



ERASMUS RESEARCH
INSTITUTE OF MANAGEMENT

Annual Report 2002

Erasmus Research Institute of Management



Erasmus University Rotterdam
Rotterdam School of Management
Rotterdam School of Economics



ERASMUS UNIVERSITEIT ROTTERDAM

Annual Report 2002



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Rotterdam, September 2003



Rotterdam School of Management / Rotterdam School of Economics
Erasmus University Rotterdam

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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 2002 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 2002 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 Ph.D. program in Management for the education of new, excellent scholars in the field. More specifically, the goals of ERIM are:

1. To be a high quality institute with a high visibility and a strong reputation among the peers of the international community of researchers in management.
2. To make ongoing and significant contributions to the body-of-knowledge of management.
3. To achieve a high output of scientific publications in the top journals and books of research in management.
4. To produce a significant annual output of high quality Ph.D.'s.

1.3 ERIMs 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 (since January 2003) a Director of Graduate Studies, responsible for the Research Master and the Ph.D. program. The ERIM Office supports the different activities within ERIM.

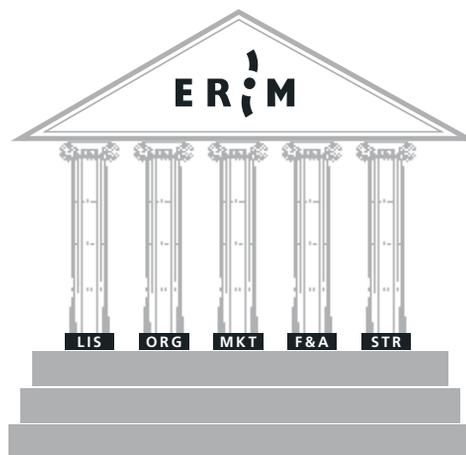
The Supervisory Board (Raad van Toezicht) is a predominantly external body for advice and supervision. The Program Advisory Committee (Programmaaad) consists of five internal ERIM fellows from the five ERIM Programs. The Ph.D. Advisory Committee (Aio-adviesraad) consists of Ph.D. students.

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 for 2002 is given below.

ERIM Management

Prof.dr.ir. Berend Wierenga, Scientific Director

Prof.dr. Albert Wagelmans, Associate Director

Dr. Rudi Wielers, Ph.D. Director (until December 2002)

Prof. Dr. Marno Verbeek, Director of Graduate Studies (as of January 2003)

ERIM Supervisory Board

External Members:

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. Luk Van Wassenhove,

Professor of Operations Management and Operations Research, INSEAD, Fontainebleau, France

Deans of the founding Schools:

Prof.dr. Paul Verhaegen, (until October 2002)

Prof.dr. Han van Dissel (as of November 2002)

Dean Rotterdam School of Management, Erasmus University Rotterdam

Prof.dr. Ed Vosselman (Chairman ERIM Supervisory Board)

Dean Rotterdam School of Economics, Erasmus University Rotterdam

ERIM Program Advisory Committee

Prof.dr. Kees Koedijk, (F&A), Chairman

Prof.dr.ir. Rommert Dekker, (LIS)

Prof.dr. Jaap Paauwe, (ORG)

Prof.dr. Philip Hans Franses, (MKT)

Prof.dr. Henk Volberda, (STR)

Ph.D. Advisory Committee ERIM

Drs. Erik Kole, Chairman

Drs. Marleen Godthelp (1st Year Ph.D. Candidate)

Drs. Rouven Hagemeijer, Vice-Chairman (until December 1, 2002)

Drs. Paul Vlaar, Vice-Chairman

Drs. Björn Vroomen, Chairman (until December 1, 2002)

ERIM Office

Drs. Wilfred Mijnhardt, Secretary General

Tineke van der Vhee, Office Manager

Drs. Amy Wassing, Ph.D. Program Manager (until July 2002)

Drs. Rob van der Zalm, Graduate Program Manager (as of August 2002)

Drs. Jasper van den Bosch, Electronic Publishing & Internet Co-ordinator (as of april 2002)

Manfred Zielinski (BIT), Systems Manager Research (as of november 2002)

2 *Management Report*

In this report, a brief account will be given of the ongoing and new initiatives that have been started in 2002.

2.1 Membership Policy

During the year 2002, 32 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. The membership of 23 researchers ended in 2002. In the year 2002, ERIM has admitted 28 new Ph.D. students. The current numbers are (Fall 2003):

ERIM Members – by School (Fall 2003)			
	School of Management	School of Economics	Total
Fellows	11	7	18
Members	63	35	98
Associate members	16	3	19
Postdocs	5	2	7
Ph.D. Candidates	76	23	99
Total	171	70	241

ERIM Members – by Program (Fall 2003)						
	LIS	ORG	MKT	F&A	STR	Total
Fellows	4	3	4	4	3	18
Members	26	28	17	19	8	98
Associate members	5	5	2	2	5	19
Postdocs	2	2	1	1	1	7
Ph.D. Candidates	24	34	12	17	12	99
Total	61	72	36	43	29	241

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 2002, the following 17 ERIM members were entitled to this extended voucher:

Albert Wagelmans, Ale Smidts, Anoop Madhok, Bart Nooteboom, Berend Wierenga, Frans van den Bosch, Gerrit van Bruggen, Henk Volberda, Kees Koedijk, Leo Kroon, Marnik Dekimpe, Mike Wright, Philip Hans Franses, Roy Thurik, Steef van de Velde, Ton Vorst, Willem Verbeke.

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. ERIM received over 150 international applications for this program during 2002. At this moment (Fall 2003), the following International Fellows are in the program (with the university where they received their Ph.D.):

İlker Birbil (North Carolina State University, USA) (LIS)
 Barbara Deleersnijder (Katholieke Universiteit Leuven, Belgium) (MKT)
 Diana Daldin (Northwestern University, USA) (STR)
 Graham Dietz (London School of Economics, UK)(ORG)
 Jana Fidrmuc (University of Tilburg, NL) (F&A)
 Alex Gorobets (Sevastopol State Technical University, Ukraine)(ORG)
 Raf Jans (Katholieke Universiteit Leuven, Belgium) (LIS)

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 (2003) of the list is included in section 9 of this Annual Report.

2.4 Academic Publications 2002

The following table presents the output of the ERIM researchers over the different categories (academic publications only) over 2002 and the previous years 1999-2001. The details per research program are presented in section 5.

ERIM 1999-2002 (types of publications)					
(Types of publication)	1999	2000	2001	2002	Totals
Dissertations	11	10	7	9	37
Academic Articles	168	187	233	222	810
Academic Books	16	24	21	26	87
Chapters in Academic Books	90	53	78	86	307
Contributions in Proceedings academic conferences	94	55	134	81	364
Reports (Working papers (academic))	96	100	128	160	484
Totals	475	429	601	584	2089

The following table gives an overview of the results per program for the different categories over the last four years (1999-2002).

ERIM 1999-2002 (per research program)						
(Types of publication)	LIS	ORG	MKT	F&A	STR	Totals
Dissertations	11	10	5	3	8	37
Academic Articles	132	300	121	133	124	810
Academic Books	17	35	19	10	6	87
Chapters in Academic Books	82	100	40	26	59	307
Contributions in Proceedings academic conferences	134	73	55	9	93	364
Working papers (academic)	159	113	101	59	52	484
Totals	535	631	341	240	342	2089
	26%	30%	16%	11%	16%	100%

2.5 Graduate School Development

ERIM's Graduate School consisted of a (four year) Ph.D. program in 2002, which appeared to be increasingly popular to prospective researchers and saw a record number of 28 new appointed Ph.D. candidates in the year 2002. In the course of the year preparations started for the new Research Master Program. Communications for this research master started in November 2002 with the successful ERIM Academic Career Event "Your Career in Research in Management". During this event an introduction was given to both the new Master program and the existing Ph.D. Program in Management to almost forty interested students. In the future, the research master will be an important entry channel for the Ph.D. Program.

2.5.1 Ph.D. Program

In this paragraph some basic characteristics of the Ph.D. admission for the year 2002 are described. For a detailed overview of the structure of the ERIM Ph.D. program, its participants and the courses please refer to section 4 of this annual report.

Ph.D. Program Applicants

For the 2002 projects a large recruitment campaign was executed in (inter-)national media and this new advertising strategy clearly paid off. Out of more than 120 applicants a total of 28 talented new Ph.D. candidates have been appointed at both participating faculties of ERIM in 2002. 4 out of these 28 new candidates are international candidates. With 14 women the percentage of female candidates is high, exactly 50 %.

The new candidates are divided over the research programs as shown in the table:

Total	
LIS	6
ORG	12
MKT	2
F&A	4
STR	4
Total	28

A more or less stable 20 % of all applicants is accepted to the ERIM Ph.D. Program in Management every year, due to various reasons. 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.

Admission policy

No changes have been made to the admission policy for the Ph.D. Program in 2002 compared to the year before. In the box below the requirements for all applicants are explained in detail.

A distinction is made between applicants with a full Dutch Masters degree of 4 or 5 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 Dutch university "doctorandus"/"ingenieurs" degree

- Minimum unweighted average grade of 7.00 for all the "doctoraal" courses, excluding thesis.
- At least grade 8.0 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 test¹. 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 test², 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.

¹ For more information on GMAT and GRE respectively, visit the websites www.gmat.com and www.gre.com

² For more information on TOEFL and IELTS respectively, visit the websites www.toefl.com and www.ielts.org

Ph.D. degrees

In the year 2002 9 Ph.D. candidates obtained their degrees.

- Matthijs Wolters, February 8, 2002 (LIS)
- Hans van Oosterhout, May 2, 2002 (ORG)
- Otto Koppius, May 16, 2002 (LIS)
- Iris Vis, May 17, 2002 (LIS)
- Jos Bijman, June 13, 2002 (ORG)
- Linda Teunter, September 19, 2002 (MKT)
- Joost Loef, September 26, 2002 (MKT)
- Andrea Ganzaroli, October 10, 2002 (LIS)
- Paul van Fenema, October 10, 2002 (LIS)

2.6

ERIM Awards

As of 2002, ERIM has the following Awards:

ERIM Award for Outstanding Performance by a Young Researcher

“For this award, an ERIM Member or ERIM Associate Member will be selected who is in the first stage of his or her research career and who has done excellent research in the previous two years. The research will be judged on the following criteria: Academic quality, Originality, Implications for management. Eligible for this Award are ERIM Members or ERIM Associate Members who received their Ph.D. less than five years ago.”

Winner:

Richard Paap

The committee decided unanimously to select Richard Paap for the ERIM Award. Richard Paap is not only selected on the basis of his publications in the better scientific journals in the field. The amount of publications and the richness of subjects of Dr. Paap are impressive.

ERIM Top Article Award

“For this award, an ERIM Member is selected for the best publication in Research in Management in one of the top journals of the field.”

Winners:

Ale Smidts, Ad Th.H. Pruyn & Cees B.M. van Riel

For their article:

The Impact of Employee Communication and Perceived External Prestige on Organizational Identification

Academy of Management Journal, Vol. 44, no 5, 2001, pp. 1051-1062

ERIM Dissertation Award

“For this award, an ERIM Ph.D. is selected for the best dissertation in the ERIM Ph.D. Series in Management.” The winner of the Award is selected by an academic committee consisting of the Scientific Directors of CentER (Tilburg University), METEOR (University of Maastricht) and SOM (University of Groningen). These Research Schools are all accredited by the Royal Netherlands Academy of Arts & Sciences (KNAW).

Winners:

Moritz Fleischmann

For his dissertation “Quantitative Models for Reverse Logistics”
(Defended October 5, 2000 at Erasmus University Rotterdam

and

Maria Dolores Romero Morales

For her dissertation “Optimization Problems in Supply Chain Management”
(Defended October 12, 2000 at Erasmus University Rotterdam)

ERIM Book Award

“For this award, an ERIM Member is selected for the best book in (one of) the domain(s) of Research in Management. The recipient of the award should be the author or one of the authors of the book. Dependent on the specific situation, the recipient of this award can also be the Editor of an important book of readings in Research in Management.” The winner of the Award is selected by an academic committee consisting of the Scientific Directors of CentER (Tilburg University), METEOR (University of Maastricht) and SOM (University of Groningen). These Research Schools are all accredited by the Royal Netherlands Academy of Arts & Sciences (KNAW).

Winners:

Henk Volberda & Tom Elfring

For their book “Rethinking Strategy” (Sage Publications, 2001)

and

Berend Wierenga & Gerrit van Bruggen

For their book “Marketing Management Support Systems, Principles, Tools and Implementation” (Kluwer Academic Publishers, 2000)

ERIM Impact Award

"This award is meant for an ERIM researcher who has obtained an important success in making academic research in management have a major impact on the practice of management. The award can be given for a paper, report, or article, describing the research and its impact, which may have appeared in the academic or in the applied press." The Award Winning project is selected by a Committee consisting of ir. K.J. Noordzij MBA (former CEO Nederlandse Spoorwegen and Lid Raad voor Verkeer en Waterstaat), dr. A.H.G. Rinnooy Kan (Member of the Board of ING) and dr.ir. H.G.J. de Wilt (former President of the Eindhoven University of Technology and former Member of the Board of Sara Lee).

Winner:

Rommert Dekker

The Committee unanimously concluded "The Revlog Project is a comprehensive project, covering a very relevant area, with a strong international group of researchers. The results really make a difference for companies, in terms of the savings that can be achieved."

Rules

1. Eligible to the awards mentioned above are: ERIM Fellows, ERIM Members, ERIM Associate Members and ERIM Ph.D. candidates.
2. Once every year the recipient of the awards will be selected. In each category, in principle, the best achievement over the preceding two years will be chosen which has not been honored in the year before.
3. The award may be shared by two or more researchers.
4. If, for a particular award, in a given year, there has not been achievement in the preceding two years of sufficient quality, the award will not be given.
5. The Scientific Director of ERIM decides on the recipients of the four awards mentioned above. Before making a decision, the Scientific Director can consult experts in the different domains.
6. Nominations for the awards can be submitted to the Scientific Director of ERIM by any ERIM Fellow or ERIM Member.
7. The Prize will be a plaque and the amount of € 2500, for the research budget of the recipient.

2.7 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
- 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 2002 distributed over all five ERIM programs, 104 research events 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.

Scientific Conference

ERIM supports the organization of major (typically over 200 participants) scientific conferences at Erasmus University, (co-) organized by one or more ERIM members, of which the subject is in the domain of one or more ERIM Research Programs. The ERIM support depends on the size of the conference and the involvement of ERIM members. The conference should be of a recognized, advanced academic level, have international speakers and participants, have explicit professional procedures for the recruitment and assessment of papers, preferable double blind review, be an important medium for the exchange of scientific insights in the domain of the subject.

Editing of Scientific Texts

ERIM reimburses the costs for the editing of scientific texts. The support of ERIM is oriented at the perfection of existing scientific texts, in a 'ready to submit' stage of development. These texts are to be submitted to international journals or international publishers as articles or chapters in books. Typically this will entail the professional editing of an already existing English text. If another language than English is involved, and/or the complete translation of a text is at stake, special arrangements can be discussed. ERIM can also offer help for finding good editors. Conditions: submission of the paper to an academic outlet of high reputation, professional editor (preferably officially accredited), Reasonable tariff, no possibilities for redeeming the costs otherwise, e.g. from the royalties of the publication.

Research Visits

ERIM supports research visits (ranging from a couple of days up to several months) that have the purpose to carry out joint research projects and the writing of papers with colleagues from institutions elsewhere. These visits can be outward bound (an ERIM member spending time at a host institution) or inward bound (an ERIM member receiving a colleague from elsewhere). Research presentations during the stay in the host institution are strongly encouraged. Conditions: the sending or hosting institution should be of high academic reputation, a credible perspective of at least one joint paper or book of recognized academic standing within a year from the visit.

Field Research Data Collection and Software

ERIM supports the collection of data in field research and/or the acquisition of specialized software needed for projects in one of the ERIM research programs. Conditions: adequate and promising research proposal, no ready alternatives, most cost-effective proposition is chosen.

Submission Fee for EJM Journals

ERIM can decide to give financial support to ERIM members in case an academic journal has a 'Submission fee' policy for reviewing and/or publishing of submitted articles. Conditions: journal is on ERIM Journals List (primary set) or equivalent level, request by ERIM member, with the relevant correspondence with the Journal Editor, no possibility to redeeming the costs otherwise.

Personal Research Assistant

ERIM members have the opportunity to receive personal research assistance. The purpose is that ERIM members get more facilities for their research activities (without complex administrative handling) and that the students can get a true opportunity for some research experience. Typical research assistants of ERIM are third/fourth year MSc students with academic interest and the potential of becoming future Ph.D. students of ERIM.

2.8 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.

Conferences**Conference visit**

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.

Courses

ERIM supports the full costs for (short) academic courses provided by external academic networks (for example NOBEM/EDEN/EIASM). ERIM only supports courses as part of the agreed upon Personal Development Plan (opleidings- en begeleidingsplan).

Research materials

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.

Scientific Literature

A specific amount is reimbursable (per Ph.D. candidate) for research literature.

International research activities

Working visit international university/supervisor

ERIM supports outward 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 inward travel expenses of their supervisor in his capacity of supervising/attending the thesis defense.

International Research Study

ERIM supports international study visits of Ph.D. candidates to another academic institution. Candidates in their third and fourth year are encouraged to visit and participate in another international research group in their area of specialization. In this way the candidate is enabled to professionalize his/her international academic peer-relations. The support is for a research visit with a maximum duration of three months. A request for an international research study contains the following elements: overview of the aim of the study and planned activities, description of the expected impact of the study on the quality of the results of the Ph.D. research project, an estimation of the expected actual expenditures during the study.

2.9 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 all made available (in pdf format) through international platforms like Ideas/Repec and SSRN.³

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 2002, 112 reports were published, distributed over the five ERIM programs (2001: 89 reports).

ERIM Inaugural Adresses 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 electronical (erim website). This series was started in 2001. The electronic versions of the Adresses in the ERIM Series are available (in pdf format) through international platforms like Ideas/Repec and SSRN.⁴

See section 7 for further details on the Inaugural Adresses of ERIM Members in the year 2002.

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. See the Ph.D. Program section for further details on the dissertations of ERIM in the year 2002.

³ All the Reports in the series are listed here: <http://ideas.uqam.ca/ideas/data/dgreureri.html>

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

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. In 2002, 2 issues of the newsletter were published.

2.10 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.

Program Advisory Committee

The Program Advisory Committee, consisting of representatives of the five ERIM Research Programs has met in 2002 on the following dates: Februari 11th, April 8th and September 30th 2002.

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 3 times during 2002.

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:⁵

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.

⁵ 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.irim.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 (as of September 2003).

3.2 Business Processes, Logistics and Information Systems (LIS)

Fellow

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

Member

dr.ir. J. van den Berg
 dr. J.C. Bioch
 dr. J.M. Bloemhof-Ruwaard
 prof.dr. H.A.M. Daniels
 prof.dr.ir. J. Dul
 dr. M. Fleischmann
 dr. J.B.G. Frenk
 prof.dr. H.E. Haralambides
 prof.dr.ir. H.W.G.M. van Heck
 dr. J. van Hillegersberg
 dr.ir. U. Kaymak
 prof.dr.ir. M.B.M. de Koster
 prof.dr. L.G. Kroon
 prof.dr. K. Kumar
 dr. E. van der Laan
 prof.dr. L.F.J.M. Pau
 dr. R. Potharst
 dr. S. Qureshi
 dr. K.J. Roodbergen

dr. J. Teich
 dr. L.H. Teunter
 dr. A.W. Veenstra
 prof.dr. S.L. van de Velde
 prof.dr. A.P.M. Wagelmans
 dr. J.Y.F. Wynstra
 dr. R.A. Zuidwijk

Associate Member

dr. P.C. van Fenema
 dr. M. Hoogeweegen
 dr.ir. O.R. Koppius
 dr. J.C. Tseng
 dr. M.C. van Wezel

Postdoc Fellow

dr. S.I. Birbil
 dr. R.F. Jans

Ph.D. Candidates: see next page

Ph.D. Candidates

mr. C.A. Boer (2002)

drs. N.I. Boer (1998)

mrs. K. Boer-Sorban (2002)

ms. M.P. de Brito (1999)

drs. E. Caron (2002)

mr. U. Corbacioglu (2003)

drs. W. van den Heuvel (2002)

ir. C.A.M. Hurkens (2003)

ms. J. Kotlarsky (2000)

ms. E.I. Krauth (2003)

ir. N.A. Lang (2003)

mr. T. Le Anh (2001)

mr. T. Le Duc (2001)

drs. R.M. Lentink (2000)

drs. D.W. van Liere (2002)

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

ir. J.M. Moonen (2003)

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

drs. K. Pak (2000)

ms. V.N. Popova (1999)

drs. W. Saabeel (2000)

ir. W. van der Valk (2003)

ir. H.J.J. Verheijen (2003)

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

3.3 Organizing for Performance (ORG)

Fellow

prof.dr. B. Nooteboom
 prof.dr. J. Paauwe
 prof.dr. R.J.M. van Tulder

Member

prof.dr. M. Blaug
 dr. I.M. Bogenrieder
 dr. J.P.E.F. Boselie
 prof.dr. B.G. Dale
 dr. W.A. Dolfsma
 dr. H. van Driel
 dr.ir. J. van den Ende
 dr. A. Hak
 prof.dr. D. den Hartog
 prof.dr. G. Hendrikse
 dr. W. Hulsink
 prof.dr. F.H.A. Janszen
 dr. A. Jolink
 Prof.dr. S.P. Kaptein
 dr. A. Keegan
 prof.dr. G.A. van der Knaap
 prof.dr. D.L. van Knippenberg
 prof.dr. B. Krug
 prof.dr. S.J. Magala

dr. L. Polos
 prof.dr. C.B.M. van Riel
 prof.dr. J.R. Turner
 dr.ir. H.J. de Vries
 prof.dr. R.D. Whitley
 dr.ir. A. van der Wiele
 prof.dr. T. van Willigenburg
 prof.dr. M. Wright

Associate Member

dr. W.E.J. Bodewes
 dr. J. van Oosterhout
 dr. M.C. Schippers
 dr. G. Whiteman
 dr. J.C.A.C. van Wijk

Postdoc Fellow

dr. G. Dietz
 dr. O.D. Gorobets

Ph.D. Candidates: see next page

Ph.D. Candidates

- | | |
|--------------------------------------|--------------------------------|
| drs. G.A.J.M. Berens (1999) | mrs. Y. Hu (2003) |
| drs. D.A.F. van den Berghe (1998) | drs. J.D. van Iwaarden (2002) |
| ir. F.P. Blindenbach-Driessen (2001) | drs. A. Keij (2002) |
| drs. C.T. Boon (2003) | drs. R.C. Kijkuit (2002) |
| drs. J.A. van Breukelen (2002) | drs. D.J. Konter (2000) |
| drs. R. Brohm (1997) | drs. H. Kooij - de Bode (2002) |
| drs. F.J.A. Damen (2003) | drs. J.G. Kuilman (2001) |
| drs. M.N. Elstak (2001) | drs. N. Lodders (2002) |
| drs. A. Fielmich (2002) | drs.ing. A. Mulder (2000) |
| drs. W. van Ginkel (2002) | drs. A.R. Muller (1999) |
| drs. G. de Graaf (1996) | drs. E.M.M.I. Niesten (2002) |
| drs. R.E. Hagemeijer (2000) | drs. H.J. Quak (2003) |
| drs. M.D. van Halderen (2002) | drs. L. Rook (2002) |
| drs. E. Haseth (2002) | drs. T.S. Schweizer (2000) |
| drs. M. Hensmans (1999) | drs. M. Sonnenberg (1999) |
| drs J.M. Hermans (1999) | dr. X. Zhang (2003) |
| drs. C.M.W. Hoedemaekers (2003) | mr. Z. Zhu (2003) |

3.4 Marketing (MKT)

Fellow

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

Member

prof.dr. B.M. Balk
 prof.dr. M.G. Dekimpe
 dr. A.C.D. Donkers
 prof.dr. J. Eliashberg (Visiting)
 dr. Y.M. van Everdingen
 dr. K. Gielens
 prof.dr. P.J.F. Groenen
 dr. F. Langerak
 prof.dr. P.M.H.H. Matthyssens
 dr. R. Paap
 prof.dr. J.R. Rossiter (Visiting)
 dr. Z. Sándor

dr. J. Vanhamme
 prof.dr. W.J.M.I. Verbeke
 dr. P.C. Verhoef
 dr.ir. P.W.J. Verlegh
 prof.dr. E. Waarts

Associate Member

dr. S. Stremersch

Postdoc Fellow

dr. B. Deleersnijder

Ph.D. Candidates

ir. N.A.P. Althuisen (2000)
 drs. J.H. Appelman (1998)
 ir. Z. Chen (1998)
 drs. D. Fok (1999)
 drs. E. van Ketel (2000)
 ir. W.T. Popma (1999)

drs. R. Prins (2003)
 drs. W. Smit (1999)
 drs. M.A. Tuk (2002)
 drs. K. de Valck (1999)
 drs. C. Verkerk (2002)
 drs. B. Vroomen (2000)

3.5 Finance and Accounting (F&A)

Fellow

prof.dr. C.G. Koedijk
prof.dr. J. Spronk
prof.dr. M.J.C.M. Verbeek
prof.dr. A.C.F. Vorst

Member

prof.dr. H.A. Benink
dr. H.D.R. Dewachter
dr. D.J.C. van Dijk
prof.dr. H.K. van Dijk
dr. M.A. van Dijk
dr. C.M. Hafner
dr. W.G.P.M Hallerbach
dr. R. Huisman
dr. B. Jacobsen
dr. A. de Jong
dr. R.J. Mahieu
dr. M.P.E. Martens
prof.dr. G.M.H. Mertens

prof.dr P. Molyneux
prof.dr. A.A.J. Pelsser
dr. G.T. Post
dr. P.G.J. Roosenboom
dr. O.W. Steenbeek
prof.dr. L.G. van der Tas

Associate Member

dr. W.A. Marquering
dr. R.F. Speklé

Postdoc Fellow

dr. J.P. Fidrmuc

Ph.D. Candidates

mr. G.P. Baquero (2001)
ms. P. Danisevska (1999)
drs. J.M.M. Derwall (2003)
ms. A.B. Gutkowska (2001)
drs. H.T. Haanappel (1999)
drs. J.J. Huij (2002)
drs. C.I. Huurman (2002)
drs. H.J.W.G. Kole (2001)
drs. A. Kruis (2003)

mr. W. de Maeseneire (2002)
drs. G.A. Moerman (1999)
drs. H. Ning (2003)
drs. R. Pietersz (2001)
mr. I. Pouchkarev (2000)
drs. W. Schramade (2002)
drs. B. Tims (1999)
drs. W.N. van Vliet (2000)

3.6

Strategy (STR)**Fellow**

prof.dr.ing. F.A.J. van den Bosch
 prof.dr. A.R. Thurik
 prof.dr. H.W. Volberda

Member

prof.dr. C.W.F. Baden-Fuller
 prof.dr. H.R. Commandeur
 prof.dr. A. Kleinknecht
 prof.dr. M.P. Koza (Visiting)
 prof.dr. A.Y. Lewin (Visiting)
 dr. G. Patriotta
 prof.dr. L.I.E. Sleuwaegen
 dr. E. Verwaal

Associate Member

dr. I. Oshri
 dr. J.S. Sidhu
 dr. S. Spedale-Latimer
 dr. P.A.M. Vermeulen
 dr R.A.J.L. van Wijk

Postdoc Fellow

dr. D. Dialdin

Ph.D. Candidates

drs. A. de Boer (2002)
 drs. J.H. Burgers (2003)
 drs. B. Flier (1998)
 drs. M.E.C. Godthelp (2002)
 drs. J.J.P. Jansen (2001)
 drs. B.J. de Leeuw (1996)

drs. T.J.M. Mom (2001)
 drs. L. Pattikawa (2002)
 drs. M. Stienstra (2003)
 drs. R.G. Vernooij (2002)
 ir. P.W.L. Vlaar (2001)
 ir. M.W. Wielemaker (1995)

4 *Ph.D. Program in Management*



4.1 **Overview of the Ph.D. Program**

ERIM's Ph.D. Program was designed in 1999 together with the start of ERIM. The program is developed to train and educate future scholars in the different fields of management. One of our goals is to deliver high-quality graduates who are well-prepared for the job market and are attractive candidates for the recruitment by international top business schools. Another 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.

In the initial stage of the ERIM Ph.D. Program, Ph.D. candidates have a personal education and training program, which includes course work of at least 1200 credit hours and the completion and external evaluation of a detailed research proposal. Next to providing specialized courses in their own research field and advanced methodology courses, the course program also allows candidates to position their own work in the broader stream of management research. As a result, the Ph.D. program provides Ph.D. candidates with knowledge and (research) skills that make them specialized researchers with adequate knowledge of the various areas of research in management. After approval of the research proposal, candidates continue their research and are stimulated to present their work at workshops and conferences, and to write discussion papers, which are subsequently submitted to international journals.

Basic characteristics

Supervision

Every Ph.D. candidate has at least one supervisor. In practice, however, most Ph.D. Candidates have two or three supervisors. At least one member of the supervising team must be an ERIM member and at least one of the members must be affiliated on a full-time basis with one of the ERIM Faculties (this can be the same person). Frequently one of the members is a researcher from outside the School.

Customized Training and Supervision Agreement

A newly appointed ERIM Ph.D. candidate develops a customized personal training plan within the first three months of appointment. This training plan consists of a specified program of core courses and specialization courses to be followed in the first two years of appointment, and a supervision agreement.

Core Courses

ERIM organizes five core courses each year to introduce the newly appointed Ph.D. candidates to the different fields of Research in Management: Marketing, Finance, Strategy, Organization, Business Processes and Information Systems. Next to these five courses, the ERIM core course curriculum consists of a course in Research Methodology and several Skills Training courses. More detailed information about the core courses is presented in the next paragraph.

Specialization Courses

Two thirds of a Ph.D. candidate's personal training plan is dedicated to 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, or in other networks and research schools with approval of the Director of Graduate Studies. Ph.D candidates are encouraged to follow part of their personal course program abroad or 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 Director of Graduate Studies. This proposal is reviewed by at least two external, mostly international, peers. Research proposals are directly related to the research in the different research programs. The proposal includes a detailed research and publication planning. Based on the research proposal, the course results and a meeting with the ERIM Director of Graduate Studies a decision is taken on whether the Ph.D. candidate will remain in the program.

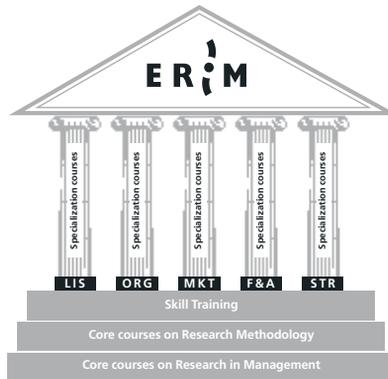
Graduation Ceremony

Once the final dissertation has been written and it has been approved by the supervisor(s), the Ph.D. candidate has to defend the thesis against a plenary doctoral committee chaired by the Rector Magnificus of the Erasmus University Rotterdam. 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 Director of Graduate Studies 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 picture below gives an overview of the structure of the Ph.D. program in ERIM's Research School.



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. In the next paragraphs the courses offered in 2002 will be described in more detail.

4.2.1 Core courses

1a Core Course on Research in Management

This core course gives the Ph.D. candidates an overview of the content and type of research that is undertaken 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 five parts of the Core Course in Research in Management offered in 2002 are:

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

Lecturers: prof.dr.ir. J.A.E.E. van Nunen, prof.dr. A. de Bruin,
prof.dr.ir. R. Dekker, prof.dr.ir. E. van Heck

When: 12/11

Literature: Reader with selected articles

Participants: 28

Program: **Organizing for Performance (ORG)**

Lecturers: prof.dr. B. Nooteboom, prof.dr. R.J.M. van Tulder,
prof.dr. J Paauwe

When: 16/12, 17/12

Literature: Reader with selected articles

Participants: 31

Program: **Decision Making in Marketing Management (MKT)**

Lecturers: prof.dr.ir. B. Wierenga, prof.dr. W.J.M.I. Verbeke,
prof.dr.ir. A. Smidts, prof.dr. P.H.B.F. Franses

When: 15/10

Literature: Reader with selected articles

Participants: 22

Program: **Finance and Accounting (F & A)**

Lecturers: prof.dr. A.C.F. Vorst, prof.dr. J. Spronk,
prof.dr. M.J.C.M. Verbeek, dr. A. de Jong

When: 25/10

Literature: Reader with selected articles

Participants: 22

Program: **Strategic Renewal and the Dynamics of Firms, Networks and Industries (STR)**

Lecturers: prof.dr. Roy Thurik, prof.dr. Henk W. Volberda,
prof.dr. Frans A.J. Van Den Bosch

When: 3/12

Literature: Reader with selected articles

Participants: 29

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.

Course: **Ph.D. Core Course Research Methodology 2002**

Lecturers: dr. T. Hak, dr. L. Polos, dr. A. Jolink, prof.dr. G.W.J. Hendrikse,
prof.dr.ir. A. Smidts

When: 22/1, 29/1, 5/2, 12/2, 19/2, 26/2, 5/3, 12/3, 26/3, 2/4

Literature: Reader with selected articles

Participants: 10

4.2.2 Skill Training

In this part of the program the writing, presenting, and research skills of the Ph.D. candidates are trained. The following skill courses took place in the 2002 program:

Course: **English Course**
 Program: General
 Lecturer: Mr. Steven Murray
 When: 1/10, 8/10, 22/10, 29/10, 5/11, 19/11, 26/11, 10/12
 Literature: English vocabulary in use (advanced), McCarthy en O'Dell, ISBN 0521653975
 Advanced grammar in use, with answers, Hewings, ISBN 0521498686
 Participants: two groups of 10

Course: **Publishing Strategy**
 Program: General
 Lecturers: prof.dr. Bart Nooteboom, prof.dr. Ph.H. Franses and prof.dr. S.L. van de Velde
 When: 22 April 2002
 Literature: Philip Hans Franses, From First Submission to Citation: An Empirical Analysis, Economic Institute Report 2002-07
 Steef van de Velde, Publish or Perish, powerpoint presentation
 Participants: 10

Furthermore, an introduction to the University Library, the Business Information Centre and their databases was organised in the course **Literature Search in the Library and its Databases** on Tuesday October 1, 2002.

4.2.3 Specialization Courses

The main part of the individual study programs consists of specialization courses. All Ph.D. candidates compose a program with courses 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. Some of these courses are offered by ERIM members, the majority of the specialized courses are however taken outside of ERIM.

The specialized courses offered by ERIM in 2002/2003 were:

Course:	Strategic Marketing Models
Program:	MKT
Lecturer:	prof.dr. Gerard J. Tellis (University of Southern California)
When:	10/6 - 14/6, 17/6
Literature:	Lilien, Kotler, & Moorthy, <i>Marketing Models</i> , 2nd ed. 1992; Hanssens, Parsons and Schultz, <i>Market Response Models: Econometric and Time Series</i> ; Reader with selected articles
Participants:	8
Course:	Institutions and Dynamics of Innovations
Program:	ORG
Lecturers:	
ERIM:	prof.dr. B. Nooteboom, dr.ir. J. van den Ende, prof.dr. M. Blaug
External:	dr. B. Andersen (University of London), prof.dr. G. Dosi (Sant'Anna School of Advanced Studies), prof.dr. J. Groene-wegen (EUR), prof.dr. R. Langlois (University of Connecticut), prof.dr. B.J. Loasby (University of Stirling), dr. J.J. Vromen (EUR), prof.dr. S.G. Winter (Wharton)
When:	23/6 – 29/6
Literature:	Reader with selected articles
Participants:	20

Course: **Management History**
 Program: ORG
 Lecturers
 ERIM: dr. A. Jolink
 External: prof.dr. K. Moore (McGill University / Oxford University),
 prof.dr. M. Witzel, prof.dr. D.A. Wren (University of Okla-
 homa), dr. A. Breukel (EUR)
 When: 30/9 – 4/10
 Literature: Witzel, M. (2002). *Builders and dreamers: the making and
 meaning of management*. London: Financial Times Prentice
 Hall;
 Moore, K. and Lewis, D. (2000). *Foundations of corporate
 empire: is history repeating itself?* London: Financial Times
 Prentice Hall;
 Wren, D.A. (1994). *The evolution of management thought*.
 Fourth edition. New York: Wiley;
 Reader with selected articles
 Participants: 9

Course: **Coevolution of Strategy and Organizational Form**
 Program: STR
 Lecturers
 ERIM: prof.dr. H.W. Volberda, prof.dr. A.Y. Lewin
 External: prof.dr. H.E. Aldrich (University of North Carolina),
 prof.dr. P. Anderson (INSEAD), prof.dr. C. Galunic (INSEAD),
 prof.dr. C. Jones (Boston College), prof.dr. J.V. Singh (Wharton)
 When: 9/10 – 11/10
 Literature: Reader with selected articles
 Participants: 20
 This course was organised in cooperation with the international Research
 Program New Organizational Forms in the Information Age (NOFIA).

Course: **The Use of Cases in Strategic Management Research**
 Program: STR
 Lecturer: prof.dr. C. Baden-Fuller (City University / ERIM)
 When: 18/12, 19/12
 Literature: Reader with selected articles
 Participants: 11

Course: **New Product Models**
 Program: MKT
 Lecturer: prof.dr. J. Eliashberg (Wharton / ERIM)
 When: 19/3, 20/3, 19/6 2003
 Literature: Reader with selected articles
 Participants: 3

Course: **Marketing Models: Special Topics**
 Program: MKT
 Lecturer: prof.dr. M.G. Dekimpe (KU Leuven / ERIM)
 When: 21/3, 4/4, 17/4, 20/6 2003
 Literature: Hanssens, Parsons and Schultz, *Market Response Models: Econometric and Time Series*;
 Reader with selected articles
 Participants: 3

Course: **Buyer Behavior - Theory and Research Methods**
 Program: MKT
 Lecturer: prof.dr. J. Rossiter (University of Wollongong / ERIM)
 When: 26-28/5, 30/5, 10-11/6 2003
 Literature: Kardes, *Consumer Behavior and Managerial Decision Making*, second edition, 2002
 Reader with selected articles
 Participants: 6

Several national and international networks and research schools provide high quality course programs among which ERIM Ph.D. Candidates can choose specialized courses. In addition, they can also follow courses in doctoral programs offered by other (foreign) universities. All external specialized courses must first be approved by the Director of Graduate Studies before they can be part of the Training and Supervision Agreement and will be funded by ERIM. In 2002 the following external specialized courses were taken by ERIM Ph.D. candidates (**Institution** / Course / *Affiliated ERIM lecturers*)(institutions in alphabetical order):

Center for Economic Research (CentER)

Empirical Research in Economics

Dutch research school for Information and Knowledge Systems (SIKS)

The Semantic Web

Essex Summer School in Social Science

Data Analysis and Collection

European Association of Surgical Sciences (EASS)

Agent Systems Summer School

European Doctoral School on Knowledge and Management (EUDOKMA)

Corporate Learning: Theories and Methods

Rhetoric of Inquiry : On Science and Spell in Economics and Management

European Institute for Advances Studies in Management (EIASM)

Eden Doctoral Seminar on Strategic Management

International Workshop on Management and Anthropology

Organizational Design

Technology Management

Interuniversity Graduate School of Psychometrics and Sociometrics (IOPS)

Statistical Methods for Social Network Analysis

Landelijk Netwerk Mathematische Besliskunde (LNMB)

Combinatorial Optimization I

Combinatorial Optimization II

Convex Optimization

Lunteren Conference 2002 - *prof.dr.ir. R. Dekker, prof.dr. L.G. Kroon*

Operations Research and Logistics

Simulation - *prof.dr.ir. R. Dekker*

Stochastic Operations Research I: Queuing Theory

Stochastic Operations Research II: Stochastic Dynamic Programming and the Control of Queues

Netherlands Network of Economics (NAKE)

Econometrics of Panel Data - *prof.dr. M.J.C.M. Verbeek*

Economic Organisation Theory - *prof.dr. G. Hendrikse*

Finance

Issues in Banking

Market Microstructure

Nonlinear Time Series Models in Empirical Finance - *prof.dr. P.H.B.F. Franses, dr. D. van Dijk*

Organisation

Testing the Validity of Asset Pricing Models with Applications to Stock Picking
and Performance Measurement

Theory of Incomplete Markets

Netherlands Organisation for Research in Business Economics and Management (NOBEM)

Case Research Methodology – *prof. R. Whitley*

Human Resource Management - *prof.dr. J. Paauwe*

Methodology of Research and Design

Qualitative Methods of Research

Research Methodology – *prof.dr.ir. B.Wierenga, prof.dr.ir. G.H. van Bruggen, prof.dr. J. Eliashberg, prof.dr.ir. A. Smidts*

Netherlands Research School for TRANsport, Infrastructure and Logistics (TRAIL)

Quantitative Methods for the Design and Analysis of Transportation Networks -
prof.dr.ir. R. Dekker

Tinbergen Institute

Advanced Models for Pricing Interest Rate Derivatives - *prof.dr. A.A.J. Pelsser*

Applied Microeconometrics

Introduction to Differential Equations

Mathematical Methods for Economists

Simulation Methods for Applied Economic/Econometric Research - *dr. R. Paap*

4.3

Completed Dissertations in Management in 2002

Title: The Business of Modularity and the
Modularity of Business

Author: Matthijs J.J. Wolters

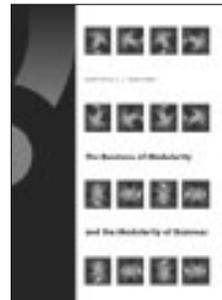
Promotor(es): Prof. mr. dr. P.H.M. Vervest,
Prof. dr. ir. H.W.G.M. van Heck

Defended: February 8, 2002

Series number: 11

ISBN: 90-5892-020-8

Internet: <http://hdl.handle.net/1765/920>





Title: The Quest for Legitimacy; On Authority and Responsibility in Governance
Author: J. van Oosterhout
Promotor(es): Prof.dr. T. van Willigenburg,
Prof.mr. H.R. van Gunsteren
Defended: May 2, 2002
Series number: 12
ISBN: 90-5892-022-4
Internet: <http://hdl.handle.net/1765/362>

Title: Information Architecture and Electronic Market Performance
Author: Otto R. Koppius
Promotor(es): Prof.dr. P.H.M. Vervest,
Prof.dr.ir. H.W.G.M. van Heck
Defended: May 16, 2002
Series number: 13
ISBN: 90-5892-023 – 2
Internet: <http://hdl.handle.net/1765/921>



Title: Planning and Control Concepts for Material Handling Systems
Author: Iris F.A. Vis
Promotor(es): Prof.dr. M.B.M. de Koster,
Prof. dr. ir. R. Dekker
Defended: May 17, 2002
Series number: 14
ISBN: 90-5892-021-6
Internet: <http://hdl.handle.net/1765/866>

Title: Essays on Agricultural Co-operatives; Governance Structure in Fruit and Vegetable Chains

Author: Jos Bijman

Promotor(es): Prof.dr. G.W.J. Hendrikse

Defended: June 13, 2002

Series number: 15

ISBN: 90-5892-024-0

Internet: <http://hdl.handle.net/1765/867>



Title: Analysis of Sales Promotion Effects on Household Purchase Behavior

Author: Linda H. Teunter

Promotor(es): Prof.dr. ir. B. Wierenga,
Prof.dr. T. Kloek

Defended: September 19, 2002

Series number: 16

ISBN: 90-5892-029-1

Internet: <http://hdl.handle.net/1765/868>

Title: Incongruity between Ads and Consumer Expectations of Advertising

Author: Joost Loef

Promotor(es): Prof.dr. W.F. van Raaij,
Prof. dr. G. Antonides

Defended: September 26, 2002

Series number: 17

ISBN: 90-5892-028-3

Internet: <http://hdl.handle.net/1765/869>



Title: Creating Trust between Local and Global Systems
Author: Andrea Ganzaroli
Promotor(es): Prof.dr. K. Kumar,
Prof.dr. R.M. Lee
Defended: October 10, 2002
Series number: 18
ISBN: 90-5892-031-3
Internet: <http://hdl.handle.net/1765/361>



Title: Coordination and Control of Globally Distributed Software Projects
Author: Paul C. van Fenema
Promotor(es): Prof.dr. K. Kumar
Defended: October 10, 2002
Series number: 19
ISBN: 90-5892-030-5
Internet: <http://hdl.handle.net/1765/360>

4.4 Ph.D. Projects in Management

Ph.D. projects in process (September 2003) (with starting year between brackets):

Business Processes, Logistics and Information Systems (LIS)

E-business and closed-loop supply chains

Mr. U. Corbacioglu (2003)

Total Value of Ownership: Including Revenue-generating Aspects in Purchasing Decisions regarding New Products

ir. C.A.M. Hurkens (2003)

Distributed Intelligent Inter-organizational Systems for Transportation Markets, Planning, and Execution (DEAL project)

Ms. E.I. Krauth (2003)

Beyond Markets: An Institutional Economic Analysis of Coordination in Ports

ir. N.A. Lang (2003)

DEAL project: Distributed Intelligent Inter-organizational Systems for Transportation Markets, Planning and Execution

ir. J.M. Moonen (2003)

Interaction Patterns in Developing Business Services

ir. W. van der Valk (2003)

Vendor Managed Inventories

ir. H.J.J. Verheijen (2003)

Multi-Level Distributed Simulation of Complex Systems

Mr. C.A. Boer (2002)

Intelligent-Agent Based Analysis of Financial Markets

Mrs. K. Boer-Sorban (2002)

Combining expert decision rules and knowledge in company databases, with application to risk management in financial services
drs. E. Caron (2002)

Design of advanced optimization methods for production and supply chain planning
drs. W. van den Heuvel (2002)

Coordinating E-enabled Modular Business Networks
drs. D.W. van Liere (2002)

Control of material handling systems
Mr. T. Le Anh (2001)

Design and control of efficient orderpicking processes
Mr. 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
Ms. M.P. de Brito (1999)

Knowledge discovery in business datasets
Ms. V.N. Popova (1999)

Integrating spatialized knowledge: foundations for integrating multi-disciplinary knowledge in geographically dispersed projects
drs. N.I. Boer (1998)

Organizing for Performance (ORG)

HRM, Fit and Performance

drs. C.T. Boon (2003)

Leadership and Emotions

drs. F.J.A. Damen (2003)

Corporate Citizens or Outsourced Temps: The Changing Face of Employment in New Forms of Organizing

drs. C.M.W. Hoedemaekers (2003)

Corporate Governance and Diversification

Mrs. Y. Hu (2003)

Governmental Regulation, Distribution Strategies and Sustainability in Urban Areas

drs. H.J. Quak (2003)

MNCs strategies: Authority sharing by co-evolution

dr. X. Zhang (2003)

Entrepreneurship and Economic Success in Transitional Economies. The Case of China: Long-term Business Relation in an Environment of Unenforceable Contract

Mr. Z. Zhu (2003)

Learning to Lead

drs. J.A. van Breukelen (2002)

Tussen falen en succes: het managen van innovatieprojecten volgens theoretische grondslagen

drs. A. Fielmich (2002)

Diversity and Information Sharing in Group Decision Making

drs. W. van Ginkel (2002)

Intersections of Identity: Managing the Company's Multiple Identities in a Global Context

drs. M.D. van Halderen (2002)

The Effectiveness of Company Codes of Ethics

drs. E. Haseith (2002)

E-Business Effects on Business & Management

drs. J.D. van Iwaarden (2002)

Analyzing private sector standards for the prevention of bribery and corruption

drs. A. Keij (2002)

Research management in the fast moving consumer goods industry: The benefits of a network approach

drs. R.C. Kijkuit (2002)

Group Composition and Group Performance: The Categorizaion-Elaboration Model

drs. H. Kooij - de Bode (2002)

Tussen falen en succes: het managen van innovatieprojecten volgens theoretische grondslagen

drs. N. Lodders (2002)

Historical Processes of Organizational Change

drs. E.M.M.I. Niesten (2002)

The organization of innovation in the presence of networks and bandwagons

drs. L. Rook (2002)

Management of innovation in engineering companies in the process industry

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

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)

Exchanging the Organisation - Towards a Discursive Sociology of Objects

drs. R.E. Hagemeijer (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 on the evaluation of products, shares and jobs

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

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)

Tractable Morality; Customer discourses of bankers, veterinarians and charities

drs. G. de Graaf (1996)

Marketing (MKT)

Analyzing Customer Relationship Dynamics

drs. R. Prins (2003)

Managing streetwise consumers: the role of persuasion knowledge in consumer psychology

drs. M.A. Tuk (2002)

Managing customer referral: the psychology and marketing of word-of-mouth

drs. C. Verkerk (2002)

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)

Assymetric market response models

drs. D. Fok (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)

An Integrative Model of Utilization and Evaluation of Marketing Management Support Systems

ir. Z. Chen (1998)

Finance and Accounting (F&A)

Empirical Studies on Japan's Banking and Financial Crisis

drs. J.M.M. Derwall (2003)

Explaining management control structure variety: an empirical study

drs. A. Kruis (2003)

A Framework for Multi-level Global Asset Allocation

drs. H. Ning (2003)

New Approaches to Evaluating Mutual Fund Performance

drs. J.J. Huij (2002)

Energy Derivatives

drs. C.I. Hurman (2002)

Private Equity Investment as Option Games

Mr. W. de Maeseneire (2002)

Corporate Bonds

drs. W. Schramade (2002)

Survival and Performance of Hedge Funds

Mr. 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

Mr. I. Pouchkarev (2000)

The value of growth options and the performance of stocks
drs. W.N. van Vliet (2000)

Corporate Debt Maturity and Debt Ownership Structure of Dutch Firms
Ms. P. Danisevska (1999)

Strategic Growth Options and their Influence on Security Risk and Return
drs. H.T. Haanappel (1999)

Transparency on Financial Markets and the Effects on Government Policy
drs. G.A. Moerman (1999)

Solving convex problems
drs. B. Tims (1999)

Strategy (STR)

Intra- and Corporate Entrepreneurship: Mechanisms of Intra- and Corporate Entrepreneurship to speed up Strategic Renewal of Large Well-established Firms
drs. J.H. Burgers (2003)

Journeys of Strategic Renewal: Investigating Strategic Renewal Trajectories of Large European Multi-unit Firms
drs. M. Stienstra (2003)

Journeys of Strategic Renewal: Investigating Strategic Renewal Trajectories of Large European Financial Services Firms
drs. A. de Boer (2002)

Corporate Governance and Strategic Renewal
drs. M.E.C. Godthelp (2002)

The effect of marketing strategy on new product performance in high tech markets
drs. L. Pattikawa (2002)

Journeys of strategic renewal: investigating strategic renewal trajectories of large European financial services firms
drs. R.G. Vernooij (2002)

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 large European corporations within the financial sector
drs. B. Flier (1998)

Technologische Ontwikkeling en Strategievorming in de Farmaceutische Industrie
drs. B.J. de Leeuw (1996)

Strategic renewal withing large European corporations
ir. M.W. Wielemaker (1995)

5 *Publications per Research Program 2002*

5.1 Overall

The following table gives an overview of the academic publications produced by members of ERIM in the year 2002 (For professional publications and other research results see the research reports of the Rotterdam School of Management and the Rotterdam School of Economics):

Academic Publications 2002						
	LIS	ORG	MKT	F&A	STR	Total
Dissertations	5	2	2	0	0	9
Articles in journals	35	85	39	35	28	222
Books	5	12	4	3	2	26
Chapters in books	23	39	8	6	10	86
Proceedings (papers)	26	17	13	0	25	81
Reports *)	46	34	41	24	15	160
Total	140	189	107	68	80	584

*) Including ERIM Report Series

5.2 Business Processes, Logistics and Information Systems (LIS)

The following table gives an overview of the amount of publications over the last four years:

Publications 1999-2002 (LIS)					
	1999	2000	2001	2002	Total
Dissertations	1	3	2	5	11
Articles in journals	32	27	38	35	132
Books	1	5	6	5	17
Chapters in books	23	17	19	23	82
Proceedings (papers)	28	27	53	26	134
Reports	41	29	43	46	159
Total	126	108	161	140	535

Journal articles

Akker, M.A. van den, Hoogeveen, H., & Velde, S.L. van de (2002). Combining column generations and Lagrangean relaxation: an application to a single-machine common due date scheduling problem. *INFORMS Journal on Computing* 14, 37-51.

Allen, D.K., Kern, T., & Matterson, D. (2002). Culture, power and politics in ICT outsourcing in higher education institutions. *European Journal of Information Systems* 11 (2), 150-173.

Appelman, J.H., Rouwette, E., & Qureshi, S. (2002). The Dynamics of Negotiation in a Global Inter-Organizational Network: Findings from the Air Transport and Travel Industry. *Group Decision and Negotiation* 11 (2), 145-164.

Bergh, W.M. van den, Kaymak, U., & Berg, J. van den (2002). On the data-driven design of Takagi-Sugeno probabilistic fuzzy systems. *Proceedings of EUNITE 2002, September(19-21)*, 363-371.

Blois, K.J., & Kern, T. (2002). Norm development in outsourcing relationships. *Journal of Information Technology* 17 (1), 33-42.

Congram, R.K., Potts, C.N., & Velde, S.L. van de (2002). An iterated dynasearch algorithm for the single-machine weighted tardiness problem. *INFORMS Journal on Computing* 14, 52-67.

Degraeve, Z., Gochet, W., & Jans, R.F. (2002). Alternative formulations for a layout problem in the fashion industry. *European Journal of Operational Research* 143 (1), 80-93.

Dekker, R., Hill, R.M., & Teunter, R.H. (2002). On the (S-1, S) lost sales inventory model with priority demand classes. *Naval Research Logistics*, 49, 593-610.

Faber, N., Koster, M.B.M. de, & Velde, S.L. van de (2002). Linking warehouse complexity to planning and control structure. *International Journal of Physical Distribution and Logistics Management* 32 (5), 381-395.

Fleischmann, M., Kuik, R., & Dekker, R. (2002). Controlling inventories with stochastic item returns: a basis model. *European Journal of Operational Research*, 138, 63-75.

Gerber, C., Teich, J.E., Wallenius, H., & Wallenius, J. (2002). A simulation and test of OptiMark's electronic matching algorithm and its simple variations for institutional block trading. *Decision Support Systems* 34 (3).

Haralambides, H.E. (2002). Competition, excess capacity, and the pricing of port infrastructure. *International Journal of Maritime Economics*, 4, 323-347.

Haralambides, H.E. (2002). Quality shipping: toward realizing the idea. *Shipping*, 896(5), 8-13.

Haralambides, H.E., & Yang, J. (2002). A fuzzy set theory approach to flagging out: towards a new Chinese shipping policy. *Marine Policy*, 27(1), 13-22.

Haralambides, H.E., & Yiaqi, Y. (2002). Government intervention and policy competition: EU experiences and enlightenment for China to resist flagging out. *Journal of Wuhan University of Technology-Materials Science Edition*, 26(1), 141-146.

Haralambides, H.E., Cariou, P., & Benacchio, M. (2002). Costs, benefits and pricing of dedicated container terminals. *International Journal of Maritime Economics*, 4(1), 21-34.

Heck, Eric van (2002). Innovative electronic auctions in supply and demand chains: Empirical research in the flower industry. *Journal on Chain and Network Science* 1 (1), 65-76.

Kaymak, U., & Setnes, M. (2002). Fuzzy clustering with volume prototypes and adaptive cluster merging. *IEEE Transactions on Fuzzy Systems*, 10(6), 705-712.

Kern, T., & Willcocks, L.P. (2002). Exploring relationships in information technology outsourcing: The interaction approach. *European Journal of Information Systems* 11 (1), 3-19.

Koster, M.B.M. de (2002). Distribution structures for food home shopping. *International Journal of Physical Distribution and Logistics Management* 32 (5), 362-380.

Koster, M.B.M. de, Vendel, M.A. van de, & Brito, M.P. de (2002). Returns handling in the retail. A comparison. *International Journal of Retail and Distribution Management* 30 (8), 407-421.

Lee, R.M. (2002). Automated generation of electronic procedures: procedure constraint grammars. *Decision Support Systems* 33 (3), 291-308.

Mol, Michael J.; Koppius, Otto R. Information Technology and the Internationalization of the Firm. *Journal of Global Information Management*, Oct-Dec 2002, Vol. 10 Issue 4, p44, 17p, plaats:

Morlacchi, P., Lamming, R.C., & Wynstra, J.Y.F. (2002). IPSERA: 10 years and beyond. *European Journal of Purchasing and Supply Management* 8, 63-70.

Pau, L.F.J.M. (2002). The communication and information economy: issues, tariffs and economic research areas. *Journal of Economic Dynamics and Control* 26 (9-10), 1651-1676.

Poot, A., Kant, G., & Wagelmans, A.P.M. (2002). A savings based method for real-life vehicle routing problems. *Journal of the Operational Research Society*, 53, 57-68.

Potharst, R., & Feelders, A.J. (2002). Classification trees for problems with monotonicity constraints. *SIGKDD Explorations*, 4(Issue 1), 1-10.

Saabeel, W., Verduijn, T.M., Hagdorn, L., & Kumar, K. (2002). A Model of Virtual Organisation: A Structure and Process Perspective. *Electronic Journal of Organizational Virtualness* 4 (1), 1-16.

Sinriech, D., & Kotlarsky, J. (2002). A Dynamic Scheduling Algorithm for a Multiple-Load Multiple-Carrier System. *International Journal of Production Research* 40 (5), 1065-1080.

Teunter, R.H. (2002). Economic order quantities for stochastic discounted cost inventory systems with remanufacturing. *International Journal of Logistics Research and Applications*, 5(2), 161-175.

Teunter, R.H., & Klein Haneveld, W.K. (2002). Inventory control of service parts in the final phase. *European Journal of Operational Research*, 137, 497-511.

Teunter, R.H., & Klein Haneveld, W.K. (2002). Inventory control of service parts in the final phase: A central depot and repair kits. *European Journal of Operational Research*, 138, 76-86.

Teunter, R.H., & Laan, E.A. van der (2002). On the non-optimality of the average cost approach for inventory models with remanufacturing. *International Journal of Production Economics* 79 (1), 67-73.

Teunter, R.H., & Vlachos, D. (2002). On the necessity of a disposal option for returned items that can be remanufactured. *International Journal of Production Economics*, 75, 257-266.

Veenstra, A.W. (2002). Nautical education in a changing world: the case of the Netherlands. *Marine Policy* 26, 133-141.

Veenstra, A.W., & Bergantino, A.S. (2002). Networks in liner shipping - interconnection and coordination. *International Journal of Maritime Economics* 4 (3), 210-229.

Willcocks, L.P., Heck, Eric van, & Kern, T. (2002). The Winner's Curse in IT Outsourcing: Strategies for Avoiding Relational Trauma. *California Management Review* 44 (2)

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5.3 Organizing for Performance (ORG)

The following table gives an overview of the amount of publications over the last four years:

Publications 1999-2002 (ORG)					
	1999	2000	2001	2002	Total
Dissertations	4	2	2	2	10
Articles in journals	43	73	99	85	300
Books	3	13	7	12	35
Chapters in books	25	17	19	39	100
Proceedings (papers)	17	15	24	17	73
Reports	23	27	29	34	113
Total	115	147	180	189	631

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5.4 Marketing (MKT)

The following table gives an overview of the amount of publications over the last four years:

Publications 1999-2002 (MKT)					
	1999	2000	2001	2002	Total
Dissertations	2	1	0	2	5
Articles in journals	21	29	32	39	121
Books	5	5	5	4	19
Chapters in books	12	3	17	8	40
Proceedings (papers)	16	6	20	13	55
Reports	16	20	24	41	101
Total	72	64	98	107	341

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5.5 Finance and Accounting (F&A)

The following table gives an overview of the amount of publications over the last four years:

Publications 1999-2002 (F&A)					
	1999	2000	2001	2002	Total
Dissertations	0	1	2	0	3
Articles in journals	26	37	35	35	133
Books	5	1	1	3	10
Chapters in books	10	6	4	6	26
Proceedings (papers)	3	2	4	0	9
Reports	4	9	22	24	59
Total	48	56	68	68	240

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5.6 Strategy (STR)

The following table gives an overview of the amount of publications over the last four years:

Publications 1999-2002 (STR)					
	1999	2000	2001	2002	Total
Dissertations	4	3	1	0	8
Articles in journals	46	21	29	28	124
Books	2	0	2	2	6
Chapters in books	20	10	19	10	59
Proceedings (papers)	30	5	33	25	93
Reports	12	15	10	15	52
Total	114	54	94	80	342

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ERIM Research Seminars 2002

The table below gives an overview of the amount of seminars by Program. It is followed by a full list of details of all seminars.

Research Seminars & workshops	
	2002
ERIM 1: LIS	21
ERIM 2: ORG	14
ERIM 3: MKT	29
ERIM 4: F&A	26
ERIM 5: STR	14
Total	104

Business Processes, Logistics & Information Management (LIS)

Alfieri, Arianna (Politecnico di Torino, Italy), Optimal allocation of Rolling Stock Material. (January 2002, LIS)

Binenbaum, Eran (University of California, Berkeley), Intellectual Property Strategy in International Agricultural Research. (March 2002, LIS)

Corbacioglu, Umut (Middle East Technical University, Ankara), A cyclic scheduling model for a robotic cell. (June 2002, LIS)

Conference on Optimization in Public Transport ECOPT (Erasmus Center for Optimization in Public Transport). This was the first conference in the Netherlands aimed at optimization methods for problems arising in public transport scheduling. The conference offers six presentations, divided over three plenary sessions corresponding to the main modes of public transport: airline, railway and bus. Since most problems presented for one mode of transportation also arise in other transport modes, the conference provides an opportunity to exchange knowledge with experts from different transportation fields. As an example, the airline crew scheduling problem is similar to the crew scheduling problem arising in bus and railway transport. (May 2002, LIS)

Desrosiers, Jacques (GERAD and École des Hautes Études Commerciales, Montréal), Airline Crew Scheduling; Timmer, Gerrit (ORTEC Consultants bv and Free University Amsterdam), Improving Aircraft Utilization by Swapping Aircraft;

Toth, Paolo (DEIS, University of Bologna), Models and Algorithms for Train Scheduling; Kroon, Leo (NS Reizigers and ECOPT, Erasmus University Rotterdam), Models for Railway Rolling Stock Planning;

Fischetti, Mateo (DEI, University of Padua), Driver Scheduling for Long-range Bus Companies;

Huisman, Dennis (ECOPT, Erasmus University Rotterdam), Bus Scheduling & Delays.

Gerlach, Heiko (Erasmus University Rotterdam), Competing in an eConnected world - What makes the difference and what are the implications for management science research. (February 2002, LIS)

İlker Birbil, Sevket (North Carolina State University), Mathematical Programs with Equilibrium Constraints in Network Economics and Financial Networks: A Research Proposal. (March 2002, LIS)

Irnich, Stefan (Aachen University), Network Design for Two-Stage Transportation Systems and a Branch-and-Price Approach for the Mixed Direct and Hub Flight Problem. (November 2002, LIS)

Jaiswal, M. P. (Management Development Insititute, Gurgaon, India), E-Business Strategy driven Information Systems: Simulation Game Approach (EBSG). (April 2002, LIS)

Jaiswal, M. P. (Management Development Institute, Gurgaon, INDIA), Business Networking Simulation Game (BizNet). (November 2002, LIS)

Jans, Raf (Katholieke Universiteit Leuven, London Business School), Two Alternative Decomposition Reformulations for the Capacitated Lot Sizing Problem with Set Up Times. (June 2002, LIS)

Jans, Raf (London Busines School), Solving Industrial Lot Sizing Problems: A Column Generation and Branch-and Price Approach. (March 2002, LIS)

Le-Anh, Tuan (Rotterdam School of Management), On-line control of large-scale vehicle-based internal transport systems. (April 2002, LIS)

Le-Duc, Tho (Erasmus University Rotterdam), Travel distance estimation in ABC-storage strategy warehouses. (November 2002, LIS)

Matarazzo, Benedetto (University of Catania), The Dominance Based Rough Set Approach. (December 2002, LIS)

Niederman, Fred (Saint Louis University), International Business and Global Information Management Research: "Toward a Cumulative Tradition. (May 2002, LIS)

Pelin, Zeynep (Middle East Technical University, Ankara), Assessing the benefits of remanufacturing option under one-way substitution. (June 2002, LIS)

Rothkopf, Michael H. (Rutgers University, New Brunswick, New Jersey), A Critical Review of Bidding Theory and Some New Results. (May 2002, LIS)

Ryan, Sarah (Iowa State University), Improving the scalability of online auctions for reverse logistics. (June 2002, LIS)

Savelsbergh, Martin (Georgia Institute of Technology), Handling practical complexities in routing and scheduling algorithms. (May 2002, LIS)

Schweizer, Tanja S. (Rotterdam School of Management), Interactions between Style and New Technologies: Managing Innovation in the Media Industries. (January 2002, LIS)

Wynstra, Finn (Technical University Eindhoven), Integrated Product Development and Sourcing (TM-IM-04). (April 2002, LIS)

Organization (ORG)

Alvesson, Mats (Lund University, Sweden), Leadership in Knowledge Intensive Organizations. (November 2002, ORG)

Booth, Charles (University of the West of England), Does History Matter in Organizations? The Possibilities and Problems of Counterfactual Analysis. (January 2002, ORG)

Casper, Steven (Cambridge University) and Geppert, Mike (University of Wales Swansea) Competence Development in Multinational Companies, i.e. Biotechnology (October 2002, ORG)

Workshop 'Restructuring Agricultural Cooperatives' Governance structures in the agricultural sector are the focus of this workshop. The general theme is that the choice of governance structure matters. The empirical and theoretical significance of governance structure choice is illustrated in the presentations. (June 2002, ORG)

Cook, Mike (University of Missouri-Columbia's), On the Evolution of Cooperative Theory;

Dijk, Gert van (University of Nijenrode), Farmer Strategy and Concepts of Cooperative Enterprise;

Gerlach, Heiko (INSEAD), R&D Portfolio Choice and the Size of Markets: Theory and Application to the Pharmaceutical Industry. (February 2002, ORG)

Heck, Eric van (Erasmus University Rotterdam), Re-engineering agricultural cooperatives and the role of ICT;

Krug, Barbara (Erasmus University Rotterdam), Commons, Co-operations and Corporations. The Development and Change in China's Rural Collective Sector;

Oijen, Aswin van (Katholieke Universiteit Brabant), Governance Structure, Product Diversification, and Performance;

Sneep, Anco (Erasmus University Rotterdam), The Entrepreneurial Farmer in Relation to Cooperative Structures;

Veerman, Cees (University of Wageningen and University of Tilburg), One Century of Cooperatives: Taking Stock, Looking Ahead.

Gyözö Árpád, Szeél (Pécs, Hungary), Inertia and Change. (June 2002, ORG)

Kainzbauer, Astrid (Vienna University of Economics and Business Administration), Management Training across Cultures, the German versus the British perspective. (May 2002, ORG)

Lindkvist, Lars (Linköping, Sweden) Knowledge and Organization. (November 2002, ORG)

Management Training across Cultures: the German versus the British perspective. (May 2002, ORG)

Morgan, Glenn (Warwick Business School), Multinationals as transnational social spaces. (April 2002, ORG)

Quack, Sigrid (Wissenschaftszentrum für Sozialforschung, Berlin), From multinational to global professional services firms? (April 2002, ORG)

Swaan, Abram de (University of Amsterdam), Words of the World. (April 2002, ORG)

Wren, Daniel (University of Oklahoma), Medieval or Modern? A scholastic view of business ethics, circa 1430. (November 2002, ORG)

Marketing (MKT)

Bronnenberg, Bart (UCLA), Market Roll-out and Retail Adoption for New Brands of Non-durable Goods. (December 2002, MKT)

Chattopadhyay, Amitava (INSEAD), Download Times on the Internet: Does Being Relaxed Make More Time Go Faster? (May 2002, MKT)

Cowley, Elizabeth (Dalhousie University), Rossiter, John (University of Wollongong), Word-of-mouth communication: who is most susceptible to the comments of others during consumption? (May 2002, MKT)

Dellaert, Benedict G.C. (University of Maastricht) in cooperation with Häubl, Gerald (University of Alberta), Consumer Search and Decision Making in Personalized Product Recommendation Environments. (June 2002, MKT)

Dijk, Wilco W. van (Vrije Universiteit, Amsterdam), Dashed hopes and shattered dreams: On the psychology of disappointment. (January 2002, MKT)

Fok, Dennis (Erasmus Universiteit Rotterdam), Incorporating Responsiveness to Marketing Efforts when Modeling Brand Choice. (January 2002, MKT)

Franses, Philip Hans (Erasmus University Rotterdam), Some recent developments in diffusion modeling. (September 2002, MKT)

Gedenk, Karen in cooperation with Sattler, Henrik (Johann Wolfgang Goethe-Universität, Frankfurt), Range Effects in Preference Measurement – An Empirical Comparison of Methods for Measuring Attribute Importance in Multiattribute Decisions. (November 2002, MKT)

Gielens, Katrijn (Erasmus University Rotterdam), Cross National Generalizations of Drivers of First Year New Product Sales. (December 2002, MKT)

Hanssens, Dominique (University of California Los Angeles), Product Innovation, Marketing and Firm Value. (November 2002, MKT)

Honig, Benson (GSB University of Haifa), Social Capital and the Nascent Entrepreneur. (November 2002, MKT)

Horváth, Csilla (University of Groningen), Combining Time Series and Cross Sectional Data for the Analysis of Dynamic Marketing Systems. (May 2002, MKT)

Jacobs-Belschak, Gabriele (Erasmus University Rotterdam) in cooperation with Detlef Fetchenhauer (University of Groningen), Why are we nice to nice people? (June 2002, MKT)

Jeong, Eui (University of Central Florida), Divisionalization, Product Cannibalization and Product Location Choice. (November 2002, MKT)

Jong, Ad de (University of Maastricht), Antecedents and Consequences of Service Climate in Boundary-Spanning Self-Managing Service Teams: A Contingency Approach. (January 2002, MKT)

Lee, Angela van der (deceased)(University of Amsterdam), Endorsers in print advertising. (February 2002, MKT)

Leenders, Mark A.A.M. (Erasmus University Rotterdam) and Eliashberg, Jehoshua (The Wharton School of Pennsylvania), Antecedents and Consequences of Products Evaluation Systems: Implications for International Marketing. (March 2002, MKT)

Lehman, Donald R. (Columbia University) in cooperation with Ailawadi, Kusum L. (Tuck School of Business), Neslin, Scott A. (Tuck School of Business), A Product – Market Based Measure of Brand Equity. (May 2002, MKT)

Osselaer, Stijn M.J. van (University of Chicago), Cue Interaction and Configurality in Two Associative Learning Processes. (June 2002, MKT)

Shankar, Venky (University of Maryland), Multimarketing Instrument Competition: Identification of Reaction and Anticipation Elasticities and Asymmetries. (March 2002, MKT)

Tellis, Gerard J. (University of Southern California), Takeoff of New Products Across Western Europe: Role of Economics, Culture, and Country Innovativeness How do High-tech Companies Reuse Hardware and Software Components. (June 2002, MKT)

Thumm, Nikolaus (Institute for Prospective Technological Studies, European Commission), Interaction between Standardisation and Intellectual Property Rights. (April 2002, ORG)

Verbeke, Willem (Erasmus University Rotterdam) in cooperation with Bagozzi, Richard P. (Rice University) and. Gavino Jr., Jacinto C. (Asian Institute of Management, The Philippines), ERIM Research Seminar in Marketing. (April 2002, MKT)

Verhees, Frans (Wageningen), Innovation in a marketing channel perspective. (February 2002, MKT)

Verwaal, Ernst (Erasmus University Rotterdam), Application Service Outsourcing: A Governance Value Analysis. (January 2002, MKT)

Waelenke, Michaela (University of Basel), Assimilation & Contrast in Product Evaluations. (June 2002, MKT)

Wagner, Udo (University of Vienna), Estimating Brand Switching from Scanning Data. (November 2002, MKT)

Wierenga, Berend (Erasmus University Rotterdam) and Soethoudt, Han (Agrotechnologisch Onderzoeks Instituut, Wageningen), Suboptimality of Sales Promotions and Improvement through Channel Coordination. (April 2002, MKT)

Wittink, Dick R. (Yale University), Decomposition of Price Promotion Effects in Terms of Unit Sales. (April 2002, MKT)

Wuyts, Stefan (Erasmus University Rotterdam) (February 2002, MKT)

Finance & Accounting (F&A)

Baquero, Guillermo (Erasmus University Rotterdam), Survival, Look-Ahead Bias and the Performance of Hedge Funds. (April 2002, F&A)

Bodnar, Gordon (John Hopkins University), The Value Relevance of geographical Segment Disclosure: An Australian, Canadian, and British Comparison. (June 2002, F&A)

Bossaerts, Peter (California Institute of Technology), Prices And Portfolio Choices In Financial Markets, I : Theory And Experimental Evidence. (March 2002, F&A)

Busse, Jeff (Emory University), Bayesian Alphas and Mutual Fund Persistence. (March 2002, F&A)

Christoffersen, Susan (McGill University), The Market for Record-Date Ownership. (November, F&A)

Dijk, Mathijs van (Erasmus University Rotterdam), The Cost of Capital of Cross-Listed Firms. (June 2002, F&A)

Fidrmuc, Jana (Katholieke Universiteit Brabant, Netherlands), Insider Trading and Corporate Control Structures: Evidence from the U.K. (July 2002, F&A)

Foucault, Thierry (Groupe HEC), Does Anonymity Matter in Electronic Limit Order Markets? (November 2002, F&A)

Frijns, Jean (Free University of Amsterdam), RIM/ECFR Research seminar, Performance Evaluation in Asia. (March 2002, F&A)

Henker, Thomas (University of New South Wales), Real Options Valuation of Austration Gold Mines and Mining Companies. (September 2002, F&A)

Hooghiemstra, Reggy (Erasmus University Rotterdam), The Construction of Reality: Cultural Differences in Accounting Narratives. (December 2002, F&A)

Howe, John S. (Erasmus University Rotterdam), Financial Contracting and Managerial Flexibility. (November 2002, F&A)

Jong, Cyriel de (Erasmus University Rotterdam), Implied Garch volatility forecasting. (May 2002, F&A)

Karamychev, Vladimir (Erasmus University Rotterdam), Physical Depreciation and Discounting in Dynamic Markets with Adverse Selection. (April 2002, F&A)

Kosowski, Robert (London School of Economics), Do Mutual Funds Perform When It Matters Most To Investors? US Mutual Fund Performance and Risk in Recessions and Booms (1962-1994). (May 2002, F&A)

Kuo Chi Chan, Louis (University of Illinois), The Level and Persistence of Growth Rates. (June 2002, F&A)

Maenhout, Pascal (INSEAD), Robust Portfolio Rules, Hedging and Asset Pricing. (April 2002, F&A)

Marquering, Wessel (Erasmus University Rotterdam), Modeling the Conditional Covariance Between Stock and Bond Returns: A Multivariate GARCH Approach. (March 2002, F&A)

Martens, Martin (Erasmus University Rotterdam), Predicting Financial Volatility: High-Frequency Time Series Forecasts vis-à-vis Implied Volatility. (February 2002, F&A)

Moerman, Gerard (Erasmus University Rotterdam), European Stock Market Integration: A Simple Test. (November 2002, F&A)

Ongena, Steven (Katholieke Universiteit Brabant), Distance, Lending Relationships, and Competition. (April 2002, F&A)

Post, Thierry and Vliet, Pim van (Erasmus University Rotterdam), Downside risk and upside potential. (November 2002, F&A)

Roosenboom, Peter (Katholieke Universiteit Brabant), An Analysis of Executive Compensation, Management Stock Ownership and Insider Share Transactions in IPO Firms. (January 2002, F&A)

Schwienbacher, Armin (Universiteit van Namen), An Empirical Analysis of Venture Capital Exists in Europe and in the United States. (November 2002, F&A)

Uppal, Raman (London Business School), Systemic Risk and International Portfolio Choice. (March 2002, F&A)

Wasley, Charles (University of Rochester), Performance Matched Discretionary Accrual Measures. (March 2002, F&A)

Strategy

Dialdin, Dania A. (Kellogg School of Management – Northwestern University), Multi-Firm Strategic Alliances: Perspectives on Formation & Governance Structures. (November 2002, STR)

Fischer, Jörg (University of Göttingen, Germany), Reconsidering Exploration and Exploitation in Organizational Learning: A Framework for Future Research on Strategic Renewal of the Firm. (March 2002, STR)

Fischer, Jörg (University of Göttingen, Germany), Reconsidering Exploration and Exploitation in Organizational Learning: A Framework for Future Research on Strategic Renewal of the Firm. (May 2002, STR)

Glick, B. (Arizona State University), Knowledge Development and Pluralism. (June 2002, STR)

Greminger, Rebekka (Oxford University), Dominant Logic: Shaping the Strategy Implementation Process. (June 2002, STR)

Kieser, Alfred (University of Mannheim), Some Thoughts on Strategies and Tactics of Consultancies. (September 2002, STR)

Massini, Silvia (Manchester School of Management), The Evolution of Organizational Routines Among Large Western and Japanese Firms. (May 2002, STR)

Morlacchi, Piera (University of Bath), How new technologies become legitimated: the co-evolution of technologies and networks in the cardiovascular implantable field. (September 2002, STR)

Oshri, Ilan (Warwick Business School), How do High-tech Companies Reuse Hardware and Software Components. (June 2002, STR)

Rajasekar, James (Indian Institute of Management), The Impact of Airline Alliances: The Effects of Codesharing on the Performance of Domestic Airlines. (August 2002, STR)

Sundbo, Jon (Roskilde University, Denmark), Strategy formulation and innovation activities in a small Danish Bank. (June 2002, STR)

Tornikoski, Erno (ESSEC Business School, France), A Critical Look at Entrepreneurship Research: Research Agenda for Organizational Emergence Studies. (May 2002, STR)

Vives, Luis (IESE Business School), Cascading Strategies in Latin America: The Case of a Spanish Telecom. (November 2002, STR)

Wilhelm, Philipp A.F. (University of St. Gallen), Toward a micro-political perspective on strategic initiatives. (July 2002, STR)

9 *ERIM Journals List (2003)*

9.1 Provisions

1. Purpose

The strategic purpose of the ERIM Journals List is to contribute to the quality of the scientific output of ERIM and to the academic reputation of the School. The ERIM Journals List (EJL) 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.

2. 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 7 and 8).

3. Principles of EJL

The ERIM journals list is based on judgment by peers and (ISI) impact scores.

4. **The ERIM Journals List**

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 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.

5. **Conditions for ERIM membership**

The publication criteria for ERIM membership are as follows:

a) *ERIM Member*

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* 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)

b) *ERIM Associate Member*

The ERIM Associate Membership is meant as a possibility for recent Ph.D.'s, who do not have the five publications as required for an ERIM Membership yet, to have access to ERIM benefits and facilities.

A researcher can become ERIM Associate Member as soon as he/she has at least one paper (less than five years ago) in a journal of the Primary Set of ERIM Journals⁹.

The other criteria are:

Ph.D. degree acquired less than five years ago

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 (starting from the Ph.D. Defense), even if they do not 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).

⁹ 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. Also when a recent Ph.D. is considered for full ERIM membership, definitive acceptance of a paper is sufficient. In all other cases of ERIM requirements the condition is actual publication.

6. Benefits from ERIM membership

These benefits are described in the ERIM Membership Charter. ERIM Members with high performance on the Primary List will be entitled to extra benefits. ERIM members who, over the last five years, have at least three publications in journals of the Primary Set with a star, or at least five publications in journals of the Primary set without a star (or a combination thereof) will be entitled to extra benefits. For example in the School of Management they will receive a research voucher of 0.6 fte, compared to 0.4 fte for regular members and associate members.

7. 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.

8. 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.

9. 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.

9.2 Primary Set of ERIM Journals

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
- MIT Sloan Management Review

Management Science and Information Systems (LIS)¹⁰

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

¹⁰ ERIM Program

Organization (ORG)

- * Journal of Applied Psychology
- * Journal of Management Studies
- * Organizational Behavior and Human Decision Processes
- * Organization Studies
- * Research in Organizational Behavior
- British Journal of Industrial Relations
- Human Resource Management
- Human Resource Management Journal
- IEEE Transactions on Engineering Management
- Industrial and Labour Review
- Industrial Relations
- International Journal of Industrial Organization
- Journal of Management
- Journal of Organizational Behavior
- Journal of Vocational Behavior
- Personnel Psychology
- Research Policy

Marketing (MKT)

- * International Journal of Research in Marketing
- * Journal of Consumer Research
- * Journal of Marketing
- * Journal of Marketing Research
- * Marketing Science
- Journal of the Academy of Marketing Science
- Journal of Consumer Psychology
- Journal of Product Innovation Management
- Journal of Retailing
- Marketing Letters

Finance and Accounting (F&A)

- * Accounting Review
- * Journal of Accounting and Economics
- * Journal of Accounting Research
- * Journal of Finance
- * Journal of Financial Economics
- * Journal of Financial and Quantitative Analysis
- * Review of Financial Studies
- Accounting and Business Research
- Accounting, Organizations and Society
- Contemporary Accounting Research
- 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

A

ABACUS

Academy of Management Executive

Accounting, Auditing and Accountability

Accounting and Finance

ACM Transactions on Information Systems

Administration and Society

Advances in Consumer Research

Advances in Management Accounting

Annals of Operations Research

Annals of Tourism Research

Applied Financial Economics

Applied Psychology

B

Bedrijfskunde

Business and Society

Business Ethics

Business History Review

Business Strategy and the Environment

Business Strategy Review

C

Communication Research

Computers and Industrial Engineering

Corporate Reputation Review

D

Database

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 Work and Organization
European Management Journal

F

Finance and Stochastics
Financial Analysts' Journal
Financial Review
Futures (Elsevier)

G

Gedrag en Organisatie
Global Focus
Group Decision and Negotiation
Group and Organization Management

H

Human Relations
Human Systems Management

I
Information Systems Journal
IIE Transactions
Industrial Marketing Management
Industrial Relations Journal
Information Processing and Management
Information Systems Management
Information Systems Journal
International Business Review
International Journal of Arts Management
International Journal of Management
International Journal of Electronic Commerce
International Journal of Flexible Manufacturing Systems
International Journal of Human-Computer Studies
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 Management ¹¹
International Journal of Production Economics
International Journal of Project Management
International Journal of Purchasing and Materials 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
Ivey Business Journal

¹¹ Formerly International Journal of Physical Distribution & Materials

J

Jaarboek NVMI/Ontwikkelingen in het Marktonderzoek
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-to-Business Marketing
Journal of Business Research
Journal of Common Market Studies
Journal on Computing
Journal of Consumer Affairs
Journal of Cultural Economics
Journal of Current Issues in Advertising
Journal of Interactive Marketing
Journal of Economic Behavior and Organization
Journal of Economics and Management Strategy
Journal of Economic Psychology
Journal of Engineering and Technology Management
Journal of European Industrial Training
Journal of Financial Intermediation
Journal of Financial Research
Journal of Financial Services Research
Journal of Fixed Income
Journal of Futures Markets
Journal of Global Information Management
Journal of Human Resources
Journal of Industry Studies
Journal of Information Management
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 Management and Governance
Journal of Manufacturing Systems
Journal of Marketing Channels
Journal of Monetary Economics
Journal of Money Credit and Banking
Journal of Multi-Criteria Decision Analysis
Journal of Occupational and Organizational Psychology
Journal of Organizational Change Management
Journal of Portfolio Management
Journal of Public Policy and Marketing
Journal of Retailing and Consumer Services
Journal of Risk and Insurance
Journal of Scheduling
Journal of Service Research
Journal of Small Business Management
Journal of Strategic Information Systems
Journal of Systems and Software
Journal of Travel and Tourism Marketing
Journal of Travel Research
Journal of World Business

L

Leadership Quarterly

M

Maandblad voor Accountancy en Bedrijfseconomie (MAB)
Mathematical Finance
Management Communications Quarterly
Management Learning
Manufacturing Service & Operations Management
M en O: Tijdschrift voor Management & Organisatie
Mathematical Methods of Operations Research (was: Zeitschrift für Operations Research)

N

Naval Research Logistics
NEHA-Jaarboek voor Economische, Bedrijfs- en Techniekgeschiedenis
Nonprofit and Voluntary Sector Quarterly
Nonprofit Management and Leadership
Networks (Wiley)

O

OMEGA, International Journal of Management Science
Operations Research Letters
Organization
Organization at Dynamics

P

Pacific Basin Finance 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
Strategic Change
Supply Chain Management

T

Technology Analysis and Strategic Management
Technological Forecasting and Social Change
Technovation
The Journal of Risk
Tijdschrift voor Economie en Management
Tijdschrift voor Bedrijfsadministratie
Total Quality Management Journal
Total Quality Management
Transport Reviews
Transportation
Transportation Journal
Transportation Research, Part E, Logistics and Transportation Review

W

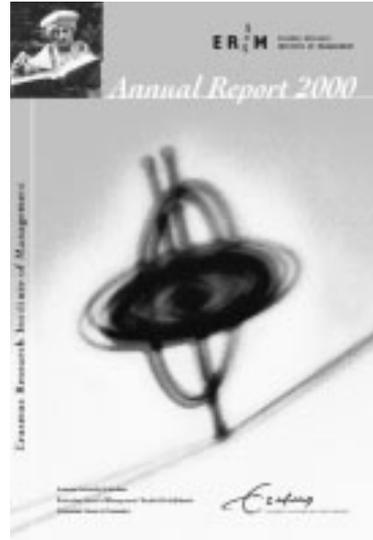
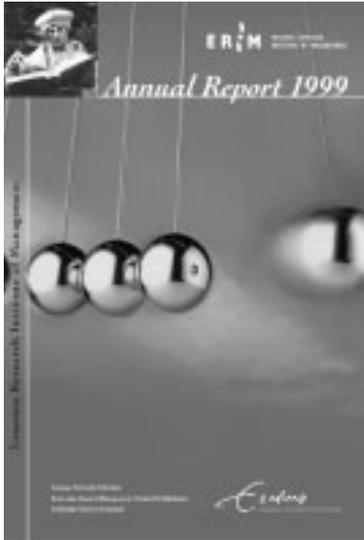
Work, Employment and Society

Z

Zeitschrift für Betriebswirtschaft

10 *Previous Annual Reports* *ERIM*

Previous versions of ERIM Annual reports are available in two ways: printed and electronically. For electronic annual reports visit: <http://eps.eur.nl/areports>





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 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 graduate program in Research in Management. Within ERIM, over a hundred senior researchers and ninety Ph.D. candidates are active in the different research programs. From a variety of academic backgrounds and expertises, the ERIM community is united in striving for excellence and working at the forefront of creating new business knowledge.



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