

List of Propositions Attached to the Thesis

When interests collide: Understanding and modeling interests alignment using fair pricing in the context of interorganizational information systems

By Irina Romochkina

1. The Shapley value-based pricing strategy introduces incentives for co-competition among vertical IOS data providers, such as terminal operators, that are often competitors in their core market places in a seaport context. (Ch3)
2. The fair value of the data provider's contribution to the port community system is largely affected not only by the provider's market share but also its position in the business community network. Companies connected to small network members might sometimes be more valuable to the community than companies connected to larger network members, all else being equal. (Ch2)
3. Under the Shapley value-based pricing scheme, in high-density networks, the benefits from coordinating among data providers during IOS adoption are higher than in low-density networks. (Ch3)
4. A company's decision to adopt an IOS depends on the characteristics of not only the IOS itself but also of other IOSs that the firm currently uses. The important firm IOS landscape characteristics in this context are as follows: number of IOSs, their architectures, level of standardization, and level of substitutability. (Ch4)
5. Although many studies suggested that community-wide adoption of a single IOS is justified by operational performance improvements, we observe that individual companies and their alliances drive the development of the business community IOS landscape in favor of multiple IOSs. Companies' interests in gaining a strategic advantage through IOS adoption or in defending their current competitive position spur the proliferation of IOSs in the community. (Ch4)

6. B2B platforms are drastically different from B2C platforms, which receive more attention in the research with respect to data sharing, because of the differences in organizations' decision-making process.
7. Data monetization potential is significantly underestimated by many corporations.
8. A corporate culture encouraging innovations is more effective than the installment of a data science team for incorporating advanced analytics solutions into the company's day-to-day business.
9. The spread of innovations in supply chain is slower compared to other corporate functions like marketing or revenue management as supply chain malfunctions are more visible in comparison.
10. Fluency of Dutch people in English and their politeness have a negative effect on foreigners acquiring Dutch language skills.
11. Switching from academia to consulting makes one more appreciative of a regular, healthy sleep pattern, which is a requirement for any successful mental work.