

IIM Trichy Research Seminar Series

Central to the academic life is the spirit of enquiry, conversation and debate. The primary intention of the IIM Trichy Research Seminar Series is to nurture this spirit amongst the Fellow Program (FP) community. This initiative was conceptualized by and is administered by the FP students.



Seminar 01

Date: 13th August 2018, Venue: CR-13, Time: 10 AM

Title: Mobile applications in government services from user's perspectives: A predictive modelling approach

Category: Research Paper; **Journal Name :** Government Information Quarterly

Author(s): Sujeet K. Sharma (Associate Professor, IIM Trichy), Ali Al-Badi, Nripendra P. Rana & Laila Al-Azizi

Mobile applications are becoming a preferred delivery method for the government sector and contributing to more convenient and timely services to citizens. This study examines the intention to use mobile applications for the government services (mG-App) in Oman. This study extended the Unified Theory of Acceptance and Use of Technology (UTAUT) model by including two constructs namely trust and information quality. Data were collected from 513 mobile application users across Oman. The research model was analyzed in two stages. First, structural equation modelling (SEM) was employed to determine significant determinants affecting users' acceptance of mG-App. In the second stage, a neural network model was used to validate SEM results and determine the relative importance of determinants of acceptance of mG-App. The findings revealed that trust and performance expectancy are the strongest determinants influencing the acceptance of mG-App. The findings of this research have provided theoretical contributions to the existing research on mG-App and practical implications to decision-makers involved in the development and implementation of mG-App in Oman

Broad Theme of Discussion

- ✓ Validation of the use of a variable in a model when it could also be considered as subsumed under another variable used in the same model. Statistical techniques available to ensure that and the need of substantiating it with existing literature.
- ✓ Making the decision of using a particular novel and rare statistical technique as in this case a combo of 'SEM + Neural Network modelling'. Tips for a budding researcher to look beyond the traditional techniques when those techniques can also serve the purpose, such as in this case choosing SEM+ANN when CFA might have given the same results.
- ✓ The importance of a "spike" or "hook", such as novelty of method, extension of a theory, the novelty of data or the context etc. in a paper that attracts the attention of the reviewers and the journal to publish it.
- ✓ Dissecting the mG-App into sub apps to better understand the relationship between the demographics and the adoption of the app.
- ✓ The need for new variables that are proposed in a study i.e. 'Trust' and 'Information Quality', to be inspired by existing literature, observation etc. The need of theoretical backing for explaining the impact of such variable on the DV.
- ✓ Deriving insights from the results, specifically those leading to policy implications.
- ✓ The need to interpret the dropping of certain variables in a model post analysis with a relook on the sample characteristics or data collection methods.

The Inquisitives



*Sownthara
(Economics)*



*Abhishek
(OM & QT)*



*Prof Sankalp
(Strategy)*



*Sudeep
(Marketing)*



*Manu
(OB & HR)*



*Mueen
(Strategy)*



*Parijat
(OB & HR)*

Title: *Do CEOs regret?* Theorizing the role of emotion in higher premiums paid during acquisition of firms.

Category: Working Paper

Author(s): Arun T V (FP Student, Strategy, IIM Trichy)

Research suggests that synergy-seeking, hubris, and managerialism are the three motives that influence a firm to pay higher premium (also referred as large premium) during acquisition of firms. Within these works, the existing evidence underscores the importance of considering an alternative to the latter two behavioral motives in research. I extend the understanding on reasons behind higher premiums by borrowing from theories on regret in economics and psychology. These theories suggest that regret is a comparison-based negative emotion on decisions, accompanied by a self-blame, and are of three types. First is “experienced regret”: when people realize that their past decision has negatively impacted them. Second is “anticipated regret”: when people imagine that their present decision would negatively impact them in future, if they have not decided differently. And third is “anticipated-experienced regret”: (i) when people anticipate the possibility of feeling the experienced regret again, (ii) when experienced regret-related feedback information influence their subsequent decisions and (iii) when in the subsequent decision situation, their choice behavior is dependent on preference maximization. To say, in the context of acquisition bid, the preference can be to acquire at a promising price. As suggested in regret aversive behavior literature, I bring theories of situationally induced regulatory focus of individuals to argue that the anticipated-experienced regret of Chief executive officers (CEOs) accentuates promotion focused behavior when his rational preference is ‘to win’ in an acquisition opportunity. As a result, such behavior is manifested in the form of CEOs assigning a larger value to acquire a target firm. Basing on this logic, I theorize that CEO’s *anticipated-experienced regret of not winning* in an earlier acquisition bid will influence his decision to pay a *higher premium* in the subsequent acquisition. Furthermore, borrowing from theory of regulatory fit, i.e., instrumental fit and motivational fit, I propose that the above relationship will be positively moderated by the firm’s salient situational characteristics such as organizational slack and socio-psychological feelings, viz. CEO’s intra-organizational power and inter-organizational status.

Broad Theme of Discussion

The Inquisitives

- ✓ In case of target sample being the top-level executives of a company such as CEOs and the context of emotional decision making, the use of in depth interviews with multiple follow-ups, simulation studies, or experiments for data collection.
- ✓ Interlocking directorates and the network theory perspective
- ✓ Attribution style of the CEOs and the subsequent feeling of regret



Nidheesh
(OB & HR)



Prof Saravanan
(Finance)



Parijat
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