

KHAWAJA ASJAD SAEED

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1.0 ACADEMIC & PROFESSIONAL HISTORY

1.1 Education

Ph.D. University of South Carolina, Information Systems, USA, 2004
 M.B.A. Asian Institute of Technology, Technology Management, Thailand, 1995
 M.B.A. University of Central Punjab, Pakistan, 1993
 B.Com University of the Punjab, Accounting, Pakistan, 1991
 CISA Information Systems Audit and Control Association (ISACA), 2012

1.2 Positions Held

2014-to date: Associate Dean of Graduate Studies in Business, Wichita State University (WSU), Barton School of Business.
2015-to date: Professor, WSU, Barton School of Business, FREDS Department.
2009- 2015: Associate Professor, WSU, Barton School of Business, FREDS Department.
2004-2009: Assistant Professor, WSU, Barton School of Business, FREDS Department.
2003-2004: Instructor, University of South Carolina, Moore School of Business, Management Science Department.
1999-2003: Graduate Research and Teaching Assistant, University of South Carolina, Moore School of Business, Management Science Department.
1997 –1999: Research Associate, Lahore University of Management Sciences, Pakistan.
1995-1997: Assistant Manager Systems & Research, Mercantile Leasing Company & Mercantile Investment & Financial Advisors, Pakistan.
1992-1993: Research Assistant, University of Central Punjab (Formerly PCBA), Pakistan.

1.3 Leadership Training

Leadership Academy Fellow, WSU, Leadership Academy, 2015
 Leadership Elite, WSU, Center for Management Development, 2015

2.0 HONOR & AWARDS

- Faculty Risk Taker Award, Wichita State University, 2017.
- Faculty Fundraising Award, WSU Foundation, 2016.
- Dean’s Red Apple Award for Meritorious Service to the Barton School, 2016.
- Graduate Instructor of the Year Award, WSU, Barton School of Business, 2013.
- Visiting Faculty Grant, COMSATS Institute of Information Technology, Pakistan, 2013.
- Decision Sciences Journal Best Paper Award for Excellence in Academic Relevance and Managerial Significance, 2011.
- Barton Fellow, WSU, Barton School of Business, 2011-2013 & 2006-2008.
- Outstanding Service Award, Special Interest Group – Human Computer Interaction (SIGHCI), Association for Information Systems (AIS), 2010.
- Visiting Faculty Grant, University of the Punjab, Pakistan, Summer 2009.
- Researcher of the Year Award, WSU, Barton School of Business, 2009, 2006, 2005.
- Stan Hardy Award for the Best Paper Published in Operations Management in 2005.
- Manuscript selected as “Featured Article” on Decision Science Institute Website.
- Best Article Finalist for Excellence in Academic Relevance and Managerial Significance, Decision Sciences Journal, 2005.
- Best Reviewer Award, 4th Annual Pre-International Conference on Information Systems (ICIS) Workshop on HCI Research in MIS, 2005.
- Member of the Best Paper Selection Committee, 4th Annual Pre-ICIS Workshop on HCI Research in MIS, 2005.
- Participant in International Conference for Information Systems (ICIS) 2003 Doctoral Student Consortium. (Participation is competitive. 40 students are selected from around the world to participate in the consortium).
- Scholastic Achievement Prize for Getting the Highest Grade Point Average in the class at Punjab College of Business Administration, University of Central Punjab.

3.0 PUBLICATIONS

Peer-reviewed Journal Publications	: 22
Peer-reviewed Conference papers	: 14
Conference Presentations	: 3
Invited Book Chapters	: 1
H-Index	: 16
Total Citations	: 1764
Number of Papers with 10 or more Citations	: 19
Working in Progress Projects	: 4
Practitioner Articles & Industry Reports	: 7

3.1 Peer-reviewed Journals

- Saeed K, A., (2018). Mobile Services as a Means to Control: An Empirical Assessment, *Journal of Computer Information Systems*, (Forthcoming).
- Saeed K, A., Malhotra, M., & Abdinnour, S. (2018). How Supply Chain Architecture and Product Architecture Choices Impact Firm Performance: An Empirical Examination, *Journal of Purchasing and Supply Management*, (Forthcoming).
- Abdinnour, S. and Saeed K, A. (2015). A Longitudinal Assessment of User Perceptions towards Enterprise Resource Management (ERP) System, *Journal of Enterprise Information Management*, 28(2), 243-259.
- Mi, A., Barut, M., and Saeed, K. A., (2014). The Role of Uncertainty Stemming from Product Monetary Values in Online Auctions: The Case of Search Goods, *International Journal of Electronic Commerce*, 19(1), 65-98.
- Saeed, K. A. and Abdinnour, S. (2013). Understanding Post Adoption IS Usage Stages: An Empirical Assessment of Self Service Information Systems”, *Information Systems Journal*, 23(3), 214-244.
- Saeed, K.A. and Shaikh, S. (2012). MCB: Implementation of Symbols Project, *Asian Journal of Management Cases*, 9(2), 99-114.
- Saeed, K. A. (2012). Evaluating the Value of Collaboration Systems in Collocated Teams: A Longitudinal Analysis, *Computers in Human Behavior*, 28(2), 552-560.
- Saeed, K., A. Malhotra, M., K. and Grover, V. (2011). Inter-Organizational System Characteristics and Supply Chain Integration: An Empirical Assessment, *Decision Sciences Journal*, 42(1), 7-40. **(Decision Sciences Journal Best Paper Award for 2011)**
- Saeed, K. A. Grover, V. Kettinger, W. J. and Guha, S. (2011). Exploring Organizational Interventions for Successful Implementation of Customer Relationship Management System Projects, *Database for Advances in Information Systems*, 42(2), 9-31. **(Nominated for the Best IS Publication of 2011)**
- Saeed, K. A. Abdinnour, S. Lengnick-Hall, M. and Lengnick-Hall, C. (2010). Examining the Pre-Implementation Expectations and Post-Implementation Use of Enterprise Systems: A Longitudinal Study, *Decision Sciences Journal*, 41 (4), 659-688.
- Mi, A. and Saeed, K. A. (2009). Promoting User Involvements in Continuous Software Development: A Case of Error Reporting System, *Communications of the ACM*, 52(9), 113-117.
- Saeed, K. A., and Abdinnour, S. (2008). Examining the Effects of Information System Characteristics and Perceived Usefulness on Post Adoption Usage of Information Systems, *Information & Management*, 45(6), 376-386.
- Saeed, K. A. and Mi, A. (2008). To Send or Not to Send: An Empirical Examination of Error Reporting Behavior, *IEEE Transactions on Engineering Management*, 55(3), 455-467.
- Grover, V. and Saeed, K. A. (2007). Examining the Impact of Product, Market, and Relationship Characteristics on Inter-Organizational System Integration in Manufacturer-Supplier Dyads, *Journal of Management Information Systems*, 24(4), 185-216.

- Saeed, K. A. Grover, V. and Hwang, Y. (2005). The Relationship of E-Commerce Competence to Customer Value and Firm Performance: An Empirical Investigation. *Journal of Management Information Systems*, 22(1), 223-256.
- Saeed, K. A. Malhotra, M. K. and Grover, V. (2005). Examining the Impact of Inter-organizational Systems on Process Efficiency and Sourcing Leverage in Buyer Supplier Dyads. *Decision Sciences Journal*, 36(3), 365-396. **(Stan Hardy Award for the Best Paper Published in Operations Management in 2005)**
- Grover, V., and Saeed, K. A., (2004). Strategic Orientation and Firm Performance of Internet Based Businesses. *Information Systems Journal*, 14(1), 23-42.
- Grover, V. and Saeed, K. A. (2003). The Telecommunication Industry Revisited: The Changing Pattern of Partnerships. *Communications of the ACM*, 46(7), 119-125.
- Saeed, K. A. Grover, V. and Hwang, Y. (2003) Creating Synergy through a Click and Mortar Approach. *Communications of the ACM*, 46(12), 206-212.
- Saeed, K. A. Hwang, Y. and Yi, M. Y. (2003). Toward an Integrative Framework for Online Consumer Behavior Research: A Meta-Analysis Approach. *Journal of End User Computing*, 15(4), 1-26.
- Saeed, K. A. and Leitch, R. (2003). Controlling Sourcing Risk in Electronic Marketplaces, *EM-Electronic Markets*, 13(2), 61-68.
- Saeed, K. A. Grover, V. and Hwang, Y. (2002-3). Investigating the Impacts of Web Site Value and Advertising on Firm Performance in Electronic Commerce. *International Journal of Electronic Commerce*, 7(2), 121-143.

3.2 Edited Book Chapter

- A Meta-Analysis Approach toward the Development of an Integrative Framework for Online Consumer Behavior Research. Saeed, K. A., Hwang, Y., and Yi, M. Y., In *Advanced Topics in End User Computing*, 3, Edited: M.A. Mahmood, Idea Group Publishing, Hershey, PA, 2004, 64-95.

3.3 Conference Proceedings and Presentations

- Saeed, K. A. & Xu, D. (2018). An Exploratory Study of Information Systems Usage Profiles from a Longitudinal Perspective, 28th Pre-ICIS workshop on Adoption and Diffusion of Information Technology, San Francisco, CA, USA.
- Asaduzzaman, A. Mitra, P. Chidellam, K. K. Saeed, K. A. Cluff, K. & Mridha, M. F. (2017). A Novel Technique to Analyze Mammography Images for Breast Cancer Treatment, 4th International Conference on Advances in Electrical Engineering (ICAEE), Dhaka, Bangladesh.
- Krishina, N. Saeed, K. A. & Xu, D. (2015). Design and Evaluation of a Network-Monitoring System, International Conference on Information Systems (ICIS), Fort Worth, Texas, USA.
- Saeed, K. A. (2013). Perceived Financial Control and Acceptance of Mobile Banking Services: An Empirical Assessment, 19th Americas Conference on Information Systems (AMCIS), Chicago, IL, USA.
- Saeed, K. A. (2012). Implementation of Symbols Project at MCB Limited. 1st AJMC International Case Conference, Lahore University of Management Sciences (LUMS), Lahore, Pakistan.

- Saeed, K. A. (2011). Understanding the Adoption of Mobile Banking Services: An Empirical Assessment, 17th Americas Conference on Information Systems (AMCIS), Detroit, MI, USA.
- Saeed, K. A. (2010). Examining the Value of Collaboration Systems in Collocated Teams: A Longitudinal Analysis, 16th Americas Conference on Information Systems, (AMCIS), Lima, Peru.
- Muthitachoen, A. & Saeed, K. A. (2008). Revisiting Buyer Bidding Strategy on Online Auctions: A Case of eBay, WeB 2008: The 7th Workshop on e-Business, Paris, France.
- Abdinnour, S. & Saeed, K. A. (2008). Comparison of User Perceptions in the Pre and Post ERP Implementation Stages, 7th Annual pre-ICIS Workshop on HCI Research in MIS, Paris, France.
- Lengnick-Hall, M. Lengnick-Hall, C. Saeed, K. A. & Abdinnour, S. (2006). Effect of Pre-Implementation Expectations and Post-Implementation Usage of ERP on Shared Understanding: A Longitudinal Study, Academy of Management Annual Meeting, Atlanta, Georgia, USA.
- Abdinnour, S. & Saeed, K. A. (2006). Examining Post-Adoption Usage: Conceptual Development and Empirical Assessment, 12th Americas Conference on Information Systems (AMCIS), Acapulco, Mexico.
- Abdinnour, S. & Saeed, K. A. (2006). Measuring Supply Chain Agility, Production and Operations Management International Conference, Shanghai, China.
- Saeed, K. A. & Muthitachoen, A. (2005). It is that Dreaded Error Report: An Empirical Assessment of Error Reporting Behavior, 4th Annual Pre-ICIS Workshop on HCI Research in MIS, International Conference of Information Systems (ICIS), Las Vegas, Nevada, USA.
- Saeed, K. A. Yi, M. Y. & Hwang, I. (2005). Website Intelligence: Conceptual Development and Empirical Assessment, 11th Americas Conference on Information Systems (AMCIS), Omaha, Nebraska, USA.
- Saeed, K. A. & Hwang, Y. (2002). Online Consumer Behavior: A Literature Review, 33rd Annual Meeting of Decision Science Institute (DSI), San Diego, California, USA.
- Hassan, S. Z. & Saeed, K. A. (1999). Understanding IT Effectiveness ~ An Empirical Approach, Thirtieth-Second Hawaii International Conference on System Sciences (HICSS-32), Hawaii, USA.
- Hassan, S. Z. & Saeed, K. A. (1998). Framework for Understanding the Factors that Influence IT Utilization Process, 9th International Conference of the Information Resources Management Association, Boston, Massachusetts, USA.
- Hassan, S. Z. & Saeed, K. A. (1998). Technology Choice issues in SMEs in Pakistan, Seventh Annual World Business Congress conducted by International Management Development Association (IMDA), Santo Domingo, Dominican Republic.

3.4 Research in Progress

- Understanding Diffusion of Information Systems Based Services: Evidence from Mobile Banking Services. (Manuscript Complete)
- How to Enhance Supply Chain Agility through Information Systems Artifacts and Process Standardization? An Empirical Assessment. (Manuscript Preparation in Progress)
- Examining the Post-Adoption Usage of Mobile Services: An Empirical Assessment. (Data Analysis)
- Assessment of Dashboard Design Effectiveness in Network Monitoring Context (Data Collection)

3.5 Practitioner Articles & Industry Reports

- Review of the Software Industry in Pakistan, Lahore University of Management Sciences, 1999.
- Use of Telecommunications Technologies in SME in Pakistan, Lahore University of Management Sciences, 1999.
- Marble Industry in Pakistan, Lahore University of Management Sciences, 1998.
- Understanding IT Use in the Travel Agents Industry, Lahore University of Management Sciences, 1998.
- Understanding Technology Choice Decision in SMEs: A Case of Auto Suppliers, Lahore University of Management Sciences, 1998.
- Textile Industry in Pakistan. Pakistan and Gulf Economist, March 14, 1997.
- Management of Technology “New Concept in Management Studies”. Pakistan and Gulf Economist, June 7, 1996.

3.6 Student Advising

- Sumanth Hallegiri, Master’s Thesis: Title: Voice, Video, and Data Convergence of Home Networking Applications, Department of Electrical Engineering and Computer Science, WSU, Committee Member. (Complete)
- Nithin Krishna, Master’s Thesis: Assessing the Effectiveness of Dashboard Design in Network Monitoring Systems. Department of Electrical Engineering and Computer Science, WSU, Committee Member. (Complete)
- Jiang Chunping, PH.D. Thesis: Reducing Online Consumer Uncertainty Perception in E-commerce, Department of Information Systems, City University of Hong Kong, (External Reviewer / Committee Member). (Complete)
- Nafia Malik, Master’s Thesis: Disclosure Risk Measurement of Anonymized Datasets after Probabilistic Attacks, Department of Electrical Engineering and Computer Science, WSU, External Committee Member. (Complete)
- Pratik Gorasia: Independent Study Project: Mobile Application for Citizen Request and Reporting, Department of Electrical Engineering and Computer Science, WSU, Supervisor. (Complete) * **This project was highlighted in Progress 2014: Education section of Wichita Eagle (March 2, 2014).**
- Arsala Khan, Master’s Thesis: “Personality Development and Career Progression of Madrassa Protege within Provincial capital of Punjab”, Management Science Department, COMSATS Institute of Information Technology, Pakistan, External Committee Member, (Complete)
- Ms. Iqra Abdullah, Master’s Thesis: Effect of Big Five Personality Model on Employees Job Performance considering the Mediating Role of Employees Behavior and Attitudes: A Study on Banking Sector of Pakistan, Management Science Department, COMSATS Institute of Information Technology, Pakistan, External Committee Member. (Complete)
- Ashwini Mysur, Directed Study Project: Benchmarking Conversion Rates, Barton School of Business, WSU, Supervisor. (Complete)

- Maria Higuera, Master's Thesis: Comprehending Complexity in Big Data: A Case Study, Department of Electrical Engineering and Computer Science, WSU, Committee Member. (Complete)
- Sener Abdurrezzek, Ph.D. Thesis: Information Usage and Information Flow Theory for Supply Chains, Department of Industrial, Systems, and Manufacturing Engineering, WSU, External Committee Member. (Complete)
- Hoeren Wang, Master's Thesis: What Makes Bugs Get Fixed in Open Source Software? A Replication Study and a Text Based Approach, Department of Electrical and Computer Science, WSU, Committee Member. (Complete)
- Jesscia Biarnes, Directed Study Project: Using Gamification to Reduce Fall Rates at a Senior Living Facility, Supervisor, (Complete)
- Alok Dand, Ph.D. Thesis: Predicting Airline Delays. Department of Industrial, Systems, and Manufacturing Engineering, WSU, Co-Supervisor, (On-going).

4.0 FUNDING & GRANTS

- High Touch Ted Cary Memorial Scholarship, \$10,000 per year since 2010.
- Mobile App Camp, \$5000 per year since 2014.
- Off-shoring to India – An Efficiency Analysis, NetApp.
- WSU Summer Grant 2005, 2007, 2008, 2009, 2010, 2011, and 2014, \$8000 per year.
- Cloud Computing Simplified, Center for Management Development, Barton School of Business.
- Business Intelligence Training at AgVantis, Office of Workforce, Professional, & Community Education, Wichita State University.
- Kansas Manufacturing Network Grant to Study the Supply Chain and Manufacturing Practices in Companies around Kansas.
- Consulting Project with Conco Construction (Server Assessment and Payroll Process).
- Consulting Project with Med-Ped Clinic of Wichita (Electronic Medical Records).
- Consulting Project with WSU (Center for Economic Development and Business Research: IKE Project).

5.0 SERVICE

5.1 Profession

- Associate Editor, International Conference on Information Systems (ICIS) 2015 – IT Implementation, Adoption, and Use Track (Fort Worth, Texas).
- Grant Review: The role of augmented reality in supply chain management, Netherlands Organization for Scientific Research (NWO), Division for Social Sciences. (2014).
- Associate Editor, International Conference on Information Systems (ICIS) 2014 – HCI Track (Auckland, New Zealand).
- Track Co-Chair (HCI): 20th Americas Conference on Information Systems, Savannah, GA, 2014.

- Track Co-Chair (HCI): 19th Americas Conference on Information Systems, Chicago, IL, 2013.
- Track Co-Chair (HCI): 18th Americas Conference on Information Systems, Seattle, WA, 2012.
- Advisory Board Member: Special Interest Group – Human Computer Interaction, Association for Information Systems, 2011-2014.
- Associate Editor: AIS Transactions for Human Computer Interaction, Association for Information Systems.
- Past-Chair: Special Interest Group – Human Computer Interaction (SIG-HCI), Association for Information Systems, 2010-2011.
- Chair: Special Interest Group – Human Computer Interaction (SIG-HCI), Association for Information Systems, 2009-2010.
- Chair-Elect: Special Interest Group – Human Computer Interaction (SIG-HCI), Association for Information Systems, 2008-2009.
- Program Co-Chair: The Seventh Annual Pre-ICIS Workshop on HCI Research in MIS, 2008, Paris, France.
- Program Co-Chair: The Sixth Annual Pre-ICIS Workshop on HCI Research in MIS, 2007, Montréal, Québec, Canada.
- Program Co-Chair: The Fifth Annual Pre-ICIS Workshop on HCI Research in MIS, 2006, Milwaukee, MN, USA.
- Member Program Committee: Eight World Congress on Management of e-Business, 2007, Toronto, Ontario, Canada.
- Associate Editor, International Conference of Information Systems (ICIS) 2007 – HCI Track, 2007, Montréal, Canada.
- Member Program Committee: The Fourth Annual Pre-ICIS Workshop on HCI Research in MIS, 2005, Las Vegas, NV, USA.
- Member Program Committee: The Third Annual Pre-ICIS Workshop on HCI Research in MIS, 2004, Washington D.C., USA.
- Member Program Committee: Seventh World Congress on Management of e-Business, 2006, Halifax, Nova Scotia, Canada.
- Member Program Committee: Pacific Asia Conference on Information Systems (PACIS), 2006, Kuala Lumpur, Malaysia.
- Member Organizing Committee, National Multi-Topic Conference (INMIC' 98) on Information Technology held at Lahore University of Management Sciences (LUMS) organized by LUMS and IEEE (Pakistan Section), 1998.
- Reviewer: MIS Quarterly, Journal of Association for Information Systems, Decision Sciences Journal, Journal of Management Information Systems, International Journal of Human-Computer Studies, IEEE Transactions on Engineering Management, Decision Support Systems, Journal of Electronic Commerce Research, International Journal of Electronic Commerce, Production and Operations Management, Information Systems Journal, European Journal for Information Systems, DATABASE for Advances in Information Systems, International Journal of Production Economics, International Journal of Business and Systems Research, AIS Transactions on Human-Computer

Interaction, Information Systems Management, International Journal of Information Management, Asian Journal of Management Cases, Journal of Services Marketing, & Decision Support Systems.

5.2 Wichita State University and Barton School of Business

- Faculty Mentor, Summer Research Institute, Honors College, WSU.
- Member Strategic Planning Committee, WSU.
- Member Graduate Council, WSU.
- Member University Research Council, WSU.
- Member Graduate School Dean Search Committee, WSU.
- Member Associate Dean Search Committee, Honors College, WSU.
- Director Intercollegiate Athletics Association, WSU.
- Member Business Analytics Taskforce, Barton School of Business, WSU.
- Member Strategic Planning Committee, Barton School of Business, WSU.
- Member Barton Scholarship Committee, Barton School of Business, WSU.
- Member Graduate Programs Committee, Barton School of Business, WSU.
- Member Website Update Taskforce, Barton School of Business, WSU.
- Member Teaching Awards Committee, Barton School of Business, WSU.
- Member Committee on Revision of Information Systems Curriculum, FREDS Department, Barton School of Business, WSU.

5.3 Wichita Community

- Director: Meritrust Technologies Strategies LLC, Wichita, Kansas.
- Member Supervisory Committee: Meritrust Credit Union, Wichita, Kansas.
- Member Information Technology Committee: Meritrust Credit Union, Wichita, Kansas.
- Member Technology Alliance, Wichita Metro Chamber of Commerce and Workforce Alliance.
- Member BREG Cluster for Data Services and Information Technology.