

Shaji A. Khan, Ph.D.

231 Express Scripts Hall
One University Blvd.
University of Missouri – St. Louis
St. Louis, MO 63121 - USA

Cell Phone: +1 314-489-9733
Office Phone: +1 314-516-4882
Email: shajikhan@umsl.edu
Web: <http://www.umsl.edu/~sakbm9>

EDUCATION

- **Doctor of Philosophy in Business Administration with Information Systems Emphasis**,
2012, *University of Missouri - St. Louis, MO*

Dissertation Title: “Organizational Responsiveness to Anti-Offshoring Institutional Pressures”

Dissertation Committee:

Dr. Mary Lacity (Chair)
Dr. Natalia Mintchik
Dr. Dinesh Mirchandani
Dr. Joseph Rottman

- **Master of Science in Computer Science**, 2001
Governors State University, University Park, IL

- **Bachelor of Arts**, 2000
Governors State University, University Park, IL

- **Bachelor of Commerce**, 1998
Osmania University, Hyderabad, India

RESEARCH

Refereed Journal Publications

Lee, K., **Khan, S. A.**, Mirchandani, D. (Accepted for Publication, April 2012) "Balancing Hierarchical Effects of Product Attributes on Actualized Innovativeness in the Context of High-Tech Products," *Journal of Business Research*, forthcoming

Khan, S.A., Tang, J., and Joshi, K. (Accepted for Publication, August 2011) “Disengagement of nascent entrepreneurs from the startup process,” *Journal of Small Business Management*, forthcoming

Khan, S.A., Tang, J., and Zhu, R. (Accepted for Publication, March 2011), “The impact of environmental, firm, and relational factors on entrepreneurs’ ethically suspect behaviors,” *Journal of Small Business Management*, forthcoming

Lacity, M., Willcocks, L, and **Khan, S.A.** (2011), “Beyond Transaction Cost Economics: Towards an Endogenous Theory of Information Technology Outsourcing,” *Journal of Strategic Information Systems* Vol. 20, 2, pp. 139-157

Lacity, M., **Khan, S.A.**, Yan, A., and Willcocks, L. (2010), “A Review of the IT Outsourcing Empirical Literature and Future Research Directions,” *Journal of Information Technology*, Vol. 25, 4, pp. 395-433

Lacity, M., Rottman, J., and **Khan, S. A.** (2010), “Field of Dreams: Building IT Capabilities in Rural America,” *Strategic Outsourcing an International Journal*, Vol. 3, 3, pp. 169-191.
[This research has been featured in **Business Week, CNNMoney, ComputerWorld, Atlantic Journal, Fortune Magazine, and Entrepreneur Magazine**]

Lacity, M., **Khan, S.A.**, and Willcocks, L. (2009), “A Review of the IT Outsourcing Literature: Insights for Practice,” *Journal of Strategic Information Systems*, Vol. 18, 3, pp. 130-146
[Ranked as the most downloaded paper in 2009 and 2010]

Tang, J. and **Khan, S. A.** (2007), “Dynamic interactions between alertness and systematic search: A Yin and Yang perspective on opportunity recognition and innovation,” *International Journal of Entrepreneurship and Innovation (Special Issue on Entrepreneurship and Innovation in China)*, Vol. 8, 3, pp. 175-187.

Manuscripts under Journal Review

Khan, S. A., Mirchandani, D., and Lederer, A. “Top Management Support, Collective Mindfulness, and Information Systems Performance,” *Journal of Information Technology* (submitted January, 2012)

Tang, J., **Khan, S.A.**, and Zhu, R. “Entrepreneurs’ ethically suspect behaviors and effective information acquisition: The moderating effect of impression management,” *Entrepreneurship & Regional Development* (submitted July, 2011)

Conference Presentations

Tang, J., **Khan, S.A.**, and Zhu, R. (2011), “Entrepreneurs' Ethically Suspect Behaviors and Effective Information Acquisition,” *Academy of Management Annual Meetings*, San Antonio, Texas

Khan, S.A. and Tang, J. (2011), “Disengagement of nascent entrepreneurs from the startup process,” *Babson College Entrepreneurship Research Conference*, Syracuse, New York

Khan, S.A., Tang, J., and Zhu, R. (2011), “The impact of environmental, firm, and relational factors on entrepreneurs’ ethically suspect behaviors: An empirical study in the Chinese context” *Babson College Entrepreneurship Research Conference*, Syracuse, New York.

Khan, S. A. and Mirchandani, D. (2008), “The moderating effect of top management’s collective mindfulness on the relationship between top management support and IS function performance,” *Americas Conference on Information Systems*, Toronto, Canada.

Khan, S. A. and Tang, J. (2008), “User involvement and Information Systems success: A review of the construct and meta-analysis,” *Academy of Management Annual Meetings*, Anaheim, California.

Tang, J. and **Khan, S. A.** (2008), “Do ethically suspect behaviors prevent or promote firm growth: Evidence from Chinese entrepreneurs,” *Academy of Management Annual Meetings*, Anaheim, California.

Lee, K. and **Khan, S. A.** (2007), “Technology adoption at the consumer Level: Focus on internet based communication technology,” *Americas Conference on Information Systems*, Keystone, Colorado.

Tang, J. and **Khan, S. A.** (2007), “Dynamic interactions between alertness and systematic search: A Yin and Yang perspective on opportunity recognition and innovation,” *Academy of Management Annual Meetings*, Philadelphia, Pennsylvania.

Tang, J. and **Khan, S. A.** (2006), “Entrepreneurial environment, self-efficacy, alertness and commitment,” *Babson-Nankai International Entrepreneurship Research Conference*, Tianjin, China.

Book Chapters

Lacity, M., **Khan, S.A.**, and Willcocks, L. (2011), “A Review of the IT Outsourcing Literature: Insights for Practice, in *The Oxford Handbook of Management Information Systems*, (Galliers, R., and Currie, W. eds), Oxford University Press, Oxford, pp. 496-528. REPRINT of *Journal of Strategic Information Systems*, Vol. 18, pp.130-146

Industry Reports

Khan, S. A. and Lacity, M. C. (March 2012), “Anti-offshoring pressures and offshoring of Information Technology and business processes,” *Everest Group Research*: Available online at <https://research.everestgrp.com/Product/11664>

Research in Progress

Khan, S. A. User involvement, user participation, and Information Systems success: A meta-analytic study.

Khan, S. A. and Sabherwal, R., The dynamics of politics in Information Systems development: An agent-based simulation study.

Khan, S. A. and Arnold, M. From intention to knowledge sharing behavior: The role of individuals' promotion and prevention focus.

Talbott, R., Cornish, M., and **Khan, S. A.** Knowledge attrition during knowledge transfers: The example of IS support rotation.

Acknowledged Contributions

- Research Assistance for “Business Intelligence: practices, technologies, and management,” by Sabherwal, R. and Becerra-Fernandez, I., John Wiley & Sons, 2010.
- Research Assistance for “Knowledge Management: Systems and Processes,” by I. Becerra-Fernandez, and R. Sabherwal, M.E. Sharpe, 2009.
- Research Support for “Information Technology Outsourcing: A Taxonomy of Prior Studies and Directions for Future Research,” *Journal of Information Systems*, by Blaskovich, J. and Mintchik, N. 2010, Vol. 25: 1, pp. 1-36

INDEPENDENT TEACHING EXPERIENCE (University of Missouri – St. Louis)

Graduate Teaching:

1. Information Systems (INFSYS) 5800 / Public Policy Administration (PPA) 6800 (Combined Section) – *Management Information Systems*

1. Spring 2012, Overall Teaching Evaluation: (pending)
2. Fall 2011, Overall Teaching Evaluation: 6.00 (for 5800) and 7.00 (for 6800) / 7.00
3. Summer 2011, Overall Teaching Evaluation: 6.30 / 7.00
4. Fall 2010, Overall Teaching Evaluation: 5.20 (for 5800) and 6.00 (for 6800) / 7.00

2. Information Systems (INFSYS) 6805 – *Application of Programming for Business Solutions (.net platform and VB)*

1. Summer 2012, Overall Teaching Evaluation: (scheduled)

Undergraduate Teaching:

- 1. Information Systems (INFSYS) 3806 – *Object Oriented Programming – Java***
 1. Spring 2012, Overall Teaching Evaluation: (pending)
- 2. Information Systems (INFSYS) 3844 – *Developing Business Applications in .net (programming language VB)***
 1. Summer 2012, Overall Teaching Evaluation: (scheduled)
- 3. Information Systems (INFSYS) 2800 – *Information Systems Concepts and Applications***
 1. Summer 2012 (Section 1), Overall Teaching Evaluation: (scheduled)
 2. Winter 2011 (Section 1), Overall Teaching Evaluation: 6.00 / 7.00
 3. Winter 2011 (Section 3), Overall Teaching Evaluation: 6.43 / 7.00
 4. Winter 2008 (Section 04), Overall Teaching Evaluation: 6.33 / 7.00
 5. Fall 2007 (Section 03), Overall Teaching Evaluation: 5.50 / 7.00
 6. Fall 2007 (Section 01), Overall Teaching Evaluation: 5.11 / 7.00

SERVICE**International Conference on Information Systems (ICIS) 2010 Conference Committee**

- ***Review Coordinator ICIS 2010***
Administrator of ‘ManuscriptCentral’ system for the conference. Coordinated smooth submissions, reviews, decisions, and publication of more than 800 paper submissions.
- ***Webmaster ICIS 2010***
Independently developed and managed the *International Conference on Information Systems (ICIS) 2010* website, <http://icis2010.aisnet.org>.

Ad Hoc Reviewer

- *IEEE-Transactions on Engineering Management*
- *Journal of Information Technology*
- *International Conference on Information Systems (ICIS)*
- *Journal of Information Technology Case and Application Research*

Affiliations

- Association for Information Systems (AIS)
- Academy of Management (AOM)

AWARDS

- Graduate school doctoral recruitment fellowship, University of Missouri – St. Louis (2009-2010)
- Graduate school doctoral recruitment fellowship, University of Missouri – St. Louis (2008-2009)

- Performance based bonus award, College of Business, University of Missouri – St. Louis (2008-2009)
- Graduate School Travel Award, University of Missouri – St. Louis (2008)
- College of Business Travel Award, University of Missouri – St. Louis (2008)
- Graduate school doctoral recruitment fellowship, University of Missouri – St. Louis (2007-2008)
- Performance based bonus award, College of Business, University of Missouri – St. Louis (2007-2008)
- Graduate School Travel Award, University of Missouri – St. Louis (2007)
- College of Business Travel Award, University of Missouri – St. Louis (2007)
- Graduate school doctoral recruitment fellowship, University of Missouri – St. Louis (2006-2007)
- Performance based bonus award, College of Business, University of Missouri – St. Louis (2006-2007)

PROFESSIONAL EXPERIENCE

Graduate Research Assistant, Information Systems Department, University of Missouri - St. Louis, College of Business Administration, St. Louis, MO (May 2006 – September, 2011)

Information Systems Lead, TechQED, Inc. Chicago, IL (March 2003 - August 2006)

- Founded TechQED, Inc. and managed all aspects of information technology design, development, and deployment at TechQED and for clients
- Analyzed, designed, developed and deployed web based order processing, customer management and record keeping systems for small businesses. Made extensive use of open source software to keep costs low. Obtained and managed support contracts.
- Performed detailed systems analysis for clients' needs and offered direct and scalable solutions
- Developed, maintained and promoted various data driven Web sites.
- Developed various Web based applications in PHP/MySQL providing clients with efficient and user-friendly solutions
- Analyzed systems requirements for many retail stores, installed POS hardware and software, provided training and technical support to clients

Web/Application Developer, Sivan Web Developers, South Holland, IL (April 2001 – June 2002)

- Independently developed/maintained Web Sites for a variety of clients.
- Developed a Web based mailing list administration suite
- Developed an online marketing giveaway program
- Created an easy to install/configure Web based customer information management solution

Technical Support / Webmaster, Office of Career Services, Governors State University, University Park, IL (July 2000 – December 2003)

- Provided network, hardware, and application support to end users
- Designed and maintained the Web site for Career Services Department
- Administered ‘*e-recruiting*’ database, an online job posting, student/employer management and scheduling system
- Created various reports and ran custom queries to facilitate management decision making
- Provided training to students, faculty, staff members and employers

Administrator/IT Manager, Peace Angels High School, Hyderabad, India (October 1997 – July 1999)

- Managed daily activities of a high school with 800 students
- Responsible for hiring/firing, evaluating, and scheduling of 60 teachers and staff
- Developed school into a profit making venture
- Initiated the use of Information Technology for administration and for students
- Taught high school level Computer Science and English courses
- Designed a database application for the School to manage students, tuition, and performance
- Acted as Chief Technology Officer for organization

Programming Languages:

Java, PHP, C++, C#.NET, ASP.NET, HTML /DHTML/XHTML, XML, Visual Basic .NET, JavaScript

Operating Systems:

Windows 95/98/00/NT/XP/Vista/7, UNIX (with shell scripting; Red Hat, SunOS)

Databases:

MySQL, Oracle, SQL Server, MS Access

Application Software:

Adobe CS4/5 Suite including, Dreamweaver, Fireworks, and Flash; Adobe Photoshop, Front Page, Microsoft Visio, Microsoft Office

Data Analytics Tools:

SAS, SPSS, MPLUS, PLS-Graph, LISREL, R

REFERENCES

(list ordered by last name)

Dr. Mary C. Lacity

Professor of Information Systems & International Business Fellow
University of Missouri-St. Louis
233 Express Scripts Hall
One University Boulevard
St. Louis MO 63121-4499 USA
Phone: +1 314-516-6127, Email: mary.lacity@umsl.edu

Dr. Dinesh Mirchandani

Associate Professor of Information Systems
University of Missouri-St. Louis
217 Express Scripts Hall
One University Boulevard
St. Louis MO 63121-4499 USA
Phone: +1 314-516-7354, Email: mirchandani@msx.umsl.edu

Dr. Joseph W. Rottman

Associate Professor of Information Systems
University of Missouri - St. Louis
228 Express Scripts Hall
One University Boulevard
St. Louis MO 63121-4499 USA
Phone: +1 314-516-6288, Email: rottman@umsl.edu

Dr. Rajiv Sabherwal

Walton Professor of Information Systems, and Chair of Department of Information Systems
Sam M. Walton College of Business
Business Building 204A
University of Arkansas
Fayetteville, AR 72701 USA
Phone: +1 479-575-2216, Email: rsabherwal@walton.uark.edu

Dr. Vicki Sauter

Professor of Information Systems
University of Missouri-St. Louis
226 Express Scripts Hall
One University Boulevard
St. Louis MO 63121-4499 USA
Phone: +1 314-516-6821, Email: vicki.sauter@umsl.edu