunity to refocus resources on more promising projects. It may also prompt the author to substantially upgrade their theoretical underpinning or collect additional data. Such an effort may create a paper that adds more value than originally planned.

---

[1] ICIS usually has a "general" track for submissions that don't fit an existing track. ICIS 2016's website states: "The General Topics track is intended for high-quality papers on topics that do not have a specific fit with other tracks". Yet, authors considering submitting papers to this track may anticipate difficulty finding an audience at the conference or may not be sure what kind of feedback they'll get (and from whom), so they may choose to submit to a less than perfect track instead.

Presenting the paper may position it in the scholarly community in ways that facilitate its evaluation and acceptance. For example, it may show that a different track may have more affinity for the argument, that a particular publication (perhaps previously unknown to the author) illuminates complementary aspects of the topic, or that a small change in the framing of the arguments may make the content clearer or more impactful. There can be potential benefit at the social and networking level that is important to an author's career development. The presentation and informal discussions offered by the conference may also help the author to find like-minded champions for the work (who may potentially serve as peer reviewers or even editors soliciting the paper) and potential collaborators for related work and other academic activities. The exposure of the author and the work at such conferences may have some effect on other scholars who may be invited as external reviewers of the author for tenure or promotion evaluations and other career moves.

However, others feel that conference-participation costs overshadow the value of presenting papers at conferences. Preparing and submitting a conference paper requires spending time that may not directly contribute to journal publication later. It can cost calendar time spent waiting for submission processing, making revisions based on feedback (months before the actual conference time), then going through another round of changes based on any comments made by discussants (if any) and/or members of the audience. Although one may use such waiting time on other projects, it may create a loss of momentum and difficulty returning to the flow of the study. In some cases, it may add to aging data and, where observation of an emerging technology is paramount, may degrade the timeliness of the overall publication effort.

Some authors are concerned that publishing a paper in a conference's proceedings may make it more difficult for them to publish it in a journal. For example, reviewers may, while examining a manuscript, find the proceedings paper and question whether the journal submission differs from it enough to represent a worthy contribution. If the reviewers realize that the same authors wrote the proceedings paper and the submission, this knowledge can interfere with the review's "blindness". Where reviewers do not recognize that the same authors have written the two papers, they may wonder why they have significant conceptual similarities. This situation can especially harm the chance that the journal will publish the author's journal submission if the journal submitted paper does not add incrementally a significant contribution even though the conference and journal paper together make a significant contribution and more than either would alone. This situation may also have negative ripple effects for the field in keeping quality material from broader distribution and from serving as a building block to further related study.

Given a lack of discussion on and evidence about these issues, we explore them in this study. Considering the exploratory nature of this research, we acknowledge that we do not deliver a final "proven" answer to a precise research question but rather organize our observations to better understand and unearth new and helpful detailed questions on this topic.

3   Study Method

We collected data to shed light on the questions we raise above via: 1) a survey of authors of conference papers and 2) interviews (via email) with editors-in-chief of major IS journals about their opinions and their journals' policies.

3.1   Selection of IS Conferences and Study Design

Among several major IS conferences, the International Conference on Information Systems (ICIS) is widely considered the most prestigious and major annual conference in the IS field. One can see as much in its global orientation of rotating hosting cities, relatively well-proportioned attendance among AIS members across the three continental regions, and the number of universities that recognize its publications as a contribution. Although we did not have the exact number prior to this study, we anticipated that some number of schools recognize such publications as valuable and count them in tenure and promotion evaluations. While we acknowledge the importance of other major IS conferences, we decided to focus on ICIS in this exploratory study because it is representative of the IS scholarly community and because such a focus kept our data-collection efforts to a reasonable scope.

We designed a panel study (Trivellato, 1999) to gather views and experiences from IS scholars. A panel study typically focuses on a given sample of individuals and follows them over time with a sequence of waves of data collection (Trivellato, 1999). This method fits our goal to reveal the progression of conference authors' efforts in moving their works to journal publication. It usually takes several months for

authors to revise their conference papers, to submit them to journals, and for the journals to review them. Therefore, it would take some time to assess the process.

In order to have a better representation of views and experiences from the IS community, we collected data from more than one ICIS meeting, which filtered out some artificial effects caused by factors such as the location, the organizers, and any changes to the program structures of the meetings. As such, we included three consecutive ICIS meetings in this study: 2010 in St. Louis, 2011 in Shanghai, and 2012 in Orlando. Thus, the respondents from each ICIS meeting constituted a panel for data collection. However, due to the variation in conference participation from one year to the next, the full data collection comprised three distinct panels. In the case of multiple authors of one accepted work, we invited only one author (usually the first author, though occasionally the second if we could not reach the first). Although the group of participants varied from year to year, a small percentage of individual authors did participate in ICIS in more than one year and were, therefore, invited to participate in the study multiple times.

In order to gather sufficient evidence and to show progress on journal publication efforts while not causing survey fatigue, for each panel, we collected two waves of data. We collected the first wave data three months after the ICIS meetings (usually held in early to mid-December). With holidays right after the meetings and with many IS scholars starting a new semester in January, waiting three months after the ICIS meetings seemed appropriate to capture authors' planning or early action stage of their journal-publishing efforts. We collected the second wave of data 11 months after the first wave (or 14 months after the ICIS meetings); that is, the February the calendar year after the first data collection wave. We thought this would be a relatively manageable length of time for journal paper revisions and submissions and might even allow us to obtain some review decisions. At the same time, it was not so long that authors would have forgotten about the papers, so they could still recall their experiences and the status and progress of their papers. At each data collection time, we invited authors to respond to an online survey at a SurveyMonkey website.

3.2 Conference Data Collection and Characteristics of the Participants

Appendix A summarizes the data-collection process and its outcome and participants' characteristics (Table A1-A2). An author of an accepted work could have participated in both waves of data collection (ideal case) or only one of the two waves. Overall, authors of 68%, 61%, and 52% of all the accepted works for the 2010, 2011, and 2012 meetings, respectively, participated in the study. Collectively, authors of 60% of all the accepted works from all three meetings participated in this study. We consider this response rate to be a good representation of the IS community.

Relative to the number of accepted works (Table A3), the vast majority of participants in this study were involved with only one paper (86%), and only one person had five papers over the three meetings. Only two people had three papers in any given meeting. This shows that ICIS meetings have broad participation from the IS community.

The distribution of participants was generally consistent in proportion from each of the three AIS regions across the years (Table A4). There was a modest uptick in Asia-Pacific (Region 3) participation in 2011 when the venue was Shanghai (up 4% from its average), and European (Region 2) and North American (Region 1) participation went down only 2 percent each. This finding indicates that meeting locations are not a significant factor for ICIS participation. On the academic rank side (Table A5), the participation was skewed toward junior scholars including students (34%), post-docs (5%) and assistant professors (26%). Tenured faculty members represented 30% of the participants. We found no drastic difference in ranking distribution among the three years.

Finally, business schools represented the vast majority of participants' academic units (78%) with only information schools, computing, and computer science/engineering having more than 10 participants each over the three-year period (Table A6). Again, we found no drastic difference in academic unit distribution among the three years.

3.3 Survey of Editors-in-Chief on Journal Policies and Their Personal Views

We emailed editors-in-chief from 21 IS journals (see Table A7 for a list of journals) with two questions: 1) "Does your journal allow authors to submit revised conference papers?" and 2) "What is your personal view of the practice of using conferences as a venue to gain feedback before submitting to academic

journals?". We also asked for permission to quote the editors relative to their comments. Editors-in-chief from 17 journals responded[2]. Table A7 summarizes their responses and, in the case of no response, the policy information from the journal's website. In Table A7, "encouraging" is a stronger positive position than "permitting" conference papers to be submitted to journals.

4 Findings

In this section, we report the findings and add comments in general and implications for specific stakeholder groups to address the questions presented in Section 1. As Appendix A shows, ICIS considers a special type of sessions called panels. For the most part, however, these panels have a very different dynamic relative to journal publication. *Communications of the AIS* (*CAIS*) is a frequent and unique outlet for publishing panel reports. To concentrate on depicting the linkage between conferences and journals for research dissemination, we do not consider conference panels in the findings and discussions that follow. These findings combine responses from the three types of presentations (completed research (CP), research-in-progress (RIP), and teaching cases) at each of the three ICIS conferences (2010, 2011, and 2012) and both the first and second wave surveys. Results refer to the collected data unless otherwise specified.

4.1 Question 1: Does Presenting at ICIS Count for Tenure and Promotion Decisions? (see Appendix B)

4.1.1 Finding

Only about half of the accepted papers' authors answered this question. Among them, about one third (36%) stated that ICIS papers do count toward tenure and promotion decisions at their institutions, about half (51%) said they are not counted, and the rest were not sure (this included doctoral students who plan to work at schools other than where they are studying) (see Table B1). A further analysis showed no difference between a CP and a RIP when it comes to answering this question. We did, however, find a difference among answers from authors in different regions. The yes-no-unsure ratio for each region was, in percentage, 26-55-19 (Region 1), 57-34-9 (Region 2), and 19-68-13 (Region 3).

4.1.2 Comments

For a non-trivial percentage of scholars, particularly in Region 2, presenting a paper at ICIS is a worthy end in itself in that it contributes toward a positive tenure/promotion portfolio. It is understandable that the amount of positive credit varies from institution to institution. Even if one's institution does not count ICIS presentations directly toward tenure and promotion decisions, such papers may show interim progress, may lead directly toward journal publication, and/or may lead toward refinements that increase the probability of journal publication. In any case, doctoral students and untenured junior faculty likely benefit from including such participation in their portfolios[3], though the benefit must be weighed against the opportunity cost of using the time and energy for other activities or the possibility of such publication making subsequent use of the same data more difficult.

4.1.3 Implication for Senior Faculty Members

We recognize that the standards and views regarding promotion vary greatly across the range of universities and regions. Some universities do not view any conference paper as having research value, while others view such contributions highly. To the extent that the IS field profits from having a strong and important flagship conference, individuals, especially senior faculty members who may have stronger voices than junior faculty members at their institutions, may want to promote ICIS as a suitable venue for meaningful research contribution at some level in the school's ranking system.

---

[2] We gathered a total of 23 responses because we received replies from more than 1 co-editor of several journals.
[3] Based on promotion and tenure discussions, we have seen, on some rare occasions, a disproportion of conference presentations to journal papers in a candidate's portfolio as being viewed negatively by some senior faculty.

4.2 Question 2: What Motivates Conference Submissions Even Where They do not Count for Tenure and Promotion Decisions? (see Appendix B)

4.2.1 Finding

Respondents, who represented 432 papers across the three years, provided one or more reasons why they submitted to ICIS, which led to a total of 704 responses (Table B2). The most frequent purpose was feedback (expressed by 65% of respondents), the second most frequent was ICIS's reputation (38%), and the third most frequent was to expose research ideas to the community (24%). All other purposes were noted fewer than 50 times each. Only four percent of the respondents noted they submitted papers to ICIS to obtain funding. Surprisingly, we found few responses about a) timeliness (7 responses), b) learning (4 responses), and c) networking (40 responses, or 6%).

4.2.2 Comments

The findings seem to indicate that 1) the majority of respondents see ICIS as a place to exchange knowledge as exemplified both by receiving feedback on ideas in development and by presenting into the public arena new ideas for others to use, 2) they see ICIS as a quality venue, 3) they value receiving reviews from and exposing their research at ICIS in a timely manner, and 4) learning is either so basic a concept as to not be mentioned or is a less valued part of the conference experience. We speculate that learning is a more ubiquitous part of many scholars' life experiences (e.g., most scholars are inundated with invitations to webinars, seminars, workshops, and so on) of which the conference is just one opportunity, whereas gaining specific feedback on particular research in a concentrated format is rarer and, thus, more highly valued. We also speculate that ICIS participants may view learning as intrinsically part of attending the conference but not necessarily directly associate it with presenting research output. Further, we often hear colleagues say that networking is very important and conferences are one of the best venues for that purpose. Yet, the response for the network value of ICIS was surprisingly low: only 6 percent of all responses mentioned it. We speculate that either networking is a given for attending conferences and, thus, not worth mentioning or networking is indeed not as high a value as one perceives ICIS could provide.

4.2.3 Implications for Conference Organizers

To build on the strengths of the conference, additional channels for disseminating ideas and feedback can be valuable. For example, experiments at AMCIS that involve very short research presentations of 10 minutes or technology research, education, and opinion (TREO)-type short position statements may prove valuable in expanding the rate and quality of such communication. Additionally, techniques for encouraging individuals to provide feedback (e.g., electronic data collection, real-time wikis during presentations, and so on) may provide presenters with additional feedback and those in attendance with more opportunity to contribute. Given the perception of the conference's high quality, organizers should be careful about balancing inclusiveness and selectiveness. Selecting high-quality work is important. Including novel and groundbreaking research, even though at the time they may not be as rigorous as established research, can be highly important for ICIS as well. To increase the networking value, organizers may need to be innovative and go beyond the usually offered activities such as social events and working luncheons. Smaller, more concentrated topics or themes would better allow interaction and networking than broad and general gatherings. In fact, we have heard from many IS scholars over the years that they prefer special interest group (SIG)-organized workshops and meetings to general ICIS sessions because they feel they can be better connected with others both intellectually and socially.

4.3 Question 3: What Happens to the Content of the ICIS Paper After the Conference? (see Appendix C)

4.3.1 Findings

More than 92 percent of ICIS participants planned to submit journal publications after the ICIS meetings (see Table C1) at three months after the conference, and this intention did not change much (2% decrease or 10 total papers for completed research and RIP papers) by the 14th month after the conference. For the 10 teaching cases in 2010 and 2011, all planned to submit to journals post-ICIS meetings at both the third and 14th month. Specific reasons for not wanting to pursue ICIS work into other

venues (Table C2) included prioritizing time, considering ICIS papers "good enough", having conflicts with co-authors, and being unaware of other possibilities.

From the journals' side, as Table A7 shows, 15 out of 21 IS journal editors personally encouraged authors to submit their conference papers to journals. Further, 18 out of 21 IS journals had policies that either encouraged or permitted conference paper submissions.

4.3.2   Comments

Note that this sample represents those who have successfully submitted to ICIS and does not account for scholars whose work was not accepted or those who might have had appropriate content but chose not to submit to ICIS. Nevertheless, regardless of whether ICIS publications count for tenure and promotion, more than 90 percent of ICIS paper authors planned to submit to journals after the conference. Thus, authors clearly do not consider ICIS presentations a barrier to further submissions to journals. They also do not consider ICIS as the final stop of the research they present. The journal side seems very consistent with the authors' intention in that editor and journals encourage and permit such conference paper submissions. Thus, the majority of the IS journals and their editors do not consider ICIS presentations a barrier for journal submissions.

4.3.3   Implication for Journal Editors

Editors are often concerned with both the volume and quality of submissions to their journals. As such, they should see good news in that such a high percentage of ICIS paper authors planned to submit their papers to journals. Such submissions should be of relatively high quality compared to "fresh-off-the-shelf" submissions because they have been vetted at the conference and gained feedback for improvement or some type of validation. Journal editors may want to do two things: 1) clearly state whether their journals encourage, permit, or prohibit such post-conference submissions and 2) find ways to attract ICIS paper authors to submit to their respective journals if they do want such submissions.

4.4   Question 4: Where do Scholars Target Post-ICIS Submissions? (see Appendix D)

4.4.1   Finding

Across all three conferences, more than 40 percent of authors planned to send their submissions to *Management Information Systems Quarterly* (*MISQ*) or *Information Systems Research* (*ISR*) first, and another 30 percent planned to send their submissions to the other Senior Scholars' "basket of eight" journals. Other popular targets included *Communications of the AIS* (*CAIS*), *Decision Support Systems* (*DSS*), *Management Science,* and *Organization Science*. Across the three conferences, between 10 to 16 percent of authors had not decided where to send their post-ICIS papers at the third month after the conference, but only a single paper did not have a sure target at the 14th month. For authors' subsequent submissions (if the journal they chose first rejected their paper), an average of 74 percent of journals mentioned were in the basket of eight journals. Authors selected the top five most important characteristics of the journals that would influence their selecting the target journals (Table D4, Figure D3): high ranking among IS journals, high review quality, impact factor, published papers by high profile scholars, and strong editorial board. Table D5 provides more details on several influential factors for target journal selection. The fit between the research and the journal theme and the reputation of the journal are important factors.

4.4.2   Comments

The most compelling finding is that, even though the three ICIS meetings had three largely different sets of authors, the percentages of first targeted journal clusters were very close between the two survey waves (Figures D1 and D2). This finding means that, as time passes from three months to 14 months after the conference, authors did not change their minds much about which journals they wanted to send their submissions to.

Another interesting finding is that more than 70 percent of the papers in each of the three years consistently targeted the basket of eight journals both for the first and subsequent choice of journals. This finding means that, even if authors received rejection from their first target journals, they considered other basket of eight journals as subsequent target journals. In other words, around 70 percent of the papers' authors intend to get their post-ICIS papers published eventually in the basket of eight journals. We do not

know, however, whether their targeting the basket of eight journals is a sign of their high regard for these particular journals (and, thus, a validation of their perceived quality and the authors' right to publish in those journals) or a feedback loop where being included in the basket of eight signals prestige and, thus, generates submissions. This high percentage of authors' wanting to submit to the basket of eight journals is unlikely coincidental.

4.4.3   Implication for Journal Editors

ICIS participants' tremendous interest in the basket of eight journals reflects well on those journals and their editors. Other journals' editors may want to examine the journal characteristics and factors that influence authors' journal selections and improve or communicate their journals accordingly to make them more attractive to authors. Continuing activities such as "meet the editors" sessions and workshops such as *JAIS*'s theory building workshop contribute a valuable service to this community. Editors have both opportunity and responsibility to help potential contributions to these journals and screen and redirect authors whose work might provide more value (or be more efficiently rendered into the public domain) in other venues. For editors of journals outside the basket of eight, we see opportunities to communicate those journals' missions to relevant authors for potential high fit with perspective research studies (e.g., analytics relative to *DSS* and organizational studies for *Information and Organization*). Though we did not include publications at those SIG activities occurring pre- or post-ICIS in this study, these insights may also provide important ideas and contributions. We believe that integrating SIG activity and ICIS, particularly where tracks and allied conference activity overlap, provides much room for authors and editors to coordinate and streamline between conference papers and submissions to SIG specific niche journals.

4.4.4   Implications for ICIS Program Chairs

Program and track chairs may facility the progress from conference papers to journal submissions. They could divide recommendations from reviewers and associate editors (AEs) into two sections: 1) what to do to revise the paper for the current ICIS or another conference and 2) what to do before submitting the paper to a target journal. The reviewer could nominate a specific journal as an example and make specific recommendations (if the paper is very close) or make general recommendations (if the paper needs more work), such as to flesh out the literature, to conduct a different analysis, or to discuss the results in more detail. Track chairs might additionally provide some indication of the paper's potential to move toward journal publication and what modifications or additions to the manuscript would make such transition more effective. Such indications would greatly enhance the feedback from ICIS. Conceptually, it should not be difficult to implement, though it might require some cultural change (e.g., bolder but developmental commentaries by already busy volunteers) and some practice to develop the right tone and adequate knowledge for new editors.

4.4.5   Implications for Conference Organizers

Every year, conference organizers start with a blank slate of tracks and review teams. Although they reinstate many of the tracks from the prior year, they do not reinstate some. We have personal experience of preparing a paper for a track that had run for many years but was terminated prior to the year of planned submission. One of the benefits of organizing a conference is thinking about what the conference should contain and how it should be structured. A strong linkage with journals (such as in the call for papers, where one can list opportunities for post-conference submission/publishing as some of the pre-ICIS workshops do) might be a healthy way of building and maintaining the structure. In addition, early signaling about tracks for upcoming conferences would be helpful. For planning and structuring purposes for both authors and organizers, it might be worth considering a two-year commitment to chairing and reviewing a track. For example, say the research methods track has two chairs and 20 AEs: the next year one chair and 10 reviewers could stay while a new chair and 10 new AEs come on board. Although this process would create more reviewing and developmental consistency from year to year, it might also increase coordination costs.

4.5 Question 5: How Often do Journals Invite Authors To Submit Their ICIS Work? (see Appendix D)

4.6 Finding

Over the three conferences studied, IS journals invited some 40 papers for submission. These papers included eight invited to the basket of eight journals. Often, such invited papers received "fast-track" reviewing, which resulted in their immediate acceptance or accelerated peer review processing (see Table D6). Of these 40 invitations, 27 respondents (68%) accepted the invitations. Reasons for declining include perceived higher potential of the papers, perceived low quality of the journals, and that other journals were already considering the papers.

4.6.1 Comments

Considering the relatively small percentage of papers invited to submit to a journal, ICIS participants might see the potential to author such a paper as a "bonus" from participating in the conference. We see the 2/3 acceptance rate for invitations as healthy. For journals not in the basket of eight, the appeal of a straightforward review process, more timely publication, and appearance with more similar papers in a narrower niche might make strong arguments for potential submissions. On the other hand, a paper's authors will not always agree with a journal editor that their paper matches the latter's journal. It is also possible that some papers receive more than one invitation, which means their authors must turn down an invitation even while accepting another one.

4.6.2 Implication for Journal Editors

Overall, we believe such an acceleration of submissions is healthy for the field. It can reduce search costs for authors and publishers by matching quality work with appropriate outlets. Editors who have access to a broad array of information about the content, structure, and directions of the field can provide direct and helpful suggestions for proceeding and quickly bringing important research results to the community. However, we do not unequivocally support this acceleration. The potential exists, if the practice becomes entrenched, of creating a "good old boy" network where personal and political persuasion replace blinded and impartial reviewing. Those not invited or others in general may perceive even a disciplined and cautious invitation of quality papers as an overreliance on personal and political factors. Those who cannot or choose not to participate in conference presentations may find themselves at an institutionally sanctioned disadvantage[4]. It is also possible that, in some cases, overly eager editors may use their asymmetrical knowledge to persuade junior faculty to publish in venues that do not take full advantage of the work in terms of their journals' prestige, readership, or impact relative to others where the work would be competitive. Those who turn down invitations may believe their papers have higher value than the invited journals may afford them. On the other hand, given the number of authors who intended to publish their work in basket of eight journals and the relatively few slots available, a significant number of these authors may be overvaluing their work. Publishing and moving on to further studies that build on and extend one's initial findings has many merits one must consider. For these reasons, we believe that editors' inviting authors for post ICIS submission is a net benefit for both the author and journals but that it should be undertaken with rigorous discipline that puts the interests of the research first.

4.6.3 Implication for Conference Organizers

The promise that journals will invite papers that have appeared in a particular conference may also serve as a small but enticing marketing tool for the conference to motivate attendance such that participants can simultaneously receive significant collateral benefits. In a larger sense, though, establishing ongoing relationships might open up channels between conference papers and journals. If we can institutionalize these relationships at the AIS level rather than initiate them on an ad hoc basis at each conference, we may see more long-term impact. Frequently, some conferences move selected papers to pre-announced journal special issues, which might also be helpful for ICIS. Perhaps this practice is better considered at

---

[4] Conference attendees could gain publication advantage if alert to possibilities in various ways, such as by absorbing general feedback about topics, methods, and presentation style and by learning secondary knowledge about the personality, approach, philosophy, and trends that interest particular editors and motivate the directions in which they would like their journals to move.

the level of particular tracks and topics. Areas such as "breakthrough ideas" or "research methodology" might be a unique place for matching conference presentations and special issues.

4.7 Question 6: How Much Time do Authors Need Between a Conference and Journal Submission? (see Appendix E)

4.7.1 Findings

At the third month after the conference, participants estimated that they needed between six and seven months (on average) to complete their work and submit it to a journal, though this estimation varied depending on the type of work (e.g., RIP authors estimated eight months, completed research authors estimated seven months, and teaching cases estimated between three and four months). At the 14th month, approximately 40 percent of those planning to submit had not yet done so.

4.7.2 Comments

Researchers often naturally experience optimism after a conference has accepted their work and they have presented it. However, many things conspire to slow down the journal preparation process, such as underestimations about the amount or difficulty of needed revisions, the power of other urgent agenda items, changing priorities and co-author collaboration, and miscellaneous distractions.

4.7.3 Implication for Journal Editors

For some people, optimistically viewing the hurdles ahead for research motivates them to do the work. On the other hand, this tendency speaks to issues of both overall faculty workload and journal review cycles. Journal editors are in a difficult position of asking busy people in the same population as the authors to sacrifice time to invest in thoughtful and prompt paper reviews, which adds to their workloads. We should exploit any opportunities to better use conferences as a broad feeder for more reviewers and for more explicit examples and templates for good reviewing. Additionally, techniques that reduce review cycles (e.g., fast-tracked papers that incorporate or use the ICIS reviews as an initial stage) could prove helpful.

4.8 Question 7: What, if any, Patterns for Revising Papers Exist? (see Appendix E)

4.8.1 Finding

We asked respondents to describe revision plans for all three conferences at both the third and 14th months following the conference. Because authors could indicate multiple types of revision, we received almost three times the number of responses than the number of papers (both completed research and RIP) we examined. The most frequently targeted areas for revision included literature review for completed research and data collection for RIP. The majority of papers, however, indicated at least two anticipated revision types. At the 14th month, fewer authors anticipated needing to collect more data. When contrasting paired responses at the third and 14th months following the conference, among the 80 revision plans, 44 anticipated more areas of change, 28 anticipated fewer areas of change, and eight anticipated no areas of change.

4.8.2 Comments

We were surprised that there was not more difference between the amount of revision work needed between completed research and RIP. One possibility is that enough of the RIP papers are submitted where the work itself could have been viewed as "completed" possibly for strategic reasons of easier acceptance or holding back key content for later journal submission. As for why, authors may have submitted enough RIP papers that were, in fact, about mostly completed research (possibly for strategic reasons, so that the conference would more easily accept them, or because the authors wanted to hold back key content for a later journal submission). Even if 25 to 50 percent of the RIP papers were closer to more fully developed studies when their authors submitted them to ICIS, it might have been enough statistically to make completed research and RIP appear more similar than they would be if only "true" RIP papers were considered.

It makes sense that fewer authors would need to collect data at the 14th month relative to the third month given that doing so can often take more than three months. Further, our finding that authors for over 50 percent of the papers anticipated needing to expand them for journal submission/revision suggests that

authors at the third month underestimated the revision their papers would need and, thus, the associated workload and effort. This result also suggests the possibility that authors whose work conferences accept may frequently underestimate the amount of change needed to transform their work to journal-level quality.

4.8.3 Implication for Authors

Authors need to keep in mind that revising one section of a paper frequently necessitates revising other areas. New studies that one finds and analyzes may shift the best strategy for framing a study and for addressing the most critical question—assuming one has already collected data and can further analyze it. New analyses may reveal additional findings that necessitate searching for how they relate to extant theory or explaining them in a conclusion. Authors, even when advised that they need to moderately or substantially revise their work, often try to maintain its existing structure (beyond the generic introduction, literature review, findings, and conclusion framework) without adjusting all the parts to reflect a new harmony of best thinking.

It is also worth considering that quite a few people who thought their papers needed a lot of work at the third month thought their papers needed less work at the 14th whereas people who thought their papers needed a little work at the third month mostly thought they needed more work at the 14th. This finding suggests that thoroughly revising work prior to submitting it to a journal may pay dividends in shorter review cycles relative to learning about needed additional work through the review process itself.

4.9 Question 8: Does Presenting at ICIS Prohibit Journal Publication? (see Appendix E)

4.9.1 Findings

At the 14th month, authors of 27 completed research papers (15% of completed research papers) and six RIP papers (6% of RIP papers) reported having their papers accepted for journal publication. Authors of 68 completed research papers (38% of completed research papers) and 29 RIP papers (29% of RIP papers) had papers in first or second round review.

4.9.2 Comment

We started this study with no predictions about what rate of successful journal publication would follow ICIS. Our findings clearly show that the authors of some ICIS papers, both completed research and research-in-progress, successfully convert them into journal publications. Our data limits our ability to show whether conference participation slowed, speeded up, did not influence, or differentially influenced the rate of movement of research from its formulation to its publication. For example, we cannot rule out that the self-selection of those who submit to ICIS creates a natural confound between faith in the submission and feedback process and the skill to take advantage of the opportunities presented. In other words, we cannot rule out that the positive experiences of those submitting are a function of the submission itself rather than a collaboration between submitting and having the skill to take advantage of the opportunities submitting work provides. We cannot rule out that those without such skill (and who are aware of it) are just as well off not submitting because they are not in a position to benefit from the process.

4.9.3 Implication for Researchers

In our view, if one takes advantage of ICIS's opportunities for feedback, the ability it affords to expose one's ideas to the community, and the ability it affords to informally gather data about potential journals and procedures while avoiding pitfalls such as inadequately converting a conference submission into a journal submission, then presenting a paper at ICIS can help one eventually publish the paper in a journal.

4.9.4 Implications for Journal Editors

Our data support the conclusion that there is at least one and possibly more pathways from presenting work at ICIS (and likely other conferences) and publishing it in a journal. Editors should present explicit statements about their views and their journals' policies regarding their receptiveness to work presented previously in whole or in part in conference venues. Further, we might find value in tracing the trajectory of retooled conference submissions in terms of the nature, amount, and timing of their changes from

conference to journal in case 1) there are multiple different pathways (the knowledge of which scholars might find helpful) and 2) whether there are some central tendencies and/or guidelines that can smooth the way for such a transition.

5   Discussion

Based on the data collected, we summarize our findings with the discussions and recommendations that follow.

5.1   AIS Policy, EICs' Positions, and Journal Policies

The AIS's policy explicitly encourages authors who have submitted a paper to any AIS conference to submit it to any AIS journal with or without change:

> *AIS encourages authors of papers published at AIS conferences to submit them for publication in AIS journals bearing in mind that most journals expect a more substantial contribution than most conferences. Specifically, it is the policy of AIS that: 1) A paper published at an AIS conference may be submitted to a journal, even without change; and 2) A paper submitted to an AIS journal cannot be rejected only because an earlier version of the paper was previously published at a conference* (AIS, n.d.).

All of the responding EICs, including non-official AIS journals, had positive personal views about the transition from conference paper to journal publication. Most were strongly favorable and noted that conferences' purpose involves helping scholars eventually publish their work in journals. They also asserted that they encourage authors to submit papers they have previously presented at conferences and tend to be positively inclined to such submissions. One editor expressed some reservation that the quality of feedback from reviewers and attendees during the conference may not be as strong as one would like to most optimally enhance a paper for a journal. The overall content and tone of the EICs' answers, though, leads to our concluding that one should view the conference paper as an initial step toward publication and only in rare conditions should a paper move without change from a conference to journal submission.

EICs' personal views may not be completely consistent with their journals' policies, which our collected data shows. The main issue is the concern of copyright and content's ownership. Where a conference proceeding may require copyright to the conference or sponsoring organization, authors should be careful about understanding the requirements for publication where the journal will require authors to assign them with the paper's copyright. Note that these official policies are often somewhat ambiguous: they may refer to a paper's prior publication but not clarify what constitutes a "prior publication" (i.e., the same paper published entirely elsewhere or only its parts). Several EICs point to a rough guideline of 25-30 percent change from conference to journal publication, though this guideline is less about counting words and more about the overall sense of providing additional value in the journal version. Several other editors indicated that their journals focused less on the amount of difference because journal submissions often differ considerably from conference papers, which typically have length and scope limits. Several journals requested that authors disclose whether a paper has appeared in a conference even if the journal submission differed substantially from the paper presented at the conference.

Some journals explicitly suggested or encouraged authors to vet their submissions at conferences. For example, *MISQ*'s policy states:

> *Authors are strongly encouraged not to submit "hot-off-the-press" papers. Instead, they should present their papers at workshops and conferences first to obtain feedback from their colleagues. They should refine their paper based on this feedback before submitting their paper to the MIS Quarterly.* (MIS Quarterly, n.d.).

As such, IS scholars should realize that conference participation does not preclude journal submission. Most ICIS participants and, likely, many participants of other AIS-sponsored conferences continue with developing conference papers and submitting them to peer-reviewed journals. AIS's policy ensures the legitimacy of this conference-to-journal transition. IS journals, including those non-AIS journals, should consider reaffirming and creating explicit policies about authors' submitting conference-presented work. In our view, the IS field benefits from authors who submit their work to conferences in that the feedback they obtain can create new insights and even confirm the original material's value.

5.2   Effort and Time Needed for Journal Submissions

Most scholars in our study underestimated the amount of time and the types of revisions they needed to make to their work for journals to publish it, which is perhaps a natural phenomenon. If we knew how much work we would need to undertake to complete a project we might not undertake it at all. Instead, sometimes, once we have committed enough energy to the project, we "escalate our commitment" as we proceed step by step with the expectation that the next investment will bring a successful conclusion. With eventual publication, this sequence of investments pays off; however, if we eventually must abandon the project, it can appear to have been a sinkhole of time. Scholars should probably inflate the time they estimate their work will require and rework it when planning the follow-up tasks needed for journal submission.

5.3   Outlets for Journal Submissions

We understand the pressures that exist at some institutions to publish only in one or two top journals or only in the basket of eight (or similarly limited number of) journals. It appears that, even though editors have positive intentions for providing helpful review and authors work at maximum capacity to produce quality research, publication slots are limited in number (Dennis et al., 2006). Scholars need to consider a broad portfolio of work across journals both inside and outside the basket of eight. Senior scholars and the rest of the IS research community need to lobby for broader consideration of quality work that appears in a wider selection of journals in addition to the most highly reputed and basket of eight journals.

5.4   Continue Conference Innovations Aimed at Feedback and Exposure

After collecting data for this study, we have seen ongoing conference experimentation with new mechanisms to enhance participant interactions. For example, the team organizing the 2015 ICIS in Fort Worth experimented with open discussions and proposals for structuring the research tracks for evaluating and presenting studies. We have seen AMCIS (and perhaps other conferences) experiment with short-format research presentations and topical "lectures" on varied subjects. We can also open new channels for more commentary and discussion (e.g., through mobile device applications that allow audience members to question and comment on papers in real time during presentations with notes saved for future follow up). It could be done in a way that is more like the "TED talk" than the talking head. Video libraries of the presentations might also stimulate long-term discussion and follow up.

5.5   Continue Invitations and Fast Tracks

Though it has its risks, we see editors' extending invitations for submission to promising studies that fit their journals' themes as a positive trend. Knowing the majority of authors would push their ICIS conference papers to journals, editors can build on authors' momentum for discovering knowledge by setting up the post-conference venue and setting up a timeframe (such as a deadline for submission and fast tracking) to facilitate authors' post-conference journal publishing efforts. Many journals already support receptions at the conference, and a portion might target developmental discussion on topics related to the journal and to future topics community members and journal leaders might wish to see advanced. With the growth of open source and crowdsourced approaches for everything from new product development to financing social or economic projects, it would be worth experimenting with alternative approaches to the submission, evaluation, acceptance, and feedback provided for ICIS (and other conference) submissions. We emphasize, however, that such experiments should be carefully conducted and monitored so that the accumulated value and reputation of the conference are not overly jeopardized. Where such experiments prove valuable, they might be quickly diffused throughout the community, and other organizers in other fields will perhaps imitate them.

5.6   Continue to Build Mechanisms for Direct EIC and Author Communication

We recommend using EIC panels or fora to educate or familiarize scholars about their journals in general and about the norms and trends that may pertain to their journals. Such panels educate community members about the concerns that constrain and influence journal editors such as soliciting appropriate submissions, managing associate editors and the reviewing process, and targeting strategic topics. Some journals, such as *JAIS*, provide very direct workshops such as their pre-ICIS theory-building workshop that bring together senior editors with researchers for intensive investigation of their specific offerings. Tangentially, the authors also critique the work of others' unfinished offerings, which provides insights that

sometimes one does not see with their own work. Moreover, it provides dialogue between one or more senior researchers about trends and developments in the field's research issues that can help one to obtain a better feel for the social milieu in which new work enters.

6   Conclusion

For many years, seasoned scholars in the IS field have advised doctoral students and junior faculty to submit papers to conferences in general and ICIS in particular to receive feedback and increase the probability of eventually publishing in high-level journals. We base this assertion largely on our understanding of the IS field's culture and norms. To shed light on whether or not such advice and the understandings are sound, we investigated and unearthed the perceived academic value of attending ICIS, the degree to which authors push journals to publish their ICIS papers, what journals authors target and those journals' characteristics, the time authors estimate they will need to revise their work before submitting it to a journal, and the progress and the nature of expansions/revisions authors make to publish their work in journals. The findings not only confirm our understanding but also provide additional insights for many stakeholders to consider.

To our best knowledge, this study is the first in the IS field that examines the relationship between conference and journal publishing, that contains empirical data regarding to what extent scholars expand their conferences papers after the conferences to submit them to journals, and that examines several related issues. We hope our observations reflected in this study inspire more efforts both in and outside the IS field to grow our understanding about the academic value of conferences in fields dominated by journals, guide scholars to plan their post-conference journal submission efforts accordingly, and guide conference organizers and journal editors to take actions to maximize the academic value from scholars' conference participation efforts.

Acknowledgments

References

AIS. (n.d.). *Policies and guidelines*. Retrieved from aisnet.org/general/custom.asp?page=PoliciesGuidelines

Avital, M., Bjork, B.-C., Boland, R., Crowston, K., & Majchrzak, A. (2008). Open access publishing and the future of information systems research. In *Proceedings of the International Conference on Information Systems.* Retrieved from http://aisel.aisnet.org/icis2008/126

Bjork, B.-C. (2004). Open access—the new Internet enabled business model for scientific publishing. In *Proceedings of the European Conference on Information Systems*. Retrieved from http://aisel.aisnet.org/ecis2004/4

Chen, J., & Konstan, J. A. (2010). Conference paper selectivity and impact. *Communications of ACM*, *53*(6), 79-83.

Clark, J., Au, Y., Walz, D., & Warren, J. (2011). Assessing researcher publication productivity in the leading information systems journals: A 2005-2009 Update. *Communications of the Association for Information Systems*, *26*, 459-504.

Clark, J., Warren, J., & Au, Y. (2009). Assessing researcher publication productivity in the leading information systems journals: A 2003-2007 update. *Communications of the Association for Information Systems*, *24*, 225-254.

Davison, R. M., Vreede, G. J. de, & Briggs, R. O. (2005). On peer review standards for the information systems literature. *Communications of the Association for Information Systems*, *16*, 967-980.

Dennis, A., Valacich, J., Fuller, M., & Schneider, C. (2006). Research standards for promotion and tenure in information systems. *MIS Quarterly, 30*(1), 1-12.

Gray, P., Lyytinen, K. J., Saunders, C., Watson, R. T., Willcocks, L. P., & Zwass, V. (2006). How shall we manage our journals in the future? A discussion of Richard T. Watson's proposals at ICIS 2004. *Communications of the Association for Information Systems*, *18*, 275-295.

Grover, V., Raman, R., & Stubblefield, A. (2014). What affects citation counts in MIS research articles? An empirical investigation. *Communications of the Association for Information Systems*, 34, 1435-1456.

Kennan, M., & Cecez-Kecmanovic, D. (2007). Reassembling scholarly publishing: Institutional repositories, open access, and the process of change. In *Proceedings of the Australasian Conferences on Information Systems.*

Kennan, M., & Kautz, K. (2007). Scholarly publishing and open access: Searching for understanding of an emerging IS phenomenon. In *Proceedings of the European Conference on Information Systems*.

Kling, R., & McKim, G. (1998). The disciplinary shaping of Internet resources in supporting professional and scholarly communication: Should we seek best practices and standards? In *Proceedings of the Americas Conference on Information Systems.*

Kozar, K. A., Larsen, K. R. T., & Straub, D. (2006). Leveling the playing field: A comparative analysis of business school journal productivity. *Communications of the Association for Information Systems*, 17, 524-538.

Lewis, B., Templeton, G., & Luo, X. (2007). A scientometric investigation into the validity of IS journal quality measures. *Journal of the Association for Information Systems*, *8*(12), 619-633.

Lowry, P., Moody, G., Gaskin, J., Galletta, D., Humpherys, S., Barlow, J., & Wilson, D. (2013). Evaluating journal quality and the Association for Information Systems Senior Scholars' journal basket via bibliometric measures: Do expert journal assessments add value? *MIS Quarterly*, 37(4), 993-1012.

MIS Quarterly. (n.d.). *Manuscript guidelines*. Retrieved from www.misq.org/manuscript-guidelines

Palmer, J., Speier, C., Wren, D., & Hahn, S. (2000). Electronic journals in business schools: Legitimacy, acceptance, and use. *Journal of the Association for Information Systems*, *1*(1), 1-31.

Saunders, C., & Benbasat, I. (2007). A camel going through teh eye of a needle. *Management Information Systems Quarterly*, *31*(3), iv-xviii.

Sjøberg, D. I. K. (2010). Confronting the myth of rapid obsolescence in computing research. *Communication of the ACM*, *53*(9), 62-67.

Straub, D. W. (2008). Editor's comments: Why do top journals reject good papers. *MIS Quarterly, 32*(3), iii-vii.

Straub, D. W. (2009). Why top journals accept your paper. *MIS Quarterly*, *33*(3), ii-x.

Te'eni, D. (2013). Journals and conferences in discourse. *European Journal of Information Systems*, *22*(6), 589-591.

Templeton, G., & Lewis, B. (2015). Fairness in the institutional valuation of business journals. *MIS Quarterly*, *39*(3), 523-539.

Trivellato, U. (1999). Issues in the design and analysis of panel studies: A cursory review. *Quality and Quantity*, *33*(3), 339-351.

Vardi, M. Y. (2012). Predatory scholarly publishing. *Communications of ACM*, *55*(7), 5.

Vardi, M. Y. (2014). Scalable conferences. *Communications of the ACM*, *57*(1), 5.

Wilson, E. V., & Lankton, N. K. (2004). Interdisciplinary research and publication opportunites in information systems and health care. *Communications of the Association for Information Systems*, 14, 332-343.

Zhang, P. (2015). The IS history initiative: Looking forward by looking back. *Communications of the Association for Information Systems, 36,* 477-514.

Appendix A: Data Collection and Participants

Tables A1-A6 concern the conference data we collected. Table A7 shows journal editors' views and journals' policies about submitting conference papers to those journals.

An author of an accepted work could have participated in both waves of data collection (ideal case) or only one of the two waves. We considered a paper if its author participated in at least one wave of the data collection. During each data collection wave, which lasted about three weeks, we sent panel members up to two reminders to complete the survey. As Table A1 shows, for the first wave surveys, the return rates were 59, 47, and 44 percent of all invitations for the 2010, 2011, and 2012 ICIS meetings, respectively, or 50 percent for all three years together. For the second wave surveys, the return rates were 42, 45, and 30 percent of all invitations for the 2010, 2011, and 2012 ICIS meetings, respectively, or 39 percent for all three years together. Since some participants only responded to one of the two surveys for their papers, Table A1 also shows the return coverage of the total number of papers in each year: authors of 68, 61, and 52 percent of all the accepted works participated in the study for the 2010, 2011, and 2012 ICIS meetings, respectively. Overall, this study covered 60 percent of all the accepted works in all three years in this study.

Table A1. Longitudinal Survey Data-collection Process and Outcome

Conference		ICIS 2010	ICIS 2011	ICIS 2012	Total
Location		St. Louis	Shanghai	Orlando	
Meeting date		12-15 Dec, 2012	4-7 Dec, 2011	16-19 Dec, 2012	
Total registered participants		1,273	1,164	1,417	
Total accepted works		268	304	306	878
First wave survey	# invited	268	299	306	876
	# returned	159 (59%)	141 (47%)	136 (44%)	436 (50%)
Second wave survey	# invited	264	294	296	854
	# returned	111 (42%)	131 (45%)	90 (30%)	332 (39%)
First and second wave	# returned	183 (68%)	186 (61%)	160 (52%)	529 (60%)
	# in both waves	87	86	66	239
	# in first wave & not second	72	55	70	197
	# in second wave & not first	24	45	24	436

Table A2. Types of Accepted Works, Numbers of Responses, and Response Rates

Year and type	All accepted papers	# Responded in first wave	# Responded in second wave	# Responded in both waves	# & % of papers responded	# of papers not responded	Year and type
ICIS 2010	**268**	**159**	**111**	**87**	**183 (68%)**	**85**	**ICIS 2010**
CP	161	99	67	51	115 (71%)	46	CP
Panel	8	6	3	3	6 (75%)	2	Panel
RIP	88	49	34	28	55 (63%)	33	RIP
TCase	11	5	7	5	7 (64%)	4	TCase
ICIS 2011	**304**	**141**	**131**	**86**	**186 (61%)**	**118**	**ICIS 2011**
CP	197	91	76	52	115 (58%)	82	CP
Panel	9	4	7	4	7 (78%)	2	Panel
RIP	94	44	45	28	61 (65%)	33	RIP
Teaching case	4	2	3	2	3 (75%)	1	Teaching Case
ICIS 2012	**306**	**136**	**90**	**66**	**160 (52%)**	**146**	**ICIS 2012**
CP	193	76	53	39	90 (47%)	103	CP
Panel	7	6	5	5	6 (86%)	1	Panel
RIP	106	54	32	22	64 (60%)	42	RIP
Grand total	**878**	**436**	**332**	**238**	**529 (60%)**	**349**	**Grand total**

Note: CP = complete research; RIP = research in progress; TCase = teaching case.

Table A3. Numbers of Accepted Works for Participants

Person with multiple papers	ICIS 2010	ICIS 2011	ICIS 2012	In all 3 meetings
Same person w/ 5 papers	0	0	0	1
Same person w/ 4 papers	0	0	0	3
Same person w/ 3 papers	1	1	0	16
Same person w/ 2 papers	16	22	13	84
Same person w/ 1 papers	233	257	280	645

Table A4. Participants from the Three AIS Regions (Based on Both Rounds of the Surveys)

Region	ICIS 2010		ICIS 2012		ICIS 2010		Total	
1	76	49%	63	46%	63	50%	202	48%
2	52	34%	45	33%	44	35%	141	34%
3	26	17%	30	22%	19	15%	75	18%
Total	**154**	**100%**	**138**	**100%**	**126**	**100%**	**418**	**100%**

Table A5. Participants' Ranks (based on Both Waves Survey Waves; When Different, We Considered First Wave Answers)

Rank	ICIS 2010		ICIS 2011		ICIS 2012		Total	
Professor	12	8%	16	12%	15	13%	43	11%
Associate professor	28	18%	27	20%	21	18%	76	19%
Assistant professor	43	28%	44	32%	19	16%	106	26%
Post-doc	6	4%	5	4%	10	9%	21	5%
Student	55	36%	40	29%	44	38%	139	34%
Other	10	6%	4	3%	7	6%	21	5%
Grand total	**154**	**100%**	**136**	**100%**	**116**	**100%**	**406**	**100%**

Note: to ease the comparison, we clustered "principal lecturer" into "professor", "senior lecturer" into "associate professor", and "lecturer" into "assistant professor". The category "other" includes adjunct professors, adjunct lecturers, scientific assistants, research assistants, researchers, research staff, research fellows, readers, fellows, clinical professors, instructors, and assistant lecturer. Students include PhD students, master's degree students, and undergraduate students.

Table A6. Participants' Academic Units

School	ICIS 2010	ICIS 2011	ICIS 2012	Grand total	%
Business	112	117	104	333	78%
Information	14	8	5	27	6%
Computing	9	6	5	20	5%
Other	6	2	5	13	3%
CS/engineering	5	4	1	10	2%
CIS	2	2	3	7	2%
IT	3	3	1	7	2%
Science		1	1	2	
Social sciences			2	2	
Communications	1			1	
Law		1		1	
Company	2	1	1	4	1%
Grand Total	**154**	**145**	**128**	**427**	**100%**

Table A7. Positions of Editors-in-Chief and Journal Policy on Conference Paper Submission to Journals

Journal ID	Journal name	EIC position*	Journal policy**	Requirements (implied or explicit)
Basket of 8				
MISQ	MIS Quarterly	Encouraging	Encouraging	Notification of submission and development. Not encouraging hot-off-the-press papers. No restriction on amount of difference.
ISR	Information Systems Research	N/A	Permitting	Notification of submission. No restriction on amount of difference.
JAIS	Journal of the Association for Information Systems	Encouraging	Encouraging	Notification of submission and development.
JMIS	Journal of Management Information Systems	Encouraging	Encouraging	>30% new materials.
ISJ	Information Systems Journal	Encouraging	Permitting	>25% difference.
EJIS	European Journal of Information Systems	Encouraging	Encouraging	>30% difference. No restriction on data reuse.
JSIS	Journal of Strategic Information Systems	Encouraging	Encouraging	Unspecified.
JIT	Journal of Information Technology	N/A	Not Permitting	
Other AIS journals (http://aisnet.org)				
AIS THCI	AIS Transactions on Human-Computer Interaction	Encouraging	Encouraging	Notification of submission. No restriction on the amount of difference.
AIS TRR	AIS Transactions on Replication Research	Encouraging	Permitting	Notification of submission and development.
CAIS	Communications of the Association for Information Systems	Encouraging	Encouraging	Notification of submission. No restriction on length, differences, and data reuse.
PAJAIS	Pacific Asia Journal of AIS	Encouraging	Permitting	No restriction on amount of difference.
RELCASI	Revista Latinoamericana Y Del Caribe De La Associacion De Sistemas De Informacion	Encouraging	Encouraging	30% difference.
JITTA	Journal of Information Technology Theory and Application	Encouraging	Encouraging	Notification of submission. No restriction on amount of difference.
SJIS	Scandinavian Journal of Information Systems	Encouraging	Permitting	No restriction on amount of difference.
Other IS journals				
DSS	Decision Support Systems	N/A	Not permitting	
I&M	Information and Management	Permitting	Permitting	No restriction on amount of difference.
I&O	Information and Organization	N/A	Permitting	(unspecified).
MISQE	MIS Quarterly Executive	Encouraging	Permitting	No restriction on amount of difference.
ACM TMIS	ACM Transactions on MIS	N/A	Not permitting	
ACM DB	ACM Data Base for Advances in Information Systems	Encouraging	Encouraging	Notification of submission. No restriction on amount of difference.
Total	**21**	**15 encouraging** **1 permitting** **0 not Permitting 5 N/A**	**10 encouraging** **8 permitting** **3 not permitting**	**8 notification of submission** **10 no restriction on amount of difference** **2 25-30% difference** **2 unspecified**

Note: * N/A means either the EIC did not respond or did not want their responses to be openly shown.
** A journal's policy position is either from the EIC's response on such policy or the journal's website if such policy page exists.

Appendix B: Academic Value of Attending ICIS

Table B1. ICIS Papers Counted toward Tenure or Promotion (Based on both Survey Waves)

	Yes	%	No	%	Not sure	%	Grand total	%
ICIS 2010	57	38%	61	41%	32	21%	150	100%
ICIS 2011	49	35%	83	58%	10	7%	142	100%
ICIS 2012	46	37%	68	54%	11	9%	125	100%
Grand total	152	36%	212	51%	53	13%	417	100%

Note: we considered each paper only once; and if there was a conflict in the two rounds of surveys, we counted the answer in second wave because the participant might have become more aware of the policy at this later time, or the participant might have moved to a different institution and the answer reflected the policy in this new place.

Table B2. Purposes for Submitting to ICIS

	Purpose	Description	Count	% of total reasons	% of total papers responded
1	Feedback	To gain feedback from reviewers and participants.	280	40%	65%
2	Reputation	To attend the most prestigious, the prime conference in the field.	162	23%	38%
3	Exposure	To make known, to disseminate the work, to claim a research topic/area, to be made visible.	104	15%	24%
4	Networking	To get to know others, to meet with others, to form collaboration opportunities.	40	6%	9%
5	Publication	To have the ICIS paper as a publication itself.	26	4%	6%
6	Validate ideas or quality	To validate the ideas, or the quality caliber of the research.	19	3%	4%
7	Attend & Funding	To be able to go to ICIS; to get funding to go ICIS. Some places provide funding only if a paper is accepted at ICIS.	18	3%	4%
8	Fit	To be able to submit to a track that fits the paper well; the conference is relevant and the audience is the right one.	13	2%	3%
9	Other	Any other reasons not included in the above list.	14	2%	3%
10	Deadline	To finish the paper by using ICIS submission deadline	9	1%	2%
11	Job	To interview for a job; to increase job opportunities.	4	1%	1%
12	Learning	To learn other's work, to learn the current trend.	4	1%	1%
13	Location	To visit the particular location.	4	1%	1%
14	Timeliness	To get timely review, fast exposure of the work at the conference; the timing or schedule seems right.	7	1%	2%
	Total		704	100%	# papers = 432

Appendix C: Post-ICIS Intentions

Table C1. Original Intentions to Revise and Expand to Journals

	Yes		Yes/no		No		Unsure		Grand total	
ICIS 2010 total	**171**	**93%**	**2**	**1%**	**9**	**5%**	**1**	**1%**	**183**	**100%**
Complete	110	96%	1	1%	3	3%	1	1%	115	100%
RIP	50	91%	1	2%	4	7%		0%	55	100%
Teaching case	7	100%		0%		0%		0%	7	100%
ICIS 2011 total	**170**	**91%**	**5**	**2%**	**7**	**4%**	**5**	**3%**	**186**	**100%**
Complete	108	94%	3	3%	4	3%	1	1%	115	100%
RIP	54	89%	2	3%	2	3%	3	5%	61	100%
Teaching case	3	100%		0%		0%		0%	3	100%
ICIS 2012 total	**144**	**90%**	**3**	**2%**	**11**	**7%**	**2**	**1%**	**160**	**100%**
Complete	79	88%	2	2%	8	9%	1	1%	90	100%
RIP	61	95%	1	2%	1	2%	1	2%	64	100%
Grand total	**485**	**92%**	**10**	**2%**	**27**	**5%**	**8**	**2%**	**529**	**100%**
Complete	297	93%	6	2%	15	5%	3	1%	320	100%
RIP	165	92%	4	2%	7	4%	4	2%	180	100%
Teaching case	10	100%	0	0%	0	0%	0	0%	10	100%

Note:
- Yes: participants either responded with a yes or did not respond but the revision status indicated they did something to move toward a journal publication.
- No: participants responded with a no and in most cases they also provided some explanations.
- Yes/no: the participants answered yes in the first wave of survey but no in the second wave, representing a change of mind. Sometimes participants provided explanations for this change.
- Unsure: participants did not respond directly to the question, and they selected "Have not done anything since the conference" in the second wave of the survey if they did participate in the second wave of survey or in the first wave of survey if they did not participate the second wave of survey.
- % is out of the total number of the same type of work wn that year or for all three years in the grand total part.

Among the 10 papers whose authors changed their minds, all happened to be from yes to no from the first to the second survey wave; six were complete research papers, and four were RIP papers. The reporting authors of six out of the 10 papers estimated spending six to seven months after the conference to revise before submitting to the first target journal. Among the six complete research papers, the reporting authors of three planned submit their papers to *MISQ/ISR*, one paper's authors targeted *JSIS/JIT*, and one targeted *DSS*. Three out of the four RIP papers had "unsure" as target journals. Among the 10 participants of these papers, the authors of four reported that their institutions count ICIS papers toward tenure and promotion, one reported no, two unsure, and three did not report. At the first wave, the reporting authors of these ten papers anticipated to do the following tasks during the revisions:

- Reposition the paper (4 out of the 10 papers)
- Update or expand literature review (6)
- Develop/revise theoretical part (2)
- Expand methodology/empirical evaluation (1)
- Collect data (6)
- (Re-)analyze data (3)
- Update or expand conclusions (6), and
- Major rewrite (2).

At the second survey wave, the authors of all 10 papers stated: "Do not plan to submit to a journal". One author of a CR paper further explained that "I am writing a book…. and plan to include materials from my paper in the book". The other nine papers had no further explanation.

Table C2. Reasons for Negative Intentions (Based on First Survey Wave of All Three Conferences)

Work type	Why not planning to revise to journals
Complete	"Advanced other papers in the meantime. Maybe later this year."
	"Time shortage. Might reconsider a bit later."
	"Research focus has shifted towards other topics."
	"I think that the conference paper made the point quite well. I see ways in which I could make it into a longer journal paper by greatly extending the literature review and comparison with other papers. At this point, I have more valuable things to do."
	"Probably not. The paper is good as it is and does not really fit into my other research portfolio."
	"I have included the article in my PhD dissertation and I don't have plan to upgrade it."
	"I was not invited to any journal and I have no idea where to submit."
	"Because there are some conflicts between two of the co-authors, we stopped all publication plans after the conference."
	"I did not think it was allowed."
	"Under review at another journal."
RIP	"Given further research into the topic, I've come to conclude that this work would not provide a very significant contribution to the literature. As such, the paper would be unlikely to fare well at a journal."
	"Main reason is a change of the first/leading author's research focus. Following from this change, there is not enough time to further develop this conference paper."
	"Not right now since this was only research-in-progress."
	"There may be parts that end up in other papers, but this paper as a whole contained ideas that were just too broad to accomplish in one paper or one submission."
	"This work requires that I have access to a large number of students—which I do not."

Appendix D: Target Journals for Post-ICIS Submissions

Table D1. First Target Journals Reported in First Wave (Three Months after the Conference)

Target journals	ICIS 2010		ICIS 2011		ICIS 2012		Grand total	
AIS Senior Scholars' basket of 8 journals	**103**	**70%**	**95**	**73%**	**92**	**71%**	**290**	**71%**
MISQ or *ISR*	59	40%	50	38%	53	41%	162	40%
JAIS, JMIS, ISJ, or *EJIS*	37	25%	42	32%	31	24%	110	27%
JSIS or *JIT*	7	5%	3	2%	8	6%	18	4%
Other journals	**44**	**30%**	**35**	**27%**	**37**	**29%**	**116**	**29%**
AMJ	1						1	
A leading marketing journal	1		2				3	
A teaching case journal	1		1				2	
ACM Transactions on MIS					1		1	
AIS Transactions on Human-Computer Interaction			2				2	
AJIS			1				1	
Communications of AIS	3		4		5		12	
Decision Sciences	1		1				2	
Decision Support Systems	3		2		3		8	
IEEE Transactions on Engineering Management	1		1				2	
IEEE Transactions on Systems Man and Cybernetics					1		1	
Information and Management	1				1		2	
Information and Organization	1						1	
International Journal of Electronic Commerce	1						1	
IT & People			1				1	
JAP	1						1	
JASIST			1				1	
JOC					1		1	
Journal of Business Ethics	1						1	
Journal of Business Research	1						1	
Journal of Global Information Management			1				1	
Journal of Information Technology & Teaching Cases	1						1	
Journal of IS Education					1		1	
Journal of Marketing Research	1						1	
Journal of Marketing, Journal of Service Research			1				1	
Journal of Operations Management or Production and Operations Management					1		1	
Leadership Quarterly	1						1	
Management Science	3		2		1		6	
Management Science or American Economic Review					1		1	
New Media & Society	1						1	
Organization Science	2		1		1		4	
Public Administration Review and Theory	1						1	
QJE	1						1	
Service Science			1				1	
Système d'Information et Management	1						1	
Unsure	15	10%	13	10%	20	16%	48	12%
Grand total	**147**	**100%**	**130**	**100%**	**129**	**100%**	**406**	**100%**

Table D2. First Target Journals Reported in Second Wave (14 Months after the Conference)

| Target journals	ICIS 2010		ICIS 2011		ICIS 2012		Grand total	
AIS Senior Scholars' basket of 8 journals	**27**	**63%**	**50**	**83%**	**28**	**74%**	**105**	**74%**
MISQ or *ISR*	12	28%	27	45%	18	47%	57	40%
JAIS, JMIS, ISJ, or *EJIS*	11	26%	20	33%	8	21%	39	28%
JSIS or *JIT*	4	9%	3	5%	2	5%	9	6%
Other journals	**16**	**37%**	**10**	**17%**	**10**	**26%**	**36**	**26%**
A communication journal	1						1	
A SSCI, peer-reviewed journal			1				1	
Academy of Management	1						1	
ACM Inroads			1				1	
ACM Transactions on MIS	2				1		3	
Communications of AIS			1		1		2	
Decision Support Systems	1		1		2		4	
Expert Systems with Applications			1				1	
Healthcare Related Journal	1						1	
IEEE Transactions on Engineering Management	1						1	
IEEE Transactions on Professional Communication	1						1	
IEEE Transactions on Services Computing					1		1	
Information and Management	1						1	
Information and Organization	1						1	
International Journal of Management Case			1				1	
Irish Journal of Management			1				1	
JITE: Discussion Cases	1						1	
JOC					1		1	
Journal of Empirical Legal Studies			1				1	
Journal of Information Technology Teaching Cases	1						1	
Journal of Marketing	1						1	
Journal of Marketing Research	1						1	
Management Science	1		2		2		5	
New Technology, Work and Employment					1		1	
Systèmes d'information et management	1						1	
Unsure					1	1%	1	1%
Grand total	**43**	**100%**	**60**	**100%**	**38**	**100%**	**141**	**100%**
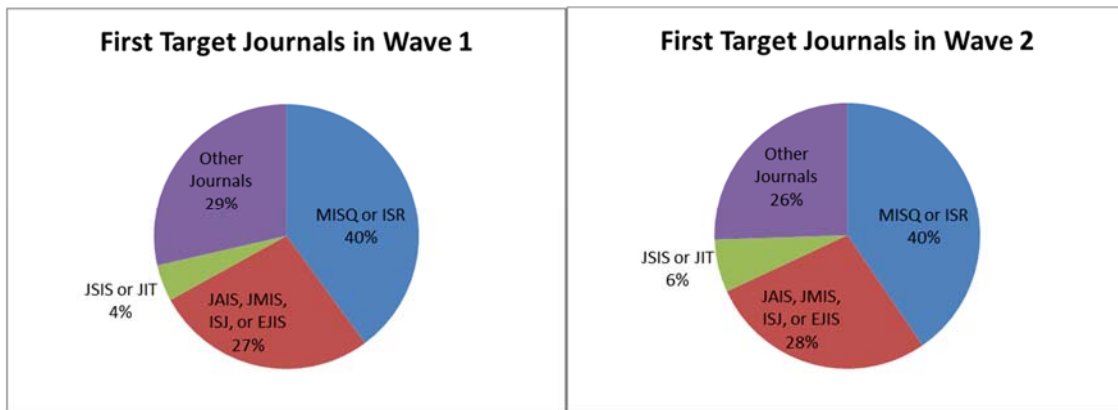
Figure D1. First Target Journals Reported in First and Second Waves
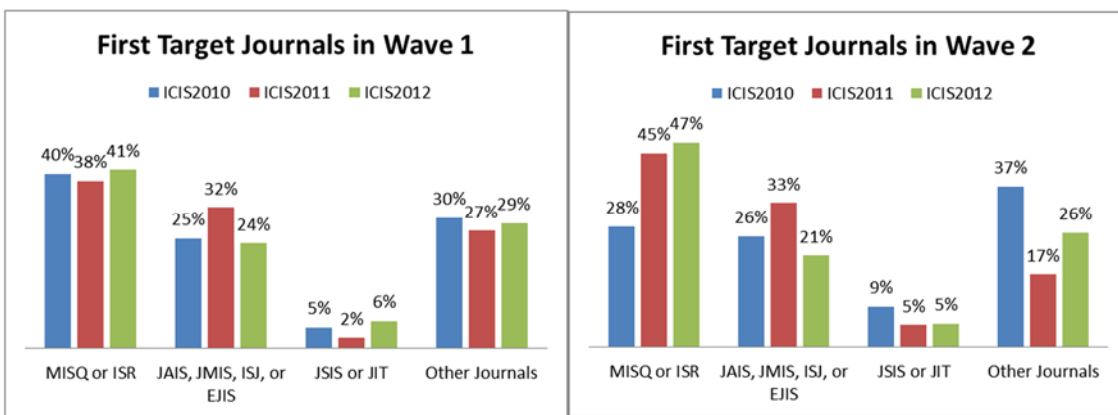

Figure D2. First Target Journals Reported in First and Second Waves By ICIS Meetings
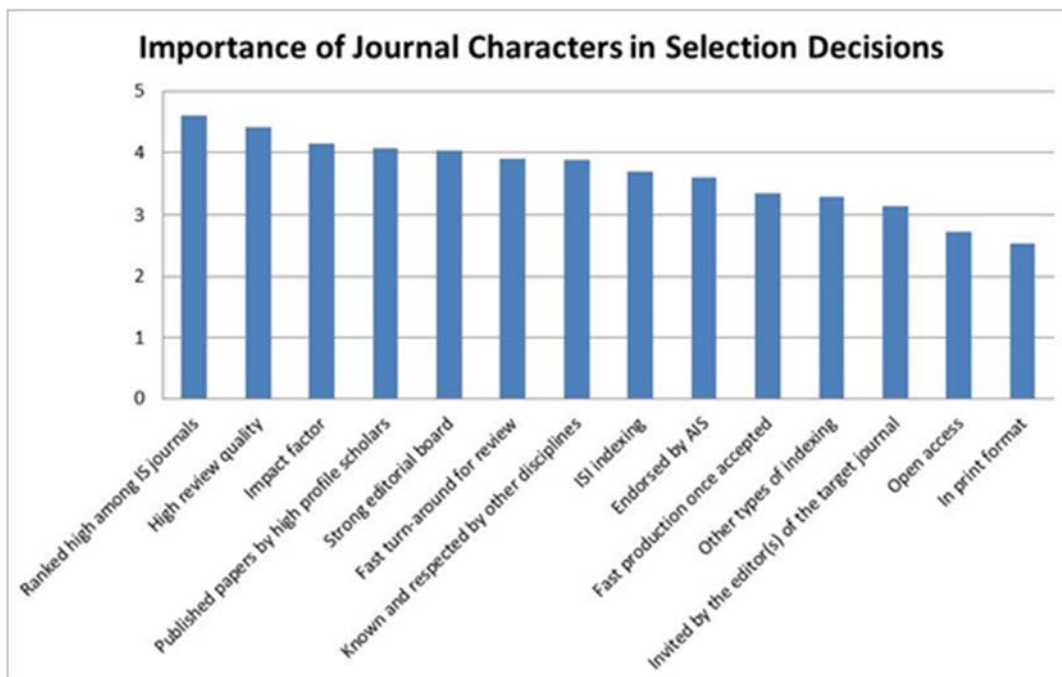

Figure D3. The Ordered Importance of Journal Characteristics for Journal Selection Decisions

Table D3. Subsequent Target Journals in Second Wave (We Allowed More than One Subsequent Journal)

Target journals	ICIS 2010		ICIS 2011		ICIS 2012		Grand total	
AIS **Senior Scholars' basket of 8 journals**	**8**	**73%**	**21**	**78%**	**13**	**68%**	**42**	**74%**
MISQ or *ISR*	3		6		7		16	
JAIS, JMIS, ISJ, or *EJIS*	3		11		6		20	
JSIS or *JIT*	2		4				6	
Other journals	**3**	**27%**	**6**	**22%**	**6**	**32%**	**15**	**26%**
A book chapter in a quality edition			1				1	
ACM Transactions on MIS	1						1	
Communications of AIS			2				2	
Decision Support Systems					1		1	
JITTA	1						1	
Management Science	1		1				2	
Organizational Research Methods journals					1		1	
Marketing journals					1		1	
Method journals					1		1	
Requirements Engineering Journal					1		1	
Organization Science			1				1	
Organization Studies					1		1	
SMJ			1				1	
Grand total	**11**	**100%**	**27**	**100%**	**19**	**100%**	**57**	**100%**

Table D4. Characteristics of Journals that may Attract Authors to Submit Post-ICIS Papers

	Mean	Std.	# responses
Ranked high among IS journals	4.61	0.82	325
High review quality	4.42	0.86	329
Impact factor	4.16	1.09	327
Published papers by high profile scholars	4.07	1.09	326
Strong editorial board	4.04	0.99	327
Fast turn-around for review	3.91	1.01	324
Known and respected by other disciplines	3.89	1.08	319
ISI indexing	3.70	1.30	323
Endorsed by AIS	3.59	1.33	322
Fast production once accepted	3.35	1.18	322
Other types of indexing	3.30	1.25	316
Invited by the editor(s) of the target journal	3.15	1.24	249
Open access	2.73	1.18	320
In print format	2.54	1.24	321

Table D5. Comments on Factors of Journal Selections

Themes of comments	Comments
Fit	"Fit for panel paper"
	"Fit with topic"
	"JAIS has a Research Methods division which fits this paper well"
	"I also look for a fit between the nature of my work and editorial policy. For example this article uses a design science approach and ACMTMIS is the only predominantly design science journal."
	"Relevance to Organizational Behavior field"
	"Relevant theme in the Special Issue"
	"Special issue on the topic"
	"Special issue targeted at my topic"
	"The most important factor is matching the topic of the paper to an appropriate journal."
	"As it was a panel, rather than a paper, I believe that CAIS is the appropriate place to submit a write up. We were not influenced by any other factors"
	"It is just the right outlet for it. Plus, I don't have a Management Science yet. Collect them all!"
	"Track record of publishing similar subject matter"
	"Prior articles on a related topic (or lack thereof)"
	"Publication of key references (supportive of the idea)"
Reputation	"Listed in FT45"
	"Part of Financial Times list"
	"Ranked in the French CNRS"
	"Community norms—*MISQ* and *ISR* are the top IS journals"
	"Departmental ranking of the journal"
	"H-index"
	"It enhances job prospects post-graduation (hopefully)!"
Relation to editors	"I am interested in engaging collaborative research projects with some of editors of the journal"
	"Personal relations to editorial board"
	"Asked a senior scholar for advise on which journal to submit to"
Invitation	"Following an invitation"
	"Invited to submit by SE"
Journal review	"Prefer a journal that typically has fewer revision cycles"
	"Acceptance rate"

Table D6. Journals that Invited Expansions

Inviting journal	# of reported invitations	# accepted	# declined/ undecided	Comments on declination
ACM Inroads	1	1		
ACM Transactions on MIS	4	2	2	"No, We planned to submit it at *Management Science."*
AIS Transactions on Human-Computer Interaction	5	3	2	"No because I was planning to try with an A-journal first. I might submit another paper somewhat related to the ICIS 2011 topic shortly." "No, because the paper is already under review at another journal."
Annals of Information Systems	1	1		
CAIS	1	1		
Database	2		2	"No, because we thought the potential was higher."
EJIS	4	3	1	"No, other priorities, chance vs. effort considerations."
IEEE Transactions on Services Computing	1	1		
ISJ	1	1		
ISR	1	1		
JAIS	3	3		
JIT Teaching Case	8	7	1	"Launching a new case studies journal for the collection of cases developed."
JIT	1		1	"No, *JIT* is not ranked very high in our school."
MISQ	2	2		
New Technology, Work and Employment	1	1		
Forgot the journal names	4		4	"No because it is not a top level journal." "No, too low impact." "No. Those are not good journals."
Total	**40**	**27**	**13**	

Appendix E: Pace of Progression for Post-Conference Journal Publication

Table E1. Estimated Number of Months Needed for Journal Submission at First Wave

Venue	Count of responses			Max # of months			Min # of months			Average # of months			Std # of Months		
Paper type	Yes	Yes/no	Total	Yes	Yes/no	Total	Yes	Yes/no	Total	Yes	Yes/no	Total	Yes	Yes/no	Total
ICIS 2010	**104**	**1**	**105**	**24.0**	**7.0**	**24.0**	**1.0**	**7.0**	**1.0**	**6.8**	**7.0**	**6.8**	**3.4**	**0.0**	**3.4**
CP	59	1	60	12.0	7.0	12.0	2.5	7.0	2.5	6.1	7.0	6.1	2.4	0.0	2.4
RIP	40		40	24.0		24.0	1.0		1.0	8.1		8.1	4.2		4.2
TCase	2		2	4.0		4.0	2.5		2.5	3.3		3.3	0.8		0.8
ICIS 2011	**85**	**3**	**88**	**18.0**	**7.0**	**18.0**	**3.0**	**6.0**	**3.0**	**6.4**	**6.3**	**6.4**	**2.7**	**0.5**	**2.6**
CP	53	2	55	12.0	7.0	12.0	3.0	6.0	3.0	6.1	6.5	6.1	2.4	0.5	2.4
RIP	31	1	32	18.0	6.0	18.0	3.0	6.0	3.0	6.9	6.0	6.9	2.9	0.0	2.9
TCase	1		1	4.0		4.0	4.0		4.0	4.0		4.0	0.0		0.0
ICIS 2012	**93**	**2**	**95**	**12.0**	**6.5**	**12.0**	**1.0**	**6.0**	**1.0**	**7.0**	**6.3**	**7.0**	**2.9**	**0.3**	**2.9**
CP	46	1	47	12.0	6.5	12.0	2.0	6.5	2.0	6.9	6.5	6.9	2.9	0.0	2.9
RIP	43	1	44	12.0	6.0	12.0	1.0	6.0	1.0	7.3	6.0	7.3	2.8	0.0	2.7
Grand total	**282**	**6**	**288**	**24.0**	**7.0**	**24.0**	**1.0**	**6.0**	**1.0**	**6.7**	**6.4**	**6.7**	**3.1**	**0.4**	**3.0**

Note:
- Yes: participants either responded with a yes or did not respond but the revision status indicated they did something to move toward a journal publication.
- Yes/no: the participants answered yes in the first wave of survey but no in the second wave, representing a change of mind. Sometimes participants provided explanations for this change.

Table E2. Estimation of Time Needed and Status Reported at Second Wave

	Papers w/ Status		Estimate of # of months needed at first wave		
Status at second wave (14 months after meeting)	#	%	Min	Max	Average
(0) Have not done anything since the conference	29	9%	1	24	8.4
(1) Still revising before first submission to a journal	98	30%	2.5	18	7.2
(2) Under review at the 1st target journal	81	24%	2.5	12	6.0
(3a) Accepted for publication at the 1st target journal	38	11%	3	6	4.3
(3b) Declined by the 1st target journal	9	3%	4	12	7.3
(4) Being revised for the 2nd target journal	19	6%	3	8	5.2
(5) Under review at the 2nd target journal	17	5%	3	9	5.8
(6a) Accepted for publication at the 2nd target journal	7	2%	Not available		
(6b) Declined by the 2nd target journal	5	2%	2	6	4.3
Blank: did not report status	29	9%	6	18	7.7
Total/average	**332**	**100%**	**3.0**	**12.6**	**6.2**

Table E3. Status of Post-ICIS CR Papers at First Wave (Three Months after the Meetings)

Stage	ICIS 2010		ICIS 2011		ICIS 2012		Total CR	
(0) Have not done anything after conference	12	13%	22	25%	25	34%	59	23%
(1) Still revising before first submission to a journal	50	53%	39	44%	33	45%	122	48%

Table E3. Status of Post-ICIS CR Papers at First Wave (Three Months after the Meetings)

(2) Under review at the 1st target journal	33	35%	27	31%	15	21%	75	29%
Total	**95**	**100%**	**88**	**100%**	**73**	**100%**	**256**	**100%**

Table E4. Status of Post-ICIS RIP Papers at First Wave

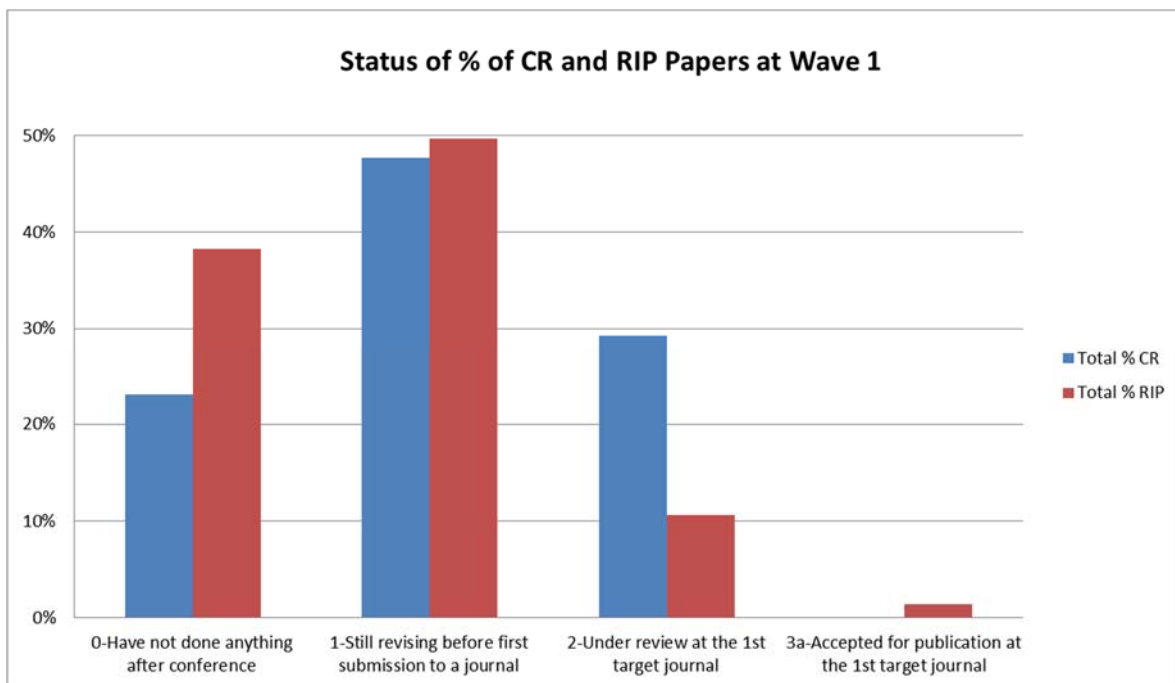| Stage	ICIS 2010		ICIS 2011		ICIS 2012		Total RIP	
(0) Have not done anything after conference	19	40%	12	29%	23	44%	54	38%
(1) Still revising before first submission to a journal	23	49%	23	55%	24	46%	70	50%
(2) Under review at the 1st target journal	3	6%	7	17%	5	10%	15	11%
(3a) Accepted for publication at the 1st target journal	2						2	1%
Total	**47**	**96%**	**42**	**100%**	**52**	**100%**	**141**	**100%**

Figure E1. Status of Complete Research and Research-in-Progress Papers at First Wave)

Table E5. Status of Post-ICIS CR Papers at Second Wave (14 months after the meetings)

Stage	ICIS2010		ICIS2011		ICIS2012		Total	
(0) Have not done anything since the conference	4	6%	4	6%	5	11%	13	7%
(1) Still revising before first submission to a journal	16	25%	18	25%	12	27%	46	26%
(2) Under review at the first target journal	18	28%	23	32%	14	31%	55	31%
(3a) Accepted for publication at the first target journal	9	14%	7	10%	5	11%	21	12%
(3b) Declined by the first target journal	4	6%	3	4%	1	2%	8	4%
(4) Being revised for the second target journal	4	6%	7	10%	4	9%	15	8%
(5) Under review at the second target journal	6	9%	4	6%	2	4%	12	7%
(6a) Accepted for publication at the second target journal	1	2%	4	6%	1	2%	6	3%
(6b) Declined by the second target journal	2	3%	1	1%	1	2%	4	2%
Total	**64**	**100%**	**71**	**100%**	**45**	**100%**	**180**	**100%**

Table E6. Status of Post-ICIS RIP Papers at Second Wave (14 months after the meetings)

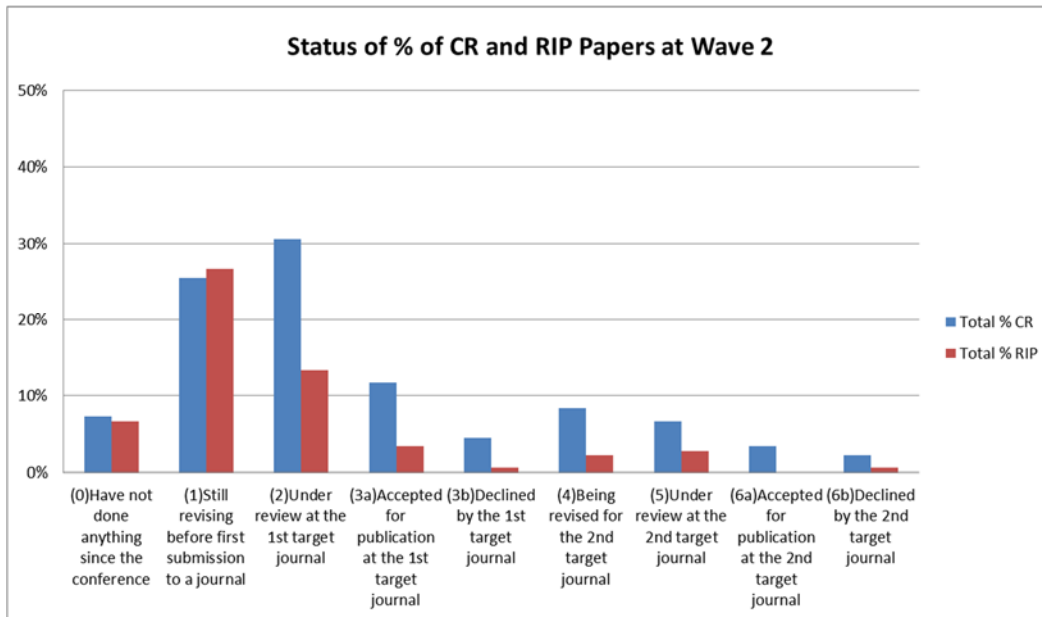| Stage	ICIS 2010		ICIS 2011		ICIS 2012		Total	
(0) Have not done anything since the conference	3	10%	6	14%	3	10%	12	12%
(1) Still revising before first submission to a journal	19	63%	16	38%	13	45%	48	48%
(2) Under review at the first target journal	3	10%	11	26%	10	34%	24	24%
(3a) Accepted for publication at the first target journal	1	3%	3	7%	2	7%	6	6%
(3b) Declined by the first target journal	1	3%		0%		0%	1	1%
(4) Being revised for the second target journal		0%	3	7%	1	3%	4	4%
(5) Under review at the second target journal	2	7%	3	7%		0%	5	5%
(6a) Accepted for publication at the second target journal		0%		0%		0%	0	0%
(6b) Declined by the second target journal	1	3%		0%		0%	1	1%
Total	**30**	**100%**	**42**	**100%**	**29**	**100%**	**101**	**100%**

Figure E2. Status of Complete Research and Research-in-Progress Papers at Second Wave

Table E7. Changes of Status of CR and RIP Papers from First to Second Wave

Stage at first wave/stage at second wave	# CR Paper	# RIP Paper	Total # Paper
(0) Have not done anything after conference	**38**	**26**	**64**
(0) Have not done anything since the conference	7	4	11
(1) Still revising before first submission to a journal	16	13	29
(2) Under review at the first target journal	6	1	7
(3a) Accepted for publication at the first target journal	1	1	2
(3b) Declined by the first target journal	1	1	2
(4) Being revised for the second target journal	1		1
(5) Under review at the second target journal	2		2
(6b) Declined by the second target journal	1	1	2
Blank: did not answer at second wave	3	5	8
(1) Still revising before first submission to a journal	**55**	**39**	**94**
(0) Have not done anything since the conference	1	3	4
(1) Still revising before first submission to a journal	25	24	49
(2) Under review at the first target journal	14	6	20
(3a) Accepted for publication at the first target journal	2	1	3
(3b) Declined by the first target journal	1		1
(4) Being revised for the second target journal	2	2	4
(5) Under review at the second target journal	5	3	8
(6b) Declined by the second target journal	1		1
Blank: did not answer at second wave	4		4
(2) Under review at the first target journal	**44**	**8**	**52**
(1) Still revising before first submission to a journal	2	5	7
(2) Under review at the first target journal	10		10
(3a) Accepted for publication at the first target journal	13	2	15
(3b) Declined by the first target journal	3		3
(4) Being revised for the second target journal	7	1	8
(5) Under review at the second target journal	4		4
(6a) Accepted for publication at the second target journal	2		2
(6b) Declined by the second target journal	2		2
Blank: did not answer at second wave)	1		1
Blank	**5**	**5**	**10**
(0) Have not done anything since the conference	1	2	3
(1) Still revising before first submission to a journal		1	1
(3a) Accepted for publication at the first target journal			
Blank: did not answer at second wave	4	2	6
Total	**142**	**78**	**220**

About the Authors

Ping Zhang is professor at Syracuse University. Her research interests include the intellectual development of information related fields; human-centeredness in ICT development, evaluation, and use; affective, cognitive, motivational and behavioral aspects of individual reactions towards ICT; and the impact of ICT design and use on individuals, organizations, societies and cultures. Her publications have appeared or are appearing in journals such as *MISQ, JAIS, IEEE ToEM, IJEC, DSS, CAIS, AIS THCI, IJHCS, IJHCI, CHB, CACM, JASIST*, among others, and in many conference proceedings. She authored the inaugural paper of the AIS research flagship journal *JAIS*, co-authored the first HCI textbook for non-CS students, and co-edited two books on HCI and MIS of the *Advances in MIS* series. She and Dennis Galletta are founding Editors-in-Chief of the first AIS transactions journal, *THCI*. In addition, she is a former guest senior editor for *MISQ*, former SE for *JAIS*, former AE for *IJHCS* and *CAIS*, on the editorial board of *JMIS*, and a guest SE of eight special issues of various journals. She is co-founder and first chair of SIGHCI. She was the first AIS Historian during the 2013 to 2016. She received her PhD in Information Systems from the Graduate School of Business Administration in the University of Texas at Austin, and MSc and BSc degrees in Computer Science from Peking University, Beijing, China.

Fred Niederman serves as Shaughnessy Endowed Professor at Saint Louis University. His PhD is from the University of Minnesota in 1990. He serves as a Department Editor for ICT on the editorial board of Project Management Journal. He additionally serves as senior editor for the *Journal of AIS*, and on the editorial boards for *DATABASE, Communications of AIS, Human Resource Management, and Journal of International Management*. His areas of research interest include philosophy of science applied to IS, IS research methods—particularly qualitative ones, effects on IS of mergers and acquisitions, global IS, IS personnel, and group collaboration and teams, especially in the project management context. He served as co-program chair for the 2010 ICIS conference in St. Louis, Missouri, has served as the first official "facilitator" for the AIS "senior scholars" and is proud to be counted as a member of the "circle of compadres" for the KMPG PhD