January 2023

**Hugh J. Watson**

Terry College of Business 4475 Barnett Shoals Road

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**Education**

Ph.D. in Management, Florida State University, l969

M.B.A. in Management, Florida State University, l966

B.S. in Electrical Engineering, Purdue University, l965

**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

l979 - : Professor of MIS; University of Georgia

l974 - l979: Affiliate Faculty Member; Japan-America Institute of

Management Science, Hawaii

l974 - l979: Associate Professor of MIS; University of Georgia

l973 - l974: Visiting Assistant Professor of Quantitative Methods;

University of Hawaii

l970 - l973: Assistant Professor of MIS; University of Georgia

l967 - l970: Instructor of Quantitative Methods; Florida State University

l966 - l967: 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 completed doctoral dissertations.

**Honors and Awards**

Association for Information Systems Distinguished Member, Cum Laude

HICSS Track Chair Award

Hugh J. Watson Teradata University Network Award

Florida State University Distinguished Ph.D. Alumni Award

Fellow, Association for Information Systems

Fellow, Teradata University Network

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)

**Membership in Professional Societies**

Association for Information Systems

The Data Warehousing Institute

**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

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

Associate Editor, *International Journal of Social and Organizational Dynamics in Information Technology,* 2009-2019.

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, l98l-l982

Editorial Review Board, *Journal of Management*, l978-l979

**Grants**

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.

MIS program grant from State Farm of $40,000.

**Invited Presentations**

AACSB Data Analytics Summit, 2019

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

**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 PwC 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

**Presentations at Professional Meetings**

MIS Academic Leadership Conference, 2022

Hawaii International Conference on System Sciences, 2020

MIS Academic 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, l980

North American Simulation and Gaming Association, l979

Southeastern TIMS, l979

National AIDS, l978

Academy of Management, l977

Hawaii International Conference on System Sciences, l977

Southern Management Association, l976

National AIDS, l976

National ORSA/TIMS, l975

Southern Management Association, l975

National AIDS, l975

Southeastern TIMS, l975

Southeastern TIMS, l973

Southeastern AIDS, l973

Southeastern TIMS, l972

Southeastern AIDS, l97l

**Webinars**

AIS College of Academic Leadership, 2022

Teradata University Network, 2013

Association for Information Systems, 2011

The Information Management Forum, 2011

**Activities in Professional Organizations**

Hawaii International Conference on System Sciences, 2023 (Organizational Systems and Technology Track Chair)

MIS Academic Leadership Conference, 2022 (Co-Chair)

Hawaii International Conference on System Sciences, 2022 (Organizational Systems and Technology Track Chair)

The Data Warehousing Institute, 2021 (Best Practices Competition Judge)

Hawaii International Conference on System Sciences, 2021 (Organizational Systems and Technology Track Chair)

Hawaii International Conference on System Sciences, 2020 (Organizational Systems and Technology Track Chair)

Hawaii International Conference on System Sciences, 2019 (Organizational Systems and Technology Track Chair)

The Data Warehousing Institute, 2019 (Best Practices Competition Judge)

Hawaii International Conference on System Sciences, 2018 (Organizational Systems and Technology Track Chair)

The Data Warehousing Institute, 2018 (Best Practices Competition Judge)

Hawaii International Conference on System Sciences, 2017 Doctoral Consortium

The Data Warehousing Institute, 2017 (Best Practices Competition Judge)

Hawaii International Conference on System Sciences, 2017 (Organizational Systems and Technology Track Chair)

The Data Warehousing Institute, 2016 (Best Practices Competition Judge)

Hawaii International Conference on System Sciences, 2016 (Organizational Systems and Technology Track Chair)

The Data Warehousing Institute, 2015 (Best Practices Competition Judge)

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, l980 (Session Chairman and Discussant)

Hawaii International Conference on System Sciences, l980 (Session Chairman)

Southeastern AIDS, l979 (Discussant)

Hawaii International Conference on System Sciences, l979 (Session Chairman)

National AIDS, l978 (Session Chairman)

Hawaii International Conference on System Sciences, l978 (Session Chairman)

Southeastern TIMS, l977 (Session Chairman)

Southern Management Association, l977 (POM Program Chairman)

Southeastern AIDS, l977 (Session Host)

Southeastern AIDS, l976 (Discussant)

National AIDS, l975 (Workshop Session Chairman)

Southeastern Society for General Systems Research, l975 (Session Chairman)

Academy of Management, l974 (Chairman Nominating Committee and Program

Planning Committee)

Academy of Management, l974 (Discussant)

Academy of Management, l973 (Chairman Nominating Committee and Program

Planning Committee)

Academy of Management, l973 (Discussant)

Southeastern AIDS, l972 (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, 4th* Edition, (New York, Wiley, 2017).

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

Rainer, R.K., Jr., H.J. Watson, and B. Prince, *Management Information Systems: Moving Business Forward,* 2nd 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, l98l).

Smith, H.R., A.B. Carroll, A. Kefalas, and H.J. Watson, *Management: Making Organizations Perform*, (New York: Macmillan, l980).

Smith, H.R., A.B. Carroll, A. Kefalas, and H.J. Watson*, Readings in Management: Making Organizations Perform*, (New York: Macmillan, l980).

Watson, H.J. and A.B. Carroll, *Computers for Business: A Managerial Emphasis*, 2nd edition, (Dallas, Texas: Business Publications, Inc., l980).

Watson, H.J. and A.B. Carroll, *Computers for Business: A Book of Readings*, (Dallas, Texas: Business Publications, Inc., l980).

Gallagher, C. and H.J. Watson, *Quantitative Methods for Business Decisions*, (New York: McGraw-Hill, l980).

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., l976).

**(Articles in the Leading MIS, Management, and MS Journals)**

Wixom, B.H. and H.J. Watson, “An Empirical Investigation of the Factors Affecting Data Warehousing Success,” *MIS Quarterly*, (March 2001), pp. 17-41.

Cooper, B.L., H.J. Watson, B.H. Wixom, and D.L. Goodhue, "Data Warehousing Supports Corporate Strategy at First American Corporation," *MIS Quarterly*, (December 2000), pp. 547-567.

Fredenberger, W.B., A. Lipp, and H.J. Watson, “Information Requirements of Turnaround Managers at the Beginning of Engagements,” *Journal of Management Information Systems*, (Spring 1997), pp. 167-192.

Rainer, R.K. and H.J. Watson, “The Keys to EIS Success,” *Journal of Management Information Systems* (Fall 1995), pp. 83-98.

Watson, H.J. and M. Frolick, "Determining Information Requirements for an EIS," *MIS Quarterly*, (September 1993), pp. 255-269.

Belcher, L.W. and H.J. Watson, "Assessing the Value of Conoco's EIS," *MIS Quarterly*, (September 1993), pp. 239-253.

Blanton, J.E., H.J. Watson, and J. Moody, "Toward Better Understanding of Information Technology Organization: A Comparative Case Study," *MIS Quarterly*, (December 1992) pp. 531-555.

Featured in *Really Useful Research in Information Systems*, (April 1993).

Watson, H.J., R.K. Rainer, and C. Koh, "Executive Information Systems: A Framework for Development and a Survey of Current Practices," *MIS Quarterly*, (March 1991), pp. 12-30.

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

Reprinted in R.H. Sprague and H.J. Watson, *Decision Support Systems: Putting Theory into Practice* (Englewood Cliffs, NJ: Prentice-Hall, 1993).

Volonino, L. and H.J. Watson, "The Strategic Business Objectives Method for Guiding Executive Information Systems Development," *Journal of Management Information Systems*, (Winter 1990-91), pp. 27-39.

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

Watson, H.J., A. Lipp, P.G. Jackson, A. Dahmani, and W.B. Fredenberger, "Organizational Support for Decision Support Systems," *Journal of Management Information Systems*, (Spring 1989), pp. 87-109.

Magal, S.R., H.H. Carr, and H.J. Watson, "Critical Success Factors for Information Center Managers," *MIS Quarterly*, (September 1988), pp. 413-425.

Watson, H.J. and H.H. Carr, "Organizing for DSS Support: The End User Services Alternative," *Journal of Management Information Systems*, (Summer 1987), pp. 83-95.

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