

With W. R. King. (1991) "The Strategic Use of Information Resources: An Exploratory Study," *IEEE Transactions on Engineering Management*, Vol. 38(4), 293-305.

This paper presents some extensive, albeit preliminary, data on the strategic use of information resources in a field that has had little or no empirical work. An important distinction was made between the strategic use of information versus information technology. The results of a survey of 84 senior IS executives suggest that business firms do recognize this distinction. Organizational factors that facilitate and inhibit the strategic use of information resources and the processes leading up to their adoption were also analyzed. The evidence suggests that formal organizational processes have not been instituted for assessing and implementing business strategies that are based on information resources.