

# Kelce College Faculty Qualifications Summary



**SANG-HEUI LEE**

**Professor of Management**

**Journal of Managerial Issues Editor**

**AACSB Qualification Status:** Scholarly Academic

**Basis for Qualification:** PhD in field

Multiple PRJ

Multiple Paper Presentations

JMI Editor-in-Chief

**Highest Degree:** Ph.D., 2010

**Institution:** University of Nebraska-Lincoln

**Specialization/Major:** Management

## **Research and Scholarship**

### **Focus**

My research is to explore the potential impact of users' psychological states on their acceptance and adoption of information technologies in workplaces.

### **Impact**

Enterprise information systems (EIS) have played a vital role in improving the performance of enterprises and have grown in popularity since the 1990s. Implementing these large-scale systems can come at a significant cost to small- and medium-sized firms, with small businesses spending an average of \$150,000 and mid-sized businesses spending an average of \$2.5 million. Given the fast-paced nature of information technology, organizations often need to adopt new systems or upgrade

their current ones to stay compatible with their supply chain partners. Organizations in developing economies have serious burdens.

Despite their potential benefits, high-profile EIS implementation projects often fail. Employee reluctance to the adoption of new systems is a common issue that can contribute to failure in EIS implementation. This resistance to change can be due to a variety of factors, such as a lack of training or understanding of the new system.

The study examines the moderating effect of psychological variables to enhance our understanding of the factors that contribute to successful EIS implementation and proposes guidelines for developing user training programs that can improve EIS acceptance and adoption in the workplace, which may enable the small- and medium-sized organizations in developing economies to adopt EIS with less failure.

## **Sample Intellectual Contributions:**

### **Peer Reviewed Journal Articles**

Lee, S., Fogliasso, C., Jung, S., Shin, M. Minsuk, Shum, C. (in press). A Moderating Effect of User's Psychological State on Technology Adoption. *Service Business*.

Lee, S., Fogliasso, C., Jung, S., Shin, M. Minsuk, Shum, C. (2023). A Moderating Effect of User's Psychological State on Technology Adoption. *Service Business*.

Lal, A. K., Lee, S.-h. (2021). Competitiveness, Logistics, Foreign Influences, and GDP: A Path Analysis. *Journal of Global Economy, Trade and International Business*, 1(2), 127-148.

### **Presentations**

Lee, S.-h. (Author), Paper, Decision Science Institute Conference, Houston, Texas, "A network analysis of published papers in the Journal of Managerial Issues: research trends in business.", Session, Academic, International, peer-reviewed/refereed, published in proceedings, Accepted. (November 19, 2022).

## **Professional Memberships**

Beta Gamma Sigma  
Decision Sciences Institute (DSI)  
Journal of Managerial Issues  
Journal of Managerial Issues  
Pan-Pacific Business Association (PPBA)  
Service Business