



# The Role of Top Managers in IT Business Value: A Social-material Perspective

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# The Model

- Theory is convincing
  - Clear how managerial attributes can potentially increase the effectiveness of IT
- Substantial amount of research conducted on literature related to managerial traits
- The interlinkages between traits, imbrication and IT well illustrated

# Suggestions

- Need to sell your theory more
- Be explicit what the contribution is and why this is important
- Not always clear how this fills a gap in the literature
- At times too abstract
  - Include empirical evidence to support inclusion of particular variables
    - Age
- Not clear what IT value represents in the model

# Suggestions

- “TMT” used in abstract with no explanation
- Intro could give more of a hook
- Can you link your theoretical conclusions to some empirical evidence?
- What can policy makers learn from your conclusion?