

Table of Contents

EDITOR'S COMMENTSxxix
EXECUTIVE OVERVIEWSxxxiii
THEORY AND RESEARCH
"The Effects of Customizability and Reusability on Perceived Process and Competitive Performance of Software Firms" By Sarma R. Nidumolu and Gary W. Knotts
"Strategic Information Systems Planning Success: An Investigation of the Construct and Its Measurement" By Albert H. Segars and Varun Grover
"Polarization and Persuasive Argumentation: A Study of Decision Making in Group Settings" By Maha El-Shinnawy and Ajay S. Vinze165
"The Merchant of Prato— <i>Revisited:</i> Toward a Third Rationality of Information Systems" By Kuldeep Kumar, Han G. van Dissel, and Paola Bielli
RESEARCH NOTE
"Information Technology and Worker Composition: Determinants of Productivity in the Life Insurance Industry" By Chiara Francalanci and Hossam Galal227
SPECIAL INTEREST
"MIS Doctoral Dissertations: 1996-97" By J. Scott Hamilton and Gordon B. Davis243

Copyright © 1998 by SIM International and the Management Information Systems Research Center (MISRC). Permission to make digital or hard copies of part or all of this work for personal or classroom use is granted without fee provided that copies are not made or distributed for profit or commercial advantage and that copies bear this notice and full citation on the first page. Copyright for components of this work owned by others than SIM or MISRC must be honored. Abstracting with credit is permitted. To copy otherwise, to republish, to post on servers, or to redistribute to lists requires prior specific permission and possibly fee. Request permission to publish from: MIS Quarterly; Carlson School of Management; University of Minnesota; 321 19th Ave. So.; Minneapolis, MN 55455. ISSN: 0276-7783.