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**LEE A. SPITZLEY**

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**Contact**

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**RESEARCH INTERESTS**

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- Psychometric properties of language
- Information veracity
- Natural language processing
- Analysis methods in behavioral research

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**EDUCATION**

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**Doctor of Philosophy, Business Administration (August 2012 – present)**

Eller College of Management, University of Arizona, Tucson, Arizona

Major: Management Information Systems

Minor: Statistics

Dissertation Committee: Jay F. Nunamaker (chair), Judee Burgoon, Bill Mayew (Duke University)

Dissertation Title: *The language of fraud in narrative financial disclosures*

Expected graduation: May 2018

**Master of Business Administration (August 2010 – May 2012)**

College of Business Administration, Central Michigan University, Mount Pleasant, Michigan

Concentration: Management Information Systems, with emphasis on SAP

**Bachelor of Science (August 2006 – December 2010)**

College of Science and Technology, Central Michigan University, Mount Pleasant, Michigan

Major: Information Technology

Minor: Entrepreneurship

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**DISSERTATION SUMMARY**

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My dissertation contains three essays that identify linguistic variations associated with fraud. I analyze the text in two common narrative disclosure types: quarterly earnings calls and the Management's Discussion & Analysis (MD&A) section of quarterly and annual financial statements. The first study compares the statements made in the earnings call to those in the MD&A to find signs of excess language similarity during fraud. The second study identifies linguistic indicators of suspicion in investment analysts' questions to managers. The third study will look for avoidant responses from managers when answering analyst questions. I use text analysis methods from information retrieval, psychology, and machine learning to extract features from these disclosures.

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**REFEREED PUBLICATIONS & CONFERENCE PROCEEDINGS**

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1. Burgoon, J. K., Mayew, W. J., Giboney, J. S., Elkins, A. Moffitt, K., Dorn, B., Byrd, M., **Spitzley, L.** (2016). Which spoken language markers identify deception in high-stakes settings? Evidence from earnings conference calls. *Journal of Language and Social Psychology*. 35(2). 123-157.

2. Burgoon, J., Mayew, W. J., Giboney, J. S., Elkins, A., Moffitt, K., **Spitzley, L.**, Byrd, M., et al. (2014). Applying linguistic and vocalic analysis to company conference calls to detect fraud-related statements. Proceedings of the 47th Hawai'i International Conference on System Sciences.
3. **Spitzley, L.**, Kumar, A. (2013) "Exploring the phenomenon of offshore vendors locating satellite offices on the premises of the client in IT and IT-enabled services outsourcing." Presented at the Global IT Management Association 2013 World Conference, Kuala Lumpur, Malaysia, June 16-18, 2013
4. **Spitzley, L.**, Kumar, A. (2012) "Enterprise resource planning systems in public organizations: An analysis of benefits, challenges, and critical success factors." Presented at the Global IT Management Association 2012 World Conference, Bangalore, India, June 17-19, 2012

## INVITED TALKS

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1. **Lee Spitzley.** Analyst language in quarterly earnings calls: Comparing interactions with fraudulent and non-fraudulent managers. MIS Speaker Series at the University of Arizona. Presented on November 4<sup>th</sup>, 2016 in Tucson, AZ
2. **Lee Spitzley.** Analyst language in quarterly earnings calls: Comparing interactions with fraudulent and non-fraudulent managers. INFORMS 2016 Annual Meeting. Nashville, TN.

## FORTHCOMING PRESENTATIONS

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1. Analyst language in quarterly earnings calls: Comparing interactions with fraudulent and non-fraudulent managers. Hawaii International Conference on System Sciences (HICSS), Big Island, HI. *CAST: Credibility Assessment and Screening Technologies Symposium*. January 3-4, 2018.
2. Sociocultural attitudinal networks: Experimental design, technical infrastructure, and lessons. With Jay Nunamaker, Judee Burgoon, Bradley Dorn, Steve Pentland. Hawaii International Conference on System Sciences (HICSS), Big Island, HI. *CAST: Credibility Assessment and Screening Technologies Symposium*. January 3-4, 2018.
3. Deception and exaggeration in online, automated job interviews. With Steve Pentland and Nathan Twyman. Hawaii International Conference on System Sciences (HICSS), Big Island, HI. *CAST: Credibility Assessment and Screening Technologies Symposium*. January 3-4, 2018.

## POSTERS AND PRESENTATIONS

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1. **Lee Spitzley.** (2017). Data collection and logistics in the Mafia game. Annual stakeholder meeting for SCAN: Socio-Cultural Attitudinal Networks. October 4, 2017. College Park, MD.
2. **Lee Spitzley.** (2016) Incremental information disclosure in financial reporting: Differences between fraudulent and non-fraudulent companies. Graduate and Professional Student Council Student Showcase. February 24, 2016. Tucson, AZ.
3. **Lee Spitzley.** (2014) Predicting fraud from quarterly conference calls: A small sample study of scripted language. Americas Conference on Information Systems. August 7-9, 2014. Savannah, GA.

## WORKING PAPERS

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1. Incremental information in narrative financial disclosures: Differences between fraudulent and non-fraudulent firms. *In preparation for submission to Decision Support Systems*.
2. Language in automated virtual interviews. With Steve Pentland, Nathan Twyman. *In preparation for journal submission*.
3. Analyst language in quarterly earnings calls: Comparing interactions with fraudulent and non-fraudulent managers. *Preliminary findings*.

## RESEARCH IN PROGRESS

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1. Information content in manager-analyst dyads. *Data analysis in progress.*
2. Precision, power, and price: Levels of analysis in narrative financial disclosures. *Writing in progress.*
3. Linguistic correlates of dominance, trust, and nervousness in a group negotiation game. Part of a Multi-University Research Initiative (MURI), funded by the US Dept. of Defense. *Data collection in progress.*
4. The Effect of Perceived Behavior Surveillance on Voluntary Disclosure. With Bradley Dorn. *Targeted: MIS Quarterly*

## GRANTS

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1. April 2017, \$750. University of Arizona Graduate and Professional Student Council Travel Grant.
2. May 2016, \$1749. University of Arizona Center for Leadership Ethics Research Grant. Project title: "Analyst Language as an Indicator of Financial Fraud"
3. December 2015, \$545. University of Arizona Graduate and Professional Student Council Travel Grant.
4. May 2015, \$40,000. Center for Identification Technology Research (CITeR) grant, Co-PI. Project title: "The effect of perceived surveillance on voluntary disclosure."
5. January 2015, \$500. University of Arizona Graduate and Professional Student Council Research and Project Grant. Project title: "Information disclosure in fraudulent companies: A study of language similarity between earnings calls and financial statements". Award number RSRCH-414FY15.

## AWARDS & RECOGNITION

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1. August 2016. AMCIS Doctoral Consortium Participant. San Diego, CA.
2. March 2016. Department of Homeland Security Career Development Grant. \$1,375.

## RESEARCH POSITIONS

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### Center for the Management of Information

*Research Associate (August 2012 – present)*

- Contribute to grant-funded research related to deception detection, sensor technologies, and human-computer interaction.

### National Center for Border Security and Immigration (BORDERS)

*Research Associate (August 2012 – present)*

- Developing and conducting research at the US-Mexico border. Awarded \$455,000 in funding from the Department of Homeland Security to study unauthorized border crossings in 2016-2017.

## TEACHING EXPERIENCE

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### University of Arizona – *MISonline* Master's Program

*Instructor, Data Mining for Business Intelligence*

- Summer 2017, 37 students, 4.3/5.0 overall effectiveness
- Spring 2017, 21 students, 4.4/5.0 overall effectiveness
- Summer 2016, 27 students, 4.4/5.0 overall effectiveness

### University of Arizona – Upper Division Undergraduate

*Instructor, MIS 304: Using and Managing Information Systems*

- Fall 2017, 23 students, *in progress*
- Fall 2016, 29 students, 4.7/5.0 overall effectiveness
- Fall 2015, 45 students, 4.6/5.0 overall effectiveness
- Summer 2014, 18 students, 4.7/5.0 overall effectiveness

**University of Arizona – Teaching Assistant**

*Web Mining, MS in MIS program*

- Developed graduate-level web mining labs in both R and SPSS Modeler
- Topics include social media analytics, classification, clustering, and text mining

*Project Execution and Presentation, MS in MIS program*

*Business Data Communications, Upper division undergraduate*

**Central Michigan University – Graduate Assistant**

*Finance & Law Department*

*Real Estate Finance Program*

*Health Administration Division of the College of Health Professions*

**SERVICE**

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**Session Chair**

- Intelligent Applications in Social Media Analytics, INFORMS 2016

**Reviewer**

- Journal of Management Information Systems (2014)
- Americas Conference on Information Systems (2014, 2016)
- Conference on Information Systems and Technology (2017)
- European Conference on Information Systems (2017)
- Hawaii International Conference on System Sciences (2015)
- International Conference on Information Systems (2015, 2017)

**Volunteer**

- International Conference on Information Systems (ICIS), Fort Worth, Texas. December 2015
- University of Arizona Graduate and Professional Student Council Travel Grants judge. April 2017.

**SOFTWARE SKILLS**

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**Statistical Software**

- R, Stata, SPSS, MATLAB

**Data Mining**

- Weka, Python (NLTK, scikit-learn, genism), MALLET, SPSS Modeler, Gephi

**Visualization**

- Shiny (web graphics for R), ggplot2, ggmap, Tableau

**Other**

- Java, Ubuntu Linux, Git, LaTeX, QuickBooks, SAP

**PROFESSIONAL EXPERIENCE**

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**Consumers Energy (May 2011 – August 2011)**

Jackson, Michigan

*IT Audit and Controls*

- Audited the company's financial systems for compliance with Sarbanes-Oxley regulations and verified that appropriate policies and procedures were established and being followed.

**State of Michigan (March 2010 –May 2011)**

Lansing, Michigan

*Department of Technology, Management, and Budget*

- Supported the telecommunications staff with network & telephony administration, trained co-workers in new procedures, and developed software to automate time-consuming billing processes.

**ORGANIZATIONS AND LEADERSHIP**

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- Member, Association for Information Systems
- Member, INFORMS
- President, SAP University Alliance Student User Group, Central Michigan University (2011-2012)
- Executive Board Member, College of Business Administration Graduate Student Association, Central Michigan University (2011-2012)