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## Hugh J. Watson

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### Education

Ph.D. in Management, Florida State University, 1969  
M.B.A. in Management, Florida State University, 1966  
B.S. in Electrical Engineering, Purdue University, 1965

### Employment History

#### (Academic)

1987 - : C. Herman and Mary Virginia Terry Chair of Business  
Administration; University of Georgia  
2013 Visiting Professor, University of Sydney  
1998 : Eminent Visiting Scholar, City University of Hong Kong  
1992 : Visiting Professor; University of Lyon, France  
1979 -: Professor of MIS; University of Georgia  
1974 - 1979: Affiliate Faculty Member; Japan-America Institute of  
Management Science, Hawaii  
1974 - 1979: Associate Professor of MIS; University of Georgia  
1973 - 1974: Visiting Assistant Professor of Quantitative Methods;  
University of Hawaii  
1970 - 1973: Assistant Professor of MIS; University of Georgia  
1967 - 1970: Instructor of Quantitative Methods; Florida State  
University  
1966 - 1967: Teaching Assistant in Management; Florida State University

#### (Industry)

1965 : Engineer; Sperry Rand Corporation; Huntsville, Alabama

1964 : Engineer; Brown Engineering Company; Huntsville, Alabama  
1963 : Engineer; Zeus Project Office, Army Missile Command;  
Huntsville, Alabama  
1962 : Engineer; Supply and Maintenance Directorate, Army Missile  
Command; Huntsville, Alabama

## **Teaching History**

I have taught courses ranging from introductory courses with over 300 students, to MBA courses, to doctoral research seminars. Currently teach information systems, but have also taught production/operations management, management science, statistics, and management. Have a career average of over 4.7 (on a five-point scale) on student evaluations. I have supervised 30 doctoral dissertations.

## **Membership in Professional Societies**

Association for Information Systems  
The Data Warehousing Institute

## **Honors and Awards**

Hugh J. Watson Teradata University Network Award  
Florida State University Distinguished Ph.D. Alumni Award  
Fellow, Association for Information Systems  
Society for Information Management Paper Competition, 2004, Third Place  
Fellow, The Data Warehousing Institute  
Society for Information Management Paper Competition, 2000 Honorable Mention  
Society for Information Management Paper Competition, 1999 First Place  
Society for Information Management Paper Competition, 1993 First Place  
Society for Information Management Paper Competition, 1986 Second Place  
Terry College of Business Public Service Award  
Terry College of Business Distinguished Research Award  
Department of Management Outstanding Researcher Award  
Alpha Kappa Psi Distinguished Teaching Award  
Beta Gamma Sigma (Business Scholastic Honorary)  
Eta Kappa Nu (Electrical Engineering Scholastic Honorary)  
Kappa Delta Rho National Scholar (National Scholastic Honorary)  
Phi Beta Delta (International Scholars Honorary)  
Phi Kappa Phi (National Scholastic Honorary)  
Sigma Iota Epsilon (Management Scholastic Honorary)

## University Activities

Director of MIS Programs  
Director of End User Computing Research Center  
Beta Gamma Sigma Faculty Advisor  
Terry College of Business Graduate Program Committee  
Terry College of Business Dean Search Committee  
Terry College of Business Chaired Professors Appointment Committee, Chairman  
Terry College of Business Promotion and Tenure Committee, Chairman  
Terry College of Business Building Committee, Chairman  
Terry College of Business PriceWaterhouseCoopers MBA Committee, Chairman  
Terry College of Business Undergraduate Curriculum Committee  
Terry College of Business Faculty Concerns Committee, Chairman  
Terry College of Business Data Processing Users Committee  
Terry College of Business Executive Committee  
Terry College of Business Library Committee  
University of Georgia MIS Industry Advisory Board, Chairman  
University Promotion and Tenure Committee  
University Semester Conversion Committee  
University Mission Statement Committee  
University Committee on the Use of Information Technology in Instruction  
University Council Research Foundation Committee  
University State-of-the Art Conference Committee  
University Faculty Research Grant Committee  
University Campus Information Technology Forum  
University Study in a Second Discipline Committee  
University Mathematics Evaluation Committee  
University Graduate Programs Evaluation Committee  
University Committee for Instruction Evaluation

## Prestigious Activities

Senior Editor, *Business Intelligence Journal*, 2003 – present  
Senior Advisory Board, *Communications of AIS*, 2004 – present  
Board of Editors, *Journal of Management Information Systems*, 1991- present  
Associate Editor, *International Journal of Social and Organizational Dynamics in Information Technology*, 2009-present  
Editorial Board, *International Journal of Global Logistics and Supply Chain Management*, 2005- present  
Associate Editor, *Journal of Information Science and Technology*, 2003 – present  
Editorial Board, *Inside 1 to 1 Strategy*, 2002 – present  
Series Editor for John Wiley & Sons' Computers and Management Information Systems Information series, 1983 - 2013

Board, SIG DSS, Association for Information Systems, 2002 – 2008  
Editorial Board, *Information Systems and e-Business Management*, 2001- present  
Board of Editors, *International Journal on Information Systems*, 2001- present  
Board of Editors, *Journal of Applied Quality Management*, 1996 – present  
Editorial Board, *Information Systems and e-Business Management*, 2001- present  
Board of Editors, *International Journal on Information Systems*, 2001- present  
Board of Editors, *Journal of Applied Quality Management*, 1996 – present  
Advisory Editor, *Journal of Global Information Technology Management*, 1992- present  
Advisory Editor, *Journal of Global Information Technology Management*, 1992- 2008  
Board of Editors, *Quarterly Journal of Business and Economics*, 1991- 2008  
Senior Director, Teradata University Network, 2001- 2008  
Editorial Board, *International Journal of Advanced Media and Communications*, 2002 -  
2008  
Executive Committee, Americas Conference on Information Systems, 1999  
Associate Editor, *Communications of AIS*, 1998- 2003  
Executive Committee, International Conference on Information Systems, 1998- 2000  
Executive Council, Association for Information Systems, 1998- 2000  
Senior Editor, *Journal of Data Warehousing*, 1996 - 2003  
Program Chair, Association for Information Systems Conference, 1995  
Associate Editor, *Cycle Time Research*, 1995 - 1999  
Associate Editor, *Decision Sciences*, 1990-1993  
Advisory Editor, *International Information Systems*, 1990-1992  
Conference Chair, DSS-90  
Information Systems Departmental Editor (Acting), *IIE Transactions*, 1983  
Executive Council of Decision Sciences Institute, 1981-1982  
Editorial Review Board, *Journal of Management*, 1978-1979

## **Grants**

I was a principal author of a grant proposal to IBM Corporation which resulted in a \$1,000,000 cash grant for education in the management of information systems. The grant also included \$1,000,000 in hardware and over \$2,000,000 in software.

Software grants from Comshare, Pilot, Seagate Software and others with a market value of \$500,000.

## **Invited Presentations**

Southern Association for Information Systems, 2012 (Keynote address)  
Deloitte's Analytics Symposium, 2010  
Washington State University, 2010  
The Data Warehousing Institute, 2010  
BI Congress, 2009 (Keynote address)  
Information Technology Interfaces, 2009 (Keynote address)

Florida State University, 2009  
The Data Warehousing Institute, 2008  
Appalachian State University, 2006  
Xavier University, 2005  
University of South Florida, 2005  
Oklahoma State University, 2005  
The Data Warehousing Institute, 2005  
Teradata Partners Users Group Conference, 2004  
MIT Enterprise Forum, 2004  
Mississippi State University, 2004  
International Symposium on Research Methods, 2003  
University of Alabama, Huntsville, 2003  
Teradata Partners Users Group Conference, 2002  
University of Cincinnati, 2001  
Teradata Partners Users Group Conference, 2001  
University of Virginia, 1999  
Emory University, 1999  
Arizona State University, 1998  
The Data Warehousing Institute, 1998  
The Data Warehousing Institute, 1997  
Holos User Group, 1997  
The Data Warehousing Institute, 1997  
Business Technology Alliance, 1996  
Federal University, Rio de Janeiro, 1996  
The Data Warehousing Institute, 1996  
International Institute for Applied Systems Analysis, 1995  
The Data Warehousing Institute, 1995  
University of Central Florida, 1994  
Memphis Chapter of the Society for Information Management, 1994  
University of Memphis, 1994  
Greenville, S.C. Data Processing Management Association, 1994  
University of South Florida, 1993  
The EIS Institute, 1993  
Atlanta CASE Users Group, 1992  
The EIS Institute, 1992  
International Conference on Information Systems, 1992  
The University of North Texas, 1992  
The Advanced EIS Institute, 1991  
The EIS Institute, 1991  
Atlanta Chapter of the Association for Systems Management, 1991  
The EIS Institute, 1990  
IBM MoIS Grant School Conference, 1990  
Association for System Management, 1990  
Hawaii Information Systems Roundtable, 1990  
Deloitte & Touche, 1990

IBM/USC Business Computing Conference, 1989  
University of South Florida, 1989  
Cleveland Foundation MIS Program at Miami of Ohio University, 1989  
IBM, USA, 1989  
IBM, Australia, 1989  
Australian Share Guide Conference, 1989  
National University of Singapore, 1989  
AACSB MIS Faculty Development Institute at The University of Minnesota, 1989  
Georgia State University, 1989  
The Diebold Group, 1988  
IBM MoIS Grant School Conference, 1988  
AACSB MIS Faculty Development Institute at The University of Minnesota, 1988  
AACSB MIS Advanced Faculty Development Institute at Indiana University, 1988  
Memphis State University, 1988  
IBM MoIS Grant School Conference, 1987  
Indiana University, 1987  
Canisius College, 1987  
University of South Florida, 1987  
AACSB MIS Faculty Development Institute at The University of Minnesota, 1987  
AACSB MIS Advanced Faculty Development Institute at Indiana University, 1987  
University of Arizona, 1987  
Claremont Graduate School, 1987  
DSI Doctoral Consortium, 1986  
Atlanta Chapter of the Society for Information Management, 1985  
AIDS Doctoral Consortium, 1984  
Society for Information Management, 1984  
Atlanta Chapter of the Association for Systems Management, 1984  
Urban and Regional Information Systems Association, 1984  
Academy of Management Doctoral Consortium, 1983  
Atlanta Chapter of the Institute of Management Sciences, 1983  
Atlanta Chapter of the Planning Executives Institute, 1982  
University of Alabama at Huntsville, 1982  
JAIMS Japanese Executive Seminar, 1974  
Hawaii Data Processing Management Association, 1974  
Hawaii Society of Corporate Planners, 1974  
Society for Management Information Systems, 1972  
University of Michigan Faculty Summer Program in Computing, 1972

## **Webinars**

Teradata University Network, 2013  
Association for Information Systems, 2011  
The Information Management Forum, 2011

## **Papers Presented at Professional Meetings**

MIS Leadership Conference, 2015  
SBAA Southern Educator's Workshop, 2015  
America's Conference on Information Systems, 2014  
America's Conference on Information Systems, 2012  
SBAA Southern Educator's Workshop, 2013  
SBAA Southern Educator's Workshop, 2011  
Americas Conference on Information Systems, 2009  
European Conference on Information Systems, 2007  
Hawaii International Conference on System Sciences, 2007  
Americas Conference on Information Systems, 2006  
Americas Conference on Information Systems, 2003  
Americas Conference on Information Systems, 2001  
Americas Conference on Information Systems, 1996  
IFIP: DSS, 1992  
Hawaii International Conference on System Sciences, 1992  
Hawaii International Conference on System Sciences, 1990  
Decision Support Systems - 89, 1989  
Hawaii International Conference on System Sciences, 1989  
INTEC Symposium on Systems Analysis and Design, 1988  
National DSI, 1986  
Hawaii International Conference on System Sciences, 1986  
International Conference on Information Systems, 1984  
Hawaii International Conference on System Sciences, 1984  
National AIDS, 1982  
Southeastern TIMS, 1982  
Southern Management Association, 1982  
Hawaii International Conference on System Sciences, 1982  
National AIDS, 1980  
North American Simulation and Gaming Association, 1979  
Southeastern TIMS, 1979  
National AIDS, 1978  
Academy of Management, 1977  
Hawaii International Conference on System Sciences, 1977  
Southern Management Association, 1976  
National AIDS, 1976  
National ORSA/TIMS, 1975  
Southern Management Association, 1975  
National AIDS, 1975  
Southeastern TIMS, 1975  
Southeastern TIMS, 1973  
Southeastern AIDS, 1973

Southeastern TIMS, 1972  
Southeastern AIDS, 1971

## **Other Activities in Professional Organizations**

Hawaii International Conference on System Sciences, 2018 (Organizational Systems and Technology Track Chair)  
Hawaii International Conference on System Sciences, 2017 Doctoral Consortium  
Hawaii International Conference on System Sciences, 2017 (Organizational Systems and Technology Track Chair)  
Hawaii International Conference on System Sciences, 2016 (Organizational Systems and Technology Track Chair)  
Hawaii International Conference on System Sciences, 2015 (Organizational Systems and Technology Track Chair)  
The Data Warehousing Institute, 2014 (Best Practices Competition Judge)  
Hawaii International Conference on System Sciences, 2014 (Organizational Systems and Technology Track Chair)  
The Data Warehousing Institute, 2013 (Best Practices Competition Judge)  
Hawaii International Conference on System Sciences, 2013 (Organizational Systems and Technology Track Chair)  
The Data Warehousing Institute, 2012 (Best Practices Competition Judge)  
Hawaii International Conference on System Sciences, 2012 (Organizational Systems and Technology Track Chair)  
Teradata EPIC Awards, 2011 (Competition Judge)  
The Data Warehousing Institute, 2011 (Best Practices Competition Judge)  
Hawaii International Conference on System Sciences, 2011 (Organizational Systems and Technology Track Chair)  
The Data Warehousing Institute, 2010 (Best Practices Competition Judge)  
Hawaii International Conference on System Sciences, 2010 (Organizational Systems and Technology Track Chair, Session Chair, BI, Data Warehousing, and Information Logistics Minitrack Co-Chairman)  
The Data Warehousing Institute, 2009 (Best Practices Competition Judge)  
Hawaii International Conference on System Sciences, 2009 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, BI, Data Warehousing, and Information Logistics Minitrack Co-Chairman)  
The Data Warehousing Institute, 2008 (Best Practices Competition Judge)  
Hawaii International Conference on System Sciences, 2008 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, BI and Data Warehousing Minitrack Co-Chairman)  
The Data Warehousing Institute, 2007 (Best Practices and Leadership Competition Judge and Chair)  
Hawaii International Conference on System Sciences, 2007 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, BI and Data Warehousing Minitrack Co-Chairman)



The Data Warehousing Institute, 2006 (Session Chair)  
The Data Warehousing Institute, 2006 (Best Practices and Leadership Competition Judge and Chair)  
Hawaii International Conference on System Sciences, 2006 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, BI and Data Warehousing Minitrack Co-Chairman)  
The Data Warehousing Institute, 2005 (Session Chair)  
The Data Warehousing Institute, 2005 (Best Practices and Leadership Competition Judge and Chair)  
Hawaii International Conference on System Sciences, 2005 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, Data Warehousing Minitrack Co-Chairman)  
Peppers and Rodgers 1to1 Impact Awards, 2004, (Competition Judge)  
The Data Warehousing Institute, 2004 (Best Practices and Leadership Competition Judge and Chair)  
The Data Warehousing Institute, 2004 (Session Chair)  
Hawaii International Conference on System Sciences, 2004 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, Data Warehousing Minitrack Co-Chairman)  
The Data Warehousing Institute, 2003 (Best Practices and Leadership Competition Judge and Chair)  
Hawaii International Conference on System Sciences, 2003 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, Data Warehousing Minitrack Co-Chairman)  
The Data Warehousing Institute, 2002 (Best Practices and Leadership Competition Judge and Chair)  
Hawaii International Conference on System Sciences, 2002 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, Data Warehousing Minitrack Co-Chairman)  
The Data Warehousing Institute, 2001 (Best Practices and Leadership Competition Judge and Chair)  
The Data Warehousing Institute, 2001 (Session Chair)  
Hawaii International Conference on System Sciences, 2001 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, Data Warehousing Minitrack Co-Chairman)  
The Data Warehousing Institute, 2000 (Best Practices and Leadership Competition Judge and Chair)  
Hawaii International Conference on System Sciences, 2000 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, Data Warehousing Minitrack Co-Chairman)  
The Data Warehousing Institute, 1999 (Best Practices and Leadership Competition Judge and Chair)  
Americas Conference on Information Systems, 1999 (KPMG Minority Student Doctoral Consortium Speaker, Journal Editors Panel Member)  
The Data Warehousing Institute, 1999 (Chairman, Health Care Track)

Hawaii International Conference on System Sciences, 1999 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, Data Warehousing Minitrack Co-Chairman)

The Data Warehousing Institute, 1998 (Best Practices and Leadership Competition Judge and Chair)

Hawaii International Conference on System Sciences, 1998 (Conference Planning Committee, Organizational Systems and Technology Track Chairman, Session Chair, Data Warehousing Minitrack Co-Chairman)

International Conference on Information Systems, 1997 (Doctoral Consortium Co-Chairman Doctoral Student and New Faculty Workshop Chairman)

Hawaii International Conference on Information Systems, 1997 (Conference Planning Committee, Session Chairman, Data Warehousing Minitrack Co-Chairman)

Association for Information Systems, 1996 (Officer Nominating Committee)

The Data Warehousing Institute, 1996 (Best Practices and Leadership Competition Judge and Chair)

Hawaii International Conference on System Sciences, 1996 (Conference Planning Committee, Session Chairman, EIS Minitrack Co-Chairman)

Association for Information Systems Conference, 1995 (Program Chairman, Session Chairman, Panelist)

Hawaii International Conference on System Sciences, 1995 (Conference Planning Committee, Session Chairman, EIS Minitrack Co-Chairman)

Hawaii International Conference on System Sciences, 1994 (Conference Planning Committee, Session Chairman, EIS Minitrack Co-Chairman)

Association for Information Systems, 1993 (Organizing Committee)

Hawaii International Conference on System Sciences, 1993 (Conference Planning Committee, Session Chairman, EIS Minitrack Co-Chairman)

International Conference on Information Systems, 1992 (Panelist)

Hawaii International Conference on System Sciences, 1992 (Conference Planning Committee, Session Chairman, EIS Minitrack Co-Chairman)

National DSI, 1991 (Discussant)

Southern Regional Commander EIS Users Group, 1991 (Conference Chairman)

Hawaii International Conference on System Sciences, 1991 (Conference Planning Committee, Session Chairman, EIS Minitrack Co-Chairman)

National DSI, 1990 (Doctoral Consortium, Session Chairman and Panel Member)

IBM MoIS Grant School Steering Committee, 1988-1991

DSS-90, 1990 (Conference Chairman)

Hawaii International Conference on System Sciences, 1990 (EIS Minitrack Co-chairman)

Information Systems and Decision Processes, 1989 (Discussant)

DSS-89, 1989 (Session Chairman)

National DSI, 1988 (Session Chairman and Panel Member)

DSS-88, 1988 (Session Chairman)

ACM Curriculum Committee on Computer Information Systems, 1988

Hawaii International Conference on System Sciences, 1988 (Task Force Leader)

National DSI, Doctoral Dissertation Competition Chairman, 1987-1988

Information Science & Technology Assessment for Research, 1987 (Workshop  
Co-chairperson)  
National DSI, Innovative Education Committee, 1986-1987  
Southeastern TIMS, 1985 (Workshop)  
National AIDS, 1984 (Discussant)  
Society for Information Management, 1984 (Workshop)  
National AIDS, 1983 (Discussant and Session Chairman)  
Southeastern TIMS, 1983 (Session Chairman)  
Southeastern TIMS, 1982 (Discussant)  
National AIDS, 1981 (Discussant)  
Southwest AIDS, 1980 (Session Chairman and Discussant)  
Hawaii International Conference on System Sciences, 1980 (Session Chairman)  
Southeastern AIDS, 1979 (Discussant)  
Hawaii International Conference on System Sciences, 1979 (Session Chairman)  
National AIDS, 1978 (Session Chairman)  
Hawaii International Conference on System Sciences, 1978 (Session Chairman)  
Southeastern TIMS, 1977 (Session Chairman)  
Southern Management Association, 1977 (POM Program Chairman)  
Southeastern AIDS, 1977 (Session Host)  
Southeastern AIDS, 1976 (Discussant)  
National AIDS, 1975 (Workshop Session Chairman)  
Southeastern Society for General Systems Research, 1975 (Session Chairman)  
Academy of Management, 1974 (Chairman Nominating Committee and Program  
Planning Committee)  
Academy of Management, 1974 (Discussant)  
Academy of Management, 1973 (Chairman Nominating Committee and Program  
Planning Committee)  
Academy of Management, 1973 (Discussant)  
Southeastern AIDS, 1972 (Workshop)

## **Management Development Experience**

American Hospital Association  
American Marketing Association  
Associated Credit Bureaus  
Boeing Computer Systems  
Coca-Cola  
Deloitte & Touche  
Federal University, Rio de Janeiro  
Florida Industrial Commission  
Georgia Credit Union League  
Hearst Corporation  
Henley Management College  
Holderbank

IBM  
Information Builders  
International Paper Company  
ITT Rayonier  
Japan-America Institute of Management Science  
Louisiana Credit Union League  
Montevideo Shopping Center  
Nabisco Company  
National Association of Park and Recreation Directors  
National Mental Health Departments  
Planning Sciences  
Rotterdam School of Management  
Savings and Loan Association  
Small Business Development Center  
South Carolina Credit Union League  
Southeastern Regional Credit Union School  
Southern Company Services  
Southwire Company  
Texas Credit Union League  
U.S. Chamber of Commerce  
United Telephone of Ohio  
University of Alabama at Huntsville  
University of Georgia Executive Development Program  
University of Mississippi Executive Development Program  
University of Western Australia  
Venezuela Advanced Management Program

## **Consulting Experience**

Arthur Anderson  
Babcock and Wilcox  
Bon Secours Health System  
Citizens and Southern Bank  
Computer Marketing Services  
Concord Hospital  
Conoco  
Credit Union National Association  
Deloitte Consulting  
Deloitte and Touche  
First National Bank of Athens  
Glaxo  
IBM  
Intel  
International Finance Corporation

John Wiley & Sons  
Management Science America  
Memphis State University  
Metagenix  
Small Business Development Center  
Southern Company Services  
Southwire Company  
Tennessee Credit Union League  
Teradata  
United States Department of Agriculture  
University of Alabama at Huntsville  
University of North Carolina at Greensboro  
Western Mining Corporation, Australia  
Whirlpool  
World Bank

## **Publications**

### **(Books)**

Rainer, R.K., Jr., B. Prince, and H.J. Watson, *Management Information Systems: Moving Business Forward*, 3<sup>rd</sup> Edition, (New York, Wiley, 2015).

Rainer, R.K., Jr., H.J. Watson, and B. Prince, *Management Information Systems: Moving Business Forward*, 2<sup>nd</sup> Edition, (New York, Wiley, 2013).  
Also published in Korean.

Rainer, R.K., Jr. and H.J. Watson, *Management Information Systems: Moving Business Forward*, (New York, Wiley, 2012). Also published in Korean.

Gray, P. and H.J. Watson, *Decision Support in the Data Warehouse*, (Upper Saddle River, N.J.: Prentice-Hall, 1998).

Watson, H.J., G. Houdeshel, and R.K. Rainer, *Building Executive Information Systems and Other Decision Support Applications*, (New York, Wiley, 1997).

Sprague, R.H., Jr. and H.J. Watson, *Decision Support for Management*, (Upper Saddle River, N.J.: Prentice-Hall, 1996).

Gray, P., W. King, E.R. McLean, and H.J. Watson, *MoIS: Management of Information Systems*, 2nd edition, (Chicago: Dryden Press, 1994).

Sprague, R.H., Jr. and H.J. Watson, *Decision Support Systems: Putting Theory into Practice*, 3rd edition, (Englewood Cliffs, N.J.: Prentice-Hall, 1993).

Watson, H.J., R.K. Rainer, and G. Houdeshel, *Executive Information Systems*, (New York, Wiley, 1992).

Watson, H.J., A.B. Carroll, and R.I. Mann, *Information Systems for Management*, 4th edition, (Homewood, Illinois, Irwin, 1991).

Sprague, R.H., Jr. and H.J. Watson, *Decision Support Systems: Putting Theory into Practice*, 2nd edition, (Englewood Cliffs, N.J.: Prentice-Hall, 1989).  
Also published in Portuguese. *Sistema De Apoio A Decisao: Colocando a Teoria em Practica*, (Portugal, 1991).

Watson, H.J., and J.H. Blackstone, *Computer Simulation*, 2nd edition, (New York: Wiley, 1989).

Gray, P., W. King, E.R. McLean, and H.J. Watson, *MoIS: Management of Information Systems*, (Chicago: Dryden Press, 1989).

Watson, H.J., A.B. Carroll, and R.I. Mann, *Information Systems for Management: A Book of Readings*, 3rd edition, (Dallas, Texas: Business Publications, Inc., 1987).

Kroeber, D.W. and H.J. Watson, *Computer-Based Information Systems*, 2nd edition, (New York: Macmillan, 1987).

Sprague, R.H., Jr. and H.J. Watson, *Decision Support Systems: Putting Theory into Practice*, (Englewood Cliffs, New Jersey: Prentice-Hall, 1986).

Kroeber, D.W. and H.J. Watson, *Computer-Based Information Systems*, (New York: Macmillan, 1984).

Watson, H.J. and A.B. Carroll, *Computers for Business: A Book of Readings*, 2nd edition, (Dallas, Texas: Business Publications, Inc., 1984). Watson, H.J., *Computer Simulation in Business*, (New York: Wiley, 1981).

Smith, H.R., A.B. Carroll, A. Kefalas, and H.J. Watson, *Management: Making Organizations Perform*, (New York: Macmillan, 1980).

Smith, H.R., A.B. Carroll, A. Kefalas, and H.J. Watson, *Readings in Management: Making Organizations Perform*, (New York: Macmillan, 1980).

Watson, H.J. and A.B. Carroll, *Computers for Business: A Managerial Emphasis*, 2nd edition, (Dallas, Texas: Business Publications, Inc., 1980).

Watson, H.J. and A.B. Carroll, *Computers for Business: A Book of Readings*, (Dallas, Texas: Business Publications, Inc., 1980).

Gallagher, C. and H.J. Watson, *Quantitative Methods for Business Decisions*, (New York: McGraw-Hill, 1980).

Also published in Spanish. *Métodos Cuantitativos Para la Toma de Decisiones en Administración*, (Mexico, 1982).

Watson, H.J. and A.B. Carroll, *Computers for Business: A Managerial Emphasis*, (Dallas, Texas: Business Publications, Inc., 1976).

### **(Journal Articles)**

Watson, H.J., H.Heier, H.P. Borgman, and F.G. Neves, "BI Project Success Is in the Eye of the Beholder," *Business Intelligence Journal*, (January 2017), pp. 5-9. Accepted 2016.

Watson, H.J. and M. Jackson, "Piedmont Healthcare: Using Dashboards to Deliver Information," *Business Intelligence Journal*, (September, 2016), pp. 5-9. Accepted 2016

Watson, H.J., "Creating a Fact-Based Decision-Making Culture," *Business Intelligence Journal*, (June, 2016), pp. 4-9. Accepted 2016

Watson, H.J. and Matt McGivern, "Getting Started with Business-Driven Data Governance," *Business Intelligence Journal*, (March, 2016), pp. 4-7. Accepted 2015

Watson, H.J., "BI Consulting Firms: Starting One and Being Successful," *Business Intelligence Journal*, (December, 2015), pp. 4-7. Accepted 2015

Watson, H.J., "Tutorial: Mobile BI," *Communications of CAIS*, (October, 2015), pp. 605-629. Accepted 2015

Watson, H.J., A. Castresana, J. Clark, and L. Munguia, "Focus on Advisory Boards: Building Strong Advisory Boards," *BizEd*, (October 2015). Accepted 2015

Watson, H.J., "ROI: Getting Projects Approved," *Business Intelligence Journal*, (September, 2015), pp. 4-7. Accepted 2015

Watson, "Should You Pursue a Career in BI/Analytics?" 2015 *Student Edition of the Business Intelligence Journal*, pp. 4-7. Accepted 2015

Watson, H.J., "BI Directors: How to Become One, Succeed, and Know When to Leave," *Business Intelligence Journal*, (June, 2015), pp. 4-7. Accepted 2015

- Watson, H.J., "Data Lakes, Data Labs, and Sandboxes," *Business Intelligence Journal*, (March, 2015), pp. 4-7. Accepted 2014
- Watson, H.J. and J.A. Higbie, "The Intersection of BI and Revenue Management," *Business Intelligence Journal*, (December, 2014), pp. 4-8. Accepted 2014
- Watson, H.J., "The Case for Hiring MIS Graduates," *Business Intelligence Journal*, (September, 2014), pp. 4-7. Accepted 2014
- Watson, H.J., "Addressing the Privacy Issues of Big Data," *Business Intelligence Journal*, (June, 2014), pp. 4-7.  
Reprinted in *Best of TDWI*, 2014. Accepted 2014
- Watson, H.J., "Tutorial: Big Data Analytics: Concepts, Technologies, and Applications," *Communications of AIS*, (May 2014), pp. 1247-1268. Accepted 2013
- Watson, H.J., "How BI Makes Food for the Poor More Efficient and Effective," *Business Intelligence Journal*, (January, 2014), pp. 4-7. Accepted 2013
- Watson, H.J., B.H. Wixom, and T.C. Pagano, "Analytics Outsourcing: The Hertz Experience," *Business Intelligence Journal*, (September, 2013), pp. 4-7. Accepted 2013
- Watson, H.J. and O. Marjanovic, "Big Data: The Fourth Data Management Generation," *Business Intelligence Journal*, (June, 2013), pp. 4-8. Accepted 2013
- Watson, H.J., "The Business Case for Analytics," *BizEd*, (May/June 2013), pp. 49-54.  
Accepted 2013
- Huber, M. and H.J. Watson, "Wisdom of the Sages: Preparing Students for Career Skills," *Communications of AIS*, (April, 2013), pp. 95-106. Accepted 2012
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