

Propositions

1. Whether contractual controls mitigate supplier shirking in response to outcome uncertainty, depends on the way in which performance- and behavior-based controls are combined (Study 1).
2. When buying organizations engage in non-collaborative behavior during the contract management phase, it is futile to use performance-based contracting (Study 2).
3. By overly relying on grand theories originating in the field of economics, contracting literature has ignored behavioral consequences of emotions and cognitive biases (Study 3).
4. Studying inter-organizational contracting at the individual rather than organizational level, enables scholars to better capture whether individual differences act as determinants of PBC effectiveness (Study 3).
5. Changes in structure of product ownership cause considerable alterations in the alignment of objectives, incentives and operations processes among supply chain actors (Study 4).
6. Developmental reviewing plays an important role in speeding up sharing of insights from academic research with practice.
7. Only a signed contract can hold an agreement – you cannot call her your wife unless you have the paperwork to prove it.
8. Remaining critical about assumptions held by your environment is essential to making significant contributions to society.
9. “To really change things, one should accept that nothing can really be changed within the existing system” (Jean-Luc Godard).

10. By living in the present one is able to deal more effectively with the uncertainty inherent to life.
11. "Skills can be taught. Character you either have or you do not have" (Anthony Bourdain).