

**WISE 2008: TWENTIETH WORKSHOP ON INFORMATION SYSTEMS & ECONOMICS**  
**PARIS, FRANCE**  
**DECEMBER 13 - 14, 2008**  
**CALL FOR PAPERS**

**Workshop Objective**

Now in its 20<sup>th</sup> year, the Workshop on Information Systems and Economics is the pre-eminent forum for discussing research on the economics of information technology. Further information is available at the workshop web site:

[http://w4.stern.nyu.edu/ceder/events.cfm?doc\\_id=100267](http://w4.stern.nyu.edu/ceder/events.cfm?doc_id=100267)

**Workshop Location**

Ecole Nationale Supérieure des Télécommunications: TELECOM ParisTech

46 rue Barrault, F-75634 Paris Cedex 13

<http://www.telecom-paristech.fr/telecom-paris/Actualites/TELECOM-ParisTech.php>

**Program Co-Chairs**

Anindya Ghose, Geoffrey Parker, Arun Sundararajan, Marshall Van Alstyne

**Local Arrangements Co-Chair**

Patrick Waelbroeck

**Submissions**

WISE 2008 will accept submissions in two formats: *research-in-progress* and *completed unpublished research*.

When submitting your work, designate clearly below the title whether the submission is an extended abstract or full paper and include the word count for *everything*.

**Submitting research-in-progress:** Authors should submit extended abstracts of their work in progress that are no more than 5 pages in length (single-spaced, 12 pt font, 1 inch margins) including figures, tables and references. These submissions will be evaluated based on their potential research contribution and their ability to stimulate interest and discussion at the conference. Proposed work should be sufficiently complete by the time of the workshop.

**Submitting completed but unpublished research:** Authors should submit a current draft of a completed working paper. The paper should not have been accepted for publication at the time of submission. There is no explicit page length restriction; however, lengthy papers are highly unlikely to be accepted for presentation. We recommend that authors conform to the page length guidelines of *Management Science*.

**WISE does not assume copyright over submitted work and does not publish conference proceedings.**

The deadline for submissions is **Monday September 15, 2008**. PDF is the preferred format, but any format readable by Microsoft Word is acceptable. Please indicate if the submitted work is part of a doctoral student's dissertation. **Submissions are limited to one per person.** Coauthored works should be submitted under the name of the presenting author.

The link for submissions is available at

<http://www.easychair.org/conferences/?conf=wise20080>

Authors of all accepted presentations should provide an outline of their results for distribution to potential discussants by **Monday November 24, 2008** .

### **Important Dates**

Submissions accepted: **Monday September 1, 2008**

Submission deadline: **Monday September 15, 2008**

Notice of acceptance: **Monday October 13, 2008**

Drafts due for discussion: **Monday November 24, 2008**

Online registration opens: **Monday October 13, 2008**

Early registration closes: **Monday November 17, 2008**

Online registration closes: **Monday December 8, 2008**

### **Participation**

Due to its highly interactive workshop format, the number of WISE participants is limited. Priority will be given to presenters in previous programs and this year's program.

### **Specific Areas of Interest**

The economic consequences of IT advances and innovations are the focus of WISE. We welcome new research on the economics of how IT transforms business and society. A number of areas of research about information systems that provide relevant managerial insights and that are supported by to economic theories and methodologies are also appropriate for this workshop. Specific areas of interest include:

- The effects of IT on industrial organization and firm boundaries
- Productivity and performance effects of IT
- The economics of digital products and information goods
- Electronic commerce and electronic markets
- Network effects in products and industries
- The economics of standards, compatibility and interoperability
- Social network analysis and the economics of social media
- The economic consequences of IT-enabled outsourcing
- Digital piracy and IT-related intellectual property issues
- The economics of software development and business method innovations
- Data-based marketing and pricing
- Macroeconomic effects of progress in information technologies
- Implications of IT for differentiation and competitive outcomes