

Program of the Twenty-Sixth Annual Meeting

October 1 and 2, 2012 Menger Hotel San Antonio, TX

Welcome from the President

It is my pleasure and honor to welcome you to the 2012 Academy of Financial Services Annual Meeting in San Antonio. This year is the 26th anniversary of Academy of Financial Services. We share common interests in sharing innovations in teaching and research that will benefit that practice and body of knowledge of financial planning and financial services.

First of all I would like to thank Dr. Lance Palmer (Executive VP- Program) for his tremendous efforts in putting together an impressive program in the areas of financial planning and financial services. Of course this would not be possible without the excellent submissions from our presenters this year. I am confident we will all benefit and enjoy the diversity of the program as we attend the interesting sessions available this year.

Many of you participated in the survey this past year that was administrated by Dr. Grady Purdue on behalf of the board of directors. The purpose of the survey was to ensure that all of our members could share their thoughts and values regarding AFS membership. Data from the survey confirms this conference provides a forum for academics and practitioners to present and discuss their current research, exchange potential research ideas, and catch up with colleagues and friends. As many of you know our organization has strove to continue to meet our objectives of serving academia and practitioners in their research and development. After reviewing the results of the survey it was determined that next year's meeting will take place in Chicago to allow members to attend both the FMA meeting and our meeting.

Lastly, I would like to thank our colleagues on the board for their time and commitment to the organization. The efforts of Dr. Francis Laatsch for his efforts to help organize our 2013 meeting, Dr. William Chittenden, VP-Local Arrangements, and Dr. Diane Docking, VP-Finance, are all very much appreciated. Special thanks to Dr. Stuart Michelson-Editor who has continued to commit a great deal of his time and resources for *The Financial Services Review*.

I thank you all for supporting the AFS and making the 2012 Annual meeting a success.

Brian Boscaljon, President 2012 Academy of Financial Services Penn State University - Erie

The 2012 Meeting at a Glance

SUNDAY

5:00 – 6:00 pm – REGISTRATION

MONDAY

7:30 am - 5:00 pm - REGISTRATION

7:30 - 8:00 am - CONTINENTAL BREAKFAST

A Sessions, 8:00 – 9:15 am

- A1 Investments I Ballroom A
- A2 Retirement Planning I Ballroom B
- A3 Investments II Ballroom C
- A4 Estate Planning I Cavalier Room

9:15 - 9:30 am - Coffee Break

B Sessions, 9:30 – 10:45 am

- B1 Investments III Ballroom A
- B2 Investments IV Ballroom B
- B3 Insurance I Ballroom C
- B4 Consumer Behavior Cavalier Room

10:45 – 11:00 am – Coffee Break

C Sessions, 11:00 – 12:00

- C1 Student Debt Ballroom A
- C2 Retirement II Ballroom B
- C3 Investments V Ballroom C
- C4 Business Planning Cavalier Room
- C5 International Organizations Patio Room

12:00 - 1:45 pm LUNCHEON

D Sessions, 2:00 – 3:15 pm

- D1 Investor Behavior I Ballroom A
- D2 Portfolio Management Ballroom B
- D3 Investments VI Ballroom C
- D4 Household Debt Cavalier Room

3:15 - 3:30 am - Coffee Break

E Sessions, 3:30 – 4:45

- E1 Investor Behavior II Ballroom A
- E2 Real Estate I Ballroom B
- E3 Retirement Planning III Ballroom C
- E4 Financial Education I Cavalier Room

5:30 - 7:30 pm - RECEPTION

TUESDAY

7:30 am - 11:00 am - REGISTRATION

7:30 - 8:00 am - CONTINENTAL BREAKFAST

F Sessions, 8:00 – 9:15

- F1 Investments VII Ballroom A
- F2 Savings Behavior 1 Ballroom B
- F3 Financial Education II Ballroom C
- F4 Potpourri I Cavalier Room

9:15 - 9:30 am - Coffee Break

G Sessions, 9:30 - 10:50

- G1 Potpourri II Ballroom A
- G2 Savings Behavior II Ballroom B
- G3 Client Communication Ballroom C
- G4 Potpourri III Cavalier Room

10:50 - 11:00 am - Coffee Break

H Sessions, 11:00 – 12:00

- H1 Household Debt II Ballroom A
- H2 Tax Education Ballroom B
- H3 Pedagogy Ballroom C
- H4 Investor Behavior III Cavalier Room

Session Details

MONDAY

7:30 am - 5:00 pm - REGISTRATION

7:30 – 8:00 am – CONTINENTAL BREAKFAST

Session A1: 8:00 – 9:15 am Location: Ballroom A
Investments I Moderator: Darrol Stanley

A Test of a Composite Measure for Common Stock Momentum Investing A. J. Senchack, Southwestern University

The Asymmetric Information of Price Momentum Reversal and Alpha on Long-Term Returns of Portfolios of S&P 500 Stocks

Darrol Stanley, Pepperdine University Michael D. Kinsman, Pepperdine University

Session A2: 8:00 – 9:15 am

Retirement I

Location: Ballroom B

Moderator: Caryl Carpenter

People with Multiple Chronic Conditions and Preparation for Retirement

Caryl Carpenter, Widener University Thomas E. Hunter, Widener University Karen Leppel, Widener University Eric Brucker, Widener University

The Influence of Race on the Social Security Early Retirement Decision for Married Couples

Diane Docking, University of Northern Illinois Rich Fortin, New Mexico State University Stuart Michelson, Stetson University

Retirement Saving and the use of Financial Planners

Terrance Martin, Texas Tech University Michael Finke, Texas Tech University Session A3: 8:00 – 9:15 am Location: Ballroom C Investments II Moderator: Robert Dubil

Fixed Income Investing After 2008: Getting the Maximum Yield From Corporate Bonds and Callable Corporate Bonds

Robert Dubil, University of Utah

Market Timing Risk in Laddering a CD Portfolio Don Taylor, Penn State Brandywine

Closed-end Funds and the Financial Crisis Sophie Kong, Western Washington University Fang Wang, Central Washington University

Session A4: 8:00 – 9:15 am

Estate Planning I

Location: Cavalier Room

Moderator: Vance Grange

Estate Planning in an Uncertain Transfer Tax Environment Thomas P. Langdon, Roger Williams University Vance E. Grange, Utah State University

Escheated Estate Assets: Trends, Causes, and Recovery Randal Ice, University of Central Oklahoma

Charitable Estate Planning as Visualized Autobiography: An fMRI Study of its Neural Correlates Russell James III, Texas Tech University Michael W. O'Boyle, Texas Tech University

9:15 – 9:30 am – Coffee Break

Session B1: 9:30 – 10:45 am Location: Ballroom A Investments III Moderator: James Kolari

A New Asset Pricing Model Based on the Zero-Beta CAPM: The ZCAPM

Wei Liu, Texas A&M University James W. Kolari, Texas A&M University Jiahua Z. Huang, Texas A&M University

New Efficient Frontier: Can Structured Products Really Improve Risk-Return Profile? Giovanna Zanotti, Universita Degli Studi Di Bergamo Gianluca Fusai, Universita Degli Studi Del Piemonte Orientale Amedeo Avogadro

Structured Product Based Variable Annuities

Geng Deng, Securities Litigation and Consulting Group Tim Husson, Securities Litigation and Consulting Group Craig McCann, Securities Litigation and Consulting Group Session B2: 9:30 – 10:45 am Location: Ballroom B
Investments IV Moderator: Steven Swidler

Multiple Reverse Stock Splits (Investors Beware!)

Claire E. Crutchley, Auburn University Steven Swidler, Auburn University

The Intermediate and Long-term Impacts of Financial Magazine Stock Picks

Swarn Chatterjee, University of Georgia Andrew Carswell, University of Georgia Cliff Robb, Kansas State University Stefen Kutzman, University of Georgia

Investing in Morningstar Five-Star Stock Upgrades: Price and Style Effects Paul J. Bolster, Northeastern University
Emery A. Trahan, Northeastern University

Session B3: 9:30 – 10:45 am Location: Ballroom C

Insurance I Moderator: Barry Mulholland

Understanding the Shift in Demand for Cash Value Life Insurance

Barry Mulholland, Texas Tech University Michael Finke, Texas Tech University

Does Advisor Compensation Method Impact Their Perspective on Life Insurance Disclosure Effectiveness?

Barry Mulholland, Texas Tech University Michael Finke, Texas Tech University John Gilliam, Texas Tech University

How Much Life Insurance Do You Need?

Chris Robinson, York University

Victoria Zaremba, Office of the Attorney General of Ontario

Session B4: 9:30 – 10:45 am Location: Cavalier Room Consumer Behavior, National Data Samples Moderator: John Clark

The Impact of Tactical Shifts to Gold During a Recession: "Fear Asset" or Inflation Hedge

Brian Boscaljon, Penn State – Erie

John Clark, University of Missouri – Kansas City

Matthew Hood, Texas State University

Parameter Assumptions in Normative Analyses of Household Financial Decisions

Sherman D. Hanna, The Ohio State University

Kyoung Tae Kim, The Ohio State University

Fen Liu, The Ohio State University

Pure Time Preference or Situational? What Does the Survey of Consumer Finances Planning Horizon Variable Measure?

Eunice O. Hong, The Ohio State University Sherman D. Hanna, The Ohio State University

10:45 – 11:00 am – Coffee Break

Session C1: 11:00 – 12:00 Location: Ballroom A
Student Debt Moderator: Victoria Javine

Do You Know What You Owe? Students' Understanding of Their Student Loans

Emily A. Andruska, Federal Reserve Board Jeanne M. Hogarth, Federal Reserve Board Cynthia Needles Fletcher, Iowa State University Gregory R. Forbes, Iowa State University Darin R. Wohlgemuth, Iowa State University

Financial Knowledge and Student Loan Usage in College Students Victoria Javine, University of South Alabama Tajuana Williams, University of South Alabama

Session C2: 11:00 – 12:00 Location: Ballroom B
Retirement II Moderator: Robert Moreschi

Using Trusts as a Means to Reduce Retirement Funding Shortfalls Robert Moreschi, Virginia Military Institute

Which Retirement Savings Strategy Leads to More Nights with Peaceful Sleep?: Comparison of Life-Cycle and Life-Style Strategies from Expected Utility

Rosita P. Chang, University of Hawaii at Manoa Qianqiu Liu, University of Hawaii at Manoa Helen Saar, Dixie State College

Session C3: 11:00 – 12:00 Location: Ballroom C
Investments V Moderator: Stuart Michelson

Personality Type and Investment Risk Preferences Stuart Michelson, Stetson University Karen Mottarella, University of Central Florida

Revealed Preferences, Learning, and Sequential Decision Making Larry Belcher, Taylor University Session C4: 11:00 – 12:00 Location: Cavalier Room Business Planning Moderator: Mitzi Lauderdale

I Can Quit You: Who Fires their Advisor after a Recession

Yuanshan Cheng, Texas Tech University Michael Finke, Texas Tech University

Special Needs Caregivers: An Increased Need for Support and Professional Guidance Mitzi Lauderdale, Texas Tech University Sandra Huston, Texas Tech University

Session C5: 11:00 – 12:00 Location: Patio Room International Financial Planning Research Community Moderator: Mark Brimble

The Past, Present and Future - Academic Participation in the Development of the Financial Planning Profession

Mark Brimble, Giffith University

12:00 – 1:45 pm LUNCHEON

Speaker: G. Wes Swank, Hayman Capital Management, Managing Director – Energy & Natural Resources

Bio: Prior to joining Hayman Capital Management in March of 2008, Mr. Swank worked in the mergers and acquisitions group of Citi's investment bank. While at Citi, Mr. Swank was involved in strategic financial advisory assignments across multiple industries including consumer products, energy, media, technology and homebuilding. Mr. Swank has closed transactions exceeding \$5 billion in aggregate value and has worked with notable clients such as Williams Companies, Pathmark Stores and Andrew Corporation. Mr. Swank received his MBA from Stanford University in June 2005 and a BS in Mechanical Engineering from the Virginia Military Institute in May 2003, where he graduated as valedictorian of his class.

Session D1: 2:00 – 3:15 pm Location: Ballroom A
Investor Behavior I Moderator: D. K. Malhotra

An Empirical Examination of the Performance of Faith Based Investing: The Case of Islamic Index Funds

Akash Dania, Alcorn State University D.K. Malhotra, Philadelphia University

Using Social Responsibility Ratings to Outperform the Market: Evidence from Long-Only and Active-Extension Investment Strategies

Greg Filbeck, Penn State Erie Hunter Holzhauer, Penn State Erie Xin Zhao, Penn State Erie The Impact of Market Sentiment on the Stock Trading Behavior of Individuals: Evidence from the HRS

Chris Browning, Texas Tech University Michael Finke, Texas Tech University Sandra Huston, Texas Tech University

Session D2: 2:00 – 3:15 pm Portfolio Management

Practical Diversification Tools

Jeanie Wyatt, South Texas Money Management Jim Kee, South Texas Money Management

Portfolio Size: Revisited

James Chong, California State University – Northridge; MacroRisk Analytics G. Michael Phillips, California State University – Northridge; MacroRisk Analytics

Manager Description and Fund Performance Jarkko Peltomäki, Stockholm University

Session D3: 2:00 – 3:15 pm

Investments VI

Location: Ballroom C

Location: Ballroom B

Moderator: James Chong

Moderator: Brian Boscaljon

VIX Signal for Flight-to-Quality

Brian Boscaljon, Penn State University - Erie John Clark, University of Missouri – Kansas City

Market Timing for ETF Style Rotation through the use of Entropy Analytics and the VIX Index

Levan Efremidze, Pepperdine University James A. DiLellio, Pepperdine University Darrol J. Stanley, Pepperdine University

Optimizing Portfolio Liquidation Under Risk-Based Margin Requirements

Geng Deng, Securities Litigation and Consulting Group Tim Dulaney, Securities Litigation and Consulting Group Craig McCann, Securities Litigation and Consulting Group

Session D4: 2:00 – 3:15 pm Location: Cavalier Room Household Debt Moderator: Hyrum Smith

Household Factors Associated with Mortgage Prepayment and Tax-Deferred Retirement Savings Hyrum Smith, Virginia Tech Comparing Apples to Oranges: Lessons from Corporate Finance for Analyzing Mortgage Payments and Rent

Dale L. Domian, York University Robert C. Wolf, University of Wisconsin - La Crosse

What Is Financial Literacy, and Does Financial Literacy Education Achieve Its Objectives? Evidence from Banks, Government Agencies and Financial Literacy
Nirmala Lee, London Metropolitan University

Location: Ballroom A

Moderator: Philip Gibson

3:15-3:30 pm Coffee Break

Session E1: 3:30 – 4:45 pm Investor Behavior II

Investors Preference for Skewness and the Demand for Actively Managed Mutual Funds Philip Gibson, The University of Incarnate Word

Investor Preference for Skewness and the Incubation of Mutual Funds Philip Gibson, The University of Incarnate Word

Impact of Rebalancing Strategies on Individual TIAA-CREF Portfolios Brian Boscaljon, Penn State University - Erie Rick Hedderick, Penn State University - Erie

Session E2: 3:30 – 4:45 pm Location: Ballroom B
Real Estate I Moderator: Robert Wolf

The Effect of Market Conditions on Household Investment in Rental Real Estate Martin Seay, Kansas State University Lance Palmer, University of Georgia Robert Nielsen, University of Georgia Andrew Carswell, University of Georgia

An Assessment of the Risk and Return of Residential Real Estate Robert C. Wolf, University of Wisconsin - La Crosse Hsiao-Fen Yang, University of Wisconsin - La Crosse Dale L. Domian, York University

Tax Efficiency in Indexed Retirement Accounts
James H. Gilkeson, University of Central Florida
Stuart Michelson, Stetson University

Session E3: 3:30 – 4:45 pm Retirement Planning III

How to Mitigate the Risk of Outliving Retirement Wealth Vickie Bajtelsmit, Colorado State University LeAndra O. Foster, Colorado State University

Retirement Distributions: Retiree Transition from Young, through Very Elderly Superannuated Ages. An Age Based, 3-D Dynamic Distribution Model

Location: Ballroom C

Moderator: Vickie Bajtelsmit

Location: Cavalier Room

Moderator: Claire Matthews

Larry Frank, Better Financial Education
John B. Mitchell, Central Michigan University
David M. Blanchett, Morningstar Investment Management

Timing the Retirement Annuity Funds over Business Cycles: Evidence from the TIAA-CREF Imitiaz Mazumder, St. Ambrose University
Nazneen Ahmad, Weber State University

Session E4: 3:30 – 4:45 pm Financial Education I

Intergenerational Transfer of Financial Literacy Claire Matthews, Massey University

Financial Literacy and Naïve Consumer Choice Laura Ricaldi, Texas Tech University Michael Finke, Texas Tech University Sandra Huston, Texas Tech University

5:30 - 7:30 pm - RECEPTION

TUESDAY

7:30 am - 11:00 am - REGISTRATION

7:30 – 8:00 am – CONTINENTAL BREAKFAST

Session F1: 8:00 – 9:15 am Location: Ballroom A

Investments VII Moderator: David Nanigian

The Investment Performance of Leveraged and Inverse Exchange Traded Funds: Empirical Evidence

Francis Laatsch, Southern Mississippi University

Why do Mutual Fund Expenses Matter?

David Nanigian, The American College

What Individual Investors should Know about Load Effects on Mutual Fund Risk Larry Prather, Southeastern Oklahoma State University

Session F2: 8:00 – 9:15 am

Savings Behavior I

Location: Ballroom B

Moderator: Jack Sterling

Examining the Savings Habits of Individuals with Present-Fatalistic Time Perspectives using the Theory of Planned Behavior

Robert Rodermund, Lindenwood University

A Phenomenological Study of the Lived Experience of Individual Savings Rates and How They Impact Life Satisfaction

Jack Sterling, The Westminster Group

Bringing the Future to the Present to Incentivize Savings at Tax Time Through the Use of Solution Focused Brief Coaching

Lance Palmer, University of Georgia

Teri Pichot, Denver Center for Solution-Focused Brief Therapy

Irina Kunovskya, University of Georgia

Session F3: 8:00 – 9:15 am Location: Ballroom C

Financial Education II Moderator: Alicia Rodriguez de Rubio

Understanding Minority Households as Consumers of Financial Services Alicia Rodriguez de Rubio, University of the Incarnate Word

Competency Based Action Learning: A New Curriculum Synthesis for Financial Literacy Education

Nirmala Lee, London Metropolitan University

Online Search Frequency, Information Asymmetry, and Market Liquidity Hunter Holzhauer, Penn State Erie Xing Lu, University of Indiana South Bend

Session F4: 8:00 – 9:15 am

Potpourri I

Location: Cavalier Room

Moderator: Vance Grange

Funding Alternatives For Higher Education
Thomas Langdon, Roger Williams University
Vance E. Grange, Utah State University

Investor Attention and Social Media
Tao Guo, Texas Tech University
Michael Finke, Texas Tech University

9:15 - 9:30 am - Coffee Break

Session G1: 9:30 – 10:50am Location: Ballroom A
Potpourri II Moderator: Shawn Brayman

The Illusion that More Conservative Portfolios Address Risk Capacity Issues Shawn Brayman, Plan Plus Inc.

Multiple restatement announcements and firm's rate of return Siddharth Shankar, Texas A&M International University Edward R. Lawrence, Florida International University Arun J. Prakash, Florida International University Suchismita Mishra, Florida International University

Session G2: 9:30 – 10:50 am

Savings Behavior II

Location: Ballroom B

Moderator: Tim Griesdorn

Financial Risk Tolerance and Savings Behavior
Tim Griesdorn, Iowa State University
Jean Lown, Utah State University
Sharon DeVaney, Purdue University
Soo Hyun Cho, South Dakota State University
David Evans, Purdue University

Factors Related to Saving Behavior among Low-Income Households in the 1992-2007 Survey of Consumer Finances

Stuart Heckman, The Ohio State University Sherman D. Hanna, The Ohio State University The Influence of Saving Objectives on Saving: First Response Versus Any Response for Objectives

Jae Min Lee, The Ohio State University Sherman D. Hanna, The Ohio State University

Session G3: 9:30 – 10:50 am Location: Ballroom C
Client Communication Moderator: Lukas R. Dean

Perceptions of Financial Planners Regarding Factors that Affect the Development of Planning and Client Communication Techniques in Practice

Charles R. Chaffin, Certified Financial Planner Board of Standards Inc. Benjamin F. Cummings, Saint Joseph's University

Switching Financial Advisors: An fMRI Study of Its Neural Correlates Russell James III, Texas Tech University

The Upside of the Downturn: Investor Flows and Advisor Compensation Lukas R. Dean, William Patterson University Michael S. Finke, Texas Tech University John S. Salter, Texas Tech University

Session G4: 9:30 – 10:50 am

Potpourri III

Location: Cavalier Room

Moderator: John Golob

The Effects of Sectoral Components of GDP on FDI Inflows in Developing Countries Thomas Layton, Texas Tech University

Is the Federal Debt Raising Corporate Profits and Reducing Labor's Share of National Income? John Golob, Retired, Federal Reserve Bank of Kansas City

Does Single vs. Multiple Banking Relationship Influence Bank Lending During Bankruptcy?
Anand Jha, Texas A&M International University
Siddharth Shankar, Texas A&M International University
YoungJun Kim, Texas A&M International University

10:50 - 11:00 am - Coffee Break

Session H1: 11:00 – 12:00 Location: Ballroom A Household Debt II Moderator: Chris Robinson

Payday Loans: A Socially Responsible Industry?

Mark Schwartz, York University

Chris Robinson, York University

Negative Net Worth and the Life Cycle Hypothesis Travis P. Mountain, The Ohio State University Sherman D. Hanna, The Ohio State University

Session H2: 11:00 – 12:00 Location: Ballroom B
Tax Education Moderator: Lance Palmer

Community Service and Service Learning Among Accounting and Law Students

Cathy Bowen, Penn State Keith Elkin, Penn State Benjamin Lansford, Penn State

First Things First: Soft Pre-Commitments and the Decision to Save Among Low-Income Tax Filers

Lance Palmer, University of Georgia Irina Kunovskya, University of Georgia

Session H3: 11:00 – 12:00 Location: Ballroom C

Pedagogy Moderator: Barry Mulholland

Education Fast Track: Concept Discussion for Streamlined Introduction of Financial Planning Technology in the Classroom

Barry Mulholland, Texas Tech University

Does Using a PC Tablet in the Classroom Improve Financial Planning Education Hyrum Smith, Virginia Tech

Session H4: 11:00 – 12:00 Location: Cavalier Room Investor Behavior III Moderator: Jacob Sybrowsky

Trust and Locus of Control as Predictors of Portfolio Composition Jacob P. Sybrowsky, Utah Valley University

Capitalizing on the Greatest Anomaly in Finance with Mutual Funds David Nanigian, The American College

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Suchismita Mishra, Florida International University – G1

John B. Mitchell, Central Michigan University – E3

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Michael W. O'Boyle, Texas Tech University - A4

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G. Michael Phillips, California State University – Northridge; MacroRisk Analytics – D2

Teri Pichot, Denver Center for Solution-Focused Brief Therapy – F2

Arun J. Prakash, Florida International University - G1

Larry Prather, Southeastern Oklahoma State University - F1

Laura Ricaldi, Texas Tech University – E4

Cliff Robb, Kansas State University – B2

Chris Robinson, York University – B3, H1

Robert Rodermund, Lindenwood University – F2

Alicia Rodriguez de Rubio, University of the Incarnate Word - F3

John S. Salter, Texas Tech University - G3

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Mark Schwartz, York University - H1

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A. J. Senchack, Southwestern University – A1

Siddharth Shankar, Texas A&M International University - G1, G4

Hyrum Smith, Virginia Tech – **D4**, **H3**

Darrol J. Stanley, Pepperdine University – A1, D3

Jack Sterling, The Westminster Group – **F2**

Steven Swidler, Auburn University – **B2**

Jacob P. Sybrowsky, Utah Valley University – H4

Don Taylor, Penn State Brandywine - A3

Emery A. Trahan, Northeastern University – **B2**

Fang Wang, Central Washington University – A3

Tajuana Williams, University of South Alabama – C1

Darin R. Wohlgemuth, Iowa State University – C1

Robert C. Wolf, University of Wisconsin – La Crosse – D4, E2

Jeanie Wyatt, South Texas Money Management – **D2**

Hsiao-Fen Yang, University of Wisconsin – La Crosse – E2

Giovanna Zanotti, Universita Degli Studi Di Bergamo – **B1**

Victoria Zaremba, Office of the Attorney General of Ontario – **B3**

Xin Zhao, Penn State Erie – D1