

# CALL FOR PAPERS AND PROGRAM ANNOUNCEMENT

The 23rd Annual  
North American Research  
Symposium on Purchasing  
and Supply Chain Management

March 14-15, 2013  
Hilton Phoenix/Chandler, Arizona

**Abstracts and proposals are due  
October 19, 2012.**



*For additional information, contact:*

**North American Research Symposium**

c/o Valerie Gryniewicz, Manager — Education

Institute for Supply Management™

[vgryniewicz@ism.ws](mailto:vgryniewicz@ism.ws)

[nars@ism.ws](mailto:nars@ism.ws)

Information is also available at [www.ism.ws](http://www.ism.ws).



ISM is a member of the International Federation of Purchasing and Supply Management (IFPSM)

## THE PROGRAM/RESEARCH AND INSTRUCTIONAL TOPICS

The North American Research Symposium on Purchasing and Supply Chain Management provides a unique forum for academicians and practitioners to share completed research, discuss future programs and instructional innovations, motivate involvement, support collaboration and encourage increased interdisciplinary research in purchasing and supply management. The program includes: addresses by senior business leaders, provocative

panel discussions, presentations of competitively selected original research papers, sessions on instructional techniques and material, and scheduled time for discussion and networking. In addition, the program focuses on giving researchers the opportunity to exchange ideas on topics relevant to supply management.

### SYMPOSIUM TIME LINE

**October 19, 2012** — Deadline to submit presentation abstracts, papers and proposals

**December 19, 2012** — Authors will be notified of acceptance

**February 1, 2013** — Final presentation papers due date

### PAPER SUBMISSION PROCESS

Papers, abstracts and proposals must include:

- Cover page including author name(s) and contact information
- Keywords that best describe the paper's subject area
- Submission category: competitive, working, practitioner, session proposal or teaching case

Additional requirements:

- All submissions must be in MS Word.
- Papers should not have been previously published.
- Papers should not exceed 30 pages.
- Papers should conform to the writing guidelines that are online at [www.ism.ws/files/Education/2012NARSWritingGuidelines.pdf](http://www.ism.ws/files/Education/2012NARSWritingGuidelines.pdf).
- Authors are responsible for checking their spelling and grammar, and should ensure that their paper meets formatting requirements.
- Submit the agreement to [nars@ism.ws](mailto:nars@ism.ws).

Each submission will undergo a blind review and will be rated on:

- Appropriateness of the topic for this symposium
- Organization and logical flow of ideas
- Theoretical soundness
- Appropriateness of the research methodology (sample, data collection and analysis, statistical methods)
- Contribution to research or instruction

A signed author agreement is required from each author identified in your paper. The agreement form is available as a link on the Academic and Student Opportunities page on the ISM website at [www.ism.ws/3144](http://www.ism.ws/3144).

By submitting an abstract, paper, proposal or case, the authors certify their intention to register for and attend the symposium to present the paper, and agree to have their paper included in the *Symposium Proceedings*, which will be published in electronic format on the web only.

### SUGGESTED TOPICS

Buyer Behavior, Communications, Distribution, Ethics, Globalization, Government Purchasing, Innovation, Inventory Control, Investment Recovery, Lean, Logistics, Materials Management, Negotiation, Organization, Packaging, Performance Measurements, Quality, Risk Management, Services Purchasing, Strategic Planning, Supplier Alliances, Supplier Diversity, Supplier Relationships, Supply Chain Management, Sustainability and Social Responsibility, Technology.

### SYMPOSIUM PAPER CATEGORIES

**Competitive Papers** are, in principle, complete papers suitable for journal publication. One paper is selected each year to be awarded the Best Paper. Only papers submitted as Competitive Papers are considered for this award.

**Working Papers** indicate a "work in progress." Authors should submit an extended abstract of at least five pages in length. The abstract must clearly present your research question(s) and the actual or proposed methodology.

**Practitioner Papers** can only be submitted by practitioners themselves. Submissions should be objective in their approach, and should not be in the form of commercial, promotional material for a business or product. Main options for the content of practitioner papers are best practice case studies (e.g., implementation of a new organizational structure) or topical reviews (e.g., a comparison of e-procurement tools). The abstract must be at least five pages in length to be considered.

**Session Proposals** — innovative sessions on research or pedagogical issues — are invited. The proposal should include the topic(s) to be discussed and the format (e.g., panel discussion, invited papers, etc.), proposed participants and length of time required. The proposal must be at least two pages in length to be considered.

**Teaching Case Studies** must present a detailed discussion of a realistic supply management situation or scenario, either actual or simulated, designed to assist the college or university instructor in demonstrating and illustrating key concepts in the classroom. Case studies must include substantial teaching notes and related discussion points in order to be accepted for review and presentation.

**Abstracts or papers for review should be emailed to:**

**North American Research Symposium**  
c/o Valerie Gryniwicz, Manager — Education  
Institute for Supply Management™  
[vgryniwicz@ism.ws](mailto:vgryniwicz@ism.ws)  
[nars@ism.ws](mailto:nars@ism.ws)

## RESEARCH SUPPORT FOR JUNIOR FACULTY AND DOCTORAL STUDENTS

CAPS Research grants research scholarships of US\$900 to up to 25 junior faculty members or current doctoral students to support participation in this symposium. The scholarships will be provided for papers/session proposals or cases accepted for presentation at the symposium. Scholarship winners must submit a paper for the *Proceedings*, attend the entire symposium and present a paper.

## AWARDS

The symposium sponsors a Best Paper competition. Only papers submitted for review under the competitive paper category will be considered. The award is based upon recommendations from the paper review committee.

## REGISTRATION INFORMATION

The registration fee for the 2013 Symposium is US\$399. The registration fee includes refreshments and meals. Individuals are responsible for their own transportation, lodging and incidental expenses. Registration information can be obtained from ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8, or by fax at +1 480/752-2299. Or, register online at [www.ism.ws](http://www.ism.ws).

## CALL FOR VOLUNTEERS

Volunteers are needed to referee papers and chair sessions. If you are interested, contact Valerie Gryniwicz at Institute for Supply Management™ at 800/888-6276 or +1 480/752-6276, extension 3090, or [vgryniwicz@ism.ws](mailto:vgryniwicz@ism.ws).

# REGISTRATION FORM

### FOUR EASY WAYS TO REGISTER

- 1. Internet:** Visit ISM's website at [www.ism.ws](http://www.ism.ws).
- 2. Fax:** Transmit completed form with credit card information to +1 480/752-2299.
- 3. Mail:** Mail completed form with check or credit card information to: ISM Conferences, P.O. Box 22160, Tempe, AZ 85285-2160, USA.
- 4. Phone:** Call ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8. Please have your credit card information ready.

### HOTEL INFORMATION

Hilton Phoenix/Chandler  
2929 W. Frye Rd.  
Chandler, AZ 85224  
+1 480/899-7400  
800/HILTONS  
[www.phoenixchandler.hilton.com](http://www.phoenixchandler.hilton.com)

For additional information, visit the Academic and Student Opportunities page on the ISM website at [www.ism.ws/3144](http://www.ism.ws/3144).

ISM has a special rate for symposium participants of US\$159/night. The cut-off date to receive this rate is February 19, 2013. Participants should make lodging reservations directly with the hotel.

## 23RD ANNUAL NORTH AMERICAN RESEARCH SYMPOSIUM

### PROGRAM NUMBER: NARS-13

Member Type: ☐ ISM ☐ Nonmember ISM ID # \_\_\_\_\_ (if known)

☐ Dr. ☐ Mr. ☐ Mrs. ☐ Ms. ☐ Miss

First/Given Name \_\_\_\_\_ MI \_\_\_\_\_ Last/Family/Surname \_\_\_\_\_

Title \_\_\_\_\_ Organization Name \_\_\_\_\_

MAILING ADDRESS: ☐ HOME ☐ BUSINESS

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\_\_\_\_\_  
\_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP Code \_\_\_\_\_

Country \_\_\_\_\_ Postal Code \_\_\_\_\_

(\_\_\_\_\_) (\_\_\_\_\_) \_\_\_\_\_  
Daytime Phone Number\* Fax Number\* Email Address

\*For international phone numbers, please include country and city codes.

### METHOD OF PAYMENT: (U.S. Funds Only) REGISTRATION FEE: US\$349

☐ Personal ☐ Organization check is enclosed for US\$ \_\_\_\_\_ Organization Name \_\_\_\_\_

☐ Credit/Procurement Card ☐ VISA ☐ MasterCard ☐ American Express ☐ Diners Club

Charge Card # \_\_\_\_\_ Expiration Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Amount to Be Charged US\$ \_\_\_\_\_ Cardholder Signature \_\_\_\_\_

Please contact ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8, if you have any special needs that we can address to make your participation more enjoyable (this includes any dietary or physical requirements).

CB 11/09





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## CALL FOR PAPERS

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Purchasing and Supply Chain Management

March 14-15, 2013  
Phoenix (Chandler), Arizona

### Don't Miss This Unique Forum

**Abstracts and proposals must be received by October 19, 2012.**

**Share new research ideas — Discuss critical instructional issues  
and network with colleagues.**

**Institute for Supply Management™ (ISM)** is the first and largest supply management institute in the world. The mission of ISM is to lead supply management. By executing and extending its mission through education, research, standards of excellence, influence building and information dissemination — including the renowned monthly *ISM Report On Business®* — ISM continues to extend the global impact of supply management. ISM's membership base includes more than 40,000 supply management professionals in 75 countries. Supply management professionals are responsible for trillions of dollars in the purchases of products and services annually. ISM is a member of the International Federation of Purchasing and Supply Management (IFPSM).

**CAPS Research** is a global research organization sponsored by the W. P. Carey School of Business at Arizona State University and the Institute for Supply Management™. Working in partnership with its global network of executives and academics, CAPS Research is dedicated to the discovery and dissemination of strategic supply management knowledge and best practices.