The Erasmus Research Institute of Management (ERIM) is the Research School (Onderzoekschool) in the field of management of the Erasmus University Rotterdam. The founding participants of ERIM are the Rotterdam School of Management / Faculteit Bedrijfskunde and the Rotterdam School of Economics. ERIM was founded in 1999 and is officially accredited by the Royal Netherlands Academy of Arts and Sciences (KNAW).

The research undertaken by ERIM is focussed on the management of the firm in its environment, its intra- and inter-firm relations, and its business processes in their interdependent connections.

The objective of ERIM is to carry out first rate research in management, and to offer an advanced Ph.D. program in Management.
Annual Report 2000

Rotterdam, September 2001
# Table of Contents

1. **Introduction**  
   1.1 Founding History 1  
   1.2 Missions and Goals 2  
   1.3 ERIM’s Organization 3  

2. **Management Report**  
   2.1 Ongoing Activities 7  
   2.1.1 Membership Policy 7  
   2.1.2 Scientific Results of 2000 8  
   2.1.3 Ph.D. Program 8  
   2.1.4 ERIM Support Programs (ESP) 8  
   2.1.5 Seminars 9  
   2.1.6 ERIM Report Series 9  
   2.1.7 Scientific International Conferences 9  
   2.1.8 ERIM Ph.D. Series in Management 10  
   2.1.9 ERIM Membership Charter 10  
   2.1.10 Program Advisory Committee 12  
   2.1.11 Supervisory Board 12  
   2.1.12 Award 12  
   2.2 New Activities 12  
   2.2.1 ERIM Journals List (EJL) 12  
   2.2.2 Extended ERIM Vouchers 12  
   2.2.3 ERIM Research Fellowships in Management 13  
   2.2.4 Graduate Program in Research in Management 13  
   2.2.5 ERIM Award for an Outstanding Young Researcher 13  
   2.2.6 ERIM Scientific Conference 13  
   2.2.7 ERIM E-News 13  
   2.2.8 ERIM Team 14  

3. **Research**  
   3.1 Focus and Programs 15  
   3.2 Business Processes, Logistics and Information Systems (LIS) 17  
   3.2.1 Fellows / Program Directors 17  
   3.2.2 Members 17  
   3.2.3 Ph.D. Candidates 17
Introduction

This first Annual Report of the Erasmus Research Institute of Management (ERIM) starts with a short account of the founding history, mission and goals of ERIM. Subsequently ERIM’s organization is described. The Management Report 1999 reports the most important activities in this founding year of ERIM. Then follows an account of the five ERIM Research Programs: LIS (Business Processes, Logistics and Information Systems), ORG (Organizing for Performance), MKT (Marketing), F&A (Finance and Accounting) and STR (Strategy). This account includes information about the ERIM fellows, members and the Ph.D. candidates associated with each of these programs. The Annual Report also describes ERIM’s Ph.D. program and concludes with a list of dissertations and publications for each of the five ERIM programs in 1999.

1.1 Founding History

Although business schools have been an integral part of universities for almost a century, it is only in the last fifty years that ‘business’ and ‘management’ have become respected and developed into substantial fields of academic education and research. This occurred first in the United States. The Ford Foundation and Carnegie Foundation Reports of 1959 encouraged academic business schools to incorporate behavioural sciences, economics, mathematics, operations research and statistics into their teaching and research. Since then ‘management’ has developed as a comprehensive academic field with a thorough scientific base, a vast expansion of academic and professional literature, and the Nobel Prize winner: Herbert Simon, both an economist and a psychologist, in 1978.

In Rotterdam, in 1913, the Nederlandsche Handelshoogeschool (School of Commerce) was established to emphasize study in the practical managerial problems of business. Later, in 1939, the school changed its name into Nederlandse Economische Hogeschool (Netherlands School of Economics), now with an emphasis on the economic approach, which at that time was the most developed discipline to incorporate ‘management’. The School of Economics (since 1973 part of the Erasmus University), through its departments in the area
of business economics retained this emphasis on the economic aspects of management. The other disciplinary perspectives such as the behavioural sciences and technology started to receive more attention in 1970 with the establishment of the Graduate School of Management, a joint venture of Erasmus University, Delft University of Technology, the Free University of Amsterdam (joined in 1972) and Leiden University (joined in 1974). In 1985, the Graduate School of Management was integrated with Erasmus University as the Rotterdam School of Management (RSM), which is, in many respects the successor of the original 'Nederlandsche Handelshoogeschool' established at the beginning of this century.

Also in Rotterdam, the study of management developed a scientific dimension and both the School of Economics and the Rotterdam School of Management established their research institutes. For research in business economics, the School of Economics had established RIBES (Rotterdams Instituut voor Bedrijfs-economische Studies) and the Rotterdam School of Management had ERASM (Erasmus Institute for Advanced Research in Management). From 1986, the Rotterdam School of Management also had a Ph.D. program in General Management. In 1998 the two Schools decided to bring together their best resources in the domain of management and jointly founded a new research institute: ERIM, which stands for: Erasmus Research Institute of Management.

The Royal Netherlands Academy of Arts and Sciences (KNAW) has officially accredited ERIM on June 3rd, 1999.

1.2 Missions and Goals

The mission of ERIM is to contribute to scientific research that enables organizations to assess and improve their business processes in order to perform in a profitable and responsible way. The research focus is on the firm in its environment, its intra- and inter-firm relations, its business processes in their interdependent connections and the management of these as an exclusive and distinctive scientific domain.

The objective of ERIM is to carry out first-rate research in management, as recognized by the community of peers and to offer an advanced Ph.D. program in Management for the education of new, excellent scholars in the field. More specifically, the goals of ERIM are:
1. To be a high quality institute with a high visibility and a strong reputation among the peers of the international community of researchers in management.

2. To make ongoing and significant contributions to the body-of-knowledge of management.

3. To achieve a high output of scientific publications in the top journals and books of research in management.

4. To produce a significant annual output of high quality Ph.D.’s.

### 1.3 ERIM’s Organization

ERIM is a research school with two academic divisions: a research institute and a graduate school. The following picture gives an overview of the ERIM organization:

![Erasmus Research Institute of Management](image)

The organization of ERIM and the responsibilities of the different persons and administrative bodies are regulated in the "Reglement Erasmus Research Institute of Management (ERIM)", approved by the Board (College van Bestuur) of the Erasmus University on March 6, 2000.

The **Scientific Director** is the responsible administrator (bestuur) of ERIM. The Scientific Director is assisted by an **Associate Director** (adjunct directeur) and a
Ph.D. Director, responsible for the Ph.D. program. The ERIM Office supports the different activities within ERIM.

The Supervisory Board (Raad van Toezicht) is a predominantly external body for advice and supervision. The Program Advisory Committee (Programmaraad) consists of five internal ERIM fellows from the five ERIM Programs. The Ph.D. Advisory Committee (Aio-adviesraad) consists of Ph.D. students.

**Research institute**

ERIM researchers are working in one of the following five ERIM Research Programs:

- LIS (Business Processes, Logistics and Information Systems)
- ORG (Organizing for Performance)
- MKT (Marketing)
- F&A (Finance and Accounting)
- STR (Strategy)

The content of the ERIM Research Programs is described in detail in section 3 of this Annual Report. As the next figure shows the ERIM Research Programs are in fact the pillars of the Research Institute and Research School.

An ERIM Research Program has program directors, called *ERIM Fellows*, other researchers, called *ERIM Members* and junior members, called *ERIM Associate Members*. The criteria and procedure for becoming ERIM Fellow, ERIM Member and ERIM Associate Member are described in the ERIM Membership Charter (see section 2.1.9 page 10).
Graduate School

ERIM offers an advanced Ph.D. program in management. With the introduction of the Bachelor/Master structure in Dutch Universities, ERIM is preparing a Master of Research in Management program at the Erasmus University, as part of the overall Graduate Program in Research in Management. The highest degree in this program is the Ph.D. degree. The Ph.D program is described in section 4 of this annual report.

The composition of the different organizational bodies of ERIM is given below.

ERIM Management

Prof. dr.ir. Berend Wierenga, Scientific Director
Dr. Albert Wagelmans, Associate Director
Prof. dr.ir. Gerrit van Bruggen, Ph.D. Director

ERIM Supervisory Board (alphabetical order)

Prof. dr. Harm Bart, (Chairman ERIM Supervisory Board until January 1th 2001)
Dean Rotterdam School of Economics, Erasmus University Rotterdam (until January 1th 2001)

Prof. dr. Peter Leeflang,
Professor of Marketing, Faculty of Economics, University of Groningen

Prof. dr. Andrew van de Ven,
Professor of Organizational Innovation and Change, Carlson School of Management, University of Minnesota, U.S.A.

Prof. dr. Paul Verhaegen,
Dean Rotterdam School of Management / Faculteit Bedrijfskunde, Erasmus University Rotterdam

Prof. dr. Ed Vosselman (Chairman ERIM Supervisory Board, as of January 1th, 2001)
Dean Rotterdam School of Economics, Erasmus University Rotterdam

Prof. dr. Luk Van Wassenhove,
Professor of Operations Management and Operations, Research, INSEAD, Fontainebleau, France
ERIM Program Advisory Committee (alphabetical order)
Prof.dr.ir. Rommert Dekker, (LIS)
Prof.dr. Philip Hans Franses, (MKT)
Prof.dr. Kees Koedijk, (F&A), Chairman
Prof.dr. Jaap Paauwe, (ORG)
Prof.dr. Henk Volberda, (STR)

Ph.D. Advisory Committee ERIM (alphabetical order)
Drs. Reggy Hooghiemstra, Chairman (Vice-chairman until September 1th 2000)
Drs. Alan R. Muller, Vice chairman
Drs. Mariëlle Sonnenberg, Member (1st year Ph.D. candidate) (until September 1th 2000)
Drs. Iris Vis, Chairman (until September 1th 2000)
Drs. Björn Vroomen, Member (1st year Ph.D. candidate)

ERIM Office
Drs Wilfred Mijnhardt, Secretary General
AnneMarie Stolkwijk BA, Ph.D. program coordinator
Tineke van der Vhee, Office Manager
2 **Management Report**

In this report a brief account will be given of the ongoing activities in ERIM during the year 2000, as well as of the new initiatives that have been started in that year. Some of these find their continuation in 2001.

2.1 **Ongoing Activities**

2.1.1 **Membership Policy**

During the year 2000, 19 researchers could be accepted as new ERIM members, based on their compliance with the publication requirements for ERIM membership, as described in the ERIM Membership Charter. In the year 2000, ERIM has admitted new 15 Ph.D. students.

The current numbers (September 2001) of ERIM members and ERIM Ph.D. students are:

<table>
<thead>
<tr>
<th>People</th>
<th>FBK</th>
<th>FEW</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members</td>
<td>57</td>
<td>38</td>
<td>95</td>
</tr>
<tr>
<td>Fellows</td>
<td>11</td>
<td>8</td>
<td>19</td>
</tr>
<tr>
<td>Ph.D. Students</td>
<td>55</td>
<td>13</td>
<td>68</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>123</td>
<td>59</td>
<td>182</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FTE</th>
<th>PART</th>
<th>FBK</th>
<th>FEW</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members</td>
<td>0,4</td>
<td>22,8</td>
<td>15,2</td>
<td>38,0</td>
</tr>
<tr>
<td>Fellows</td>
<td>0,5</td>
<td>5,5</td>
<td>4,0</td>
<td>9,5</td>
</tr>
<tr>
<td>Ph.D. Students</td>
<td>0,9</td>
<td>49,5</td>
<td>11,7</td>
<td>61,2</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>77,8</td>
<td>31,9</td>
<td>108,7</td>
<td></td>
</tr>
</tbody>
</table>
2.1.2 Scientific Results of 2000

The following table presents the output of the ERIM researchers over the different categories (scientific publications only):

<table>
<thead>
<tr>
<th>Type of publication</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dissertations</td>
<td>10</td>
</tr>
<tr>
<td>Articles in Journals</td>
<td>187</td>
</tr>
<tr>
<td>Books</td>
<td>24</td>
</tr>
<tr>
<td>Chapters in books</td>
<td>53</td>
</tr>
<tr>
<td>Proceedings (papers)</td>
<td>55</td>
</tr>
<tr>
<td>Reports</td>
<td>100</td>
</tr>
<tr>
<td><strong>Overall</strong></td>
<td><strong>429</strong></td>
</tr>
</tbody>
</table>

2.1.3 Ph.D. Program

In the year 2000 10 Ph.D. candidates obtained their degrees.

1. Dr. Wietze van der Aa, March 23, 2000
2. Dr. Joost G.M. van Montfort, May 11, 2000
3. Dr. Wynand Bodewes, May 26, 2000
4. Dr Michiel de Boer, May 25, 2000
5. Dr Daniel de Raaf, May 26, 2000
6. Dr. Arniek Boons, September 21, 2000
7. Dr Robert van der Meer, September 28, 2000
8. Dr M. Fleischmann, October 5, 2000
9. Dr D. Romero Morales, October 12, 2000
10. Dr. Robert Goedegebure, November 2, 2000

2.1.4 ERIM Support Programs (ESP)

ERIM has the following Support Programs, for which financial support can be requested:

- Seminar/Colloquia /Workshops
- ERIM Report Series
- Scientific Conferences
- Editing of Scientific Texts
- Short Research Visits
2.1.5 Seminars
ERIM organizes research seminars on a weekly basis. Most of the seminars are organized for researchers/guests from other research institutes. In 2001 distributed over all five ERIM programs, 42 seminars were organized. The complete list with the details of the speakers and the titles of the seminars is listed in section 6 of this Annual Report.

2.1.6 ERIM Report Series
The ERIM Report Series Research in Management contains working papers, produced by fellows, members and Ph.D. candidates of ERIM. The reports in the Series are available in as paper versions and as electronic versions. A paper in the Series is intended as a means to communicate the results of recent research to colleagues and other interested parties. All the reports are published on a special Report Series Internet site: http://www.ers.erim.eur.nl). See section 8 of this annual report for further details on the reports per program.
During the year 2000 58 reports were published, distributed over the five ERIM programs.

2.1.7 Scientific International Conferences
One large International Scientific Conference was hosted in Rotterdam. The European Academy for Advanced Research in Marketing (EMAC) held its 29th Annual Conference at the Erasmus University from 23-26 May 2000. The Conference drew 415 participants from all over the world and was chaired by Berend Wierenga. The Conference Proceedings “Marketing in the New Millennium” were edited by Berend Wierenga, Ale Smidts and Gerrit Antonides, all three members of ERIM.
2.1.8 ERIM Ph.D. Series in Management

This series was started in 2000. In 2000, the first 3 volumes were published. See the publications section for further details on the dissertations of ERIM in the year 2000.

2.1.9 ERIM Membership Charter

The ERIM Membership Charter describes the rules for ERIM membership and the appointment procedures. ERIM has five different types of members: ERIM Fellows (who are also director of one of the ERIM Research Programs), ERIM Members, ERIM Associate Members (recent Ph.D.’s), ERIM Visiting Members and ERIM Affiliate Members.

### Full Membership

Faculty of EUR with an ERIM program participation of at least two years can apply for ERIM membership.

Criteria for Full membership:

- Ph.D. degree
- A minimum of five publications in the most recent five years in:
  1. international refereed scientific journals from the ERIM Journals List (EJL) and/or
  2. international refereed books or chapter(s) of books of a recognized academic reputation
- At least three of these publications are of the category (1)
- The majority of the publications are in international media (the EJL contains a number of Dutch journals)
- The majority of the publications are in the domain of research in management (relevant for non-EJL publications)

### Associate Members

The ERIM Associate Membership is meant as a possibility for recent Ph.D.’s, who do not have the five publications as required for a full ERIM Membership yet, to have access to ERIM benefits and facilities.
Criteria for an Associate Member:
• Faculty of EUR
• with a program participation of at least two years
• Ph.D. less than 5 years ago
• a “high research potential profile”
• (yet) insufficient publications over the post-Ph.D. period for full ERIM membership
• At least one paper (less than five years ago) in a journal of the Primary Set of the ERIM Journals List. This will typically be a paper from the dissertation, and given the usual time lags involved, the condition is definitive acceptance and not actual publication. If the Ph.D. degree was obtained more than one year ago, then the researcher should also satisfy the other quantitative output criteria equal to ERIM members, but in proportion to the number of years that have gone by since acquiring the Ph.D.. For example, three years after the Ph.D. 3/5 of these requirements have to be met
• There is a “grace period” of two years for recent Ph.D.’s. They can become ERIM Associate Member, even if they do meet the publication/acceptance criteria above. However, after these two years, they will only continue to be an ERIM Associate Member, if they do meet the requirements (i.e., after two years at least two relevant publications accepted of which at least one in a journal of the Primary Set of ERIM Journals).

Visiting Membership
The purpose of the ERIM Visiting Membership is to give an ERIM status to highly reputed researchers who stay for a relatively short time at Erasmus University. The status of an ERIM Visiting Member is comparable to that of an ERIM Member. A typical Visiting Member is a researcher who stays at the EUR for a relatively short period (between two months and two years) to carry out research in one of the ERIM Research Programs. The appointment of an ERIM Visiting Member is irrespective of how this person is financed.

Affiliate Membership
Affiliate Members are highly qualified researchers in the field of Research in Management from outside the School of Management and the School of Economics of the Erasmus University.
2.1.10 Program Advisory Committee
The Program Advisory Committee, consisting of representatives of the five ERIM Research Programs has met in 2000 on the following dates: April 25, 2000; June 20, 2000.

2.1.11 Supervisory Board
The Supervisory Board consists of external experts on research in management and the Deans of the two founding Schools. For the composition of the Supervisory Board, see page 5 of this annual report. The Supervisory Board had its first meeting on October 27, 2000.

2.1.12 Award
In June 2000 Bart Nooteboom, Fellow of ERIM, was appointed Member of the Koninklijke Nederlandse Academie voor Wetenschappen (KNAW). At this occasion, ERIM gave a reception in his honour on June 6, 2000. During this meeting Bart Nooteboom was offered a special plaque on behalf of ERIM.

2.2 New Activities

2.2.1 ERIM Journals List (EJL)
The ERIM Journals List was developed with the purpose to provide direction as to the type of publications that ERIM would like to produce, and to indicate to ERIM members and aspirant members which publications qualify for ERIM membership. The ERIM Journals List was agreed by the ERIM Program Committee and is included in section 7 of this Annual report.

2.2.2 Extended ERIM Vouchers
The regular research voucher for ERIM Members remains 0.4 fte. However, it was decided that highly performing ERIM Members, are entitled to extra benefits. They receive a voucher of 0.6 fte. The conditions for receiving these extra benefits are described in the ERIM Membership Charter. Basically these amount to: a minimum of three publications in the very top journals of the field over the last five years. For the year 2001, ten ERIM members are entitled to this extended voucher.
2.2.3 ERIM Research Fellowships in Management

With the support of the Foundation Trustfonds Erasmus University Rotterdam and the Board of the Erasmus University, the ERIM Research Fellowships in Management Program was created. The purpose of this program is to attract each year a number of international, young, promising recent Ph.D.’s in management to the Erasmus University. Applicants should have received their Ph.D. degrees less than five years ago. Funds are available for attracting five fulltime research fellows per year.

2.2.4 Graduate Program in Research in Management

The introduction of the Bachelor/Master structure in the Dutch universities offers the opportunity of introducing so-called Research Master programs. ERIM is preparing a Master of Research in Management program at the Erasmus University, as part of the overall Graduate Program in Research in Management. The highest degree in this program is a Ph.D.. The program will have a common core and separate specializations for the different ERIM Programs.

2.2.5 ERIM Award for an Outstanding Young Researcher

ERIM has created an award for an ERIM Member or ERIM Associate Member who has received his/her Ph.D. less than five years ago and has done excellent research in the previous two years. The Award will be given once every two years. Criteria for choosing the award winner are: academic quality, originality and implications for management. The award will be given for the first time in 2001.

2.2.6 ERIM Scientific Conference

Preparations have started for an international scientific conference, with plenary keynote speakers, and parallel tracks for each of the five ERIM programs. This conference will be held in Rotterdam on 16-17 November 2001.

2.2.7 ERIM E-News

In September 2000 another Issue of the ERIM Newsletter was published. In order to communicate more directly with the ERIM members and Ph.D. candidates, it was decided to start an electronic Newsletter, the ERIM E-News. The first issue of ERIM E-News was published in February 2001.
2.2.8 ERIM Team

Throughout the year 2000 the ERIM management consisted of the following persons:

Prof. dr ir Berend Wierenga, Scientific Director
Dr. Albert Wagelmans, Associate Director
Prof dr ir Gerrit Van Bruggen, Ph.D. Director.

ERIM’s activities have grown substantially during the year 2000. These activities would not have been possible without the enduring and very effective support from the ERIM office, consisting of:

Drs Wilfred Mijnhardt, Secretary General,
Tineke van der Vhee, Office Manager
AnneMarie Stolkwijk, Ph.D. Program Coordinator.
3 Research

3.1 Focus and Programs

The research undertaken by ERIM is focussed on the management of the firm in its environment, its intra- and inter-firm relations, and its business processes in their interdependent connections. A firm is best described as an organization, dedicated to the production of goods and services. This domain of research is called Research in Management.

The joint ERIM research program contains five (sub) research programs:

1. The ERIM program Business processes, Logistics and Information systems (LIS) focuses on the managerial implications of the ICT aspects of business processes with an emphasis on the ICT applications to logistics, information systems, and other business processes.

2. The ERIM program Organization (ORG) concerns the Organizing (of relationships) for performance. These relationships are conceived as a business process of human, technical, financial and informational resources. Key themes are flexibility and process management, made possible by ICT. This flexibility is becoming obligatory from the perspective that processes cut across functional areas and that markets and organizational structures rapidly evolve these days.

3. The ERIM program Marketing (MKT) deals with decision-making in marketing management. Rapidly evolving markets require new decision-making processes, which may be supported by the availability of detailed databases. Marketing is concerned with attracting and retaining customers. With the new data collection methods it is possible to evaluate the process of the marketing performance of the use of (marketing) instruments, almost immediately. Consumer Decision-Making and choice are influenced by marketing communications and shopping environments, as a persuasion process to acquire and retain customers.

For a full account of the ERIM Research Program the reader is referred to the ERIM KNAW application dd. December 1998 and the ERIM Website http://www.erim.eur.nl
The ERIM program Finance and Accounting (F&A) aims at designing optimal methods and strategies for financial decision-making and accounting. A key issue here is the management of risk, a factor that becomes relevant when markets evolve more rapidly. Risk may be reduced by the increased availability of up-to-date information. Risk does not only concern asset prices and options, but also the risk of investments into new products.

The ERIM program Strategy (STR) focuses on the structure of the organization, both in large and in small firms. In view of evolving markets, recurrent strategic renewal, innovative business processes, and the dynamics of firms, networks, and industries are highly relevant, and have an impact on logistics, marketing, finance and the organization itself.
3.2 Business Processes, Logistics and Information Systems (LIS)

3.2.1 Fellows / Program Directors
Prof. dr. J.A.E.E. van Nunen, Prof. dr. H.G. van Dissel, Prof. dr. R. Dekker,
Prof. dr. A. de Bruin

3.2.2 Members
Dr. ir. J. van den Berg
Dr. J.C. Bioch
Ms. Dr. J. M. Bloemhof-Ruwaard (part-time)
Prof. dr. ir. H.A.M. Daniels (part time)
Dr. M. Fleischmann
Dr. R. Freling
Dr. H.B.G. Frenk
Prof. dr. ir. H.W.G.M. van Heck
Dr. J. van Hillegersberg
Dr. M. Hoogeweegen (part time) (Associate Member)
Dr. ir. U. Kaymak
Dr. Th. Kern
Prof. dr. ir. M.B.M. de Koster
Dr. ir. H.R. Krikke
Dr. prof. dr. L.G. Kroon
Dr. R. Kuik

Prof. dr. K. Kumar (part time)
Dr. E. van der Laan
Prof. dr. R.M. Lee
Ms. Dr. S.H. Nienhuys-Cheng
Prof. dr. H.J. Oppelland
Dr. R. Pothisart
Dr. W.H.L.M. Pijs
Dr. S. Qureshi
Dr. K.J. Roodbergen
Dr. H. de Swaan Arons
Dr. P.F.J. Tielemans (part time)
(Associate Member)
Dr. P.V. Tiedema
Dr. H.J. de Vries
Dr. A.P.M. Wagelmans
Dr. R.W. Wagenaar
Dr. R.A. Zuidwijk

3.2.3 Ph.D. Candidates
Le Anh Tuan (2001) Drs. Firis Andrea Ido Ganzaroli (I)
3.3 Organizing for Performance (ORG)

3.3.1 Fellows / Program Directors
Prof. dr. B. Nooteboom, Prof. dr. J. Paauwe, Prof. dr. R.J.M. van Tulder

3.3.2 Members
Dr. K.S. Ayas                   Prof. dr. G.A. van der Knaap
Dr. P.R. Beije                 Prof. dr. B. Krug
Prof. dr. H.A. Benink          Prof. dr. S.J. Magala
Prof. dr. B.G. Dale            Dr. L. Pólos
Dr. W.A. Dolfsma               Prof. dr. C.B.M. van Riel
Dr. ir. J. C.M. van den Ende   Prof. dr. E.J.J. Schenck (part-time)
Prof. dr. J.P.M. Groenewegen   Prof. dr. J.R. Turner
Dr. T. Hak                     Dr. L.M. van Vliet (part-time)
Prof. dr. D.N. den Hartog      Dr. ir. A. van der Wiele
Prof. dr. G. Hendriks          Dr. R. Wielers
Dr. R.I. van Hoek (until 15-10-2000) Dr. J. van Wijk (Associate Member)
Dr. W. Hulsink                 Dr. N.M. Wijnberg
Prof. dr. F.H.A. Janszen       Prof. dr. T. Willigenburg (part-time)
Dr. A. Jolink                  Prof. dr. D. M. Wright
Dr. S.P. Kaptein (part time)

3.3.3 Ph.D. Candidates
MA Drs. Alan R. Muller (1999)
3.4  Marketing (MKT)

3.4.1  Fellows / Program Directors
Prof. dr.ir. B. Wierenga, Prof. dr.ir. G.H. van Bruggen, Prof. dr.ir. A. Smidts,
Dr. G. Antonides, Prof. dr. P.H.B.F. Franses

3.4.2  Members
Prof. dr. B.M. Balk
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens
Dr. A.C.D. Donkers
Dr. Y.M. van Everdingen
Prof. Dr. J.C. Hoekstra
Dr. F. Langerak
Prof. dr. P.M.H.M. Matthysens

3.4.3  Ph.D. Candidates
Ir. Niek Althuizen (2000)
Drs. Eline van Ketel (2000)
Drs. Björn Vroomen (2000)
Drs. Dennis Fok (1999)
Ir. Wybe T. Popma (1999)
Drs. Willem Smit (1999)
Drs. Kristine de Valck (1999)
Drs. Majorie Dijkstra (1998)
Drs. Zhimin Chen (1997)
3.5 Finance and Accounting (F&A)

3.5.1 Fellows / Program Directors
Prof. dr. C.G. Koedijk, Prof. dr. M.J.C.M. Verbeek, Prof. dr. J. Spronk,
Prof. dr. A.C.F. Vorst

3.5.2 Members
Dr. W.G.P.H. Hallerbach  
Prof. dr. M.A. van Hoepen  
Dr. R. Huisman  
Dr. R.J. Mahieu  
Prof. dr. P. Molyneux  
Dr. A.A.J. Pelsser  
Prof. dr. G.J. van der Pijl  
Dr. G.T. Post

Dr. F.A. de Roon  
Dr. N. L. van der Sar  
Prof. dr. J.T.J. Smit  
Dr. O.W. Steenbeek  
Prof. dr. L.G. van der Tas  
Prof. dr. E.G.J. Vosselman  
Prof. dr. H.K. van Dijk

3.5.3 Ph.D. Candidates
Drs. Erik Kole (2001)  
Drs. Raoul Pietersz (2001)  
Igor Pouchkarev Dipl.-Inform. (2000)  
Anna Gutkowska (2001)  
Drs. Pim van Vliet (2000)  
Drs. Petra Danisevska (1999)

Drs. Hans T. Haanappel (1999)  
Drs. Cyriel de Jong (1999)  
Drs. Gerard A. Moerman (1999)  
Drs. Ben Tims (1999)  
Drs. Reggy Hooghiemstra RA (1998)
3.6  **Strategy (STR)**

3.6.1  **Fellows / Program Directors**

Prof. dr. F.A.J. van den Bosch, Prof. dr. H.W. Volberda, Prof. dr. A.R. Thurik

3.6.2  **Members**

Prof. dr. C.W.F. Baden-Fuller  
(part-time)  
Dr. M.A. Carree (KNAW postdoc)  
Prof. dr. H.R. Commandeur  
Prof. dr. T. Elfring  
Dr. E.R. Gedajlovic  
Prof. dr. A. Kleinknecht (TU Delft)  
Dr. M.H.C. Lever  
Dr. A. Madhok (Visiting Member)  
Dr. J.S. Sidhu (Associate Member)  
Prof. dr. L.I.E. Sleuwaegen  
Dr. E. F.M. Wubben  
Dr. S.C. Zyglidopoulos  
(Associate Member)  
(until 01-08-2000)

3.6.3  **Ph.D. Candidates**

Drs. Asmat Ikram (2001)  
Drs. Justin Jansen (2001)  
Drs. Tom Mom (2001)  
Drs. Erwin H.M. van Gulik (1999)  
Drs. Sander M. Heinhuis (1999)  
Drs. Manuel Hensmans (1999)  
Drs. Marjolein Dijkstra (1998)  
Drs. Pursey P.M.A.R. Heugens (1997)  
Drs. Bas J. de Leeuw (1996)  
Ir. Martin W. Wielemaker (1995)  
Drs. Raymond A.J.L. van Wijk (1996)
Ph.D. Program in Management

4.1 Overview of the Ph.D. Program

In 1999 ERIM's Ph.D. program has been designed and the first group of Ph.D. students has entered the program. The first goal of ERIM's Ph.D. program is to educate and train future faculty of international business schools. The program can be considered as successful if, on a yearly basis, a number of graduates of the program are recruited by international top business schools as faculty members. The second goal of the program is that research done by Ph.D. candidates forms a substantial contribution to ERIM's research output. Each thesis should lead to publications in top research journals. If the program succeeds in achieving these goals, this will enhance the reputation of ERIM as highly qualified research institute, which will be enhanced and make it easier to recruit new Ph.D. candidates in the future.

To be considered as attractive faculty members, Ph.D. candidates need to become specialized researchers in their own research fields and be able to publish papers in top research journals. Furthermore, they also need to be able to position their own research field in the broader stream of management research. This implies that the Ph.D. program should provide Ph.D. candidates with knowledge and (research) skills that make them specialized researchers with sufficient knowledge of the various areas of research in management.

Customized Personal Development Plan

For every new Ph.D. student, a customized personal plan is developed within the first four months of appointment. This course plan consists of a specified program of core courses, specialization courses and a supervision agreement.

Core Courses

Introduction to Research in Management (Marketing, Finance, Strategy, Organization, Business Processes and Information Systems), Research Methodology and Skill Training (writing, presenting, and publication skills).
Specialization Courses
Each Ph.D. student takes a substantial number (about half a year) of specialization courses in his/her specific field of research. These will be courses on both substantive topics and on research methodology. The specialization courses are taught in both national and international Ph.D. networks in which ERIM participates. Ph.D students are encouraged to follow part of their personal course program abroad where they will also have the opportunity to conduct part of their research within ERIM’s network of international business schools and research institutes.

Research proposal
At the end of the first year, a Ph.D. candidate has to submit a research proposal to the ERIM Ph.D. Director. This proposal is reviewed by at least two international peers. Research proposals are directly related to the research in the different research programs. The research proposal includes a publication plan. Based on the dissertation proposal and the course results, the decision is taken on whether the Ph.D. candidate will remain in the program.

Supervision and Ph.D. thesis
A team of two or three supervisors supervises every Ph.D. candidate. Often one of the members is a researcher from outside the School. At the end of a four-year period, after approval of the supervisor (promotor), the Ph.D. candidate has to defend the thesis against a plenary doctoral committee chaired by the Rector Magnificus of the Erasmus University Rotterdam.

Graduation Ceremony
As confirmation of the conferral of the doctorate, the successful candidate receives a certificate in Latin. If a candidate has demonstrated exceptional ability in his/her individual academic research, the university may confer the doctorate with distinction (cum laude).
4.2 The Course Program: Towards Customization

In the ERIM Ph.D. program, the Ph.D. candidate and their supervisor(s) are jointly responsible for the composition of a course plan that helps the Ph.D. candidate in developing the knowledge and research skills necessary to become a specialized researcher. Four months after the Ph.D. candidate has entered the program, they will have to submit a course plan to the Ph.D. director which contains information about the courses the Ph.D. candidate plans to take. These courses should complement the Ph.D. candidates existing knowledge and skills and be helpful in carrying out the research project. This means that each Ph.D. candidate will compose a program that is customized to their individual needs and interests.

The course plan should consist of three types of courses: core courses, skills training, and specialization courses. The following picture gives an overview of the structure of the Ph.D. program in ERIM’s Research School.

1 Core courses

1a Core Course on Research in Management

This core course should give the Ph.D. candidates an overview of the content and type of research that takes place in the five ERIM programs. Following this course helps the Ph.D. candidates in developing a picture of the context in which their research takes place. The course consists of five one-day seminars. This concerns seminars in:

- Business Processes (Logistics and Operations Management)
- Organizational Theory
- Marketing
- Finance and Accounting
- Strategy
1b Core Course on research methodology

The aim of this course is to familiarize Ph.D. candidates with research methodologies and applications in the domain of management research. Methodology makes explicit the scientific frame in which research is conducted and scientific rules which have to be adhered to in executing research.

The course consists of seven sessions of three hours. The first session provides an introduction to and characterization of methodology. The sessions two to four are dedicated to understanding the scientific rules, whereas the sessions five to seven are geared towards the scientific frame. The specific research projects of the participants serve as specific cases and are evaluated in these sessions.

2 Skill Training

In this part of the program the writing, presenting, and research skill of the Ph.D. candidates is trained. The following skill courses are scheduled in the program:

- Literature Search in the Library and its Databases
- Teaching, Presenting, and Writing in English
- Publishing Strategy

3 Specialization Courses

The main part of the program consists of specialization courses. Each Ph.D. candidate composes an individual program with courses that they plan to take. These courses are in the field in which the Ph.D. candidate is conducting their research and enhance specialized knowledge and research skills. ERIM’s fellows produce these specialization courses. However, Ph.D. candidates can also decide to follow courses outside of ERIM. Several national and international networks and research schools provide high quality specialized courses. Examples of these networks and schools are:

- NOBEM (Netherlands Organisation for research in Business Economics and Management)
- NAKE (Netherlands Network of Economics)
- LNMB (Dutch Network on the Mathematics of Operations Research)
- EIASM (European Institute for Advanced Studies in Management)
- EDAMBA (European Doctoral Programs Association in Management and Business Administration)
- TI (Research School Tinbergen Institute)
- SOM (Research School Systems, Organisation and Management)
- TRAIL (Research School Transport, Infrastructure and Logistics)
- SIKS (Research School for Information and Knowledge Systems)
Furthermore, Ph.D. candidates can also follow courses in doctoral programs offered by other (foreign) universities.

**Course Load**
The course part of the Ph.D. program consists of in total 1200 hours (to be completed in the first two years). At the end of the first year the candidate should have finished at least 750 hours. The remaining hours are placed in the second year. The courses are a compulsory part of the Ph.D. program and at the end of both the first and the second year.

### 4.3 Completed Dissertations in Management in 2000

The following promotions were realized during the year under review:

Aa, Dr. Wietze van der (2000, March 23). *Organisatorische innovaties en groeistrategieen bij dienstverlenende bedrijven.*
Supervisor(s): Prof. dr. ing van den Bosch.

Supervisors: Prof. dr. A. Buitendam, Prof. dr. J.A. Walter, Prof. Dr. B. Krug.

Supervisors: Prof. dr. ing. F.A.J. van den Bosch, Prof. dr. H.W. Volberda.

Supervisor: Prof. dr. W.F. van Raaij.

Supervisors: Prof. ir. A.C. Waszink, Prof. dr. drs. F.H.A. Janszen.

Supervisors: Prof. dr. C. van Halem en Prof. dr. L.G. van der Tas.

Supervisors: Prof. dr. M.B.M. Koster en Prof. dr. R. Dekker.


Goedegebuure, Dr. R.V. (2000, November 2). *Internationalization and competitiveness, seeing through the Netherlands*. Supervisor: Prof. Dr. R. van Tulder.
4.4 Current Ph.D. Projects in Management

<table>
<thead>
<tr>
<th>Current Ph.D. projects</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>ERIM Research Program</td>
<td></td>
</tr>
<tr>
<td>Business Processes, Logistics and</td>
<td>20</td>
</tr>
<tr>
<td>Information Systems (LIS)</td>
<td></td>
</tr>
<tr>
<td>Organizing for Performance (ORG)</td>
<td>15</td>
</tr>
<tr>
<td>Marketing (MKT)</td>
<td>11</td>
</tr>
<tr>
<td>Finance and Accounting (F&amp;A)</td>
<td>11</td>
</tr>
<tr>
<td>Strategy (STR)</td>
<td>12</td>
</tr>
<tr>
<td><strong>Overall</strong></td>
<td><strong>69</strong></td>
</tr>
</tbody>
</table>

**Business Processes, Logistics and Information Systems (LIS)**

The organization of innovation in engineering consultancies: Separation versus integration
Ir. Floor Blindenbach-Driessen (2001)

Strategy and the Internet
Drs. Arnoud van der Maas (2001)

Analysis and design of co-ordination mechanisms and decision models in supply chains: scheduling and pricing of carrier services.
Le Duc Tho (2001)
Control of material handling systems
Le Anh Tuan (2001)

A framework for reverse logistics
Marisa P. M. de Brito MA (2000)

Developing internet-based methods and tools for managing globally distributed work
Julia Kotlarsky (2000)

Decision support for shunting of passengers train units at shunting yards
Drs. Ramon Lentink (2000)

Decision models for handling return flows in commercial actions

Application of new techniques for revenue management to the hospitality and airline industry in the Netherlands
Drs. Kevin Pak (2000)

Virtual Organizations
Drs. Wanda Saabeel (2000)

Punctuality of railway systems: analysis and improvement
Drs. Michiel Vromans (2000)

Models, algorithms and protocols for combinatorial auctions
Drs. Linda van Norden (1999)

Knowledge discovery in business datasets
Viara N. Popova (1999)

Knowledge management in virtual teams: information and technology support for managing knowledge in geographically distributed project teams

Electronic web based auctions: theory and practice
Ir. Otto Koppius (1997)
Computer aided timetaling for railway systems
Drs. Leon W.P. Peeters (1997)

Analysis and development of control concepts for automated container transport systems
Drs. Iris F.A. Vis (1997)

Managing international project teams. Information and telecommunication technology support for the co-ordination and control of globally dispersed project teams
Drs. Paul C. van Fenema (1996)

Building relationships and trust in open electronic commerce
Drs. Firis Andrea Ganzaroli, Ido (I) (1996)

Empirical validation of Modular Network Design
Drs. Matthijs J.J. Wolters (1996)
Organizing for Performance (ORG)

Intersections of Identity: Managing the Company’s multiple Identities in a global context
Drs. Mirdita Elstak (2001)

The organization of innovation in the presence of networks and bandwagons, a study of innovation management in the information technology industries
Drs. Rouven Hagemeijer (2000)

Timelag and effectiveness analysis
Drs. Daina Konter (2000)

Market restructuring and internationalisation
Drs. ing. A. Mulder (2000)

The Interaction of Technological Innovation & Cultural Awards with the Perception of Content Quality in the Cultural Industries
Drs. Tanja Sophie Schweizer (2000)

The impact of organizational associations in corporate branding on corporate reputation and product perception

A history of electric commerce, telephone, telex and fax in company dynamics in the twentieth century
Drs. Janneke Hermans (NWO)(1999)

Regional integration and transnational enterprises
Drs. Alan R. Muller MA (1999)

The changing influence of formal and informal elements of management control on performance
Drs. Mariëlle Sonnenberg (1999)

Interactive governance of multinational corporations, civil society and employment
Drs. Douglas A.F. van den Berghe (1998)
Knowledge, learning and management
Drs. René Brohm (1997)

Global sourcing: Fad or fact? Defining, measuring and analyzing key developments in international sourcing strategies
Drs. Michael J. Mol (1997)

Transition in economy and strategic human resource management. The development of external and internal labour market policy in companies in South-East Asia.
Drs. Yongping Chen (1996)

The introduction of bio-technological breakthroughs: new forms of interaction between public and private
Drs. Grada H. Degenaars (1994)

Co-evolution of technology and policy development: Emission legislation and cooperative R&D projects between the car and oil industry
Drs. Yvette Taminiau (1993)
Marketing (MKT)

Nurturing the marketing knowledge treasury: capturing and storing marketing knowledge, and putting it into action for marketing decision making
Ir. Niek Althuizen (2000)

Understanding buying behavior on the internet
Drs. Eline van Ketel (2000)

Strategic decision making using artificial agents in (electronic) marketing
Drs. Björn Vroomen (2000)

Asymmetric market response models
Drs. Dennis Fok (1999)

Competitive Marketing Signals
Ir. Wybe T. Popma (1999)

Intra-channel marketing information
Drs. Willem Smit (1999)

Marketing decision making in electronic commerce environments
Drs. Kristine de Valck (1999)

The position of shopping areas in The Netherlands and their future potential

Integrated marketing communications. Integration from the consumer's perspective
Drs. Majorie Dijkstra (1998)

Matching marketing problems solving modes and marketing management support systems
Drs. Zhimin Chen (1997)

Econometric modelling for marketing management
Finance and Accounting (F&A)

The Option Approach to Asses-Liability Management
Anna Gutkowska (2001)

Risk attitude, downside risk and optimal portfolio selection: an integrated approach
Drs. Erik Kole (2001)

Pricing Models for Bermudan-style Interest Rate Derivatives
Drs. Raoul Pietersz (2001)

A General Framework for the Evaluation of Constrained Portfolio Performance

The value of growth options and the performance of stocks
Drs. Pim van Vliet (2000)

Corporate finance decisions in Europe
Drs. Petra Danisevska (1999)

Strategic growth options and their influence on security risk and return
Drs. Hans T. Haanappel (1999)

Financial decision making and accounting
Drs. Cyriel de Jong (1999)

Transparency on financial markets and the effects on government policy
Drs. Gerard A. Moerman (1999)

Solving conves problems
Drs. Ben Tims (1999)

The impact of culture on self-serving behavior in financial reports
Drs. Reggy Hooghiemstra, RA (1998)
Strategy (STR)

Journeys of Strategic Renewal: Investigating Strategic Renewal Trajectories
Drs. Asmat Ikram (2001)

How do firms absorb new knowledge in the process of Strategic Renewal.
Drs. Justin Jansen (2001)

The Exploitation/Exploration trade-off: How to synchronize concurrent exploitation and exploration of knowledge?
Drs. Tom Mom (2001)

Comparing corporate governance structures of european corporations: the influence of the context and the impact on strategic renewal
Drs. Erwin H.M. van Gulik (1999)

Learning network strategies and the impact on renewal processes of firms
Drs. Sander M. Heinhus (1999)

Strategic renewal of large European corporations in the telecom sector aimed at penetrating the financial value system
Drs. Manuel Hensmans (1999)

The value added of management and managers: contributing to a managerial theory of the firm
Drs. Marjolein Dijksterhuis (1998)

Strategic renewal of large European corporations within the financial sector
Drs. Bert Flier (1998)

Increasing effectiveness of managing strategic issues pro-actively by European multinational enterprises
Drs. Pursey P.M.A.R. Heugens (1997)

The contribution of drug delivery systems (DDS) to future sustainable competitive advantage in the pharmaceutical industry
Drs. Bas J. de Leeuw (1996)

Strategic renewal withing large European corporations
Ir. Martin W. Wielemaker (1995)

The emergence of the N-form corporation
Drs. Raymond A.J.L. van Wijk (1996)
Publications per Research Program

5.1 Overall

The following table gives an overview of the scientific results produced by members of ERIM. (For other research results see the research reports of the Rotterdam School of Management / Faculteit Bedrijfskunde and the Rotterdam School of Economics):

<table>
<thead>
<tr>
<th>ERIM 2000</th>
<th>LIS</th>
<th>ORG</th>
<th>MKT</th>
<th>F&amp;A</th>
<th>STR</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dissertations</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td>3</td>
<td>10</td>
</tr>
<tr>
<td>Articles in journals</td>
<td>27</td>
<td>73</td>
<td>29</td>
<td>37</td>
<td>21</td>
<td>187</td>
</tr>
<tr>
<td>Books</td>
<td>5</td>
<td>13</td>
<td>5</td>
<td>1</td>
<td>0</td>
<td>24</td>
</tr>
<tr>
<td>Chapters in books</td>
<td>17</td>
<td>17</td>
<td>3</td>
<td>6</td>
<td>10</td>
<td>53</td>
</tr>
<tr>
<td>Proceedings (papers)</td>
<td>27</td>
<td>15</td>
<td>6</td>
<td>2</td>
<td>5</td>
<td>55</td>
</tr>
<tr>
<td>Reports</td>
<td>29</td>
<td>27</td>
<td>20</td>
<td>9</td>
<td>15</td>
<td>100</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>108</strong></td>
<td><strong>147</strong></td>
<td><strong>64</strong></td>
<td><strong>56</strong></td>
<td><strong>54</strong></td>
<td><strong>429</strong></td>
</tr>
</tbody>
</table>
5.2 Business Processes, Logistics and Information Systems (LIS)

**Journal articles**


Melchiors, Ph., Dekker, R., & Kleijn, M.J. (2000). Inventory rationing in an (s, Q) inventory model with lost sales and two demand classes. Journal of the Operational Research Society, 51, 111-122.


**Books**


**Chapters in books**


**Conference proceedings (papers)**


**Reports** (for ERIM Reports see section 8)


5.3 Organizing for Performance (ORG)

**Journal Articles**


Schenk, Hans (2000). *Zijn internationale overnames meer een kwestie van strategie dan van economie?* In Bovenberg, Lans, & et al. (Eds.), Jaarboek 1999/2000 van de Koninklijke Vereniging voor de Staathuishoudkunde (pp. 53-64). Rotterdam: ESB.


**Books**


**Books chapters**


Conference proceedings (papers)


**Reports** (for ERIM Reports see section 8)


5.4 Marketing (MKT)

*Journal articles*


**Books**


**Books (Chapters)**


**Conference proceedings (papers)**


**Reports** (for ERIM Reports see section 8)


5.5 Finance and Accounting (F&A)

Journal articles


**Books**


**Books chapters**


Conference proceedings (papers)


Reports (for ERIM Reports see section 8)


5.6 Strategy (STR)

Journal Articles


Books chapters


Conference proceedings (papers)


Reports (for ERIM Reports see section 8)


ERIM Research Seminars 2000

December 2000
Ir. Pieter Spronck (TNO Knowledge Based Systems), Genetic algorithms for neural reinforcement control. (F&A)

Dominique Dupont (Eurandom), Hedging Barrier Options: Current Methods and Alternatives.

Prof. Moshe Dror (University of Arizona), Generalized Steiner Problems and Other Variants. (LIS)

Prof. Els Gijsbrechts (University of Antwerp), The impact of store flyers on store sales and store traffic: a location-specific perspective. (MKT)

Dr. Bas Donkers (Erasmus University Rotterdam), A consumer-theory-consistent semiparametric estimator of Engel Curves. (MKT)

Mark Freel (University of Aberdeen), Management of Knowledge and Uncertainty in Small Innovative Firms. (ORG)

November 2000
Dr. P. van Putten (Leiden Institute of Advanced Computer Science), Mining Without Data: the Data Fusion Solution. (F&A)

Dr. Gargi Keeni (Tata Software Consulting), Software Process Improvement: The case of TCS, India’s largest software consulting firm. (LIS)

Prof. Prasad Naik (University of California at Davis), Prof. Kalyan Raman (University of Michigan), Prof. Roland T. Rust (University of Maryland), Prof. Arvind Rangaswamy (Pennsylvania State University), Mathematical Models and Decision Support Systems in Marketing. (MKT)

Prof. Gregory Dow (Simon Fraser University), Allocating Control Over Firms: Stock Markets versus Membership Markets. (ORG)
Prof. Klaus Wertenbroch (Insead), On the Causes of Debt Aversion: Consumer Self-Management of Liquidity Constraints. (MKT)

Prof. Gregory Dow (Simon Fraser University), Explaining the Rarity of Workers’ Control: Views from Microeconomic Theory. (ORG)

Prof. Bruce Hardie (London Business School), Modelling the Evolution of Repeat Buying with Application to New Product Sales Forecasting and E-Commerce. (MKT)

Prof. John Dunning (University of Reading), The Eclectic Paradigm of International Business: Past, Present and Future. (ORG)

October 2000

Dr. R. Potharst (Erasmus University Rotterdam), Classification and Target Group Selection based upon Frequent Patterns. (F&A)

Conference on: The Economics of Management Accounting & Control. (F&A)

Prof. John R. Rossiter (University of Wollongong), Brain Imaging Detection of Visual Scene Encoding in Long-Term Memory for TV Commercials. (MKT)

Prof. Dennis Bramley (University of Liverpool), Psychological Aspects of Corporate Identity: Lessons from Employment, Advertisements. (ORG)

Dr. Gerrit Antonides and Drs. Peter C. Verhoef (Erasmus University Rotterdam), Consumer Perception and Evaluation of Waiting Time: A Field Experiment. (MKT)

Prof. Laureano F. Escudero (Universidad Miguel Hernandez), Solving supply chain management problems via stochastic 0-1. (LIS)

Prof. Emilio Carrizosa (Universidad de Sevilla), The Mathematics of Goal Programming. (LIS)

Prof. Simon Peck (City University London Business School), Worth half as much as Cilla? The Governance of Executive Compensation. (STR)
Prof. Dr. Wil Foppen (Esade), Prof. Dr. Philip Dewe (Birbeck College), Prof. dr. Deanne den Hartog (Erasmus University Rotterdam), Dr. Ludwig Hoeksema (Erasmus University Rotterdam), Current issues on Management Learning and Development. (ORG)

Dr. Tamer Boyaci (McGill University), Systems Service-based Competition: Is Coordination an Effective Strategy? (LIS)

September 2000
Claude Pecheux (Catholic University of Mons), Children’s reactions to advertising: moderation of involvement, mood and time on the relationships between ad attitude, brand attitude and brand behavior. (MKT)

Ph.D Pierre-Majorique Leger (Ecole Polytechnique de Montreal), Seminar in marketing. (MKT)

Drs. Erica van Herpen (Tilburg University), Systems Electronic commerce in logistics: The emergence of new business models knowledge-based logistics intermediaries. (LIS)

June 2000
Prof. Charles Baden-Fuller (City University Business School London, Erasmus University Rotterdam), The Reputation Game between European business Schools and their Researchers. (STR)

Postmodernism, Trans-organizational Development. (ORG)
Trans-organizational Development and the Death of OD.
Workshop with use of Narrative Frames Analysis in Large Systems Change Work.

Dr. Francis Royer de Vericourt (Cambridge University), Dynamic Stock Rationing in a Make-to-Stock Queue: Optimal Policies and Some Implications on Delayed Product Differentiation. (LIS)

May 2000
Prof. Melissa A. Schilling (Boston University), Modular Organizational Designs: The Transformation of the US Army. (STR)

Prof. Gerardo Patriotta (Warwick Business School), Studying Knowing and Organizing. (STR)
Dr. U. Kaymak (Erasmus University Rotterdam), Fuzzy modeling of client preference from large data sets: an application to target selection in direct marketing. (MKT)

Prof. Winfried Ruigrok (University of St. Gallen), Internationalization and Performance. (ORG)

Prof. Charles Steinfield (Delft University of Technology), Supporting Awareness in Distributed Groups: The Team SCOPE System. (LIS)

Prof. David Whetten (Brigham Young University), Organization Identity Claims. (ORG)

Prof. Robert deFillippi (Suffolk University), How Creative Projects Mobilize Creative Communities and Foster Career and Company Learning: the Story of Linux as a Blueprint for the Knowledge Economy. (ORG)

April 2000
Market Learning in Organizations: A Typology and Propositions. (MKT)

Prof. David Campbell (University of Cardiff), Organizing for Performance. (ORG)

March 2000
Prof. Ruth N. Bolton (University of Oklahoma), Modelling Business Customers’ Decisions About Customer Support Relationships. (MKT)

Håkan Ledin (Stockholm School of Economics), Henrik Glimstedt (Stockholm School of Economics), Steven Casper (Wissenschaftszentrum Berlin), Udo Zander (Stockholm School of Economics), Innovation and Change in the New Economy. (ORG)

February 2000
Prof. Bruno S. Frey (University of Zurich), Performance Pay and Employee Motivation. (ORG)

Rick Schifferstein (Wageningen University), Consumer Strategies for Image. (MKT)
Prof. Bart J. Bronnenberg (University of California at Los Angeles), Spatial Prediction of Market Shares. (MKT)

January 2000
Prof. Harry Barkema (Tilburg University), Organizing for Performance. (ORG)

Prof. Jagdip Singh (Case Western Reserve University), Research Seminar in marketing. (MKT)

Prof. Anthony Wren, Dr. Sarah Fores & Dr. Les Proll (University of Leeds), Research Seminar in Business Processes, Logistics and Information Systems. (LIS)
7  

**ERIM Journals List**

7.1 Provisions

**Purpose**

The strategic purpose of the ERIM Journals List (EJL) is to contribute to the quality of the scientific output of ERIM and to the academic reputation of the School. The ERIM Journals List helps to define the core domain of the school and provides direction as to the type of publications that ERIM would like to produce. The practical purpose is to guarantee to the ERIM members and aspirant members that publications in the journals of the EJL will qualify for membership.

**Non-exclusivity**

The EJL is believed to cover the whole field of research in management, as far as the ERIM research programs are concerned. This does not imply that no credit will be given for publications in journals that are not on the EJL. It is impossible to make an exhaustive list of all the journals in the domain of research in management. ERIM members may also publish in journals outside the core domain of research in management. Also for such publications, credit can be given within ERIM (see below).

**Principles of the ERIM Journals List**

The ERIM journals list is based on judgment by peers and on impact scores

**Publications in non-EJL journals**

On the request of the author(s), publications in non-EJL journals, can be declared equivalent to publications in EJL. If the journal belongs to the field of management, this will automatically imply that the journal is added to the EJL. ERIM members will also obtain credit from publications in journals of recognized scientific reputation in other domains than research in management. This includes publications in journals of the “mother-disciplines” of research in management, such as economics, sociology and psychology and publications in methods journals. The status of these journals in ERIM will be
determined on the basis of their standing in the relevant KNAW-recognized research school(s). Publications in the absolute top journals of these fields can lead to “star-publications” in ERIM.

In order to be able to judge a non-EJL journal, ERIM may ask authors to provide information.

**Dynamics of EJL**

ERIM will guarantee to its (aspirant) members that possible changes in the list will not be to their disadvantage during a period of five years. If an update of the list would result in removing a journal from the EJL, or moving a journal to a lower category, for an (aspirant) ERIM member with a publication in this journal, it would still count for its original position during this period. Updates of the list that are to the advantage of individual researchers will be in force immediately, however.

**Report on the ERIM Journals List**

Once a year the Scientific Director of ERIM will report to the ERIM Program Committee about the state of the ERIM Journals List.

**The ERIM Journals List: Primary and Secondary set**

The EJL consists of two sublists: the Primary Set of ERIM journals and the Secondary Set of ERIM journals.

**Primary Set**

The primary set contains the best journals in the field. There is a list of such journals that cover the whole field of research in management, and there are lists for each of the domains of management represented in the ERIM research programs. A subset of the journals in the Primary Set carries an asterisk *), because, among the best journals, these are considered the real top ones.

**Secondary Set**

These journals are scientific refereed journals of a recognized academic reputation that do not reach the quality levels of the Primary Set, however. These journals stand for solid, mainstream work in research of management and papers in these journals count as qualifiers for ERIM membership. Several Dutch journals belong to this group.
7.2 Primary Set of ERIM Journals (2000)

Management General

* Academy of Management Journal
* Academy of Management Review
* Administrative Science Quarterly
* Management Science
Business History
California Management Review
Harvard Business Review
Interfaces
Journal of Business
Journal of Business and Economic Statistics
Sloan Management Review

Management Science and Information Systems (LIS)¹

* Information Systems Research
* Mathematics of Operations Research
* MIS Quarterly
* Operations Research
Communications of the ACM
Decision Sciences
IEEE Transactions-various
Information and Management
Information Systems
International Journal of Production Research
Journal of Operations Management
Journal of Management Information Systems
Production and Operations Management
Transportation Science

¹ ERIM Research programs: LIS, ORG, MKT, F&A, STR
Organization (ORG)

* Journal of International Business Studies
* Organizational Behavior and Human Decision Processes
* Organization Science
* Organization Studies
* Journal of Management Studies

Human Resource Management Journal
IEEE Transactions on Engineering Management
International Journal of Industrial Organization
Journal of Applied Psychology
Journal of Management
Personnel Psychology
Research Policy

Marketing (MKT)

* International Journal of Research in Marketing
* Journal of Consumer Research
* Journal of Marketing
* Journal of Marketing Research
* Marketing Science

Journal of the Academy of Marketing Science
Journal of Consumer Psychology
Journal of Product Innovation Management
Journal of Retailing
Marketing Letters
Finance and Accounting (F&A)

* Accounting Review
* Journal of Accounting and Economics
* Journal of Accounting Research
* Journal of Finance
* Journal of Financial Economics
* Journal of Financial and Quantitative Analysis
* Review of Financial Studies

Accounting and Business Research
Accounting, Organizations and Society
Contemporary Accounting Research
Journal of Accounting Literature
Journal of Banking and Finance
Journal of Corporate Finance
Journal of Derivatives
Journal of Empirical Finance
Journal of International Money and Finance
Journal of Risk and Uncertainty
Management Accounting Research

Strategy (STR)

* Journal of International Business Studies
* Journal of Management Studies
* Organization Science
* Organization Studies
* Strategic Management Journal

Industrial and Corporate Change
International Journal of Industrial Organization
Journal of Business Venturing
Journal of Management
Long Range Planning
Small Business Economics
7.3 Secondary Set of ERIM Journals (2000)

A
ABACUS
Academy of Management Executive
Accounting, Auditing and Accountability Journal
ACM Transactions on Information Systems
Administration and Society
Advances in Consumer Research
Annals of Operations Research
Annals of Tourism Research

B
Bedrijfskunde
British Journal of Industrial Relations
Business and Society
Business Ethics: a European Review
Business History Review
Business Quarterly
Business Strategy and the Environment
Business Strategy Review

C
Communication Research
Computers and Industrial Engineering
Corporate Reputation Review
Current Issues in Advertising

D
Decision Support Systems
Development and Change
E
Entrepreneurship Theory and Practice
European Accounting Review
European Finance Review
European Financial Management
European Journal of Industrial Relations
European Journal of Information Systems
European Journal of Marketing
European Journal of Operational Research
European Management Journal

F
Finance and Stochastics
Financial Analysts Journal
Financial Management
Financial Review
Futures

G
Gedrag en Organisatie
Group Decision and Negotiation
Group and Organization Management

H
Human Relations
Human Resource Management
Human Systems Management
I

IIE Transactions
Industrial Marketing Management
Industrial and Labour Relations Review
Industrial Relations Journal
Informatie en Informatiebeleid
Information Computing
Information Management
Information Processing and Management
Information Systems Management
INFORMS Journal on Computing
International Business Review
International Journal of Arts Management
International Journal of Management
International Journal of Decision Support Systems
International Journal of Flexible Manufacturing Systems
International Journal of Human Resource Management
International Journal of Information Management
Industrial Journal of Industrial Organization
International Journal of Logistics Management
International Journal of Market Research
International Journal of Operations and Production Management
International Journal of Physical Distribution & Logistics Management
International Journal of Productions Economics
International Journal of Project Management
International Journal of Retail and Distribution Management
International Journal of Quality & Reliability Management
International Journal of Small Business
International Journal of Technology Management
International Review of Financial Analysis
International Studies of Management & Organization
International Transactions in Operations Research

\[\text{Formerly International Journal of Physical Distribution & Materials Management}\]
Jaarboek NVMI
Journal of Advertising
Journal of Advertising Research
Journal of Behavioral Decision Making
Journal of Brand Management
Journal of Business Ethics
Journal of Business Finance and Accounting
Journal of Business Logistics
Journal of Business Research
Journal of Common Market Studies
Journal of Consumer Affairs
Journal of Cultural Economics
Journal of Interactive Marketing
Journal of Economic Behavior and Organization
Journal of Economics and Management Strategy
Journal of Economic Psychology
Journal of Engineering and Technology Management
Journal of Financial Intermediation
Journal of Financial Research
Journal of Financial Services Research
Journal of Fixed Income Analysis
Journal of Futures Markets
Journal of Human Resources
Journal of Industry Studies
Journal of Informatics and Telematics
Journal of Information Management
Journal of Information Systems
Journal of Information Technology
Journal of International Consumer Marketing
Journal of International Financial Markets, Institutions and Money
Journal of International Marketing
Journal of Law and Economic Organization
Journal of Macromarketing
Journal of Management Inquiry
Journal of Management Accounting Research
Journal of Manufacturing Systems
Journal of Marketing Channels
Journal of Monetary Economics
Journal of Money Credit and Banking
Journal of Multiple Criteria Decision Analysis
Journal of Occupational and Organizational Psychology
Journal of the Operational Research Society
Journal of Optimization Theory and Applications
Journal of Organizational Change Management
Journal of Organizational Behavior
Journal of Portfolio Management
Journal of Project Management
Journal of Public Policy and Marketing
Journal of Purchasing and Materials Management
Journal of Retailing and Consumer Services
Journal of Risk and Insurance
Journal of Scheduling
Journal of Small Business Management
Journal of Strategic Change
Journal of Strategic Information Systems
Journal of Systems Management
Journal of Systems Software
Journal of Travel and Tourism Marketing
Journal of Travel Research
Journal of World Business (Columbia)

K
Knowledge Acquisition

L
Logistics and Transportation Review

M
Maandblad voor Accountancy en Bedrijfseconomie (MAB)
Mathematical Finance
Management Communications Quarterly
Management Learning
Manufacturing Service & Operations Management
M&O: Tijdschrift voor Management & Organisatie
N
Naval Research Logistics
Nonprofit and Voluntary Sector Quarterly
Nonprofit Management and Leadership
Networks

O
OMEGA
Operations Research Letters
Organization Dynamics

P
Psychology and Marketing
Production and Inventory Management Journal
Production Planning and Control
Public Administration
Public Management
Public Administration Review

Q
Quality Management Journal

R
R&D Management
Research-Technology Management
Review of Derivatives Research
Review of Industrial Organization
Review of International Political Economy
Review of Quantitative Finance and Accounting

S
Scandinavian Journal of Management
Supply Chain Management
T
Technology Analysis and Strategic Management
Technovation
Total Quality Management Journal
Total Quality Management
Tijdschrift voor Economie en Management
Tijdschrift voor Bedrijfsadministratie
Transport Reviews
Transportation
Transportation Journal

W
Work, Employment and Society

Z
Zeitschrift für Betriebswirtschaft
Zeitschrift für Operations Research
ERIM Report Series Research in Management: Reports 2000

The ERIM Report Series Research in Management contains working papers, produced by fellows, members and Ph.D. candidates of ERIM. The reports in the Series are available in as paper versions and as electronic versions. A paper in the Series is intended as a means to communicate the results of recent research to colleagues and other interested parties. Each report contains bibliographic data and bibliographic classifications. These data and classifications are produced in cooperation with the Erasmus University Library. The reports are presented per ERIM research program*.

The electronic versions of the reports in the ERIM Report Series Research in Management are listed in the databases of Webdoc, Attent and Repec and are traceable through the websites of Wopec, Ideas and Decomate.

The hardcopy versions of the reports in the ERIM Report Series Research In Management are listed in the Picarta (pica) catalogue through the Erasmus University Library.

The reports are published on a special internetsite: http://www.ers.erim.eur.nl

In 2000, 58 reports were published in the Series.

* ERIM Research Programs:
LS Business Processes, Logistics and Information Systems
ORG Organizing for Perfdormance
MKT Marketing
F&A Finance and Accounting
STR Strategy
2000

Impact of the Employee Communication and Perceived External Prestige on Organizational Identification
Ale Smidts, Cees B.M. van Riel & Ad Th.H. Pruyn
ERS-2000-01-MKT

Critical Complexities, from marginal paradigms to learning networks
Slawomir Magala
ERS-2000-02-ORG

Forecasting Market Shares from Models for Sales
Dennis Fok & Philip Hans Franses
ERS-2000-03-MKT

A Greedy Heuristic for a Three-Level Multi-Period Single-Sourcing Problem
H. Edwin Romeijn & Dolores Romero Morales
ERS-2000-04-LIS

Integer Constraints for Train Series Connections
Rob A. Zuidwijk & Leo G. Kroon
ERS-2000-05-LIS

Competitive Exception Learning Using Fuzzy Frequency Distribution
W-M. van den Bergh & J. van den Berg
ERS-2000-06-LIS

Start-Up Capital: Differences Between Male and Female Entrepreneurs, 'Does Gender Matter?'
Ingrid Verheul & Roy Thurik
ERS-2000-07-STR

The Effect of Relational Constructs on Relationship Performance: Does Duration Matter?
Peter C. Verhoef, Philip Hans Franses & Janny C. Hoekstra
ERS-2000-08-MKT
Marketing Cooperatives and Financial Structure: a Transaction Costs Economics Analysis
George W.J. Hendrikse & Cees P. Veerman
ERS-2000-09-ORG

A Marketing Co-operative as a System of Attributes: A case study of VTN/The Greenery International BV,
Jos Bijman, George Hendrikse & Cees Veerman
ERS-2000-10-ORG

Evaluating Style Analysis
Frans A. De Roon, Theo E. Nijman & Jenke R. Ter Horst
ERS-2000-11-F&A

From Skews to a Skewed-t: Modelling option-implied returns by a skewed Student-t
Cyriel de Jong & Ronald Huisman
ERS-2000-12-F&A

Marketing Co-operatives: An Incomplete Contracting Perspective
George W.J. Hendrikse & Cees P. Veerman
ERS-2000-13-ORG

Models and Algorithms for Integration of Vehicle and Crew Scheduling
Richard Freling, Dennis Huisman & Albert P.M. Wagelmans
ERS-2000-14-LIS

Ownership Structure in Agrifood Chains: The Marketing Cooperative
George W.J. Hendrikse & W.J.J. (Jos) Bijman
ERS-2000-15-ORG

Managing Knowledge in a Distributed Decision Making Context: The Way Forward for Decision Support Systems
Sajda Qureshi & Vlatka Hlupic
ERS-2000-16-LIS

Organizational Change and Vested Interests
George W.J. Hendrikse
ERS-2000-17-ORG
Strategies, Uncertainty and Performance of Small Business Startups
Marco van Gelderen, Michael Frese & Roy Thurik
ERS-2000-18-STR

Creation of Managerial Capabilities through Managerial Knowledge Integration: a Competence-Based Perspective
Frans A.J. van den Bosch & Raymond van Wijk
ERS-2000-19-STR

Adaptiveness in Virtual Teams: Organisational Challenges and Research Direction
Sajda Qureshi & Doug Vogel
ERS-2000-20-LIS

Frans A. de Roon, Theo E. Nijman & Bas J.M. Werker
ERS-2000-21-F&A

Transition Processes towards Internal Networks: Differential Paces of Change and Effects on Knowledge Flows at Rabobank Group
Raymond A. van Wijk & Frans A.J. van den Bosch
ERS-2000-22-STR

Assessment of Sustainable Development: a Novel Approach using Fuzzy Set Theory
A.M.G. Cornelissen, J. van den Berg, W.J. Koops, M. Grossman & H.M.J. Udo
ERS-2000-23-LIS

Creating the N-Form Corporation as a Managerial Competence
Raymond van Wijk & Frans A.J. van den Bosch
ERS-2000-24-STR

Competition and Market Dynamics on the Russian Deposits Market
Piet-Hein Admiraal & Martin A. Carree
ERS-2000-25-STR

Interest and Hazard Rates of Russian Saving Banks
Martin A. Carree
ERS-2000-26-STR
The Evolution of the Russian Saving Bank Sector during the Transition Era
Martin A. Carree
ERS-2000-27-STR

Is Polder-Type Governance Good for You? Laissez-Faire Intervention, Wage Restraint, And Dutch Steel
Hans Schenk
ERS-2000-28-ORG

Foundations of a Theory of Social Forms
László Pólos, Michael T. Hannan & Glenn R. Carroll
ERS-2000-29-ORG

Reasoning with partial Knowledge
László Pólos & Michael T. Hannan
ERS-2000-30-ORG

Applying an Integrated Approach to Vehicle and Crew Scheduling in Practice
Richard Freling, Dennis Huisman & Albert P.M. Wagelmans
ERS-2000-31-LIS

Informants in Organizational Marketing Research: How Many, Who, and How to Aggregate Response?
Gerrit H. van Bruggen, Gary L. Lilien & Manish Kacker
ERS-2000-32-MKT

The Powerful Triangle of Marketing Data, Managerial Judgment, and Marketing Management Support Systems
Gerrit H. van Bruggen, Ale Smidts & Berend Wierenga
ERS-2000-33-MKT

The Strawberry Growth Underneath the Nettle: The Emergence of Entrepreneurs in China
Barbara Krug & László Pólós
ERS-2000-34-ORG

Consumer Perception and Evaluation of Waiting Time: A Field Experiment
Gerrit Antonides, Peter C. Verhoef & Marcel van Aalst
ERS-2000-35-MKT
Trading Virtual Legacies
Slawomir Magala
ERS-2000-36-ORG

Broker Positions in Task-Specific Knowledge Networks: Effects on Perceived Performance and Role Stressors in an Account Management System
David Dekker, Frans Stokman & Philip Hans Franses
ERS-2000-37-MKT

An NPV and AC analysis of a stochastic inventory system with joint manufacturing and remanufacturing
Erwin van der Laan
ERS-2000-38-LIS

Generalizing Refinement Operators to Learn Prenex Conjunctive Normal Forms
Shan-Hwei Nienhuys-Cheng, Wim Van Laer, Jan Ramon & Luc De Raedt
ERS-2000-39-LIS

Classification and Target Group Selection bases upon Frequent Patterns
Wim Pijls & Rob Potharst
ERS-2000-40-LIS

New Entrants versus Incumbents in the Emerging On-Line Financial Services Complex
Manuel Hensmans, Frans A.J. van den Bosch & Henk W. Volberda
ERS-2000-41-STR

Modeling Unobserved Consideration Sets for Household Panel Data
Erjen van Nierop, Richard Paap, Bart Bronnenberg, Philip Hans Franses & Michel Wedel
ERS-2000-42-MKT

The Interdependence between Political and Economic Entrepreneurship
ERS-2000-43-ORG
Barbara Krug

Ties that bind: The Emergence of Entrepreneurs in China
Barbara Krug
ERS-2000-44-ORG
What's New about the New Economy? Sources of Growth in the Managed and Entrepreneurial Economies
David B. Audretsch and A. Roy Thurik
ERS-2000-45-STR

Human Resource Management and Performance: Lessons from the Netherlands
Paul Boselie, Jaap Paauwe & Paul Jansen
ERS-2000-46-ORG

Average Costs versus Net Present Value: a Comparison for Multi-Source Inventory Models
Erwin van der Laan & Ruud Teunter
ERS-2000-47-LIS

A Managerial Perspective on the Logic of Increasing Returns
Erik den Hartigh, Fred Langerak & Harry Commandeur
ERS-2000-48-MKT

Fuzzy Modeling of Client Preference in Data-Rich Marketing Environments
Magne Setnes & Uzay Kaymak
ERS-2000-49-LIS

The Mediating Effect of NPD-Activities and NPD-Performance on the Relationship between Market Orientation and Organizational Performance
Fred Langerak, Erik Jan Hultink & Henry S.J. Robben
ERS-2000-50-MKT

Extended Fuzzy Clustering Algorithms
Uzay Kaymak & Magne Setnes
ERS-2000-51-LIS

Sensemaking from actions: Deriving organization members’ means and ends from their day-to-day behavior
Johan van Rekom, Cees B.M. van Riel & Berend Wierenga
ERS-2000-52-MKT

Mining frequent itemsets in memory-resident databases
Wim Pijls & Jan C. Bioch
ERS-2000-53-LIS
Possible futures for the HR function in different market
Roger Williams, Jaap Paauwe & Anne Keegan
ERS-2000-54-ORG

Quantity versus Quality in Project Based Learning Practices
Anne Keegan & J. Rodney Turner
ERS-2000-55-ORG

Crew Scheduling for Netherlands Railways. “Destination: Curstomer”
Leo Kroon & Matteo Fischetti
ERS-2000-56-LIS

The Management of Innovation in Project Based Firms
Anne Keegan and J. Rodney Turner
ERS-2000-57-ORG

Learning by Experience in the Project-Based Organization
J. Rodney Turner, Anne Keegan & Lynn Crawford
ERS-2000-58-ORG
The Erasmus Research Institute of Management (ERIM) is the Research School (Onderzoekschool) in the field of management of the Erasmus University Rotterdam. The founding participants of ERIM are the Rotterdam School of Management / Faculteit Bedrijfskunde and the Rotterdam School of Economics. ERIM was founded in 1999 and is officially accredited by the Royal Netherlands Academy of Arts and Sciences (KNAW). The research undertaken by ERIM is focussed on the management of the firm in its environment, its intra- and inter-firm relations, and its business processes in their interdependent connections. The objective of ERIM is to carry out first rate research in management, and to offer an advanced Ph.D. program in Management.