

SMS Special Conference Tel Aviv: Session Discussant Important Information

For: Session Chairs for SC Tel Aviv

Thank you for agreeing to serve as a chair and discussant of a Paper Session at the upcoming SMS Special Conference in Tel Aviv. The Track Directors have selected you as a discussant among our most experienced and supportive conference participants. Please see this as an honor, but also as a responsibility. Also note that your role includes both the chair and discussant responsibility.

It is the primary objective of SMS conferences to provide opportunities for discussion and development of the latest research ideas in strategy. In this spirit of discussion and development, the traditional paper sessions provide an opportunity for authors and audience to interact on a number of papers with a related theme.

We have asked presenters to upload an electronic version of their paper OR presentation (if the full paper is not available) on the conference website. Please note the system is only able to accommodate one document per author. This is accessible in the “**My Sessions**” tab when you log into your SMS profile. Presenting authors have been asked to upload their full papers or presentation by no later than February 15, 2014

We are pleased to provide you with a way to communicate beforehand with the presenting authors in your session. We added a **notes section** to each session’s page on our conference website and invite you to post notes or comments on this page. It is intended to foster communication before the conference and make the session more productive for everyone involved. These comments will only be visible to authors and the session discussant.

Paper Session Description

- The session features at least one author per each of the 3 proposals, a discussant, and audience members.
- Each session is 1 hour 15 minutes long.
- Each presenting author will have 15 minutes for their presentation, with the remaining time used for discussion.
- Each session room will have a LCD projector and a laptop computer available.

The discussant of a session plays an important role. As discussant, we ask that you tie the papers together, engage the audience in the discussion, and ensure that the presenters receive valuable feedback. To that end, please try to identify shared constructs, linked findings, and contradictory results that emerge across papers. In addition, please try to identify on-going debates, themes, puzzles within the topic domain and how the group of papers contributes to them. Your discussant role will be an important and memorable contribution for the authors and the people attending the session.

Chief responsibilities of the discussant and factors relevant to the discussant’s role

- At the beginning of the session, please introduce the topic of your session, state the names and affiliations of the authors, and mention the titles of their papers.

- As the chair, please keep in mind that authors will have 15 minutes each to present their papers in the order that you determine. We ask that you act as a time keeper for your session and make sure that everyone gets an opportunity to present.
- After each presentation, please allow for a couple of clarifying questions, yet please try to postpone most questions and answers (Q&A) to the end. You can offer a short (up to 5 minutes) discussion of the presented papers after each presentation, or alternatively, discuss all papers at the end.
- You will have up to 15 minutes to discuss the papers after all have been presented. When discussing the papers, please highlight each study's main ideas, strengths and weaknesses, the overall contribution of the study to research on the topic, and identify opportunities for improvement, and directions for future research.
- After finishing discussing all papers, please offer a short (up to 5 minutes out of the 15 minutes assigned) integration of the three papers and explain how the papers relate and complement each other. Please highlight communalities, differences, and opportunities for future development. Try to maximize the time available for Q&A and general discussion. Involve the participating authors and the audience toward the end of the session. Such discussion will typically consume at least 15 minutes.

If you have any questions, feel free to contact us at sms@strategicmanagement.net

Sincerely,

Gary, Niron, Dovev, and Ithai
Conference Program Chairs