



ERASMUS RESEARCH
INSTITUTE OF MANAGEMENT

Annual Report 2001

Erasmus Research Institute of Management

Erasmus University Rotterdam

Rotterdam School of Management / Faculteit Bedrijfskunde

Rotterdam School of Economics



ERASMUS UNIVERSITEIT ROTTERDAM

Annual Report 2001



Erasmus University Rotterdam

Rotterdam School of Management

Rotterdam School of Economics

Rotterdam, October 2002



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1 *Introduction*

This 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 2001 reports the most important activities 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. Furthermore, the Annual Report also describes ERIM's Ph.D. program. Together with a description of the ERIM Journal List, this Annual Report concludes with an overview of publications for each of the five ERIM programs, Research Seminars in 2001 and an overview of the ERIM Report Series Research in Management.

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 fields and developed into substantial areas 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, this 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 into a strong scientific discipline 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 Research Institute for Advanced Studies 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 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 graduate 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.

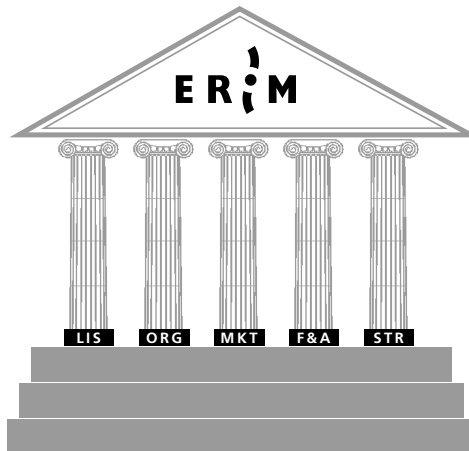
The Scientific Director is the responsible administrator (bestuur) of ERIM. The Scientific Director is assisted by an Associate Director (adjunct directeur) and a Ph.D. Director, responsible for the Ph.D. program. The ERIM Office supports the different activities within ERIM.

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 chapter 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 Policy (see section 2.1).

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 chapter 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

Prof.dr. Albert Wagelmans, Associate Director

Prof.dr.ir. Gerrit van Bruggen, Ph.D. Director (until September 2001)

Dr. Rudi Wielers, Ph.D. Director (from September 2001).

ERIM Supervisory Board (alphabetical order)

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 1st, 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

Prof.dr.ir. Rommert Dekker, (LIS)
Prof.dr. Jaap Paauwe, (ORG)
Prof.dr. Philip Hans Franses, (MKT)
Prof.dr. Kees Koedijk, (F&A), Chairman
Prof.dr. Henk Volberda, (STR)

Ph.D. Advisory Committee ERIM (alphabetical order)

Drs. Rouven Hagemeijer, Vice-Chairman
Drs. Reggy Hooghiemstra, Chairman (until September 1, 2001)
Drs. Erik Kole (1st Year Ph.D. Candidate)
Drs. Alan R. Muller, Vice-Chairman (until September 1, 2001)
Drs. Björn Vroomen, Chairman

ERIM Office

Drs. Wilfred Mijnhardt, Secretary General
Tineke van der Vhee, Office Manager
AnneMarie Stolkwijk, Ph.D. Program Manager (until July 2001)
Drs. Amy Wassing, Ph.D. Program Manager (from August 2001).

2 *Management Report*

2.1 Membership Policy

In this report, a brief account will be given of the ongoing and new initiatives that have been started in 2001.

During the year 2001, 26 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 2001, ERIM has admitted 13 new Ph.D. students. The current numbers (September 2002) of ERIM members and ERIM Ph.D. students are:

The current numbers (September 2002) of ERIM members and ERIM Ph.D. students are:

| ERIM Members | | | |
|---------------------|-----------------------------|----------------------------|--------------|
| (09-'02) | School of Management | School of Economics | Total |
| Fellows | 11 | 7 | 18 |
| Members | 76 | 44 | 121 |
| Ph.D. Candidates | 58 | 19 | 77 |
| Total | 145 | 70 | 216 |

ERIM Memberships

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. The ERIM Membership Charter describes the rules for ERIM membership and the appointment procedures.

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.

Extended ERIM Vouchers for high performers

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 an additional voucher of 0.2 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. In the year 2001, ten ERIM members were entitled to this extended voucher.

2.2 ERIM Research Fellowships in Management Program

With support of the Foundation Trustfonds Erasmus University Rotterdam, the Board of the Erasmus University and specific funds from the two faculties (breedtestrategie middelen), the ERIM Research Fellowships in Management Program was created in 2000. The purpose of this program is to attract 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.

In the summer of 2001 the first communication of this program took place with a direct mail campaign aimed at doctoral program directors of management schools worldwide. A special website was set up for the international recruitment. In september 2001, the first Postdoctoral Fellow (Dr. S. Stremersch) was appointed. At this moment (Fall 2002), six International Fellows are appointed in the program. ERIM received 75 international applications for this program during 2001.

2.3 Publication policy: 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 current edition of the list is included in section 9 of this Annual report.

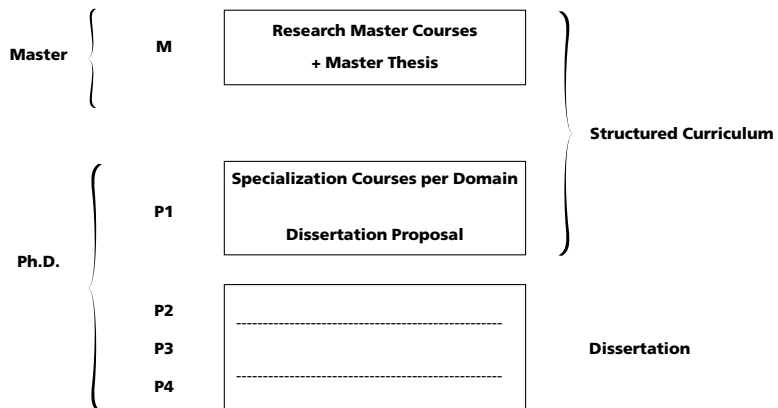
2.4 Academic Publications 2001

The following table presents the output of the ERIM researchers over the different categories (academic publications only). The details per research program are presented in section 5.

| Publications 2001 | |
|--|------------|
| (academic publications) | Totals |
| Dissertations | 7 |
| Articles in Journals | 233 |
| Books | 21 |
| Chapters in books | 78 |
| Proceedings (papers) | 134 |
| Reports / Academic working papers ¹ | 128 |
| Total | 601 |

2.5 Graduate School Development

At this moment, the ERIM Graduate School consists of a (four year) Ph.D. program. With the start of the ERIM Research Master Program, the ERIM Graduate Program will have two parts, a Research Master Program and a Ph.D. Program (see Figure below). The start of the ERIM Research Master Program coincides with the transition of the curriculum of the Dutch University system to the Bachelor/Master structure.



¹ includes the ERIM Research in Management Report Series

2.6 Ph.D. Program

Recruitment & Admission policy

During 2001, the criteria and procedures for the recruitment and admission of Ph.D. candidates were streamlined. The application form for the Ph.D. program was completely restyled.

A distinction is made between applicants with a full Dutch Masters degree of 3 years and applicants holding a non-Dutch Master degree or a one or two year Dutch Master degree. ERIM requirements for these two categories of Ph.D. applicants are:

Applicants holding a full Dutch Masters degree (3 years)

- Minimum unweighted average grade of 7.00 for all the "doctoraal" courses.
- At least grade 8.00 for the Master's thesis.

Applicants holding a non-Dutch Masters degree or a one/two year Dutch Master degree

Applicants in this category are required to provide ERIM with the results of a GMAT or GRE test². The test may not be older than 5 years. The minimum required scores for these tests are:

- GMAT A minimum total score of 650
- GRE: Verbal min. 580
Quantitative min. 740
Analytical min. 5.0

Furthermore, ERIM requires these candidates to show proof of their proficiency in English. Applicants in this category have to provide ERIM with either a TOEFL or IELTS test³, of which the minimum required scores are:

- TOEFL: Paper-based test min. 600
Computer-based test min. 250
- IELTS: Academic scores of at least 7 for each of the four sections of the test.

Candidates in this category holding a degree from an institution at which English is the language of instruction or candidates whose native language is English are exempted from the requirement of providing ERIM with a TOEFL or IELTS test.

² For more information on GMAT and GRE respectively, visit the websites www.gmat.com and www.gre.com

³ For more information on TOEFL and IELTS respectively, visit the websites www.toefl.com and www.ielts.org

Ph.D. Program Applicants

A more or less stable number of applicants find their way to the the ERIM Ph.D. Program in Management every year. ERIM accepts about 20 % of all applicants, due to various reasons. However, most frequent reasons for rejecting an applicant are GMAT/GRE test scores below the ERIM requirements, low grades for thesis or Master studies (in the case of applicants with a Dutch Master), and a supervisor who is not interested in the applicant.

In 2001, 13 new Ph.D. Candidates were. Four out of these thirteen are international candidates. With three women the percentage of female candidates is almost 25 %, which is slightly above the overall ERIM percentage of 16 %.

Ph.D. Courses

ERIM organizes and supports Ph.D. courses in the field of management. A division can be made between courses belonging to the ERIM Ph.D. Program in Management and specialized other courses, some of which are co-produced with other institutes. The Core and Skill courses of the ERIM curriculum in 2001 were:

- *Core Courses on Research in Management (150 hours)*
- *Core Course on Research Methodology (100 hours)*
- *Literature Search in the Library and its Databases (10 hours)*
- *Teaching, Presenting, and Writing in English (120 hours)*
- *Publishing Strategy (20 hours)*

Other courses are co-produced with NAKE, LNMB, NOBEM, SIKS and EIASM. For an overview of the external courses see section 4.2.3.

Next to the Core and Skill Courses the three following specialized international Ph.D. courses were organized with support of ERIM in 2001:

- *Ph.D. Seminar on Coevolution of Strategy and Organizational Form*
October 3-5, 2001
Lecturers: Prof. H.R. Greve (University of Tsukuba), Prof. B. McKelvey (UCLA), Prof. W.G. Mitchell (Duke University), Prof. A.Y. Lewin (Duke University) and Prof. H.W. Volberda (EUR).

- *CHIMES Summerschool 2001 – Evolving Institutions*
June 24-30, 2001
Lecturers: Prof. M. Blaug (EUR), Prof. P. David (University of Oxford), dr. A. Jolink (EUR), Prof. P. van de Laar (EUR), Prof. W. Lazonick (University of Massachusetts Lowell), Prof. N. Rosenberg (Stanford), dr. J. Vromen (EUR), Prof. J. Schot (TU Eindhoven).
- *EUDOKMA Seminar on Knowledge and the Firm*
February 19-23, 2001
Lecturers: Prof. Scarborough (Warwick Business School, UK), Prof. Swann (Warwick Business School, UK), dr. Peter Boone (Unilever), Prof. Van den Bosch (EUR), Prof. Volberda (EUR), dr. Elfring (EUR), dr. Reinmöller (EUR), dr. Van Wijk (EUR), dr. Madhok (EUR) and dr. Patriotta (EUR).

Ph.D. degrees

In the year 2001 seven Ph.D. candidates obtained their degrees.

- Dr. K.J. Roodbergen, May 10, 2001 (LIS)
- Dr. R.A.J. Campbell, September 7, 2001 (F&A)
- Dr. Y. Chen, October 4, 2001 (ORG)
- Dr. P.P.M.A.R. Heugens, October 19, 2001 (STR)
- Dr. R.F. Speklé, October 25, 2001 (F&A)
- Dr. P. Puvanasvari Ratnasingam, November 22, 2001 (LIS)
- Dr. M.J. Mol, December 13, 2001 (ORG)

2.7 Research Master in Research in Management

The ERIM Research Master builds on a Bachelor degree and has the objective to offer a thorough training in research methodology, methods and techniques, required for a successful continuation in the Ph.D. stage of the graduate program. Apart from the methodology courses, students will take courses in the domain of management of their specialization and write a Master thesis. ERIM has five domains of management: (1) business processes /logistics/information systems (LIS); (2) organization (ORG); (3) marketing (MKT); (4) finance & accounting (F&A); and (5) strategy (STR).

The preparation for the dissertation continues in the first Ph.D. year (P1). In that year, students take advanced courses in their domain of specialization (both substantive and methodological courses) and write a dissertation proposal. The remainder of the Ph.D. program, covering the last three years, is fully dedicated to the dissertation.

2.8 ERIM Award

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 for an Outstanding Young Researcher* is given once every two years. Criteria for choosing the award winner are: academic quality, originality and implications for management. The award was handed out for the first time in 2001 and it was won by Dr. Thierry Post, Researcher in the Department of Accounting and Finance, School of Economics. The award consisted of a special plaque and a cheque of € 2.500,- for his research budget.

2.9 Investments in Research: Support Programs

The portfolio of investment programs for research and Ph.D. activities is still developing. ERIM now implements the following Support Programs (ESP), for which financial support can be requested:

- Seminar/Colloquia /Workshops
- Scientific Conferences
- Editing of Scientific Texts
- Short Research Visits
- Field Research Data Collection and Software
- Submission Fee for EIJ Journals
- Personal Research Assistant (PRA) (January 2002)
- ERIM Support programs for Ph.D. students
- ERIM Publication Series:
 - ERIM Report Series
 - ERIM Inaugural Addresses
 - ERIM Ph.D. Dissertations
 - ERIM E-news

Seminars, colloquia & workshops

ERIM organizes research seminars on a weekly basis. Most of the speakers are international researchers visiting ERIM from other research institutes. In 2001 distributed over all five ERIM programs, 70 seminars were organized. The complete list with the details of the speakers and the titles of the seminars is listed in section 8 of this Annual Report.

International Scientific Conference

On the 16th and 17th of November 2001 a large International Scientific Conference was organised by ERIM. This conference on New Organizational Forms was chaired by prof.dr. Bart Nooteboom, and consisted of a plenary session and five parallel tracks, covering all the current ERIM research programs. With plenary keynote speakers and around 300 participants from all over the world it turned out to be an event with a nice mix of academic rigour and social interaction. See section 10 for the full program of the ERIM conference. All papers are collected in a conference proceedings (handout version during the conference).

2.10 Support programs for Ph.D. candidates

ERIM has developed specific support programs for the Ph.D candidates. These support programs are focused on the different stages of the Ph.D. Research project.

Working visit to a conference

ERIM supports a working visit to a conference for a Ph.D. candidate after the positive assessment of the research proposal (first year). Visiting the conference has to be multi-purpose: to develop contacts with international peers in the field, to be informed about the latest developments in the domain. ERIM will sponsor only one conference visit without presenting a paper.

Conference participation

ERIM supports conference participation of Ph.D. candidates under the condition of presenting a paper.

Working visit to an international university/supervisor

ERIM supports working visits to international university/supervisor for Ph.D. candidates in their second and third year. In their fourth/final year Ph.D. students may ask ERIM for support in financing part of the travel expenses of their supervisor in his capacity of supervising/attending the thesis defense.

Field Research Data Collection:

ERIM supports field research data collection. This support will only be available to the Ph.D. candidates who have fulfilled their first year's obligations and with a positive assessment of their research proposal.

External courses

ERIM supports attendance of international courses for Ph.D candidates (for example EIASM) that fit the personal development plan of the candidate.

Scientific Literature

A specific amount per Ph.D candidate for a period of four years is reimbursable.

2.11 ERIM Publication Series Program

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 as paper versions and as electronic versions. The electronic versions of the reports in the ERIM Report Series Research in Management are all available (in pdf format) through international platforms like Ideas and Repec.⁴ A paper in the Series is intended as a means to communicate the results of recent research to colleagues and other interested parties. See section 6 of this annual report for further details on the reports per program. During the year 2001 89 reports were published, distributed over the five ERIM programs, an increase of 71 % in comparison to the year 2000.

⁴ All the Reports in the series are listed here: <http://ideas.uqam.ca/ideas/data/dgreureri.html>

ERIM Inaugural Addresses Series

ERIM inaugural addresses contain the written texts of inaugural addresses by members of ERIM. The addresses are available in two ways, printed (booklets) and electronic (erim website). This series was started in 2001. The first seven volumes were published. The electronic versions of the Addresses in the ERIM Series all made available (in pdf format) through international platforms like Ideas and Repec.⁵

See section 7 for further details on the Inaugural Addresses of ERIM Members in the year 2001.

ERIM Ph.D. Series

Publication of the dissertation in the ERIM Ph.D. series is open for Ph.D. candidates of Erasmus University in the field of Research in Management who have participated in the Ph.D. program of ERIM and for non-ERIM Ph.D. candidates with an ERIM-fellow/member as (co)-promotor. This series was started in oktober 2000. In 2000, the first three volumes were published and in 2001 another seven were issued. See the Ph.D. Program section for further details on the dissertations of ERIM in the year 2001.

ERIM E-News

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, as a follow-up of the ERIM Newsletter. The first issue of ERIM E-News was published in February 2001 and four more issues were published in that year.

2.12

ERIM Committees

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 annual meeting of the Supervisory Board in the year under review took place at November 16, 2001.

⁵ All the Addresses in the series are listed here: <http://ideas.uqam.ca/ideas/data/dgreuriar.html>

Program Advisory Committee

The Program Advisory Committee, consisting of representatives of the five ERIM Research Programs has met in 2001 on the following dates: January 9, 2001 and November 11, 2001. For the composition of the Committee, see page 6 of this annual report.

Ph.D. Advisory Committee

The Ph.D. Advisory Committee consists of Ph.D. candidates of the two founding Schools. For the composition of the Council during 2001, see page 6 of this annual report. The Council met three times during 2001, February 19th, August 20th and November 26th. One of the results of 2001 was the creation of the "Standing Rules" of the ERIM Ph.D. Advisory Committee.

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:⁶

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.

⁶ 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.

On the following pages an overview of all the members per research program is provided.

3.2 Business Processes, Logistics and Information Systems (LIS)

3.2.1 Fellows / Program Directors

prof.dr. A. de Bruin, prof.dr.ir. R. Dekker, prof.dr. H.G. van Dissel,
prof.dr.ir. J.A.E.E. van Nunen

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 |
| dr. J.M. Bloemhof-Ruwaard (part-time) | prof.dr. R.M. Lee |
| prof.dr. H. Daniels (part-time) | dr. S.H. Nienhuys-Cheng (part-time) |
| dr. M. Fleischmann | prof.dr. H.J. Oppelland (part-time) |
| dr. R. Freling (Ass. Member)U | dr. W.H.L.M Pijls (part-time) |
| dr. J.B.G. Frenk | dr. R. Potharst (part-time) |
| prof.dr. H.W.G.M. van Heck | dr. S. Qureshi (part-time) |
| dr. J. van Hilligersberg | dr. K.J. Roodbergen |
| dr. M. Hoogeweegen (part-time) (Ass. Member) | dr. H. de Swaan Arons |
| dr.ir. U. Kaymak | dr. Y.H. Tan |
| dr. Th. Kern (part-time) | dr. P.F.J. Tielemans (part-time) (Ass. Member) |
| prof.dr.ir. M.B.M. de Koster | dr. A.W. Veenstra (part-time) |
| dr.ir. H.R. Krikke | prof.dr. S.L. van de Velde |
| prof.dr. L.G. Kroon (part-time) | prof.dr. A.P.M. Wagelmans |
| dr. R. Kuik | dr. R.A. Zuidwijk |

3.2.3 Ph.D. Candidates

| | |
|--------------------------------------|------------------------------|
| ir. F.P. Blindenbach-Driessen (2001) | drs. M.J.C.M. Vromans (2000) |
| T. Le Anh (2001) | M. de Brito (1999) |
| T. Le Duc (2001) | drs. L. van Norden (1999) |
| drs. A.A. van der Maas (2001) | V.N. Popova (1999) |
| Ms. J. Kotlarsky (2000) | drs. N.I. Boer (1998) |
| drs. R.M. Lentink (2000) | drs. L.W.P. Peeters (1998) |
| drs. J.A.M. Mostard (2000) | drs. P.C. van Fenema (1996) |
| drs. K. Pak (2000) | F. A. Ganzaroli (1996) |
| drs. W. Saabeel (2000) | drs. M.J.J. Wolters (1996) |

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.ir. K.S. Ayas | prof. dr. S.J. Magala |
| dr.ir. P.R. Beije (part-time) | dr. L. Polos |
| prof.dr. H. Benink | prof.dr. C.B.M. van Riel |
| prof.dr. J. Dale (part-time) | prof.dr. E.J.J. Schenk (part-time) |
| dr. W.A. Dolfsma (part-time) | prof.dr. J.R. Turner (part-time) |
| dr.ir. J. van den Ende | dr. L.M. van Vliet (part-time) |
| prof.dr. J.P.M. Groenewegen | dr.ir. H.J. de Vries (part-time) |
| dr. T. Hak | dr. G. Whiteman (Ass. Member) |
| prof.dr. D. den Hartog (part-time) | dr.ir. A. van der Wiele |
| prof.dr. G. Hendrikse | dr. R. Wielers |
| dr. W. Hulsink | dr. J. van Wijk (Ass. Member) |
| prof.dr. F.H.A. Janszen (part-time) | prof. dr. N.M. Wijnberg |
| dr. A. Jolink | prof.dr. T. van Willigenburg (part-time) |
| dr. S.P. Kaptein (part-time) | prof.dr. M. Wright (part-time) |
| prof.dr. G.A. van der Knaap | |
| prof.dr. B. Krug | |

3.3.3 Ph.D. Candidates

| | |
|-----------------------------|-----------------------------------|
| drs. M.N. Elstak (2001) | drs. M. Hensmans (1999) |
| drs. J.G. Kuilman (2001) | drs J.M. Hermans (1999) |
| drs. R.E. Hagemeyer (2000) | drs. A.R. Muller (1999) |
| drs. D.J. Konter (2000) | drs. M. Sonnenberg (1999) |
| drs.ing. A. Mulder (2000) | drs. D.A.F. van den Berghe (1998) |
| drs. T.S. Schweizer (2000) | drs. R. Brohm (1997) |
| drs. G.A.J.M. Berens (1999) | |

3.4 Marketing (MKT)

3.4.1 Fellows / Program Directors

prof. dr. G. Antonides, prof.dr.ir. G.H. van Bruggen, prof.dr. P.H.B.F. Franses,
prof.dr.ir. A. Smidts, prof.dr.ir. B. Wierenga

3.4.2 Members

| | |
|--|-------------------------------------|
| prof.dr. B.M. Balk (part-time) | dr. A.T.H. Pruijn |
| prof.dr. M.G. Dekimpe (part-time) | prof.dr. W.F. van Raaij (part-time) |
| dr. A.C.D. Donkers (Postdoc) | dr. S. Stremersch (Postdoc) |
| dr. Y.M. van Everdingen | prof.dr. W.J.M.I. Verbeke |
| dr. F. Langerak | dr. P.C. Verhoef |
| dr. M.A.A.M. Leenders (Ass. Member) | dr.ir. P.W.J. Verlegh |
| prof.dr. P.M.H.H. Matthyssens (part-time) | prof.dr. E. Waarts |

3.4.3 Ph.D. Candidates

| | |
|-----------------------------|---------------------------|
| ir. N.A.P. Althuisen (2000) | drs. W. Smit (1999) |
| drs. E. van Ketel (2000) | drs. K. de Valck (1999) |
| drs. B. Vroomen (2000) | drs. J.H. Appelman (1998) |
| drs. D. Fok (1999) | drs. Z. Chen (1998) |
| drs. J. Loef (1999) | drs. M. Dijkstra (1998) |
| ir. W.T. Popma (1999) | drs. L.H. Teunter (1995) |

3.5 Finance and Accounting (F&A)

3.5.1 Fellows / Program Directors

prof.dr. C.G. Koedijk, prof.dr. J. Spronk, prof.dr. M.J.C.M. Verbeek,
prof.dr. A.C.F. Vorst (part-time)

3.5.2 Members

| | |
|-----------------------------------|--|
| dr. H. Dewachter (part-time) | dr. A.A.J. Pelsser (part-time) |
| prof.dr. H.K. van Dijk | prof.dr. G.J. van der Pijl (part-time) |
| dr. W.G.P.M. Hallerbach | dr. G.T. Post (part-time) |
| prof.dr. M.A. van Hoepen | dr. N.L. van der Sar |
| dr. R. Huisman (part-time) | prof.dr. J.T.J. Smit |
| dr. A. de Jong | dr. O.W. Steenbeek (part-time) |
| dr. R.J. Mahieu | prof.dr. L.G. van der Tas (part-time) |
| dr. W.A. Marquering (Ass. Member) | prof.dr. E.G.J. Vosselman |
| prof.dr. P. Molyneux (part-time) | |

3.5.3 Ph.D. Candidates

| | |
|----------------------------|---------------------------------|
| Msc. G.P. Baquero (2001) | Ms. P. Daniševská (1999) |
| Ms. A.B. Gutkowska (2001) | drs. H.T. Haanappel (1999) |
| drs. H.J.W.G. Kole (2001) | drs. C. de Jong (1999) |
| drs. R. Pietersz (2001) | drs. G.A. Moerman (1999) |
| I. Pouchkarev (2000) | drs. B. Tims (1999) |
| drs. W.N. van Vliet (2000) | drs. R.B.H. Hooghiemstra (1998) |

3.6 Strategy (STR)

3.6.1 Fellows / Program Directors

prof.dr.ing. F.A.J. van den Bosch, prof.dr. A.R. Thurik (part-time),
prof.dr. H.W. Volberda

3.6.2 Members

| | |
|---|--|
| prof.dr. C.W.F. Baden-Fuller (part-time) | prof.dr. A. Kleinknecht |
| dr. M.A. Carree | dr. A. Madhok (Visiting Member) |
| prof.dr. H.R. Commandeur (part-time) | dr. G. Patriotta |
| prof.dr. T. Elfring | dr. J.S. Sidhu (Ass. Member) |
| dr. R.E. Gedajlovic | prof.dr. L.I.E. Sleuwaegen (part-time) |

3.6.3 Ph.D. Candidates

| | |
|------------------------------|-------------------------------|
| drs. J.J.P. Jansen (2001) | drs. B. Flier (1998) |
| drs. T.J.M. Mom (2001) | drs. M.S. Dijksterhuis (1997) |
| ir. P.W.L. Vlaar (2001) | drs. R.A.J.L. van Wijk (1996) |
| drs. S.M. Heinhuis (1999) | ir. M.W. Wielemaker (1995) |
| drs. E.H.M. van Gulik (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, and makes 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 Training and Supervision Agreement

For every new Ph.D. student, a customized personal plan is developed within the first three months of appointment. This training 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

Ten months after having been appointed, 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.

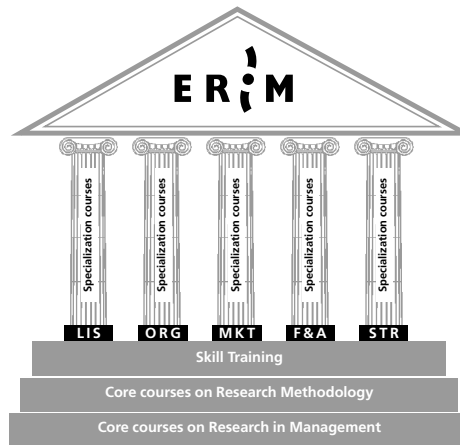
Graduation Ceremony

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. Three months after the Ph.D. candidate has entered the program, they will have to submit a training and supervision agreement 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. candidate's 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.



4.2.1 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 ten 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 ten are geared towards the scientific frame. The specific research projects of the participants serve as specific cases and are evaluated in these sessions.

4.2.2 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

4.2.3 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 his/her 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.

4.3 Completed Dissertations in Management in 2001

The following promotions were realized during the year under review:



1. Roodbergen, dr. K.J. (2001, May 10). *Layout and Routing Methods for Warehouses*.

Supervisors:

prof.dr. M.B.M. de Koster,
prof.dr.ir. J.A.E.E. van Nunen.

2. Campbell, dr. R.A.J. (2001, September 7).

Rethinking Risk in International Financial Markets.

Supervisor:

prof.dr. C.G. Koedijk.



3. Chen, dr. Y (2001, October 4). *Labour flexibility in China's companies: An Empirical Study*.

Supervisors:

prof.dr. A. Buitendam,
prof.dr. B. Krug.



4. Heugens, dr. P.P.M.A.R. (2001, October 19). *Strategic Issues Management: Implications for Corporate Performance*.

Supervisors:
prof.dr.ing. F.A.J. van den Bosch,
prof.dr. C.B.M. van Riel.

5. Speklé, dr. R.F. (2001, October 25). *Beyond Generics; A closer look at Hybrid and Hierarchical Governance*.

Supervisor:
prof.dr. M.A. van Hoepen RA



6. Puvanasvari Ratnasingam, dr. P. (2001, November 22). *Interorganizational Trust in Business to Business E-Commerce*.

Supervisors:
prof.dr. K. Kumar,
prof.dr. H.G. van Dissel.

7. Mol, dr. M. J. (2001, December 13). *Outsourcing, Supplier Relations and Internationalisation: Global Sourcing Strategy as a Chinese Puzzle*.

Supervisor:
prof.dr. R.J.M. van Tulder.



4.4 Ph.D. Projects in Management

The following Ph.D. projects were still running at the end of 2001:

Business Processes, Logistics and Information Systems (LIS)

The organization of innovation in engineering consultancies: Separation versus integration.

ir. F.P. Blindenbach-Driessen (2001)

Control of material handling systems.

T. Le Anh (2001)

Design and control of efficient orderpicking processes.

T. Le Duc (2001)

Strategy and the Internet.

drs. A.A. van der Maas (2001)

Developing internet-based methods and tools for managing globally distributed work.

Ms. J. Kotlarsky (2000)

Decision support for shunting of passengers train units at shunting yards.

drs. R.M. Lentink (2000)

Decision models for handling return flows in commercial actions.

drs. J.A.M. Mostard (2000)

Application of new techniques for revenue management to the hospitality and airline industry in the Netherlands.

drs. K. Pak (2000)

Enabling and constraining aspects of virtual organizing: a structuration theory perspective.

drs. W. Saabeel (2000)

Punctuality of railway systems: analysis and improvement.

drs. M.J.C.M. Vromans (2000)

A Framework for Reverse Logistics.

M. de Brito (1999)

Models, algorithms and protocols for combinatorial auctions.

drs. L. van Norden (1999)

Knowledge discovery in business datasets.

V.N. Popova (1999)

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

drs. N.I. Boer (1998)

Computer aided timetaling for railway systems.

drs. L.W.P. Peeters (1998)

Managing international project teams. Information and telecommunication technology support for the co-ordination and control of globally dispersed project teams.

drs. P.C. van Fenema (1996)

Building relationships and trust in open electronic commerce.

F. A. Ganzaroli (1996)

The Modularity of Business and the Business of Modularity

drs. M.J.J. Wolters (1996)

Organizing for Performance (ORG)

Intersections of identity: Managing the company's multiple identities in a global context.

drs. M.N. Elstak (2001)

Entrepreneurship and economic success in transitional economies.

drs. J.G. Kuilman (2001)

The organization of innovation in the presence of networks and bandwagons, a study of innovation management in the information technology industries.

drs. R.E. Hagemeyer (2000)

Timelag and effectiveness analysis.

drs. D.J. Konter (2000)

Market restructuring and internationalisation.

drs.ing. A. Mulder (2000)

Interactions between technological and stylistic innovation in the media industries.

drs. T.S. Schweizer (2000)

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

drs. G.A.J.M. Berens (1999)

Strategic renewal of large European corporations in the telecom sector aimed at penetrating the financial value system.

drs. M. Hensmans (1999)

The influence of the means of telecommunications on companies in the Netherlands in the 20th century.

drs J.M. Hermans (1999)

Regional integration and transnational enterprises.

drs. A.R. Muller (1999)

The changing influence of formal and informal elements of management control on performance.

drs. M. Sonnenberg (1999)

Interactive governance of multinational corporations, civil society and employment.

drs. D.A.F. van den Berghe (1998)

Knowledge, learning and management.

drs. R. Brohm (1997)

Marketing (MKT)

Nurturing the marketing knowledge treasury: capturing and storing marketing knowledge, and putting it into action for marketing decision making.

ir. N.A.P. Althuizen (2000)

Consumer Evaluations of Online and Offline Assortments.

drs. E. van Ketel (2000)

Strategic decision making using artificial agents in (electronic) marketing.

drs. B. Vroomen (2000)

Assymmetric market response models.

drs. D. Fok (1999)

Incongruity between Ads and Consumer Expectations of Advertising.

drs. J. Loef (1999)

Competitive marketing signals.

ir. W.T. Popma (1999)

Intra-channel marketing information.

drs. W. Smit (1999)

Marketing Decision Making in Electronic Commerce Environments.

drs. K. de Valck (1999)

Entrepreneurship in tourism. Traditions and innovations in the twentieth century.

drs. J.H. Appelman (1998)

Matching marketing problems solving modes and marketing management support systems.

drs. Z. Chen (1998)

Integrated Marketing Communications

drs. M. Dijkstra (1998)

Econometric modelling for marketing management.

drs. L.H. Teunter (1995)

Finance and Accounting (F&A)

Survival and Performance of Hedge Funds.

Msc. G.P. Baquero (2001)

The option approach to asses-liability management.

Ms. A.B. Gutkowska (2001)

Risk attitude, downside risk and optimal portfolio selection: an integrated approach.

drs. H.J.W.G. Kole (2001)

Pricing Models for Bermudan-style Interest Rate Derivatives.

drs. R. Pietersz (2001)

A General Framework for the Evaluation of Constrained Portfolio Performance.

I. Pouchkarev (2000)

The value of growth options and the performance of stocks.

drs. W.N. van Vliet (2000)

Corporate Finance Decisions in Europe.

Ms. P. Danisevska (1999)

Strategic Growth Options and their Influence on Security Risk and Return.

drs. H.T. Haanappel (1999)

Financial decision making and accounting.

drs. C. de Jong (1999)

Transparency on Financial Markets and the Effects on Government Policy.

drs. G.A. Moerman (1999)

Solving convex problems.

drs. B. Tims (1999)

The impact of culture on self-serving behavior in financial reports.

drs. R.B.H. Hooghiemstra (1998)

Strategy (STR)

How do firms absorb new knowledge in the process of Strategic Renewal.

drs. J.J.P. Jansen (2001)

How do firms absorb new knowledge in the process of strategic renewal.

drs. T.J.M. Mom (2001)

Strategy in the Internet Era.

ir. P.W.L. Vlaar (2001)

Strategic Renewal of Dynamics of Firms, Networks and Industries.

drs. S.M. Heinhuis (1999)

Strategic renewal of large European corporations within the financial sector.

drs. B. Flier (1998)

The value added of management and managers: contributing to a managerial theory of the firm.

drs. M.S. Dijksterhuis (1997)

The emergence of the N-form corporation.

drs. R.A.J.L. van Wijk (1996)

Strategic renewal withing large European corporations.

ir. M.W. Wielemaker (1995)

5 *Publications per Research Program 2001*

5.1 Overall

The following table gives an overview of the academic publications produced by members of ERIM in the year 2001 (For other research results see the research reports of the Rotterdam School of Management / Faculteit Bedrijfskunde and the Rotterdam School of Economics):

| Publications 2001 | | | | | | |
|--------------------------|------------|------------|------------|----------------|------------|---------------|
| (academic publications) | LIS | ORG | MKT | F&A | STR | Totals |
| Dissertations | 2 | 2 | - | 2 | 1 | 7 |
| Articles in journals | 38 | 99 | 32 | 35 | 29 | 233 |
| Books | 6 | 7 | 5 | 1 | 2 | 21 |
| Chapters in books | 19 | 19 | 17 | 4 | 19 | 78 |
| Proceedings (papers) | 53 | 24 | 20 | 4 | 33 | 134 |
| Reports ⁷ | 43 | 29 | 24 | 22 | 10 | 128 |
| Totals | 161 | 180 | 98 | 68 | 94 | 601 |

⁷ Includes the ERIM Research in Management Report Series

5.2 Business Processes, Logistics and Information Systems (LIS)

For LIS reports from the ERIM Report Series Research in Management see section 6.

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Wielemaker, M.W., Baden-Fuller, Ch., Elfring, T. & Volberda, H.W. (2001). The Conditioning and Knowledge-creating View: Managing the Source of the Strategy Process. *Strategic Management Society, 21st Annual International Conference, San Francisco, California, USA, October 21-24*.

Wielemaker, M.W., Volberda, H.W. & Baden-Fuller, C.W.F. (2001). New Forms for Intrapreneurship: Increasing Strategic Initiatives in Large Multi-Unit Firms. *ERIM Conference New Organizational Forms*, Track 4: New Organizational Forms in the Knowledge Economy: Strategies for Renewal and Intrapreneurship, Erasmus University Rotterdam, November 16 - 17.

Wielemaker, M.W., Elfring, T. & Volberda, H.W. (2001). Managing Strategic Initiatives in Large Firms: Combining a Political and Knowledge-Creation Perspective. In: *SMS Mini-Conference Shaping, Implementing and Changing Strategies*, University St.Gallen/IMD Lausanne, May 20-22. Lausanne: University St.Gallen/IMD.

Wielemaker, M.W., Elfring, T. & Volberda, H.W. (2001). Managing Initiatives in Large Firms: Combining a Political and Knowledge-Creation Perspective. In: *EGOS, 17th Colloquium, Subtheme 24: Mastering Strategic Renewal and Organizational Change in Times of Deconstruction*, Lyon, France, July 5-7. Lyon: EGOS.

Wielemaker, M.W., Volberda, H.W. & Baden-Fuller, C. (2001). Managing Strategic Initiatives in Large Firms. *Paper presented at the ERIM Conference of New Organizational Forms*, November 16-17, Rotterdam, The Netherlands. Rotterdam: ERIM.

Wijk, R.A.J.L. van, Bosch, F.A.J. van den & Volberda, H.W. (2001). Absorptive Capacity of Internal Networks. *Paper presented at the ERIM Conference of New Organizational Forms*, November 16-17, Rotterdam-Netherlands. Rotterdam: ERIM.

Wijk, R.A.J.L. van, Lewin, A.Y., Massini, S., Bosch, F.A.J. van den, Volberda, H.W. & Numagami, T. (2001). Organizing for Knowledge Integration: A Comparative Panel Study of Europe, Japan and USA, 1992-1996. *Paper presented at the Academy of International Business Conference*, November 16-19, Sydney-Australia. Sydney-Australia.

Wijk, R. van, Bosch, F.A.J. van den & Volberda, H.W. (2001). The Impact of the Depth and Breadth of Knowledge Absorbed on Levels of Exploration and Exploitation. *Academy of Management Meeting*, BPS Division, Insights into Knowledge Transfer, Washington DC, USA, August 3-8.

Wijk, R.A.J.L. van, Pettigrew, A, Bosch, F.A.J. van den, Volberda, H.W. & Whittington, R (2001). The Determinants of Knowledge Integration: Corporate-level Evidence from Continental European Firms. *Paper presented at Strategic Management Society Conference, October 21-24 San Francisco*. San Francisco.

Reports

For STR reports from the ERIM Report Series Research in Management see section 6.

Audretsch, D.B., Carree, M.A. & Thurik, A.R. (2001). *Does Entrepreneurship Reduce Unemployment?*, Discussion Papers of the Tinbergen Institute, Erasmus University, TI01-074/3.

Verheul, I., Wennekers, S., Audretsch, D.B. & Thurik, A.R. (2001). *An Eclectic Theory of Entrepreneurship: Policies, Institutions and Culture*, Discussion Papers of the Tinbergen Institute, Erasmus University, TI01-030/3.

6

ERIM Report Series Research in Management: Reports 2001



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 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.⁸

⁸ ERIM Research Programs:

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

The electronic versions of the reports in the ERIM Report Series Research in Management are available (in pdf format) through international platforms like Ideas and Repec.

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.

In 2001, 89 reports were published in the Series, an increase of 71 % in comparison to the year 2000 (see table below).

| Report Series | |
|----------------------|-------------|
| | 2001 |
| ERIM 1: LIS | 22 |
| ERIM 2: ORG | 25 |
| ERIM 3: MKT | 19 |
| ERIM 4: F&A | 15 |
| ERIM 5: STR | 8 |
| Total | 89 |

2001

Predicting Customer Potential Value

Peter C. Verhoef & Bas Donkers

ERS-2001-01-MKT

Employee Perception on Commitment Oriented Work Systems: Effects on Trust and Perceived Job Security

Paul Boselie, Martijn Hesselink, Jaap Paauwe & Ton van der Wiele

ERS-2001-02-ORG

The Emergence of a Private Business Sector in China: The Case of Zhejiang

Barbara Krug & Hans Hendrichske

ERS-2001-03-ORG

Contingent Employment in the Netherlands

Ferrie Pot, Bas Koene & Jaap Paauwe

ERS-2001-04-ORG

Modelling Potentially Time-Varying Effects of Promotions on Sales

Philip Hans Franses, Richard Paap & Philip A. Sijthoff

ERS-2001-05-MKT

Non-Parametric Tests for Firm Efficiency in Case of Errors-in-Variables

Timo Kuosmanen & Thierry Post

ERS-2001-06-F&A

Organisational Path-Dependence and Institutional Environment: The Case of East Asia's Chinese Family Business Groups

Michael Carney & Eric Gedajlovic

ERS-2001-07-STR

Institutional Change and Firm Adaptation: Toward a Typology of Southeast Asian Corporate Forms

Michael Carney & Eric Gedajlovic

ERS-2001-08-STR

Ownership Structure, Investment Behavior and Firm Performance in Japanese Manufacturing Industries

Eric R. Gedajlovic, Toru Yoshikawa & Motomi Hashimoto

ERS-2001-09-STR

Modelling Consideration Sets and Brand Choice Using Artificial Neural Networks

Björn Vroomen, Philip Hans Franses & Erjen van Nierop

ERS-2001-10-MKT

Bankruptcy Prediction with Rough Sets

Jan C. Bioch & Viara Popova

ERS-2001-11-LIS

Firm Size and Export Intensity

Ernst Verwaal & Bas Donkers

ERS-2001-12-MKT

Customs-Related Transaction Costs, Firm Size and International Trade Intensity

Ernst Verwaal & Bas Donkers

ERS-2001-13-MKT

Neural Networks for Target Selection in Direct Marketing

Rob Potharst, Uzay Kaymak & Wim Pijls

ERS-2001-14-LIS

Setting up a Business in the Netherlands: Who Starts, Who Gives up, Who is Still Trying?

Marco van Gelderen, Niels Bosma & Roy Thurik

ERS-2001-15-STR

An Inventory Model with Dependent Product Demands and Returns

Gudrun P. Kiesmüller & Erwin van der Laan

ERS-2001-16-LIS

Under construction (Identities, Communities and Visual Overkill)

Slawomir Magala

ERS-2001-17-ORG

The Dutch Banking Chipcard Game: Understanding a Battle between Two Standards

Henk J. de Vries & George W.J. Hendrikse

ERS-2001-18-ORG

Weighted Constraints in Fuzzy Optimization

U. Kaymak & J.M. Sousa

ERS-2001-19-LIS

The Effectiveness of Different Mechanisms for Integrating Marketing and R&D

Mark A.A.M. Leenders & Berend Wierenga

ERS-2001-20-MKT

Intra-Firm Adoption Decisions

Yvonne M. van Everdingen & Berend Wierenga

ERS-2001-21-MKT

Testing for Productive Efficiency with Errors-in-Variables

Timo Kuosmanen, Thierry Post & Stefan Scholtes

ERS-2001-22-F&A

Social Structures for Learning

Irma Bogenrieder & Bart Nooteboom

ERS-2001-23-ORG

Minimum Vehicle Fleet Size at a Container Terminal

Iris F.A. Vis, René de Koster & Martin W.P. Savelsbergh

ERS-2001-24-LIS

Econometric Analysis of the Market Share Attraction Model

Dennis Fok, Philip Hans Franses & Richard Paap

ERS-2001-25-MKT

Nonparametric Efficiency Estimation in Stochastic Environments (II)

Laurens Cherchye & Thierry Post

ERS-2001-26-F&A

Buying High Tech Products

Stefan Wuyts, Stefan Stremersch & Philip Hans Franses

ERS-2001-27-MKT

Networks in Entrepreneurship: The Case of High-Technology Firms

Tom Elfring & Willem Hulsink

ERS- 2001-28-STR

Unpredictable After All? A Short Note on Exchange Rate Predictability

Gerard A. Moerman

ERS-2001-29-F&A

The Algorithmic Complexity of Modular Decomposition

Jan C. Bioch

ERS-2001-30-LIS

Changing Perceptions and Changing Behavior in Customer Relationships

Peter C. Verhoef, Philip Hans Franses & Bas Donkers

ERS-2001-31-MKT

Empirical Evidence for the Relation between Customer Satisfaction and Business Performance

Ton van der Wiele, Paul Boselie & Martijn Hesselink

ERS-2001-32-ORG

How and Why Decision Models Influence Marketing Resource Allocations

Gary L. Lilien, Arvind Rangaswamy, Katrin Starke & Gerrit H. van Bruggen

ERS-2001-33-MKT

On the Emergence of Growers' Associations: Self-Selection versus Market Power

G.W.J. Hendrikse & W.J.J. Bijman

ERS-2001-34-ORG

A Dynamic Approach to Vehicle Scheduling

Dennis Huisman, Richard Freling & Albert Wagelmans

ERS-2001-35-LIS

Effective Algorithms for Integrated Scheduling of Handling Equipment at Automated Container Terminals

Patrick J.M. Meersmans & Albert Wagelmans

ERS-2001-36-LIS

Rostering at a Dutch Security Firm

Richard Freling, Nanda Piersma, Albert P.M. Wagelmans & Arjen van de Wetering

ERS-2001-37-LIS

Testing for Stochastic Dominance with Diversification Possibilities

Thierry Post

ERS-2001-38-F&A

An Equilibrium-Correction Model for Dynamic Network Data

David Dekker, Philip Hans Franses & David Krackhardt

ERS-2001-39-MKT

Probabilistic and Statistical Fuzzy Set Foundations of Competitive Exception Learning

J. van den Berg, W.M. van den Bergh, U. Kaymak

ERS-2001-40-LIS

Aggregation Methods in International Comparisons

Bert M. Balk

ERS-2001-41-MKT

Employee Perceptions of HRM and TQM and the Effects on Satisfaction and Intention to Leave

Paul Boselie & Ton van der Wiele

ERS-2001-42-ORG

Project Contract Management and a Theory of Organization

J. Rodney Turner & Stephen J. Simister

ERS-2001-43-ORG

The Impact of Channel Function Performance on Buyer-Seller Relationships in Marketing

Gerrit H. van Bruggen, Manish Kacker & Chantal Nieuwlaat

ERS-2001-44-MKT

Design of Closed Loop Supply Chains

Harold Krikke, Jacqueline Bloemhof-Ruwaard & Luk N. Van Wassenhove

ERS-2001-45-LIS

Dataset of the Refrigerator Case

Harold Krikke, Jacqueline Bloemhof-Ruwaard & Luk N. Van Wassenhove

ERS-2001-46-LIS

Incorporating Responsiveness to Marketing Efforts when Modelling Brand Choice

Dennis Fok, Philip Hans Franses & Richard Paap

ERS-2001-47-MKT

Regime Jumps in Electricity Prices

Ronald Huisman & Ronald Mahieu

ERS-2001-48-F&A

How to Organise Return Handling

René de Koster, Majsja van de Vendel, Marisa P. de Brito

ERS-2001-49-LIS

Competitiveness of Family Businesses

Mark A.A.M. Leenders & Eric Waarts

ERS-2001-50-MKT

The Geography of International Strategy a Multi-Level Framework

Douglas van den Berghe

ERS-2001-51-ORG

Reverse Logistics Network Structure and Design

Moritz Fleischmann

ERS-2001-52-LIS

Methodological Advances in DEA

Laurens Cherchye & Thierry Post

ERS-2001-53-F&A

What Does it Mean for an Organisation to Be Intelligent? Measuring Intellectual Bandwidth for Value Creation

Sajda Qureshi, Andries van der Vaart, Gijs Kaulingfreeks, Gert-Jan de Vreede, Robert O. Briggs & J. Nunamaker

ERS-2001-54-LIS

Informed Option Trading Strategies

Cyriel de Jong

ERS-2001-55-F&A

Pattern-Based Target Selection Applied to Fund Raising

Wim Pijls, Rob Potharst & Uzay Kaymak

ERS-2001-56-LIS

A Decision Support System for Crew Planning in Passenger Transportation Using a Flexible Branch-and-Price Algorithm

Richard Freling, Ramon M. Lentink & Albert P.M. Wagelmans

ERS-2001-57-LIS

One and Two Way Packaging in the Dairy Sector

Jacqueline Bloemhof, Jo van Nunen, Jurriaan Vroom, Ad van der Linden & Annemarie Kraal

ERS-2001-58-LIS

The E-Business Research Network, Summary of the Results of the Dutch Pilot Survey

Ton van der Wiele, Roger Williams, Jos van Iwaarden, Melanie Wilson & Barrie Dale

ERS-2001-59-ORG

A Note on Entrepreneurship, Small Business and Economic Growth

Roy Thurik & Sander Wennekers

ERS-2001-60-STR

Coevolution of Firm Capabilities and Industry Competition: Investigating the Music Industry 1877-1977

Marc Huygens, Charles Baden-Fuller, Frans A.J. van den Bosch & Henk W. Volberda

ERS-2001-61-STR

Design Principles for Closed Loop Supply Chains

Harold Krikke, Costas P. Pappis, Giannis T. Tsoufas & Jacqueline Bloemhof-Ruwaard

ERS-2001-62-LIS

Spanning and Intersection

Thierry Post

ERS-2001-63-F&A

Cold Wars and Hot Issues (Management of Responsibilities)

Dr Slawomir Magala

ERS-2001-64-ORG

The Effectiveness of Advertising Matching Purchase Motivation

Joost Loef, Gerrit Antonides & W. Fred van Raaij

ERS-2001-65-MKT

LP Tests for MV Efficiency

Thierry Post

ERS-2001-66-F&A

Using Selective Sampling for Binary Choice Models to Reduce Survey Costs

Bas Donkers, Philip Hans Franses & Peter Verhoef

ERS-2001-67-MKT

Deriving Target Selection Rules from Endogenously Selected Samples

Bas Donkers, Jedid-Jah Jonker, Philip Hans Franses & Richard Paap

ERS-2001-68-MKT

Dynamic Scheduling of Handling Equipment at Automated Container Terminals

Patrick J.M. Meersmans & Albert P.M. Wagelmans

ERS-2001-69-LIS

Macro Intentions, Micro Realities: A Two-Level Strategic Approach to the Single European Market

Alan Muller & Rob van Tulder

ERS-2001-70-ORG

Learning and Governance in Inter-Firm Relations

Bart Nooteboom

ERS-2001-71-ORG

Research in the Management of Learning, Change and Relations: a European Perspective

Bart Nooteboom

ERS-2001-72-ORG

The Causality of Supply Relationships: a Comparison between the US, Japan and Europe

Gjalt de Jong & Bart Nooteboom

ERS-2001-73-ORG

Problems and Solutions in Knowledge Transfer

Bart Nooteboom

ERS-2001-74-ORG

The Economic Value of Predicting Stock Index Returns and Volatility

Wessel Marquering & Marno Verbeek

ERS-2001-75-F&A

Web Auctions in Europe

Athanasia Pouloudi, Jochem Paarlberg & Eric van Heck

ERS-2001-76-LIS

The Practice of Investment Appraisal: An Empirical Enquiry

Mehari Mekonnen Akala & Rodney Turner

ERS-2001-77-ORG

Investment Appraisal Process: a Case of Chemical Companies

Mehari Mekonnen Akala & Rodney Turner

ERS-2001-78-ORG

Realizing Innovations in Service Firms. New Organizational Forms and Supporting Processes

Wietze van der Aa & Tom Elfring

ERS-2001-79-STR

Models and Techniques for Hotel Revenue Management Using a Rolling Horizon

Paul Goldman, Richard Freling, Kevin Pak & Nanda Piersma

ERS-2001-80-LIS

China Incorporated: Property Rights, Privatisation, and the Emergence of a Private Business Sector in China

Barbara Krug & Hans Hendrischke

ERS-2001-81-ORG

Kultur und Wirtschaftliche Entwicklung in China

Barbara Krug

ERS-2001-82-ORG

The Economics of Corruption and Cronyism – An Institutional Approach

Barbara Krug & Hans Hendrischke

ERS-2001-83-ORG

Combining Commerce and Culture: Establishing Business Relations in China

Barbara Krug & Frank Belschak

ERS-2001-84-ORG

Entrepreneurship by Alliance

Barbara Krug & Judith Metha

ERS-2001-85-ORG

Investment and Internal Finance

Hans Degryse & Abe de Jong

ERS-2001-86-F&A

The Role of Self-Regulation in Corporate Governance

Abe de Jong, Douglas V. DeJong, Gerard Mertens, Charles Wasley

ERS-2001-87-F&A

The Dividend and Share Repurchase Policies of Canadian Firms

Abe de Jong, Ronald van Dijk and Chris Veld

ERS-2001-88-F&A

The Impact of Institutional Differences on Derivatives Usage

Gordon M. Bodnar, Abe de Jong & Victor Macrae

ERS-2001-89-F&A

7 *ERIM* *Inaugural Addresses* *Research in Management Series*



ERIM inaugural addresses contain the written texts of inaugural addresses by members of ERIM. The addresses are available in two ways, printed (booklets) and electronic (erim website). This series was started in 2001. The first seven volumes were published. The electronic versions of the Adresses in the ERIM Series all made available (in pdf format) through international platforms like Ideas and Repec.

2001

Triple inaugural address for the Rotating Chair for Research in Organisation and Management

Quality Management Research: Standing the Test of Time

Prof. dr. B.G. Dale

Performance Related Pay - Another Management Fad

Prof.dr. R. Richardson

From Downsize to Enterprise: Management Buyouts and Restructuring Industry

Prof. dr. D.M. Wright

Reference number ERIM: EIA-01-ORG. ISBN 90-5892-006-2

Financial Regulation; Emerging from the Shadows

Prof. dr. Harald. A. Benink

Reference number ERIM: EIA-02-ORG. ISBN 90-5892-007-0

Opsporen van sneller en beter. Modelling through...

Prof. dr. Leo G. Kroon

Reference number ERIM: EIA-03-LIS. ISBN 90-5892-010-0

East, West, Best: Cross cultural encounters and measures

Prof. dr. Slawomir Jan Magala

Reference number ERIM: EIA-04-ORG. ISBN 90-5892-013-5

Leadership as a source of inspiration

Prof. dr. Deanne N. Den Hartog

Reference number ERIM: EIA-05-ORG. ISBN 90-5892-015-1

Marketing Informatie en besluitvorming: een inter-organisatieel perspectief

Prof. dr. ir. Gerrit H. van Bruggen

Reference number ERIM: EIA-06-MKT. ISBN 90-5892-016-X

The residual: On monitoring and Benchmarking Firms, Industries and Economies with respect to Productivity

Prof. dr. Bert M. Balk

Reference number ERIM: EIA-07-MKT. ISBN 90-5892-018-6

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ERIM Research Seminars 2001

The year 2001 saw a respectable increase of 49% in the amount of Research Seminars given with the support of ERIM. The table below gives an overview of the seminars by Program. It is followed by a full list of details of all seminars.

| Research Seminars | |
|--------------------------|-------------|
| | 2001 |
| ERIM 1: LIS | 10 |
| ERIM 2: ORG | 18 |
| ERIM 3: MKT | 23 |
| ERIM 4: F&A | 18 |
| ERIM 5: STR | 1 |
| Total | 70 |

December 2001

Masaaki Kotabe (Temple University), A Paradigm Shift in Global Procurement and Marketing. (ORG)

Dr. Alexander Gorobets (Sevastopol State Technical University), A Self-Organization Model in the Context of Learning. (ORG)

Petra Daniševská (Erasmus University Rotterdam), Debt Maturity and Asymmetric Information in the Short and Long Run. (F&A)

Jeffrey Teich (New Mexico State University), An Internet-Based Hybrid Procedure for Negotiations and Auctions: System, Theory and Application. (LIS)

Brian Wansink (University of Illinois), The Impact of Perceived Variety on Consumption Quantity. (MKT)

Jimmy C. Tseng (Erasmus University Rotterdam), Enforceability of Contractual Obligations in Trust Services. (LIS)

Bernard Dumas (INSEAD), A Central-Planning Approach to Dynamic Incomplete-Market Equilibrium. (F&A)

Dirk Smeesters (K.U. Leuven), Selling Brotherhood Like Soap. (MKT)

John Cotter (University College Dublin), Varying the VaR for Unconditional and Conditional Environments. (F&A)

Eden Yin (Cambridge), Network Effects or Quality. (MKT)

November 2001

Daan van Knippenberg (University of Amsterdam), Towards an Integrative Theory of Organizational Diversity and Group Performance: The Categorization-Elaboration Model. (ORG)

Pim van Vliet (Erasmus University Rotterdam), Real Options and Stock Market Anomalies. (F&A)

Erik Kole (Erasmus University Rotterdam), Hedging Basket Options. (F&A)

Ulf Boeckenholt (University of Groningen), Multilevel Modeling of Choise Data. (MKT)

Stefan Wuyts (Erasmus University Rotterdam), Bying High Tech Products: An Embeddedness Perspective. (MKT)

Slavi Stoyanov (Technical University Twente), Group Knowledge Management Strategy for Organisational Innovation. (ORG)

Ralf Bachmann (University of Amsterdam), Payout Policy Design. (F&A)

Michel Wedel (University of Groningen and University of Michigan Business School), Factor Analysis of Non-Normal Marketing Data. (MKT)

October 2001

Thierry Post (Erasmus University Rotterdam), Stochastic Dominance in Case of Portfolio Diversification: Linear-Programming Tests. (F&A)

Alessandro Sbuelz (Tilburg University), Equilibrium Asset Pricing with Time-Varying Model Risk. (F&A)

Dr. Michiel van Wezel (Erasmus University Rotterdam), Analysis of Sales Lists - Models, Complexity and Experimental Results. (F&A)

Stefan Stremersch - with Gerard Tellis and Philip Hans Franses (Erasmus University Rotterdam), Does It Really Take Two to Tango? Modeling Indirect Network Effects in Hardware and Software Growth. (MKT)

Werner Reinartz (INSEAD), The Outcomes of Attitudinal and Behavioral Loyalty: the Value of True Loyals. (MKT)

Prof. Charles Fombrun (Stern Business School N.Y.), Reputation: The Forgotten Asset. (ORG)

Maarten Pronk (Tilburg University), The Impact of Intraday Timing of Earnings Announcements on Market Liquidity. (F&A)

Jonathan D. Linton, PhD, PEng (Polytechnic University, New York), Supply Planning for Industrial Ecology and Remanufacturing Under Uncertainty: A Numerical Study of Leaded-Waste Recovery from Television Disposal. (LIS)

Prof. Snjólfur Ólafsson (University of Iceland), Ranking Many Small Harbour Projects. (LIS)

Kalyan Raman (University of Michigan Flint & University of Michigan Ann Arbor), Long-Term Impact of Promotional Wars: A Differential Game Analysis. (MKT)

Prof. Snjólfur Ólafsson (University of Iceland), The Development and Implementation of a Storage Strategy for Adfong. (LIS)

Ben Tims (Erasmus University Rotterdam), Estimation of the Dynamics of an Asset Using Some Advanced Econometric Techniques. (F&A)

Matthias Klaes (Keele University), Transaction Cost Economics: Shifting Alliances. (ORG)

Sandra Jones (University of Western Australia), A Test of the Renewable Resources Model of Multiple Gains and Multiple Losses. (MKT)

Reggy Hooghiemstra (Erasmus University Rotterdam), Cultural Differences in Self-Serving Behaviour in Accounting Narratives: Some Preliminary Findings. (F&A)

Joelle Vanhamme (Université Catholique de Louvain), Surprise and Its Influence on Consumers' Satisfaction. (MKT)

September 2001

Drs. Douglas van den Berghe, Drs Marinus Sikkel, Prof.dr. Rob van Tulder (Erasmus University Rotterdam), Antwoord aan de Anti-Globalisten? (ORG)

Cyriel de Jong (Erasmus University Rotterdam), Informed Option Trading Strategies: The Impact on the Underlying Price Process. (F&A)

Kristine Vlagsma (Erasmus University Rotterdam), Trend Detection in Paired Rankings: Case of Family Values. (MKT)

Ruth Bolton (University of Oklahoma), Modeling Repeat Purchase Decisions: How Customers' Experiences Over Time Influence Their Renewal of Service Contracts. (MKT)

August 2001

Dr. Wise Mainga (Copperbelt University), Contextualising Industrial Restructuring in Structural Adjustment Programmes (SAPs). (ORG)

Jos van Bommel (Babson College), Segmentation and Syndication in the IPO Underwriting Market. (F&A)

July 2001

Elisa Montaguti (University of Warwick), Entry Strategy for Radical Product Innovations: A Conceptual Model and an Empirical Analysis. (MKT)

Frank Belschak (University of Cologne), Transferring Results from Stress Research to Marketing Research. (MKT)

Prof.em. Dr.oec Paul Stähly (Universitaet St. Gallen), Research Lectures in Logistics Management, Supply Chain Analysis, a Modeling Approach. (LIS)

Dr. V. Daniel R. Guide, Jr. (Duquesne University), Capacitated Remanufacturing with Service Level Constraints. (LIS)

Simon Bell (University of Melbourne), Raising the Bar of Service Quality: The Role of the Salesperson-Organisation Relationship and Organisational, Citizenship Behaviours. (MKT)

Charles Weinberg (The University of British Columbia), A Model of Product Positioning in Advertising Supported Media Markets: The Television Picture. (MKT)

June 2001

Sanjeev Swami (Indian Institute of Technology Kanpur), Channel Contracts in a Dynamic Multiple Product Market: The Case of Motion Picture Industry. (MKT)

Drs. Persey Heugens (Erasmus University Rotterdam), Strategic Issues Management - Implications for Corporate Performance. (STR)

Prof.dr. Donna J. Wood (University of Pittsburgh), Theory and Integrity in Business & Society. (ORG)

Anita Elberse (London Business School), A Simultaneous Equations Model Applied to the Motion Picture Industry. (MKT)

S. Ghon Rhee (University of Hawaii), A Re-Visit to Interest Rate Parity Theorem with Transaction Costs. (F&A)

May 2001

Dr. Nanda Piersma (Erasmus University Rotterdam), Optimization Issues and a Decision Support System for Direct Mail. (F&A)

Dr. Patrick Butler, Dr. Gerard Mc Hugh (Trinity College Dublin), The National Action Learning Programme. An Experiment in Learning for Business Development. (ORG)

April 2001

Prof.dr. Ed Peelen (University Nyenrode), Data- and Text Mining Examples in Relationship Marketing. (LIS)

Prof. Patrick Wright (Cornell University), Theoretical and Empirical Challenges in Studying the HR Practice - Firm Performance Relationship. (ORG)

Michael G. Pratt (University of Illinois at Urbana-Champaign), Continuing Challenges for Identification Research: Multiple Identities and Distributed Groups. (ORG)

Anick Bosmans (Ghent University), Self-Referencing in an Advertising Context: How One Feels Can Make the Difference. Research in collaboration with Patrick Van Kenhove, Peter Vlerick and Hendrik Hendrickx (Ghent University) (MKT)

March 2001

Prof. Hennie Daniels (Rotterdam School of Management), Fusion of Expert Decision Rules and Knowledge Derived from Databases, with Applications in Risk Management. (F&A)

Prof. Richard Whitley (Manchester Business School & Rotterdam School of Management), Developing Innovative Competences: The Role of Institutional Frameworks. (ORG)

Prof. Robert House (The Wharton School, University of Pennsylvania), Major Findings from the GLOBE 62 Nation Study of Cultures, Leadership, and Organizations. (ORG)

Peeter Verlegh (Erasmus University Rotterdam), The Social Psychology of Member-Get-Member Campaigns. (MKT)

Prof. Neil Anderson (University of London), Research Topics in Work Psychology. (ORG)

February 2001

Erjen van Nierop (Erasmus University Rotterdam), Modeling Unobserved Consideration Sets for Household Panel Data. (MKT)

Dr. Wilfred Dolfsma (Delft University of Technology), Organizing Product Innovations in the Media Industries, Platforms, Appropriability and the Boundaries of the Firm. (ORG)

Dr. Joao Miguel da Costa Sousa (Technical University of Lisbon), Avoiding Local Minima in ANN by Genetic Evolution: Data Mining Applications. (F&A)

January 2001

Nils Rudi (University of Rochester) and *Ling Dong* (Washington University), Supply Chain Interaction under Transshipments. (LIS)

Vincent Nijjs (Catholic University Leuven), Category Demand in Marketing. (MKT)

Dr. Tony Cornford (London School of Economics and Political Science), A Proliferation of Platitudes: Thinking about Implementation. (LIS)

Craig Carrol and Cees van Riel (Erasmus University Rotterdam), Organizational Identification and the Impact of Multiple Perceptions of Identity and Image in an International Policy-Setting Organization. (ORG)

Prof. David Krackhardt (Carnegie Mellon University and INSEAD), The Ties that Torture: Simmelian Tie Analysis in Organizations. (ORG)

9 *ERIM Journals List (2002)*

9.1 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 (ISI) 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.

9.2 Primary Set of ERIM Journals (2002)

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)⁹

- * 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

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

⁹ ERIM Research programs: LIS, ORG, MKT, F&A, STR

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
Financial Management
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

9.3 Secondary Set of ERIM Journals (2002)

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 Review
Futures

G

Gedrag en Organisatie
Global Focus, an International Journal of Business, Economics and Social Policy
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
Information Computing
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 Electronic Commerce
International Journal of Flexible Manufacturing Systems
International Journal of Human Resource Management
International Journal of Information Management
International Journal of Logistics Management
International Journal of Market Research
International Journal of Operations and Production Management
International Journal of Physical Distribution & Logistics Management¹⁰
International Journal of Productions Economics
International Journal of Project Management
International Journal of Retail and Distribution Management
International Journal of Quality & Reliability Management
International Small Business Journal
International Journal of Technology Management
International Review of Financial Analysis
International Studies of Management & Organization
International Transactions in Operations Research

¹⁰ 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 Behaviour and Organization
Journal of Economics and Management Strategy
Journal of Economic Psychology
Journal of Engineering and Technology Management
Journal of European Industrial Training
Journal of Financial Intermediation
Journal of Financial Research
Journal of Financial Services Research
Journal of Fixed Income Analysis
Journal of Futures Markets
Journal of Global Information Management
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, Economics and 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 Organisational Psychology
Journal of the Operational Research Society
Journal of Organizational Change Management
Journal of Organizational Behavior
Journal of Portfolio 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

Leadership Quarterly
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

NEHA-Jaarboek

Nonprofit and Voluntary Sector Quarterly

Nonprofit Management and Leadership

Networks

O

OMEGA, International Journal of Management Science

Operations Research Letters

Organization Dynamics

P

Pacific Basin Financial Journal

Psychology and Marketing

Production and Inventory Management Journal

Production Planning and Control

Project Management Journal

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
Technological Forecasting and Social Change
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

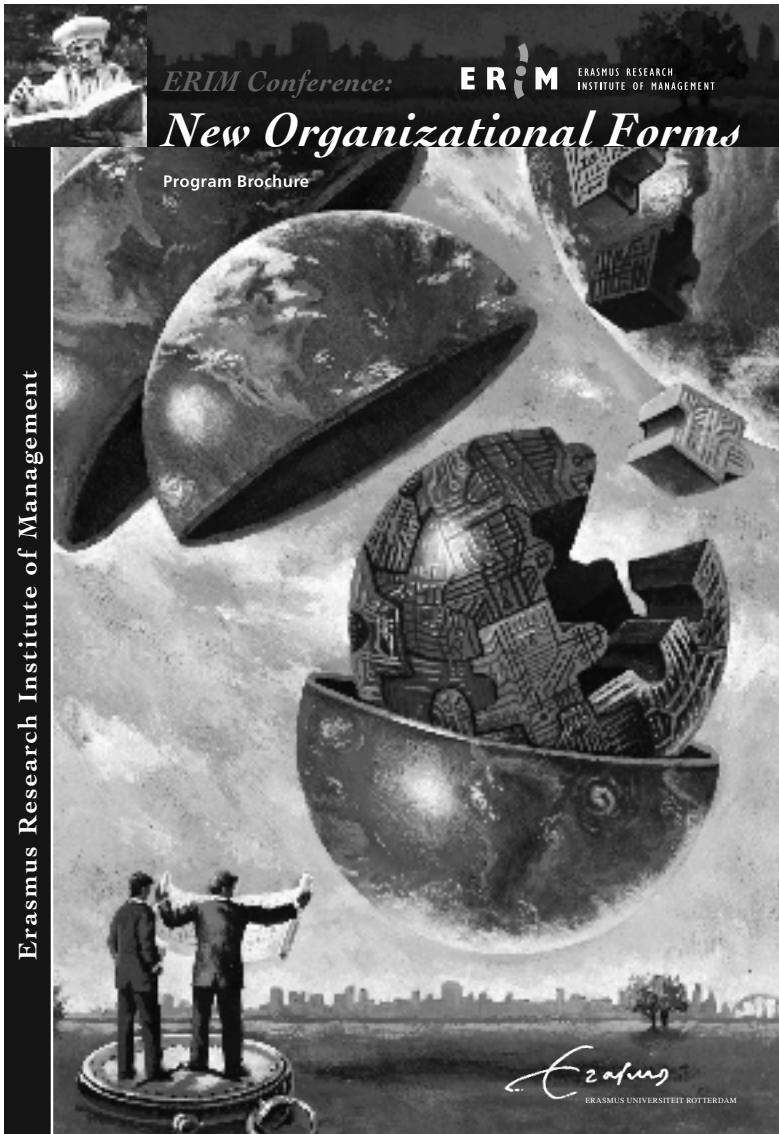
Z

Zeitschrift für Betriebswirtschaft
Zeitschrift für Operations Research

10 *ERIM International Scientific Conference*

16 - 17 November 2001

Erasmus Expo & Congres Center, Erasmus University Rotterdam



Plenary session with international keynote speakers

Andrew van de Ven

Professor of Organizational Innovation and Change, Carlson School of Management, University of Minnesota

President Academy of Management, Member of ERIM Supervisory Board

Title: Running in Packs in the Network Economy

Max Boisot

Professor of Strategic Management, ESADE, Barcelona, Spain

Title: Reflections and Distributed Organization

Conference tracks

Track 1 Blurring Organizational Boundaries

Track coordinators

Jaap Paauwe Rotterdam school of Economics, Erasmus University

Rob van Tulder Rotterdam School of Management, Erasmus University

Roy Thurik Rotterdam school of Economics, Erasmus University

Track 2 New Relations in Marketing

Track coordinators

Gerrit van Bruggen Rotterdam School of Management, Erasmus University

Philip Hans Franses Rotterdam School of Economics, Erasmus University

Track 3 The Mutual Fund Industry

Track coordinators

Marno Verbeek Rotterdam School of Management, Rotterdam School of Economics, Erasmus University

Kees Koedijk Rotterdam School of Management, Erasmus University

**Track 4 New Organizational Forms in the Knowledge Economy:
Strategies for Renewal and Intrapreneurship**

Track coordinators

Henk Volberda Rotterdam School of Management, Erasmus University

Frans van den Bosch Rotterdam School of Management, Erasmus University

Roy Thurik Rotterdam School of Economics, Erasmus University and EIM

**Track 5 Information Systems and Logistics Management for
New Organizational Forms**

Track coordinators

Steef van de Velde Rotterdam School of Management, Erasmus University

Han van Dissel Rotterdam School of Management, Erasmus University

Track 1 Blurring Organizational Boundaries

Developments like intensified competition, globalization and technological developments (among which ICT) imply an increasing degree of blurring of organizational boundaries. Not only at the level of the individual organization, but also with respect to inter-firm relationships, industry structure and regional clustering of organizations we are confronted with new organizational forms, new associations of organizations and new trade-offs between make, buy and co-operation. Developments like co-evolution of strategy and structure and knowledge management imply organizational breakthroughs, which blur traditional boundaries of organization and evolve into network and project based forms of organizing. These developments have a profound impact on issues of trust, governance, management control and the employment relationship. Our sub-theme 'Organizing for performance' will address these issues by presenting a number of selected papers, which will focus on various levels of analysis (international, inter-firm and organizational level).

Track coordinators

Jaap Paauwe Rotterdam school of Economics, Erasmus University

Rob van Tulder Rotterdam School of Management, Erasmus University

Roy Thurik Rotterdam school of Economics, Erasmus University

1 Karen Legge

(Warwick Business School, UK)

Is social justice possible in global markets?

2 Nicolas Bacon, Mike Wright, Natalia Demina

(Nottingham University Business School, UK)

and

Hans Bruining

(Rotterdam School of Economics, Erasmus University)

Management Buyouts and Employee Relations in the UK with an Extension to the Netherlands

3 Lorraine Uhlaner, Jan de Kok and Roy Thurik

(Rotterdam School of Economics, Erasmus University and EIM)

Human resource management with small and medium-sized enterprises: facts and explanations

- 4 Rodney Turner and Anne Keegan
(Rotterdam School of Economics, Erasmus University)
Mechanisms of governance in the project-based organization: a transaction cost perspective

- 5 George Hendrikse
(Rotterdam School of Management, Erasmus University)
Growers' Associations and the Stability of VTN/The Greenery

- 6 David McKendrick
(University of California, San Diego, USA)
On the Genesis of Organizational Forms: Analysis of Disk Array Producers as a (Possibly) Emergent Organizational Form

- 7 Lynn Mytelka
(United Nations University Institute for New Technologies UNU/INTECH, Maastricht University)
Learning Through Long Distance Partnerships: The Challenge for Developing Countries

- 8 Päivi Oinas
(Rotterdam School of Economics, Erasmus University)
Explaining Innovative Clusters: Co evolution, Proximity, and Resource Relatedness

- 9 Michael Mol, Rob van Tulder and dr. Paul Beije
(Rotterdam School of Management, Erasmus University)
Global sourcing: fad or fact?

- 10 Melanie Wilson, Barrie Dale
(Institute of Science and Technology, University of Manchester, UK)
and
Ton van der Wiele, Roger Williams and Jos van Iwaarden
(Rotterdam School of Economics, Erasmus University)
The E-Business Research Network: Breaking down barriers between disciplines

Track 2 New Relations in Marketing

New organizational forms have consequences for marketing, and at the same time such forms may also be established by marketing efforts. It is by now widely believed that marketers can approach customers at an individual level. Hence, establishing enduring relationships with customers is seen as important. Relationships are also important for a manufacturer to have with its suppliers and resellers. Relational networks exist, be it horizontal or vertical, and understanding them is key to successful activities. Such understanding can be based on detailed knowledge of stated and revealed preferences. Advanced modeling techniques may then be required.

Track coordinators

Gerrit van Bruggen Rotterdam School of Management, Erasmus University

Philip Hans Franses Rotterdam School of Economics, Erasmus University

1 Joseph W. Alba

(University of Florida, USA),

and

Lisa Bolton

(University of Pennsylvania, USA), and

and

Luk Warlop

(K.U. Leuven, Belgium)

Consumer Perceptions of Price Fairness

2 Peeter Verlegh

(Rotterdam School of Management, Erasmus University)

Rebuilding customer relations through advertising

3 Pradeep Chintagunta

(University of Chicago, USA)

Supermarket Price Discrimination

4 Peter Verhoef, Philip Hans Franses and Bas Donkers

(Rotterdam School of Economics, Erasmus University)

Changing Perceptions and Changing Behavior in Customer Relationships

- 5 Jan B. Heide and Kenneth Wathne
(University of Wisconsin-Madison, USA)
Relationship Governance in a Supply Chain Context: Managing Interdependencies across Levels

- 6 Willem Smit, Gerrit van Bruggen and Berend Wierenga
(Rotterdam School of Management, Erasmus University)
Building Stronger Supplier Relationships through Information Sharing: An Experimental Study

- 7 Inge Geyskens, Jan-Benedict E.M. Steenkamp
(Tilburg University)
and
Nirmalya Kumar
(IMD, Switzerland)
A Meta-Analysis of Transaction Cost Economics in Inter-Organizational Relationships

- 8 Paul Messinger
(University of Alberta, Canada)
Experimental Study of Power Relations in Retail Channels

Track 3 The Mutual Fund Industry

In the last decade the mutual fund industry has developed rapidly. The hedge fund industry is expanding at breakneck speed in Europe. The amount of wealth invested through mutual funds and hedge funds has grown enormously, while investors can choose from an ever-increasing number of alternative funds. Hardly a day passes without the launch of a new fund or fund of funds. Developments in ICT reduce transaction costs and time, and on-line investing is becoming increasingly popular. As a result, big changes are taken place in the industry. Mutual funds become more and more specialized, while the hedge fund market experiences a growing interest from institutional investors and the broader retail market. This year, many European investment banks are introducing hedge funds (fund of funds) for private investors. These developments raise a wide range of interesting research questions that will be addressed at this conference. How do you evaluate the performance of mutual funds or hedge funds? Do they outperform the market? (Which market?) Is there evidence of persistence of (relative) performance? How do you pick the right fund? Do these funds really add investment opportunities for institutional investors? What types of strategies are effective? What about the high attrition rate of these funds? What are the future prospects of the industry?

Track coordinators

Marno Verbeek Rotterdam School of Management, Rotterdam School of Economics, Erasmus University

Kees Koedijk Rotterdam School of Management, Erasmus University

1 Elroy Dimson

(London Business School, UK)

High Frequency Performance Monitoring

2 Auke Plantinga

(University of Groningen)

and

Robert van der Meer

(Fortis Insurance)

and

Frank Sortino

(San Francisco State University, USA)

The Impact of Downside Risk on Risk-Adjusted Performance of Mutual Funds in the Euronext Markets

- 3 François-Serge Lhabitant
(Union Bancaire Privée - Geneva, Thunderbird, American Graduate School of International Management, Université de Lausanne, École des Hautes Études Commerciales - HEC)
Assessing Market Risk for Hedge Funds and Hedge Funds Portfolios

- 4 Roy Kouwenberg
(AEGON Asset Management, The Hague, The Netherlands)
Investing in Hedge Funds: Excessively Risky?

- 5 Henri Servaes
(London Business School, UK)
What Drives Market Share in the Mutual Fund Industry?

- 6 Alexei Goriaev, Theo Nijman and Bas Werker
(Tilburg University and CentER)
The Dynamics of the Impact of Past Performance on Mutual Fund Flows

- 7 Roger Otten
(Maastricht University)
Statistical Tests for Return-Based Style Analysis

- 8 Laurens Swinkels
(Tilburg University and CentER),
and
Pieter J. van der Sluis
(ABP Investments, Research Department, Amsterdam, The Netherlands)
Return-Based Style Analysis with Time-Varying Exposures

- 9 Russell Wermers
(Robert H. Smith School of Business, University of Maryland at College Park, USA)
The Value of Active Money Management: Current and Future Research Issues and Approaches

Track 4 New Organizational Forms in the Knowledge Economy: Strategies for Renewal and Intrapreneurship

Nowadays, changing competitive environments are forcing companies in almost every sector to re-examine their organizational form. Characteristics of such new forms seem to include emerging strategies, decentralized decision-making, horizontal knowledge flows, capacity for renewal, and self-organizing units. Despite all the business literature offering these signposts for new forms, there is little theory. Entrepreneurs and managers in today's knowledge environment are engaged in organizational experiments without the guidance of an appropriate theory or framework. New forms may open up new sources of sustained competitive advantage. But what shapes will the new organizational forms take in the years to come? And what are the implications for our theories of strategy and entrepreneurship?

Track coordinators

Henk Volberda Rotterdam School of Management, Erasmus University

Frans van den Bosch Rotterdam School of Management, Erasmus University

Roy Thurik Rotterdam School of Economics, Erasmus University and EIM

1 Steven Floyd

(University of Connecticut, USA)

Managing in different "worlds": Coping with stress of strategic renewal

2 Martin Wielemaker

(Rotterdam School of Management, Erasmus University)

and

Charles Baden-Fuller

(City University London, UK, Erasmus University)

and

Henk Volberda

(Rotterdam School of Management, Erasmus University)

New Forms for Intrapreneurship: Increasing Strategic Initiatives in Large Multi-Unit Firms

3 Max Boisot

(E.S.A.D.E., Barcelona)

The Heraclitan Firm: Notes Towards a Theory of Transient Organizations

- 4 Sander Heinhuis
(Rotterdam School of Management, Erasmus University)
and
Frans van den Bosch
(Rotterdam School of Management, Erasmus University)
and
Henk Volberda
(Rotterdam School of Management, Erasmus University)
New Organizational Forms for Knowledge Integration in Shell
- 5 Charles Baden-Fuller
(City University London, UK, Erasmus University)
New Organizational Forms in High-Tech Industries: Balancing Exploration and Exploitation
- 6 Martin Carree
(Rotterdam School of Economics, Erasmus University)
and
Rene Belderbos
(Maastricht University)
The Location of Japanese Investments in China: Agglomeration Effects, Keiretsu, and Firm Heterogeneity
- 7 Jatinder Sidhu
(Rotterdam School of Economics, Erasmus University)
and
Harrie Commandeur
(Rotterdam School of Economics, Erasmus University)
and
Henk Volberda
(Rotterdam School of Management, Erasmus University)
New Organizational Forms in the Knowledge Economy
- 8 Siah Hwee Ang
(City University Business School, UK)
Choice and technology path dependency of alliances: Evidence from Singapore

9 Raymond van Wijk

(Rotterdam School of Management, Erasmus University)

and

Frans van den Bosch

(Rotterdam School of Management, Erasmus University)

and

Henk Volberda

(Rotterdam School of Management, Erasmus University)

Absorptive Capacity of Internal Network Forms

10 Ingrid Verheul, Lorraine Uhlaner and Roy Thurik

(Rotterdam School of Economics, Erasmus University and EIM)

Entrepreneurial activity, self-perception and gender

Track 5 Information Systems and Logistics Management for New Organizational Forms

Information systems facilitate new organizational forms, like virtual or extended enterprises, characterized by virtual integration with the different partners in the value chain. At the same time, logistics excellence for such new organizational forms is essential to excel in the marketplace. This track focuses on current information and logistics management research connected to the central theme of the conference and presents a research agenda in this area.

Track coordinators

Steef van de Velde Rotterdam School of Management, Erasmus University

Han van Dissel Rotterdam School of Management, Erasmus University

1 Allen Lee

(MIT, Department of Information Systems & Associate Dean for Research and Graduate Studies, School of Business, Virginia Commonwealth University, Richmond, Virginia, USA, Editor-in-Chief MIS Quarterly)

Building and Testing Theories on New and Old Organizational Forms Enabled by Information, Information Technologies, and Information Systems

2 Michael Pinedo

(New York University, Stern, New York)

Collaborative planning and scheduling in supply chains in the digital economy

3 Sajda Qureshi

(Rotterdam School of Management, Erasmus University)

and

Vlatka Hlupic

(Department of Information Systems and Computing, Brunel University, United Kingdom)

Managing Knowledge in a Distributed Decision Making Context: The Way Forward for Decision Support Systems

4 Paul van Fenema

(Rotterdam School of Management, Erasmus University)

Coordination Tensions in Distributed Work Environments: The Role of Collaborative Technologies

- 5 Luk van Wassenhove
(INSEAD, Fontainebleau, France)
Understanding the Managerial Drivers of Industrial Excellence

- 6 Rommert Dekker
(Rotterdam School of Economics and Rotterdam School of Management)
R(e)-Logistics

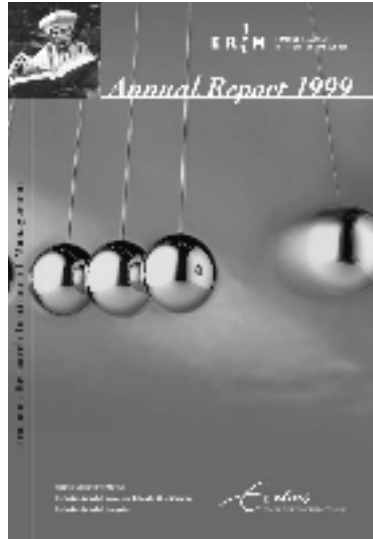
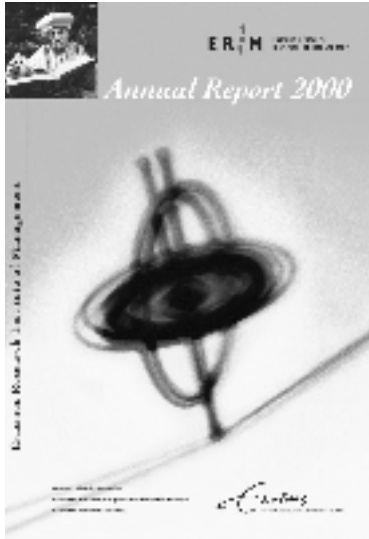
- 7 Arie de Bruin
(Rotterdam School of Economics, Erasmus University)
and
Uzay Kaymak
(Rotterdam School of Economics, Erasmus University)
Algorithmic models to study the relation between the properties of adaptive agents and market behavior

- 8 Eric van Heck
(Rotterdam School of Management, Erasmus University)
The Value of Electronic Auctions

- 9 Piet Ribbers
(Tilburg University and CentER)
From linear to collaborative supply chains

11 *Previous Annual Reports* *ERIM*

Previous Annual Reports of ERIM are available on the ERIM website
www.erm.eur.nl





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.



ERASMUS RESEARCH
INSTITUTE OF MANAGEMENT

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