

Editorial Preview

This issue of the **MIS Quarterly** is devoted to special features. In our first section, we present the two prize winning papers from the 1979 SMIS Paper Competition. First prize was won by Gerald L. Matlin for a paper entitled, "What is the Value of Investment in Information Systems?" This article presents a working system at Land O'Lakes, Inc., which attempts to answer the frequent top management question, "What am I getting for my investment in information systems?" Although this article is long, I think the readers will appreciate the detail which makes the system understandable.

Ralph Sprague and Ronald L. Olson were awarded second prize for their paper, "The Financial Planning System at Louisiana National Bank." In my opinion, the strength of this paper is as an example of how to implement a system so it will be used by senior management. I also congratulate these authors for their pleasant writing style.

These articles are preceded by Mr. James Scott's description of the paper competition procedures. There is no doubt that the two prize papers met two important criteria: 1) an implemented system or MIS management tool; and 2) one having a significant impact upon a host organization. Three other competition papers achieving finalist status will be published in our next issue.

The third paper in this issue, "Motivation Levels of MIS Managers Versus Those of Their Employees," by J. Daniel Couger, Robert A. Zawacki, and Edward B. Oppermann, represents a new class of feature for the **MIS Quarterly**, *an invited paper*. We asked Professor Couger and his colleagues if we could publish the results of their study of the SMIS membership as an invited article. This article, which should be of great interest to the SMIS readership, is the result of the invitation. All senior MIS managers should be aware of this work as well as the material published previously in **Datamation** (see the article's bibliography for the references).

In this issue we also are printing a letter from Gordon B. Davis commenting upon an article which did not appear in the **MIS Quarterly**, but was in the **Harvard Business Review**. We think printing these comments is appropriate for two reasons. First, many of the **MIS Quarterly** readers also read the **Harvard Business Review** and have seen the referenced article by John F. Rockhart. Second, Rockhart cites **MIS Quarterly** interviews with CEO's in introducing the need for better methods of eliciting information requirements. We hope readers will find the comments useful and interesting, and are interested in reader reaction to this letter.

GARY W. DICKSON
SENIOR EDITOR