

PROMOTION RECOMMENDATION
The University of Michigan-Dearborn
College of Business
Department of Accounting and Finance

Vivek Sharma, assistant professor of accounting and finance, Department of Accounting and Finance, College of Business, is recommended for promotion to associate professor of accounting and finance, with tenure, Department of Accounting and Finance, College of Business.

Academic Degrees

Ph.D.	2004	Virginia Tech., Blacksburg, Virginia
M.B.A.	1992	Indian Institute of Management, India
B.Tech. (Hons.)	1989	Indian Institute of Technology, India

Professional Record

2004 - present	Assistant professor, Department of Accounting and Finance, University of Michigan-Dearborn
1996 - 1999	Senior lecturer- Accounting & Finance, Stansfield College, Singapore
1995 - 1996	Lecturer, Accounting & Finance, TMC International (Staffordshire University), Singapore
1993 - 1995	Assistant professor of accounting & finance, IMS/BIMTECH. (MBA Programs), Delhi, India

Teaching: Professor Sharma is rated significantly capable in teaching. Overall, he has demonstrated consistent teaching competency in the courses he has taught. Faculty and students respect his classroom performance. Professor Sharma has taught seven different courses (four graduate and five undergraduate) across the Dearborn and Hong Kong campuses. He has also developed two on-line graduate courses for the MS-Finance degree program.

Research: Professor Sharma is rated excellent in his research. Since joining the faculty, he has published 13 refereed journal articles. Of these, ten were published in very good journals as ranked by the college. He has also completed a book based on material from his dissertation. The outside reviewers commented on the likely high impact of his work in the future. Looking to the future, Professor Sharma has several working papers in progress and we will continue to see a steady stream of quality research from him.

Recent and Significant Publications:

- Sharma, V. 2010. Analyst Recommendations, Brokerage Firm Revenue, and Product Market Power. *International Journal of Revenue Management* 4, pp. 119-130.
- Patterson, D., and V. Sharma. 2010. The Incidence of Informational Cascades and the Behavior of Trade Interarrival Times During the Stock Market Bubble. *Macroeconomics Dynamics* 14, pp. 111-136.
- Hobbs, J., and V. Sharma. 2010. A Survey Data Response to the Teaching of Utility Curves and Risk Aversion. *Journal of Education for Business*, Forthcoming (accepted March 2010).

- Blatz, R., K. Philipich, Y. Ro, and V. Sharma. 2009. Did the Oil Industry Benefit from the 2005 Hurricane Season? An Analysts & Market Perspective. *Oil, Gas, & Energy Quarterly* 58, pp. 259-268.
- Sharma, V. 2009. Brokerage Firms' Revenue and Profitability of their Recommendations: Before and after 1999-2002. *International Journal of Revenue Management* 3, 270-283.
- Autore, D., T. Kovacs, and V. Sharma. 2009. Do Analyst Recommendations Reflect Shareholder Rights? *Journal of Banking and Finance* 33, pp. 193-202.
- Sharma, V., J. Hur, and H. Lee. 2008. Glamour vs. Value: Trading Behavior of Institutions and individual investors. *Journal of Financial Research* 31, pp. 65-84.
- Cai, K., H. Lee, V. Sharma, and M. Valero. 2007. Long-Term Mispricing and Analysts' Assessment on IPOs: Do Prior Unsuccessful Attempts Matter. *Financial Decisions* 19, pp. 1-14.

Service: Professor Sharma is rated significantly capable in his service. Since joining the faculty he has been an active participant in the College's affairs. He has served on the College of Business Academic Standards Committee, Promotion and Tenure committee, Grade Policy Committee as well as on two faculty search committees. Professor Sharma also served as the Governing Faculty Secretary and the faculty representative to the Faculty Senate where he chaired the Committee on Economic Status of the Faculty. He has served the finance discipline outside the COB as well, including providing technical reviews of papers for prestigious journals (*Journal of Banking and Finance*, *Financial Review* and others) and international conferences (more than 40 reviews at *Eastern Finance Association* and *Midwest Finance Association*). In addition, Professor Sharma has served as a member of the program committee, session chair and discussant for several papers at various conferences.

External Reviewers:

Reviewer A: "Dr. Vivek Sharma has shown that he has a consistent research record during his academic career and has proven to be a very successful and productive researcher during his tenure at the University of Michigan-Dearborn. ... I find his research work to be of high quality."

Reviewer B: "I find the quality, quantity, impact and focus of his scholarly work to be outstanding! ... very few assistant professors at teacher-scholar institutions will have 13 published papers in a four-year period."

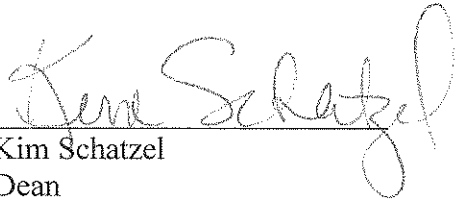
Reviewer C: "This research record is commendable. I would place his research in the top 35% of his cohorts."

Reviewer D: "I am very impressed by Professor Sharma's strong research agenda. His publication record clearly indicates that he is an energetic and productive scholar. ... A study by Zivney and Burtin (1992) can be used as a tool to evaluate his research productivity. ... publishing one article per year in any finance journal (or finance, accounting, economics, or business journal) over any prolonged period of time is a truly remarkable feat met by only 5% of the graduates. Professor Sharma's research productivity is more than twice this publishing rate."

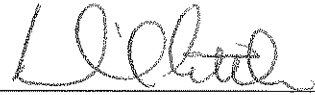
Reviewer E: "Professor Sharma has been, in my opinion, very active and prolific for someone at his current level. I am particularly impressed by the fact that his dissertation was converted to a sole authored book."

Summary of Recommendation:

We are very pleased to recommend, with strong support of the College of Business Executive Committee, Vivek Sharma for promotion to associate professor of accounting and finance, with tenure, Department of Accounting and Finance, College of Business.



Kim Schatzel
Dean
College of Business



Daniel Little
Chancellor
University of Michigan-Dearborn

May 2011