An Economic Method For Ranking AIS Journals

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ABSTRACT

It has been well established that a significant portion of a professor's salary is based on his or her publication record. What is less clear is the estimated value of various journal articles and their effect on faculty salaries. In this paper, we examine the relationship between specific journals and their association to AIS (Accounting Information Systems) faculty salaries. We found that several journals are significantly correlated to faculty salaries while many other journals had little association with compensation.

INTRODUCTION

Many studies have examined the association between factors such as publishing, teaching and service with compensation. Generally speaking, there is a positive association between publishing and compensation for business faculty. Specifically, this relationship also holds true for AIS (Accounting Information Systems) faculty. If there are positive returns to publishing, then one could ask: Which journals are significantly and positively correlated with faculty compensation. In other words, can we rank journals by economic return? In this study we correlate journals with AIS faculty compensation and produce an economic-based journal ranking.

LITERATURE REVIEW AND CONTRIBUTIONS OF THIS STUDY

Several journal articles were reviewed to understand previous research conducted in the areas of faculty compensation and productivity. A broad range of articles have addressed this issue and even though some of the works cited are old, their methods and results still have value and are relevant to this study. Bertin and Zivney (1992) examined the determinants of faculty salary in the field of finance. Katz (1973) studied the rank and salary of faculty teaching in a cross-section of major disciplines (economics, engineering, English, French, history, math, sociology and zoology). The value of journal articles published in the field of economics was studied by Tuckman and Leahey (1975). For example, Swidler and Goldreyer (1998) reported that a professor's first published article in a top finance journal has a net present value between \$19,493 and \$33,754. In another example, Diamond (1986), who studied citations in the field of mathematics, concluded that the marginal compensation value of a citation ranges between \$50 and \$1,300. Delorme, Hill, and Wood (1979) took this line of research one step further by conducting a study to analyze quantitative methods of determining faculty salaries in the fields of accounting, finance, management, marketing, real estate and insurance. In addition, the earnings and promotion of female faculty in the fields of anthropology, biology, economics, math, physics and sociology have been studied (Johnson and Stafford, 1974b; Cohen, 1971; Ferber, 1974).

Much research has been published related to compensation in specific academic fields such as finance (Swidler and Goldreyer, 1998; Vinocur, 1998), the arts and sciences (Katz, 1973), accounting information systems (Tribunella and Yeh, 2005), as well as economics (Tuckman and Hagemann, 1976; Melichar, 1965; 1968). Factors that are difficult to control such as congeniality, teaching quality, service to the institution, and journal quality will enter the promotion and compensation process and complicate the analysis (Tuckman and Leahey, 1975). However, some studies have included teaching performance in their analyses (Koch and Chizwar, 1973; Wood and DeLorme, 1976).

Knowledge of an individual's past publication record is an unreliable predictor of future productivity (Zivney and Bertin, 1992). Furthermore, Tuckman and Leahey (1975) as well as Swidler and Goldreyer (1998) reported that publications provide diminishing returns. This may explain why only a small percentage of faculty members remain productive consistently throughout the entire course of their career. For example, many senior faculty members experience a reduction in their research productivity.

CONTRIBUTIONS OF THIS STUDY

Even though much research has been published related to compensation in academic fields such as finance and economics, little attention has been given to the value of a particular publication. Conspicuously absent from the literature are in-depth studies of AIS faculty compensation and its relationship to publishing an article in a specific journal. This study builds upon the work of Tribunella and Yeh (2005) by extending their study on AIS faculty compensation. Tribunella and Yeh studied the association between AIS faculty compensation and number of publications, course load, school accreditation and highest degree earned. They did not study the association between compensation and publications in specific AIS journals. In this study, specific AIS journals are measured in terms of their correlation with base salary. Accordingly, employee benefits, taxes, union contracts, grants, consulting, extra service, and other variables were not taken into consideration.

Since this is the first study of its kind related to AIS journals, it will help faculty understand the relationship between research and salaries. It may aid administrators who make decisions related to evaluating AIS faculty performance and compensation. In addition, it may supply information to faculty to help them prioritize their time. Finally, the results may make a contribution to finding an economic-based model for ranking journals that is generalizable to other academic fields.

METHODS

Sample Selection

This study uses the data collected by Tribunella and Yeh (2005). In that study, AIS professors were surveyed by mail. The sample was taken from members of the AAA Information Systems (IS) section and AAA Artificial Intelligence and Emerging Technology (AI/ET) section. The survey was different from other surveys in that it was seeking to collect data specifically related to the area of AIS and those individuals selected to complete the survey had an interest in the specific field of study. Other surveys related to this subject (see literature review) did not specifically focus on the domain of AIS. The IS and AI/ET sections of the AAA have many duplicate memberships since these sections serve similar interests. All duplicate names were eliminated from the survey mailing list.

Survey Design

Individual faculty members were selected on a convenience basis from two universities to pretest the survey. The survey was distributed to five professors who examined and tested the survey for time, clarity, relevance and understandability. The survey was adjusted to incorporate several suggested improvements. The final survey questionnaire was then distributed to collect data (Tribunella and Yeh, 2005).

Each survey was pre-numbered and included a cover letter explaining the purpose of the survey, as well as a business reply envelope with return postage paid for US mailings. The respondents were asked to provide compensation information, work experience, publications and faculty rank (see survey in Appendix I). Respondents were also asked to supply school and demographic information.

Compensation data was collected through a scaled question containing \$15,000 intervals. The question and compensation intervals are displayed below:

“What is the base cash compensation you earn per year for your faculty position in US dollars? (This amount should be limited to compensation before extra service, teaching overloads, grants, royalties, summer support, benefits, etc.) 1) 0 to 35,000 2) 35,001 to 50,000 3) 50,001 to 65,000 4) 65,001 to 80,000 5) 80,001 to 95,000 6) 95,001 to 110,000 7) 110,001 to 125,000 8) Greater than 125,000” (Tribunella and Yeh, 2005)

Salary range choices selected by respondents were entered into the database by taking the middle of the range, except for the highest and lowest ranges. Therefore, 80,001 to 95,000 were entered as 87,500. The 0 to 35,000 range was entered as 27,500 minus one half of an interval ($35,000 - .5[15,000]$) and greater than 125,000 was entered as 132,500 ($125,000 + .5[15,000]$).

Each respondent listed the name of the three most prestigious journals in which they have published AIS related papers and indicated the number of papers published in each journal. Tribunella and Yeh collected the data and decided that three outlets per faculty member would provide enough data to perform the analysis. Asking the respondents for more than three journals would lengthen the survey and reduce the response rate.

Statistical Methods

The data was collected, coded and entered into SPSS (statistical software package) for analysis. The respondents identified 63 journals where they had published articles (see Table 7). Each journal was entered into SPSS as a discrete dichotomous variable with a 1 indicating that the respondent had published in the journal and a 0 indicating no publication in that journal. The base salary for each respondent was entered as a discrete orderable variable. In addition, a variety of other demographic data was entered related to faculty and school profiles.

Descriptive statistics were generated so that we could gain an understanding of the data. This was followed by a bivariate correlation test that was conducted between compensation and all publications identified by the respondents (Kohler, 2002; Keller, 2003; Hinkle, 1988).

RESULTS

Survey Results

Over 900 members of the Information Systems (IS) section and the Emerging Technology/Artificial Intelligence (ET/AI) section of the AAA were invited to participate in the survey. The first survey started in September, 2002 and ended on November 30, 2002. A second request was mailed in February, 2003 with an April 30, 2003 deadline.

The response rate for this survey was 17%, which is above the average of five to ten percent according to Alreck and Settle (1995). Hasselback's *Accounting Faculty Directory* (2004) was used to estimate the population size by counting the faculty who indicated D (computer) or S (systems) as their teaching/research interests. The response statistics are listed below:

- Population of AIS Faculty Based on Hasselback: 1,288
- Surveys Mailed: 936 (sample is $936 / 1,288 = 73\%$ of population)
- Surveys Returned on First Request: 102
- Surveys Returned on Second Request: 57
- Total Response Rate: $159 / 936 = 17\%$
- Useable Surveys: 130 (data set is $130 / 1,288 = 10\%$ of population)
- Useable Response Rate: $130 / 936 = 14\%$

A 14 percent usable response rate may raise a question concerning non-response bias. However, faculty members from AACSB accredited schools and non-accredited schools, male and female professors, private and public colleges, doctorate and non-doctorate granting institutions, tenured and non-tenured professors, as well as professors

with various levels of research and teaching experience are all well represented in the data. Since the population estimate by counting the faculty listed in Hasselback (2004) is 1,288, this data set is a 10 percent (130 / 1,288) sample (Tribunella and Yeh, 2005).

Descriptive Statistics

Descriptive statistics of schools and respondents are displayed in Table 1 and 2. Table 1 displays that 68 percent of the respondents were from AACSB accredited schools. Also, 87 percent of the respondents were from the United States and 13 percent of the professors are from international institutions located in Canada, South America, Asia, Europe and Australia.

Table 1
Descriptive Statistics - University Profiles Where Respondents Work

AACSB Status:	No. of Responses	Percent
Not AACSB Accredited	42	32
AACSB Accredited	88	68
Total	130	100
Type of College:	No. of Responses	Percent
Private College	40	31
Public College	90	69
Total	130	100
College Location:	No. of Responses	Percent
USA	113	87
Non-USA	17	13
Total	130	100
Number of Full Time Faculty in Business Division:	No. of Responses	Percent
0 to 10	7	5
11 to 20	10	8
21 to 30	11	9
31 to 40	17	13

A significant proportion of non-US institutions were not AACSB accredited. Approximately 83% of the international institutions were not AACSB accredited while only 25% of US schools were not accredited, according to the respondents. However, using Hasselback (2004) as an estimate of population proportions, 91% (161 / 177) of international institutions are not accredited and 53% (447 / 841) of US institutions are not accredited. Therefore, the data reported in this paper disproportionately represents AACSB accredited schools.

Table 1 also shows that 48% percent of the respondents came from schools that awarded business related doctorates. A business related degree would be any degree issued by the business school related to management or business issues such as BS, MBAs, MS and PhD degrees.

Table 2
Descriptive Statistics - Respondent Profiles

Faculty Rank:	#	%	Refereed Journal Publications:	#	%	Cumulative Percent
Adjunct	3	2	0	32	25	25
Lecturer or Instructor	9	7	1 to 3	30	23	48
Assistant	52	40	4 to 6	13	10	58
Associate	31	24	7 to 9	10	8	66
Professor	21	16	10 to 12	19	15	81
Distinguished	4	3	13 to 15	7	5	86
Emeritus	1	1	16 to 18	1	1	87
No Response	9	7	19 to 21	5	4	91
Total	130	100	22 to 24	3	2	93
			25 to 27	3	2	95
			28 to 30	3	2	97
			Greater Than 30	4	3	100
			Total	130	100	
Highest Degree Earned:	#	%	Years of Full Time Teaching:	#	%	Cumulative Percent
Bachelor	1	1	0 to 5	44	34	34
Master	18	13	6 to 10	26	20	54
JD or LLM	0	0	11 to 15	21	16	70
ED	1	1	16 to 20	17	13	83
PhD or DBA	105	81	21 to 25	12	9	92
No Response	5	4	Greater than 25	10	8	100
Total	130	100	Total	130	100	
Tenure Status:	#	%	Gender:	#	%	
Non-tenured	77	59	Male	85	65	
Tenured	53	41	Female	45	35	
Total	130	100	Total	130	100	

indicates number of responses

% indicates percentage of total responses

As seen in Table 2, 81 percent of the respondents have earned a Ph. D. or DBA. Forty-one percent of the sample held a tenured position and approximately 64 percent of the respondents were either Assistant or Associate Professors. Sixteen percent of the faculty held the rank of Full Professor. Approximately 66 percent of the respondents were experienced faculty with six years or more of full-time teaching experience.

Table 3 displays a cross-tabulation of salary and publications. Notice, as salary increases there is an increase in the proportion of faculty members with 4 or greater publications. Table 3 also displays a cross-tabulation of rank and publications. Once again, as rank increases there is an increase in the proportion of faculty members with 4 or greater publications.

Table 3
Salary and Rank Cross-Tabulated with Publications

	3 or Less Publications	4 or more Publications	Total
Salary in Dollars:			
0 to 35,000	15	2	17
35,001 to 50,000	5	1	6
50,001 to 65,000	7	3	10
65,001 to 80,000	10	12	22
80,001 to 95,000	17	23	40
95,001 to 110,000	8	14	22
110,001 to 125,000	0	5	5
Greater than 125,000	0	8	8
Total	62	68	130
Rank:			
No Response	4	5	9
Adjunct	3	0	3
Lecturer or Instructor	9	0	9
Assistant	32	20	52
Associate	10	21	31
Professor	3	18	21
Distinguished	0	4	4
Emeritus	1	0	1
Total	62	68	130

Table 4 displays a comparison of sampled salaries with AACSB (2003) reported mean salaries for faculty at the assistant, associate and professor ranks. There were no statistically significant differences between the sample data and AACSB averages for assistant and associate professors. This provides evidence that the sample represents the population for assistant and associate professors. However, there was a difference at the full professor rank. In other words, the sample mean was statistically different than from the population mean estimated by AACSB data. Part of the difference may be explained by the fact that we sampled only professors with an interest in AIS while the AACSB's data set was larger than our sample and included all interests in the field of accounting.

Table 4
Sample and Population Comparisons

AACSB Mean Salaries vs. Sample Mean Salaries:	AACSB	Sample	Difference	t-test
Professor	\$106,900	\$93,700	\$13,200	.048*
Associate	87,700	84,400	3,300	.525
Assistant	86,200	81,300	4,900	.138
Sample vs. Population Proportions:	Sample Number	Sample Percent	Population Number	Population Percent
Professor	21	16	296	23
Associate	31	24	374	29
Assistant	52	40	335	26
Lecturer or Instructor	9	7	245	19
All Others	17	13	38	3
Total	130	100	1,288	100

*Reject the null hypothesis that states the salary means are equal. Therefore, the sample may be bias and may not represent the population salaries at the rank of full professor.

It must be noted that our sample of full professors was small (21) and may not be representative of the population. Using Hasselback (2004) as an estimate of population proportions, Table 4 reveals that the proportion of responses from assistant professors was higher than the proportion of responses from associate and full professors.

Next, journal familiarity was examined through the use of two measures. First, respondents were asked: What three AIS related journals do you read and are most familiar with? Secondly, respondents were asked: What are the three most prestigious journals in which you have published AIS related papers?

Table 5 shows the journals that respondents most frequently read. The journal rankings that resulted from the survey feedback allowed for tied scores. The *Journal of Information Systems* (JIS) was the most frequently read journal with 74.2 percent of the respondents indicating familiarity. Other journals with high familiarity were the *International Journal of AIS* (IJ AIS), *MIS Quarterly* (MISQ), *Journal of Accountancy* (JA), *Accounting Review* (AR), and *Review of Business Information Systems* (RBIS).

Table 5
Journals Most Frequently Read by Survey Respondents

Rank	Journal and Abbreviation	Number of Respondents	Percent of Respondents
1	Journal of Information Systems (JIS)	96	74
2	International Journal of Acc. Information Systems (IJ AIS)	35	27
3	MIS Quarterly (MISQ)	26	20
4	Journal of Accountancy (JA)	16	12
5	Review of Business Information Systems (RBIS)	14	11
5	Accounting Review (AR)	14	11
7	Accounting Horizons (AH)	10	8
7	Intelligent Systems in Acc., Finance & Management (IJIS)	10	8
9	Management Science (MS)	9	7
10	Journal of MIS (JMIS)	8	6
11	Decision Sciences (DS)	5	4
12	Auditing: Journal of Practice and Theory (AUD)	5	4
12	Issues in Accounting Education (IAE)	5	4
12	Information Systems Management (ISM)	5	4
12	Internal Auditor (IA)	5	4
12	IS Research (ISR)	5	4
12	Strategic Finance Magazine (SFM)	5	4
12	Information Systems Control Journal (ISC)	5	4

Table 6 summarizes the most prestigious AIS journals in which the respondents have published. Tribunella and Yeh believed that asking each faculty member to list three outlets would provide enough data to perform the analysis while keeping the question short enough to receive a good response rate. It must be noted that there is no adjustment for co-authorship. Thus, if two separate respondents each indicated that they published “an article” in a particular journal, this study double counted the journal. As expected, most of the journals where faculty published are also the most read AIS journals. It is interesting to note that several journals the survey respondents published in were not listed as the most read. Those journals include but are not limited to *Behavioral Research in Accounting*, *The CPA Journal*, *Management Accounting*, and *Accounting, Organizations and Society*.

Table 6
Journals Where Survey Respondents Have Published Frequently

Rank	Journal and Abbreviation	Number of Respondents	Percent of Respondents
1	Journal of Information Systems (JIS)	34	26
2	Review of Business Information Systems (RBIS)	27	21
3	International Journal of AIS (IJAIS)	26	20
4	Journal of Accountancy (JA)	13	10
5	CPA Journal (CPAJ)	10	8
5	Accounting Review (AR)	10	8
7	Behavioral Research in Accounting (BRIA)	9	7
7	Auditing: Journal of Practice and Theory (AUD)	9	7
9	Decision Sciences (DS)	7	5
9	Intelligent Systems in Accounting, Finance & Management (IJIS)	7	5
9	Management Accounting (MA)	7	5
9	MIS Quarterly (MISQ)	7	5
9	Management Science (MS)	7	5
14	Strategic Finance Magazine (SFM)	5	4
14	Accounting, Organizations and Society (AOS)	5	4
14	Communications of the ACM (CACM)	5	4

Table 7 displays all 63 of the journals where the respondents have published articles. The abbreviations are explained in Appendix 2.

Table 7
Total List of Journals Where Respondents Have Published *

AA	AUD	IA	ISR	JCM	MAJ	SM
AB	BRIA	IAE	JA	JFSP	MISQ	TA
AABR	CACM	IEEEC	JAC	JIS	MS	TBE
ACIT	CAR	IEEEET	JAFR	JMAR	NRAES	
ACMT	CPA	IJA	JAR	JMIS	OCPA	
AH	CPAJ	IJAIS	JATA	JMR	OR	
AMIT	DS	IJDAR	JBFA	JRPIT	PA	
AOR	DSS	IJIS	JBL	JSIS	RBIS	
AOS	EDP	IM	JCAF	JSM	SFM	
AR	GAJ	ISC	JCIS	MA	SJ	

*Please see Appendix 2 for a list of journal titles and abbreviations.

Statistical Analysis

Pearson bivariate correlations of salary and the 63 Journals were run in SPSS and this produced 13 significant associations. The results are ranked by the strength of the correlations and displayed in Table 8. *The Journal of Information Systems* is most strongly associated with base salary for AIS faculty followed by *Management Science* and *Auditing: Journal of Practice and Theory*.

To test the validity of this method, the economic-based journal ranking displayed in Table 8 is compared with other journal rankings related to AIS journals. Table 9 displays the results of six studies that used various methods to rank AIS journals.

Table 8
Pearson Bivariate Correlation of Salary and Journals

Rank	Journal		Correlation	Significance One Tailed*
1	Journal Of Information System	JIS	.303	.000
2	Management Science	MS	.262	.007
3	Auditing: Journal of Practice and Theory	AUD	.247	.002
4	Intelligent Systems in Accounting, Finance and Management	IJIS	.239	.003
5	Communications of the ACM	CACM	.233	.004
6	MIS Quarterly	MISQ	.215	.007
7	Decision Sciences	DS	.192	.014
8	Behavioral Research in Accounting	BRIA	.184	.018
8	Accounting Review	AR	.184	.018
10	Contemporary Accounting Research	CAR	.164	.031
10	ACM Transactions (various)	ACMT	.164	.031
10	Journal of the American Tax Association	JATA	.164	.031
13	International Journal of Accounting Information Systems	IJAIS	.154	.040

*This exhibit shows all the journals that are correlated with salary at the .05 level of confidence or below using a one tailed test.

The economic-based ranking in Table 8 is consistent with the results shown in Table 9. This exhibit summarizes the results from six AIS journal ranking studies published from 1993 to 2005. Even though different authors used different methodologies, it appears that IS journals are replacing financial journals as the top ranked outlets in AIS. The majority of journals in the economic-based ranking in Table 8 are included one or more times in the Table 9 rankings. However, there are some notable exceptions. For example, IJIS, ACMT and JATA are not included in any of the rankings in Table 9. Journals abbreviations are explained in Appendix 2.

Table 9
Top 10 Results Compared with Other Recently Published Studies

Tribunella, 1 to 4 Scale, (2005)	Doney & Eaton, 1 to 5 scale, (2003)	Doney & Eaton, top 3 ranked, (2003)	Baldwin, Bonie & Scheiner, frequency on resumes, (2000)	Daigle & Arnold, Magnitude Method Relative to the JIS, (2000)	Arnold, Magnitude Method Relative to the JA, (1993)
1. JIS	1. MISQ	1. JIS	1. JA	1. AR	1. JAR
2. MISQ	2. MS	2. MISQ	2. IJAIS	2. JAR	2. AR
3. IJAIS	3. DS	3. IJAIS	3. JIS	3. MISQ	3. MS
4. DS	4. JIS	4. DS	4. CPAJ	4. ISR	4. JAE
5. AR	4. ISR	5. ISR	4. IA	5. MS	5. MISQ
6. JMIS	6. CACM	6. RBIS	4. ISC	6. CAR	6. JF
7. AOS	7. AUD	7. IAE	7. MA	7. ASQ	7. DS
8. MS	8. JMIS	8. JMIS	8. IAUD	8. JAE	7. AOS
9. ISR	9. HBR	9. MS	9. IAE	9. DS	9. AUD
10. CACM	10. JAAF	10. AH	9. OGT	10. AOS	10. BRIA
	10. JMAR				

Next, a linear stepwise regression analysis was performed on the data to see which journals are significant at predicting salary. In addition, the regression coefficients may estimate what publications in a specific journal would be worth in terms of incremental compensation. The journals listed in Exhibit 6 and the faculty salaries were entered into SPSS. The 63 journals were coded as dichotomous variables (also known as dummy variables), 1 indicating one

or more publications in the journal and 0 indicating no publications in the journal (Kohler, 2002). Salary was entered as the dependent variable.

Table 10
Regression Analysis with Salary as the Dependent Variable and Journals as the Independent Variables
Model Summary

R	R Square	Adjusted R Square	Std. Error of the Estimate
.610*	.372	.331	23,574

*Predictors: (Constant), JIS, MS, AUD, SJ, CAR, ACMT, MISQ, IJIS

ANOVA

	Sum of Squares	df	Mean Square	F	Sig.
Regression	39,858,361,842	8	4,982,295,230	8.965	.000*
Residual	67,243,368,927	121	555,730,322		
Total	107,101,730,769	129			

*Predictors: (Constant), JIS, MS, AUD, SJ, CAR, ACMT, MISQ, IJIS

Coefficients*

	B	Std. Error	Beta	t	Sig.
(Constant)	71,851	2389.606		30.068	.000
JIS	21,726	5767.331	.273	3.767	.000
MS	37,174	12311.249	.224	3.019	.003
AUD	27,771	11904.588	.186	2.333	.021
SJ	-39,351	13818.598	-.206	-2.848	.005
CAR	60,649	23694.737	.185	2.560	.012
ACMT	60,649	23694.737	.185	2.560	.012
MISQ	27,174	12311.249	.163	2.207	.029
IJIS	26,332	13262.138	.158	1.985	.049

*Dependent Variable: Salary in Dollars

We proceeded with the stepwise linear regression analysis and the results are displayed in Table 10. The ANOVA (analysis of variance) table reveals that the regression model is statistically significant at the .001 confidence level or below and the F score is 8.965. The regression model also reveals eight journals that are significant at predicting salary at the .05 level or below. The model statistically accounts for 37.2% of the variation in faculty salary with an adjusted R square of .331.

Next, a linear stepwise regression analysis was performed on the data to see which journals are significant at predicting rank. The journals listed in Table 7 and faculty rank were entered into SPSS. The 63 journals were coded as dichotomous variables, 1 indicating one or more publications in the journal and 0 indicating no publications in the journal. Rank, the dependent variable, was entered as a discrete dichotomous variable (Kohler, 2002). No meaningful regression models could be produced from the data at the assistant of associate professor ranks. However, a significant regression model was produced at the professor rank. The result of this regression analysis is displayed in Table 11.

Table 11
Regression Analysis with the Rank of Professor as the Dependent Variable and Journals as the Independent Variables
Model Summary

R	R Square	Adjusted R Square	Std. Error of the Estimate
.614(k)	.377	.319	.34477

*Predictors: (Constant), CACM, AH, CPA, JCIS, TA, AB, CAR, IEEE, IAE, JATA, IJIS

ANOVA

	Sum of Squares	df	Mean Square	F	Sig.
Regression	8.504	11	.773	6.504	.000*
Residual	14.026	118	.119		
Total	22.530	129			

*Predictors: (Constant), CACM, AH, CPA, JCIS, TA, AB, CAR, IEEE, IAE, JATA, IJIS

Coefficients*

	B	Std. Error	Beta	t	Sig.
(Constant)	.132	.032		4.075	.000
CACM	.868	.202	.313	4.306	.000
AH	.868	.346	.182	2.508	.014
CPA	.868	.346	.182	2.508	.014
JCIS	.868	.346	.182	2.508	.014
TA	.868	.346	.182	2.508	.014
AB	.868	.346	.182	2.508	.014
CAR	.868	.346	.182	2.508	.014
IEEE	.868	.346	.182	2.508	.014
IAE	.868	.346	.182	2.508	.014
JATA	.868	.346	.182	2.508	.014
IJIS	.368	.175	.153	2.101	.038

*Dependent Variable: Full Prof.

The ANOVA table reveals that the regression model is statistically significant at the .001 confidence level or below and the F score is 6.504. The regression model also reveals 11 journals that are significant at predicting the rank of professor at the .05 confidence level or below. The model statistically accounts for 37.7% of the variation in professor rank with an adjusted R square of .319. It is interesting to note that only two of the journals (CAR and IJIS) that predict salary are significant at predicting the rank of professor.

SUMMARY AND CONCLUSIONS

The research presented in this paper provides a unique method for ranking journals. It shows that there are journals that are significantly correlated with compensation. Furthermore, publication in some journals can predict a significant portion of a faculty member's salary.

This paper clearly shows that not all journals are equal in terms of compensation. Publishing in the eight journals identified by the regression analysis may influence one's salary. Seven of the journals show a positive association with salary. Faculty members publishing in these seven journals may be able to justify increases in

compensation for their efforts. In addition, administrators could use the analysis to rank quality journals and reward their top performers.

One category of journals (SJ: Spanish Journals) has a negative association with salary. Spanish Journals may have a negative coefficient because they are the primary outlet for professors teaching in South America, where salaries may be much lower than in North America and Europe.

SUGGESTIONS FOR FUTURE RESEARCH

An increase in the sample size could improve this research. More specifically, including more international faculty could allow for insights into the international market. In addition, the analysis could be stratified by faculty rank to examine the compensation effects of publishing at different stages in one's career. We could also expand the research to other areas of accounting and business to test the generalizability of the method.

Questions related to faculty productivity and compensation are important. The answers will provide valuable insights to administrators for their resource allocation decisions. Furthermore, faculty should understand their value so they can negotiate a realistic compensation package. Rational and efficient faculty compensation can be an important variable for attracting qualified individuals to academic professions. In addition, recognition of productivity through increased compensation will help motivate faculty to provide a steady stream of research throughout their careers.

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APPENDIX 1

Survey Instrument (Tribunella and Yeh, 2005)

Instructions and Privacy Statement

Please enter the appropriate answer in the response column. All individual data collected will be kept strictly confidential. Only summarized results and analyses will be made public. The survey should take about 20 to 30 minutes to complete.

University Information:

	RESPONSE COLUMN
1. Is the school of business where you work AACSB accredited? 1) No 2) Candidate for Accreditation 3) Yes, Fully Accredited	
2. List the business related degrees awarded by your university. 1) Associate 2) Bachelor 3) Master of Science 4) MBA 5) Doctorate 6) Other, please specify in the response column	
3. Where is your university's main campus located? 1) Canada 2) South America 3) Asia 4) Europe 5) Africa 6) Australia 7) USA 8) Internet 9) Other, please specify in the response column	
4. How many full-time faculty members are employed in the business division at your university? 1) 0 to 10 2) 11 to 20 3) 21 to 30 4) 31 to 40 5) 41 to 50 6) 51 to 60 7) 61 to 70 8) Greater than 70	
5. Do you work at a private university or state university? 1) Private 2) State 3) Other, please specify in the response column	

Research Information:

	RESPONSE COLUMN
1. How many accounting and business related articles have you published in refereed journal?	
2. How many accounting and business related books have you published?	
3. How many accounting and business related papers or abstracts have you published in refereed conference proceedings?	
4. What are your 5 most primary areas of interest in AIS? 1) Security 2) Database 3) E-commerce 4) ERP Systems 5) Networking 6) System Design 7) Decision Support 8) Computerized Transaction Processing 9) Auditing EDP Systems 10) Electronic Reporting 11) Other, please specify in the response column	
5. What professional and academic organizations are you a member? 1) AAA 2) AICPA 3) ACM 4) IEEE 5) DSI 6) CGA Assn. Of Canada 7) Canadian Inst. Of CA 8) ICAEW 9) Other, please specify in the response column	
6. In the spaces below, please list the names of 3 AIS related journals that you read the most and are most familiar with.	
1)	
2)	
3)	

7. In the spaces below, please list the 3 most prestigious journals where you have published AIS related papers and the number of papers published in each journal.	
Journal Name	NUMBER OF PAPERS
1)	
2)	
3)	
Professional and Compensation Information:	
	RESPONSE COLUMN
1. What is your academic rank? 1) Adjunct 2) Lecturer/Instructor 3) Assistant 4) Associate 5) Professor 6) Distinguished 7) Emeritus 8) Student 9) Other, please specify in the response column	
2. If you are an administrator, what is your title? 1) Chairperson 2) Director 3) Dean 4) Vice President 5) Other, please specify in the response column	
3. Do you have tenure? 1) No 2) Yes	
4. What is the highest degree you have earned? 1) Associate 2) Bachelor 3) Master 4) JD or LL.M. 5) ED 6) PhD or DBA 7) Other, please specify in the response column	
5. How many years ago did you earn your highest degree? 1) 0 to 5 2) 6 to 10 3) 11 to 15 4) 16 to 20 5) 21 to 25 6) Greater than 25	
6. What professional certifications have you earned? 1) CPA 2) CMA 3) CIA 4) CITP 5) CA 6) CGA 7) Other, please specify in the response column	
7. What is the base cash compensation you earn per year for your faculty position in US dollars? (This amount should be limited to compensation before extra service, teaching overloads, grants, royalties, summer support, benefits, etc...) 1) 0 to 35,000 2) 35,001 to 50,000 3) 50,001 to 65,000 4) 65,001 to 80,000 5) 80,001 to 95,000 6) 95,001 to 110,000 7) 110,001 to 125,000 8) Greater than 125,000	
8. How many years of full-time teaching experience do you have? 1) 0 to 5 2) 6 to 10 3) 11 to 15 4) 16 to 20 5) 21 to 25 6) Greater than 25	
9. How many years have you been with your current employer? 1) 0 to 5 2) 6 to 10 3) 11 to 15 4) 16 to 20 5) 21 to 25 6) Greater than 25	

APPENDIX 2
List of Journals and Abbreviations

AA	Advances in Accounting	ISC	IS Control Journal ⁴
AABR	Advances in Acc. Behavioral Research	ISJ	Information Systems Journal
AAFS	Academy of Acc. and Financial Studies J.	ISM	Information Systems Management
AB	Abacus	ISR	Information Systems Research
ABR	Accounting and Business Research	ISR	IS Research
ACC	Accountancy	IST	Information and Software Technology
ACIT	Annals of Cases on Information Technology	ITJ	International Tax Journal
ACMCS	ACM Computing Surveys	ITP	IT and People
ACMSIG	ACM SIG Publications	JA	Journal of Accountancy
ACMT	ACM Transactions (various)	JAAF	Journal of Accounting, Auditing & Finance
AE	Accounting Enquiries	JAC	Journal of Accounting and Computers

AEIJ	Accounting Education: International Journal	JACM	Journal of the ACM
AEJ	Accounting Educator's Journal	JACR	Journal of Accounting Case Research
AF	Accounting Forum	JAЕ	Journal of Accounting and Economics
AFLT	Application of Fuzzy Logic and the Theory of Evidence in Accounting	JAED	Journal of Accounting Education
AH	Accounting Horizons	JAFR	J. of Acc. and Finance Research
AHJ	Accounting Historians Journal	JAIS	Journal of the Association of IS
AIA	Advances in International Accounting	JAL	Journal of Accounting Literature
AJIS	Australian Journal of IS	JAPP	J. of Accounting and Public Policy
AM	Academy of Management	JAR	Journal of Accounting Research
AMA	Advances in Management Accounting	JATA	J. of American Tax Association
AMIT	Acc., Management and Info. Technologies	JBFA	J. of Business, Finance and Acc.
AMR	Academy of Management Review	JBL	Journal of Business Logistics
AOR	Annals of Operations Research	JCAF	J. of Corporate Acc. and Finance
AOS	Accounting, Organizations and Society	JCIS	Journal of CIS
AR	Accounting Review	JCM	J. of Communication Management
ARJ	Accounting Research Journal	JCT	Journal of Corporate Taxation
ASQ	Administrative Science Quarterly	JETA	J. of Emerging Topics in Acc.
AT	Advances in Taxation	JEUC	Journal E-U Computing
AUD	Auditing: Journal of Practice and Theory	JFSP	J. of Financial Services Professionals
BAR	British Accounting Review	JIAAT	J. of International Acc., Auditing and Tax
BIT	Behavior and Information Technology	JIS	Journal of Information Systems
BRIA	Behavioral Research in Accounting	JMAR	J. of Management Acc. Research
CA	CA Magazine	JMIS	Journal of MIS
CACM	Communications of the ACM	JMR	Journal of Management Research
CAIS	Communications of the AIS	JRPIT	J. of Research and Practice in IT
CAR	Contemporary Accounting Research	JSIS	Journal of Strategic IS
CJ	Computer Journal	JSM	Journal of Systems Management
CMA	CMA Magazine	JT	Journal of Taxation
CPA	Critical Perspectives on Accounting	MA	Management Accounting
CPAJ	The CPA Journal	MAJ	Managerial Auditing Journal
DB	Data Base	MAR	Management Accounting Research
DS	Decision Sciences	MISQ	MIS Quarterly
DSS	Decision Support Systems	MS	Management Science
EDP	EDP Auditors Journal	NA	New Accountant
EJIS	European Journal of IS	NPA	National Public Accountant
EJOR	European Journal of Operational Research	NRAES	New Review of Applied Expert Systems and Emerging Technology
GAJ	Government Accountants Journal	NTJ	National Tax Journal
HBR	Harvard Business Review	OBHDP	Organizational Behavior and Human Decision Processes
HCI	Human-Computer Interaction	OCPA	Ohio CPA Journal
IA	Internal Auditor	OGT	Oil & Gas Tax Quarterly
IAE	Issues in Accounting Education	OMEG	OMEGA

IAUD	Internal Auditing		OR	Operations Research
IBM	IBM Systems Journal		OS	Organization Science
IBM	IBM Systems Journal		PA	Practical Accountant
IEEEEC	IEEE Computer		PAR	Pacific Accounting Review
IEEEET	IEEE Transactions (various)		PFA	Public Finance and Accountancy
IJA	International Journal of Accounting		RBIS	Review of Business Information Systems ²
IJAIS	International J. of AIS ¹		SFM	Strategic Finance Magazine
IJDAR	International J. of Digital Acc. Research		SJ	Spanish Journals
IJEC	International Journal of E-Commerce		SJIS	Scandinavian Journal of IS
IJHCS	International Journal of H-C Studies		SM	Strategic Management Journal
IJIS	Intelligent Systems in Acc., Finance, & Mgt. ⁵		SMR	Sloan Management Review
IJMMS	International J. of Man-Machine Studies		TA	Tax Advisor
IM	Information and Management		TAR	Taiwan Accounting Review
INTER	Interfaces		TBE	Teaching Business Ethics
IO	Information and Organization ³		TCPA	Today's CPA
IRMJ	Information Resources Management J.		TLR	Tax Law Review
ISAC	IS Audit and Control Journal		TN	Tax Notes

¹Formerly Advances in Accounting Information Systems (AAIS)

²Formerly the Review of Accounting Information Systems (RAIS)

³Formerly Accounting Management and Information Technology (AMIT)

⁴Formerly EDP Auditor (EDP) and IS audit and Control Journal (ISAC)

⁵Formerly International Journal of Intelligent Systems in Accounting, Finance and Mgt. (IJIS)

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