

Selected Publications

- Gary W. Emery and Qingfeng Liu, "An Analysis of the Relationship Between Electricity and Natural Gas Futures Prices," *Journal of Futures Markets*, 22 (February 2002), pp. 95-122.
- Gary W. Emery, "Cyclical Demand and the Choice of Debt Maturity," *The Journal of Business*, 74 (October 2001), pp. 557-590.
- Gary W. Emery and Jeannette A. Switzer, "Expected Market Reaction and the Choice of Method of Payment for Acquisitions," *Financial Management*, 28 (Winter 1999), pp. 73-86.
- Gary W. Emery, "An Optimal Financial Response to Variable Demand," *Journal of Financial and Quantitative Analysis*, 22 (June 1987), pp. 209-225. Reprinted in *Readings on Short-Term Financial Management*, 3rd Edition, Keith V. Smith and George W. Gallinger (ed.), West Publishing Company, (1988).
- Gary W. Emery, "A Pure Financial Explanation for Trade Credit," *Journal of Financial and Quantitative Analysis*, 19 (September 1984), pp. 271-285. Reprinted in *Readings on Short-Term Financial Management*, 3rd Edition, Keith V. Smith and George W. Gallinger (ed.), West Publishing Company, (1988).
- Gary W. Emery and Kenneth O. Cogger, "The Measurement of Liquidity," *Journal of Accounting Research*, 20 (Autumn 1982), pp. 290-303.

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Refereed journal articles.

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- Gary W. Emery and Jeannette A. Switzer, "Expected Market Reaction and the Choice of Method of Payment for Acquisitions," *Financial Management*, 28 (Winter 1999), pp. 73-86.
- Gary W. Emery, "Cash Flow Measures of Credit Risk," *Credit and Financial Management Review*, 5 (First Quarter 1999), pp. 51-62.
- Gary W. Emery and Nandkumar Nayar, "Product Quality and Payment Policy," *Review of Quantitative Finance and Accounting*, 10 (1998), pp. 269-284.
- Gary W. Emery, "Integrating Production and Finance in the MBA Core Course," *Financial Practice and Education*, 7 (Spring/Summer 1997), pp. 55-66. Received International Financial Management Association Competitive Paper Award for Innovations in Teaching Finance, 1996.
- Gary W. Emery and Kenn Ariga, "Some Evidence on the Trade Credit Practices of Japanese Trading Companies," in *Advances in Pacific Basin Financial Markets Volume II*, Theodore Bos and Thomas A. Fetherston, (eds.), JAI Press, Inc. (1996).
- Gary W. Emery, "Review of *Corporate Liquidity*," *Journal of Finance*, 49 (March 1994), pp. 364-366.
- Gary W. Emery, "Guidelines for Establishing Trade Credit Terms," *International Journal of Business Studies*, 1 (October 1993), pp. 113-123.
- Gary W. Emery, "Positive Theories of Trade Credit," in *Advances in Working Capital Management*, Yong H. Kim, (ed.), JAI Press Inc., (1988). Reprinted in *Short-Term Financial Management*, Terry S. Maness and John T. Zietlow, West Publishing Company, (1993).
- Gary W. Emery, "An Optimal Financial Response to Variable Demand," *Journal of Financial and Quantitative Analysis*, 22 (June 1987), pp. 209-225. Reprinted in *Readings on Short-Term Financial Management*, 3rd Edition, Keith V. Smith and George W. Gallinger (ed.), West Publishing Company, (1988).
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- Gary W. Emery, "Discussion of: The Design of a Company's Banking System," *Journal of Finance*, 38 (May 1983), pp. 387-389.
- Gary W. Emery and Kenneth O. Cogger, "The Measurement of Liquidity," *Journal of Accounting Research*, 20 (Autumn 1982), pp. 290-303.

- Gary W. Emery, "Optimal Liquidity Policy: A Stochastic Process Approach," *Journal of Financial Research*, 5 (Fall 1982), pp. 273-283. Reprinted in *Readings on Short-Term Financial Management*, 3rd Edition, Keith V. Smith and George W. Gallinger (ed.), West Publishing Company, (1988).
- Gary W. Emery, "Some Guidelines for Evaluating Capital Investment Alternatives With Unequal Lives," *Financial Management*, 11 (Spring 1982), pp. 14-19.
- Kenneth O. Cogger and Gary W. Emery, "Comment On: A Determination of the Risk of Ruin," *Journal of Financial and Quantitative Analysis*, 16 (December 1981), pp. 759-764.
- Gary W. Emery, "Some Empirical Evidence on the Properties of Daily Cash Flow," *Financial Management*, 10 (Spring 1981), pp. 21-28.

Books.

- Gary W. Emery, *Corporate Finance: Principles and Practice*, Reading Massachusetts: Addison Wesley Longman, (1998).
- Ned C. Hill, Gary W. Emery, and William L. Sartoris, *Essentials of Cash Management*, 1st Ed., Newton, Connecticut: National Corporate Cash Management Association (1985).

Other publications.

- Gary W. Emery, "Sustainable Growth for Credit Analysis," *Business Credit*, 102 (February 2000), pp. 35-39.
- Gary W. Emery, Kenn Ariga, and Akihiko Kawaguchi, "Trade Credits and Inter-firm Relationship in Japan," *Financial Review*, 27 (published by the Japanese Ministry of Finance in Japanese).
- Gary W. Emery and Kenn Ariga, "The Administration of Trade Credit Policy by Japanese Trading Companies," in *Japanese Management - Challenges and Applications for Business Executives*, Chris Czerkowski, (ed.), Academic Press, Hong Kong, (1993).
- Gary W. Emery and Ronald G. Lyons, "The Lambda Index: Beyond the Current Ratio," *Business Credit* (November/December 1991), pp. 14-15.
- Gary W. Emery, "Measuring Short-Term Liquidity," *Journal of Cash Management*, 4 (July-August 1984), pp. 25-32.

Working Papers:

- "Transaction Costs and the Distribution of Inventories Between Suppliers and Customers," with Manuela A. Marques.