

Annual Report 2003

Research School



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1 Introduction

1.1 SOM in brief

SOM is the research school of the Faculty of Management and Organisation (Faculteit der Bedrijfskunde, FBK) and the Faculty of Economics (Faculteit der Economische Wetenschappen, FEW) of the University of Groningen. The mission of SOM is:

- To stimulate monodisciplinary and interdisciplinary fundamental and applied research, meeting international standards, related to the firm in its economic environment;
- To provide high-level MSc and PhD programmes in this field.

SOM was accredited by the Royal Netherlands Academy of Arts and Sciences (KNAW) in May 1998. This accreditation has been renewed in December 2003. Around 75 fellows, 25 associate fellows and 70 PhD's participate in SOM.

SOM has its own budget for PhD activities and for activities like seminars, visitors and workshops, to which the faculties participating in SOM both contribute. Also the personnel costs of the SOM bureau are financed in this way.

1.2 New developments

Renewal of accreditation by the KNAW

In 2003 SOM's accreditation by the KNAW has been renewed. An important part of the accreditation procedure consisted of a research assessment by an independent peer review committee. The committee stated that: "SOM's mission can be considered quite unique, in that research is organised along themes, rather than traditional specialisations, and by its strong focus on multi- and inter-disciplinarity while not excluding mono-disciplinary research. It is realised by bringing together scientists from disciplines varying from Economics, Econometrics, Business Administration and Management to Psychology, Sociology and Engineering that are organised around problem-focused themes. The Committee appreciates this challenging approach and shares SOM's belief that it can lead to innovative approaches and results, both to the scientific community and to firms."

According to committee, the productivity of SOM researchers is sufficient to good. The report states that: "For the current review, SOM provided additional data on the relative in- and output of SOM (associate) fellows compared to the Faculty averages (i.e. including staff not affiliated to the research school). With only 64% of the input, SOM accounted for 78% of the total output of both faculties over the period 1996-2000. This implies that the average output to input ratio of SOM staff was 20% higher than the faculties' average. In 2001 and 2002 comparable ratios were realised by SOM. Given the criteria used to select fellows, the higher productivity of SOM fellows does not come as a surprise. The committee is therefore quite confident that SOM's overall productivity can be labelled sufficient to good according to VSNU standards. Individual productivity of some fellows is even considered to be "excellent"."

Research Master

Initiated by the governing board of SOM, the new bachelor-master educational system has resulted in a new Research Master programme under the supervision of SOM. This programme aims to prepare students with a bachelor degree for a scientific career. The programme provides a profound training in the theoretical foundations and state-of-the-art research methods in economics and business. Graduates of the programme will have a thorough understanding of the principles of economic and business theory and its applications, along with the ability to think systematically, through qualitative and quantitative methods, about economic and business problems. Graduates are eminently prepared for a scientific career starting with a PhD programme, or for a research-oriented position in public or private organisations.

The two-year programme has started in September 2003. Only the best researchers from the best research groups in SOM participate in the Research Master programme, which has four profiles:

1 Economics and Econometrics

2 Marketing

3 International Economics and Business

4 Production and Innovation Management,

each focussing on a particular element of the firm in its economic environment. Admission and monitoring are all under the authority of SOM.

The first year of the RM comprises 30 ECTS of course work; courses vary, depending on the profile chosen. The remaining part (30 ECTS) is the same for all students and provides a thorough basis in research methods and methodology. The predominant approach here is to learn by doing through assignments in an apprentice-type of relation with a SOM fellow. The second year consists of expanding the basic knowledge of the first year by getting the most up-to-date knowledge from experts in the field. Here, networks such as NAKE, will be valuable for organising and teaching courses. The previous experience has shown the value and the efficiency of this approach. Part of the second year consists of writing a master's thesis (30 ECTS); it is optional to write a proposal that can be the start of a PhD project. After graduation, students can apply for a PhD position. One of the important criteria for selecting a student will be the quality and originality of the proposal that has been prepared.

The programme director is the director of SOM. He is responsible for the content, the organisation and the quality control of the programme. This includes a wide variety of activities, like the monitoring of day-to-day activities, the selection of teachers for the courses, the coordination with the network directors, course evaluation, students' progress tracking, world-wide marketing of the programme, and a regular check on the overall adequacy of the programme.

In 2003 15 students were admitted to the Research Master programme. SOM aims to acquire accreditation of the Research Master programme by the Nederlands-Vlaamse Accreditatie Organisatie (NVAO).

Honours Bachelor programme

A Honours Bachelor programme has been introduced. It is important that already in the bachelors phase students are offered the opportunity to familiarise themselves with scientific research before they have to select a specific master programme. Otherwise, many highly-qualified students may not choose the Research Master at all, or students may decide to opt for the Research Master without adequate information about what research actually is. The set-up of the new SOM Honours Bachelor programme is similar to the previous honours programme of the faculty of Economics. Even though it was a small-scale programme (some 20 students participated in the programme), this programme has been quite successful. SOM has attracted various PhD students from the graduates of this programme. A number of students went to other universities (University of Tilburg, Erasmus University). One of the graduates was admitted to the PhD programme of UCLA.

The SOM Honours Bachelor programme started in the academic year 2003/2004. About 15 students have been admitted. Together with their mentor (a fellow or associate fellow of SOM), they have made up tailor-made educational programmes in which at least 10 ECTS consist of a research project.

1.3 Fellows and associate fellows

In admitting researchers as (associate) fellow, the SOM governing board applies the following criteria. The applicant must:

- hold a PhD degree;
- do research that fits into one of the SOM research groups;
- have a minimum number of 5 (3) SOM credit points, measured over a (moving) period of four years.

The requirements have been raised and in 2003 applied for the first time. To become a fellow five instead of four credit points are required. Likewise an associate fellows needs three instead of two credit points. Also the rules for SOM credit points have been adjusted. Basically, SOM grants credit points for those activities that are considered to be vital for high-quality research, like successful supervision of PhD students and in particular publications in international, peer-reviewed journals.

The rules for SOM credit points are:

- Thesis supervision: 1.0 point (to be obtained after thesis defense)
- Thesis: 1.0 point
- Article in international top journal: 2.0 points
- Article in international journal (and a limited number of Dutch journals): 1 point
- Monograph published by an international top publisher: 2.0 points
- Monograph published by a highly reputed international publisher: 1.0 point
- Editorship book published by a highly reputed international publisher: 0.5 point
- Chapters in books published by a highly reputed international publisher: 0.5 point
- Editor-in-chief international journal on SOM list: 1.0 point

(In case of n authors/supervisors, the following formula applies: $2/(n+1)$)

Not all international publications will automatically be awarded with credit points. As a rule, a publication in a journal with a SSCI index is accepted. If a journal has no SSCI score, the publication will only be accepted if the author can prove that the journal concerned has a solid review process. Researchers can ask for international journals to be awarded the “top” status. SOM’s scientific committee and SOM’s scientific director will advise the SOM Governing Board, which will take the final decision.

According to the peer review committee, the SOM criteria compare well to those of related research schools in the Netherlands and guarantee quality and productivity of SOM fellows.

Fellows can, in principle, spend 50% of their time on research. SOM fellows also have a higher budget for travelling. Each year the performance of all SOM researchers is assessed. As the research output is counted over a moving window of four years a fellow may no longer meet the criteria. In that case the researcher will be informed that within two years (s)he has to meet the criteria, otherwise the status of SOM fellow will be terminated. If after these two years the researcher still does not meet the criteria, the director of SOM will have an interview with the researcher to discuss his/her research activities and output. In exceptional circumstances the director may advise the Board of SOM to continue the status. This happens, for instance, if the researcher can prove that there is a fair chance (on the basis of papers which are under review or accepted) that (s)he will meet the criteria again in due time.

A researcher who is appointed as associate fellow for the first time also gets 50% research time. Within three years the associate fellow is required to have enough credit points to become a fellow. If this is not the case, but the researcher still meets the requirements for an associate fellowship, he or she is entitled to 30% research time. When an associate fellow does not meet the criteria, the director of SOM will have an interview with the researcher to discuss his/her research activities and output. If there is a fair chance that the criteria will be met in due time, the director may advise the Board of SOM to continue the status of the researcher for another year.

1.4 Information dissemination

Newsletter

SOM has its own newsletter, which was published seven times in 2003. It contains practical information about seminars and other activities, conferences, vacancies and publications. Besides that there are several human interest items, for instance introductions of new SOM researchers and travel reports. The newsletter has an edition of over 700 and is sent to all personnel of the SOM faculties, the alumni, the advisory board and other research schools in the Netherlands.

Research Reports

The SOM research report series serves two objectives. First, it provides researchers the possibility to disseminate the first results of their research. Second, it offers less experienced researchers an outlet. As submitted manuscripts are commented upon by SOM fellows before the scientific director decides upon publication, SOM also strives to increase the quality of the papers. The 43 reports published in 2003 are listed in Appendix 3. They can be downloaded via the SOM home-

page at som.rug.nl. In 2003 the number reports published dropped considerably, probably because researchers no longer earn credit points for these reports.

Seminars, workshops and conferences

SOM organises seminars where researchers present their work. Most of the seminars were given by researchers from other institutions. Appendix 4 contains an overview of these seminars in 2003.

In addition the following workshops and conferences were organised and/or sponsored by SOM in 2003:

- ENROAC conference, May
- Conference on Strategy, alliances, vulnerability and trust, May
- Workshop on The Rice Sector in the Mekong River Delta, Vietnam (together with CDS/ISS), July
- DNIE Workshop on EU enlargement, September
- First conference of the European Social Simulation Association, hosting the SIMSOCVI workshop, September
- Workshop on Monetary policy transmission and financial structure, November
- Marketing Camp in honor of Michel Wedel, December

2 Organisation

Bureau

The SOM bureau is responsible for the daily management of the research school. The members of the Bureau were:

Prof. J. de Haan, *scientific director*
Dr. D.P. van Donk, *PhD coordinator*
Mrs. A.C. Koning, *office manager*
Mrs. A.K. Huisman, *secretary*
Mrs. P. Hooghiemstra, *secretary* (until May 2003)
Mrs. A. Beerta, *secretary* (since September 2003)
Mrs. D. van Dijk, *secretary* (since August 2003)

Governing Board

All major decisions within SOM are taken by the governing board of SOM. Usually, these decisions are based on advice from SOM's scientific director and from the various committees. The governing board meets every six weeks. To ensure efficient decision-making, the FBK and FEW faculty board members responsible for research are members of the governing board of SOM. In addition, the board comprises an external member. The board members were Prof. T.J. Wansbeek (chairman), Prof. A.H. van der Zwaan, and Prof. F. Stokman (Faculty of Behavioral and Social Sciences, former director of ICS).

The scientific director and the PhD coordinator as well as the managing director of the coordinating faculty, Mrs. N. Schouten (until September 2003)/ Mrs. A. Schockman (since December 2003) are advisory members. Secretary of the board is Mrs. A.C. Koning.

Advisory Board

The advisory board gives general policy advice and acts as a sounding board for strategic plans. The advisory board is composed as follows: Prof. C.A.M.F. Claessens (University of Amsterdam), Prof. N.F. Crafts (London School of Economics), Prof. M. Dekimpe (Catholic University of Leuven), Prof. R. van Dierdonck (University of Ghent), Prof. B. Goodall (University of Reading), Prof. M.T. Hannan (Stanford University), Prof. P. Hooimeijer (Utrecht University), Prof. T. Kloek (emeritus, Erasmus University Rotterdam), Prof. D. Laidler (University of Western Ontario), Prof. J.K. Lenstra (Georgia Institute of Technology), Prof. R. Lesthaeghe (Free University Brussels), Prof. R. van der Ploeg (European University Institute), Prof. J. van Sinderen (Ministry of Economic Affairs and Erasmus University Rotterdam), Prof. J.-C. Thoenig (Ecole Normale Supérieure de Cachan, GAPP), Prof. K. Wallis (University of Warwick).

Scientific Committee

SOM's scientific committee is responsible for the evaluation of individual projects (mostly PhD and postdoc projects) and gives advice on all research policies and research related issues regarding SOM. Its members are the scientific director, the theme leaders and a number of other excellent SOM fellows. At the end of 2003 the committee was composed as follows: Prof. B. Heijdra, Prof. J. van Helden, Prof.dr. P. Leeflang, Prof. R. Lensink, Prof. E. Molleman, Prof. A. Sorge, and Prof. N. Wijnberg (themeleaders), Dr. E. Dietzenbacher, Prof. R. Jorna, Dr. B. Scholtens, Dr. J. Slomp (members), Prof. J. de Haan (scientific director). Secretary of the committee is Mrs. A.C. Koning and the PhD coordinator, Dr. D.P. van Donk has an advisory role.

3 Research

Researchers in SOM participate in one or more research groups (themes). A short description of the research themes is provided below.

3.1 Theme A: The human and technical side of production: the management of interdependencies

Theme leader E. Molleman

Over the last decades, work processes within firms have become more knowledge-based, which is accompanied by the differentiation and specialisation of jobs and functions and by the growing role of technology and ICT. This has resulted in organisations and networks with complex structures, complex jobs and complex processes. Consequently, various interdependencies exist at different levels within firms, between firms and between firms and their customers. The general research problem of this programme is how to unravel these interdependencies in structural and behavioural aspects and how to deal with these interdependencies. The focus is on interdependencies within primary processes in firms where people and technical equipment transform information and/or materials into services and products.

This programme has a multi-disciplinary focus and combines and integrates knowledge and expertise from the fields of operations management, production management, human resource management, organisational behaviour, mathematics and statistics. The multi-disciplinary approach cross-fertilizes these fields and contributes to underexposed inter-disciplinary areas in organisation and management studies.

The issues in this theme are studied using a broad range of research methods, such as, formal model building, simulation studies, conceptual and theoretical work, longitudinal research, surveys, and case studies. Both quantitative and qualitative data-analyses methods are applied.

Close links exist with SOM theme B (e.g. with respect to knowledge management), theme D (management accounting) and theme G (joint projects for the Academic Hospital, AZG).

Fellows

E. Berghout, A. Boonstra, E. de Brock, D.P. van Donk, G. Gaalman, H. Gazendam, B. Goldengorin, W. Klein Haneveld, M. Mobach, E. Molleman, G. Sierksma, J. Slomp, N. Suresh, M.H. van der Vlerk, J. Wijngaard, M. de Witte, H. Wortmann, D.J. van der Zee, A. van der Zwaan

Associate Fellows

H. Balsters, M. Broekhuis, B. Emans, P. van der Meer, J. Riezebos, J. de Vries, J. van der Werf, W. van Wezel

PhD Candidates

R. Akkerman, M. Bakker, J. Bokhorst, A. Boogers, R. Cysouw, M. Gort, M. Helmhout, P. Henrich, S. de Jong, F. ten Kleij, M. Knip, B. Kuipers, G. Nomden, M. Oosterhuis, L. Schakel, L. Sjarbaini, C. Soman, R. Stoffels, E. Talens, C. Tempelman, M. Turkensteen, N. Turusbekova, G. Welker, H. Yue, K. Zoethout, L. Zomerdijsk

3.2 Theme B: Innovation, knowledge and Interaction

Theme leader N. Wijnberg

Innovation is understood as producing or doing something new - often in relation to a reference group - with the aim of ultimately improving one's competitive position or ways of collaboration with others. This implies that innovation cannot be considered apart from competition and collaboration and that the value of something new can only be determined in comparison with something older competing with something new. Also, innovating necessarily means applying and increasing knowledge of the innovating actors with their organisational structures, and of the actors determining the value of the innovation.

Two issues are especially important in this theme: knowledge creation for sustainable innovation and the strategic aspects of non-technical innovation. The research concerning knowledge creation for sustainable innovation especially aims to define sustainability in terms of knowledge and knowledge management, so as to better understand, and provide tools to improve, the processes of innovation management, taking into full account not only the immediate competitive environment but also the effects at other levels of analysis. Non-technical innovation includes stylistic innovation, organisational innovation, and innovation concerning the non-technical aspects of services. The attraction of non-technical innovation as a field of research lies especially in the opportunities that arise from studying these types of innovation. That is, researchers, are challenged by data that do not conform to standard textbook representations and are forced to make use of frameworks and methodologies from many diverse disciplines.

Within theme B, innovation is approached using different levels of analysis and also using the insights and methodologies of different disciplines, including the behavioural sciences, especially psychology, sociology, and economics, the natural sciences, particularly engineering and computer and information science, and also the sciences concerned with the arts, so as to better understand innovation concerning the non-technical aspects of products and services.

Close links exist with the National Initiative for Sustainable Development (NIDO) with which the research programme on Knowledge and Sustainable Innovation is put into effect.

There are connections between theme B and all of the other themes, but especially with theme A (e.g. knowledge management), with theme C (innovation) with theme F (the marketing of new products) and with theme G (comparative studies of innovation systems)

Fellows

B. van Ark, E. Berghout, L. Broersma, P. Buckley, E. Dietzenbacher, H. van Ees, G. Gemser, W. Jager, R. Jorna, P. Leeftang, R. Leenders, B. Los, T. Postma, M. Timmer, S. Völpel, N. Wijnberg

Associate fellows

M. Achterkamp, W. Biemans, J. Kratzer, C. Lutz

PhD candidates

E. Bakker, T. Broekhuizen, E. Croonen, S.A. Delre, N. Faber, A. Hoffmann, J. Mol, J. Schönrok, J. Waalkens, D. Welling

3.3 Theme C: Coordination and growth in economies

Theme leader B. Heijdra

This theme incorporates research on economic growth and co-ordination issues. Part of the research programme focuses on the analysis of the determinants of economic growth, including trade, migration, technological change and investment in human, physical and infrastructural capital. There is much emphasis on spatial (both international and regional) and sectoral patterns of growth. The other part of the research concentrates on co-ordination issues in product-, labour- and capital markets and their impact on growth. It is related to recent research in institutional economics, and to research on static and dynamic efficiency.

Research in this theme provides a perspective on the functioning of the environment in which firms operate and how this environment affects the relation between firm behaviour and macro-economic growth performance of economies.

The research is mainly rooted in macroeconomics, international economics and business, regional economics, applied econometrics and economic history. It uses various research tools, such as general equilibrium models, stochastic modelling, structural growth models, input-output analysis, growth accounting techniques and quantitative economic history.

Close links exist with other SOM research, such as research on corporate governance and banks (with theme E), and innovation (with theme B).

Fellows

B. van Ark, S. Brakman, L. Broersma, E. Dietzenbacher, P. Elhorst, R. Fremdling, J. de Haan, B. Heijdra, N. Hermes, J. Jacobs, C. Japma, G. Kuper, R. Lensink, B. Los, J. Oosterhaven, M. Timmer

Associate Fellows

F. de Kam, H. Plasmeijer, E. Schoorl

PhD candidates

A. Azeez Erumban, E. Frankema, R. Inklaar, R. Jong-a-Pin, W. Romp, H. Seldadyo Gunardi, A. Zeilstra

3.4 Theme D: Management accounting and financial management

Theme leader J. van Helden

This theme includes research in the fields of management accounting and financial management. Part of the research programme focuses on the explanation of changes in management accounting processes in both profit and not-for-profit organisations, which take place due to external pressure from the environment. It particularly includes: the role of new management accounting instruments in realising changes in the organisation of transactions and activities within organisations; management control of intra-firm and inter-firm transactional relationships; evaluation of performance of managers in governmental organisations by politicians, as well as success and failure factors of new systems of planning and control in governmental organisations. The theoretical concepts are mainly derived from various institutional theories. As the emphasis is on studying processes of change, the dominant research method is case research. The other part of the research concerns financial management, and is directed to the managerial aspects of finance, and particularly deals with direct foreign investments, initial public offerings, privatisation and conglomeratisation. Moreover, attention is given to transformation and learning processes and to emerging and developing economies. The methods used are simulation, empirical analysis of secondary and survey data, generally in combination with case research.

The research of this theme is linked to other SOM themes, such as research on production and operations management and human resource management (theme A), financial intermediation (theme E) and cross-contextual comparison of institutions and organisations (theme G).

Fellows

H. ter Bogt, J. van Helden, B. Scapens, D. Swagerman

Associate fellows

H. von Eije, P. Jansen, J. van der Meer-Kooistra

PhD candidates

M. van der Steen, I. Orosa Paleo

3.5 Theme E: Financial intermediation

Theme leader R. Lensink

This research programme analyses the existence, behaviour, performance, and regulation of Financial Intermediaries (FI). The theory of information economics is central to the program. A key role in the programme is the analysis of bank behaviour in relation to monetary policy. Monetary policy not only affects banks' lending policies through interest rate changes, but also via many other mechanisms which depend on the balance sheets of the intermediaries, and of firms and households, and on their net-wealth position. Besides bank behaviour, the program analyses behaviour of institutional investors. An important element of this field is the analysis of the sound-

ness of investment policies of institutional investors. Research in this theme provides a perspective on the functioning of the financial markets and institutions and how the financial system affects real economic development. So the main contribution is to describe and analyse the financial environment of firms and households. The research is mainly rooted in monetary economics, financial economics, and applied econometrics. It uses various research tools, such as partial and general equilibrium models, stochastic modelling, econometrics, and contract theory. Close links exist with other SOM research, such as research on co-ordination of economic activity (theme C), management accounting and financial management (theme E) and consumer behaviour (theme F).

Fellows

S. Benninga, Bong Ho, T. Dijkstra, J. de Haan, N. Hermes, G. Jiang, R. Koning, R. Lensink, R. van der Meer, A. Plantinga, B. Scholtens, E. Sterken

Associate fellows

C. Huijgen

PhD candidates

L. Dam, A. Elbourne, M. van Herpen, Lestano, R. van der Molen, I. Naaborg, C. Oosterhof, I. Orosa Paleo, S. Parijs, T. Pham, R. Salomons, T. Wouters

3.6 Theme F: Interactions between consumers and firms

Theme leader P. Leeflang

While the firm is the central entity in SOM's research themes, it is of crucial importance in any analysis related to firms to understand the incentives and the behaviour of all individual actors involved. In the end, it is the behaviour of these individuals and their mutual interactions that define the more abstract concept of "firm behaviour". The actors involved in firm behaviour include owners, shareholders, managers, employees, and consumers. The interaction between consumer behaviour and the behaviour of firms is the central topic in this theme.

The potential of this research focus stems in part from the general lack of co-operation between various research fields. For example, microeconomic research on markets often assumes perfectly rational consumers, while research in marketing and economic psychology provides ample evidence that this assumption is often not tenable. Another example is that marketing research often ignores the endogeneity of prices and other marketing aspects when analysing their impact on consumer behaviour.

The purpose of this theme is to unify current research in these areas. The use of econometric methods has a central role. Empirical work in the areas described above requires the application of modern econometric techniques, such as nonparametric estimation and estimation by the method of simulated moments. One of the aspects of the research in this theme is endogenising variables that are usually taken as exogenous.

There are connections with theme B (marketing of new products) and with theme E (e.g. joint NWO project on sustainability).

Fellows

G. Dijksterhuis, M. Haan, J. Hoekstra, E. Huizingh, R. Koning, P. Kooreman, P. Leeftang, E. Meijer, P. Rao Sahib, L. Schoonbeek, T. Wansbeek, D. Wittink

Associate fellows

P. Bekker, L. Toolsema-Veldman, M. van de Velden, D. Wiersma, G. Willenborg

PhD candidates

M. Aakouk, F. Adiguzel, K. Bouwman, T. Broekhuizen, P. Ebbes, J. Gonçalves Dias, P. Heijnen, E. Hoppen, A. Krawczyk, A. Soetevent, F. Wijbenga, M. Teerling

3.7 Theme G: Cross-contextual comparison of institutions and organisations

Theme leader A. Sorge

The programme focuses on the comparative analysis of interdependencies between organisations, contexts, practices and understandings. This implies a multi-paradigmatic, multi-level and multi-country approach to the study of organisational conduct and performance. Cross-contextual comparison derives theory on the basis of comparing across different contexts. Such contexts may be industrial, societal or national, regional, or institutional in another way.

Therefore, the theme is distinctive for the comparative multi-firm, multi-industry and multi-country study of intra and inter-organisational conduct and performance by adopting an attitude of methodological triangulation (exploring different, complementary research methods, both qualitative and quantitative in nature) and theoretical cross-fertilisation (combining different theoretical perspectives, from a variety of relevant disciplines). The preferred field of study is larger Europe, in the midst of both internationalisation and development of national or regional institutional advantage or disadvantage.

Close links exist with SOM theme A (joint projects for the AZG), with theme B (comparative studies of innovation) and theme D (management accounting and financial management).

Fellows

H. van Ees, R. Goodijk, L. Karsten, G. Péli, T. Postma, A. Sorge, A. van Witteloostuijn

Associate fellows

K. van Veen

PhD candidates

F. Bekker-Ritterspach, J. Bezemer, D. Dikova Grancharova, C. Garcia, C. Kathan, B. Kibriscikli, J. Zhang

4 The Graduate School and PhD Education

4.1 Introduction

In the previous years many initiatives have been started to improve the supervision of PhD candidates. Monitoring and evaluation of PhD candidates and their projects requires constant attention of supervisors and SOM. In 2003 the procedure for selecting PhD candidates was changed.

4.2 PhD Essay competition

The Essay Competition aims at giving PhD candidates the real feeling of interdisciplinary research. Two PhD candidates from different themes write an interdisciplinary essay related to their research themes or own projects.

The 2003 SOM Essay Competition had contributions of eight teams so that 16 PhD candidates participated. The diversity among the subjects chosen was, as usual, quite large. Subjects addressed were a theoretical analyse of transaction costs theory, accountability in manufacturing cells, an empirical analyses of the reward structures of banks in East-European banks, working conditions and productivity, to mention just a few of them.

The jury (Ton de Leeuw, Bart Los, Jakob de Haan and Dirk Pieter van Donk) liked the majority of the essays written and some of the essays can be considered as a first draft for a scientific publication. The winner of the 2003 competition was "Restaurants: come once, come again?" by Pim Heijnen and Martin Helmhout. Their paper analyses customers' choice of a restaurant, which is modelled in a bounded rationality framework. The authors have developed a survey for customers who use a certain web page and come up with the outline how to estimate a model. The jury liked the attempt to really integrate the background of both authors in developing on the one hand a framework that models choice as a process of bounded rationality, while on the other hand this qualitative framework is explicitly modelled as a formal econometric model. Although this paper does not use empirical data, the paper clearly describes how data can be gathered using a web-based survey.

4.3 SOM PhD conference

The annual PhD conference was held on January 29, 2003 in the FREIA building, where 36 PhD candidates presented their papers. The same number of staff members was active as discussant during this day. Due to the fact that the Faculty of Spatial Sciences had left SOM, the number of presenters (and participants) was slightly less than in previous years. Around 150 people attended (part of) the conference: mostly attending several sessions, discussing research but also taking the opportunity to meet people in an informal surrounding. This year there was only one plenary speaker,

Hans Wortmann, who was recently appointed as professor in information systems at the faculty of Management and Organisation. He expressed some ideas about different types of research, their relation with practical (managerial or governmental) problems and ways to bridge the gap between pure theory and pure practice.

4.4 PhD committee

The role of this committee is to facilitate communications from SOM to the PhD candidates and vice versa. The committee acts as an independent source of information for PhD candidates, keeping them up-to-date on decisions that are taken and plans that are under discussion. This information can be found via a link to the PhD committee on the SOM homepage.

The communication from the PhD population to SOM is also an important part of the committee's task. The director of SOM can ask for the committee's opinion about plans and current matters. Also, the committee can initiate plans for a better use of the advantages of SOM. PhD candidates can submit plans or opinions to the committee, either by seeing one of the members or through e-mail. For this reason, the composition of the committee is such that there is always a member a few doors away.

4.5 Selection of PhD candidates

For a number of years, the procedure to select PhD candidates was largely based on a procedure that started with the evaluation by SOM's scientific committee of proposals written by staff members. Proposals that were considered to be of sufficient quality were lined up, waiting for the availability of money to finance that specific project. For each proposal a selection procedure to find a suitable candidate was then started.

This procedure had a number of disadvantages:

- For some projects it was hard to find good candidates;
- Good candidates were available, but could not be appointed due to a lack of suitable/available projects;
- For most projects considerable time was needed to establish the fit between PhD-candidate and projects;
- PhD candidates entered at different moments in the year, which was a disadvantage for following most educational programmes and specifically the courses organised by SOM.

Based on the above considerations, in 2003 SOM used an open application procedure including five vacancies for each faculty. Candidates were stimulated to submit their own proposal, but they also could apply for a number of projects already approved upon.

The number of applicants was in total about 200. The quality of the applicants invited for an interview was considered to be high. The first impression is that having a real PhD class has advantages for organising certain events and also stimulates interaction between the PhD candidates.

4.6 SOM PhD theses

Faculty of Management and Organisation

Beukel, A. van den, Task flexibility in team-based work: a multilevel investigation into outcomes and practices, Promotores: E. Molleman and J. Slomp, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Bosch-Sijtsema, P.M., Virtualness: a new organisational dimension, The relationship between virtualness and knowledge, Promotores: R.J.J.M. Jorna and A. Sorge, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Kamminga, P.E., Management control of joint ventures, Promotores: J. van der Meer-Kooistra and R.W. Scapens, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Kok, R.A.W., Enhancing market-oriented product development, Promotores: J.M.L. van Engelen and W.G. Biemans, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Wahyuni, S., Strategic alliance development: a study on alliances between competing firms, Promotores: P.N. Ghauri and L. Karsten, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Wanders, H.L.T., Flexible decision support system design, A cardboard company case, Promotores: G.J.C. Gaalman, R.J.J.M. Jorna and G. Sierksma, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Faculty of Economics

Horvath, C., Dynamic analysis of marketing systems, Promotores: P.S.H. Leeftang, D.R. Wittink and J.E. Wieringa, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Mulligen, P.H. van, Quality aspects in price indices and international comparisons: Applications of the hedonic method, Promotores: B. van Ark and M.P. Timmer, Rijksuniversiteit Groningen, Statistics Netherlands (CBS), 2003

Sleifer, J., Falling behind: the East German Economy in comparison with West Germany from 1936 to 2002, Promotores: R.R. Fremdling, B. van Ark and H.J. de Jong, Rijksuniversiteit Groningen, Groningen Growth and Development Center, Groningen, 2003

Toolsema-Veldman, L.A., On competition and banking, Promotores: E. Sterken, M.A. Haan and L. Schoonbeek, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Woltman Elpers, J.L.C.M., Consumers' moment-to-moment processing of television commercials, Promotores: M. Wedel and F.G.M. Pieters, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Yetkiner, H.I., Shocks and growth: Four essays, Promotores: C.J. Japma, S. Brakman and A. de Vaal, Rijksuniversiteit Groningen, Labyrinth Publication, Capelle a/d IJssel, 2003

Appendix 1: International publications

This appendix provides a list of international publications by SOM fellows and associate fellows.

Theme A

Books

Berghout, E.W. and D. Remenyi, *Proceedings of the 10th European conference on Information Technology Evaluation*, MCIL Publishing, Oxford University, Reading, 2003

Jagdev, H.S., J.C. Wortmann and H.J. Pels, *Collaborative systems for production management*, Kluwer Academic Publishers, Dordrecht/Boston/London, 2003

Chapters in books

Balsters, H. and E.O. de Brock, , Integration of integrity constraints in database federations, in: Jajodia, S. and L. Strous (eds), *6th IFIP TC-11 WG 11.5 conference on integrity and internal control in information systems*, Kluwer Academic Publishers, Dordrecht/Boston/London, 2003, pp. 183-203

Balsters, H., Modelling database views with derived classes in the UML/OCL-framework, in: Stevens, P., J. Whittle and G. Booch (eds), *6th international conference on UML modelling languages and applications, Lecture Notes in computer science*, Springer Verlag, Berlin-New York, etc., 2003, pp. 295-310

Balsters, H. and E.O. de Brock, An object oriented framework for managing cooperating legacy databases, in: Konstantas, D. (ed.), *Proceedings of the international conference on object-oriented information systems, Lecture Notes in Computer Science*, Springer Verlag, Berlin-New York, etc., 2003, pp. 311-316

Berghout, E.W. and D. Remenyi, The ten years of the European conference on IT evaluation: retrospectives and perspectives for possible future research, In: Berghout, E.W. and D. Remenyi (eds), *Proceedings of the 10th European conference on Information Technology Evaluation*, MCIL Publishing, Oxford University, Reading, 2003

Drijver, S.J., W.K. Klein Haneveld and M.H. van der Vlerk, Asset liability management modeling using multi-stage mixed-integer stochastic programming, in: Scherer, B. (ed.), *Asset and Liability Management Tools: A Handbook for Best Practice*, Risk books, London, 2003, pp. 309-324

Kusters, R.J. and J.C. Wortmann, Control of complexity in virtual organizations: the role of enterprise modelling, In: Jagdev, H.S., J.C. Wortmann and H.J. Pels (eds), *Collaborative systems for production management*, Kluwer Academic Publishers, Dordrecht/Boston/London, 2003, pp. 399-409

Vlerk, M.H. van der, Simplification of recourse models by modification of recourse data, In: Marti, K., Y. Ermoliev and G. Pflug (eds), *Dynamic Stochastic Optimization, Lecture notes in Economics and Mathematical Systems*, 532, Springer Verlag, Berlin-New York, etc., 2003, pp. 321-336

Zee, D.J. van der, Modeling control in manufacturing simulation, in: Chick, S., P.J. Sánchez, D. Ferrin and D.J. Morrice, (eds), *2003 winter simulation conference*, IEEE, Piscataway, Proceedings of 2003 winter simulation conference, 2003, pp. 791-798

Zee, D.J. van der, Look-ahead strategies for controlling batch operations in industry - an

overview, In: Chick, S., P.J. Sánchez, D. Ferrin and D.J. Morrice (eds), *Proceedings of the 2003 winter simulation conference*, IEEE, Piscataway, 2003, pp. 1480-1487

Publications in journals

Berghout, E.W., R. Klompe, and M. de Vries, Behavioural theory and IT investment evaluation methods, *The Electronic Journal of Information Systems Evaluation*, 6, 2, 2003, —

Boon, B.H. and G. Sierksma, Team Formation: Matching quality supply and quality demand, *European Journal of Operational Research*, 148, 2003, pp. 277-292

Boonstra, A., Structure and analysis of IS decision-making processes, *European Journal of Information Systems*, 12, 3, 2003, pp. 195-209

Boonstra, A., Interpretive perspectives on the acceptance of an electronic prescription system, *Journal of Information Technology Cases and Applications*, 2003, 5, 2, pp. 27-50

Donk, D.P. van, Redesigning the supply of gasses in a hospital, *Journal of Purchasing & Supply Management*, 9, 5/6, 2003, pp. 225-233

Emans, B.J.M., L. Munduate, E. Klaver and E. van de Vliert, Constructive consequences of leaders' forcing influence styles, *Applied Psychology: An international review*, 52, 2003, pp. 36-54

Ghosh, D. and G. Sierksma, On the Complexity of Determining Tolerances, *Applicaciones Mathematicae*, 30, 3, 2003, pp. 305-313

Goldengorin, B., D. Ghosh and G. Sierksma, Branch and peg algorithms for the simple plant location problem, *Computers & OR*, 30, 2003, pp. 967-981

Goldengorin, B., G.A. Tijssen, D. Ghosh and G. Sierksma, Solving the simple plant location problem using a data correcting approach, *Journal of Global Optimization*, 25, 2003, pp. 377-406

Kleij, F. ten and P.A.D. Musters, Text analysis of open-ended survey responses: a complementary method to preference mapping, *Food Quality and Preference*, 14, 2003, pp. 43-52

Klingenberg, W. and U.P. Singh, Finite element simulation of the punching/blanking process using in-process characterisation of mild steel, *Journal of Materials Processing Technology*, 134, 2003, pp. 296-302

Molleman, E. and H. Timmerman, Performance management when innovation and learning become critical performance indicators, *Personnel Review*, 32, 2003, pp. 93-113

Riezebos, J., G.J. Korte and M.J. Land, Improving a practical DBR buffering approach using workload control auteurs, *International Journal of Production Research*, 41, 4, 2003, pp. 699-712

Ruel, G., N. Bastiaans and A. Nauta, Free-riding and team performance in project education, *International Journal of Management Education*, 3, 1, 2003, pp. 26-38

Sierksma, G., Computer support for team formation, *International Journal of Computer Science in Sport*, 2, 1, 2003, pp. 175-177

Sierksma, G. and G.A. Tijssen, Degeneracy degrees of constraint collections, *Mathematical Methods of Operations Research*, nr. 57, 2003, pp. 437-448

Stougie, L. and M.H. van der Vlerk, Approximation in stochastic integer programming, *Stochastic Programming E-print Series*, 12, 2003, —

Vlerk, M.H. van der, Integrated change constraints in an ALM model for pension funds, *Stochastic Programming E-print Series*, 13, 2003, —

Wielers, R. and P.H. van der Meer, Lower educated workers and part-time work, *Acta Sociologica*, 46, 4, 2003, pp. 305-319

Zomerdijk, L.G. and J. de Vries, An organizational perspective on inventory control: Theory and a case study, *International Journal of Production Economics*, 81-2, 1, 2003, pp. 173-183

Theme B

Books

Gazendam, H.W.M., R.J.J.M. Jorna and R.S. Cijssouw (eds), *Dynamics and change in organizations: studies in organizational semiotics*, Kluwer Academic Publishers, Dordrecht/Boston/London, 2003

Stephenson, N., H.R. Radtke, R.J.J.M. Jorna and H.J. Stam (eds), *Theoretical Psychology, Critical Contributions*, Captus, Concordia, 2003

Chapters in books

Cijssouw, R.S. and R.J.J.M. Jorna, Measuring and mapping knowledge types, in: Gazendam, H.W.M., R.J.J.M. Jorna and R.S. Cijssouw (eds), *Dynamics and change in organizations: studies in organizational semiotics*, Kluwer Academic Publishers, Dordrecht/Boston/London, 2003, pp. 215-244

Gazendam, H.W.M., Models as coherent sign structures, in: Gazendam, H.W.M., R.J.J.M. Jorna and R.S. Cijssouw (eds), *Dynamics and change in organizations: studies in organizational semiotics*, Kluwer Academic Publishers, Dordrecht/Boston/London, 2003, pp. 183-213

Gazendam, H.W.M., R.J.J.M. Jorna and R.S. Cijssouw, Introduction, in: Gazendam, H.W.M., R.J.J.M. Jorna and R.S. Cijssouw (eds), *Dynamics and change in organizations: studies in organizational semiotics*, Kluwer Academic Publishers, Dordrecht/Boston/London, 2003, pp. 1-12

Helmhout, M., H.W.M. Gazendam and R.J.J.M. Jorna, Social constructs and boundedly rational actors, a simulation framework, In: Liu, K. (ed.), *Virtual, Distributed and Flexible Organisations*, University of Reading, Reading, 2003

Jager, W. and M.A. Janssen, Diffusion processes in demographic transitions: a prospect on using multi agent simulation to explore the role of cognitive strategies and social interactions, in: Billari, F.C. and A. Prskawetz (eds), *Agent based computational demography: using simulation to improve our understanding of demographic behaviour, Lecture notes in artificial intelligence series*, Springer Verlag, Berlin-New York, 2003, pp. 55-72

Jager, W. and M.A. Janssen, The need for and development of behaviourally realistic agents, In: Sichman, J.S., F. Bousquet and P. Davidson (eds), *Multi-agent based simulation II*, Springer Verlag, Berlin-New York, 2003, pp. 55-72

Jorna, R.J.J.M., Why knowledge management is (cognitive) psychology, in: Stephenson, N., H.R. Radtke, R.J.J.M. Jorna and H.J. Stam (eds), *Theoretical psychology, critical contributions*, Captus, Concordia, 2003

Jorna, R.J.J.M., Organizational form as a function of knowledge types distribution, in: Goldkuhl, G., M. Lind and P.J. Agerfalk (eds), *Action in Language, Organizations and Information Systems*, Linköping UP, Linköping, 2003

Michon, J.A., J.L. Jackson and R.J.J.M. Jorna, Semiotic aspects of psychology, in: Posner, R., K. Robbering, K. and T.A. Sebeok (eds), *Semiotics: A Handbook on the Sign-Theoretic Foundations of*

Nature and Culture, De Gruyter, Berlin-New York, 2003, pp. 2721-2758

Mol, J.M., Think small first: the UK industrial policy on small business support systems, in: Nishiguchi, T. and M. Tsujita (eds), *Small-firm networks: rent analysis and international comparison*, Yuhikaku, Tokyo, 2003, pp. 223-240

Mol, J.M., Prior research on small firm networks, in: Nishiguchi, T. and M. Tsujita (eds), *Small-firm networks: rent analysis and international comparison*, Yuhikaku, Tokyo, 2003, pp. 25-59

Mol, J.M., Venturing complementary knowledge: rejuvenating Twente's old industrial structures, in: Nishiguchi, T. and M. Tsujita (eds), *Small-firm networks: rent analysis and international comparison*, Yuhikaku, Tokyo, 2003, pp. 279-291

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Wijnberg, N.M., Awards, in: Towse, R. (ed.), *Handbook of cultural economics*, Edward Elgar Publishing Company, Cheltenham UK, Northampton, MA, USA, 2003, pp. 81-85

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Hillebrand, B. and W.G. Biemans, The link between internal and external cooperation in product development, *Journal of Business Research*, 56, 9, 2003, pp. 735-743

Gabbay, S.M. and R.Th.A.T. Leenders, Creating trust through narrative strategy, *Rationality and Society*, 15, 2003, pp. 553-583

Janssen, M.A. and W. Jager, Simulating market dynamics: Interactions between consumer psychology and social networks, *Artificial Life*, 9, 4, 2003, pp. 343-356

Jorna, R.J.J.M. and B.P. van Heusden, Why representations will not go away: Crisis of concept or crisis theory?, *Semiotica*, 143, 1/4, 2003, pp. 113-134

Kok, R.A.W., B. Hillebrand and W.G. Biemans, What makes product development market oriented?, *International Journal of Innovation Management*, 7, 2, 2003, pp. 137-162

Kratzer, J., R.Th.A.T. Leenders and J.M.L. van Engelen, The effect of interpersonal relations on commitment, A study of friendship and friendly relations in new product development teams, *Pakistan Journal of Social Sciences*, 1, 4, 2003, pp. 278-285

Leenders, R.Th.A.T., J.M.L. van Engelen and J. Kratzer, Virtuality, communication and new product team creativity, A social network perspective, *Journal of Engineering and Technology Management*, 20, 2003, pp. 69-92

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Lutz, C.H.M., E. Kuiper and A. van Tilburg, Vertical price leadership on local maize markets in Benin, *Journal of Development Economics*, 938, 2003, pp. 1-17

Theme C

Books

Messere, K., C.A. de Kam and Ch. Heady, *Tax Policy. Theory and practice in OECD countries*, Oxford University Press, Oxford, 2003

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Ark, B. van, R. Inklaar and R.H. McGuckin, changing gear: productivity, ICT and service industries in Europe and the United States, In: Christensen, J.F. and P. Maskell (eds), *The Industrial Dynamics of the New Digital Economy*, Edward Elgar, London, 2003, pp. 56-99

Ark, B. van and G. Ypma, KILM 18: Labour productivity and unit labour cost indicator, in: International Labour Office (UN), *Key Indicators of the Labour Market Third edition*, Geneva, 2003

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Jepma, C.J., The EU emissions trading scheme (ETS): how linked to JI/CDM?, in: *Climate Policy* 3, Elsevier Science Publishers, Amsterdam, 2003, pp. 89-94

Jepma, C.J. and J. Bandsma, Policies and measures in international climate policy: price vs. quantity, in: Ierland, E. van, J. Gupta and M.T.J. Kok (eds), *Issues in International Climate Policy, Theory and Policy*, Edward Elgar Publishing Company, Cheltenham UK, Northampton, MA, USA, 2003, pp. 97-114

Muysken, J., H.I. Yetkiner and T. Ziesemer, Health, labor productivity and growth, in: Hagemann, H. and S. Seiter (eds), *Growth theory and growth policy*, Routledge, London, 2003

Oosterhaven, J. and J.P. Elhorst, Indirect economic benefits of transport infrastructure investments, in: Dullaert, W., B.A.M. Jourquin and J.B. Polak (eds), *Across the Border. Building upon a quarter century of transport research in the Benelux*, De Boeck & Larcier, Bruxelles, 2003, pp. 143-162

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Plasmeijer, H.W., The talk of the town in 1798, in: Fuhrmann, N., E. Schmolý and R.S. Sing Sud (eds), *Gegen den Strich, Ökonomische Theorie und Politische Regulierung*, Rainer Hampp Verlag, München und Mering, 2003, pp. 41-48

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Timmer, M.P. and B. van Ark, Economic convergence and divergence, In: Mokyr, J. (ed.), *The Oxford Encyclopedia of Economic History*, Oxford University Press, Oxford, 2003, pp. 128-131

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Ark, B. van, R. Inklaar and R.H. McGuckin, ICT and productivity in Europe and the United States. Where do the differences come from?, *CESifo Economic Studies*, 49, 3, 2003, pp. 295-318

Ark, B. van, R. Inklaar, R., R. McGuckin and M.P. Timmer, The employment effects of the 'new economy'. A comparison of the European Union and the United States, *National Institute Economic Review*, 184, 2003, pp. 86-98

Brakman, S. and H. Garretsen, First and second thoughts on geographical economics, *Regional Studies*, 37, 2003, pp. 637-648

Broersma, L., R.H. McGuckin and M.P. Timmer, The impact of computers on productivity in the trade sector, *De Economist*, 151, 1, 2003, pp. 53-79

Dietzenbacher, H.W.A., Report on the Montreal Conference, *Economic Systems Research*, 15, 3, 2003, pp. 399-414

Dietzenbacher, H.W.A. and G. Günlük-Senesen, Demand-pull and cost-push effects on labor income in Turkey, 1973-90, *Environment and Planning A*, 35, 2003, pp. 1785-1807

Elhorst, J.P. and D. Strijker, Spatial developments of EU-agriculture in the post-war period: The case of wheat and tobacco, *Agricultural Economics Review*, 4, 2003, pp. 63-72

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- Kuper, G.H. and E. Sterken, Endurance in speed skating: development of world records, *European Journal of Operational Research*, 148, 2, 2003, pp. 293-301
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- Lensink, B.W., L. Hamner and H. White, Infant and child mortality in developing countries: analysing the data for robust determinants, *Journal of Development Studies*, 40, 1, 2003, pp. 101-118
- Oosterhaven, J., E.C. van der Knijff and G. Eding, Estimating interregional economic impacts: an evaluation of nonsurvey, semisurvey, and fullsurvey methods, *Environment and Planning A*, 35, 1, 2003, pp. 5-18
- Oosterhaven, J. and W. Romp, Indirect economic effects of new infrastructure: A comparison of Dutch high speed rail variants, *Tijdschrift voor Economische en Sociale Geografie*, 94, 4, 2003, pp. 439-52
- Plasmeijer, H.W., Pricing the serials library: in defense of a market economy, *Journal of Economic Methodology*, 9, 3, 2003, pp. 337-357
- Sterken, E., From the cradle to the grave: How fast can we run?, *Journal of Sports Sciences*, 21, 2003, pp. 479-491
- Sterken, E. and G.H. Kuper, Participation and performance at the Olympic Summer Games, *Oikonomia & Athlitisimos, Economy and Sports*, 3, 2003, pp. 13-20
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- Timmer, M.P., Technological development and rates of return to investment in a catching-up economy: the case of South Korea, *Structural Change and Economic Dynamics*, 14, 4, 2003, pp. 405-425
- Zon, A. van and H.I. Yetkiner, An endogenous model within embodied energy-saving technical change, *Resource and Energy Economics*, 25, 1, 2003, pp. 1-126

Theme D

Books

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Burns, J., M. Ezzamel and R.W. Scapens, *The challenge of management accounting change: Behavioural and cultural aspects of change management*, Elsevier Science, Oxford, 2003

Langendijk, H.P.A.J. and D.M. Swagerman, *Is fair value fair?*, Wiley, New York, 2003

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Admiraal, R.J. and G.J. Helden, Benchmarking in the Dutch waste-water treatment sector, *Public Money and Management*, 23, 2, 2003, pp. 113-118

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Feenstra, D.W. and G.J. van Helden, Policymaking on reserves of Dutch university hospitals: a case study, *Financial Accountability and Management*, 19, 1, 2003, pp. 1-20

Hailemariam, S. and J.H. von Eije, The costs of slow privatization: The case of the beverage and

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Theme E

Books

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Eijffinger, S.C.W., J. de Haan and C.G. Koedijk, Small is beautiful but large is not to be belittled: reply, *European Journal of Political Economy*, 19, 2003, pp. 905-907

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Hermes, C.L.M. and B.W. Lensink, Foreign direct investment, financial development and economic growth, *Journal of Development Studies*, 40, 1, 2003, pp. 142-163

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Theme F

Publications in journals

Bekker, P.A. and F. Kleibergen, Finite-sample instrumental variables inference using an asymptotically pivotal statistic, *Econometric Theory*, 19, 2003, pp. 744-752

Broekhuizen, T.L.J. and K.J. Alsem, Success factors for mass customization: a conceptual model, *Journal of Market-Focused Management*, 5, 4, 2003, pp. 309-330

Eilers, P.H.C. and G.B. Dijksterhuis, A parametric model for time-intensity curves, *Food Quality and Preference*, 2003, 14, 8, pp.

Fraenkel, L., S. Bogardus and D.R. Wittink, Risk-attitude and patient treatment preferences, *Lupus*, 12, 2003, pp. 370-376

Haan, M.A. and P. Kooreman, How majorities can lose the election. Another voting paradox, *Social Choice and Welfare*, 20, 2003, pp. 509-522

Haan, M.A., Vaporware as a means of entry deterrence, *Journal of Industrial Economics*, 60, 3, 2003, pp. 345-358

Haan, M.A. and L. Schoonbeek, Rent seeking with efforts and bids, *Journal of Economics*, 79, 3, 2003, pp. 215-235

Haan, M.A., L. Schoonbeek and B. van Ark, Introduction (to special issue on competition and market power), *De Economist*, 151, 4, 2003, pp. 351-355

Heerde, H.J. van, S. Gupta and D.R. Wittink, Is 75% of the sales promotion bump due to brand switching? No, only 33% is, *Journal of Marketing Research*, 2003, pp. 481-491

Huizingh, K.R.E. and J.C. Hoekstra, Why do customers like websites?, *Journal of Targeting, Measurement and Analysis for Marketing*, 11, 4, 2003, pp. 350-361

Kamakura, W.A. , M. Wedel, F. de Rosa and J.A. Mazzon, Cross-selling through database marketing: a mixed media data factor analyzer for data augmentation and prediction, *International Journal of Research in Marketing*, 20, 2003, pp. 45-66

Kerkhofs, M.J.M. and P. Kooreman, Identification and estimation of a class of household production models, *Journal of Applied Econometrics*, 18, 2003, pp. 337-369

Klauw, B. van der and R.H. Koning, Testing the normality assumption in the sample selection model with an application to travel demand, *Journal of Economics and Business Statistics*, 21, 1, 2003, pp. 39-47

Koning, R.H. and G. Ridder, Discrete choice models and stochastic utility maximization, *Econometric Journal*, 6, 2003, pp. 1-27

Koning, R.H., An econometric evaluation of the effect of firing a coach on team performance, *Applied Economics*, 35, 5, 2003, pp. 555-564

Koning, R.H., M. Koolhaas, G. Renes and G. Ridder, A simulation model for soccer championships, *European Journal of Operational Research*, 148, 2, 2003, pp. 268-276

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Moller, P. and G.B. Dijksterhuis, Differential human electro dermal responses to odours, *Neuroscience Letters*, 346, 2003, pp. 129-132

Weenen, H., L.J. van Gemert, J.M. van Doorn, G.B. Dijksterhuis and R.A. de Wijk, Texture and mouth-feel of semi-solid foods: commercial mayonnaises, dressing, custard desserts and warm sauces, *Journal of Texture Studies*, 34, 2003, pp. 159-179

Wolf Frandsen, L., G.B. Dijksterhuis, P.B. Brockhoff and M. Martens, Subtle differences in milk: comparison of an analytical and an affective test, *Food Quality and Preference*, 14, 5/6, 2003, pp. 515-526

Woltman Elpers, J.L.C.M., M. Wedel and R.G.M. Pieters, Why do consumers stop viewing television commercials? Two experiments on the influence of moment-to-moment entertainment and information value, *Journal of Marketing Research*, 2003, pp. 437-453

Theme G

Publications in journals

Ees, H. van, T.J.B.M. Postma and E. Sterken, Board characteristics and corporate performance in the Netherlands, *Eastern Economic Journal*, 29, 1, 2003, pp. 41-58

Goodijk, R., Corporate governance and stakeholder management: the ING case, *Corporate Ownership and Control*, 1, 1, 2003, pp. 149-155

Goodijk, R., Partnership at corporate level, the meaning of the stakeholder model, *Journal of Change Management: An international journal*, 3, 3, 2003, pp. 225-241

Harzing, A.W. and A. Sorge, The relative impact of country-of-origin and universal contingencies on internationalization strategies and corporate control in multinational enterprises, World-wide and European perspectives, *Organization Studies*, 24, 2, 2003, pp. 187-214

Heijltjes, M.G. and A. van Witteloostuijn, Configurations of market environments, competitive strategies, manufacturing technologies and human resource management policies: a two-industry and two-country analysis of fit, *Scandinavian Journal of Management*, 19, 2003, pp. 31-62

Karsten, L. and J. Leopold, Time and management: The need for hora management, *Personnel Review*, 32, 4, 2003, pp. 405-421

Leopold, J. and L. Karsten, Time and management, *Personnel Review*, 32, 4, 2003, pp. 403-404

Postma, T.J.B.M. and C.L.M. Hermes, Institutions, corporate governance and corporate governance institutions, The case of Estonia, *Journal of East European Management Studies*, 8, 3, 2003, pp. 263-292

Sorge, A. and M. Brussig, Organizational process, strategic content and socio-economic resources: small enterprises in East Germany, 1990-94, *Organization Studies*, 24, 8, 2003, pp. 1261-1281

Wijbenga, F., T.J.B.M. Postma, A. van Witteloostuijn and P.S. Zwart, Strategy and performance of new ventures: a contingency model of the role and influence of the venture capitalist, *Venture Capital*, 5, 3, 2003, pp. 231-250

Witteloostuijn, A. van, The ecology of law, *International Journal of the Sociology of Law*, 31, 2003, pp. 55-67

Witteloostuijn, A. van, C. Boone and A. van Lier, Towards a game theory of organizational ecology: adjustment costs and managerial growth preferences, *Strategic Organization*, 1, 2003, pp. 259-300

Appendix 2: PhD candidates

This appendix provides a list of all PhD candidates at the end of 2003 per theme and the title of their research project. More information can be found at the SOM website: som.rug.nl/

Theme A

Akkerman, R.: Structure of the production process and formalizability of scheduling decisions in the food processing industries.

Bakker, M.: Designing the organization and managing the system level coordination of large international instrument consortia.

Bokhorst, J.: Naar een efficiënte en effectieve inzet van operators en machines in een flexibele geautomatiseerde omgeving.

Boogers, A.: The role of consultants' power in organizational change.

Cysouw, R.: Innovatie en kennis.

Gort, M.: Predictors of quality of cancer care.

Helmhout, M.: Organisations as multi-actor systems.

Henrich, P.: Design of workload control concepts for job shop production: new theories in practice.

Jong, S. de.: A contingency approach to performance management.

Kleij, F. ten.: Topics in multivariate analysis.

Knip, M.: Functie differentiatie in de gezondheidszorg.

Kuipers, B.: Team development & team performance.

Nomden, G.: The operation of virtual manufacturing cells in various physical layout situations.

Oosterhuis, M.: Dealing with behavioral barriers in supply chain management.

Schakel, L.: Logistics of semi-obnoxious facilities.

Sjarbaini, L.: Dynamics in the context dependency of knowledge: the conversion of knowledge in innovation.

Soman, C.: How to control capacity-oriented production under make-to-order and make-to-stock: the case of food processing industries.

Stoffels, R.: Samenwerking tussen medisch specialisten: pain or gain.

Talens, E.: Statistical sampling in auditing and accounting.

Tempelman, C.: Statistical data editing and imputation of economic data.

Turkensteen, M.: Using data-correction techniques for analyzing and solving the production cell formation problem.

Turusbekova, N.: The effectiveness of interventions for consolidating TQM induced change: The role of agents' individual accountability.

Welker, G.: Possibilities and impossibilities of formalising order processing.

Yue, H.: The design and development of human factors in team based worksystems: an operations research approach.

Zoethout, K.: Variety and the requisite of self-organisation.

Zomerdijk, L.: Customers, front office, and back office in service organisations: deviding labour and structuring interfaces in the information era.

Theme B

Bakker, E.: Environment, strategy and purchasing; the determinants on the organisation of purchasing.

Broekhuizen, T.: An economic-psychological assessment of the decision making process of consumers in electronic markets in comparison to traditional markets.

Croonen, E.: The dynamics of franchising relationships.

Delre, S.A.: The effects of social networks on markets dynamics.

Faber, N.R.: The creation of a management tool for measuring sustainability of innovation.

Hoffmann, A.: The effect of personal needs, social interaction and network-structures on stock-market dynamics.

Mol, J.: Creating and appropriating value in the cultural industries: the economic resonance of the IT revolution in the arts.

Schönrok, J.: Managing the structure of communication within and between sub-units of large new product development projects.

Waalkens, J.: Innovation and networks.

Welling, D.: Gecoördineerd samenwerken in de bouw.

Theme C

Azeez Erumban, A.: Innovation, investment and the measurement of capital.

Frankema, E.: Income inequality and growth in Latin America and Asia: a comparative historical perspective.

Inklaar, R.C.: The economic performance of Europe and the U.S. and the role of ICT.

Jong-a-Pin, R.: On the relationship between institutions and economic growth.

Romp, W.E.: The impact and determinants of infrastructure investment in the Netherlands over the last 200 years.

Seldadyo Gunardi, H.: Institutions and economic growth.

Zeilstra, A.: Regional labour markets in a cross-country perspective.

Theme D

Orosa Paleo, I.: The effects of privatisation and the role of conglomerates in developing countries: a case study of Chile, 1980-2000.

Steen, M. van der: An institutionalist study of management accounting change in the Netherlands.

Theme E

Dam, L.: Environmental issues in corporate social responsibility: Valuation, managerial implications and strategic investment decisions.

Elbourne, A.: Monetary policy in EMU: effects of (changes in) financial structure.

Herpen, M. van: Determinants of value creation of monitoring and feedback systems.

Lestano: The impact of the Asian financial crisis in 1997 on the Indonesian economy.

Molen, R. van der: Industrial group formation and corporate finance: the case of India.

Naaborg, I.J.: Foreign banks and economic transition in Central and Eastern Europe.

Orosa Paleo, I.: The effects of privatisation and the role of conglomerates in developing countries: a case study of Chile, 1980-2000.

Oosterhof, C.: Corporate risk management in the Netherlands using financial derivatives.

Parijs, S.: Fairness opinions and liability.

Pham, T.: Long term business finance in Vietnam: debt contracting and leasing in a transition economy.

Salomons, R.: The equity premium.

Wouters, T.: The investment styles of mutual funds.

Theme F

Aakouk, M.: Market orientation scan for small and medium-sized enterprises.

Adiguzel, F.: Split questionnaire survey designs and their analysis with the Gibbs sampler.

Bouwman, K.: A macro-economic and econometric analysis of the implied-market parameters of the term structure of interest rates.

Broekhuizen, T.L.J.: An economic-psychological assessment of the decision making process of consumers in electronic markets in comparison to traditional markets.

Ebbes, P.: Modelling non-classical dependencies in mixed generalised linear models.

Gonçalves Dias, J.: Statistical modeling of effects of demographic changes on consumer behaviour for purpose of direct marketing.

Heijnen, P.: Dematerialization, habit formation and social interactions in consumer behaviour.

Hoppen, E.: Prediction of consumer information search strategies and their effects on consumer behaviour in online markets.

Krawczyk, A.: The relationship between individual customer orientation, information technology and business performance.

Soetevent, A.: Preferences: behavioural, welfare and policy implications.

Wijbenga, F.: Strategy and performance of small and medium-sized Enterprises (SMEs).

Teerling, M.: The effect of online consumer behaviour on offline channels.

Theme G

Bekker-Ritterspach, F.: Hybridisation of local MNC production organisation and HRM in the automobile industry: the case of subsidiaries in India.

Bezemer, J.: In search of the Dutch consulting explosion: describing and explaining the changing dynamics in the Dutch management consulting branch in the period 1960-2000

Dikova Grancharova, D.: The choice between an acquisition, a greenfield investment and a strategic alliance foreign entry made in Eastern Europe.

Garcia, C.: Changing market structures under changing resource spaces.

Kathan, C.: Improving the organisation of the emergency units in hospitals: the impact of job differentiation on organisational efficiency.

Kibriscikli, B.: Organisational isomorphism, embedded actors and globalisation: the case of banking in Turkey.

Zhang, J.: Environmental change, organisational adaptability and firm performance: a multi-variate, multi-level, multi-country and multi-period analysis of fit.

Appendix 3: Research Reports 2003

- 03A01 Vlerk, M.H. van der, Simplification of recourse models by modification of recourse data.
- 03D02 Helden, G.J. van, A review of governmental management accounting research around the turn of the century.
- 03C03 Brakman, S., H. Garretsen and M. Schramm, The strategic bombing of German cities during World War II and its impact on city growth.
- 03E04 Lensink, R. and H.T. Mehrteab, Risk behaviour and group formation in micro-credit groups in Eritrea.
- 03G05 Bezemer, J., L. Karsten and K. van Veen, Understanding variations between management fashions: a comparison of the different institutional expressions of two management concepts.
- 03G06 Ees, H. van and R. Bachmann, Transition economies and trust building.
- 03F07 Asem, K.J., J. Antufjew, K.R.E. Huizingh, R.H. Koning, E. Sterken and M. Woltil, Insurability of export credit risks.
- 03A08 Boonstra, A., Interpretative perspectives on the acceptance of an optional information system.
- 03C09 Brakman, S. and H. Garretsen, First and second thoughts about geographical economics: How to increase the relevance of economics for regional studies.
- 03E10 Nieuwenhuis, J.W., American options analyzed differently.
- 03A11 Brock, E.O. de and A. Boonstra, A framework and a tool to generate e-business options.
- 03F12 Haan, M., G. Dijkstra and P. Dijkstra, Expert judgement versus public opinion-evidence from the Eurovision Song Contest.
- 03F13 Horváth, C. and J.E. Wieringa, Combining time series and cross sectional data for the analysis of dynamic marketing systems.
- 03A14 Stougie, L. and M.H. van der Vlerk, Approximation in stochastic integer programming.
- 03D15 Helden, G.J. van and E.P. Jansen, New public management in Dutch local government.
- 03F16 Toolsma, L.A., Having more potential raiders weakens the takeover threat.
- 03A17 Balsters, H., A UML/OCL framework for design of mediated data federations.
- 03A18 Balsters, H., Object-oriented modeling and design of database federations.
- 03C19 Kuper, G. and E. Sterken, Olympic participation and performance since 1896.
- 03C20 Hill, R.J., Constructing price indexes across space and time: The case of the European Union.
- 03A21 Vlerk, M.H. van der, Integrated chance constraints in an ALM model for pension funds.
- 03E22 Kouwenberg, R. and R. Salomons, Value investing in emerging markets: local macroeconomic risk and extrapolation.
- 03G23 Jong, G. de and B. Nooteboom, A cross cultural comparison of long-term supply relationships.
- 03A24 Deza, A., B. Goldengorin and D.V. Pasechnik, The isometries of the cut, metric and hypermetric cones.
- 03A25 Vaart, T. van der and D.P. van Donk, Buyer focus: Evaluation of a new concept for supply chain integration.
- 03B26 Achterkamp, M.C. and J.F.J. Vos, Making sense of sustainable innovation through stakeholder involvement.
- 03C27 Elhorst, J.P., Unconditional maximum likelihood estimation of dynamic models for spatial panels.
- 03C28 Delsen, L., Are European welfare states sustainable?
- 03A29 Klein Haneveld, W.K. and A.W. Stegeman, Crop succession requirements in agricultural production planning.

- o3A30 Goldengorin, B. and G. Sierksma, Combinatorial optimization tolerances calculated in linear time.
- o3B31 Bosch-Sijtsema, P.M. and S. Rispens, Facilitating knowledge transfer in virtual teams through a social network approach.
- o3A32 Bosch-Sijtsema, P.M., The importance of individual expectations for virtual teams.
- o3F33 Trip, A. and J.E. Wieringa, Individuals charts and additional tests for changes in spread.
- o3A34 Balsters, H. and E.O. de Brock, Federation views as a basis for querying and updating database federations.
- o3C35 Jacobs, J. and V.Tassenaar, Height, income, and nutrition in the Netherlands: the second half of the 19th century.
- o3E36 Hermes, N., R. Lensink and H.M. Teki, Peer monitoring, social ties and moral hazard in group lending programmes: evidence from Eritrea.
- o3E37 Haan, M.A. and L.A. Toolsema, The strategic use of debt reconsidered.
- o3F38 Koning, R.H., Home advantage in speed skating: evidence from individual data.
- o3B39 Zee, D.J. van der, M.C. Achterkamp and B.J. de Visser, Assessing the oportunities of landfill mining.
- o3E40 Le, K.N., N. Hermes and G. Lanjouw, Irreversible investment and uncertainty: an empirical study of rice mills in the Mekong river delta, Vietnam.
- o3E41 Scholtens, B. and D. Hameeteman, Joint default probabilities and country risk.
- o3A42 Ruël, G.Ch., N. Bastiaans and A. Nauta, Free-riding and team performance in project education.
- o3A43 Broekhuis, M. and J.F.J. Vos, Improving organizational sustainability using a quality perspective.

Appendix 4:
SOM seminars 2003
(list of external speakers)

January

Jacky Swan (University of Warwick). Knowledge, networking and innovation: developing the process perspective.

Anthony Ferner (University of Nijmegen). The dynamics of control and subsidiary autonomy in the management of human resources: case study evidence from US MNCs in the UK.

February

David Dekker (Nijmegen School of Management). How do social networks affect organizational knowledge utilization.

Arthur Herst (University of Maastricht). The risk and return of management buy-outs.

Aart Boessenkool (University of Johannesburg). Towards an international economic value reporting.

March

Peter Verhoef (Erasmus University Rotterdam). Predicting customer lifetime value in multi-service industries.

Morten Huse (Norwegian School of Management). The value-creating board: revisiting the governance-performance links.

Helle Bunzel (Iowa State University). Powerful trend function tests that are robust to strong serial correlation.

Joydeep Bhattacharya (Iowa State University). Age-specific employment policies.

April

Maarten Pieter Schinkel (University of Maastricht). Imperfect antitrust enforcement.

Wilfred Dolfsma (Erasmus University Rotterdam). Appropriability in services.

May

Bart Verspagen (Eindhoven University of Technology). The invisible college of the economics of innovation and technological change.

Benedict Goderis (University of Tilburg). Financial crises, monetary policy and financial fragility: a second-generation model of currency crises.

Mardi Dungey (Australian National University). A multifactor model of exchange rates with unanticipated shocks: measuring contagion in the East Asian currency market.

Shubhashis Gangopadhyay (IDF). Valuing green funds.

Christophe Kamps (Kiel Institute for World Economics). New estimates of government net capital stocks for 22 OECD countries 1960-2001.

Bernd Süßmuth (University of Bamberg). Sectoral business cycle comovement: a product of synchronization over time?.

Sonia Falconieri (Tilburg University). Centralized vs decentralized sale of TV rights.

Ellen Meade (London School of Economics). Central Bank decisions: is one good head as good as a rule?

June

Martin A. Carree (University of Maastricht/Erasmus University Rotterdam). A note on self-employment rates and job generation in metropolitan areas.

Garnt Dijksterhuis (University of Wageningen). Keuzen.

Jitka Dupacova (Charles University, Prague). Modeling issues in stochastic programming.

Brigitte Waldorff (University of Arizona, USA). Hazard models for spatial data: issues and applications in demography and economic geography.

Frédérique Six (Erasmus University Rotterdam). Interpersonal trust and the impact of the organizational context.

Geert Ridder (University of Southern California). Estimation of nonlinear models with measurement error using marginal information.

Klaas Baks (Emory University). On the performance of mutual fund managers.

September

Julien Cegarra. Human scheduling and its support.
Sven Völpe (Hitotsubashi University Tokyo/Harvard University). Mobilizing knowledge, innovation and value creation in cultural industries.

Ramón Rico (Universidad Autónoma Madrid). Implicit theories, organizational design, and effectiveness.

October

Alexander Shapiro (Georgia Tech, California). Monte Carlo approach to stochastic programming.

Steve Disney (Cardiff Business School). Taming bullwhip whilst watching customer service.

November

Arnaud de Bruyn (Penn State University). Harnessing the power of viral marketing: A multi-stage model of word of mouth through electronic referrals.

Zsolt Sándor (Erasmus University Rotterdam). Differentiated bayesian conjoint choice designs.

Erjen van Nierop (Carnegie Mellon University). Retrieving unobserved consideration sets from household panel data.

Rohit Verma (University of Utah). Using choice modelling in service management.

Joyce Jacobsen. Earnings inequality within and across gender, racial, and ethnic groups in Latin America.

December

Sunderesh S. Heragu (Rensselaer Polytechnic Institute Troy, New York). A framework and methodology for layout conversion.

Amanda Perry (University of London). Globalisation, law and social theory.

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