



Seventh Annual Conference of the **Southern Association for Information Systems (SAIS)**

Savannah Marriott Riverfront
February 27-28, 2004

2004 marks the 7th anniversary of the Southern Association for Information Systems (SAIS). As the first regional affiliate of the Association for Information Systems (AIS), SAIS continues to set the standard for regional affiliates and has grown dramatically over its short life span. This year we will once again be in beautiful, historic Savannah, Georgia. SAIS, like the Southern U.S., prides itself for its collegial, friendly environment and continues in its mission to attract researchers, educators and graduate students.

This year we have more than 60 submissions covering a wide array of topics and methods including e-commerce, IS strategy, pedagogy, learning outcomes, testing and ethics issues, academic dishonesty, online education and web-based teaching. The diversity of topics mirrors the geographic diversity, with authors from Florida to California and Canada to Mexico.

This year we will also continue our Ph.D. student mini-consortium by focusing on how junior faculty can begin to build a research stream. We will also feature a workshop on the .Net paradigm.

This year we have four finalists for the Best Paper Award. These papers were nominated by the reviewers and will be presented during a special session on Saturday. The winner will be announced at the conclusion of the Best Paper Session. This year's finalists are:

THE INFLUENCE OF CULTURE ON CONSUMER-ORIENTED ELECTRONIC COMMERCE ADOPTION

Craig Van Slyke (University of Central Florida)
France Belanger (Virginia Tech)
Hao Lou (Ohio University)
Varadharajan Sridhar (Management Development Institute)

TECH SKILLS IN TEN U.S. CITIES: COMPARING JOB NEEDS IN A CHANGING WORLD

Marcy Kittner (University of Tampa)
Raymond Papp (University of Tampa)

LEADERSHIP AND MOTIVATION IN OPEN SOURCE PROJECTS

Donald Wynn (University of Georgia)

**THE IMPACT OF DEMOGRAPHIC SIMILARITY OF KEY OFFSHORE OUTSOURCING LEADERSHIP DYADS
ON PROJECT SUCCESS**

Paul York (University of Georgia)

Welcome to Savannah and thank you for attending the Southern Association for Information Systems.

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Savannah, Georgia, USA**

Acknowledgements

As SAIS 2004 Program Chair, I am truly fortunate to have the help of a number of individuals who, through their enthusiasm and willingness to help, made my job much easier. Throughout its history, SAIS has embodied the true meaning of "collegiality." Once again, this has been clearly demonstrated by the assistance I received from SAIS officers, board members and others.

In particular, I would like to thank Kate Kimery and Tom Case who were always there to answer questions, give advice and generally help in any way possible. Samantha Spears, Director of the Association for Information Systems business office, has also been a tremendous help in making SAIS 2004 a success. Finally, I would like to thank Christy Williams, graduate student assistant in the University of Tampa Sykes College of Business, who did all of the work of checking and rechecking the myriad details of putting together this year's program and online proceedings.

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