



Annual Report 2000

Erasmus Research Institute of Management

Erasmus University Rotterdam

Rotterdam School of Management / Faculteit Bedrijfskunde

Rotterdam School of Economics

ERASMUS UNIVERSITEIT ROTTERDAM

Annual Report 2000



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Rotterdam, September 2001



Erasmus University Rotterdam
Rotterdam School of Management / Faculteit Bedrijfskunde
Rotterdam School of Economics
P.O. Box 1738, 3000 DR Rotterdam, The Netherlands

Tel.	+31 10 408 1182
Fax	+31 10 408 9640
Email	info@erim.eur.nl
Internet	www.erim.eur.nl

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1 *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 re-spected 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 Bedrijfseconomische 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 to-gether 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 3 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:



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.

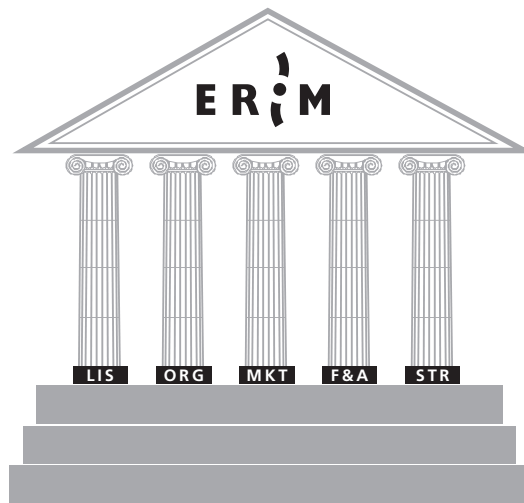
The Supervisory Board (Raad van Toezicht) is a predominantly external body for advice and supervision. The Program Advisory Committee (Programmaraad) consists of five internal ERIM fellows from the five ERIM Programs. The Ph.D. Advisory Committee (Aio-adviesraad) consists of Ph.D. students.

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 Leeftang,

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:

People	FBK	FEW	Total	FTE	PART.	FBK	FEW	Total
Members	57	38	95	Members	0,4	22,8	15,2	38,0
Fellows	11	8	19	Fellows	0,5	5,5	4,0	9,5
Ph.D. Students	55	13	68	Ph.D. Students	0,9	49,5	11,7	61,2
	123	59	182			77,8	30,9	108,7

2.1.2 Scientific Results of 2000

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

	Totals
Type of publication	
Dissertations	10
Articles in Journals	187
Books	24
Chapters in books	53
Proceedings (papers)	55
Reports	100
Overall	429

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 Goedegebuure, 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

- Field Research Data Collection and Software
- ERIM Support programs for Ph.D. students
- ERIM Ph.D. Series Research in Management

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 Millenium" 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 programs¹:

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.

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.

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.

¹ 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	Prof. dr. K. Kumar (part time)
Dr. J.C. Bioch	Dr. E. van der Laan
Ms. Dr. J. M. Bloemhof-Ruwaard (part-time)	Prof. dr. R.M. Lee
Prof. dr. ir. H.A.M. Daniels (part time)	Ms. Dr. S.H. Nienhuys-Cheng
Dr. M. Fleischmann	Prof. dr. H.J. Oppelland
Dr. R. Freling	Dr. R. Potharst
Dr. H.B.G. Frenk	Dr. W.H.L.M. Pijls
Prof. dr. ir. H.W.G.M. van Heck	Dr. S. Qureshi
Dr. J. van Hillegersberg	Dr. K.J. Roodbergen
Dr. M. Hoogeweegen (part time) (Associate Member)	Dr. H. de Swaan Arons
Dr. ir. U. Kaymak	Dr. Y.H. Tan
Dr. Th. Kern	Dr. P.F.J. Tielemans (part time) (Associate Member)
Prof. dr. ir. M.B.M. de Koster	Prof. dr. S.L. van de Velde
Dr. ir. H.R. Krikke	Dr. H.J. de Vries
Prof. dr. L.G. Kroon	Dr. A.P.M. Wagelmans
Dr. R. Kuik	Prof. dr. R.W. Wagenaar
	Dr. R.A. Zuidwijk

3.2.3 Ph.D. Candidates

Drs. Arnoud van der Maas (2001)	Drs. Linda van Norden (1999)
Ir. Floor P.Blindenbach-Driessen (2001)	Vlara N. Popova (1999)
Drs. Ramon Lentink (2000)	Drs. Niels-Ingvar Boer (1998)
Le Duc Tho (2001)	Ir. Otto Koppius (1997)
Drs. Kevin Pak (2000)	Drs. Leon W.P Peeters (1997)
Drs. Wanda Saabeel (2000)	Drs. Iris F.A. Vis (1997)
Le Anh Tuan (2001)	Drs. Firis Andrea Ido Ganzaroli (I) (1996)
Drs. Michiel Vromans (2000)	Drs. Paul C. van Fenema (1996)
MA Marisa P. de Brito P. M. (2000)	Drs. Matthijs J.J. Wolters (1996)
Julia Kotlarsky (2000)	
Drs. Julien A.M Mostard. (2000)	

3.3 Organizing for Performance (ORG)

3.3.1 Fellows / Program Directors

Prof. dr. B. Nooteboom, Prof. dr. J. Pauwe, 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. Schenk (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. Hendrikse	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

Drs. Mirdita Elstak (2001)	Drs. Mariëlle Sonnenberg (1999)
Drs. Tanja Sophie Schweizer (2000)	Drs. Douglas A.F van den Berghe (1998)
Drs. Rouven Hagemeyer (2000)	Drs. René Brohm (UPT/EUR) (1997)
Drs. Daina Konter (2000)	Drs. Michael J. Mol (1997)
Drs. ing. A. Mulder (2000)	Drs. Yongping Chen (1996)
Drs. Guido A.J.M. Berens (1999)	Drs. Grada H. Degenaars (1994)
Drs. Janneke Hermans (NWO)(1999)	Drs. Yvette Taminau (1993)
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. Th.H. Pruyn (until 01-04-2001)
Dr. A.C.D. Donkers	Prof. dr. W.F. van Raaij (visiting member)
Dr. Y.M. van Everdingen	Dr. R. Paap (postdoc)
Prof. Dr. J.C. Hoekstra (until 01-06-2000)	Dr. S. Stremersch (postdoc)
Dr. F. Langerak	Prof. dr. W. J.M.I. Verbeke
Prof. dr P.M.H.M. Matthysens (part-time)	Prof. dr. E. Waarts

3.4.3 Ph.D. Candidates

Ir. Niek Althuizen (2000)	Drs. Kristine de Valck (1999)
Drs. Eline van Ketel (2000)	Drs. Heidi E.J.J.M. Buijtels (1998)
Drs. Björn Vroomen (2000)	Drs. Majorie Dijkstra (1998)
Drs. Dennis Fok (1999)	Drs. Zhimin Chen (1997)
Ir. Wybe T. Popma (1999)	Drs. Linda H. Teunter (1995)
Drs. Willem Smit (1999)	

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

3.6.3 Ph.D. Candidates

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

4 *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.

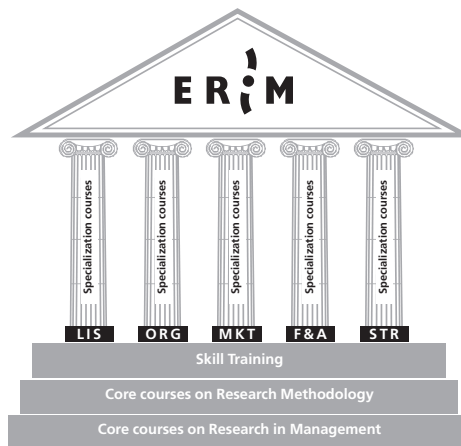
Graduation Ceremony

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 groeistrategieën bij dienstverlenende bedrijven.*

Supervisor(s): Prof. dr. ing van den Bosch.

Montfort, Dr. Joost G.M. van (2000, May 11). *Work Organisation under Transition.*

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

Boer, Dr. Michiel de (2000, May 25). *Management of Mediamorphosis.*

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

Raaf, Dr. Daniël I. de (2000, May 26). *Protecting Brands.*

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

Bodewes, Dr. Wynand E.J. (2000, May 26). *Neither Chaos nor Rigidity.*

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

Boons, Dr. A.N.A.M. (2000, September 21). *Kosten en planning versus planning en kosten.* Supervisors: Prof. dr. C. van Halem en Prof. dr. L.G. van der Tas.

Meer, Dr. J.R. van der (2000, September 28). *Operational Control of Internal Transport.* (ERIM Ph.D. series Research in Management nr.1).

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

Fleischmann, Moritz (2000, October 5). *Quantitative Models for Reverse Logistics*. (ERIM Ph.D. series Research in Management nr.2).

Supervisors: Prof. dr. ir. J.A.E.E. van Nunen, Prof. dr. ir. R. Dekker, Dr. R. Kuik.

Morales, Dolores Romero (2000, October 12). *Optimization Problems in Supply Chain Management*. (ERIM Ph.D. series Research in Management nr.3).

Supervisors: Prof. dr. ir. J.A.E.E. van Nunen, Dr. H.E. Romeijn.

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

Current Ph.D. projects	Totals
ERIM Research Program	
Business Processes, Logistics and Information Systems (LIS)	20
Organizing for Performance (ORG)	15
Marketing (MKT)	11
Finance and Accounting (F&A)	11
Strategy (STR)	12
Overall	69

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

Drs. Julien A.M. Mostard (2000)

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

Drs. Niels-Ingvar Boer (1998)

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

Drs. Guido A.J.M. Berens (1999)

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 Althuisen (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

Drs. Heidi E.J.J.M. Buijtels (1998)

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

Drs. Linda H. Teunter (1995)

Finance and Accounting (F&A)

The Option Approach to Assets-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

Dipl.-Inform. Igor Pouchkarev (2000)

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 convex 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. Heinhuis (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)

5 *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):

ERIM 2000	LIS	ORG	MKT	F&A	STR	Totals
Dissertations	3	2	1	1	3	10
Articles in journals	27	73	29	37	21	187
Books	5	13	5	1	0	24
Chapters in books	17	17	3	6	10	53
Proceedings (papers)	27	15	6	2	5	55
Reports	29	27	20	9	15	100
Totals	108	147	64	56	54	429

5.2 Business Processes, Logistics and Information Systems (LIS)

Journal articles

Allen, D.K., Colligan, D., Finnie, A., & Kern, T. (2000). *Trust, power and interorganizational information systems: the case of the electronic trading community TransLease*. *Information Systems Journal*, 10(1), 21-40.

Assen, M. van, Hans, E., & Velde, S.L. van de (2000). An Agile Planning & Control Framework for Discrete Parts Manufacturing Environments. *International Journal of Aging & Human Development*, 2, 16-23.

Bart, H., & Wagelmans, A.P.M. (2000). An integer programming problem and rank decomposition of block upper triangular matrices. *Linear Algebra and its Applications*, 305, 107-129.

Bioch, J.C., & Popova, V.N. (2000). Rough Sets and Ordinal Classification. *Lecture Notes in Artificial Intelligence*, (1968), 291-305.

Cheng, S.H., & Badea, L. (2000). A refinement operator for description logics. *Lecture Notes in Artificial Intelligence*, (1866), 40-59.

Daniels, H.A.M., Feelders, A.J., & Holzheimer, M. (2000). *Methodological and Practical Aspects of Datamining*. *Information & Management*, 37(5), 271-281.

Davison, R., Qureshi, S., Vreede, G.J. de, Vogel, D., & Jones, N. (2000). "Group Support Systems Through the Lens of Action Research: Cases in Organisations". *Journal of Global Information Technology Management*., 3(4), 6-23.

Fleischmann, M., Krikke, H.R., Dekker, R., & Flapper, S.D.P. (2000). A characterisation of logistics networks for product recovery. *Omega. International Journal of Management Science*, 28, 653-666.

Gademann, N., & Velde, S.L. van de (2000). Positioning Automated Guided Vehicles in a Loop Layout. *European Journal of Operational Research*, 127(3), 565-753.

Heck, E. van (2000). The cutting edge in auctions. *Harvard Business Review*, 78(2), 18-19.

Hoesel, C.P.M. van, & Wagelmans, A.P.M. (2000). Parametric analysis of setup cost in the economic lot-sizing model without speculative motives. *International Journal of Production Economics*, 66, 13-22.

Hoogeweegen, M.R. (2000). *Visualized Guidelines for IT Enabled Process Change*. *Information Resources Management Journal*, 13(4), 3-13.

Kokkinaki, A.I., Dekker, R., Nunen, J.A.E.E. van, & Pappis, C. (2000). An exploratory study on electronic commerce for reverse logistics. *Supply Chain Forum*, 1(1), 4-9.

Korporaal, R., Ridder, A., Kloprogge, P., & Dekker, R. (2000). An analytic model for capacity planning of prisons in the Netherlands. *Journal of the Operational Research Society*, 51, 1228-1237.

Kremers, J.J.M., & Dissel, H.G. van (2000). *ERP system migration, a provider's versus a customer's perspective*. *Communications of the Acm (Association for Computing Machinery)*, 43, 53-56.

Markus, M.L., Tanis, C., & Fenema, P.C. van (2000). Multisite ERP Implementations. *Communications of the Acm (Association for Computing Machinery)*, 43(4)

Melchior, 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.

Nunen, J.A.E.E. van, & Wal, J-W.G van der (2000). Jaap Wessels-his life with stochastic processes. *Statistica Neerlandica*, 54(2), 116-126.

Palmer, J, Kallio, J, Tinnila, M, Tuunainen, V.K., Heck, E. van, & Saarinen, T (2000). Online grocery shopping around the world. *Communications of the AIS*, 4(3)

Potharst, R., & Bioch, J.C. (2000). Decision trees for ordinal classification. *Intelligent Data Analysis*, 4(2), 97-111.

Psoinos, A, Kern, T., & Smithson, S (2000). *Exploratory study of information systems in support of employee empowerment: constraints and opportunities*. *JIT. Journal of Information Technology*, 15, 211-230.

Qureshi, S. (2000). "Organizational Change through Collaborative Learning in a Network Form". *Group Decision and Negotiation*, 9(2), 129-147.

Romeijn, H.E., & Romero Morales, M.D. (2000). A class of greedy algorithms for the generalized assignment problem. *Discrete Applied Mathematics*, (103), 209-235.

Teunter, L.H., & Laan, E.A. van der (2000). How to set the holding cost rates in average cost inventory models with reverse logistics. *Omega. International Journal of Management Science*, 28(4), 409-415.

Wagelmans, A.P.M., & Gerodimos, A.E. (2000). Improved dynamic programs for some batching problems involving the maximum lateness criterion. *Operations Research Letters*, 27, 109-118.

Wilcocks, L, & Kern, T. (2000). *Contracts, control, and presentation in IT outsourcing: research in thirteen UK organisations*. *Journal of Global Information Management*, 4, 20-35.

Wilcocks, L, & Kern, T. (2000). *Exploring IT outsourcing relationships: Theory and practice*. *Journal of Strategic Information Systems*, september,

Books

Baalen, P.J. van, Oosterhout, M., Tan, Y.H., & Heck, E. van (2000). *Dynamics in setting up an EDI community – experiences from the port of Rotterdam*. Delft: Eburon, 178 pp.

Dekker, R., & Plasmeijer, P. (2000). Economic optimisation of a new highway maintenance concept. *Medium Econometrische Toepassingen*, 8(3), 23-26.

Duijker, J.P, Koster, M.B.M. de, & Ploos van Amstel, M.J. (Ed.). (2000). *Praktijkboek Magazijnen/Distributiecentra* (loopt reeds vanaf 1995). Deventer: Kluwer Bedrijfswetenschappen.

Tan, Y.H. (Ed.). (2000). *Contextual Logic*. Kluwer Academic Publishers.

Zigurs, I., & Qureshi, S. (2000). *Managing the Extended Enterprise: Creating Value from Virtual Spaces*. In G.W. Dickson & G. DeSanctis (Eds.), *Information Technology and the Future Enterprise: New Models for Managers* (pp. 125-143). New Jersey: Prentice-Hall, Inc., Upper Saddle River.

Chapters in books

Davidson, R., Qureshi, S., Vreede, G.J. de, Vogel, D., & Jones, N. (2000). *Group Support Systems Through the Lens of Action Research: Experiences in Organisations*. In P.C. Palvia Ph.D. (Ed.), *Journal of Global Information Technology Management* (pp. 6-23). Marietta-GA: Ivy League Publishing.

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5.6 Strategy (STR)

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6

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 Gijbrecchts (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 Bromley (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 Mangement 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)²

- * 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

² 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 Management³
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

³ Formerly International Journal of Physical Distribution & Materials Management

J

- 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

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Erasmus University Rotterdam
Rotterdam School of Management / Faculteit Bedrijfskunde
Rotterdam School of Economics
P.O. Box 1738, 3000 DR Rotterdam, The Netherlands

Tel. +31 10 408 1182
Fax +31 10 408 9640
E-mail info@erim.eur.nl
Internet www.erim.eur.nl