Acknowledgements

Many people contributed to this first LSM Research Report based upon the scientific activities of members of the Louvain School of Management, the joint management school of four Belgian Universities (UCL in Louvain-la-Neuve, FUCaM in Mons, FUNDP in Namur and FUSL in Brussels). First, this report would not have been possible without the help of the faculty and the researchers who describe their research projects in Chapter 2. Then special thanks are to be given to the Research Committee as well as to the Directors of the Centers of Excellence for their valuable constructive criticism that they have given to me.

Last but not least, I especially appreciated the efficient assistance of Sandrine Delhaye whose work was invaluable to me in the coordination of this time-consuming work involving a lot of contacts with the whole staff.

Rudy De Winne
Director of Research
# Table of contents

**Introduction** ............................................................................................................... 5

**Chapter 1: Research organization at the Louvain School of Management** .......... 6

1. Center for Supply Chain Management (CESCM) ......................................................... 8
2. Center for Studies in Asset Management (CESAM) ....................................................... 10
3. Center for Research in Entrepreneurial Change and Innovative Strategies (CRECIS) ... 13
4. Pole of Research on Information and Services Management and Engineering (PRISME) 16
5. Center on Consumers, Markets and Society (CCMS) ................................................ 19

**Chapter 2: Research Projects at the Louvain School of Management** .......... 22

<table>
<thead>
<tr>
<th>CESCM - Center for Supply Chain Management</th>
<th>23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supply Chain Management</td>
<td>24</td>
</tr>
<tr>
<td>Optimization models in management</td>
<td>26</td>
</tr>
<tr>
<td>Transport economics and network models</td>
<td>28</td>
</tr>
<tr>
<td>Multi-Modal Transportation and Supply Chain Management</td>
<td>30</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CESAM - Center for Studies in Asset Management</th>
<th>32</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managing Credit Risk</td>
<td>33</td>
</tr>
<tr>
<td>Financial Market Quality</td>
<td>34</td>
</tr>
<tr>
<td>Internal Auditing and Corporate Governance</td>
<td>36</td>
</tr>
<tr>
<td>International finance</td>
<td>38</td>
</tr>
<tr>
<td>Monetary union and interdependencies between the Member states: the Euro zone case</td>
<td>39</td>
</tr>
<tr>
<td>Taxation of Corporate and Capital Income in Europe</td>
<td>40</td>
</tr>
<tr>
<td>Economics and Management of Higher Education and Research</td>
<td>42</td>
</tr>
<tr>
<td>Venture capital and private equity</td>
<td>44</td>
</tr>
<tr>
<td>Managing risk in financial intermediaries</td>
<td>46</td>
</tr>
<tr>
<td>Analysis of public policies intended to improve regional or country attractiveness for capital in a context of competition</td>
<td>48</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CRECIS - Center for Research in Entrepreneurial Change and Innovative Strategies</th>
<th>49</th>
</tr>
</thead>
<tbody>
<tr>
<td>Innovative strategies and intellectual property rights management</td>
<td>50</td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>51</td>
</tr>
<tr>
<td>Managing organizational innovation and change processes</td>
<td>54</td>
</tr>
<tr>
<td>Social dialogue and collective bargaining</td>
<td>56</td>
</tr>
<tr>
<td>Comparative industrial relations</td>
<td>58</td>
</tr>
<tr>
<td>What is a ‘fair organisation’? Principles of justice in contemporary organisations</td>
<td>60</td>
</tr>
<tr>
<td>Corporate governance in SMEs</td>
<td>61</td>
</tr>
<tr>
<td>Work, political action and subjectivity – renewing global regulations in individualized societies</td>
<td>62</td>
</tr>
<tr>
<td>Organizational change within healthcare organizations</td>
<td>64</td>
</tr>
<tr>
<td>Exploring semantic fields</td>
<td>65</td>
</tr>
<tr>
<td>Change in organization: evolution, resilience and robustness</td>
<td>66</td>
</tr>
<tr>
<td>Coordination in emergency situations: Structures – Interactions - Sensemaking</td>
<td>67</td>
</tr>
<tr>
<td>Archetypic systemic in organization: psychogenesis of organizational culture</td>
<td>69</td>
</tr>
<tr>
<td>Management of Sport Organizations</td>
<td>70</td>
</tr>
<tr>
<td>Economics of intellectual property rights</td>
<td>72</td>
</tr>
<tr>
<td>Critical Management Studies</td>
<td>73</td>
</tr>
<tr>
<td>Managing new forms of work organization</td>
<td>75</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PRISME - Pole of Research on Information and Services Management and Engineering</th>
<th>77</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conceptual modeling of user interfaces to workflow information systems</td>
<td>78</td>
</tr>
<tr>
<td>Business process modeling and user interfaces design</td>
<td>80</td>
</tr>
<tr>
<td>ErgoFace: user interface development life cycle with usability engineering</td>
<td>82</td>
</tr>
</tbody>
</table>
Chapter 3: Publications of the Louvain School of Management

Other
Socio-economic analysis of environmental resources

Chapter 3: Publications of the Louvain School of Management

Appendix: LSM JOURNAL RANKING

Keywords
Introduction

The Louvain School of Management (LSM) is the joint management school of four Belgian Universities (UCL in Louvain-la-Neuve, FUCaM in Mons, FUNDP in Namur and FUSL in Brussels). It is located at the center of Europe, close to the EU institutions and to the headquarters of major international companies. With more than 200 full-time professors and researchers, the school defines itself as a top internationally-oriented university-based school of management. It attracts, in its Master programs taught in French and in English and its doctoral school, about 1000 regular and 200 exchange students yearly. Its research, mainly organized within centers of excellence, produces about 100 papers published in international journals and delivers about 15 PhD’s, yearly. Its portfolio of executive education programs including a well-known international EMBA and a large set of research contracts and chairs connect the school faculties with the business community on an every-day basis.

Launched in 2007, the Louvain School of Management publishes here its first research report built upon the activities from its four campuses. As illustrated in this document, our professors and researchers have developed close partnerships with companies. With about 40 professors and researchers, each of our five Centers of Excellence focuses on an advanced field of expertise. In 2007, our research teams published about 30 articles in top journals that are unanimously acknowledged on the international scene to be the best in their fields.

Fourteen chairs help the Louvain School of Management to develop high-level research activities and insert its centers of excellence in international networks. Among these chairs, the International Chair (300,000 EUR) and the Berghmans Chair (300,000 EUR) aims at developing the international scope of the Louvain School of Management. The twelve other chairs are distributed among the Centers of Excellence. Chapter 1 provides the list of chairs associated with each Center of Excellence.

This report is structured along our 5 Centers of Excellence (i.e. Center for Supply Chain Management, Center for Studies in Asset Management, Center for Research in Entrepreneurial Change and Innovative Strategies, Center on Consumers, Markets and Society) and is organized as follows. Chapter 1 gives an overview of research organization at the Louvain School of Management and presents its centers of excellence. Chapter 2 describes, in a non technical way, the research projects in progress within the different centers. Chapter 3 provides a list of publications of the School for the calendar year 2007.
Chapter 1: Research organization at the Louvain School of Management
As a University-based Business School, research plays an essential role within the Louvain School of Management. LSM faculty aims at continuously developing knowledge, analysis and resolution methods to study management and organizational questions and problems. As academics, the process and output of these activities are cornerstones of our strategy.

In order to increase its international recognition, research at the Louvain School of Management is centered on five areas that have been identified as strategic priorities for the School. Although research activities are not limited to these priority areas, research is organized around five Centers of Excellence corresponding to the strategic priorities:

- The Center for Supply Chain Management (CESCM)
- The Center for Studies in Asset management (CESAM)
- The Center for Research in Entrepreneurial Change and Innovative Strategies (CRECIS)
- The Pole of Research on Information and Services Management and Engineering (PRISME)
- The Center on Consumers, Markets and Society (CCMS)

The integration of four university management departments allows the Centers of Excellence to reach a critical mass (about 40 full-time faculty members and researchers each). Those Centers allow the School to develop a distinctive expertise, relevant for both the international scientific community and the corporate world.

Furthermore, the School is working closely with other research centers within and outside the University (e.g. the Centre for Operations Research and Econometrics – CORE) through the research activities of its Associate Professors.

As a consequence of our strategy, a clear improvement of the research output is observed, both in quantity and quality. The School’s research activities have also benefited from a growing support of corporations through additional chairs, partnerships and research contracts.

A short description of the LSM Centers of Excellence is given hereafter.
1. **Center for Supply Chain Management (CESCM)**

1.1. **Presentation**

The center performs research, development and advanced teaching in all areas of supply chain management, both modeling, optimization, systems and strategy and offers its services in these areas to industrial firms in Belgium.

CESCM gathers a critical mass of faculty, researchers and experts in the field "supply chain management" (SCM). The definition of SCM is interpreted broadly to cover all aspects of production, logistics, transport and the supplier relations. It combines operations management, management science and industrial organization in a systematic attempt to understand, model and support the multi-level organizational behavior. CESCM research is in particular oriented towards:

- Empirical analysis, the economic and systemic modeling of inter-organizational relations and policy making processes
- The study and development of methodologies and techniques for the decision support systems at all hierarchical levels of the chain the study, modeling and optimization of systems of decentralized or distributed coordination.

1.2. **Members**

<table>
<thead>
<tr>
<th><strong>Senior researchers</strong></th>
<th><strong>Junior researchers</strong></th>
<th><strong>Post-doc researchers</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Per AGRELL</td>
<td>Fatiha ABBES-ORABI</td>
<td>Sabine LIMBOURG</td>
</tr>
<tr>
<td>Paul BELLEFLAMME</td>
<td>Quentin BOTTON</td>
<td>Duy Tai NGUYEN (part-time, also in PRISME)</td>
</tr>
<tr>
<td>Philippe CHEVALIER</td>
<td>Xavier BRUSSET</td>
<td>Hongying FEI</td>
</tr>
<tr>
<td>Marc FOURNY</td>
<td>Jean-Philippe CORDIER</td>
<td></td>
</tr>
<tr>
<td>Bart JOURQUIN</td>
<td>Thomas CREPIN</td>
<td></td>
</tr>
<tr>
<td>Etienne LOUTE</td>
<td>Christine DI MARTINELLY</td>
<td></td>
</tr>
<tr>
<td>François LOUVEAUX</td>
<td>Arnauld HANSET</td>
<td></td>
</tr>
<tr>
<td>Nadine MESKENS</td>
<td>Galina IASSINOVSKAIA</td>
<td></td>
</tr>
<tr>
<td>Manuel KOLP (part-time, also in PRISME)</td>
<td>Jonathan LECHIEN</td>
<td></td>
</tr>
<tr>
<td>Fouad RIANE</td>
<td>Mathias LORENZ</td>
<td></td>
</tr>
<tr>
<td>Georges SCHEPENS</td>
<td>Alexandre MOLLET</td>
<td></td>
</tr>
<tr>
<td>Pierre SEMAL</td>
<td>Jorge PINNA PUISSANT</td>
<td></td>
</tr>
<tr>
<td>Laurence WOLSEY</td>
<td>Benoît ROLAND</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Géraldine STRACK</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Jean-Sébastien TANCRED</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Thi Ai Vi TRAN</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hakan ÜMIT</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fabio USAI</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Jean-Christophe VAN DEN</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SCHRIECK</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Julie VONCK</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Yves WAUTELET</td>
<td></td>
</tr>
</tbody>
</table>
1.3. Top publications during 2003-2007


1.4. Figures

![CESCM Research Output in 2007](image)

1.5. Doctoral dissertations completed in 2007

- NGUYEN Duy Tai: A Methodological Framework for Developing and Composing Business Services – Louvain-La-Neuve – M. Kolp (see below PRISME)

- LIMBOURG Sabine : Planification stratégique de systèmes de transport de marchandises en Europe – Mons – B. Jourquin

1.6. Partnership

- CESCM has a strong partnership with L’Oréal in supply chain management (330,000 EUR; holder: Prof. Semal).
2. **Center for Studies in Asset Management (CESAM)**

2.1. **Presentation**

The Center for Studies in Asset Management is an inter-university platform that brings together faculty members and affiliates in finance of the Louvain School of Management (LSM). The Center aims at enhancing the national and international visibility of the research activities of its members as well as of the School in general.

The general theme is the theory and practice of “Asset Management”. This includes portfolio management of financial as well as real assets. In line with recent trends in financial services, it includes assets such as traditional financial assets (debt and equity), real estate, private equity, pension assets and foreign exchange reserves. The Center aims at analyzing management of investment funds, assets of institutional investors, central bank reserves and various government assets. Further important research topics are market microstructure, mergers and acquisitions transactions and insider trading. This Center therefore covers research topics on asset management pertaining to asset pricing, volatility and investment, audit and controlling, risk management, corporate finance, international finance and mathematical finance.

Next to their research and teaching activities, members maintain strong links to practitioners and professional associations.

2.2. **Members**

<table>
<thead>
<tr>
<th><strong>Senior researchers</strong></th>
<th><strong>Junior researchers</strong></th>
<th><strong>Post-doc researchers</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Nihat AKTAS</td>
<td>Carine AUSSLETT</td>
<td>Christophe MAJOIS</td>
</tr>
<tr>
<td>Marie Claire CAPIAU-HUART</td>
<td>Renaud BEAUPAIN</td>
<td></td>
</tr>
<tr>
<td>Anouk CLAES</td>
<td>Yannick DE HARLEY</td>
<td></td>
</tr>
<tr>
<td>Yves DE RONGÉ</td>
<td>Christophe DISPAS</td>
<td></td>
</tr>
<tr>
<td>Pierre DEVOLDER</td>
<td>Jean-Yves FIBIEN</td>
<td></td>
</tr>
<tr>
<td>Rudy DE WINNE</td>
<td>Séverine HERMANN</td>
<td></td>
</tr>
<tr>
<td>Catherine D'HONDIT</td>
<td>Gael IMAD'EDDINE</td>
<td></td>
</tr>
<tr>
<td>Marcel GÉRARD</td>
<td>Fabien LABONANCE</td>
<td></td>
</tr>
<tr>
<td>Pierre GIOT</td>
<td>Laury LAMBOT</td>
<td></td>
</tr>
<tr>
<td>Nathalie GILSON</td>
<td>Caroline PAQUER</td>
<td></td>
</tr>
<tr>
<td>Jean-Yves GNADO</td>
<td>Savina PRINCE</td>
<td></td>
</tr>
<tr>
<td>Philippe GRÉGOIRE</td>
<td>Ilham RIACHI</td>
<td></td>
</tr>
<tr>
<td>Christelle LECOURT</td>
<td>Fernando RUIZ</td>
<td></td>
</tr>
<tr>
<td>Michel LEVASSEUR</td>
<td>Vassilis SAMARAS</td>
<td></td>
</tr>
<tr>
<td>Mikael PETITJEAN</td>
<td>Luc SIMÉONS</td>
<td></td>
</tr>
<tr>
<td>Isabelle PLATTEN</td>
<td>Charlie TCHINDA</td>
<td></td>
</tr>
<tr>
<td>Gerrit SARENS</td>
<td>Giorgio TESOLIN</td>
<td></td>
</tr>
<tr>
<td>Armin SCHWENBACHER</td>
<td>Olivier VERCRUYSE</td>
<td></td>
</tr>
<tr>
<td>Charles VAN</td>
<td></td>
<td></td>
</tr>
<tr>
<td>WYMEERSCH</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
2.3. Top publications during 2003-2007


2.4. Figures

<table>
<thead>
<tr>
<th>CESAM Research Output in 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number</td>
</tr>
<tr>
<td>60</td>
</tr>
<tr>
<td>50</td>
</tr>
<tr>
<td>40</td>
</tr>
<tr>
<td>30</td>
</tr>
<tr>
<td>20</td>
</tr>
<tr>
<td>10</td>
</tr>
<tr>
<td>0</td>
</tr>
<tr>
<td>Published Scientific Articles</td>
</tr>
<tr>
<td>Published Professional Articles</td>
</tr>
<tr>
<td>Books</td>
</tr>
<tr>
<td>Book Chapters</td>
</tr>
</tbody>
</table>

2.5. Doctoral dissertations completed in 2007

- HAINAUT Donatien: Individual and Institutional Asset Liability Management – Louvain-La-Neuve - P. Devolder

- KALALA TSHIMPAKA Frédéric: La restructuration de l'espace microfinancier du Kivu (R. D. Congo): pistes d'une intermédiation efficace – Louvain-La-Neuve – P. Dubois


- NIYUBAHWE Alain: Désinvestissements et création de valeur: Analyse des facteurs explicatifs – Louvain-La-Neuve - Ph. Grégoire
2.6. Chairs and large partnerships

The chairs associated with the CESAM are listed below:

- Axa Chair in asset and liability management of insurance risks (150,000 EUR; holder: Prof. Devolder)
- Fortis Chair in actuarial science (320,000 EUR; holder: Prof. Devolder)
- PriceWaterHouseCoopers Partnership in Asset Management (70,000 EUR; supervised by Prof. Schwienbacher)
3. **Center for Research in Entrepreneurial Change and Innovative Strategies (CRECIS)**

3.1. **Presentation**

Organizations are permanently challenging their strategic capabilities and their management skills. Small or large, hi or low tech, all of them incorporate innovation and change in their core business practices. The CRECIS was founded at the IAG (UCL) and his mission is to explore innovative strategies and to draw up strategic implications for the future of European corporations to support competitive advantages. With the foundation of the Louvain School of Management, the ReCCoM (FUNDP) and some CeRIO’s members (FUCaM) joined the CRECIS research activities. We build up a unique **multidisciplinary** expertise and help decision makers to develop strategic capabilities based upon innovativeness and change. We develop a strategic approach of organizations through three angles:

1. The analysis of organizational designs allowing innovative strategies management;
2. A reflection on the entrepreneurial spirit and responsible behaviours as guidelines for managers using these new strategic applications;
3. The study of organizational change, including crises studies.

Its orientation follows two main guidelines:

1. CRECIS is a multidisciplinary research centre. Members are experts in the fields of management in all dimensions of strategic transformations (change, crisis, entrepreneurship, innovation, human resources).

2. CRECIS is an applied research centre. Activities are oriented towards a balanced mix of academic research and dialogue with the business community.
3.2. Members

<table>
<thead>
<tr>
<th>Senior researchers</th>
<th>Junior researchers</th>
<th>Post-doc researchers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Régis COEURDEROY</td>
<td>Sophie BACQ</td>
<td></td>
</tr>
<tr>
<td>Alain VAS</td>
<td>Patrick BAKENGELA</td>
<td></td>
</tr>
<tr>
<td>Paul BELLEFLAMME</td>
<td>Olga BELOUSOVA</td>
<td></td>
</tr>
<tr>
<td>Thierry BRECHET</td>
<td>Mahamadou BIGA D.</td>
<td></td>
</tr>
<tr>
<td>Annick CASTIAUX (part-time also in PRISME)</td>
<td>Luc DA GBADJI</td>
<td></td>
</tr>
<tr>
<td>André de BETINUE</td>
<td>Yannick DE HARLEZ</td>
<td></td>
</tr>
<tr>
<td>Nathalie DELOBBE</td>
<td>Valérie DUPLAT</td>
<td></td>
</tr>
<tr>
<td>Yves DE RONGE</td>
<td>Olivier GIACOMIN</td>
<td></td>
</tr>
<tr>
<td>Benoit GAILLY</td>
<td>Julie HERMANS</td>
<td></td>
</tr>
<tr>
<td>Laurent GATOT</td>
<td>Amélie JACQUEMIN</td>
<td></td>
</tr>
<tr>
<td>Jean-Marie JACQUES</td>
<td>Mélanie LATIERS</td>
<td></td>
</tr>
<tr>
<td>Frank JANSEN</td>
<td>Thomas LEDERER</td>
<td></td>
</tr>
<tr>
<td>Evelyne LEONARD</td>
<td>Sylvain LUC</td>
<td></td>
</tr>
<tr>
<td>Armand SPINEUX</td>
<td>Albert LWANGO</td>
<td></td>
</tr>
<tr>
<td>Laurent TASKIN</td>
<td>Christophe LEJEUNE</td>
<td></td>
</tr>
<tr>
<td>Anne WALEMACQ</td>
<td>Nicolas NEYSEN</td>
<td></td>
</tr>
<tr>
<td>Thierry ZINTZ</td>
<td>Raphaël PARE</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cécile SCHMIT</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nathalie VANDENBROUCKE</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Mathieu WINAND</td>
<td></td>
</tr>
</tbody>
</table>

3.3. Top publications during 2003-2007


3.4. Figures

![CRECIS Research Output in 2007](image)

3.5. Doctoral dissertations completed in 2007


- DION Delphine: *Quels champs d’action pour les Directeurs des Ressources Humaines locaux dans les multinationales étrangères ?* – Louvain-La-Neuve – E. Léonard

- TASKIN Laurent: *Les enjeux de la déspatialisation pour le management humain: Vers de nouveaux modes de contrôle?* – Louvain-La-Neuve – A. Spineux

3.6. Chairs and large partnerships

The chairs associated with the CRECIS are listed below:

- Brederode Chair in Entrepreneurship (480,000 EUR; holder: Prof. Janssen)
- ING Chair in e-management (550,000 EUR; holder: Prof. Vas)
- KBL-CBC Chair in Change Management (750,000 EUR; holder: Prof. Vas)
- Lhoist Berghmans Chair in Environmental Economics and Management (2,100,000 EUR; holder: Prof. Bréchet)
- Olympic Chair Inbev Baillet Latour (125,000 EUR; holder: Prof. Zintz)
- Solvay Partnership in corporate entrepreneurship (625,000 EUR; holder: Prof. Gailly)
4. Pole of Research on Information and Services Management and Engineering (PRISME)

4.1. Presentation

On the bases of the various expertises of the Centre’s members, the Centre will focus on the theme “Computer-enabled services”, i.e. services that emerge through ICTs. Both management and computer sciences skills will be required to develop such a theme.

Based on historical experience in IS education and research in our different universities, our centre of excellence is devoted to the continuous development of high-level competencies and expertises in the engineering and management of organisational information systems. We reach this objective by:

- A research policy favouring academic excellence and recognition through publications in top-ranking journals;
- A strong anchor in the corporate world through applied research projects and educational partnerships (e.a. with SAP, IBM,…);
- A master program dedicated to information management where many members of the centre are involved;
- Participation in various executive education programs at an international level as well as organisation of training days especially dedicated to local economic actors (as e-business days, for instance).

The expertises of the centre members allow the study of organisational information systems both from a managerial perspective and from an engineering perspective. Such a cross-disciplinary approach is essential in a field where a focus on a single side has long led to myopic research results, neglecting either the organisation needs or the technological constraints. We believe in the strength and the necessity of cross-disciplinarity for developing new knowledge in the recently growing axes of this field.

In particular, we intend at focusing our common research effort on computer-based services. As a matter of fact, the evolution of our economy demonstrates the rising importance of service, information systems playing an important role in this trend. Famous IT companies (IBM, HP, etc.) have underlined the necessity to develop cross-disciplinary knowledge in this field. Our centre of excellence intends to contribute to this development.
### 4.2. Members

<table>
<thead>
<tr>
<th>Senior researchers</th>
<th>Junior researchers</th>
<th>Post-doc researchers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annick CASTIAUX (part-time, also in CRECIS)</td>
<td>Youssef ACHBANY</td>
<td>Jérôme CALLUT</td>
</tr>
<tr>
<td>Stéphane FAULKNER</td>
<td>Mohanad AL-JABARI</td>
<td>Adrien COYETTE</td>
</tr>
<tr>
<td>Manuel KOLP (Part-time, also in CESCM)</td>
<td>Pierre-Yves ANSIAS</td>
<td>Suzanne KIEFFER</td>
</tr>
<tr>
<td>Marco SAERENS</td>
<td>Oguz AYDOGMUS</td>
<td>Michael MRISSA</td>
</tr>
<tr>
<td>Georges SCHEPENS</td>
<td>Stéphane DEHOUSSE</td>
<td>François FOUSS</td>
</tr>
<tr>
<td>Philippe THIRAN</td>
<td>Alain EJZYN</td>
<td>Duy Tai NGUYEN (Part-time, also in CESCM)</td>
</tr>
<tr>
<td>Thierry VAN DEN BERGHE</td>
<td>Kevin FRANCOISSE</td>
<td></td>
</tr>
<tr>
<td>Jean VANDERDONCKT</td>
<td>Juan Manuel GONZALEZ CALLEROS</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Josefine GUERRERO GARCÍA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Julie HERMANS</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Caroline HERSSENS</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hang Thi Thuy HOANG</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Ivan JURETA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sodany KIV</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Christophe LEMAIGRE</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sophie LEPREUX</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Carlos LUCO</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Francisco Javier</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MARTÍNEZ RUIZ</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Maria Liliana Marulanda SERNA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hildeberto MENDONCA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Oscar SERRATE</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Kênia Soares SOUSA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Adrian STANCIULESCU</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Caroline THILL</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Yves WAUTELET</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Marco WINCKLER</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Olaf WITKOWSKI</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Luh YEN</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Thi Ai Vi TRAN</td>
<td></td>
</tr>
</tbody>
</table>

### 4.3. Top publications during 2003-2007


4.4. Figures

**PRISME Research Output in 2007**

<table>
<thead>
<tr>
<th>Number</th>
<th>Published Scientific Articles</th>
<th>Papers in conferences</th>
<th>Books</th>
<th>Book Chapters</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>18</td>
<td>27</td>
<td>5</td>
<td>29</td>
</tr>
</tbody>
</table>

4.5. Doctoral dissertations completed in 2007

✓ COYETTE Adrien: *A Methodological Framework for Multi-Fidelity Sketching for User Interfaces* – Louvain-La-Neuve – J. Vanderdonckt, M. Kolp

✓ FOUSS François: *Measures of similarity on graphs: Investigation and application to collaborative recommendation* – Louvain-La-Neuve – M. Saerens

✓ NGUYEN Duy Tai: *A Methodological Framework for Developing and Composing Business Services* – Louvain-La-Neuve – M. Kolp (see above CESCM)
5. **Center on Consumers, Markets and Society (CCMS)**

5.1. **Presentation**

The Center on Consumers, Markets and Society (CCMS) focuses on both the demand and supply sides of marketing. Both perspectives are investigated into the light of ethics and responsibilities of any partner in a vast range of marketing transactions or activities.

Questions related to consumer’s welfare and/or protection against some marketing practices are more and more often brought to the fore. To provide responses to these interrogations, research is needed, on consumers and on markets. This strong societal philosophy is the connecting link between actual and future activities of the CCMS’ members. Goods and services in profit and non-profit industries are studied and this, in national, European and international environments and for B2C and B2B markets.

To provide a comprehensive understanding of consumers, we aim at both individuals and groups, young people, teens and adults as well as neglected segments like disabled people or consumer activists. Original fields of research such as leisure, culture and tourism are included. The focus will be the consumption in itself or the shopping behaviour. Aspects related to judgments and decision making and reactions (cognitive and affective) to persuasive communications or responsible consumption and social marketing are included as well. Collaborations between CCMS’ members on these issues already exist (may issues are interrelated) and more synergies will be created and made possible by the creation of the CCMS.

In order to study the markets, companies and intermediaries, a comprehensive point of view is adopted too and justified by the past, current and future activities of the CCMS’ members. In addition, the study of the markets is not independent from the study of consumers, these two “sides” being connected. The research agenda includes internationalisation and globalization, efficiency of offline and online market/retail channels, price and promotion management, advertising and communication, brand and product management, performance diagnosis through a TQM (total quality management) approach. Again these issues are not studied in isolation, collaborations and synergies already exist and will be reinforced by the creation of the CCMS.

More globally, activities of the CCMS articulate around the following ones: scientific research, participation to symposia and conferences, publications of international level, training and supervision of doctoral students, hosting of researchers and of guest professors, involvement in national and international research networks, organization of seminaries and symposia, executive education and business partnerships.
5.2. Members

<table>
<thead>
<tr>
<th>Senior researchers</th>
<th>Junior researchers</th>
<th>Post-doc researchers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alain DECROP</td>
<td>Stéphanie ABS</td>
<td>Caroline DUCARROZ</td>
</tr>
<tr>
<td>Christian DERBAIX</td>
<td>Anne-Laure BARTIER</td>
<td></td>
</tr>
<tr>
<td>Olivier DE BROQUEVILLE</td>
<td>Max BIENFAIT</td>
<td></td>
</tr>
<tr>
<td>Chantal DE MOERLOSE</td>
<td>Karine CHARRY</td>
<td></td>
</tr>
<tr>
<td>Maarten GIJSENBERG</td>
<td>Isabelle COPPENS</td>
<td></td>
</tr>
<tr>
<td>Fabienne GUERRA</td>
<td>Maud DERBAIX</td>
<td></td>
</tr>
<tr>
<td>Anne-Cécile JEANDRAIN</td>
<td>Kenneth DE ROECK</td>
<td></td>
</tr>
<tr>
<td>Claude PECHEUX</td>
<td>Nicolas FIRZLI</td>
<td></td>
</tr>
<tr>
<td>Patrick SCARMURE</td>
<td>Chloé GENTILINI</td>
<td></td>
</tr>
<tr>
<td>Isabelle SCHUILING</td>
<td>Mehdi GHERBI</td>
<td></td>
</tr>
<tr>
<td>Nidia SINIGAGLIA</td>
<td>Marie KINDT</td>
<td></td>
</tr>
<tr>
<td>Valérie SWAEN</td>
<td>Emerence LEHEUT</td>
<td></td>
</tr>
<tr>
<td>Pietro ZIDDA</td>
<td>François MAON</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Patricia NISOL</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Friedrich PÉTRÉ</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Jean-Marc ZIEGLER</td>
<td></td>
</tr>
</tbody>
</table>

5.3. Top publications during 2003-2007


5.4. Figures

CCMS Research Output in 2007

5.5. Doctoral dissertation completed in 2007

✔ DUCARROZ Caroline: Essays on Online Auction Design and Bidding Behavior – Mons – P. Scarmure, N. Sinigaglia

5.6. Chairs and large partnerships

The chairs associated with the CCMS are listed below:

- Belgacom Chair in Corporate Social Responsibility (340,000 EUR; holder: Prof. Swaen)
- Suez Partnership in Marketing (90,000 EUR; holder: Jan Noterdaeme)
Chapter 2: Research Projects at the Louvain School of Management
CESCM - Center for Supply Chain Management

www.lsm.be/cescm/
Supply Chain Management

Research Field and Subjects

Supply Chain Management (SCM) covers all aspects of production, logistics and the supplier relations. It combines operations management, management science and industrial organisation in a systematic attempt to understand, model and support the multi-level organisational behaviour.

Our research is, in particular, oriented towards:
- empirical analysis, the economic and systemic modelling of inter-organisational relations,
- the study and development of methodologies and techniques for the decision support systems at all hierarchical levels of the chain
- the study, modelling and optimization of systems of decentralized or distributed coordination.

Services & Consultancy

The purpose of the centre of excellence in Supply Chain Management is to bring to industrial firms new methods, new management practices which will help them face the future challenges of logistics and Supply Chain Management at top and middle managerial levels. The focus is on solving issues occurring in day-to-day operations as well as to help devise new strategies.

The center received a major funding from the Walloon Region in the framework of the regional economic redeployment plan (so-called « Marshall Plan »). The objective is to develop tools for improving the efficiency of logistic operators at the regional and international level.

Senior scientists:
- Per AGRELL
- Philippe CHEVALIER
- Pierre SEMAL
- Laurence WOLSEY

Representative Publications


Partnerships & Scientific collaborations

- CESC M members are closely affiliated with CORE: Center of Operations Research and Economics and further organisational cooperation is underway
- Norwegian School of Economics and Business Administration
- Contact: K. JÖRNSTEN
- Lund University
- Contact: A. NORMANN
- K.U. Leuven
- Contact: N. VANDAELE

KEY WORDS FOR R&D

Supply Chain Management
Operations management
Coordination
Production planning
Queueing models
Mixed integer programming

SENIOR SCIENTISTS

Per AGRELL
per.agrell@uclouvain.be
Tel. 32 (0) 10 47 83 65

Philippe CHEVALIER
philippe.chevalier@uclouvain.be
Tel. 32 (0) 10 47 83 96

Pierre SEMAL
pierre.semal@uclouvain.be
Tel. 32 (0) 10 47 83 66

Laurence WOLSEY
laurence.wolsey@uclouvain.be
Tel. 32 (0) 10 47 83 66

WEB SITES

www.lsm.be/cescm/
www.poms.ucl.ac.be/CESCM/index
www.core.ucl.ac.be
Optimization models in management

Research Field and Subjects

Operations research models have widely been used to build decision aid tools in real life situations.

Optimization plays a central role in this context: indeed, possible decisions can often be represented by a set of numerical constraints, and the decisions sought are then found as those that minimize or maximize a given numerical criterion, function of the decision variables. Optimization modelling can thus be applied in many different areas of management (logistics, production planning, marketing, finance, ...).

Some examples of recent projects include: finding the optimal staffing level when combining flexible and specialized workforce, determining optimal routes for delivery vehicles, optimizing lot sizes for production planning, etc.

In each case, we focus on solving larger and larger problems, allowing us to modelling more and more realistic situations with greater detail.

Recent progress in this respect has been impressive. For example, linear optimization problems that might have taken a month to solve fifteen years ago are now routinely solved in a few seconds on a desktop machine.

Services & Consultancy

The Center for Operations Research and Econometrics (CORE), established more than forty years ago, is widely recognized as a leading research center for optimization. CORE has been a partner for many national and European research projects. The centre is also collaborating with various companies (mostly SMEs) for research projects jointly funded by the Walloon Region.

Representative Publications

CHEVALIER, P., VAN DEN SCHRIECK, J-C. «Optimizing the staffing and routing of small size hierarchical call-centers. », Production and Operations Management, forthcoming


Partnerships & Scientific collaborations

- Routing International
- N-Side

KEY WORDS FOR R&D

Operations research
Modelling
Optimization
Production planning
Queueing models
Mathematical programming
Mixed integer programming

SENIOR SCIENTISTS

Per AGRELL
Philippe CHEVALIER
François GLINEUR
Laurence WOLSEY
Research Field and Subjects

The research Group "Transport & Mobility" (GTM) was created in 1990 in order to develop research in transport economics. The members of the research group participate in regular and occasional teaching programs in transportation economics. The main activities are oriented towards:

- Cost-Benefit and Multicriteria analysis for evaluation of transport infrastructures
- Network analysis with the development of a Trans-European multimodal network software (Nodus) including four modes (rail, road and inland waterways and short-sea shipping) over all the European countries
- Analysis of the relative importance and of the equivalent monetary value of the qualitative attributes of transports: reliability, flexibility, time, safety, and frequency.

Services & Consultancy

GTM has been involved in a large number of Regional, Federal or European Research projects, among which, for 2007, the TransLogisTIC consortium, a project founded in the framework of the « Marshall Plan for Wallonia » or a consultancy project financed by the Brussels government which aims at developing an optimal taxation scheme for cars that takes their emissions into account.

Representative Publications


Partnerships & Scientific collaborations

- BELSPO project LIMOBEL (2007-2001) with the Belgian Planning bureau and VITO, which aim is to help the government in its decision process related to transport, taking into account various government objectives.

- BELSPO project DSSITP (2007-2009) with the VUB and Uhasselt. The objectives of this project are to find ways to enhance the growth of intermodal barge and rail transport.

- BELSPO project ADICCT (2007-2001) with the UGhent, UA (Antwerp) and UCL. The objective of this project is to improve public and private decision-making and guide investments in employer-based commuter transport schemes.

KEY WORDS FOR R&D
Transport
Networks
Freight
Intermodal
Location
Cost-benefit

SENIOR SCIENTISTS

Michel BEUTHE
Michel.beuthe@fucam.ac.be
Tel. 32 (0) 65 32 32 96

Bart JOURQUIN
Bart.jourquin@fucam.ac.be
Tel. 32 (0) 65 32 32 93

Sabine LIMBOURG
Sabine.limbourg@fucam.ac.be
Tel. 32 (0) 65 32 32 97

WEB SITES

www.lsm.be/cescm/
www.fucam.ac.be/gtm
**Multi-Modal Transportation and Supply Chain Management**

**Research Field and Subjects**

We conduct research in both micro- and macro-economic fields of transport and supply chain management. The purpose is to help shippers and carriers better coordinate their operations to reduce inefficiencies by sharing information on schedules, changes, incidents and modal choices.

This project is funded through the TransLogisTIC Project, part of the Logistics in Wallonia Cluster within the Walloon Marshall Plan. Together with ULg, we develop information systems and optimization algorithms of logistic resources in a multi-modal environment: information sharing between shippers and carriers, fleet management and empty-repositioning. Modeling of multi-modal transport networks using both flows, frequencies, direction and costs is developed at the Research group GTM in FUCaM.

**Representative Publications**


**Senior scientists:**
- Xavier BRUSSET
- Yves WAUTELET
- Jean-Charles LANGE
- Bart JOURQUIN
- Galina IASSINOVSKAIA
- Fabio USAI
- Alassane NDIAYE
- Charlemagne DANOH

**Partnership & Scientific collaboration**

TransLogisTIC Research Project

**KEY WORDS FOR R&D**

Multi-modal tracking
Information sharing
Collaboration
Algorithmic optimization

**SENIOR SCIENTISTS**

Xavier BRUSSET
xavier-brusset@uclouvain.be
Tel. 32 (0)10 47 83 63

Yves WAUTELET
yves.wautelet@uclouvain.be
Tel. 32 (0) 10 47 83 81

Jean-Charles LANGE
jean-charles.lange@uclouvain.be
Tel. 32 (0)10 47 83 63

Bart JOURQUIN
bart.jourquin@fucam.ac.be
Tel. +32 (0)65 32.32.93

Galina IASSINOVSKAIA
iassinovskaia@fucam.ac.be
Tel. +32 (0)65 32.32.11
CESAM - Center for Studies in Asset Management

www.lsm.be/cesam/
Managing Credit Risk

Research Field and Subjects

The recent turmoil in the financial markets has brought the cluster effect of credit events into public sight and increased the importance of credit risk diversification in loan and bond portfolios. This research therefore focuses on credit spreads, and studies their correlation structure.

In the past two decades, numerous credit derivatives were launched to capture the need to hedge credit risk. These new products give companies and financials the opportunity to manage credit risk in a similar way as they do market risk. The most popular one, the Credit Default Swap, has experienced an exponential growth. We study this product, analyze the pricing of this financial derivative and now focus its on the market performance. More specifically, we are now investigating whether credit events exhibit industry and/or country effects.

Services & Consultancy

- Banks
- Investment Companies

Representative Publications


Partnership & Scientific collaboration

- University of Antwerp

KEY WORDS FOR R&D

Credit Risk
Credit Spreads
Credit Spread Correlation Structure
Credit Default Swaps

SENIOR SCIENTIST

Anouk CLAES
claes@fusl.ac.be
Tel. 32 (0) 2 787 03 15

WEB SITE

www.lsm.be/cesam/
Financial Market Quality

Research Field and Subjects

The ‘Financial Market Quality’ project deals with four related issues: efficiency, liquidity, transaction costs and transparency. Within those themes, we focus on the following subjects: the determinants of liquidity dynamics, the impact of the Markets in Financial Instruments Directive (MiFID), the use of hidden orders, the role of anonymity. Those questions are addressed through empirical and experimental methods.

Services & Consultancy

- Exchanges
- Banks
- Investment companies
- Insurance companies
- Pension companies
- Indexing companies

Representative Publications


Senior scientists:
- Rudy DE WINNE
- Catherine D’HONDST
- Pierre GIOT
- Christophe MAJOIS
- Mikael PETITJEAN


**Awards**

- 2003 French Finance Association-Euronext thesis award
- 2005 Joseph de la Vega prize (prize awarded annually by the Federation of the European Stock Exchanges for the best paper on stock exchanges)

**Partnerships & Scientific collaborations**

- BNB
- St Gallen University
- CORE
- University of Toulouse 1
- EDHEC Risk and Asset Management Research Centre
- NYSE-Euronext

**KEY WORDS FOR R&D**

- Trading costs
- Liquidity
- Transparency
- MiFID
- Price discovery
- Market efficiency
- Hidden orders

**SENIOR SCIENTISTS**

Rudy DE WINNE  
* rudy.dewinne@fucam.ac.be  
* Tel. 32 (0)65 32 33 34

Catherine D’HONDT  
* catherine.dhondt@fucam.ac.be  
* Tel. 32 (0)65 32 33 39

Pierre GIOT  
* pierre.giot@fundp.ac.be  
* Tel. 32 (0)81 72 48 87

Christophe MAJOIS  
* christophe.majois@fucam.ac.be  
* Tel. 32 (0)65 32 33 36

Mikael PETITJEAN  
* mikael.petitjean@fucam.ac.be  
* Tel. 32 (0)65 32 33 81

**WEB SITE**

*www.lsm.be/cesam/*
**Internal Auditing and Corporate Governance**

**Research Field and Subjects**

This research project deals with the role of internal auditing in corporate governance, both from a national and international perspective. First, the role of internal auditing in risk management, internal control and governance is investigated. Second, this project studies the interactions between the internal audit function and other parties such as the audit committee, senior managers and external auditors. Third, a staffing model to explain the size of the internal audit function is built. Fourth, the use and compliance with the internal auditing standards is studied. Fifth, implications for internal auditing education are derived. Finally, the role and status of internal auditing in the public sector (compared to the private sector) is explored. This research project combines both qualitative (case studies) and quantitative research methodologies (databases and surveys).

**Services & Consultancy**

- Benchmarking for internal auditors worldwide.
- Input for internal auditing education.
- Policy implications with respect to the role of internal auditing in corporate governance.

**Representative Publications**


VAN GILS, D., SARENS, G., DE VISSCHER, C. and SPANHOVE, J., « La régulation des activités d’audit interne dans les différentes autorités publiques belges », Pyramides, forthcoming


**Awards**


**Partnerships & Scientific collaborations**

- Bentley University (US)
- Curtin University of Technology (Australia)
- Manchester Business School (UK)
- University of Pisa (Italy)
- Cass Business School – City University London (UK)
- Katholieke Universiteit Leuven (Belgium)

**KEY WORDS FOR R&D**

*Internal auditing*  
*Corporate governance*  
*Risk management*  
*Internal control*

**SENIOR SCIENTIST**

Gerrit SARENS  
gerrit.sarens@uclouvain.be  
Tel. 32 (0) 10 47 84 41

**WEB SITES**

International finance

Research Field and Subjects

The globalization of financial systems in industrial and emerging market economies poses ongoing challenges to central banks. Our research concentrates on international finance in general and central banking in particular. More precisely, we analyze the determinants of central bank policies, with a special focus on those conducted in the foreign exchange market. Furthermore, the effectiveness of these policies is gauged. Both industrialized economies and emerging market countries are covered.

Services & Consultancy

- Central banks
- International Institutions

Representative Publications


Partnerships & Scientific collaborations

- OECD
- University Paris Dauphine
- University of Luxemburg
- University Paris X-Nanterre

KEY WORDS FOR R&D

Central bank intervention
Communication policy
Monetary policy
Sterilization

SENIOR SCIENTISTS

Jean-Yves GNABO
Jean-yves.gnabo@fundp.ac.be
Tel. 32 (0)81 72 49 02

Christelle LECOURT
Christelle.lecourt@fundp.ac.be
Tel. 32 (0)81 72 53 02

WEB SITE
www.lsm.be/cesa/
Monetary union and interdependencies between the Member states: the Euro zone case.

Research Field and Subjects

The stability of the Euro zone and the attractiveness of assets in the Euro zone partly hinge on macroeconomic conditions. Therefore it is important to examine the similarities/dissimilarities between European member states and the impacts of monetary and fiscal policies in the Euro zone. This research focuses on this topic. More specifically, it analyses the attractiveness of the Euro, the homogeneity/heterogeneity of shocks hitting the European member states as well as reasons for their divergences and challenges caused by their possible differences.

Services & Consultancy

- Occasional trainings (lectures on economics) for civil servants from the Belgian Treasury (2003, 2004, 2006)

- Fundação para a Ciência e a Tecnologia (Portugal), selection of research projects in economics and management, November 2004.

Representative Publications

N. GILSON Politiques budgétaires et politique monétaire: "pare-chocs " efficaces en union monétaire?, CIFOP, Charleroi, 2005

N. GILSON How to be well shod to absorb shocks? Shock synchronization and joining the Euro zone, Ces-Ifo working paper n°1878, 2006

Senior scientist:
- Natacha Gilson

N. GILSON Are there large asymmetric disturbances between Euro Zone member countries and other EU countries?, International Journal of Economic, 2006

Partnerships & Scientific collaborations

- Belgian Federal Planning Bureau
- OFCE (Paris)
- University « Pierre Mendes France », Grenoble

KEY WORDS FOR R&D

Euro zone
Shocks
Optimal currency area
Monetary policy
Fiscal policy

SENIOR SCIENTIST

Natacha Gilson
gilson@fucam.ac.be
Tel. 32 (0) 65 32 33 07

WEB SITES

www.lsm.be/cesam/
www.fucam.ac.be/research
www.fucam.ac.be/gilson
Taxation of Corporate and Capital Income in Europe

Research Field and Subjects

That research studies the taxation of companies and capital income in Europe. Regarding the taxation of companies, the focus is on the taxation of multinational companies operating in various member states of the European Union. In that respect we built on models of tax competition and investigate possibilities of tax cooperation. Especially we study the pros and cons of the so called CCCTB project, an acronym for Common Corporate Consolidated Tax Base, including the feasibility of its adoption by a sole subset of member states in the framework of an Enhanced Cooperation Agreement. We also conduct empirical – econometric – studies related to the interactions between jurisdictions as to the determination of tax rates and work on the measurement of effective tax rates. Regarding the taxation of capital income, the focus is also on tax competition and coordination; especially we analyze the EU saving directive and possible alternatives to that way of taxing capital income, including reforms inspired by the Dutch, Nordic and US systems.

Services & Consultancy

• Occasional consultancy for the EU Commission (Taxud) and the OCDE

Representative Publications


Senior scientist:

Marcel GERARD


**KEY WORDS FOR R&D**

- International Taxation
- Multinationals
- Capital Income Taxation
- Tax competition
- Tax Coordination
- Common Corporate Consolidated Tax Base
- European Union
- Savings Directive

**SENIOR SCIENTIST**

Marcel GERARD  
marcel.gerard@fucam.ac.be  
Tel. 32 (0) 65 32 33 37

**WEB SITE**

That research is dedicated to the economics and management of Higher Education and Research and it is conducted in the framework of an IAP Research Program of the Belgian Federal Ministry of Scientific Policy associating Fucam and a series of other universities in Belgium and abroad. Within that program, we focus on the financing and impact of the mobility of students and researchers; we raise questions like: which level of power is the most efficient to finance mobility of students and researchers? If the member states are the best level of power for financing higher education, is it up to the country hosting the students or the one they come from to finance their studies? Is there room for a simultaneous financing of higher and education or research by the EU level and the member states? Our investigation includes issues like the contingent loans and the Bhagwati tax. Notice that other FUCaM senior scientists are also involved into that IAP Program, including sociologist Jean-Emile Charlier, expert in education Bernadette Noël and specialists in statistics and operation research Nadine Meskens and Fouad Riane.

**Services & Consultancy**

- Occasional consultancy for the European Investment Bank

---

**Representative Publications**


M. GERARD, “Financing Bologna, the Internationally Mobile Students in
European Higher Education” CESifo, Munich, WP 2391, forthcoming.

M. GERARD, N. GILSON and F. RUIZ, “Higher Education and Firms: on the interaction between research and regional policies”, mimeo; forthcoming.

M. GERARD, “Financing Bologna: which country will pay for foreign students?”, in M. Dewatripont, F. Thys-Clément and L. Wilkin (eds), Higher education in a globalized world : governance, competition and performance, Editions de l'Université de Bruxelles, forthcoming

KEY WORDS FOR R&D

Higher Education
Research
Mobility
European Union
Contingent loans
Bhagwati tax

SENIOR SCIENTISTS

Marcel GERARD
marcel.gerard@fucam.ac.be
Tel. 32 (0) 65 32 33 37

Natacha GILSON
Natacha.gilson@fucam.ac.be
Tel. 32 (0) 65 32 33 07

WEB SITE

www.lsm.be/cesam/
**Venture capital and private equity**

**Research Field and Subjects**

The research addresses venture capital and private equity (LBO) transactions. We further investigate the domiciliation behavior of investment funds in Europe.

**Services & Consultancy**

- Union Wallonne des Entreprises
- Pricewaterhousecoopers Luxembourg

**Representative Publications**


Schwienbacher, A. “Innovation and Venture Capital Exits”, Economic Journal 118 (533), forthcoming


de Harlez, Y., Ch. Van Wymeersch, A. Schwienbacher, “Le financement par capital-risque des entreprises innovantes en Wallonie,” with Ch. Van Wymeersch and Y. de Harlez (2007), Research report for the Union Wallonne des Entreprises


**Senior scientists:**

- Pierre GIOT
- Armin SCHWIENBACHER
- Charles VAN WYMEERSCH
Partnerships & Scientific collaborations

- University of Amsterdam Business School (The Netherlands)
- Schulich School of Business, York University (Canada)
- HEC Paris (France)
- National University of Singapore (Singapore)
- Union Wallonne des Entreprises
- PricewaterhouseCoopers Luxemburg

KEY WORDS FOR R&D

- Venture capital
- Entrepreneurial finance
- Investment funds
- Private equity
- Leveraged buyout

SENIOR SCIENTISTS

Pierre GIOT
Mail pierre.giot@fundp.ac.be
Tel. 32 (0) 81 72 48 87

Armin SCHWIENBACHER
Mail armin.schwienbacher@uclouvain.be
Tel. 32 (0) 10 47 84 40

Charles VAN WYMEERSCH
Mail charles.vanwymeersch@fundp.ac.be
Tel. 32 (0) 81 72 48 79

WEB SITE

www.lsm.be/cesam/
Managing risk in financial intermediaries

Research Field and Subjects
Assess, quantify and forecast market and credit risks for financial intermediaries. We conduct research on market risk models (e.g. VaR models), liquidity risk models and credit risk models, as well as on capital adequacy and solvency requirements.

Services & Consultancy
- Banks
- Investment companies
- Insurance companies
- Pension funds
- Indexing companies

Representative Publications


Senior scientists:
- Pierre GIOT
- Philippe GREGOIRE
- Isabelle PLATTEN


Award
Ph. GREGOIRE and H. VAN OPPENS, Dietz Award 2007, Philadelphia.

Partnerships & Scientific collaborations
- European Central Bank
- University of Tübingen

KEY WORDS FOR R&D
Risk management
Risk attribution
Market risk
VaR
Liquidity risk
Credit risk
Volatility
Implied volatility
Capital adequacy
Solvency
SENIOR SCIENTISTS

Pierre GIOT
pierre.giot@fundp.ac.be
Tel. 32 (0)81 72 48 87

Philippe GREGOIRE
Philippe.gregoire@uclouvain.be
Tel: +32 (0)10 47 84 46

Isabelle PLATTEN
Isabelle.platten@fucam.ac.be
Tel: +32 (0)65 32 32 75

WEB SITE

www.lsm.be/cesam/
Analysis of public policies intended to improve regional or country attractiveness for capital in a context of competition

Senior scientist:
Marcel GERARD

Research Field and Subjects

In the last years, the opening of markets and the development of technology continued to increase the mobility of companies and investments worldwide. In this context, the public policies intended to attract capital, which are taken without a careful analysis of the possible reactions of rival States, can become quickly ineffective and surpassed by the reality. Indeed, States (countries or regions) have a permanent choice between competition and negotiation (or cooperation) on various economic subjects. They have numerous instruments which they can implement to increase the visibility of their territory, as well as to attract mobile companies which look for new opportunities. We find in particular among those instruments the adaptations of fiscal systems and the limitations on the modalities of installation for foreign companies.

This research project aims at analyzing those public policies intended to improve regional or country attractiveness for capital. On the one hand, we adopt an empirical approach to analyze strategic interactions on capital taxation at world level. On the other hand, we propose a study on the comparative advantages of foreign investments in the form of FDI and joint ventures with local companies.

Representative Publications


KEY WORDS FOR R&D

Tax competition
Public economics

SENIOR SCIENTIST

Marcel GERARD
marcel.gerard@fucam.ac.be
Tel. 32 (0) 65 32 33 37

WEB SITE
www.lsm.be/cesam/
CRECIS - Center for Research in Entrepreneurial Change and Innovative Strategies

www.lsm.be/crecis/
Innovative strategies and intellectual property rights management

Research Field and Subjects

In a knowledge-based economy, innovative companies create competitive advantages from intellectual assets. If these are powerful sources of market leadership, they also raise specific managerial issues concerning their property rights: issues of valuation, issues of appropriation and issues of implementation. IPRs issues are no more limited to the office of lawyers but are a concern for the management of the company on a whole. We precisely address the governance of property rights in strategic alliances and other forms of cooperation. So far, we have focused our attention on technology licensing agreements and on technology transfers. We also explore the dynamics of IPRs management in large-scale organizational networks.

Services & Consultancy

Consultancy in technology transfers and network diffusion

Representative Publications


Senior scientist:

Régis COEURDEROY


Partnership & Scientific collaboration

- Economix
- Paris Nanterre

KEY WORDS FOR R&D

Property rights
Licensing
Networks

SENIOR SCIENTIST

Régis COEURDEROY
regis.coeurderoy@uclouvain.be
Tel. 32 (0) 10 47 84 28

WEB SITE

www.lsm.be/crecis/
Entrepreneurship

Research Field and Subjects
Our research in the field of entrepreneurship corresponds to four main themes.
Our first research theme is about firm growth and concentrates on three particular sub-themes: managerial, firm-related, strategic and environmental growth determinants; analysis of growth paths; firms’ performance and growth measures.
Our second theme concentrates on support mechanisms to promote entrepreneurship. What is the actual effectiveness and efficiency of popular approaches such as entrepreneurship education programmes, business plan competitions, corporate venture capital units, incubators, new business development units, clusters/platforms, etc.? How to evaluate the business and societal impact of those mechanisms? Are other/new approaches better suited?
Our third research theme covers social entrepreneurship. It focuses on the differences between new ventures created on the basis of push or pull motivations, on firm creation by workless people and, more broadly, on the specificities of social entrepreneurship. Although our research has an international perspective, its aim is also to meet national and/or regional problems.
Our fourth theme is international entrepreneurship and, especially, the mode of entry on international markets.

Services & Consultancy
Conferences and consulting missions for SMEs, large corporations and public organizations

Representative Publications


Partnership & Scientific collaboration

- EM Lyon
- Appalachian State University (USA)
- Université de Nancy

KEY WORDS FOR R&D

Entrepreneurship
Growth
Education
Support systems
Social entrepreneurship
Entry modes

SENIOR SCIENTISTS

Régis COEURDEROY
Regis.coeurderoy@uclouvain.be
Tel. 32 (0) 10 47 84 28
Managing organizational innovation and change processes

Research Field and Subjects

Most large companies today evolve in fast-moving environments. Business models need to be continuously challenged and transformed: organisational innovation and change processes are now key drivers of competitive advantages. This implies to improve both academic knowledge and managerial practices in this field. Indeed, we develop research by focusing on theoretical foundations of corporate transformations and innovative networks. We also develop studies on the speed of strategic change deployment within organisations. Our research is academic but also explicitly oriented towards managers in action.

Services & Consultancy

Consultancy in organisational strategy (business and corporate) and in change management
Executive education

Representative Publications


Senior scientists:
- Régis COEURDEROY
- Alain VAS


**Awards**


**Partnerships & Scientific collaborations**

- HEC Montréal, CETO
- ERASMUS UNIVERSITY, Strategic Renewal Center, Rotterdam

**KEY WORDS FOR R&D**

*Organisational innovation Change Process*

**SENIOR SCIENTISTS**

Régis COEURDEROY
regis.coeurderoy@uclouvain.be
Tel. 32 (0) 10 47 84 28

Alain VAS
alain.vas@uclouvain.be
Tel. 32 (0) 10 47 84 23

**WEB SITE**

www.lsm.be/crecis/
**Social dialogue and collective bargaining**

**Research Field and Subjects**

Researchers in law, economics and industrial relations join their efforts to conduct multi-disciplinary projects on social dialogue and collective bargaining. Current issues cover the developments in the Belgian system of industrial relations, industrial relations and social security, economic and social change and collective bargaining, new forms of governance and industrial relations, European integration and national industrial relations.

**Services & Consultancy**

Applied research for national and European agencies: Belgian federal institutions, European Commission, European Foundation for the Improvement of Living and Working Conditions, Cedefop, etc. This is completed by training sessions and conferences for practitioners, such as, for instance, a training program for the Institut de Formation de l’Administration Fédérale, in Belgium.

**Representative Publications**


**Senior scientists:**

- Evelyne LEONARD
- Pierre REMAN
- Pierre-Paul VAN GEHUCHTEN
Partnerships & Scientific collaborations

- Numerous collaborations in joint projects with other European universities, such as
  - University of Warwick
  - Università degli Studi di Firenze
  - University College Dublin
  - Universiteit van Amsterdam
  - Universités à Amsterdam, Nantes, etc.
  - Université Paris 1
  - Sciences-Po Paris

- In Belgium, partnerships with
  - Fondation Travail Université CERISIS
  - Observatoire social européen FUSL
  - KUL
  - ETOS.be

Research financed by federal scientific policy, devoted to the Europeanization of social tools for the conduct of social policy.

KEY WORDS FOR R&D

Social dialogue
Labour relations
Industrial relations
Collective bargaining
Employer associations
Trade unionism

SENIOR SCIENTISTS

Evelyne LEONARD
Evelyne.leonard@uclouvain.be
Tel. 32 (0) 10 47 85 20

Pierre REMAN
Pierre.reman@uclouvain.be
Tel. 32 (0) 10 47 36 84

Pierre-Paul VAN GEHUCHTEN
Pierre-Paul.Vangehuchten@uclouvain.be
Tel. 32 (0) 10 47 47 61

WEB SITES

www.lsm.be/crecis/
www.uclouvain.be/opes
www.uclouvain.be/trav
Comparative industrial relations

Research Field and Subjects

The Institut des Sciences du Travail (IST) has developed an expertise in comparative industrial relations in Europe, in the context of the European integration, and specifically of the development of the European social dialogue.

European integration impacts the national systems of industrial relations and creates increased inter-dependency between national institutions.

The research projects, conducted in the field, analyse and compare the developments in collective bargaining structures and processes, mainly at cross-industry and at sector level, in the member states of the European Community. They also analyse developments at the European level.

The expertise includes adapted methodology to collect empirical data that are comparable across the countries.

Services & Consultancy

IST has conducted several research projects for the European Commission, on the representativeness of trade unions and employer organisations in diverse sectors of activity, in all EU member states.

Other projects include expertise for the European Foundation for the Improvement of Living and Working Conditions, Dublin, as a national correspondent for Belgium and for comparative research projects.

IST also coordinates projects for other institutions such as the Cedefop, Thessaloniki.

Representative Publications

More than 30 research reports on the representativeness of sector-level social partner organisations in the member states of the European Community (all available on-line: http://www.uclouvain.be/11476.html)


Partnerships & Scientific collaborations

- Observatoire social Européen, Brussels
- HIVA/Kuleuven
- numerous research teams in universities around Europe a.o.:
  - Università degli Studi di Firenze
  - Universität Trier
  - London School of Economics
  - Universiteit van Amsterdam
  - University College Dublin
  - Stockholm University, etc.

KEY WORDS FOR R&D

Social dialogue
Industrial relations
Comparative research

SENIOR SCIENTIST

Senior scientists:
- Evelyne LEONARD
- Armand SPINEUX
What is a ‘fair organisation’? Principles of justice in contemporary organisations

Research Field and Subjects

This field of research aims at exploring ways whereby ethical norms, generally dedicated to individuals or institutions, can be applied to modern organisations (profit and non-profit), within a context of increased Corporate Social Responsibility.

Services & Consultancy

The perspective is to provide students, practitioners and academics with solid reflections on ethical dilemmas that arise in contemporary organisations, as well as normative backgrounds that would enable ‘fair decisions’ to be taken.

Representative Publications


Senior scientists:
- Matthieu DE NANTEUIL
- Nadine FRASELLE, Thomas PERILLEUX
- Christian ARNSPERGER, Valérie SWAEN
- Axel GOSSERIES, Jan NOTERDAEME

Partnerships & Scientific collaborations
- Chaire Hoover d’éthique économique et sociale
- Centre Entreprise-Environnement
- LISE - CNRS

KEY WORDS FOR R&D

Ethics
Justice
Profit Organisations
Non-Profit Organisations
Work organisation
Corporate Social Responsibility
Values
Norms and normative conflicts

SENIOR SCIENTIST

Matthieu DE NANTEUIL
matthieu.denanteuil@uclouvain.be
Tel. 32 (0) 10 47 85 14

WEB SITE

www.lsm.be/crecis/
Corporate governance in SMEs

Research Field and Subjects

The aim of this research is to identify the specificities of corporate governance within small and medium-sized businesses and family firms.

Services & Consultancy

Conferences and consulting missions for SMEs and public organisations.

Representative Publications


Senior scientist:

Frank JANSSEN

Partnership & Scientific collaboration

Partnership with UQTR (Canada)

KEY WORDS FOR R&D

Corporate growth
SMEs

SENIOR SCIENTIST

Frank JANSSEN
frank.janssen@uclouvain.be
Tel. 32 (0) 10 47 84 28

WEB SITES

www.lsm.be/crecis/
www.crecis.be
Work, political action and subjectivity – renewing global regulations in individualized societies

Senior scientists:
- Matthieu DE NANTEUIL
- Hervé POURTOIS, Isabelle FERRERAS
- Thomas PERILLEUX, Nadine FRASELLE
- Christian ARNSPERGER, Jean de MUNCK

Research Field and Subjects

This field of research aims at analysing emerging ways to regulate free-market economies, within globalization and individualized societies. It considers that the way ordinary people ‘experience’ social changes constitutes a possible starting point for redesigned political actions and better formatted regulations. In that perspective, civil societies and social movements are seen as central actors of a completely new political game.

Services & Consultancy

The intention is to reflect on new possible methodologies for political change, by underlying civil societies' and social movements' potentials, in terms of skills, ability to analyze complexity and decentralized power. It can be seen as a contribution to the wider problematic of "participative democracy".

Representative Publications


Partnerships & Scientific collaborations

- LISE – CNRS
- Centre Entreprise-Environnement, Université Catholique de Louvain.

KEY WORDS FOR R&D
Organizational change within healthcare organizations

Research Field and Subjects

Our research addresses the issue of change within the context of specific organizations: hospitals.

Services & Consultancy

Strategy (business and corporate)
Change Management

Representative Publications


Senior scientists:
- Alain VAS
- William D’HOORE

Partnerships & Scientific collaborations

- Ecole de Santé Publique, UCL Woluwé
- HEC Montréal, CETO
- Solimut, Mutualité Chrétienne

KEY WORDS FOR R&D

Clinical pathways
Organisational change
Hospitals
Qualitative approach
Leadership

SENIOR SCIENTISTS

Alain VAS
alain.vas@uclouvain.be
Tel. 32 (0) 10 47 84 23

William D’HOORE
William.dhoore@uclouvain.be
Tel. 32 (0) 27 64 39 56

WEB SITES

www.lsm.be/crecis/
www.crecis.be
Exploring semantic fields

Research Field and Subjects
This research offers a reflection on the nature of language and modes of visualizing it, the research explore a cognitive mapping software called Evoq©. In this software we intend to reconceptualize language. Based on poststructural and phenomenological inspiration, language is not viewed as a means of communication that the speaker can completely master. Rather, it is viewed as a polysemic semantic environment in which the speaker is immersed. Isolating semantic fields make it possible to capture the way the perceived world is collectively constructed and taken for granted by an individual or a group within a language environment. By capturing enacted organizational language, we suggest that Evoq© is a powerful tool for ‘deconstruction’ and change on a practical level and a useful analytic tool for the field of organization studies.

Representative Publications
I. DE SAINT-GEORGES, J-M. JACQUES and A. WALLEMACQ (2004). Technologies of dis-involvement in crisis management: objectifying, impersonalizing and desensitizing information from the ground in Organizational discourse, artefacts, archetypes and architects, 244-246, Ed. KPMC, Ld.


Senior scientists:
› Jean-Marie JACQUES
› Anne WALLEMACQ
› Nathanael LAURENT


KEY WORDS FOR R&D
Cognitive mapping
Semantic mapping
Crisis & emergency management
Organisation structures

SENIOR SCIENTISTS
Jean-Marie JACQUES
jean-marie.jacques@fundp.ac.be
Tel. 32 (0) 81 72 48 73

Anne WALLEMACQ
anne.wallemacq@fundp.ac.be

Nathanael LAURENT
nathanael.laurent@fundp.ac.be

WEB SITES
www.lsm.be/crecis/
www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/recccom/page_view/presentation
**Change in organization: evolution, resilience and robustness**

**Senior scientists:**
- Jean-Marie JACQUES
- Nathanael LAURENT

**Research Field and Subjects**

The goal of our research is identifying the evolutionary role of resilience within the normal dynamics of organizations. The approach is essentially epistemological. Before giving resilience a practical and methodological meaning, we needed to better understand its sense in the context of observing complex systems like human organizations. Resilience engineering starts with the observation of systems and requires a reflexive model if its proper role in the observational process is to be understood. Modeling is not just a priority in explaining what resilience is or is not. Much more than that, modeling the observation of evolution in complex systems is a major part of resilience engineering starts itself. Our research is the construction of our model step by step by introducing and explaining appropriate concepts. Illustrations lend these key elements meaning. Finally, the role of resilience in this model and the consequences for resilience engineering is revisited.

**Representative Publications**


**Partnerships & Scientific collaborations**

- CRC – Centre de Recherche sur les Risques et les Crises – Mines ParisTech – Sophia Antipolis
- IRIT – Université Paul Sabatier (Toulouse)

**KEY WORDS FOR R&D**

Crisis management
Change management
Resilience
Robustness
Organisation structures

**SENIOR SCIENTISTS**

Jean-Marie JACQUES
jean-marie.jacques@fundp.ac.be
Tel. 32 (0) 81 72 48 73

Nathanael LAURENT
nathanael.laurent@fundp.ac.be

**WEB SITES**

www.lsm.be/crecis/
www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/recccom/page_view/presentation
Coordination in emergency situations: Structures – Interactions - Sensemaking

Research Field and Subjects

The project analyses coordination in emergency situations - focusing on crisis exercises and simulation. The methodology used is a qualitative one we developed for emergency exercises analysis. The collaborative methodology involves a team of specialized observers. Each of them collects video data in one of the different "sites" involved (e.g. field, the crisis center(s), expert cells,...) or on one crisis management activity. Using a situated approach, the methodology gives us the opportunity to better understand the individual and organizational dynamics of crisis management organizations. In comparison with “a posteriori” methodologies used in accident investigation, our approach gives access to the complexity and granularity of interactions.

To analyze data we use a conceptual framework involving three dimensions (adapted from Jacques, Lobet & Rousseau, 2004): Structures – Interactions – Sensemaking. People act in structures (of different types: organizational, spatial, temporal, etc.) which constraint their interactions and their sensemaking dynamics. By interacting people also contribute to modify the structures, in objective terms, but also in term of sensemaking. The three dimensions are interrelated dynamically. Our project identifies coordination at these three levels.

Services & Consultancy

- Action-Research
- EU
- SPF Interieur - Centre de crise Federal

Representative Publications

I. DE SAINT-GEORGES, J-M. JACQUES and A. WALLEMACQ (2004). Technologies of dis-involvement in crisis management: objectifying, impersonalizing and desensitizing information from the ground in Organizational discourse, artefacts, archetypes and architects, 244-246, Ed. KPMC, Ld.


**Partnerships & Scientific collaborations**

- CRC – Centre de Recherche sur les Risques et les Crises – Mines ParisTech – Sophia Antipolis
- IRIT, Université Paul Sabatier (Toulouse)

**KEY WORDS FOR R&D**

- Crisis & emergency management
- Organisation structures
- Coordination
- Observation methods
- Cognition

**SENIOR SCIENTIST**

Jean-Marie JACQUES
jean-marie.jacques@fundp.ac.be
Tel. 32 (0) 81 72 48 73

**WEB SITES**

*www.lsm.be/crecis/
*www.fundp.ac.be/facultes/eco/dependants/gestion/recherche/centres/reccom/page_view/presentation*
Research Field and Subjects

Referring to the last 30 years literature, we can notice a consensus aiming to define the organizational culture as the expression of set of significations, symbols, assumptions, comprehensions and functioning modes, values, knowledge and conventions shared and held by the members of the organization and existing also outside the scope of consciousness. These unconscious aspects of the organizational culture could be the root of its most obvious aspects on the conscious level.

Unconscious elements are considered by some authors as constituting the very essence of the culture. Reaching out to them, could get the organization to increase its potential for adaptation and reduce its inertia to change. Indeed, despite its positive effects on the organization, e.g. on productivity, identified by most authors interested in organizational culture, it can also be the origin of dysfunctions endangering the survival of the organization.

The purpose of our research is at that unconscious level of the organizational culture and could be the following question: how could one represent the basis of an organizational culture and thus better understand the differential between the cultural image that the organization made of itself and its essence?

We answer that question at the outset of the theory of analytical psychology of Carl Gustav Jung and of his concepts of archetypes. We highlight how the values shared by the members of an organization emerge from a systemic of the collective unconscious that each individual participated in. We show the benefit of such a perspective in the study of the organizational culture scope of organizational theory.

Services & Consultancy

- Action-Research in Belgian public institutions

Representative Publications


S. LUC and J-M JACQUES, Archetypic systemic in organizations. Psychogenesis of organizational culture. The case of a jazz orchestra, forthcoming

Partnerships & Scientific collaborations

- Sup de Co – Montpellier Business School
- Université Laval, Québec (CA)

KEY WORDS FOR R&D

Analytical Psychology
Psychoanalysis
Organizational Culture

SENIOR SCIENTIST

Jean-Marie JACQUES
jean-marie.jacques@fundp.ac.be
Tel. 32 (0) 81 72 48 73

WEB SITES

www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/reccom/page_view/presentation
www.lsm.be/crecis/
**Management of Sport Organizations**

**Research Field and Subjects**
The management of not-for-profit sport organizations currently undergoes tremendous changes due to the evolution of their environment.

The Olympic Chair Henri de Baillet Latour & Jacques Rogge in Management of Sport Organizations focuses on these change processes, on the evolution of organizational configurations and on the governance of these organizations.

The Chair also develops adapted management tools for not-for-profit sport organizations.

**Services & Consultancy**
- The Chair has several applied research and consultancy contracts with sport organizations. The aim is to conduct an adapted change process of their management.
- The Chair also cooperates with national and international sport bodies and public authorities on the issues of governance and education of sport managers (International Master Degree).

**Representative Publications**


**Partnerships & Scientific collaborations**
- EASM (European Association of Sport Management)
- International Olympic Committee (IOC) and several National Olympic Committees (NOC’s)
- MEMOS Program (Executive Master in Sports Organizations Management)
- Solvay Business School / Executive Program / Sport Business management (ULB)
- EOSE (European Observatory on Sport and Employment)
- TAIEX (Technical Assistance and Information Exchange is an instrument of the Directorate-General Enlargement of the European Commission)

**KEY WORDS FOR R&D**
*Change*
*Sport*
*Sport organizations*
*Sport federations*
*National sport systems*
*Organizational structures and configurations*
*Sports governance*

**SENIOR SCIENTIST**
Thierry ZINTZ
thierry.zintz@uclouvain.be
Tel. 32 (0) 10 47 22 99

**WEB SITES**
www.lsm.be/crecis/
www.uclouvain.be/chaire-olympique
Economics of intellectual property rights

Research Field and Subjects

The research concerns the analysis of (i) the economic rationale of various intellectual property rights, and (ii) firms’ incentives to innovate in various market structures. Fields of applications are, among others, pharmaceutical products, information goods and information technologies.

Services & Consultancy

Management of intellectual property
Innovation strategies

Representative Publications


Senior scientist:


Partnerships & Scientific collaborations

• Member of AIDE (Association Internationale de Droit Economique)

KEY WORDS FOR R&D

Intellectual Property
Innovation
Piracy
Information goods

SENIOR SCIENTIST

Paul BELLEFLAMME
Paul.Belleflamme@uclouvain.be
Tel. 32 (0)10 478291

WEB SITES

www.lsm.be/crecis/
www.core.ucl.ac.be/~belleflamme/
Critical Management Studies

Research Field and Subjects

Critical Management Studies (CMS) comprise a range of alternatives to mainstream management theory, with a view to radically transforming management practice. At its core is a deep skepticism regarding the moral defensibility and the social and ecological sustainability of prevailing conceptions and forms of management and organization. In the context of a growing interest in CMS, we propose to question Human Resource Management mainstream and practices. This results, especially, in a critique of the limits of those ‘orthodox’ approaches and of taken-for-granted or unquestioned issues (such as for instance power and control) and in the development of alternative perspectives.

Services & Consultancy

The approach is based on in-depth fieldwork that highlights human and organizational processes from a renewed point of view. There are various outcomes such as, for example, organizational diagnosis or analysis of change processes. Those are either conducted at management’s request or in the context of a broader research project.

Representative Publications


E. LEONARD and L. TASKIN. "Pour en finir avec la gestion stratégique des ressources humaines: du DRH stratégique au DRH stratégie”, 76ème congrès de l’ACFAS, Québec, forthcoming


D.-G. TREMBLAY and L. TASKIN."Une critique scientifique constructive pour comprendre de nouveaux enjeux organisationnels”. Gestion 2000, forthcoming

Partnerships & Scientific collaborations

- Cardiff Business School, University of Cardiff
- Critical Management Studies Group, Academy of Management
- Teluq, Université du Québec à Montréal
- Department of Strategic Management and
- Business Environment, Rotterdam School of Management, Erasmus University

Senior scientists:

- Laurent TASKIN
- Evelyne LEONARD
- Matthieu de NANTEUIL-MIRIBEL
- Armand SPINEUX
Institut des Sciences du Travail, Université catholique de Louvain

KEY WORDS FOR R&D

Critical Management Studies
Organization
Human Resource Management
Control
Power

SENIOR SCIENTISTS

Laurent TASKIN
laurent.taskin@fucam.ac.be
Tel. 32 (0) 65 32 34 10

Evelyne LEONARD
evelyne.leonard@uclouvain.be
Tel. 32 (0) 10 47 85 20

Matthieu de NANTEUIL-MIRIBEL
matthieu.denanteuil@uclouvain.be
Tel. 32 (0) 10 47 85 14

Armand SPINEUX
armand.spineux@uclouvain.be
Tel. 32 (0) 47 88 01

WEB SITES

www.lsm.be/crecis/
www.crecis.be
Managing new forms of work organization

Research Field and Subjects

Relying on the spread of information and communication technologies (ICT), new forms of work organization (NFWO) emerge and constitute nowadays a component of a flexible way to manage work that challenge traditional human resource management practices. We particularly focus on the re-regulation process it involves in the management of remote employees by especially considering two main fields of enquiry:

- A human resource dimension exploring the management of NFWO and remote employees, namely by focusing on control issues;
- A strategic dimension exploring how NFWO challenge knowledge transfer.

Services & Consultancy

- Action-Research (intra-companies investigation)
- Executive education (inter-companies seminars)

Representative Publications


L. TASKIN and F. BRIDOUX. "Telework: Challenge to knowledge creation and transfer in a knowledge- and technology-based century". Academy of Management

Senior scientist:
Laurent TASKIN

Annual Meeting, Honolulu (Hawaii), August 5-10, 2005


V. DEVOS and L. TASKIN. "Gestion par les compétences et nouvelles formes d’organisation du temps et de l’espace". Revue Française de Gestion, 31(156), 93-104, 2005


D.-G. TREMBLAY and L. TASKIN."Une critique scientifique constructive pour comprendre de nouveaux enjeux organisationnels". Gestion 2000, forthcoming

Partnerships & Scientific collaborations

- Department of Strategic Management and Business Environment, Rotterdam School of Management, Erasmus University
- Industrial Relations Research Unit, Warwick Business School, University of Warwick
- Centre de recherche Travail & Technologies, Fondation Travail Université, Namur
- Teluq, Université du Québec à Montréal
- Onderzoeksgroep strategische communicatie, Universiteit Antwerpen
- Institut des Sciences du Travail, Université catholique de Louvain

KEY WORDS FOR R&D

Human Resource Management
Control
Organisation
Teleworking
Knowledge

SENIOR SCIENTIST

Laurent TASKIN
laurent.taskin@fucam.ac.be
Tel. 32 (0) 65 32 34 10

WEB SITES

www.lsm.be/crecis/
www.crecis.be
PRISME - Pole of Research on Information and Services Management and Engineering

www.lsm.be/prisme/
Conceptual modeling of user interfaces to workflow information systems

Research Field and Subjects

Understanding work is crucial for achieving business goals in organisations, managers constantly search for better ways to achieve these goals. In recent years, organisations have experienced an extensive focus on workflow, business process re-engineering, and total quality management. Workflow Technology is a particular kind of Information Technology (IT) intended to support work by enacting explicitly modelled and represented business processes. Hence, there has been a growing interest in Workflow Management Systems and flexible workflow support.

Our research exploits the workflow and task models and the model-based approach in order to systematically derive User Interfaces (UIs). We propose an organisational model that integrates process and task models to specify a workflow and entities to represent organisational components, such as: users, jobs and organisational units. The generated UIs correspond to the needs of the variety of users that a workflow system handles, within the organisation (production line, marketing, etc) and out of the organisation (Business partners, Ecommerce, etc). The coordination and communication channel among users is assured through the work list and agendas mechanism that allows users to allocate, delegate or offer tasks to the users.

The integration of the concepts above supported by a software tool can lead an organisation towards the digital firm.

Senior scientists:
- Juan GONZALEZ CALLEROS
- Josefina GUERRERO GARCIA
- Christophe LEMAIGRE
- Jean VANDERDONCKT

Services & Consultancy

- Workflow specification
- Collaborative aspects in information system
- Information System modelling
- User Interface specification
- Organizational communication support
- Organisational modelling
- Integrating Information systems to the organisation

Representative Publications


Awards and funding

- Josefina GUERRERO GARCIA was awarded with the CONACYT scholarship from the Mexican government from 2007-2009.
- Juan GONZALEZ CALLEROS received a three-year PhD scholarship from the European Comission program Alban under code E04D033272MX
Partnerships & Scientific collaborations

- Defimedia Information Management
- SIMILAR - An European Network of Excellence on Multimodal User Interfaces
- CONACYT – the Mexican National Council for Science and Technology

KEY WORDS FOR R&D

Workflow
Information systems
Model-driven engineering
User interface development

SENIOR SCIENTISTS

Juan GONZALEZ CALLEROS
Juan.m.gonzalez@uclouvain.be
Tel. 32 (0) 10 47 83 49

Josefina GUERRERO GARCIA
josefina.guerrero@student.uclouvain.be
Tel. 32 (0) 10 47 83 49

Christophe LEMAIGRE
christophe.lemaire@uclouvain.be

Jean VANDERDONCKT
jean.vanderdonckt@uclouvain.be
Tel. 32 (0) 10 47 85 25

WEB SITES

www.lsm.be/prisme/
http://usixml.org/index.php5?mod=pages&id=40
www.isys.ucl.ac.be/bchi
www.usixml.org
www.similar.cc
Business process modeling and user interfaces design

Senior scientists:
- Hildeberto MENDONÇA
- Kenia SOUSA
- Jean VANDERDONCKT

Research Field and Subjects
Our research work concerns the traceability from the business processes of corporate environments to the user interface of information systems to help business analysts in predicting the impact of process changes on the user interaction. It is also aimed at proposing changes in the processes when the user interaction is improved. To support this type of traceability, we apply a model-driven approach that derives user interfaces from business processes. This approach consists of four steps: business process modelling in the context of organisational engineering, task model derivation from the business process model, task refinement, and user interface model derivation from the task model. Each step contributes to specifying and refining mappings between the source and the target models. In this way, each model modification could be adequately propagated in the rest of the supply chain. By applying this model-driven approach, the user interfaces of the information systems are directly meeting the requirements of the business processes and are no longer decoupled from them. In addition, the user experience is considered in alignment with business needs. This work has matured in the context of a very large company subdivided in the banking and insurance businesses.

Services & Consultancy
In the context of large companies, we conduct interviews with professionals from different departments to understand the organisational context, their difficulties and needs. With the gathered information, we are able to perform a critical analysis and propose different solutions that can be assessed by the top managers to give them enough information to make a decision to bring forth an organization change to improve their current situation in terms of user interface design aligned with business processes.

Representative Publications


Partnerships & Scientific collaborations

- Belgacom
- Fortis Insurance Belgium
- Namahn

KEY WORDS FOR R&D
Business process modelling
Model-driven engineering
Model-driven user interface development
Usability
User interface extensible markup language
User-centered design
Human factors
Standardization.

SENIOR SCIENTISTS
Hildeberto MENDONÇA
hildeberto.mendonca@uclouvain.be

Jean VANDERDONCKT
jean.vanderdonckt@uclouvain.be
Tel. 32 (0) 10 47 85 25

WEB SITES
www.lsm.be/prisme/
www.uclouvain.be/sites/isys/bchi
www.isys.ucl.ac.be/bchi/members/kso/index
www.isys.ucl.ac.be/bchi/
ErgoFace: user interface development life cycle with usability engineering

Senior scientists:
- Adrien COYETTE
- Didier DULAIT (responsible for ErgoFace)
- Juan Manuel GONZALEZ CALLEROS
- Josefina GUERRERO GARCÍA
- Christophe LEMAIGRE
- Francisco Javier MARTÍNEZ RUIZ
- Efrem MBAKI
- Hildeberto MENDONCA
- Jérémie MELCHIOR
- Bert SCHIETTECATTE
- Kênia SOUSA
- Jean VANDERDONCKT

Research Field and Subjects

Computers are getting more and more important, and it’s why creating tools in order to make interactions between de machine and the user easier represents a pertinent and useful research subject. When a developer builds a new interface, he has to make it ergonomic and easy to use for all. On the other hand, the activity of developing interface is long and expensive, especially for interfaces to be used in many contexts (laptop, PDA, in different languages ...). The aim of the project Ergoface is to make the development easier, shorter, giving a quality output.

USIXML

Each context and each type of interface (Internet, pocket-pc, mobile phone) has its own language. It’s why the laboratory has created a language, USIXML, in order to standardize the interfaces development. With USIXML, one single conception of the interface is traduced into different existing languages for multiple purposes. The UsiXML language was submitted for a standardization action plan in the context of the Similar network of excellence and of the Open Interface European project. For this purpose, the Université catholique de Louvain has been accepted by W3 Consortium for entering its academic initiative.

The software continuation

The laboratory developed a software continuation, using USIXML, which covers all the steps of the interface development. The continuation includes SketchiXML, a low fidelity editor, GraphiXML, which transforms the results of SketchiXML in a higher level of fidelity, and finally MultiModaliXML which translates the UXIXML code into another existing language. In conclusion, the Ergoface project offers a full answer to the interfaces developers: from conception to maintenance.

Services and Consultancy

The laboratory realizes number of consultancy missions (Tasks such as ergonomic evaluation of website and interfaces conception) for companies and organizations. The laboratory frequently receives bid requests for consultancy missions.
Partnerships and scientific collaborations

- Défimédia
- Key-Performance
- AnySurfer

Key words for R&D

Ergoface
Interface
Ergonomy
USIXML
DESTINE
Usability

SENIOR SCIENTISTS

Adrien COYETTE
adrien.coyette@uclouvain.be
Tel. 32 (0) 10 47 81 62

Didier DULAIT
didier.dulait@uclouvain.be
Tel. 32 (0) 10 47 81 62

Juan Manuel GONZALEZ CALLEROS
Juan.m.gonzalez@uclouvain.be
Tel. 32 (0) 10 47 83 49

Christophe LEMAIGRE
christophe.lemaigre@uclouvain.be
Tel. 32 (0) 10 47 83 65

Francisco Javier MARTINEZ RUIZ
martinez@isys.ucl.ac.be
Tel. 32 (0) 10 47 83 49

Efrem MBAKI
Efrem.Mbaki@orfival.be

Hildeberto MENDONCA
hildeberto.mendonca@uclouvain.be
Tel. 32 (0) 10 47 80 75

Jérémie MELCHIOR
Jeremie.Melchior@uclouvain.be
Tel. 32 (0) 10 47 83 84

Bert SCHIETTECATTE
schiettecatte@isys.ucl.ac.be

Jean VANDERDONCK
Jean.vanderdonckt@uclouvain.be
Tel. 32 (0) 10 47 85 25

WEB SITES

www.lsm.be/prisme/
www.ergoface.be
www.usixml.org
www.isys.ucl.ac.be/bchi
**VITALITY: Voronoï digital imaging techniques for medically assisted fertilization**

**Senior scientists:**
- Adrien COYETTE
- Laurent GOUTIÈRE
- Sandra Soares FRAZAO
- Benoit SPINEWINE
- Jean VANDERDONCKT
- Yves ZECH

**Research Field and Subjects**

Our research work concerns the characterization of the quality of a sample of human sperm through analysis of the paths of the spermatozoids observed under the microscope. This analysis is essential for medically assisted fertilisation: the results of this analysis guide the choice of the type of insemination and the selection of the samples, and participate in the diagnosis of conditions linked to male infertility. This type of analysis is practised very frequently in Belgium (43,220 in 2006) in a large number of laboratories (over 120). However, the methods currently used are diverse, manual, subjective, laborious, and hardly standardised. Quality controls performed in the leading laboratories frequently show a dispersal of results greater than 100%.

This project made it possible to develop a prototype version of the sperm analysis software, based on the Voronoï digital imaging techniques developed previously. This tool permits to conduct such analysis very efficiently and objectively. The development of this version involved three research teams from different fields: the Information Systems unit (ISYS) of the Louvain School of Management (A. Coyette, J. Vanderdonckt), the Civil and Environmental Engineering Hydraulics department of the Ecole Polytechnique de Louvain (L. Goutière, Y. Zech) for the UCL, and the medically assisted procreation centre of the ULg (A. Boland, M. Dubois).

**Services & Consultancy**

As stated earlier, the major domain of application is the medically assisted procreation for both humans and animals. Indeed, veterinarians are also frequently using this kind of techniques. Furthermore, we are also exploring other domains of applications of the Voronoï digital imaging techniques. So far, several opportunities were identified in the medical domain, in the biological domain but also in the industrial domain.

**Partnerships & Scientific collaborations**

- CHR Namur
- WOW Company

**KEY WORDS FOR R&D**

*Vitality*
*Sperm analysis*
*Sperm motility*
*Voronoï*
*Digital imaging techniques*
*PTV*
*Particles tracking*
*Medically assisted procreation*
SENIOR SCIENTISTS

Adrien COYETTE
adrien.coyette@uclouvain.be
Tel. 32 (0) 10 47 81 62

Laurent GOUTIERE
laurent.goutiere@uclouvain.be
Tel. 32 (0) 10 47 21 23

Sandra SOARES FRAZAO
Sandra.Soares-Frazao@uclouvain.be
Tel. 32 (0) 10 47 21 21

Benoit SPINEWINE
benoit.spinewine@uclouvain.be
Tel. 32 (0) 10 47 21 23

Jean VANDERDONCKT
jean.vandersonckt@uclouvain.be
Tel. 32 (0) 10 47 85 25

Yves ZECH
Yves.zech@uclouvain.be
Tel. 32 (0) 10 47 21 21

WEB SITE

www.lsm.be/prisme/
Business Modeling

Research Field and Subjects

Business Modeling is concerned with analyzing and understanding the organizational context within which a software system will eventually function. It proposes organizational patterns motivated by organizational theories intended to facilitate the construction of business software models such as use cases models and is concerned with the evaluation of the patterns using desirable qualities or non functional requirements.

Since the origins of civilization, people have been designing, participating in, and sharing the burdens and rewards of organizations. The early organizations were primarily military or governmental in nature. In the Art of War, Sun Tzu describes the need for hierarchical structure, communications, and strategy. In the Politics, Aristotle wrote of governmental administration and its association with culture. To the would-be-leader, Machiavelli advocated in the Prince power over morality. The roots of organizational theories, then, can be traced to antiquity, including thinkers from around the world who studied alternative organizational structures. Such structures consist of stakeholders -- individuals, groups, physical or social systems -- that coordinate and interact with each other to achieve common goals. Today, organizational structures are primarily studied by two disciplines: Organization Theory, that describes the structure and design of an organization and Strategic Alliances that model the strategic collaborations of independent organizational stakeholders who have agreed to pursue a set of agreed upon business goals.

Both disciplines aim to identify and study organizational patterns. These are not just modeling abstractions or structures, rather they can be seen, felt, handled, and operated upon. They have a manifest form and lie in the objective domain of reality as part of the concrete world. A pattern is however not solely a set of execution behaviors. Rather, it exists in various forms at every stage of crystallization (e.g., specification), and at every level of granularity in the organization. The more manifest is its representation, the more the pattern emerges and becomes recognizable -- whether at a high or low level of granularity.

At the lowest level of granularity, Business modeling proposed information patterns and service patterns that represent the "nitty-gritty" of business that an organization must deal with on a day-to-day basis. When we move to an upper level, we find business patterns -- the mix of products and markets that flows from organizational styles. The highest level of granularity is the organizational styles that address the mix of socio-technical context and organizational constructs: they are manifestation of organization invariants, layers of organizational constructs, organization molecules, and complex arrangements of molecules, the collection of which constitutes organizational structures.

Many organizational styles are fully formed patterns with definite characteristics. In contrast, many other organizational styles are not very explicit, that is, not easily specified, operationalized, and measured.
Products and Services

- DesCARTES Organizational Modeling CASE Tool (Tropos project)
- SkwyRL framework for Organizational Modeling
- Consultancy
- Expertise
- Executive education

Representative References


Field of Research

Information systems and data bases, Software Engineering, Computer and society

Partnerships

- University of Toronto, Department of Computer Science (Prof. John Mylopoulos)
- University of Trento, Department of Information and Communication Technology (Prof. P. Giorgini)
- Valencia University of Technology, Department of Comuter Science (Prof. Oscar Pastor)
- University of Utrecht, Department of Comuter Science (Dr. L. Penserini),
- Federal University of Pernambuco, Department of Comuter Science (Prof. J. Castro)

KEY WORDS FOR R&D
Organizational Patterns
Requirements Engineering
Business Modeling
Use Case Models
Non Functional Requirements
Information Modeling
Conceptual Modeling

SENIOR SCIENTISTS

Manuel Kolp
Manuel.Kolp@uclouvain.be
Tel. 32 (0) 10 47 83 95

Stéphane Faulkner
Stephane.Faulkner@fundp.ac.be
Tel. 32 (0) 81 72 48 77

Yves Wautelet
Yves.Wautelet@uclouvain.be
Tel. 32 (0) 10 47 83 88

WEB SITES

www.lsm.be/prisme/
www.isys.ucl.ac.be/
www.isys.ucl.ac.be/skwyrl
www.isys.ucl.ac.be/descartes
E-Business and Web Applications

Research Field and Subjects

Ebusiness is a term used to describe businesses run on the Internet, or utilizing Internet technologies to improve the productivity or profitability of a business. In a more general sense, the term may be used to describe any form of electronic business — that is to say, any business which utilizes a computer. This usage is somewhat archaic, however, and in most contexts ebusiness refers exclusively to Internet businesses.

The most common implementation of ebusiness is as an additional, or in some cases primary, storefront. By selling products and services online, an ebusiness is able to reach a much wider consumer base than any traditional brick-and-mortar store could ever hope for. This function of ebusiness is referred to as ecommerce, and the terms are occasionally used interchangeably.

An ebusiness may also use the Internet to acquire wholesale products or supplies for in-house production. This facet of ebusiness is sometimes referred to as eprocurement, and may offer businesses the opportunity to cut their costs dramatically. Even many ebusinesses which operate without an electronic storefront now use eprocurement as a way to better track and manage their purchasing.

In addition to buying and selling products, ebusiness may also handle other traditional business aspects. The use of electronic chat as a form of technical and customer support is an excellent example of this. An ebusiness which uses chat to supplement its traditional phone support finds a system which saves incredible amounts of time while providing opportunities unavailable through traditional support. By using virtual computer systems, for example, technical support operators can remotely access a customer’s computer and assist them in correcting a problem. And with the download of a small program, all pertinent information about the hardware and software specifications for a user’s computer may be relayed to the support operator directly, without having to walk a customer through personally collecting the data.

Using email and private websites as a method for dispensing internal memos and white sheets is another use of the Internet by ebusiness. Rather than producing time-intensive and costly physical copies for each employee, a central server or email list can serve as an efficient method for distributing necessary information.

In the past few years, virtually all businesses have become, to some degree or another, an ebusiness. The pervasiveness of Internet technology, readily available solutions, and the repeatedly demonstrated benefits of electronic technology have made ebusiness the obvious path. This trend continues with new technologies, such as Internet-enabled cell phones and PDAs, and the trend of ebusiness saturation will most likely continue for some time.
Products and Services

- Web recommendation system
- E-business solutions
- E-business patterns
- Web services
- Agent-oriented services

Representative References

Y. Wautellet, Y. Achbany and M. Kolp. “A Service-Oriented Framework for MAS Modeling”. In Proc. of the the 10th International Conference on Enterprise Information Systems (ICEIS'08), Barcelona, Spain, forthcoming.


A. Coyette, S. Faulkner, M. Kolp, J. Vanderdonckt and Q. Limbourg, SketchiXML, Towards a Multi-Agent Design Tool for Sketching User Interfaces Based on USIXML. In Proc. of the 3rd International Workshop on TAsk MOdels and DIAgrams for user interface design (TAMODIA'04), Prague, Czech Republic, pp. 75-82, 2004.


Field of Research

Information systems and data bases
Software Engineering
Networks and distributed systems
Partnerships

- University of Toronto, Department of Computer Science (Prof. John Mylopoulos)
- University of Trento, Department of Information and Communication Technology (Prof. P. Giorgini)
- Université libre de Bruxelles, Department of Computer Science (Prof. E. Zimanyi)
- University of Ancona, Department of Computer Science (Prof. L. Spalazzi)
- SONACA S.A.

KEY WORDS FOR R&D

E-business
Customer relationship Management
E-commerce
Web services
Recommendation Systems
Business to Business

SENIOR SCIENTISTS

Manuel KOLP
Manuel.Kolp@uclouvain.be
Tel. 32 (0) 10 47 83 95

Stéphane FAULKNER
Stephane.Faulkner@fundp.ac.be
Tel. 32 (0) 81 72 48 77

Tai NGUYEN
Tai.Nguyen@uclouvain.be
Tel. 32 (0) 10 47 83 91

WEB SITES

www.lsm.be/prisme/
www.isys.ucl.ac.be/
http://yeroos.isys.ucl.ac.be
www.isys.ucl.ac.be/skwyrl
Information Management

Research Field and Subjects

Information Management involves designing information models using Abstract Models and Information Dictionaries, and building the Information System the models represent. The information model is part of the conceptual design process. The information model focuses on what information should be stored in the database. The Information model is used to design the relational tables. Data modeling is preceded by planning and analysis. As information is collected, data objects are identified and classified, assigned names, and defined using terms familiar to the end-users.

An effective Information model completely and accurately represents the Information requirements of the end users. It is simple enough to be understood by the end user yet detailed enough to be used by a Information designer to build the database. The model eliminates redundant Information, it is independent of any hardware and software constraints, and can be adapted to changing requirements with a minimum of effort. A database created without knowledge of foundational concepts is like a house built with no blueprints. It is almost impossible to maintain or extend.

Information design has four phrases: requirement analysis, conceptual design, logical design and physical design. Conceptual design provides a way to capture the users’ perception of Information. Logical design represents the organization of Information for some implementable Information model. Physical design typically is not used to describe Information. It consists of variety of choices for storage of Information in terms of clustering, partitioning, indexing, providing additional access or directory structures, and so on.

Information systems have traditionally suffered from an impedance mismatch. Their operational environment is understood in terms of actors, responsibilities, objectives, tasks and resources, while the database itself is conceived as a collection of (software) modules, entities, Information structures and interfaces. This mismatch is one of the main factors for the poor quality of Information systems, also the frequent failure of database development projects.

One cause of this mismatch is that Information design has traditionally been inspired and driven by the programming paradigm of the day. This means that the concepts, methods and tools used during all phases of development were based on those offered by the pre-eminent programming paradigm.

Using the same concepts to align requirements analysis and conceptual models with Information system design and implementation makes perfect sense. For one thing, such an alignment reduces impedance mismatches between different development phases. Moreover, such an alignment can lead to coherent toolsets and techniques for developing Information system as well, it can streamline the development process itself.

Products and Services

- Information CASE Tools (Descartes Project)
- Information Management Systems
- Semantic and Conceptual Models
- Information Project Management (CARSID project)
• Consultancy,
• Expertise
• Executive education

**Representative References**


**Field of Research**

Information systems and data bases

**Partnerships**

- University of Toronto, Department of Computer Science (Prof. John Mylopoulos)
- University of Trento, Department of Information and Communication Technology (Prof. P. Giorgini)
- Université libre de Bruxelles, Department of Computer Science (Prof. E. Zimanyi)
- University of Ancona, Department of Computer Science (Prof. L. Spalazzi)
- CARSID S.A.
- EUN European SchoolNet

**KEY WORDS FOR R&D**

*Information Models*
*Requirements Engineering*
*Database Design*
*Information Integration*
*Conceptual Modeling*

**SENIOR SCIENTISTS**

Manuel Kolp
[Manuel.Kolp@uclouvain.be](mailto:Manuel.Kolp@uclouvain.be)
Tel. 32 (0) 10 47 83 95

Stéphane Faulkner
[Stephane.Faulkner@fundp.ac.be](mailto:Stephane.Faulkner@fundp.ac.be)
Tel. 32 (0) 81 72 48 77

**WEB SITES**

[www.isys.ucl.ac.be](http://www.isys.ucl.ac.be)
[http://yeroos.isys.ucl.ac.be](http://yeroos.isys.ucl.ac.be)
**Strategic alignment between information technologies and business objectives**

**Senior scientists:**
- Annick CASTIAUX
- Michaël PETIT
- Anne ROUSSEAU

**Research Field and Subjects**

ICT projects do not always meet the expectancies of firms. Very often, the technological choice is not made in compliance with the firms’ strategic objectives. This leads to discrepancies between the technology and the business strategy. This research is performed in collaboration with computer scientists in order to bridge the gap between technology and management and to propose a methodology supporting the alignment between business and technological strategies.

**Representative Publications**


S. BAÏNA, P.-Y. ANSIAS, M. PETIT, A. CASTIAUX. Strategic Business/IT

**Alignment using Goal Models. Proceedings of Busital Workshop, forthcoming.**

**Partnerships & Scientific collaborations**

PRECISE Research Center, FUNDP CRP Henri Tudor, Luxembourg

**KEY WORDS FOR R&D**

*Business-IT alignment*
*Technological decision-making*

**SENIOR SCIENTIST**

Annick CASTIAUX  
annick.castiaux@fundp.ac.be  
Tel. 32 (0) 724880

**WEB SITE**

www.lsm.be/prisme/
Knowledge transfer in participative and collaborative innovation

Research Field and Subjects

In a world where complexity has considerably increased, organizations realize more and more that they cannot master the knowledge of all systems they depend on. Collaborations are thus vital to find combine complementary knowledge and competencies of partners and face complexity. In this research, we study collaborations in the context of innovation. We are interested by the success factors of collaborative innovation projects. We consider both internal and external partnerships and we try to understand knowledge and technology transfers.

Representative Publications


KEY WORDS FOR R&D

Collaboration
Participation
Innovation
Knowledge transfer

SENIOR SCIENTIST

Annick CASTIAUX
annick.castiaux@fundp.ac.be
Tel. 32 (0) 724880

WEB SITE

www.lsm.be/prisme/
Collaborative Recommendation

Research Field and Subjects

This research aims to develop state-of-the-art collaborative filtering methods, based mainly on new notions of distances on a graph. Most of these distance measures rely on models of random walk on a graph (Markov models) that account for all the possible paths between two nodes (and not only the shortest one as for the geodesic distance). They are then used in order to compute the proximity between elements of different tables of a relational database.

Representative Publications


F. FOUSS, L. YEN, A. PIROTTE, and M. SAERENS. An Experimental Investigation of Graph Kernels on Collaborative Recommendation and Semisupervised Classification. Submitted for publication, forthcoming.

KEY WORDS FOR R&D

Data mining
Graph mining
Collaborative recommendation

SENIOR SCIENTISTS

François FOUSS
Mail: françois.fouss@fucam.ac.be
Tel. 32 (0) 65 32 32 16

Marco SAERENS
Mail: marco.saerens@uclouvain.be
Tel. 32 (0) 10 47 92 46

WEB SITES

www.lsm.be/prisme/
www.lsm.be/spip.php?article72
Data mining and machine learning

Research Field and Subjects

This research area aims to develop new algorithms for analyzing existing data, as well as extracting knowledge from large repositories and from the environment. Today, data sources are more and more abundant and being able to exploit these data is a major challenge in computer science.

Representative Publications


Senior scientists:
- Marco SAERENS
- François FOUSS


L. YEN, F. FOUSS, C. DECAESTECKER, P. FRANCQ, and M. SAERENS. Graph nodes clustering with the sigmoid commute-time kernel: a comprehensive study. To be published in Data & Knowledge Engineering, forthcoming.


KEY WORDS FOR R&D

Link analysis
Data mining
Graph mining

SENIOR SCIENTISTS

Marco SAERENS
Mail: marco.saerens@uclouvain.be
Tel. 32 (0) 10 47 92 46

François FOUSS
Mail: francois.fouss@fucam.ac.be
Tel. 32 (0) 65 32 32 16

WEB SITES

www.lsm.be/prisme/
www.lsm.be/spip.php?article72
Graph mining and link analysis

Research Field and Subjects

This research aims to analyze existing, and develop new, link analysis techniques. Exploiting the graph structure of large repositories, such as the web environment or social networks, is one of the main challenges of computer science and data mining today.

Representative Publications


L. YEN, F. FOUSS, C. DECAESTECKER, P. FRANCO, and M. SAERENS. Graph nodes clustering with the sigmoid commute-time kernel: a comprehensive study. To be published in Data & Knowledge Engineering, forthcoming.

KEY WORDS FOR R&D

Link analysis
Data mining
Graph mining

SENIOR SCIENTISTS

Marco SAERENS
Mail: marco.saerens@uclouvain.be
Tel. 32 (0) 10 47 92 46

François FOUSS
Mail: francois.fouss@fucam.ac.be
Tel. 32 (0) 65 32 32 16

WEB SITES
www.lsm.be/prisme/
www.lsm.be/spip.php?article72
**ICT tools for collaborative innovation: impact on tacit and explicit knowledge building**

**Research Field and Subjects**

The increasing power of information and communication tools (especially the Internet) has brought new opportunities for collaborative work. In this research, we focus on collaborative tools for knowledge creation and innovation. We study new collaborative behaviors and distinguish their impact on explicit and tacit exchanges.

**Representative Publications**


**Partnerships & Scientific collaborations**

- Technical University of Lapeenraanta
- Tampere University
- CRP Henri Tudor

**KEY WORDS FOR R&D**

Collaboration  
Innovation  
Knowledge transfer  
Web 2.0, ICTs

**SENIOR SCIENTIST**

Annick CASTIAUX  
annick.castiaux@fundp.ac.be  
Tel. 32 (0) 72 48 80

**WEB SITE**

www.lsm.be/prisme/
**System dynamics modelling of knowledge building and innovation**

**Research Field and Subjects**

Using system dynamics modelling, we try to understand the various steps of knowledge building and their impact on the innovation process. We particularly focus on the balance between tacit and explicit knowledge, between exploration and exploitation of new knowledge. We consider this dynamics inside an organization as well as in different types of external collaborations.

**Representative Publications**


A. CASTIAUX. Dynamic impact of knowledge on the innovation process.

**Senior scientist:**

Annick CASTIAUX

Proceedings 6th European Conference on Knowledge Management, Limerick, 2005

**Award**

- Best paper award, 2005 conference of the International Society for Professional Innovation (ISPIM), Porto

**KEY WORDS FOR R&D**

System dynamics
Knowledge management
Innovation

**SENIOR SCIENTIST**

Annick CASTIAUX
annick.castiaux@fundp.ac.be
Tel. 32 (0) 72 48 80

**WEB SITE**

www.lsm.be/prisme/
**URBAN: ICT uses in SMEs from the region around Sambreville**

**Senior scientists:**
- Annick CASTIAUX
- Claire LOBET

**Research Field and Subjects**
The region near the city of Sambreville (Namur Province, Belgium) has met some economical difficulties. The local authorities have proposed to support the development of local firms by helping them to enter the Internet society. Those firms are generally very small firms. The project URBAN was dedicated to this support. The role of our team was to observe during 5 years the usages of ICT tools by a sample of firms and to be at their disposal to give them advices in their technological choices. This project was supported by the Walloon Region in the framework of the European Commission program FEDER.

**Services & Consultancy**
Support to SMEs in their ICT development.

**Representative Publications**
*C. THILL and A. CASTIAUX. URBAN project: final report. forthcoming.*

**Partnerships & Scientific collaborations**
- CITA Research Center, FUNDP
- PRECISE Research Center, FUNDP
- Economic Office of Namur Province (BEP)
- Technobel
- Walloon Region
- European Commission

**KEY WORDS FOR R&D**
*SMEs*
*Technological development*
*Internet*

**SENIOR SCIENTIST**
Annick CASTIAUX  
annick.castiaux@fundp.ac.be  
Tel. 32 (0) 72 48 80

**WEB SITES**
www.lsm.be/prisme/  
http://webapps.fundp.ac.be/urban/node/20
Multi-Agent Systems Architectures

Research Field and Subjects
Agent-Orientation is emerging as a powerful new paradigm in computing. Concepts and techniques from the agent paradigm could well be the foundations for the next generation of mainstream information systems, which we might term "active computing".

Information systems architectures have become the backbone of all kinds of organizations today. In almost every sector - manufacturing, education, health care, government, and businesses large and small - information systems are relied upon for everyday work, communication, information gathering, and decision-making. Yet, the inflexibilities in current technologies and methods have also resulted in poor performance, incompatibilities, and obstacles to change. As many organizations are reinventing themselves to meet the challenges of global competition and e-commerce, there is increasing pressure to develop and deploy new technologies that are flexible, robust, and responsive to rapid and unexpected change.

Agent concepts hold great promise for responding to the new realities of active information systems. They offer higher level abstractions and mechanisms which address issues such as knowledge representation and reasoning, communication, coordination, cooperation among heterogeneous and autonomous parties, perception, commitments, goals, beliefs, intentions, etc. On the one hand, the concrete implementation of these concepts can lead to advanced functionalities, e.g., in inference-based query answering, transaction control, adaptive workflows, brokering and integration of disparate information sources, and automated communication processes. On the other hand, their rich representational capabilities allow for more faithful and flexible treatments of complex organizational processes, leading to more effective requirements analysis and architectural and detailed design.

The research work focuses on how agent concepts and techniques will contribute to meeting information systems architectures needs today and tomorrow.

Products and Services
- Agent-oriented modeling and design methods
- Models and architectures for agent-oriented/active information systems
- Novel information system technologies based on software agents
- Agent-based requirements engineering
- Agent-oriented approaches to data integration
- Agent orientation and e-services
- Agent orientation in web information systems
- Agent-oriented enterprise and business process modeling
- Agent communication languages for business communication
- Ontologies and agents
- Agent orientation and human computer interaction
- DesCARTES Agent Oriented CASE Tool
- SkwyRL framework for Agent Architectural Design
- Consultancy
- Expertise
- Executive education
Representative References


T. Tung Do, M. Kolp and S. Faulkner, "Introspecting Agent-Oriented Design Patterns". In S. K. Chung (Ed.) Advances in Software Engineering and Knowledge Engineering Vol. III, World Scientific, 2005


M. Kolp, P. Bresciani, B. Henderson-Sellers and M. Winikoff (Eds.), Agent Oriented Information Systems VIII, forthcoming

M. Kolp, B. Henderson-Sellers, H. Mouratidis, A. Garcia, and A. Ghoze (Eds.), Agent Oriented Information Systems IX, Germany, forthcoming

Fields of Research

Software Engineering, Artificial intelligence and machine learning, Networks and distributed systems

Partnerships

- University of Toronto, Department of Computer Science (Prof. John Mylopoulos)
- University of Trento, Department of Information and Communication Technology (Prof. P. Giorgini)
- Valencia University of Technology, Department of Computer Science (Prof. Oscar Pastor)
- University of Utrecht, Department of Computer Science (Dr. L. Penserini)
- Federal University of Pernambuco, Department of Computer Science (Prof. J. Castro)
- Center for Scientific and Technological Research - ITC-IRST (Dr. A. Perini)

KEY WORDS FOR R&D

Architectural Patterns
Software Design
Design Patterns
Multi-agent systems
Intelligent Systems

SENIOR SCIENTISTS

Manuel Kolp
Manuel.Kolp@uclouvain.be
Tel. 32 (0) 10 47 83 95
Software Project and Change Management

Research Field and Subjects

Software projects have two main activity dimensions: engineering and project and management. The engineering dimension deals with building the system and focuses on issues such as how to design, test, code, and so on. The project and change management dimension deals with properly planning and controlling the engineering activities to meet project goals for cost, schedule, and quality.

Small projects can be executed somewhat informally. The project plan may be an e-mail specifying the delivery date and perhaps a few intermediate milestones. Requirements might be communicated in a note or even verbally, and intermediate work products, such as design documents, might be scribbles on personal note pads.

These informal techniques, however, do not scale up for larger projects in which many people may work for many months—the situation for most commercial software projects. In such projects, each engineering task must be done carefully by following well-tried methodologies, and the work products must be properly documented so that others can review them. The tasks in the project must be carefully planned and allocated to project personnel and then tracked as the project executes. In other words, to successfully execute larger projects, formality and rigor along these two dimensions must increase.

Formality requires that well-defined processes be used for performing the various tasks so that the outcome becomes more dependent on the capability of the processes. Formality is further enhanced if quantitative approaches are employed in the processes through the use of suitable metrics.

Technically, a process for a task comprises a sequence of steps that should be followed to execute the task. For an organization, however, the processes it recommends for use by its engineers and project managers are much more than a sequence of steps; they encapsulate what the engineers and project managers have learned about successfully executing projects. Through the processes, the benefits of experience are conferred to everyone, including newcomers in the organization. These processes help managers and engineers emulate past successes and avoid the pitfalls that lead to failures.

For a project, the engineering processes generally specify how to perform engineering activities such as requirement specification, design, testing, and so on. The project management processes, on the other hand, specify how to set milestones, organize personnel, manage risks, monitor progress, and so on. This research work focuses on the project management and change management process.

Products and Services

- Software Development Plans
- Development Methodology
- Business Process and UML Modeling
- Change and Configuration Plans
- Iterative and Spiral Models
- Cost Models
- IT Auditing and Assessment
- DesCARTES CASE Tool Project Management and Cost Estimation Console
- Eltesprom, e-software project management console
Consultancy and Expertise
Executive education

Representative References


Fields of Research

Software Engineering, Information Systems Analysis and Design, Software Life-Cycle, Cost Estimation, Change and Risk Management, Iterative Development

Partnerships

• University of Toronto, Department of Computer Science (Prof. John Mylopoulos)
University of Trento, Department of Information and Communication Technology (Prof. P. Giorgini)
Valencia University of Technology, Department of Computer Science (Prof. Oscar Pastor)
University of Utrecht, Department of Computer Science (Dr. L. Penserini)
Federal University of Pernambuco, Department of Computer Science (Prof. J. Castro)
Center for Scientific and Technological Research - ITC-IRST (Dr. A. Perini)
CARSID S.A.
SONACA S.A.

**KEY WORDS FOR R&D**

Information Systems Methodologies
CASE Tool
Software Cost Estimation
Change and Configuration Management
Iterative Process
Spiral Development
Agile and Extreme Development
Agent and Object-oriented Paradigms

**SENIOR SCIENTISTS**

Manuel Kolp
 Manuel.Kolp@uclouvain.be
Tel. 32 (0) 10 47 83 95

Yves Wautelet
 Yves.Wautelet@uclouvain.be
Tel. 32 (0) 10 47 83 88

**WEB SITES**

www.lsm.be/prisme/
www.isys.ucl.ac.be/
www.isys.ucl.ac.be/descartes
Agent-Oriented Software Engineering

Research Field and Subjects

Agents are a novel paradigm for organizing and developing complex information systems. As opposed to passive objects, as in object-oriented software engineering, agents are constructed as autonomous components – black boxes of functionality – capable of reacting without user input to stimuli from their computational environment. Information systems used in finance (trading in particular), as well as those deployed for web search and e-commerce are increasingly being built as collections of interacting agents.

Agent-oriented software engineering focuses on the design of methods, which are used for facilitating, organizing and managing the development of agent oriented information systems. The practical benefits of recent results include more intuitive conceptualizations used to understand the information system that is to be revised or built, increased modularity of the components involved in the system, and facilitated revision of the information system.

Our focus is on managerial decision making methods tailored to various choice situations that arise over the course of the development of an agent-oriented information system. In relation to this, we study methods and tools intended to facilitate (i) the acquisition and analysis of business requirements for agent-oriented information systems, and (ii) the transformation of agent-oriented information systems in the face of changing business requirements.

Products and Services

Senior scientists:
◆ Stephane FAULKNER
◆ Ivan JURETA

- Decision making methods tailored to the engineering of agent-oriented information systems
- Decision making methods tailored to the acquisition and analysis of business requirements for agent-oriented information systems
- Decision making methods tailored to the rapid transformation of agent-oriented information systems in the face of changing business requirements
- Methods for the transition from object-orientation to agent-orientation in information systems
- Consultancy
- Expertise
- Executive education

Representative References


Fields of Research
Partnerships

- Carnegie Mellon University, Robotics Institute (Prof. Katia Sycara)
- University of Toronto, Department of Computer Science (Prof. John Mylopoulos)
- Université libre de Bruxelles, Department of Computer Science (Prof. E. Zimanyi)

KEY WORDS FOR R&D

Agent-Oriented Software Engineering
Requirements Engineering
Software Development Methods
Conceptual Modeling

SENIOR SCIENTISTS

Stéphane Faulkner
Stephane.Faulkner@fundp.ac.be
Tel. 32 (0) 81 72 48 77

Ivan Jureta
Ivan.jureta@fundp.ac.be
Tel. 32 (0) 81 72 48 88

WEB SITE

www.lsm.be/prisme/
**Requirements Engineering**

**Research Field and Subjects**

Requirements engineering (RE) is the first step in the engineering or reengineering of an information system. The aim during RE is to describe the organizational environment of the information system and to determine the characteristics needed of the information system in order for it to satisfy the organization's strategic and business goals. The output of RE is a detailed description of the criteria and functionalities that an information system should satisfy and provide in order to be built or acquired.

Performing RE successfully within an organization requires appropriate information acquisition, information management, and decision making methods.

Our recent research has led to an improved understanding of what needs to be done within an organization in order to perform RE successfully. We have studied and proposed decision making methods to this aim, along with information acquisition and management methods and tools.

**Products and Services**

- Decision making methods for the engineering of requirements for information systems
- Methods for acquiring and analyzing requirements-related information
- Consultancy
- Expertise
- Executive education

**Representative References**

Ivan J. Jureta, John Mylopoulos, Stephane Faulkner. Revisiting the Core Ontology and Problem in Requirements Engineering. 16th IEEE International Requirements Engineering Conference (RE08), forthcoming

Ivan J. Jureta, Stephane Faulkner, Pierre-Yves Schobbens Clear Justification of Modelling Decision for Goal-Oriented Requirements Engineering. Requirements Engineering Journal, 13(2), forthcoming

**Fields of Research**

Information systems and data bases, Software Engineering

**Partnership**

- University of Toronto, Department of Computer Science (Prof. John Mylopoulos)

**KEY WORDS FOR R&D**

- Decision Making Methods
- Requirements Engineering
- Software Development Methods
- Conceptual Modeling

**SENIOR SCIENTISTS**

Stéphane Faulkner  
Stéphane.Faulkner@fundp.ac.be  
Tel. 32 (0) 81 72 48 77

Ivan Jureta  
Ivan.jureta@fundp.ac.be  
Tel. 32 (0) 81 72 48 88

**WEB SITE**

www.lsm.be/prisme/
**Service-Oriented Information Systems**

**Research Field and Subjects**

Service-oriented information systems are those information systems developed as collections of interacting services. These correspond to business applications provided under the “software as a service” computing paradigm. Each service is a black-box of functionality, and can be used by other services or users within the information system, or those coming from other information systems, within the same organization or different organizations. Service-oriented information systems, in which potentially many services are used together, are increasingly being used to improve the modularity and flexibility of information systems supporting business functions. Particular emphasis in service-oriented systems is placed on interoperability, which tends to facilitate systems integration and software outsourcing.

Our interests and expertise lie in the automation of the various management and development tasks in the lifecycle of service-oriented information systems. We have worked on designing requirements engineering methodologies for services, which are aimed at the acquisition and analysis of the business requirements and their fit with services technology to be used in a service-oriented information system. We have studied the use of machine learning algorithms for the automation of service selection and composition, so as to reduce the time and cost of reengineering those business processes that are strongly supported by software.

**Senior scientists:**
- Stephane FAULKNER
- Francois FOUSS
- Ivan JURETA
- Marco SAERENS

**Products and Services**

- Decision making methods for the engineering of requirements for service-oriented information systems
- Methods for acquiring and analyzing requirements-related information for service-oriented information systems
- Consultancy
- Expertise
- Executive education

**Representative References**


**Fields of Research**

Software Engineering, Artificial intelligence and machine learning, Information systems and data bases
Partnership

- Université catholique de Louvain, Louvain School of Management (Prof. Marco Saerens)

KEY WORDS FOR R&D

Decision Making Methods
Requirements Engineering
Software Development Methods
Conceptual Modeling

SENIOR SCIENTISTS

Stéphane Faulkner
Stephane.Faulkner@fundp.ac.be
Tel. 32 (0) 81 72 48 77

Marco Saerens
Marco.saerens@uclouvain.be
Tel. 32 (0) 10 47 92 46

Ivan Jureta
Ivan.jureta@fundp.ac.be
Tel. 32 (0) 81 72 48 88

François Fouss
foussf@fucam.ac.be
32 (0) 65 32 32 16

Youssef Achbany
Youssef.achbany@uclouvain.be
Tel. 32 (0) 10 47 83 90

WEB SITE

www.lsm.be/prisme/
**Grammatical Inference and Markov Modeling**

**Research Field and Subjects**

Grammar Induction, also known as Grammatical Inference, is a particular instance of Inductive Learning which can be formulated as the task of discovering common structures in examples which are supposed to be generated by the same process. In this case, the set of examples, also called positive sample, is usually a set of strings defined on a specific alphabet. A negative sample, that is a set of strings not belonging to the target language, may also help the induction process.

Grammatical inference has an obvious theoretical interest and also an important range of applications, in particular in the fields of Identification of Sequential Processes, Pattern Recognition, Speech and Natural Language Processing.

Our main focus is on regular inference or, equivalently, finite-state machine induction. This research includes:

- the formal characterization of the regular inference search space,
- the design and implementation of finite-state automata induction algorithms,
- several extensions to probabilistic automata inference,
- the design and implementation of probabilistic automata smoothing techniques,
- links with Hidden Markov Models topology induction,
- extensions to typed automata,
- applications to biological sequence (DNA, proteins) modelling,
- integration with text clustering techniques.

Markov chains and Hidden Markov Models (HMM) form special classes of probabilistic automata. They are widely used in many pattern recognition areas, including applications to speech recognition, biological sequence modeling, information extraction, optical character recognition, etc. In most cases, the model structure is defined according to some prior knowledge of the application domain. Automatic techniques for inducing the HMM topology are interesting as the structures are sometimes hard to define a priori or need to be tuned after some task adaptation. Several extensions of the basic HMM, which alleviate some of its restrictions, have been studied.

Our work focuses (1) on this induction problem and, more generally, on Markov models construction and parameter smoothing, and (2) on improvements and extensions of hidden Markov models. It includes:

- the design and implementation of state merging/splitting algorithms,
- links with probabilistic automata inference,
- smoothing techniques for N-grams and probabilistic automata,
- modeling the time-dependent behaviour within the states of the Markov model,
- integrating alternative articulatory cues for speech recognition,
- combining artificial neural networks and hidden Markov models (hybrid models),
- applications to natural language processing and biological data.

**Senior scientists:**
- Pierre DUPONT
- Marco SAERENS
Products and Services

- Grammar induction algorithms
- Finite-state machines induction software
- Markov models smoothing software
- Speech recognition techniques

Representative References


Field of Research

Artificial intelligence and machine learning

Partnerships

- Laboratoire d'Informatique Fondamentale, Université de Provence, Marseille, France (Prof. François Denis)
- Departamento de Sistemas Informáticos y Computación, Universidad Politécnica de Valencia, Spain (Prof. Enrique Vidal)
- Laboratoire de Phonétique, Université Libre de Bruxelles (Dr. Alain Soquet).

KEY WORDS FOR R&D

Grammar Induction
Automata Induction
Regular Inference
(Hidden) Markov Models
Smoothing Techniques
Language modeling
Speech recognition

SENIOR SCIENTISTS

Pierre Dupont
p.dupont@info.ucl.ac.be
Tel. 32 (0) 10 47 91 14

Marco Saerens
saerens@isys.ucl.ac.be
Tel. 32 (0) 10 47 92 46

WEB SITES

www.lsm.be/prisme/
www.ucl.ac.be/mlg/
**Human-Computer Interaction (HCI)**

**Research Field and Subjects**

In this topic, we are interested in all steps of the development life cycle of the user interface (UI) of any interactive system ranging from web applications and Graphical User Interfaces (GUIs) to Distributed User Interfaces (DUIs), multimodal interfaces, and augmented reality applications. This includes: definition and elicitation of user requirements, analysis of the user interface in terms of models capturing various aspects (e.g., the task, the domain, the user, the platform, the environment), design of multiple UIs addressing elicited requirements, development of user interfaces by automated code generation, usability evaluation since the beginning, interpretation and execution of UIs, maintenance and re-engineering. For this purpose, knowledge is developed at the intersection of three disciplines: human-computer interaction (HCI), software engineering (SE), and usability engineering. The long term goal of this research/development is to establish a complete methodology for developing multiple UIs for multiple users on multiple computing platforms ranging from mobile phones and Personal Digital Assistants (PDAs) to Tablet PC, laptops, desktops, and wall screens. For this purpose, a methodology is defined and applied based on models, method, and supporting tools which are compliant with the Model-Driven Engineering (MDE) paradigm promoted by the Object Management Group. This area is often referred to as Computer-Aided Design of User Interfaces (CADUI). Equally important is the constant involvement of usability guidelines throughout the development life cycle to ensure, measure, and guarantee the quality of the resulting UIs, in particular for accessibility and usability applied to information systems, web applications, and medical applications.

**Senior scientists:**
- Jean VANDERDONCKT
- Benoît MACQ
- Peter VAN ROY

**Products and Services**

The UsiXML (USER Interface eXtensible Markup language) is a language for specifying any kind of UI for multiple contexts of use. Thanks to this language, the UI specifications could smoothly evolve from early design to final code. A suite of UI prototyping tools with low, medium, and high fidelity allows us to capture the UI requirements as expressed by end users and to validate them, before generating automatically the corresponding code for GUIs, vocal UIs, and multimodal UIs, in particular for the Web. Other software also provides designers and developers with some guidance on ensuring the usability of the UI by continuous feedback and automated evaluation. In this way, user testing is complemented by a formative feedback for developers as a result from usability engineering.

**Main Equipment**

- Material for conducting usability evaluation of any interface, in particular web sites, information systems, multimodal applications.
- Multiple computing platforms for designing and testing UIs which are appropriate and adapted: mobile phone, smartphone, PocketPC, Palmtop PC, TabletPC, interactive kiosk, laptop, desktop, wall screen, interactive boards.
- Toolkit for multimodal development.
Representative References


Vanderdonckt, J., A MDA-Compliant Environment for Developing User Interfaces of Information Systems, Proc. of 17th Conf. on Advanced Information Systems Engineering CAiSE’05 (Porto, 13-
Awards
- IBM Belgium 1998 Award in Computer Science
- ACM CHI’94 Doctoral Consortium
- Winterthur’87 Prize

Partnerships
- SIMILAR network of excellence (The European research taskforce creating human-machine inter-faces SIMILAR to human-human communication), Sixth Framework Program, European Commission, FP6-IST1-2003-507609.
- Scientific coordination of European COST Action MAUSE « Towards The Maturation of IT Usability Evaluation » (European Commission, COST Action n°294)
- Member of the Mozart UCL Board
- Member of Prométhée research/development cluster in Information Systems and Alliage network
- « Plasticité des Systèmes Interactifs » Research Action, CNRS-France.
- Partner of the MERLIN (Methodes pour l'Ergonomie des Logiciels Interactifs) Concerted Research Action, INRIA Rocquencourt.
- IBM Belgium Sponsorship for multimodal applications
- Consulting services for IMmedia (Belgium), Harmonia, Inc. (USA), CARE Technologies (Spain).

Field of Research
- Algorithmics and theory of computation / information theory
- Antenna
- Artificial intelligence and machine learning
- Biomedical signal processing
- Computer and society
- Digital communications
- Electronic systems (mixed-signals circuits and systems)
- High performance computing
- Image and signal processing
- Information systems and data bases
- Linguistic engineering
- Micro and nano information sytems
- Microwaves
- Networks and distributed systems
- Optimization and operations research
- Programming Languages and Systems
- Security and cryptography
- Software engineering

KEY WORDS FOR R&D
Augmented reality
Computer-aided design of user interfaces
Model-driven engineering
Information systems
Multi-user
Multi-platform and multi-environment user interfaces
Multimodal applications
Usability engineering
User interface visual design
User interface extensible markup language
User interface prototyping
Virtual reality
Web engineering and applications

SENIOR SCIENTISTS

Vanderdonckt Jean
Jean.vanderdonckt@uclouvain.be
Tel. 32 (0)10 47 85 25
CCMS - Center on Consumers, Markets and Society

www.lsm.be/ccms/
The business case for Corporate Social Responsibility

Research Field and Subjects

Corporate Social Responsibility (CSR) is today both a high-profile notion perceived as strategic in the business world and a prominent concept in academia. More companies than ever engage in CSR activities – such as cause-related marketing, socially responsible employment and environmental protection policies – believing that such activities have become an economic imperative in today's marketplace.

Our research aims at evaluating the overall effect of CSR activities and communication campaigns on different companies’ stakeholders. We provide and test integrative models mapping the likely influence of CSR on customers’ and employees’ attitudes and behaviours with respect to the company, in order to better understand and measure the contribution of CSR to the company's performance.

Representative Publications


Partnerships & Scientific collaborations
KEY WORDS FOR R&D

Corporate Social Responsibility
Communication
Stakeholders
Consumers
Employees
Social exchange
Organisational justice
**Analysis of the relationships between customers and brands**

**Senior scientist:**
- Valérie SWAEN

**Research Field and Subjects**

The development and maintenance of consumer brand loyalty is placed at the heart of companies’ marketing plans, especially in the face of highly competitive markets with increasing unpredictability and reducing product differentiation. Moreover, customer loyalty has been universally recognized as a valuable asset in competitive markets. An investment in loyalty management is especially important if consumers face low switching costs, because they are not locked in by a contract.

This has led to an increasingly competitive landscape with different companies within the same industry vying with one another to woo the same set of customers. Consequently, consumers often enroll in loyalty programs of multiple companies within the same industry. In absence of any clear differentiation or special value proposition, companies often squander valuable marketing resources attempting to build loyalty that may or may not result in a profitable outcome. The imperative question is ‘what does it take to build and sustain true loyalty?’.

On the other hand there is a lack of attention paid to brand trust in spite of empirical and theoretical evidence existing about its relationship with satisfaction. This is explained not only by the newness of the research that characterizes the interactions between a consumer and a brand as a long term relationship, but also because there is lack of accepted measures of brand trust. A first group of authors considers trust as a one-dimension concept, a second group as a two-dimensional concept, and a third group considers trust as made of three dimensions: brand credibility (perceived ability of the brand to fulfil promises), brand integrity (perceived honesty and sincerity) and brand benevolence (perceived ability to take into account the long-term interests of consumers). In any case this situation with the variety of opinions supports the importance of trust in developing positive and favourable attitudes, and resulting in a commitment to a certain brand as the maximum expression of a successful relationship between the consumer and the brand.

In this context, our research objective is to develop and empirically test – in different sectors of activities (business-to-consumers and business-to-business) an integrative conceptual framework for building and sustaining customer loyalty taking into account the level of customer satisfaction as well as the different dimensions of trust and commitment.

**Representative Publications**


R. Chumpitaz, N. G. Paparoidamis, V. Swaen, and C. Gentilini. *Modeling loyalty in the mobile phones industry: the mediating role of trust*, 37th annual conference of the European Marketing...
Partnerships & Scientific collaborations

Scientific collaborations with IESEG School of Management (Ruben Chumpitaz, Jacques Angot and Nicholas Paparoidamis).

KEY WORDS FOR R&D

Relationship marketing
Perceived quality
Satisfaction, consumer trust, commitment, loyalty

SENIOR SCIENTISTS

Valérie SWAEN
valerie.swaen@uclouvain.be
Tel. 32 (0) 10 47 91 56

WEB SITES

www.lsm.be/ccms/
www.uclouvain.be/en-mark
The effect of CSR promotion campaigns during corporate crises

Senior scientist:
Valérie Swaen

Research Field and Subjects

Companies often emphasize their corporate social responsibility (CSR) in their communication campaigns to consumers. However, they cannot be fully assured that promoting themselves as socially responsible will generate long-term benefits. The reason is that companies that are doing the most in the area of CSR are also the ones that are criticized the most (e.g., Knight and Greenberg 2002). On the other hand, Klein and Dawar (2004) showed that when a company is known for positive actions in the CSR field, consumers seem to be less likely to blame the company for a product-harm crisis (i.e., a defective product) than when the company has a poor record regarding CSR. In addition, they hold more favorable evaluations of the company and have higher intentions to buy the company’s products. From these results, CSR seems to be a viable strategy to protect the company from damage resulting from a crisis. Other authors in crisis communication have also suggested this (e.g., Coombs 1995; Benoit 1997).

While Klein and Dawar’s (2004) study provides important insights into the role of CSR promotion in consumer reactions to a crisis, the implications of their findings are limited in two important ways. First, Klein and Dawar only measured consumers’ evaluations after the crisis. Even though consumers’ evaluations of the “high-CSR” company in the end were more favorable than those of the “low-CSR” company, the deterioration of company evaluation and buying intentions following the crisis might actually have been worse for the “high-CSR” company than for the “low-CSR” company. Second, the effect of CSR-related promotion might be completely different when the crisis is related to CSR rather than products, e.g. when the company is accused of discrimination against minorities. In the case of such a CSR-related crisis, the credibility of the company’s previous CSR actions is often at stake, because consumers may feel that the company has not been completely honest with them regarding these actions.

This research therefore evaluates the overall effect of CSR communication campaigns in the context of a CSR crisis. Different experiments among students as well as ‘real’ adult consumers examine whether promoting the company as socially responsible is likely to backfire when a CSR-related crisis occurs. The findings suggest that the negative impact of a CSR crisis is exacerbated, rather than attenuated, for companies promoting themselves as socially responsible. This effect is even stronger when the promotion has occurred through an independent source, and seems to occur regardless of the type of CSR that is at stake.

Representative Publications


J. Vanhamme and V. Swaen. Should I or should I not ... tell the customers? On the relevance of corporate social responsibility communications for companies. 32nd European Marketing Academy Conference, May 20-22, UK, 2003.


**Partnerships & Scientific collaborations**

- Research partners at Rotterdam School of Management (Vanhamme Joëlle et Berens Guido).

**KEY WORDS FOR R&D**

- Corporate social responsibility
- Marketing
- Communication
- Consumers
- Corporate crisis
- Trust
- Experimentation

**SENIOR SCIENTIST**

Valérie SWAEN  
valerie.swaen@uclouvain.be  
Tel. 32 (0) 10 47 91 56

**WEB SITES**

Research Field and Subjects

The high ranking of corporate social responsibility (CSR) on research agendas is reflected by theoretical debates in academic journals and books, as well as practitioner discussions that argue, "not only is doing good the right thing to do, but it also leads to doing better" (Bhattacharya and Sen, 2004, p. 9). As a result, CSR has moved from ideology to reality, and many consider it an absolute necessity that organizations define their roles in society and apply social, ethical, legal, and responsible standards to their businesses. Examples of organizations pursuing CSR objectives are plentiful, including Coop Bank, Patagonia, Starbucks, The Body Shop, and the Suez Group.

However, the best conceptualizations of CSR remain embryonic. Despite the well-accepted belief that CSR is important for organizations to meet their stakeholder obligations, various unresolved issues exist in the literature, including an incomplete understanding of how organizations realize their CSR policies. For example, though the literature is replete with advice about what constitutes appropriate CSR practices, no studies address how organizations might emphasize different aspects of CSR. This issue has remained largely unexplored in the literature, yet it involves significant subtleties for theorists who are confused about the actual use of proposed CSR practices, as well as for practitioners who lack guidance about how to formulate their CSR policies and, in turn, deploy CSR practices. For example, how do different stakeholder groups influence the adoption of certain CSR practices?

Furthermore, few academic authors discuss the relationships between the development of CSR policies, the way they are communicated, and the stakeholders’ perceptions and attitudes towards the focal company. Moreover, research often considers only one type of stakeholder at a time, thereby preventing the analysis of the differential impacts of CSR commitments on different types of external stakeholders. Furthermore, the evolutionary nature of stakeholders’ perceptions in relation with companies’ CSR improvement has not been assessed.

To address these diverse research gaps, we identify CSR practices, the combinations of CSR practices that different organizations pursue, and the influence of different stakeholder groups on CSR practices. Then, we respond to the urgent need to measure the returns to various CSR programs by analyzing various stakeholders' perceptions of CSR policies and communication (e.g., students, consumers, NGOs, trade unions, governmental representatives). By including a variety of stakeholders, our cases approach provides insight into the dynamics that occur among stakeholders and the companies.

Representative Publications


F. Maon, V. Swaen, and A. Lindgreen. *Highlighting change motors at play in organizational progress toward corporate social responsibility*. Academy of Management: The Questions We Ask, Anaheim, California, USA, *forthcoming*.


**Partnerships & Scientific collaborations**
- Institutional partnerships with EABIS, EFMD, CSR Europe.
- Scientific collaborations with Hull Business School, UK (A. Lindgreen and D. Harness) and Georgia State University, USA (W. Johnston).

**KEY WORDS FOR R&D**
*Corporate social responsibility
CSR implementation
CSR communication,
Stakeholders
Consumers
NGOs
Marketing practitioners
Case study
Survey*

**SENIOR SCIENTIST**
Valérie SWAEN
valerie.swaen@uclouvain.be
Tel. 32 (0) 10 47 91 56

**WEB SITES**
www.lsm.be/ccms/
www.uclouvain.be/en-mark
Dimensions and effects of consumer-based determinants of new product performance

Senior scientist:  
› Chantal DE MOERLOOSE

Research Field and Subjects

The main objective of this research will be bringing a substantial contribution to a more consumer-focused approach of the study of new product performance. More specifically, product characteristics of innovations will be analyzed as perceived by the consumer that might drive consumers’ adoption.

This research will contribute to a more consumer-focused approach of the study of new product performance in several ways. On the one hand, this will be obtained by an extension of the list of possible consumer-based determinants of new product performance. On the other the selected attributes will be operationalised and tested. This could help researchers in further research looking for the role of new product characteristics, including consumer-based determinants.

Services & Consultancy

From a managerial point of view, this doctoral study could help managers to be more successful in the process of new product development. For some managers it could lead to a paradigm shift when results of the tested model will give evidence to the importance of a more consumer-based focus during the process of new product development. Moreover, our operationalisation will help managers in the development of appropriate concept tests that will give predictive indication on the performance of a new product during the R&D process.

Representative Publications

This research is still in the first steps of a doctoral process.

KEY WORDS FOR R&D

New product performance  
Adoption, innovation attributes  
Observability, complexity  
Trialability  
Compatibility  
Relative advantage  
Risk  
Customer orientation in NPD

SENIOR SCIENTIST

Chantal DE MOERLOOSE  
Chantal.demoerloose@uclouvain.be  
00 32 10 47 84 76

WEB SITES

www.lsm.be/ccms/  
www.uclouvain.be/en-mark
The strengths of brands in the global environment

Research Field and Subjects

Brands have become a key area of research in marketing. They are considered as key competitive tools from an academic and managerial point of view. A lot of research has been done to better understand what brand equity is, what are the key strategies of brands to build the brands such as Brand extension, brand architecture or brand portfolio management. The development of global brands have been also analysed extensively. Little has been done to analyse the strengths of local brands in the global context. A first project was done to understand the strengths of local brands in Europe in front of international and global brands. It is now considered that it would be interesting to analyse the strengths of local and global brands in the Chinese context.

The objective of this new research area is to evaluate the way local and global Chinese brands develop in Europe and in China. More specifically, the objectives are to understand how the branding concept is used by Chinese companies, what are the internationalisation strategies of Chinese brands, what are the products that get first on international markets and what is the future of global Chinese brands. It will then be important to evaluate what strategies European brands need to put in place to compete against these new Chinese brands.

Representative Publications

Schuiling, “Key challenges facing global Chinese brands in Europe “ IAG Louvain School of Management working paper, forthcoming

Senior scientist:
- Isabelle SCHUILING


Award

Awarded the « 2004 S. Tamer Cavusgil Award », for the best 2004 paper in the "Journal of International Marketing", by the American Marketing Association for the article: "Real differences between local and international brands”, Vol 12, Nº 4, with J.N. Kapferer.

Partnerships & Scientific collaborations
- Cooperation on Chinese brand research with ESADE (Prof. Ivana Casaburi).

**KEY WORDS FOR R&D**

*Brands*
*Brand equity*
*Local brands*
*International brands*
*Chinese brands*
*Globalization*
*Localisation*

**SENIOR SCIENTIST**

Isabelle Schuiling  
Tel. 32 (0) 10 47 84 70

**WEB SITES**

www.lsm.be/ccms/  
www.uclouvain.be/en-mark
Research Field and Subjects

This project investigates how to promote healthy food habits among children from 8 to 12. It belongs to the field of Social Marketing (i.e., the use of Marketing to promote socially-accepted attitudes and behaviors). More precisely, the use of fear or other “threats” in Advertising and their impact on children’s attitudes and behaviors toward healthy food is studied by ways of both qualitative and quantitative (experiments) research.

Services & Consultancy

- PNNS
- FEVIA
- CRIOC

Representative Publications


Charry, C. and Pecheux, C., Children, Obesity and Advertising: two experiments to investigate the way to promote healthy food habits, 37th European Marketing Academy (EMAC) Conference, Brighton, forthcoming.

Charry, C. and Pecheux, C.. Children and food: 2 experiments to investigate efficient promotion of healthy eating habits among 8 to 12 year-olds, 6th International workshop on Consumer Behavior and Food Marketing, Middelfart (Denmark), forthcoming.


Partnerships & Scientific collaborations

- Prof. Joël BREE (University of Caen and ESC Rouen) – Projet MARCO (Marketing, Children and Obesity), ANR (Agence Nationale pour la Recherche, France).

- Aarhus Business School (Denmark), research center « Children, Teenagers and Families as Consumers » of MAPP and of the « Marketing and Statistics » department.

KEY WORDS FOR R&D

Social Marketing
Children as consumers
Obesity
Negative affective reactions
Advertising
Persuasion

SENIOR SCIENTIST

Claude PECHEUX
pecheux@fucam.ac.be
Tel. 32 (0) 65 32 34 14

WEB SITE
www.lsm.be/ccms/
Perception and preference judgments

Research Field and Subjects

In this project, we look at the formation of perception and preference judgments. The following specific questions are addressed: What are the characteristics of perceptions and preferences? What are their differences and similarities? On what types of attributes are they based? How do PPJs evolve over time? Judgments are investigated in depth and dynamically in the natural context in which they occur, i.e. decision-making situations.

Representative Publications


Senior scientist:

Alain DECROP

Partnerships & Scientific collaborations

- Prof. Dirk Snelders (Delft University of Technology, The Netherlands).

KEY WORDS FOR R&D

Judgments
Perception
Preferences
Consumer behavior
Tourism

SENIOR SCIENTIST

Alain DECROP
Alain.decrop@fundp.ac.be
Tel. 32 (0) 81 72 48 82

WEB SITES

**Vacation/tourism decision making**

**Research Field and Subjects**

This project focuses on vacation planning and decision making, which is the cornerstone of tourist behaviour and tourism marketing. Choosing and buying tourism products and services includes a lot of decisions, many of which involve complex processes. Both the generic decision to go on vacation or not and more specific travel decisions are considered in this project, from an individual and social point of view.

**Services & Consultancy**

- Région Wallonne (Commissariat Général au Tourisme)
- Office de Promotion du Tourisme (OPT)
- Service Tourisme de la Ville de Namur
- asbl Les lacs de l'Eau d'Heure

**Representative Publications**


**Partnerships & Scientific collaborations**

- Prof. Dirk Snelders (Delft University of Technology, The Netherlands).

**KEY WORDS FOR R&D**

**Decision making**

**Consumer behavior**

**Tourism**

**Qualitative research**

**SENIOR SCIENTIST**

Alain DECROP
Alain.decrop@fundp.ac.be
Tel. 32 (0) 81 72 48 82

**WEB SITES**

[www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle]
**Decision making within groups of friends**

**Research Field and Subjects**

While decision making in groups such as families (couples, parents and children) or buying centres has driven considerable interest from marketing researchers, joint decisions by groups of friends have been neglected. This project aims at filling this gap by exploring decision-making processes within groups of friends. The objective is to understand how decisions are made within such groups, which role(s) each member of the group plays, how conflicts are solved, etc.

**Representative Publications**


**Normandies de la Consommation: Société et consommations.**


**KEY WORDS FOR R&D**

Decision making
Group influences
Consumer behavior
Leisure
Qualitative research

**SENIOR SCIENTISTS**

Alain DECROP
alain.decrop@fundp.ac.be
Tel. 32 (0) 81 72 48 82

Claude PECHEUX
pecheux@fucam.ac.be
Tel. 32 (0) 65 32 33 32

**WEB SITES**

www.lsm.be/ccms/
www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle
**Customers’ store loyalty**

**Research Field and Subjects**

We study customers’ store loyalty from various perspectives. We investigate the effect of the satisfaction toward rewards on behavioral (patronage frequency and share of wallet) as well as on affective store loyalty. We further explore the price sensitivity of card holders versus non holders as well as satisfied versus unsatisfied card holders. We also study the drivers of customers' adoption of a new loyalty card in the grocery retail industry. We namely investigate how factors such as store commitment, attitude towards loyalty cards, and so on affect adoption decisions as well as time of adoption.

**Services & Consultancy**

- Champion/Mestdagh Retail Group: Profiling card and non-cardholders in the grocery retail industry: The case of the new loyalty card of Champion stores. This applied research aims at characterizing the holders and non-holders of a new loyalty card in the grocery retail industry.

**Representative Publications**


**Senior scientist:**

Pietro ZIDDA


Demoulin, N., Zidda, P., Seny, J. (2004). De l’impact de la carte de fidélité sur la fidélité à l’enseigne : Le cas de la satisfaction des clients relative au système de rétribution. 7ème Colloque Etienne THIL (Distribution), Université de La Rochelle, La Rochelle, France.

**Partnerships & Scientific collaborations**

- Prof. Nathalie Demoulin (IESEG School of Management, Lille)

**KEY WORDS FOR R&D**

- Adoption/Diffusion process
- Loyalty/loyalty cards
- Store choice
- Satisfaction
- Retailing
- Decision making
SENIOR SCIENTIST

Pietro ZIDDA
Pietro.zida@fundp.ac.be
Tel. 32 (0) 81 72 48 83

WEB SITES

www.lsm.be/ccms/
www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle
The cultural experience: Consumer valuing processes for the performing arts

**Research Field and Subjects**

This research has the aim to namely bring to the fore determinants of the cultural experience's perceived value and more particularly of the performing arts' perceived value for consumers. An important qualitative study was implemented (interviews with "heavy-users" and fans) and a measurement scale of the perceived value is built. The test of a conceptual framework focusing on relationships between perceived value, perceived quality, perceived sacrifice and willingness-to-pay is in progress. Part of Maud Derbaix doctoral research.

**Representative Publications**

Derbaix, M., Consumers' valuing processes for the performing arts: concepts, measures and relations. Ph.D. thesis. Namur, forthcoming


**Partnerships & Scientific collaborations**

- HEC Montréal (Chaire de gestion des arts)

**KEY WORDS FOR R&D**

Cultural services
Performing arts
Perceived value
Pricing
Consumer experiences

**SENIOR SCIENTISTS**

Maud DERBAIX  
Maud.derbaix@fundp.ac.be  
Tel. 32 (0) 81 72 48 88

Alain DECROP  
alain.decrop@fundp.ac.be  
Tel. 32 (0) 81 72 48 82

Pietro ZIDDA  
Pietro.zidda@fundp.ac.be  
Tel. 32 (0) 81 72 48 83

**WEB SITES**

www.lsm.be/ccms/  
www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle
Research Field and Subjects

The consumption of soccer entails a lot of symbolism, which is often related to the colors and merchandise that are paraded by the fans. In the last five years, we have immersed in the soccer fan subculture in three European countries in order to understand why merchandise was so successful. Why do fans buy and how do they consume soccer-related tangibles (shirts, jerseys, scarves, hats, flags...)? More broadly, this research project focuses on the motives and meanings underlying fanatic consumption and on identity processes supported by material possessions.

Representative Publications


Severn scientists:

† Alain DECROP
† Christian DERBAIX


Award


KEY WORDS FOR R&D

Fanaticism
Interpretive research
Symbols
Pride
Identity
Consumption experience
Sport consumption

SENIOR SCIENTISTS

Alain DECROP
alain.decrop@fundp.ac.be
Tel. 32 (0) 81 724882

Christian DERBAIX
derbaix@fucam.ac.be
Tel. 32 (0) 65 323325

WEB SITES

www.lsm.be/ccms/
www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle
**Impact of environmental drivers of Australian and French wine industries’ success**

**Research Field and Subjects**

We investigate the external environment as one of the drivers for Australian wine sector success. We specifically study the role of market orientation, strategic orientation, innovative and entrepreneurial environment orientation, constraining legislation, industry infrastructure usage, industry plan support, and interorganizational collaboration as factors differentiating France and Australia wine industries.

**Representative Publications**


**Awards**


**Partnerships & Scientific collaborations**

- Prof. Larry Lockshin (Erhenberg-Bass Institute for Marketing Science, University of South Australia, Adelaide)
- Rohan Jordan (Wine purchaser, Corluyt Retail Group).

**KEY WORDS FOR R&D**

*Wine industry*

*Marketing strategy*

*Cross-cultural research*

*Environmental influences*

**SENIOR SCIENTIST**

Pietro ZIDDA

Pietro.zidda@fundp.ac.be

Tel. 32 (0) 81 72 48 83

**WEB SITES**


**Pricing issues in the cultural field**

**Research Field and Subjects**
According to the seminal work of Holbrook and Hirschman (1982), cultural and artistic activities are particular types of services whose consumption mainly aims at satisfying the consumers’ hedonic and aesthetic needs rather than utilitarian needs. Moreover, cultural services show other characteristics (intangibility, public funding, high consumer involvement...) that raise particular pricing issues such as price insensitivity or the question of gratuity. Such issues are examined in the context of museums, the performing arts, and popular music concerts.

**Services & Consultancy**
- Service Culture de la Ville de Namur
- Instima : Musées et Marketing ... ou comment élargir ses publics ? (colloque d’une journée à destination du monde académique et professionnel)

**Representative Publications**


**Partnership & Scientific collaboration**
- Prof. François Colbert, HEC Montréal (Chaire de gestion des arts)

**KEY WORDS FOR R&D**
- Cultural services
- Pricing
- Museums
- Rockonomics
- Consumer experiences

**SENIOR SCIENTISTS**
- Alain DECROP
  alain.decrop@fundp.ac.be
  Tel. 32 (0) 81 72 48 82

- Maud DERBAIX
  Maud.derbaix@fundp.ac.be
  Tel. 32 (0) 81 72 48 88

- Pietro ZIDDA
  Pietro.zidda@fundp.ac.be
  Tel. 32 (0) 81 72 48 83

**WEB SITES**
- [www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle](http://www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle)
**Multilevel decision making**

**Research Field and Subjects**

An overview of consumer and tourism behavior literature indicates that existing decision-making models have been dominated with horizontal approaches dealing with how decisions are made from need recognition to purchase. In this project, we want to investigate consumers' decision-making processes more thoroughly, adding a vertical (decisions are made at multiple product levels at the same time) and a transversal (how plans and decisions are made socially) perspective.

**Representative Publications**

Decrop, A., Kozak, M., Multiple levels of consumer goals in vacation decision making. In Metin Kozak, Nazmi Kozak (Eds.), Proceedings of the 4th world conference for graduate research in tourism, hospitality and leisure, Antalya: Anatolia, forthcoming


**Senior scientist:**

- Alain DECROP


**Partnership & Scientific collaboration**

- Prof. Metin Kozak (Mugla University, Turkey).

**KEY WORDS FOR R&D**

- Decision making
- Consumer behavior
- Tourism
- Decision strategies
- Decision goals
- Multilevel analysis

**SENIOR SCIENTIST**

Alain DECROP  
Alain.decrop@fundp.ac.be  
Tel. 32 (0) 81 72 48 82

**WEB SITES**

- [www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle](http://www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle)
Consumer's decision making and shopping behaviour

Research Field and Subjects

Shopping activities are omnipresent in our daily. The consumers' choice process for shopping destinations and/or goods or services can in some cases be simple but can also be much more complex in others. Understanding this process, its modelling and the use of models for predictive purposes is crucial from a scientific as well as from a managerial standpoint.

Representative Publications


Senior scientists:
- Patricia NISOL
- Pietro ZIDDA
- Alain DECROP


Partnerships & Scientific collaborations

- Prof. Els Gijsbrechts (Tilburg University, The Netherlands)
- Prof. Katia Campo (KULeuven, Belgium)
- Prof. Sachin Gupta (The Johnson School, Cornell University, USA).
- Prof. Larry Lockshin (Erhenberg-Bass Institute for Marketing Science, University of South Australia, Adelaide).

KEY WORDS FOR R&D
Decision making
Store choice
Shopping behavior
Modelling
Retailing

SENIOR SCIENTISTS
Patricia NISOL
Patricia.nisol@fundp.ac.be
Tel. 32 (0) 81 72 49 02

Pietro ZIDDA
Pietro.zidda@fundp.ac.be
Tel. 32 (0) 81 72 48 83

Alain DECROP
alain.decrop@fundp.ac.be
Tel. 32 (0) 81 72 48 82

WEB SITES
www.lsm.be/ccms/
www.fundp.ac.be/facultes/eco/departements/gestion/recherche/centres/cercle
**Research Field and Subjects**

This project has one main objective: how to sensitize children to Culture (arts). This broad topic is divided into two projects. The first one targets the various ways of learning possible (for children) inside and outside museum settings (learning by play, learning by experience, learning by reading, etc.). Qualitative studies (with observation of children in museum settings) as well as experiments are conducted. The second project is linked to the new technologies made available and how these highly involving technologies (such as interactive play or virtual realities) could be used to promote culture among children. With the partnership of Mons 2015 and the project “J’aurai 20 ans en 2015”, a cohort of children and teenagers is available and we have free access to it in order to collect qualitative and quantitative data.

**Services & Consultancy**

- Mons 2015
- Le Manège (Mons-Maubeuge)
- Microsoft

**Partnerships & Scientific collaborations**

- Prof. Benny Rigaux-Bricmont, University of Laval, Québec, Canada.
- Prof. Joël Bree, University of Caen and ESC-Rouen.
- Mons 2015 and Microsoft

**KEY WORDS FOR R&D**

Culture  
Children as consumers  
Learning  
New technologies  
Immersion

**SENIOR SCIENTISTS**

Claude PECHEUX  
pecheux@fucam.ac.be  
Tel. 32 (0) 65 32 34 14

Alain DECROP  
Alain.decrop@fundp.ac.be  
Tel. 32 (0) 81 72 48 82

**WEB SITE**

Bidding Behavior in Online Auctions

Research Field and Subjects

"The normative answer of how people should bid if everyone is rational is well developed and understood by economists. The descriptive answer of how people do bid is far less understood. We have to develop a general behavioral theory of auctions" claimed Gneezy in Management Science (2005). The focus of this research is in line with this assessment, and is related to bidding behavior of "amateur" bidders operating in an online marketplace and bidding for mass-market goods.

A first focus is given on the dynamic bidding process of online auctions, by studying the impact of signals sent by the seller during an auction on bidders’ behavior and on the final auction price. Interactivity between auctioneer and participants is studied through Bayesian inference models. A second focus is given on the behavior of "real" participants bidding against robots (automatic bidding) in online English auctions. Natural experiments are used in order to analyze the behaviors of these real bidders, given that the mix of real participants and robots makes English auctions a hybrid system where robots act as in Vickrey auctions. A third focus is given on the impact of auction rules (starting bid, reserve price) on bidding behavior and on the auction prices, through lab experiments.

Services & Consultancy

- Online auction design and development of strategies that a seller (company) could use in order to maximize its revenue.

Representative Publications


Award

"Best PhD Thesis Award in Direct Marketing, Distance selling and E-Commerce" (Cube Européen des Grandes Ecoles et des Universités) (2008), with the support of ESC Lille (Lille School of Management) and the French Group La Poste.

Partnerships & Scientific collaborations

- Eric GREENLEAF, Professor of Marketing, Stern School of Business, New York University, USA.
- Patrick SCARMURE, Professor of Economics, Louvain School of Management and FUCaM, Belgium.
- Sha YANG, Professor of Marketing, Louvain School of Management and FUCaM, Stern School of Business, New York University, USA.

KEY WORDS FOR R&D

Online Auctions
Bidders’ Behavior
Messages
Auction Price
Auction rules
Robots
Bayesian inference

SENIOR SCIENTISTS

Caroline DUCARROZ
ducarroz@fucam.ac.be
Tel. 32 (0) 65 32 34 12

Patrick SCARMURE
scarmure@fucam.ac.be
Tel. 32 (0) 65 32 33 01

Nadia SINIGAGLIA
sinigaglia@fucam.ac.be

WEB SITE

www.lsm.be/ccms/
Adolescents and brands

Research Field and Subjects

This research project investigates the attitude of adolescents toward the brand as well as toward co-branding. Simultaneously we focus on enduring involvement of adolescents in categories of products and services. For attitude toward the brand and involvement, we work at developing two relevant measurement scales specially adapted to this young population. Surveys involving 1397 adolescents were conducted based on seven data collections for attitude toward the brand and five data collections for enduring involvement. The results are analyzed to produce two valid and reliable measurement scales which can be used to improve our understanding of the behavior of adolescents as consumers.

Representative Publications

Derbaix, C. and Leheut, E., Adolescents : implication envers les produits et attitude envers les marques, Recherche et Applications en Marketing, forthcoming

Senior scientist:

Christian DERBAIX


KEY WORDS FOR R&D

Adolescents
Enduring involvement
Attitude toward the brand
Co-branding

SENIOR SCIENTIST

Christian DERBAIX
derbaix@fucam.ac.be
Tel. 00 32 (0) 65 32 33 29

WEB SITE

www.lsm.be/ccms/
Research Field and Subjects

This project is focused on the convergence of different verbal and non-verbal complementary tools designed to measure affective reactions elicited by marketing stimuli. Various investigation tools will be implemented: covert recording of subjects’ facial expression when exposed to commercials, iconic scales and verbal scales as well as EEG (electroencephalography). The predictive power of these measurements of independent variables (affective responses) will be assessed with respect to the subjects’ attitude toward the brands advertised and the intention to buy these brands. One of the goals of this research is also to substantiate or disprove the validity of current emotional verbal scales. In a second stage, we shall look for the cerebral metabolic activity (BOLD signal) that accompanies neural processing of consumers exposed to these commercials (using functional MRI, and possibly PET scan).

Representative Publications


Senior scientist:

Christian DERBAIX

Poncin, I. and Derbaix, C., Commercials as context for other commercials: threat or Opportunity, forthcoming in the Journal of Advertising.

Poncin, I. and Derbaix, C. (2004), Post exposure verbal measurement is not so bad: convergence and complementarity of three methods of affective reactions’ measurement, proceedings of the 33rd EMAC Conference, Murcia, Spain.

Partnerships & Scientific collaborations

- Prof. I. Poncin (ESC Lille)
- Prof. E. Droulers (Université de Bretagne Sud)
- Prof. B. Roullet (Université de Paris I - Sorbonne)

KEY WORDS FOR R&D

Affective reactions
Verbal measurement
Non verbal measurement
Facial expressions

SENIOR SCIENTIST

Christian DERBAIX
derbaix@fucam.ac.be
Tel. 00 32 (0) 65 32 33 29

WEB SITE

www.lsm.be/ccms/
Research Field and Subjects

An integrated model of persuasive communication (LISA Q) is first described. This model is based on the assumption that different pathways are possible in order to influence the consumer: the Logic or cognitive way, the Interpersonal and/or Imitation way, a way based on Sentiments and Emotions and a way triggered off by Automatisms. These ways can be simultaneous and interconnected. Then, two experiments are implemented in order to test that ads “opening” more pathways or “doors” have a greater impact in terms of attitude toward the ad, attitude toward the brand and purchase intention. Moreover this research demonstrates the interactions taking place between the different pathways of LISA Q.

Representative Publications


Derbaix C., Gregory P., Leheut E. and Steyer A., Présentation et validation d’un modèle intégrateur des mécanismes de persuasion publicitaire, working paper (submitted to *Recherche et Applications en Marketing*)

Senior scientist:

Christian DERBAIX

Partnerships & Scientific collaborations

- Prof. P. Grégory (Université Paris II – Panthéon Assas)
- Prof. A. Steyer (Université de Reims)

KEY WORDS FOR R&D

*Persuasive communication*
*Interactions*
*Attitude toward the ad*
*Attitude toward the brand*

SENIOR SCIENTIST

Christian DERBAIX  
derbaix@fucam.ac.be  
Tel. 00 32 (0) 65 32 33 29

WEB SITE

www.lsm.be/ccms/
Other
Socio-economic analysis of environmental resources

Senior scientist:
Daniel Tyteca

Concordia University, Palais des Congrès, Montréal (Canada), 11-14 July 2004.

Research Field and Subjects


Representative Publications


KEY WORDS FOR R&D

Socio-economic Analysis
Economic Valuation
Ecological Networks
Natura 2000
Biodiversity Conservation

SENIOR SCIENTIST

Daniel TYTECA
daniel.tyteca@uclouvain.be
Tel. 32 (0) 10 47 44 88
Chapter 3: Publications of the Louvain School of Management
Books


### Book Chapters

• Gérard M. et V. Vandenberghes, 2007, « Financement de l'enseignement supérieur et mobilité du capital humain en Europe », in Nos Régions en Europe : Voies d'impasse, voies...


**Scientific Articles**

**Peer-reviewed**:


• Decrop A., 2007, « The influence of message format on the effectiveness of print
advertisements for tourism destinations », in International Journal of Advertising, Vol. 26 Iss.
4.
• Decrop A. and D. Snelders, 2007, « The attribute background of destination judgments
before and after the vacation experience », in Asian Journal of Tourism and Hospitality
Research, Vol. 1 Iss. 1 pp. 78-88.
• Decrop A. et C. Pecheux, 2007, « La prise de décision dans les groupes d'amis: Une
étude exploratoire », in Recherche et Applications en Marketing, Vol. 22 Iss. 2.
• Delobbe N., 2007, « Facteurs de motivation et de transfert d'apprentissage en formation
71-88.
• Delwarde A., C. Partrat et M. Denuit, 2007, « Negative Binomial version of the Lee-
Carter model for mortality forecasting », in Applied Stochastic Models in Business and
• Delwarde A., P. Eilers et M. Denuit, 2007, « Smoothing the Lee-Carter and Poisson log-
bi linear models for mortality forecasting: A penalized log-likelihood approach », in Statistical
Modelling, pp. 29-48.
• Demoulin N. and P. Zidda, 2007, « On the impact of loyalty cards on store loyalty: Does
customers' satisfaction towards rewards matter? », in Journal of Retailing and Consumer
Services.
• Dennerstein L., J. Guthrie, H. Burger and P. Lehert, 2007, « New findings from non-
linear longitudinal modeling of menopausal hormone changes », in Human reproduction
• Dennerstein L., J. Guthrie, H. Burger and P. Lehert, 2007, « Modelling women's health
during the menopausal transition: a longitudinal analysis. », in Menopause, Vol. 14
• Denuit M., 2007, « Distribution of the random future life expectancies in log-bilinear
• Denuit M., 2007, « Comonotonic approximations to quantiles of life annuity conditional
expected present values », in Insurance: Mathematics and Economics.
• Denuit M. et E. Frostig, 2007, « Comparison of dependence in factor models with
application to credit risk portfolios », in Probability in the Engineering and Informational
Sciences.


• Louveaux F. and J. Salazar Juan, 2007, « On the One-Commodity Pickup-and-Delivery Travelling Salesman Problem with Stochastic Demands ».

Non Peer-reviewed :

Professional Articles and Miscallaneous


Appendix: LSM JOURNAL RANKING

The scientific journals are ranked into 4 categories, from A (top journals) to D.

<table>
<thead>
<tr>
<th>A. Journal Title</th>
<th>ISSN</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACM Transactions on Computer Systems</td>
<td>0734-2071</td>
</tr>
<tr>
<td>ACM Transactions on Graphics</td>
<td>0730-0301</td>
</tr>
<tr>
<td>ACM Transactions on Software Engineering and Methodology</td>
<td>1049-331X</td>
</tr>
<tr>
<td>Academy of Management Journal</td>
<td>0001-4273</td>
</tr>
<tr>
<td>Academy of Management Review</td>
<td>0363-7425</td>
</tr>
<tr>
<td>Accounting Review</td>
<td>0001-4826</td>
</tr>
<tr>
<td>Accounting, Organisations and Society</td>
<td>0361-3682</td>
</tr>
<tr>
<td>Administrative Science Quarterly</td>
<td>0001-8392</td>
</tr>
<tr>
<td>American Economic Review</td>
<td>0002-8282</td>
</tr>
<tr>
<td>American Journal of Agricultural Economics</td>
<td>0002-9092</td>
</tr>
<tr>
<td>American Journal of Political Science</td>
<td>0092-5853</td>
</tr>
<tr>
<td>American Journal of Public Health</td>
<td>0090-0036</td>
</tr>
<tr>
<td>American Journal of Sociology</td>
<td>0002-9602</td>
</tr>
<tr>
<td>American Political Science Review</td>
<td>0003-0554</td>
</tr>
<tr>
<td>American Psychologist</td>
<td>0003-066X</td>
</tr>
<tr>
<td>American Sociological Review</td>
<td>0003-1224</td>
</tr>
<tr>
<td>Annales. Histoire, Sciences sociales</td>
<td>0395-2649</td>
</tr>
<tr>
<td>Annals of Statistics</td>
<td>0090-5364</td>
</tr>
<tr>
<td>Annual Review of Psychology</td>
<td>0066-4308</td>
</tr>
<tr>
<td>Annual Review of Sociology</td>
<td>0360-0572</td>
</tr>
<tr>
<td>Artificial Intelligence</td>
<td>0004-3702</td>
</tr>
<tr>
<td>British Journal of Psychology</td>
<td>0007-1269</td>
</tr>
<tr>
<td>British Journal of Social Psychology</td>
<td>0144-6665</td>
</tr>
<tr>
<td>Brookings Papers on Economic Activity</td>
<td>0007-2303</td>
</tr>
<tr>
<td>Computational Linguistics</td>
<td>0891-2017</td>
</tr>
<tr>
<td>Data Mining and Knowledge Discovery</td>
<td>1384-5810</td>
</tr>
<tr>
<td>Demography</td>
<td>0070-3370</td>
</tr>
<tr>
<td>Ecological Economics</td>
<td>0921-8009</td>
</tr>
<tr>
<td>Econometric Theory</td>
<td>0266-4666</td>
</tr>
<tr>
<td>Econometrica</td>
<td>0012-9682</td>
</tr>
<tr>
<td>Economic Development and Cultural Change</td>
<td>0013-0079</td>
</tr>
<tr>
<td>Economic Geography</td>
<td>0013-0095</td>
</tr>
<tr>
<td>Economic History Review</td>
<td>0013-0117</td>
</tr>
<tr>
<td>Economic Journal</td>
<td>0013-0133</td>
</tr>
<tr>
<td>Economic Theory</td>
<td>0938-2259</td>
</tr>
<tr>
<td>Entrepreneurship, Theory and Practice</td>
<td>1042-2587</td>
</tr>
<tr>
<td>Environment and Planning A</td>
<td>0308-518X</td>
</tr>
<tr>
<td>Environment and Planning D: Society and Space</td>
<td>0263-7758</td>
</tr>
<tr>
<td>Environmental Modelling &amp; Software</td>
<td>1364-8152</td>
</tr>
<tr>
<td>European Economic Review</td>
<td>0014-2921</td>
</tr>
<tr>
<td>European Journal of Information Systems</td>
<td>0960-085X</td>
</tr>
<tr>
<td>European Journal of Operational Research</td>
<td>0377-2217</td>
</tr>
<tr>
<td>European Journal of Political Research</td>
<td>0304-4130</td>
</tr>
<tr>
<td>European Journal of the History of Economic Thought</td>
<td>0967-2567</td>
</tr>
<tr>
<td>Foundations of Computational Mathematics</td>
<td>1615-3375</td>
</tr>
<tr>
<td>Games and Economic Behaviour</td>
<td>0899-8256</td>
</tr>
<tr>
<td>Health Economics</td>
<td>1057-9230</td>
</tr>
<tr>
<td>Health Services Research</td>
<td>0017-9124</td>
</tr>
<tr>
<td>Human Computer Interaction</td>
<td>0737-0024</td>
</tr>
<tr>
<td>Human Relations</td>
<td>0018-7267</td>
</tr>
<tr>
<td>Human Resource Management</td>
<td>0090-4848</td>
</tr>
<tr>
<td>IEEE Pervasive Computing</td>
<td>1536-1268</td>
</tr>
<tr>
<td>IEEE Transactions on Computers</td>
<td>0018-9340</td>
</tr>
<tr>
<td>IEEE Transactions on Evolutionary Computation</td>
<td>1089-778X</td>
</tr>
<tr>
<td>IEEE Transactions on Fuzzy Systems</td>
<td>1063-6706</td>
</tr>
<tr>
<td>IEEE Transactions on Information Theory</td>
<td>0018-9448</td>
</tr>
<tr>
<td>IEEE Transactions on Neural Networks</td>
<td>1045-9227</td>
</tr>
<tr>
<td>IEEE Transactions on Pattern Analysis and Machine Intelligence</td>
<td>0162-8828</td>
</tr>
<tr>
<td>IEEE-ACM Transactions on Networking</td>
<td>1063-6692</td>
</tr>
<tr>
<td>Industrial Relations: A Journal of Economy and Society</td>
<td>0019-8676</td>
</tr>
<tr>
<td>Industrial and Labor Relations Review</td>
<td>0019-7939</td>
</tr>
<tr>
<td>Information Sciences</td>
<td>0020-0255</td>
</tr>
<tr>
<td>Information Systems Research</td>
<td>1047-7047</td>
</tr>
<tr>
<td>International Economic Review</td>
<td>0020-6598</td>
</tr>
<tr>
<td>International Journal of Industrial Organization</td>
<td>0167-7187</td>
</tr>
<tr>
<td>International Journal of Production Economics</td>
<td>0925-5273</td>
</tr>
<tr>
<td>Journal of Accounting Research</td>
<td>0021-8456</td>
</tr>
<tr>
<td>Journal of Accounting and Economics</td>
<td>0165-4101</td>
</tr>
<tr>
<td>Journal of Applied Psychology</td>
<td>0021-9010</td>
</tr>
<tr>
<td>Journal of Business</td>
<td>0021-9398</td>
</tr>
<tr>
<td>Journal of Business Venturing</td>
<td>0883-9026</td>
</tr>
<tr>
<td>Journal of Comparative Economics</td>
<td>0147-5967</td>
</tr>
<tr>
<td>Journal of Consumer Research</td>
<td>0093-5301</td>
</tr>
<tr>
<td>Journal of Development Economics</td>
<td>0304-3878</td>
</tr>
<tr>
<td>Journal of Econometrics</td>
<td>0304-4076</td>
</tr>
<tr>
<td>Journal of Economic Geography</td>
<td>1468-2702</td>
</tr>
<tr>
<td>Journal of Economic Growth</td>
<td>1381-4338</td>
</tr>
<tr>
<td>Journal of Economic History</td>
<td>0022-0507</td>
</tr>
<tr>
<td>Journal of Economic Literature</td>
<td>0022-0515</td>
</tr>
<tr>
<td>Journal of Economic Perspectives</td>
<td>0895-3309</td>
</tr>
<tr>
<td>Journal of Economic Theory</td>
<td>0022-0531</td>
</tr>
<tr>
<td>Journal Title</td>
<td>ISSN</td>
</tr>
<tr>
<td>--------------------------------------------------------</td>
<td>-------------</td>
</tr>
<tr>
<td>ACM Computing Surveys</td>
<td>0360-0309</td>
</tr>
<tr>
<td>ACM Transactions on Database Systems (TODS)</td>
<td>0362-5915</td>
</tr>
<tr>
<td>ACM Transactions on Human-Computer Interaction (TOCHI)</td>
<td>1073-0516</td>
</tr>
<tr>
<td>ACM Transactions on Informations Systems (TOTS)</td>
<td>1046-8188</td>
</tr>
<tr>
<td>ACM Transactions on Modelling and Computer Simulation (TOMACS)</td>
<td>1049-3301</td>
</tr>
<tr>
<td>ACTA Informatica</td>
<td>0001-5903</td>
</tr>
<tr>
<td>Academy of Management Executive</td>
<td>0896-3789</td>
</tr>
<tr>
<td>Academy of Management, Learning and Education</td>
<td>1537-260X</td>
</tr>
<tr>
<td>Accounting Horizons</td>
<td>0888-7993</td>
</tr>
<tr>
<td>Accounting and Business Research</td>
<td>0001-4788</td>
</tr>
<tr>
<td>Accounting, Auditing and Accountability Journal</td>
<td>0951-3574</td>
</tr>
<tr>
<td>Accounting, Business and Financial History</td>
<td>0958-5206</td>
</tr>
<tr>
<td>Acta Psychologica</td>
<td>0001-6918</td>
</tr>
<tr>
<td>Advances in Applied Probability</td>
<td>0021-9002</td>
</tr>
<tr>
<td>Advances in Strategic Management</td>
<td>0742-3322</td>
</tr>
<tr>
<td>American Educational Research Journal</td>
<td>0002-8312</td>
</tr>
<tr>
<td>American Journal of Psychology</td>
<td>0002-9556</td>
</tr>
<tr>
<td>American Law and Economics Review</td>
<td>1465-7252</td>
</tr>
<tr>
<td>Annales d'Économie et Statistiques</td>
<td>0769-489X</td>
</tr>
<tr>
<td>Annals of Operations Research</td>
<td>0254-5330</td>
</tr>
<tr>
<td>Annals of Probability</td>
<td>0091-1798</td>
</tr>
<tr>
<td>Annals of Regional Science</td>
<td>0570-1864</td>
</tr>
<tr>
<td>Annals of Tourism Research</td>
<td>0160-7383</td>
</tr>
<tr>
<td>Annual Review of Information Science and Technology</td>
<td>0066-4200</td>
</tr>
<tr>
<td>Antitrust Bulletin</td>
<td>0003-603X</td>
</tr>
<tr>
<td>Antitrust Law Journal</td>
<td>0003-6056</td>
</tr>
<tr>
<td>Antitrust Law and Economics Review</td>
<td>0003-6048</td>
</tr>
<tr>
<td>Applied Economics</td>
<td>0003-6846</td>
</tr>
<tr>
<td>Applied Soft Computing</td>
<td>1568-4946</td>
</tr>
<tr>
<td>Asia Pacific Journal of Management</td>
<td>0217-4561</td>
</tr>
<tr>
<td>Auditing: A Journal of Practice and Theory</td>
<td>0278-0380</td>
</tr>
<tr>
<td>Behavioral Research in Accounting</td>
<td>1050-4753</td>
</tr>
<tr>
<td>British Accounting Review</td>
<td>0890-8389</td>
</tr>
<tr>
<td>British Educational Research Journal</td>
<td>0141-1926</td>
</tr>
<tr>
<td>British Journal of Industrial Relations</td>
<td>0007-1080</td>
</tr>
<tr>
<td>British Journal of Management</td>
<td>1045-3172</td>
</tr>
<tr>
<td>British Journal of Political Science</td>
<td>0007-1234</td>
</tr>
<tr>
<td>British Journal of Sociology</td>
<td>0007-1315</td>
</tr>
<tr>
<td>Business History</td>
<td>0007-6791</td>
</tr>
<tr>
<td>Business History Review</td>
<td>0007-6805</td>
</tr>
<tr>
<td>California Management Review</td>
<td>0008-1256</td>
</tr>
<tr>
<td>Cambridge Journal of Economics</td>
<td>0309-166X</td>
</tr>
<tr>
<td>Canadian Journal of Economics</td>
<td>0008-4085</td>
</tr>
<tr>
<td>China Economic Review</td>
<td>1043-951X</td>
</tr>
<tr>
<td>Climate Policy</td>
<td>1469-3062</td>
</tr>
<tr>
<td>Communications of the ACM</td>
<td>0001-0782</td>
</tr>
<tr>
<td>Comptabilité Contrôle Audit</td>
<td>1262-2788</td>
</tr>
<tr>
<td>Computational Intelligence</td>
<td>0824-7935</td>
</tr>
<tr>
<td>Computer</td>
<td>0018-9162</td>
</tr>
<tr>
<td>Computers &amp; Education</td>
<td>0360-1315</td>
</tr>
<tr>
<td>Computers and Operations Research</td>
<td>0305-0548</td>
</tr>
<tr>
<td>Connection Science</td>
<td>0954-0091</td>
</tr>
<tr>
<td>Contemporary Accounting Research</td>
<td>0823-9150</td>
</tr>
<tr>
<td>Critical Perspectives on Accounting</td>
<td>1045-2354</td>
</tr>
<tr>
<td>Critical Review</td>
<td>0891-3811</td>
</tr>
<tr>
<td>Cyberpsychology &amp; Behavior</td>
<td>1094-9313</td>
</tr>
<tr>
<td>Decision Sciences</td>
<td>0011-7315</td>
</tr>
<tr>
<td>Decision Support Systems</td>
<td>0167-9236</td>
</tr>
<tr>
<td>Development and Change</td>
<td>0012-155X</td>
</tr>
<tr>
<td>Distributed Computing</td>
<td>0178-2770</td>
</tr>
<tr>
<td>Econometrics Journal</td>
<td>1368-4221</td>
</tr>
<tr>
<td>Economic Development Quarterly</td>
<td>0891-2424</td>
</tr>
<tr>
<td>Economic Inquiry</td>
<td>0095-2583</td>
</tr>
<tr>
<td>Economic Modelling</td>
<td>0264-9993</td>
</tr>
<tr>
<td>Economic Policy</td>
<td>0266-4658</td>
</tr>
<tr>
<td>Economic and Industrial Democracy</td>
<td>0143-831X</td>
</tr>
<tr>
<td>Economica</td>
<td>0013-0427</td>
</tr>
<tr>
<td>Economics Letters</td>
<td>0165-1765</td>
</tr>
<tr>
<td>Economics and Philosophy</td>
<td>0266-2671</td>
</tr>
<tr>
<td>Economics of Education Review</td>
<td>0272-7757</td>
</tr>
<tr>
<td>Economics of Transition</td>
<td>0967-0750</td>
</tr>
<tr>
<td>Economy and Society</td>
<td>0308-5147</td>
</tr>
<tr>
<td>Energy Economics</td>
<td>0140-9883</td>
</tr>
<tr>
<td>Energy Journal</td>
<td>0195-6574</td>
</tr>
<tr>
<td>Energy Policy</td>
<td>0301-4215</td>
</tr>
<tr>
<td>Entrepreneurship and Regional Development</td>
<td>0898-5626</td>
</tr>
<tr>
<td>Environment and Planning B: Planning and Design</td>
<td>0308-2164</td>
</tr>
<tr>
<td>Environment and Planning C: Government and Policy</td>
<td>0263-774X</td>
</tr>
<tr>
<td>Environmental Modelling and Assessment</td>
<td>1420-2026</td>
</tr>
<tr>
<td>Environmental and Resource Economics</td>
<td>0924-6460</td>
</tr>
<tr>
<td>Environmental and Resource Economics</td>
<td>0924-6460</td>
</tr>
<tr>
<td>European Accounting Review</td>
<td>0963-8180</td>
</tr>
<tr>
<td>European Finance Review</td>
<td>1382-6662</td>
</tr>
<tr>
<td>European Financial Management</td>
<td>1354-7798</td>
</tr>
<tr>
<td>European Journal of Industrial Relations</td>
<td>0959-6801</td>
</tr>
<tr>
<td>European Journal of International Law</td>
<td>1464-3586</td>
</tr>
<tr>
<td>European Journal of Political Economy</td>
<td>0176-2680</td>
</tr>
<tr>
<td>Journal Name</td>
<td>Volume-Issue Numbers</td>
</tr>
<tr>
<td>------------------------------------------------------------------</td>
<td>----------------------</td>
</tr>
<tr>
<td>European Journal of Social Psychology</td>
<td>0046-2772</td>
</tr>
<tr>
<td>European Journal of Sociology</td>
<td>0003-9756</td>
</tr>
<tr>
<td>European Review of Agricultural Economics</td>
<td>0165-1587</td>
</tr>
<tr>
<td>European Review of Economic History</td>
<td>1361-4916</td>
</tr>
<tr>
<td>European Urban and Regional Studies</td>
<td>0969-7764</td>
</tr>
<tr>
<td>Evolutionary Computation</td>
<td>1063-6560</td>
</tr>
<tr>
<td>Experimental Economics</td>
<td>1386-4157</td>
</tr>
<tr>
<td>Expert Systems with Applications</td>
<td>0957-4174</td>
</tr>
<tr>
<td>Explorations in Economic History</td>
<td>0014-4983</td>
</tr>
<tr>
<td>Feminist Economics</td>
<td>1354-5701</td>
</tr>
<tr>
<td>Finance</td>
<td>0752-6180</td>
</tr>
<tr>
<td>Finance and Stochastics</td>
<td>0949-2984</td>
</tr>
<tr>
<td>Financial Accountability and Management</td>
<td>0267-4424</td>
</tr>
<tr>
<td>Financial Analysts Journal</td>
<td>0015-198X</td>
</tr>
<tr>
<td>Financial Management</td>
<td>0046-3892</td>
</tr>
<tr>
<td>Financial Markets, Institutions and Instruments</td>
<td>0963-8008</td>
</tr>
<tr>
<td>Financial Review</td>
<td>0732-8516</td>
</tr>
<tr>
<td>Futures</td>
<td>0016-3287</td>
</tr>
<tr>
<td>Fuzzy Sets &amp; Systems</td>
<td>0165-0114</td>
</tr>
<tr>
<td>Geneva Risk and Insurance Review</td>
<td>1554-964X</td>
</tr>
<tr>
<td>Group Decision and Negotiation</td>
<td>0926-2644</td>
</tr>
<tr>
<td>Group and Organization Management</td>
<td>1059-6011</td>
</tr>
<tr>
<td>Harvard Business Review</td>
<td>0017-8012</td>
</tr>
<tr>
<td>Health Affairs</td>
<td>0278-2715</td>
</tr>
<tr>
<td>Health Policy</td>
<td>0168-8510</td>
</tr>
<tr>
<td>History of Political Economy</td>
<td>0018-2702</td>
</tr>
<tr>
<td>Human Performance</td>
<td>0895-9285</td>
</tr>
<tr>
<td>Human Resource Management Journal</td>
<td>0954-5395</td>
</tr>
<tr>
<td>Human Resource Management Review</td>
<td>1053-4822</td>
</tr>
<tr>
<td>IBM Systems Journal</td>
<td>0018-8670</td>
</tr>
<tr>
<td>IEEE Internet Computing</td>
<td>1089-7801</td>
</tr>
<tr>
<td>IEEE Network</td>
<td>0890-8044</td>
</tr>
<tr>
<td>IEEE Software</td>
<td>0740-7459</td>
</tr>
<tr>
<td>IEEE Transaction on Systems, Man and Cybernetics - A</td>
<td>1083-4427</td>
</tr>
<tr>
<td>IEEE Transaction on Systems, Man and Cybernetics - C</td>
<td>1094-6977</td>
</tr>
<tr>
<td>IEEE Transactions on Engineering Management</td>
<td>0018-9391</td>
</tr>
<tr>
<td>IEEE Transactions on Knowledge &amp; Data Engineering</td>
<td>1041-4347</td>
</tr>
<tr>
<td>IEEE Transactions on Mobile Computing</td>
<td>1536-1233</td>
</tr>
<tr>
<td>IEEE Transactions on Multimedia</td>
<td>1520-9210</td>
</tr>
<tr>
<td>IEEE Transactions on Reliability</td>
<td>0018-9829</td>
</tr>
<tr>
<td>IEEE Transactions on Software Engineering</td>
<td>0098-5589</td>
</tr>
<tr>
<td>IEEE Wireless Comunications</td>
<td>1536-1284</td>
</tr>
<tr>
<td>IMF: Staff Papers</td>
<td>1020-7635</td>
</tr>
<tr>
<td>INFORMS Journal on Computing</td>
<td>1526-5528</td>
</tr>
<tr>
<td>Industrial Law Journal</td>
<td>0305-9332</td>
</tr>
<tr>
<td>Industrial Marketing Management</td>
<td>0019-8501</td>
</tr>
<tr>
<td>Industrial and Corporate Change</td>
<td>0960-6491</td>
</tr>
<tr>
<td>Information Processing &amp; Management</td>
<td>0306-4573</td>
</tr>
<tr>
<td>Information Systems</td>
<td>0306-4379</td>
</tr>
<tr>
<td>Information Systems Journal</td>
<td>1350-1917</td>
</tr>
<tr>
<td>Information and Management</td>
<td>0378-7206</td>
</tr>
<tr>
<td>Information and Organization</td>
<td>0959-8022</td>
</tr>
<tr>
<td>International Journal of Accounting</td>
<td>0020-7063</td>
</tr>
<tr>
<td>International Journal of Electronic Commerce</td>
<td>1086-4415</td>
</tr>
<tr>
<td>International Journal of Flexible Manufacturing Systems</td>
<td>0920-6299</td>
</tr>
<tr>
<td>International Journal of Forecasting</td>
<td>0169-2070</td>
</tr>
<tr>
<td>International Journal of Game Theory</td>
<td>0020-7276</td>
</tr>
<tr>
<td>International Journal of High Performance Computing Applications</td>
<td>1094-3420</td>
</tr>
<tr>
<td>International Journal of Human Resource Management</td>
<td>0958-5192</td>
</tr>
<tr>
<td>International Journal of Human-Computer Studies</td>
<td>1071-5819</td>
</tr>
<tr>
<td>International Journal of Management Reviews</td>
<td>1460-8545</td>
</tr>
<tr>
<td>International Journal of Operations and Production Management</td>
<td>0144-3577</td>
</tr>
<tr>
<td>International Journal of Production Research</td>
<td>0020-7543</td>
</tr>
<tr>
<td>International Journal of Research in Marketing</td>
<td>0167-8116</td>
</tr>
<tr>
<td>International Journal of Selection and Assessment</td>
<td>0965-075X</td>
</tr>
<tr>
<td>International Regional Science Review</td>
<td>0160-0176</td>
</tr>
<tr>
<td>International Review of Financial Analysis</td>
<td>1057-5219</td>
</tr>
<tr>
<td>International Review of Industrial and Organizational Psychology</td>
<td>0886-1528</td>
</tr>
<tr>
<td>International Review of Law and Economics</td>
<td>0144-8188</td>
</tr>
<tr>
<td>International Small Business Journal</td>
<td>0266-2426</td>
</tr>
<tr>
<td>International Tax and Public Finance</td>
<td>0927-5940</td>
</tr>
<tr>
<td>International and Comparative Law Quarterly</td>
<td>0020-5893</td>
</tr>
<tr>
<td>Journal of Accounting Literature</td>
<td>0737-4607</td>
</tr>
<tr>
<td>Journal of Accounting and Public Policy</td>
<td>0278-4254</td>
</tr>
<tr>
<td>Journal of Accounting, Auditing and Finance</td>
<td>0148-558X</td>
</tr>
<tr>
<td>Journal of Advertising</td>
<td>0091-3367</td>
</tr>
<tr>
<td>Journal of Advertising Research</td>
<td>0021-8499</td>
</tr>
<tr>
<td>Journal of African Economies</td>
<td>0963-8024</td>
</tr>
<tr>
<td>Journal of Applied Econometrics</td>
<td>0883-7252</td>
</tr>
<tr>
<td>Journal of Banking and Finance</td>
<td>0378-4266</td>
</tr>
<tr>
<td>Journal of Behavioural Decision Making</td>
<td>0894-3257</td>
</tr>
<tr>
<td>Journal of Business Ethics</td>
<td>0167-4544</td>
</tr>
<tr>
<td>Journal of Business Finance and Accounting</td>
<td>0306-686X</td>
</tr>
<tr>
<td>Journal of Business Research</td>
<td>0148-2963</td>
</tr>
<tr>
<td>Journal of Business Venturing</td>
<td>0883-9026</td>
</tr>
<tr>
<td>Journal of Business and Economic Statistics</td>
<td>0735-0015</td>
</tr>
<tr>
<td>Journal of Computer and System Sciences</td>
<td>0022-0000</td>
</tr>
<tr>
<td>Journal of Consumer Psychology</td>
<td>1057-7408</td>
</tr>
<tr>
<td>Journal of Corporate Finance</td>
<td>0929-1199</td>
</tr>
<tr>
<td>Journal of Cross-Cultural Psychology</td>
<td>0022-0221</td>
</tr>
<tr>
<td>Journal of Database Management</td>
<td>1063-8016</td>
</tr>
<tr>
<td>Journal of Development Studies</td>
<td>0022-0388</td>
</tr>
<tr>
<td>Journal of Economic Behaviour and Organization</td>
<td>0167-2681</td>
</tr>
<tr>
<td>Journal of Economic Dynamics and Control</td>
<td>0165-1889</td>
</tr>
<tr>
<td>Journal of Economic Methodology</td>
<td>1350-178X</td>
</tr>
<tr>
<td>Journal of Economic Surveys</td>
<td>0950-0804</td>
</tr>
<tr>
<td>Journal of Empirical Finance</td>
<td>0927-5398</td>
</tr>
<tr>
<td>Journal of Epidemiology &amp; Community Health</td>
<td>0143-005X</td>
</tr>
<tr>
<td>Journal of European Public Policy</td>
<td>1350-1763</td>
</tr>
<tr>
<td>Journal of European Social Policy</td>
<td>0958-9287</td>
</tr>
<tr>
<td>Journal of Evolutionary Economics</td>
<td>0936-9937</td>
</tr>
<tr>
<td>Journal of Experimental Psychology: Human Perception and Performance</td>
<td>0096-1523</td>
</tr>
<tr>
<td>Journal of Experimental Psychology: Learning, Memory and Cognition</td>
<td>0278-7393</td>
</tr>
<tr>
<td>Journal of Experimental Social Psychology</td>
<td>0022-1031</td>
</tr>
<tr>
<td>Journal of Financial Intermediation</td>
<td>1042-9573</td>
</tr>
<tr>
<td>Journal of Financial Markets</td>
<td>1386-4181</td>
</tr>
<tr>
<td>Journal of Financial Research</td>
<td>0270-2592</td>
</tr>
<tr>
<td>Journal of Forecasting</td>
<td>0277-6693</td>
</tr>
<tr>
<td>Journal of Futures Markets</td>
<td>0270-7314</td>
</tr>
<tr>
<td>Journal of Global Information Management</td>
<td>1062-7375</td>
</tr>
<tr>
<td>Journal of Information Technology</td>
<td>0268-3962</td>
</tr>
<tr>
<td>Journal of Institutional and Theoretical Economics</td>
<td>0932-4569</td>
</tr>
<tr>
<td>Journal of International Economic Law</td>
<td>1369-3034</td>
</tr>
<tr>
<td>Journal of International Financial Markets, Institutions and Money</td>
<td>1042-4431</td>
</tr>
<tr>
<td>Journal of International Money and Finance</td>
<td>0261-5606</td>
</tr>
<tr>
<td>Journal of Legal Studies</td>
<td>0047-2530</td>
</tr>
<tr>
<td>Journal of Macroeconomics</td>
<td>0164-0704</td>
</tr>
<tr>
<td>Journal of Management Inquiry</td>
<td>1056-4926</td>
</tr>
<tr>
<td>Journal of Mathematical Economics</td>
<td>0304-4068</td>
</tr>
<tr>
<td>Journal of Policy Analysis and Management</td>
<td>0276-8739</td>
</tr>
<tr>
<td>Journal of Population Economics</td>
<td>0933-1433</td>
</tr>
<tr>
<td>Journal of Portfolio Management</td>
<td>0095-4918</td>
</tr>
<tr>
<td>Journal of Public Economic Theory</td>
<td>1097-3923</td>
</tr>
<tr>
<td>Journal of Quality Technology</td>
<td>0022-4065</td>
</tr>
<tr>
<td>Journal of Regional Science</td>
<td>0022-4146</td>
</tr>
<tr>
<td>Journal of Regulatory Economics</td>
<td>0922-680X</td>
</tr>
<tr>
<td>Journal of Risk and Insurance</td>
<td>0022-4367</td>
</tr>
<tr>
<td>Journal of Scheduling</td>
<td>1094-6136</td>
</tr>
<tr>
<td>Journal of Services Marketing</td>
<td>0887-6045</td>
</tr>
<tr>
<td>Journal of Small Business Management</td>
<td>0047-2778</td>
</tr>
<tr>
<td>Journal of Social Policy</td>
<td>0047-2794</td>
</tr>
<tr>
<td>Journal of Statistical Software</td>
<td>1548-7660</td>
</tr>
<tr>
<td>Journal of Strategic Information Systems</td>
<td>0963-8687</td>
</tr>
<tr>
<td>Journal of Transport Economics and Policy</td>
<td>0022-5258</td>
</tr>
<tr>
<td>Journal of World Business</td>
<td>1090-9516</td>
</tr>
<tr>
<td>Journal of the American Society for Information Science and Technology</td>
<td>1532-2882</td>
</tr>
<tr>
<td>Journal of the Association of Information Systems (JAIS)</td>
<td>1536-9323</td>
</tr>
<tr>
<td>Journal of the European Economic Association</td>
<td>1542-4766</td>
</tr>
<tr>
<td>(JEEA)</td>
<td></td>
</tr>
<tr>
<td>Journal of the History of Economic Thought</td>
<td>1042-7716</td>
</tr>
<tr>
<td>Journal of the Operational Research Society</td>
<td>0160-5682</td>
</tr>
<tr>
<td>Kyklos</td>
<td>0023-5962</td>
</tr>
<tr>
<td>Labour Economics</td>
<td>0927-5371</td>
</tr>
<tr>
<td>Land Economics</td>
<td>0023-7639</td>
</tr>
<tr>
<td>Leisure Sciences</td>
<td>0149-0400</td>
</tr>
<tr>
<td>Long Range Planning</td>
<td>0024-6301</td>
</tr>
<tr>
<td>M@gagement</td>
<td>1286-4892</td>
</tr>
<tr>
<td>MIT Sloan Management Review</td>
<td>0019-848X</td>
</tr>
<tr>
<td>Machine Learning</td>
<td>0885-6125</td>
</tr>
<tr>
<td>Macroeconomic Dynamics</td>
<td>1365-1005</td>
</tr>
<tr>
<td>Management Accounting Research</td>
<td>1044-5005</td>
</tr>
<tr>
<td>Management Learning</td>
<td>1350-5076</td>
</tr>
<tr>
<td>Manufacturing and Service Operations Management (M&amp;SOM)</td>
<td>1523-4614</td>
</tr>
<tr>
<td>Marketing Letters</td>
<td>0923-0645</td>
</tr>
<tr>
<td>Mathematical Finance</td>
<td>0960-1627</td>
</tr>
<tr>
<td>Mathematical Social Sciences</td>
<td>0165-4896</td>
</tr>
<tr>
<td>Medical Care</td>
<td>0025-7079</td>
</tr>
<tr>
<td>Medical Decision Making</td>
<td>0272-989X</td>
</tr>
<tr>
<td>Milbank Memorial Fund Quarterly - The Milbank Quarterly</td>
<td>0887-378X</td>
</tr>
<tr>
<td>National Tax Journal</td>
<td>0028-0283</td>
</tr>
<tr>
<td>Naval Research Logistics</td>
<td>0894-069X</td>
</tr>
<tr>
<td>Neural Networks</td>
<td>0893-6080</td>
</tr>
<tr>
<td>New Technology, Work and Employment</td>
<td>0268-1072</td>
</tr>
<tr>
<td>Non-Profit and Voluntary Sector Quarterly</td>
<td>0899-7640</td>
</tr>
<tr>
<td>OR Spectrum</td>
<td>0171-6468</td>
</tr>
<tr>
<td>Omega: The International Journal of Management Science</td>
<td>0305-0483</td>
</tr>
<tr>
<td>Operations Research Letters</td>
<td>0167-6377</td>
</tr>
<tr>
<td>Organization</td>
<td>1350-5084</td>
</tr>
<tr>
<td>Organizational Dynamics</td>
<td>0090-2616</td>
</tr>
<tr>
<td>Organizational Research Methods</td>
<td>1094-4281</td>
</tr>
<tr>
<td>Oxford Economics Papers</td>
<td>0030-7653</td>
</tr>
<tr>
<td>Oxford Journal of Legal Studies</td>
<td>1464-3820</td>
</tr>
<tr>
<td>Papers in Regional Science</td>
<td>1056-8190</td>
</tr>
<tr>
<td>Personality and Individual Differences</td>
<td>0191-8869</td>
</tr>
<tr>
<td>Pharmacoeconomics</td>
<td>1170-7690</td>
</tr>
<tr>
<td>Philosophy and Public Affairs</td>
<td>1088-4963</td>
</tr>
<tr>
<td>Policy and Politics</td>
<td>0305-5736</td>
</tr>
<tr>
<td>Political Science Quarterly</td>
<td>0032-3195</td>
</tr>
<tr>
<td>Population</td>
<td>0032-4663</td>
</tr>
<tr>
<td>Post-Communist Economies</td>
<td>1463-1377</td>
</tr>
<tr>
<td>Production Planning and Control</td>
<td>0953-7287</td>
</tr>
<tr>
<td>Psychological Research</td>
<td>0340-0727</td>
</tr>
<tr>
<td>Journal Title</td>
<td>ISSN</td>
</tr>
<tr>
<td>--------------------------------------------------------</td>
<td>--------------</td>
</tr>
<tr>
<td>AMBIO: A Journal of the Human Environment</td>
<td>0044-7447</td>
</tr>
<tr>
<td>Abacus</td>
<td>0001-3072</td>
</tr>
<tr>
<td>Academy of Marketing Science Review</td>
<td>1526-1794</td>
</tr>
<tr>
<td>Accounting Education</td>
<td>0963-9284</td>
</tr>
<tr>
<td>Accounting Forum</td>
<td>0155-9982</td>
</tr>
<tr>
<td>Accounting Historians Journal</td>
<td>0148-4184</td>
</tr>
<tr>
<td>Accounting History</td>
<td>1032-3732</td>
</tr>
<tr>
<td>Accounting and Finance</td>
<td>0810-5391</td>
</tr>
<tr>
<td>Administration and Society</td>
<td>0095-3997</td>
</tr>
<tr>
<td>Advances in Accounting</td>
<td>0882-6110</td>
</tr>
<tr>
<td>Advances in Consumer Research</td>
<td>0915-5524</td>
</tr>
<tr>
<td>Advances in Developing Human Resources</td>
<td>1523-4223</td>
</tr>
<tr>
<td>Advances in Econometrics: A Research Annual</td>
<td>0731-9053</td>
</tr>
<tr>
<td>Advances in International Accounting</td>
<td>0897-3660</td>
</tr>
<tr>
<td>Advances in Taxation</td>
<td>1058-7497</td>
</tr>
<tr>
<td>African Development Review</td>
<td>1017-6772</td>
</tr>
<tr>
<td>Agricultural Economics</td>
<td>0169-5150</td>
</tr>
<tr>
<td>American Behavioral Scientist</td>
<td>0002-7642</td>
</tr>
<tr>
<td>American Business Law Journal</td>
<td>0002-7766</td>
</tr>
<tr>
<td>American Journal of Economics and Sociology</td>
<td>0002-9246</td>
</tr>
<tr>
<td>American Journal of Evaluation</td>
<td>1098-2140</td>
</tr>
<tr>
<td>American Review of Public Administration</td>
<td>0275-0740</td>
</tr>
<tr>
<td>American Sociologist</td>
<td>0003-1232</td>
</tr>
<tr>
<td>American Statistician</td>
<td>0003-1305</td>
</tr>
<tr>
<td>Annals of Finance</td>
<td>1614-2446</td>
</tr>
<tr>
<td>Annals of Public and Cooperative Economics</td>
<td>1370-4788</td>
</tr>
<tr>
<td>Applied Artificial Intelligence</td>
<td>0883-9514</td>
</tr>
<tr>
<td>Applied Cognitive Psychology</td>
<td>0954-1446</td>
</tr>
<tr>
<td>Applied Economics Letters</td>
<td>1350-4851</td>
</tr>
<tr>
<td>Applied Financial Economics</td>
<td>0960-3107</td>
</tr>
<tr>
<td>Applied Mathematical Finance</td>
<td>1350-486X</td>
</tr>
<tr>
<td>Applied Psychological Measurement</td>
<td>0146-6216</td>
</tr>
<tr>
<td>Applied Psychology: An International Review</td>
<td>0269-994X</td>
</tr>
<tr>
<td>Asia Pacific Business Review</td>
<td>1360-2381</td>
</tr>
<tr>
<td>Asia Pacific Journal of Human Resources</td>
<td>1038-4111</td>
</tr>
<tr>
<td>Asian Journal of Political Science</td>
<td>0218-5377</td>
</tr>
<tr>
<td>Australian Economic History Review</td>
<td>0004-8992</td>
</tr>
<tr>
<td>Australian Economic Review</td>
<td>0004-9018</td>
</tr>
<tr>
<td>Australian Journal of Agricultural and Resource Economics</td>
<td>1364-985X</td>
</tr>
<tr>
<td>Australian Journal of Management</td>
<td>0312-8962</td>
</tr>
<tr>
<td>Australian Journal of Public Administration</td>
<td>0313-6647</td>
</tr>
<tr>
<td>Banque et Marchés</td>
<td>1167-4946</td>
</tr>
<tr>
<td>Behaviour and Information Technology</td>
<td>0144-929X</td>
</tr>
<tr>
<td>British Journal of Educational Technology</td>
<td>0007-1013</td>
</tr>
<tr>
<td>British Journal of Guidance and Counselling</td>
<td>0306-9885</td>
</tr>
<tr>
<td>British Journal of Social Work</td>
<td>0045-3102</td>
</tr>
<tr>
<td>British Tax Review</td>
<td>0007-1870</td>
</tr>
<tr>
<td>Bulletin of Economic Research</td>
<td>0307-3378</td>
</tr>
<tr>
<td>Bulletin of Indonesian Economic Studies</td>
<td>0007-4918</td>
</tr>
<tr>
<td>Business Ethics Quarterly</td>
<td>1052-150X</td>
</tr>
<tr>
<td>Business Ethics: A European Review</td>
<td>0962-8770</td>
</tr>
<tr>
<td>Business Strategy and the Environment</td>
<td>0964-4733</td>
</tr>
<tr>
<td>Business and Society</td>
<td>0007-6503</td>
</tr>
<tr>
<td>Cahiers d'Economie Politique</td>
<td>0154-8344</td>
</tr>
<tr>
<td>Canadian Journal of Administrative Sciences</td>
<td>0825-0383</td>
</tr>
<tr>
<td>Canadian Journal of Agricultural Economics</td>
<td>0008-3976</td>
</tr>
<tr>
<td>Canadian Journal of Development Studies</td>
<td>0225-5189</td>
</tr>
<tr>
<td>Canadian Journal of Regional Science</td>
<td>0705-4580</td>
</tr>
<tr>
<td>Capital and Class</td>
<td>0309-8168</td>
</tr>
<tr>
<td>China Quarterly</td>
<td>0305-7410</td>
</tr>
<tr>
<td>Climatic Change</td>
<td>0165-0009</td>
</tr>
<tr>
<td>Common Market Law Review</td>
<td>0165-0750</td>
</tr>
<tr>
<td>Communications of the AIS</td>
<td>1529-3181</td>
</tr>
<tr>
<td>Community Development Journal</td>
<td>0010-3802</td>
</tr>
<tr>
<td>Comparative Economic Studies</td>
<td>0888-7233</td>
</tr>
<tr>
<td>Competition and Change</td>
<td>1024-5294</td>
</tr>
<tr>
<td>Computational Economics</td>
<td>0927-7099</td>
</tr>
<tr>
<td>Computational Statistics</td>
<td>0943-4062</td>
</tr>
<tr>
<td>Computer Journal</td>
<td>0010-4620</td>
</tr>
<tr>
<td>Computers and Industrial Engineering</td>
<td>0360-8352</td>
</tr>
<tr>
<td>Construction Management and Economics</td>
<td>0144-6193</td>
</tr>
<tr>
<td>Consumption, Markets and Culture</td>
<td>1025-3866</td>
</tr>
<tr>
<td>Contemporary Economic Policy</td>
<td>1074-3529</td>
</tr>
<tr>
<td>Contemporary Sociology</td>
<td>0094-3061</td>
</tr>
<tr>
<td>Contributions to Political Economy</td>
<td>1464-3588</td>
</tr>
<tr>
<td>Cornell Hotel and Restaurant Administration Quarterly</td>
<td>0010-8804</td>
</tr>
<tr>
<td>Cornell International Law Journal</td>
<td>0010-8812</td>
</tr>
<tr>
<td>Corporate Governance: An International Review</td>
<td>0964-8410</td>
</tr>
<tr>
<td>Culture and Organization</td>
<td>1475-9551</td>
</tr>
<tr>
<td>Current Issues in Tourism</td>
<td>1368-3500</td>
</tr>
<tr>
<td>Database</td>
<td>0095-0033</td>
</tr>
<tr>
<td>Database for Advances in Information Systems</td>
<td>1532-0936</td>
</tr>
<tr>
<td>Decision Analysis</td>
<td>1545-8490</td>
</tr>
<tr>
<td>Decisions in Economics and Finance</td>
<td>1593-8883</td>
</tr>
<tr>
<td>Defence and Peace Economics</td>
<td>1024-2694</td>
</tr>
<tr>
<td>Developing Economies</td>
<td>0012-1533</td>
</tr>
<tr>
<td>Discrete Optimization</td>
<td>1572-5286</td>
</tr>
<tr>
<td>Décisions Marketing</td>
<td>0779-7389</td>
</tr>
<tr>
<td>Eastern European Economics</td>
<td>0012-8775</td>
</tr>
<tr>
<td>Ecological Modelling</td>
<td>0304-3800</td>
</tr>
<tr>
<td>Econometric Reviews</td>
<td>0747-4938</td>
</tr>
<tr>
<td>Economic Record</td>
<td>0013-0249</td>
</tr>
<tr>
<td>Journal Title</td>
<td>ISSN</td>
</tr>
<tr>
<td>------------------------------------------------------------------------------</td>
<td>---------------</td>
</tr>
<tr>
<td>International Journal of Human-Computer Interaction</td>
<td>1044-7318</td>
</tr>
<tr>
<td>International Journal of Information Management</td>
<td>0268-4012</td>
</tr>
<tr>
<td>International Journal of Innovation Management</td>
<td>1363-9196</td>
</tr>
<tr>
<td>International Journal of Inter Cultural Relations</td>
<td>0147-1767</td>
</tr>
<tr>
<td>International Journal of Logistics Management</td>
<td>0957-4093</td>
</tr>
<tr>
<td>International Journal of Logistics: Research and Applications</td>
<td>1367-5567</td>
</tr>
<tr>
<td>International Journal of Manpower</td>
<td>0143-7720</td>
</tr>
<tr>
<td>International Journal of Manufacturing Technology and Management</td>
<td>1368-2148</td>
</tr>
<tr>
<td>International Journal of Market Research</td>
<td>1470-7853</td>
</tr>
<tr>
<td>International Journal of Project Management</td>
<td>0263-7863</td>
</tr>
<tr>
<td>International Journal of Public Administration</td>
<td>0190-0692</td>
</tr>
<tr>
<td>International Journal of Public Sector Management</td>
<td>0951-3558</td>
</tr>
<tr>
<td>International Journal of Quality and Reliability Management</td>
<td>0265-671X</td>
</tr>
<tr>
<td>International Journal of Quality in Health Care Management</td>
<td>1353-4505</td>
</tr>
<tr>
<td>International Journal of Retail and Distribution Management</td>
<td>0959-0552</td>
</tr>
<tr>
<td>International Journal of Service Industry Management</td>
<td>0956-4233</td>
</tr>
<tr>
<td>International Journal of Technology Management</td>
<td>0267-5730</td>
</tr>
<tr>
<td>International Journal of Theoretical and Applied Finance</td>
<td>0219-0249</td>
</tr>
<tr>
<td>International Journal of Tourism Research</td>
<td>1099-2340</td>
</tr>
<tr>
<td>International Journal of Transport Economics</td>
<td>0391-8440</td>
</tr>
<tr>
<td>International Journal of the Economics of Business</td>
<td>1357-1516</td>
</tr>
<tr>
<td>International Labour Review</td>
<td>0020-7780</td>
</tr>
<tr>
<td>International Marketing Review</td>
<td>0265-1335</td>
</tr>
<tr>
<td>International Organization</td>
<td>0020-8183</td>
</tr>
<tr>
<td>International Public Management Journal</td>
<td>1096-7494</td>
</tr>
<tr>
<td>International Review of Administrative Sciences</td>
<td>0020-8523</td>
</tr>
<tr>
<td>International Review of Applied Economics</td>
<td>0269-2171</td>
</tr>
<tr>
<td>International Review of Economics and Finance</td>
<td>1059-0560</td>
</tr>
<tr>
<td>International Review of Finance</td>
<td>1369-412X</td>
</tr>
<tr>
<td>International Review of Public Administration</td>
<td>1229-4659</td>
</tr>
<tr>
<td>International Statistical Review</td>
<td>0306-7734</td>
</tr>
<tr>
<td>International Studies of Management and Organisation</td>
<td>0020-8825</td>
</tr>
<tr>
<td>International Trade Journal</td>
<td>0885-3908</td>
</tr>
<tr>
<td>International Transactions in Operational Research</td>
<td>0969-6016</td>
</tr>
<tr>
<td>Internet Research</td>
<td>1066-2243</td>
</tr>
<tr>
<td>Issues in Accounting Education</td>
<td>0739-3172</td>
</tr>
<tr>
<td>Japan and the World Economy</td>
<td>0922-1425</td>
</tr>
<tr>
<td>Japanese Economic Review</td>
<td>1352-4739</td>
</tr>
<tr>
<td>Journal Européen des Systèmes Automatisés</td>
<td>1269-6935</td>
</tr>
<tr>
<td>Journal of Accounting Education</td>
<td>0748-5751</td>
</tr>
<tr>
<td>Journal of Agricultural Economics</td>
<td>0021-857X</td>
</tr>
<tr>
<td>Journal of Agricultural and Food Industrial Organization</td>
<td>1542-0485</td>
</tr>
<tr>
<td>Journal of Agricultural and Resource Economics</td>
<td>0162-1912</td>
</tr>
<tr>
<td>Journal of Air Transport Management</td>
<td>0969-6997</td>
</tr>
<tr>
<td>Journal of Applied Accounting Research</td>
<td>0967-5426</td>
</tr>
<tr>
<td>Journal of Applied Behavioral Analysis</td>
<td>0021-8855</td>
</tr>
<tr>
<td>Journal of Applied Behavioral Science</td>
<td>0021-8863</td>
</tr>
<tr>
<td>Journal of Applied Business Research</td>
<td>0892-7626</td>
</tr>
<tr>
<td>Journal of Applied Corporate Finance</td>
<td>1078-1196</td>
</tr>
<tr>
<td>Journal of Applied Economics</td>
<td>1514-0326</td>
</tr>
<tr>
<td>Journal of Applied Social Psychology</td>
<td>0021-9029</td>
</tr>
<tr>
<td>Journal of Applied Statistics</td>
<td>0266-4763</td>
</tr>
<tr>
<td>Journal of Asset Management</td>
<td>1470-8272</td>
</tr>
<tr>
<td>Journal of Business Law</td>
<td>0021-9460</td>
</tr>
<tr>
<td>Journal of Business Strategy</td>
<td>0275-6668</td>
</tr>
<tr>
<td>Journal of Business and Psychology</td>
<td>0889-3268</td>
</tr>
<tr>
<td>Journal of Business and Technical Communication</td>
<td>1050-6519</td>
</tr>
<tr>
<td>Journal of Common Market Studies</td>
<td>0021-9886</td>
</tr>
<tr>
<td>Journal of Comparative Policy Analysis</td>
<td>1387-6998</td>
</tr>
<tr>
<td>Journal of Competition Law and Economics</td>
<td>1744-6422</td>
</tr>
<tr>
<td>Journal of Computer Information Systems</td>
<td>0887-4417</td>
</tr>
<tr>
<td>Journal of Constructivist Psychology</td>
<td>1072-0537</td>
</tr>
<tr>
<td>Journal of Consumer Affairs</td>
<td>0022-0078</td>
</tr>
<tr>
<td>Journal of Consumer Behaviour</td>
<td>1472-0817</td>
</tr>
<tr>
<td>Journal of Corporate Law Studies</td>
<td>1473-5970</td>
</tr>
<tr>
<td>Journal of Cost Management</td>
<td>1092-8057</td>
</tr>
<tr>
<td>Journal of Cultural Economics</td>
<td>0885-2545</td>
</tr>
<tr>
<td>Journal of Derivatives</td>
<td>1074-1240</td>
</tr>
<tr>
<td>Journal of Developing Areas</td>
<td>0022-037X</td>
</tr>
<tr>
<td>Journal of Economic Education</td>
<td>0022-0485</td>
</tr>
<tr>
<td>Journal of Economic Integration</td>
<td>1225-651X</td>
</tr>
<tr>
<td>Journal of Economic Issues</td>
<td>0021-3624</td>
</tr>
<tr>
<td>Journal of Economic Psychology</td>
<td>0167-4870</td>
</tr>
<tr>
<td>Journal of Economic Studies</td>
<td>0144-3585</td>
</tr>
<tr>
<td>Journal of Economics</td>
<td>0931-8658</td>
</tr>
<tr>
<td>Journal of Economics and Business</td>
<td>0148-6195</td>
</tr>
<tr>
<td>Journal of Economics and Finance</td>
<td>1055-0925</td>
</tr>
<tr>
<td>Journal of Education Policy</td>
<td>0268-0939</td>
</tr>
<tr>
<td>Journal of Education and Work</td>
<td>1363-9080</td>
</tr>
<tr>
<td>Journal of Emerging Market Finance</td>
<td>0972-6527</td>
</tr>
<tr>
<td>Journal of Energy and Development</td>
<td>0361-4476</td>
</tr>
<tr>
<td>Journal of Engineering and Technology Management</td>
<td>0923-4748</td>
</tr>
<tr>
<td>Journal of Environmental Management</td>
<td>0301-4797</td>
</tr>
<tr>
<td>Journal of Environmental Planning and Management</td>
<td>0964-0568</td>
</tr>
<tr>
<td>Journal of European Economic History</td>
<td>0391-5115</td>
</tr>
<tr>
<td>Journal of Family History</td>
<td>0363-1990</td>
</tr>
<tr>
<td>Journal of Financial Econometrics</td>
<td>1479-8409</td>
</tr>
<tr>
<td>Journal of Financial Services Research</td>
<td>0920-8550</td>
</tr>
<tr>
<td>Journal of Fixed Income</td>
<td>1059-8596</td>
</tr>
<tr>
<td>Journal of General Management</td>
<td>0306-3070</td>
</tr>
<tr>
<td>Journal of Health Politics, Policy and Law</td>
<td>0361-6878</td>
</tr>
<tr>
<td>Journal of Higher Education</td>
<td>0022-1546</td>
</tr>
<tr>
<td>Journal of Hospitality and Tourism Research</td>
<td>1096-3480</td>
</tr>
<tr>
<td>Journal of Housing Economics</td>
<td>1051-1377</td>
</tr>
<tr>
<td>Journal of Industrial Ecology</td>
<td>1088-1980</td>
</tr>
<tr>
<td>Journal of Industrial Relations</td>
<td>0022-1856</td>
</tr>
<tr>
<td>Journal of Information Science</td>
<td>1741-6485</td>
</tr>
<tr>
<td>Journal of Information Systems</td>
<td>0888-7985</td>
</tr>
<tr>
<td>Journal of Information and Optimization Sciences</td>
<td>0252-2667</td>
</tr>
<tr>
<td>Journal of Institutional Economics</td>
<td>1744-1374</td>
</tr>
<tr>
<td>Journal of International Accounting Research</td>
<td>1542-6297</td>
</tr>
<tr>
<td>Journal of International Accounting, Auditing and Taxation</td>
<td>1061-9518</td>
</tr>
<tr>
<td>Journal of International Development</td>
<td>0954-1748</td>
</tr>
<tr>
<td>Journal of International Financial Management and Accounting</td>
<td>0954-1314</td>
</tr>
<tr>
<td>Journal of International Management</td>
<td>1075-4253</td>
</tr>
<tr>
<td>Journal of International Marketing</td>
<td>1069-031X</td>
</tr>
<tr>
<td>Journal of International Trade and Economic Development</td>
<td>0963-8199</td>
</tr>
<tr>
<td>Journal of Japanese and International Economics</td>
<td>0889-1583</td>
</tr>
<tr>
<td>Journal of Knowledge Management</td>
<td>1367-3270</td>
</tr>
<tr>
<td>Journal of Labour Research</td>
<td>0195-3613</td>
</tr>
<tr>
<td>Journal of Law and Society</td>
<td>0263-323X</td>
</tr>
<tr>
<td>Journal of Legal Economics</td>
<td>1054-3023</td>
</tr>
<tr>
<td>Journal of Leisure Research</td>
<td>0022-2216</td>
</tr>
<tr>
<td>Journal of Macromarketing</td>
<td>0276-1467</td>
</tr>
<tr>
<td>Journal of Management Accounting Research (American Accounting Assoca</td>
<td>1049-2127</td>
</tr>
<tr>
<td>Journal of Management Development</td>
<td>0262-1711</td>
</tr>
<tr>
<td>Journal of Management Education</td>
<td>1052-5629</td>
</tr>
<tr>
<td>Journal of Manufacturing Systems</td>
<td>0278-6125</td>
</tr>
<tr>
<td>Journal of Manufacturing Technology Management</td>
<td>1741-038X</td>
</tr>
<tr>
<td>Journal of Manufacturing and Operations Management</td>
<td>0890-2577</td>
</tr>
<tr>
<td>Journal of Marketing Communications</td>
<td>1352-7266</td>
</tr>
<tr>
<td>Journal of Marketing Education</td>
<td>0273-4753</td>
</tr>
<tr>
<td>Journal of Marketing Management</td>
<td>0267-257X</td>
</tr>
<tr>
<td>Journal of Media Economics</td>
<td>0899-7764</td>
</tr>
<tr>
<td>Journal of Multi-Criteria Decision Analysis</td>
<td>1057-9214</td>
</tr>
<tr>
<td>Journal of Multinational Financial Management</td>
<td>1042-444X</td>
</tr>
<tr>
<td>Journal of Multivariate Analysis</td>
<td>0047-259X</td>
</tr>
<tr>
<td>Journal of Occupational Health Psychology</td>
<td>1076-8998</td>
</tr>
<tr>
<td>Journal of Organisational Behaviour Management</td>
<td>0160-8061</td>
</tr>
<tr>
<td>Journal of Organizational Change Management</td>
<td>0953-4814</td>
</tr>
<tr>
<td>Journal of Organizational and End User Computing</td>
<td>1546-2234</td>
</tr>
<tr>
<td>Journal of Pension Economics and Finance</td>
<td>1474-7472</td>
</tr>
<tr>
<td>Journal of Personal Selling and Sales Management</td>
<td>0885-3134</td>
</tr>
<tr>
<td>Journal of Policy Modelling</td>
<td>0161-8938</td>
</tr>
<tr>
<td>Journal of Post Keynesian Economics</td>
<td>0160-3477</td>
</tr>
<tr>
<td>Journal of Productivity Analysis</td>
<td>0895-562X</td>
</tr>
<tr>
<td>Journal of Public Policy</td>
<td>0143-814X</td>
</tr>
<tr>
<td>Journal of Public Policy and Marketing</td>
<td>0743-9156</td>
</tr>
<tr>
<td>Journal of Purchasing and Supply Management</td>
<td>1478-4092</td>
</tr>
<tr>
<td>Journal of Quantitative Economics</td>
<td>0971-1554</td>
</tr>
<tr>
<td>Journal of Real Estate Finance and Economics</td>
<td>0895-5638</td>
</tr>
<tr>
<td>Journal of Research and Practice in Information Technology</td>
<td>1443-458X</td>
</tr>
<tr>
<td>Journal of Retailing and Consumer Services</td>
<td>0969-6989</td>
</tr>
<tr>
<td>Journal of Risk Research</td>
<td>1366-9877</td>
</tr>
<tr>
<td>Journal of Service Research</td>
<td>1094-6705</td>
</tr>
<tr>
<td>Journal of Social Psychology</td>
<td>0022-4545</td>
</tr>
<tr>
<td>Journal of Socio Economics</td>
<td>1053-5357</td>
</tr>
<tr>
<td>Journal of Strategic Marketing</td>
<td>0965-254X</td>
</tr>
<tr>
<td>Journal of Supply Chain Management</td>
<td>1523-2409</td>
</tr>
<tr>
<td>Journal of Theoretical Politics</td>
<td>0951-6298</td>
</tr>
<tr>
<td>Journal of Time Series Analysis</td>
<td>0143-9782</td>
</tr>
<tr>
<td>Journal of Tourism Studies</td>
<td>1035-4662</td>
</tr>
<tr>
<td>Journal of Transport Geography</td>
<td>0966-6923</td>
</tr>
<tr>
<td>Journal of Transport History</td>
<td>0022-5266</td>
</tr>
<tr>
<td>Journal of Travel Research</td>
<td>0047-2875</td>
</tr>
<tr>
<td>Journal of World Trade</td>
<td>1011-6702</td>
</tr>
<tr>
<td>Journal of the Asia Pacific Economy (JAPE)</td>
<td>1354-7860</td>
</tr>
<tr>
<td>Journal of the Textile Institute</td>
<td>0400-5000</td>
</tr>
<tr>
<td>Knowledge Management Research and Practice</td>
<td>1477-8238</td>
</tr>
<tr>
<td>Labor History</td>
<td>0023-665X</td>
</tr>
<tr>
<td>Labor Studies Journal</td>
<td>1030-1763</td>
</tr>
<tr>
<td>Labour History Review</td>
<td>0961-5652</td>
</tr>
<tr>
<td>Labour: Review of Labour Economics and Industrial Relations</td>
<td>1121-7081</td>
</tr>
<tr>
<td>Law and Contemporary Problems</td>
<td>0023-9186</td>
</tr>
<tr>
<td>Leisure Studies</td>
<td>0261-4367</td>
</tr>
<tr>
<td>Local Economy</td>
<td>0269-0942</td>
</tr>
<tr>
<td>Local Governance</td>
<td>1464-0899</td>
</tr>
<tr>
<td>Local Government Studies</td>
<td>0300-3930</td>
</tr>
<tr>
<td>MOCT–MOST Economic Policy in Transitional Economies</td>
<td>1120-7388</td>
</tr>
<tr>
<td>Management Communication Quarterly</td>
<td>0893-3189</td>
</tr>
<tr>
<td>Management International</td>
<td>1206-1697</td>
</tr>
<tr>
<td>Management International Review</td>
<td>0025-181X</td>
</tr>
<tr>
<td>Managerial and Decision Economics</td>
<td>0143-6570</td>
</tr>
<tr>
<td>Manchester School</td>
<td>1463-6786</td>
</tr>
<tr>
<td>Marine Policy</td>
<td>0308-597X</td>
</tr>
<tr>
<td>Marketing Theory</td>
<td>1470-5931</td>
</tr>
<tr>
<td>Title</td>
<td>ISSN</td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
<td>------------</td>
</tr>
<tr>
<td>Mathematical Methods of Operational Research</td>
<td>1432-2994</td>
</tr>
<tr>
<td>Media, Culture and Society</td>
<td>0163-4437</td>
</tr>
<tr>
<td>Metroeconomica</td>
<td>0026-1386</td>
</tr>
<tr>
<td>Middle East Policy</td>
<td>1061-1924</td>
</tr>
<tr>
<td>Modern and Contemporary France</td>
<td>0963-9489</td>
</tr>
<tr>
<td>Monthly Labor Review</td>
<td>0098-1818</td>
</tr>
<tr>
<td>Multinational Finance Journal</td>
<td>1096-1879</td>
</tr>
<tr>
<td>Museum Management and Curatorship</td>
<td>0260-4779</td>
</tr>
<tr>
<td>National Institute Economic Review</td>
<td>0027-9501</td>
</tr>
<tr>
<td>Natural Resources Forum</td>
<td>0165-0203</td>
</tr>
<tr>
<td>Natural Resources Journal</td>
<td>0028-0739</td>
</tr>
<tr>
<td>Networks</td>
<td>0028-3045</td>
</tr>
<tr>
<td>New Political Economy</td>
<td>1356-3467</td>
</tr>
<tr>
<td>Open Economies Review</td>
<td>0923-7992</td>
</tr>
<tr>
<td>Organization and Environment</td>
<td>1086-0266</td>
</tr>
<tr>
<td>Oxford Development Studies</td>
<td>1360-0818</td>
</tr>
<tr>
<td>Pacific Basin Finance Journal</td>
<td>0927-538X</td>
</tr>
<tr>
<td>Pacific Economic Review</td>
<td>1361-374X</td>
</tr>
<tr>
<td>Parliamentary Affairs</td>
<td>0031-2290</td>
</tr>
<tr>
<td>Personnel Review</td>
<td>0048-3486</td>
</tr>
<tr>
<td>Personnel Review</td>
<td>1460-955X</td>
</tr>
<tr>
<td>Strategies and Management</td>
<td></td>
</tr>
<tr>
<td>Policy Studies</td>
<td>0144-2872</td>
</tr>
<tr>
<td>Policy Studies Journal</td>
<td>0190-292X</td>
</tr>
<tr>
<td>Political Quarterly</td>
<td>0032-3179</td>
</tr>
<tr>
<td>Political Studies</td>
<td>0032-3217</td>
</tr>
<tr>
<td>Politics, Philosophy &amp; Economics</td>
<td>1470-594X</td>
</tr>
<tr>
<td>Population and Development Review</td>
<td>0098-7921</td>
</tr>
<tr>
<td>Population and Environment</td>
<td>0199-0039</td>
</tr>
<tr>
<td>Post-Soviet Affairs</td>
<td>1060-586X</td>
</tr>
<tr>
<td>Production and Inventory Management Journal</td>
<td>0897-8336</td>
</tr>
<tr>
<td>Project Management Journal</td>
<td>8756-9728</td>
</tr>
<tr>
<td>Prometheus</td>
<td>0810-9028</td>
</tr>
<tr>
<td>Psychometrika</td>
<td>0033-3123</td>
</tr>
<tr>
<td>Public Administration Quarterly</td>
<td>0734-9149</td>
</tr>
<tr>
<td>Public Administration and Development</td>
<td>0271-2075</td>
</tr>
<tr>
<td>Public Budgeting and Finance</td>
<td>0275-1100</td>
</tr>
<tr>
<td>Public Finance Review</td>
<td>1091-1421</td>
</tr>
<tr>
<td>Public Health</td>
<td>0033-3506</td>
</tr>
<tr>
<td>Public Management</td>
<td>1461-667X</td>
</tr>
<tr>
<td>Public Management Review</td>
<td>1471-9037</td>
</tr>
<tr>
<td>Public Money and Management</td>
<td>0954-0962</td>
</tr>
<tr>
<td>Public Personnel Management</td>
<td>0091-0260</td>
</tr>
<tr>
<td>Public Policy and Administration</td>
<td>0952-0767</td>
</tr>
<tr>
<td>Public Productivity and Management Review</td>
<td>1044-8039</td>
</tr>
<tr>
<td>Public Relations Review</td>
<td>0363-8111</td>
</tr>
<tr>
<td>Quality and Quantity: International Journal of Methodology</td>
<td>0033-5177</td>
</tr>
<tr>
<td>Quality and Reliability Engineering International</td>
<td>0748-8017</td>
</tr>
<tr>
<td>Quantitative Finance</td>
<td>1469-7688</td>
</tr>
<tr>
<td>Quarterly Journal of Political Science</td>
<td>1554-0626</td>
</tr>
<tr>
<td>Quarterly Review of Economics and Finance</td>
<td>1062-9769</td>
</tr>
<tr>
<td>Queueing Systems</td>
<td>0257-0130</td>
</tr>
<tr>
<td>RAIRO/ Recherche Opérationnelle</td>
<td>0399-0559</td>
</tr>
<tr>
<td>Real Estate Economics</td>
<td>1080-8620</td>
</tr>
<tr>
<td>Recherches Économiques de Louvain / Louvain Economic Review</td>
<td>0770-4518</td>
</tr>
<tr>
<td>Relations industrielles / Industrial Relations</td>
<td>0034-379X</td>
</tr>
<tr>
<td>Research in Economic History</td>
<td>1054-1098</td>
</tr>
<tr>
<td>Research in Economics</td>
<td>1090-9443</td>
</tr>
<tr>
<td>Research in International Business and Finance</td>
<td>0275-5319</td>
</tr>
<tr>
<td>Research in Law and Economics</td>
<td>0193-5895</td>
</tr>
<tr>
<td>Research-Technology Management</td>
<td>0895-6308</td>
</tr>
<tr>
<td>Resources Policy</td>
<td>0301-4207</td>
</tr>
<tr>
<td>Review of Accounting and Finance</td>
<td>1475-7702</td>
</tr>
<tr>
<td>Review of Agricultural Economics</td>
<td>1058-7195</td>
</tr>
<tr>
<td>Review of Derivatives Research</td>
<td>1380-6645</td>
</tr>
<tr>
<td>Review of Economic Design</td>
<td>1434-4742</td>
</tr>
<tr>
<td>Review of Economics of the Household</td>
<td>1569-5239</td>
</tr>
<tr>
<td>Review of Financial Economics</td>
<td>1058-3300</td>
</tr>
<tr>
<td>Review of Law and Economics</td>
<td>1555-5879</td>
</tr>
<tr>
<td>Review of Political Economy</td>
<td>0953-8259</td>
</tr>
<tr>
<td>Review of Radical Political Economy</td>
<td>0486-6134</td>
</tr>
<tr>
<td>Review of Social Economy</td>
<td>0034-6764</td>
</tr>
<tr>
<td>Revue Economique</td>
<td>0035-2764</td>
</tr>
<tr>
<td>Revue Française d’Economie</td>
<td>0769-0479</td>
</tr>
<tr>
<td>Revue Internationale de Droit Economique</td>
<td>1010-8831</td>
</tr>
<tr>
<td>Revue d’Economie Industrielle</td>
<td>0154-3229</td>
</tr>
<tr>
<td>Revue d’Economie Politique</td>
<td>0373-2630</td>
</tr>
<tr>
<td>Revue d’Economie Régionale et Urbaine</td>
<td>0180-7307</td>
</tr>
<tr>
<td>Revue d’Economie du Développement</td>
<td>1245-4060</td>
</tr>
<tr>
<td>Revue de Gestion des Ressources Humaines</td>
<td>1163-913X</td>
</tr>
<tr>
<td>Revue de Philosophie Economique</td>
<td>1376-9071</td>
</tr>
<tr>
<td>Revue d’Epidémiologie et de Santé Publique</td>
<td>0398-7620</td>
</tr>
<tr>
<td>Scandinavian Journal of Management</td>
<td>0956-5221</td>
</tr>
<tr>
<td>Schmalenbach Business Review</td>
<td>0341-2687</td>
</tr>
<tr>
<td>Science and Public Policy</td>
<td>0302-3427</td>
</tr>
<tr>
<td>Service Industries Journal</td>
<td>0264-2069</td>
</tr>
<tr>
<td>Singapore Management Review</td>
<td>0129-5977</td>
</tr>
<tr>
<td>Social Research</td>
<td>0037-783X</td>
</tr>
<tr>
<td>Social Science Journal</td>
<td>0362-3319</td>
</tr>
<tr>
<td>Social Science Quarterly</td>
<td>0038-4941</td>
</tr>
<tr>
<td>Society and Business Review</td>
<td>1746-5680</td>
</tr>
<tr>
<td>Society and Natural Resources</td>
<td>0894-1920</td>
</tr>
<tr>
<td>Socio-Economic Review</td>
<td>1475-1461</td>
</tr>
<tr>
<td>Sociologie du Travail</td>
<td>0038-0385</td>
</tr>
<tr>
<td>South African Journal of Economics</td>
<td>0038-2280</td>
</tr>
<tr>
<td>Spanish Economic Review</td>
<td>1435-5469</td>
</tr>
<tr>
<td>Statistics and Computing</td>
<td>0960-3174</td>
</tr>
<tr>
<td>Journal Name</td>
<td>Volume</td>
</tr>
<tr>
<td>--------------------------------------------------</td>
<td>------------</td>
</tr>
<tr>
<td>Strategic Change</td>
<td>1086-1718</td>
</tr>
<tr>
<td>Strategic Organization</td>
<td>1476-1270</td>
</tr>
<tr>
<td>Studies in Economics and Finance</td>
<td>1086-7376</td>
</tr>
<tr>
<td>Studies in Nonlinear Dynamics and Econometrics</td>
<td>1081-1826</td>
</tr>
<tr>
<td>Studies in Nonlinear Dynamics and Econometrics</td>
<td>1558-3708</td>
</tr>
<tr>
<td>Supply Chain Management: An International Journal</td>
<td>1359-8546</td>
</tr>
<tr>
<td>Systemic Practice and Action Research</td>
<td>1094-429X</td>
</tr>
<tr>
<td>Systems Dynamics Review</td>
<td>0883-7066</td>
</tr>
<tr>
<td>Systems Research and Behavioral Science</td>
<td>1092-7026</td>
</tr>
<tr>
<td>Technology Analysis and Strategic Management</td>
<td>0953-7325</td>
</tr>
<tr>
<td>Technovation</td>
<td>0166-4972</td>
</tr>
<tr>
<td>Telecommunications Policy</td>
<td>0308-5961</td>
</tr>
<tr>
<td>Textile History</td>
<td>0040-4949</td>
</tr>
<tr>
<td>The B.E. Journal of Theoretical Economics</td>
<td>1935-1704</td>
</tr>
<tr>
<td>The Review of Austrian Economics</td>
<td>0889-3047</td>
</tr>
<tr>
<td>Thunderbird International Business Review</td>
<td>1096-4762</td>
</tr>
<tr>
<td>Time and Society</td>
<td>0961-463X</td>
</tr>
<tr>
<td>Tourism Analysis</td>
<td>1083-5423</td>
</tr>
<tr>
<td>Tourism Economics</td>
<td>1354-8166</td>
</tr>
<tr>
<td>Tourism Geographies</td>
<td>1461-6688</td>
</tr>
<tr>
<td>Tourism and Hospitality: Planning and Development</td>
<td>1479-053X</td>
</tr>
<tr>
<td>Tourist Studies</td>
<td>1468-7976</td>
</tr>
<tr>
<td>Transnational Corporations</td>
<td>1014-9562</td>
</tr>
<tr>
<td>Transport Reviews</td>
<td>0144-1647</td>
</tr>
<tr>
<td>Transportation</td>
<td>0049-4488</td>
</tr>
<tr>
<td>Transportation Research Part D: Transport and Environment</td>
<td>1361-9209</td>
</tr>
<tr>
<td>Urban Affairs Quarterly</td>
<td>0042-0816</td>
</tr>
<tr>
<td>Venture Capital: An International Journal of Entrepreneurial Finance</td>
<td>1369-1066</td>
</tr>
<tr>
<td>Voluntas: International Journal of Voluntary and Non-Profit Organisati</td>
<td>0957-8765</td>
</tr>
<tr>
<td>Water Resources Research</td>
<td>0043-1397</td>
</tr>
<tr>
<td>West European Politics</td>
<td>0140-2382</td>
</tr>
<tr>
<td>World Bank Research Observer</td>
<td>0257-3032</td>
</tr>
<tr>
<td>World Competition. Law and Economics Review</td>
<td>1011-4548</td>
</tr>
<tr>
<td>World Trade Review</td>
<td>1474-7456</td>
</tr>
<tr>
<td>Yale Journal on Regulation</td>
<td>0741-9457</td>
</tr>
<tr>
<td>Journal Title</td>
<td>ISSN</td>
</tr>
<tr>
<td>--------------------------------------------------</td>
<td>------------</td>
</tr>
<tr>
<td>Academy of Marketing Studies Journal</td>
<td>1528-2678</td>
</tr>
<tr>
<td>Active Learning in Higher Education</td>
<td>1469-7874</td>
</tr>
<tr>
<td>Actualité économique</td>
<td>0001-771X</td>
</tr>
<tr>
<td>Advances in International Marketing</td>
<td>1474-7979</td>
</tr>
<tr>
<td>Advancing Women in Leadership</td>
<td>1093-7099</td>
</tr>
<tr>
<td>Aeronautical Journal</td>
<td>0001-9240</td>
</tr>
<tr>
<td>Agribusiness</td>
<td>0742-4477</td>
</tr>
<tr>
<td>Agricultural and Resource Economics Review</td>
<td>1068-2805</td>
</tr>
<tr>
<td>Applied Health Economics and Policy</td>
<td>1175-5652</td>
</tr>
<tr>
<td>Asia Pacific Journal of Operations Research</td>
<td>0217-5959</td>
</tr>
<tr>
<td>Asia Pacific Journal of Accounting and Economics</td>
<td>0962-4421</td>
</tr>
<tr>
<td>Asia Pacific Journal of Marketing &amp; Logistics</td>
<td>1355-5855</td>
</tr>
<tr>
<td>Asia Pacific Journal of Taxation</td>
<td>0020-8833</td>
</tr>
<tr>
<td>Asian Development Review</td>
<td>0116-1105</td>
</tr>
<tr>
<td>Asian Economic Journal</td>
<td>1351-3958</td>
</tr>
<tr>
<td>Asian Review of Accounting</td>
<td>1321-7348</td>
</tr>
<tr>
<td>Australasian Marketing Journal</td>
<td>1320-1646</td>
</tr>
<tr>
<td>Australian Accounting Review</td>
<td>1035-6908</td>
</tr>
<tr>
<td>Australian Journal of Information Systems</td>
<td>1039-7841</td>
</tr>
<tr>
<td>Australian Tax Forum</td>
<td>0812-695X</td>
</tr>
<tr>
<td>Baltic Journal of Management</td>
<td>1746-5265</td>
</tr>
<tr>
<td>Benchmarking for Quality and Technology</td>
<td>1351-3036</td>
</tr>
<tr>
<td>Benchmarking: An International Journal</td>
<td>1463-5771</td>
</tr>
<tr>
<td>British Food Journal</td>
<td>0007-070X</td>
</tr>
<tr>
<td>Brussels Economic Review / Cahiers Economiques de Bruxelles</td>
<td>0008-0195</td>
</tr>
<tr>
<td>Bulletin Francais d’Actuariat</td>
<td>1779-7160</td>
</tr>
<tr>
<td>Bulletin of the World Health Organization</td>
<td>0042-9686</td>
</tr>
<tr>
<td>Business Communication Quarterly</td>
<td>1080-5699</td>
</tr>
<tr>
<td>Business Economics</td>
<td>0007-666X</td>
</tr>
<tr>
<td>Business Horizons</td>
<td>0007-6813</td>
</tr>
<tr>
<td>Business Process Management Journal</td>
<td>1463-7154</td>
</tr>
<tr>
<td>Business Strategy Review</td>
<td>0955-6419</td>
</tr>
<tr>
<td>Business and Economic History</td>
<td>0849-6825</td>
</tr>
<tr>
<td>Business and Politics</td>
<td>1469-3569</td>
</tr>
<tr>
<td>Business and Professional Ethics</td>
<td>0277-2027</td>
</tr>
<tr>
<td>Business and Society Review</td>
<td>0045-3609</td>
</tr>
<tr>
<td>Cahiers Scientifiques du Transport</td>
<td>1150-8809</td>
</tr>
<tr>
<td>Cahiers d’Economie et de Sociologie Rurales</td>
<td>0755-9208</td>
</tr>
<tr>
<td>Career Development International</td>
<td>1362-0436</td>
</tr>
<tr>
<td>Central European Journal of Operations Research</td>
<td>1435-246X</td>
</tr>
<tr>
<td>Communications &amp; Strategies</td>
<td>1157-8637</td>
</tr>
<tr>
<td>Computer Supported Cooperative Work</td>
<td>0925-9724</td>
</tr>
<tr>
<td>Concurrences</td>
<td>1773-9578</td>
</tr>
<tr>
<td>Corporate Communications: An International Journal</td>
<td>1356-3289</td>
</tr>
<tr>
<td>Corporate Finance Review</td>
<td>1089-327X</td>
</tr>
<tr>
<td>Corporate Governance: The International Journal of Business in Society</td>
<td>1472-0701</td>
</tr>
<tr>
<td>Corporate Reputation Review</td>
<td>1363-3589</td>
</tr>
<tr>
<td>Corporate Social Responsibility and Environmental Management</td>
<td>1535-3958</td>
</tr>
<tr>
<td>Cost Management</td>
<td>0899-5141</td>
</tr>
<tr>
<td>Creativity and Innovation Management</td>
<td>0963-1690</td>
</tr>
<tr>
<td>Critical Perspectives on International Business</td>
<td>1742-2043</td>
</tr>
<tr>
<td>Cross Cultural Management: An International Journal</td>
<td>1352-7606</td>
</tr>
<tr>
<td>Derivatives Use, Trading and Regulation</td>
<td>1357-0927</td>
</tr>
<tr>
<td>Development Policy Review</td>
<td>0950-6764</td>
</tr>
<tr>
<td>Economic Issues</td>
<td>1363-7029</td>
</tr>
<tr>
<td>Economic Notes</td>
<td>1468-0300</td>
</tr>
<tr>
<td>Economic Systems Research</td>
<td>0953-5314</td>
</tr>
<tr>
<td>Economie Appliquée</td>
<td>0013-0494</td>
</tr>
<tr>
<td>Economie Publique</td>
<td>1373-8496</td>
</tr>
<tr>
<td>Economie Rurale</td>
<td>0013-0559</td>
</tr>
<tr>
<td>Economie et Institutions</td>
<td>1775-2329</td>
</tr>
<tr>
<td>Economies et Sociétés série Oeconomia</td>
<td>0013-0567</td>
</tr>
<tr>
<td>Education and Training</td>
<td>0040-0912</td>
</tr>
<tr>
<td>Electronic Commerce Research</td>
<td>1389-5753</td>
</tr>
<tr>
<td>Electronic Commerce Research and Applications</td>
<td>1566-4223</td>
</tr>
<tr>
<td>Electronic Journal of Information Systems Evaluation</td>
<td>1566-6379</td>
</tr>
<tr>
<td>Electronic Markets</td>
<td>1019-6781</td>
</tr>
<tr>
<td>Emergence: Journal in Complexity Management</td>
<td>1521-3250</td>
</tr>
<tr>
<td>Emerging Markets Quarterly</td>
<td>1093-2666</td>
</tr>
<tr>
<td>Empirica</td>
<td>0340-8744</td>
</tr>
<tr>
<td>Empirical Economics</td>
<td>0377-7332</td>
</tr>
<tr>
<td>Engineering, Construction and Architectural Studies</td>
<td>0969-998X</td>
</tr>
<tr>
<td>Enterprise and Innovation Management</td>
<td>1463-2446</td>
</tr>
<tr>
<td>Entrepreneurship, Innovation and Change</td>
<td>1059-0137</td>
</tr>
<tr>
<td>Entreprenuers et Histoire</td>
<td>1161-2770</td>
</tr>
<tr>
<td>Environmental Economics and Policy Studies</td>
<td>1432-847X</td>
</tr>
<tr>
<td>European Journal of Development Research</td>
<td>0957-8811</td>
</tr>
<tr>
<td>European Journal of Innovation Management</td>
<td>1460-1060</td>
</tr>
<tr>
<td>European Quality</td>
<td>0969-059X</td>
</tr>
<tr>
<td>Finance and Development</td>
<td>0015-1947</td>
</tr>
<tr>
<td>Financial Management (UK)</td>
<td>1471-9185</td>
</tr>
<tr>
<td>Financial Services Review</td>
<td>1057-0810</td>
</tr>
<tr>
<td>Foresight</td>
<td>1463-6689</td>
</tr>
<tr>
<td>Formation Emploi</td>
<td>0759-6340</td>
</tr>
<tr>
<td>Geneva Papers on Risk and Insurance: Issues and Practice</td>
<td>1018-5895</td>
</tr>
<tr>
<td>Gestion 2000</td>
<td>0773-0543</td>
</tr>
<tr>
<td>Journal of Business and Industrial Marketing</td>
<td>0885-8624</td>
</tr>
<tr>
<td>Journal of Business-to-Business Marketing</td>
<td>1051-712X</td>
</tr>
<tr>
<td>Journal of Chain and Network Science</td>
<td>1569-1829</td>
</tr>
<tr>
<td>Journal of Chinese Economic and Business Studies</td>
<td>1476-5284</td>
</tr>
<tr>
<td>Journal of Communication Management</td>
<td>1363-254X</td>
</tr>
<tr>
<td>Journal of Consumer Marketing</td>
<td>0736-3761</td>
</tr>
<tr>
<td>Journal of Consumer Policy</td>
<td>0168-7034</td>
</tr>
<tr>
<td>Journal of Corporate Accounting and Finance</td>
<td>1044-8136</td>
</tr>
<tr>
<td>Journal of Customer Behaviour</td>
<td>1475-3928</td>
</tr>
<tr>
<td>Journal of Database Marketing</td>
<td>1350-2328</td>
</tr>
<tr>
<td>Journal of Developmental Entrepreneurship</td>
<td>1084-9467</td>
</tr>
<tr>
<td>Journal of East European Management Studies</td>
<td>0949-6181</td>
</tr>
<tr>
<td>Journal of East-West Business</td>
<td>1066-9868</td>
</tr>
<tr>
<td>Journal of Economic Development</td>
<td>0254-8372</td>
</tr>
<tr>
<td>Journal of Enterprise Information Management</td>
<td>0957-6053</td>
</tr>
<tr>
<td>Journal of Enterprising Culture</td>
<td>0218-4958</td>
</tr>
<tr>
<td>Journal of Entrepreneurship</td>
<td>0971-3557</td>
</tr>
<tr>
<td>Journal of Entrepreneurship Education</td>
<td>1649-2269</td>
</tr>
<tr>
<td>Journal of Environment and Development</td>
<td>1070-4965</td>
</tr>
<tr>
<td>Journal of Euromarketing</td>
<td>1049-6483</td>
</tr>
<tr>
<td>Journal of European Industrial Training</td>
<td>0309-0590</td>
</tr>
<tr>
<td>Journal of Fashion Marketing and Management</td>
<td>1361-2026</td>
</tr>
<tr>
<td>Journal of Finance and Management in Public Services</td>
<td>1475-128</td>
</tr>
<tr>
<td>Journal of Financial Crime</td>
<td>0969-6458</td>
</tr>
<tr>
<td>Journal of Financial Services Marketing</td>
<td>1363-0539</td>
</tr>
<tr>
<td>Journal of Forensic Accounting</td>
<td>1524-5586</td>
</tr>
<tr>
<td>Journal of Further and Higher Education</td>
<td>0309-877X</td>
</tr>
<tr>
<td>Journal of Global Marketing</td>
<td>0891-1762</td>
</tr>
<tr>
<td>Journal of Health Organisation and Management</td>
<td>1477-7266</td>
</tr>
<tr>
<td>Journal of Health Services Research and Policy</td>
<td>1355-8196</td>
</tr>
<tr>
<td>Journal of High Technology Management Research</td>
<td>1047-8310</td>
</tr>
<tr>
<td>Journal of Human Resource Costing and Accounting</td>
<td>1401-338X</td>
</tr>
<tr>
<td>Journal of Income Distribution</td>
<td>0926-6437</td>
</tr>
<tr>
<td>Journal of Industry, Competition and Trade</td>
<td>1566-1679</td>
</tr>
<tr>
<td>Journal of Information Management</td>
<td>0198-9839</td>
</tr>
<tr>
<td>Journal of Information Systems Management</td>
<td>0739-9014</td>
</tr>
<tr>
<td>Journal of Information Technology Management</td>
<td>1042-1319</td>
</tr>
<tr>
<td>Journal of Information and Knowledge Management</td>
<td>0305-5728</td>
</tr>
<tr>
<td>Journal of Interactive Marketing (previously Journal of Direct Marketing)</td>
<td>1094-9968</td>
</tr>
<tr>
<td>Journal of Interdisciplinary Economics</td>
<td>0260-1079</td>
</tr>
<tr>
<td>Journal of International Consumer Marketing</td>
<td>0896-1530</td>
</tr>
<tr>
<td>Journal of International Entrepreneurship</td>
<td>1570-7385</td>
</tr>
<tr>
<td>Journal of International Marketing and Marketing Research</td>
<td>1010-7347</td>
</tr>
<tr>
<td>Journal of Investing</td>
<td>1068-0896</td>
</tr>
<tr>
<td>Journal of Management and Governance</td>
<td>1385-3457</td>
</tr>
<tr>
<td>Journal of Management in Engineering</td>
<td>0742-597X</td>
</tr>
<tr>
<td>Journal of Managerial Psychology</td>
<td>0268-3946</td>
</tr>
<tr>
<td>Journal of Marketing Channels</td>
<td>1046-669X</td>
</tr>
<tr>
<td>Journal of Marketing Practice: Applied Marketing Science</td>
<td>1355-2538</td>
</tr>
<tr>
<td>Journal of Marketing Theory and Practice</td>
<td>1069-6679</td>
</tr>
<tr>
<td>Journal of Modelling in Management</td>
<td>1746-5664</td>
</tr>
<tr>
<td>Journal of Non-Profit and Public Sector Marketing</td>
<td>1049-5142</td>
</tr>
<tr>
<td>Journal of Private Enterprise</td>
<td>0890-913X</td>
</tr>
<tr>
<td>Journal of Private Equity</td>
<td>1096-5572</td>
</tr>
<tr>
<td>Journal of Product and Brand Management</td>
<td>1061-0421</td>
</tr>
<tr>
<td>Journal of Public Finance and Public Choice</td>
<td>1120-7019</td>
</tr>
<tr>
<td>Journal of Public Relations Research</td>
<td>1062-726X</td>
</tr>
<tr>
<td>Journal of Quality Management</td>
<td>1084-8568</td>
</tr>
<tr>
<td>Journal of Relationship Marketing</td>
<td>1533-2667</td>
</tr>
<tr>
<td>Journal of Risk Finance</td>
<td>1526-5943</td>
</tr>
<tr>
<td>Journal of Small Business Strategy</td>
<td>1081-8510</td>
</tr>
<tr>
<td>Journal of Small Business and Enterprise Development</td>
<td>1462-6004</td>
</tr>
<tr>
<td>Journal of Small Business and Entrepreneurship</td>
<td>0827-6331</td>
</tr>
<tr>
<td>Journal of Structured Finance</td>
<td>1551-9783</td>
</tr>
<tr>
<td>Journal of Sustainable Tourism</td>
<td>0966-9582</td>
</tr>
<tr>
<td>Journal of Targeting, Measurement and Analysis for Marketing</td>
<td>0967-3237</td>
</tr>
<tr>
<td>Journal of Technology Transfer</td>
<td>0892-9912</td>
</tr>
<tr>
<td>Journal of Trading</td>
<td>1559-3967</td>
</tr>
<tr>
<td>Journal of Transnational Management</td>
<td>1547-5778</td>
</tr>
<tr>
<td>Journal of Travel and Tourism Marketing</td>
<td>1054-8408</td>
</tr>
<tr>
<td>Journal of Vacation Marketing</td>
<td>1356-7667</td>
</tr>
<tr>
<td>Journal of Vocational Education and Training</td>
<td>1363-6820</td>
</tr>
<tr>
<td>Journal of Wealth Management</td>
<td>1520-4154</td>
</tr>
<tr>
<td>Journal of Workplace Learning</td>
<td>1366-5626</td>
</tr>
<tr>
<td>Knowledge Engineering Review</td>
<td>0269-8889</td>
</tr>
<tr>
<td>Knowledge and Process Management</td>
<td>1092-4604</td>
</tr>
<tr>
<td>Labour Law Journal</td>
<td>0023-6586</td>
</tr>
<tr>
<td>Leadership and Organisational Development</td>
<td>0143-7739</td>
</tr>
<tr>
<td>Leadership in Health Services</td>
<td>1366-0756</td>
</tr>
<tr>
<td>Learning Organization</td>
<td>0969-6474</td>
</tr>
<tr>
<td>Logistics information Management</td>
<td>0957-5053</td>
</tr>
<tr>
<td>Management &amp; Avenir</td>
<td>1768-5958</td>
</tr>
<tr>
<td>Management Accounting Quarterly</td>
<td>1528-5359</td>
</tr>
<tr>
<td>Management Decision</td>
<td>0025-1747</td>
</tr>
<tr>
<td>Management Quarterly</td>
<td>0025-1860</td>
</tr>
<tr>
<td>Management Review</td>
<td>0025-1895</td>
</tr>
<tr>
<td>Management and Organization Review</td>
<td>1740-8776</td>
</tr>
<tr>
<td>Managerial Auditing Journal</td>
<td>0268-6902</td>
</tr>
<tr>
<td>Managerial Finance</td>
<td>0307-4358</td>
</tr>
<tr>
<td>Managing Leisure: An International Journal</td>
<td>1360-6719</td>
</tr>
<tr>
<td>Managing Service Quality</td>
<td>0960-4529</td>
</tr>
<tr>
<td>Journal</td>
<td>ISSN</td>
</tr>
<tr>
<td>------------------------------------------------------------------------</td>
<td>------</td>
</tr>
<tr>
<td>Marine Resource Economics</td>
<td>0738-1360</td>
</tr>
<tr>
<td>Marketing Education Review</td>
<td>1052-8008</td>
</tr>
<tr>
<td>Marketing Intelligence and Planning</td>
<td>0263-4503</td>
</tr>
<tr>
<td>Marketing Management</td>
<td>1061-3846</td>
</tr>
<tr>
<td>Marketing Review</td>
<td>1469-347X</td>
</tr>
<tr>
<td>Mathématiques et Sciences Humaines</td>
<td>0987-6936</td>
</tr>
<tr>
<td>Measuring Business Excellence</td>
<td>1368-3047</td>
</tr>
<tr>
<td>Mondes en développement</td>
<td>0302-3052</td>
</tr>
<tr>
<td>Multinational Business Review</td>
<td>1525-383X</td>
</tr>
<tr>
<td>Nature Sciences Sociétés</td>
<td>1240-1307</td>
</tr>
<tr>
<td>Negotiation Journal</td>
<td>0748-4526</td>
</tr>
<tr>
<td>New Zealand Journal of Industrial Relations</td>
<td>0110-0637</td>
</tr>
<tr>
<td>Non-Profit Management and Leadership</td>
<td>1048-6682</td>
</tr>
<tr>
<td>Organizational Communication</td>
<td>0149-1644</td>
</tr>
<tr>
<td>Politiques et Management Public</td>
<td>0758-1726</td>
</tr>
<tr>
<td>Population Research and Policy Review</td>
<td>0167-5923</td>
</tr>
<tr>
<td>Public Finance Quarterly</td>
<td>0048-5853</td>
</tr>
<tr>
<td>Qualitative Market Research</td>
<td>1352-2752</td>
</tr>
<tr>
<td>Qualitative Research in Organizations and Management</td>
<td>1746-5648</td>
</tr>
<tr>
<td>Quality Management Journal</td>
<td>1068-6967</td>
</tr>
<tr>
<td>Quantitative Marketing and Economics</td>
<td>11570-7156</td>
</tr>
<tr>
<td>Research in Consumer Behaviour</td>
<td>0885-2111</td>
</tr>
<tr>
<td>Research in the History of Economic Thought and Methodology</td>
<td>0743-4154</td>
</tr>
<tr>
<td>Review of African Political Economy</td>
<td>0305-6244</td>
</tr>
<tr>
<td>Review of Development Economics</td>
<td>1363-6669</td>
</tr>
<tr>
<td>Review of Economic Research on Copyright Issues</td>
<td>1698-1359</td>
</tr>
<tr>
<td>Review of International Organisations</td>
<td>1559-7431</td>
</tr>
<tr>
<td>Review of Marketing Science</td>
<td>1546-5616</td>
</tr>
<tr>
<td>Review of Public Personnel Administration</td>
<td>0739-371X</td>
</tr>
<tr>
<td>Revue Française de Gestion</td>
<td>0338-4551</td>
</tr>
<tr>
<td>Revue Française de Gestion Industrielle</td>
<td>0242-9780</td>
</tr>
<tr>
<td>Revue Internationale PME</td>
<td>0776-5436</td>
</tr>
<tr>
<td>Revue Sciences de Gestion</td>
<td>1634-7056</td>
</tr>
<tr>
<td>Revue d'Etudes Comparatives Est-Ouest</td>
<td>0338-0599</td>
</tr>
<tr>
<td>Revue d'économie financière</td>
<td>1777-5744</td>
</tr>
<tr>
<td>Revue de la régulation</td>
<td>1957-7796</td>
</tr>
<tr>
<td>Revue de l'OFCE</td>
<td>1265-9576</td>
</tr>
<tr>
<td>Risk Management and Insurance Review</td>
<td>1098-1616</td>
</tr>
<tr>
<td>Risk Management: An International Journal</td>
<td>1460-3799</td>
</tr>
<tr>
<td>Région et Développement</td>
<td>1267-5059</td>
</tr>
<tr>
<td>Savings and Development</td>
<td>0393-4551</td>
</tr>
<tr>
<td>Scandinavian Economic History Review</td>
<td>0358-5522</td>
</tr>
<tr>
<td>Sciences Sociales et Santé</td>
<td>0294-0337</td>
</tr>
<tr>
<td>Selection and Development Review</td>
<td>0963-2638</td>
</tr>
<tr>
<td>Service Marketing Quarterly</td>
<td>1533-2969</td>
</tr>
<tr>
<td>Small Enterprise Research</td>
<td>1321-5906</td>
</tr>
<tr>
<td>Social Marketing Quarterly</td>
<td>1524-5004</td>
</tr>
</tbody>
</table>
Keywords

(Hidden) Markov Models 114
Adolescents 146
Adoption, innovation attributes 128
Adoption/Diffusion process 135
Advertising 131
Affective reactions 147
Agent and Object-oriented Paradigms 107
Agent-Oriented Software Engineering 109
Agile and Extreme Development 107
Algorithmic optimization 30
Analytical Psychology 69
Architectural Patterns 103
Attitude toward the ad 148
Attitude toward the brand 146,148
Auction Price 145
Auction rules 145
Augmented reality 117
Automata Induction 114
Bayesian inference 145
Bhagwati tax 43
Bidders’ Behavior 145
Biodiversity Conservation 150
Brand equity 130
Brands 130
Business Modeling 88
Business process modelling 81
Business to Business 91
Business-IT alignment 94
Capital adequacy 46
Capital Income Taxation 41
Case study 127
CASE Tool 107
Central bank intervention 38
Change 55,71
Change and Configuration Management 107
Change management 66
Children as consumers 131,143
Chinese brands 130
Clinical pathways 64
Co-branding 146
Cognition 68
Cognitive mapping 65
Collaboration 30,95,99
Collaborative recommendation 96
Collective bargaining 57
Commitment 123
Common Corporate Consolidated Tax Base 41
Communication 121,125
Communication policy 38
Comparative research 58
Compatibility 128
Computer-aided design of user interfaces 117
Conceptual Modeling 109,110,112,88,93
Consumer behavior 132,133,134,141
Consumer experiences 137,140
Consumer trust 123
Consumers 121,125,127
Consumption experience 138
Contingent loans 43
Control 74,76
Coordination 25,68
Corporate crisis 125
Corporate governance 37
Corporate growth 61
Corporate Social Responsibility 60,121,125,127
Cost-benefit 29
Credit Default Swaps 33
Credit Risk 33,46
Credit Spreads 33
Credits Spread Correlation Structure 33
Crisis & emergency management 65,68
Crisis management 66
Critical Management Studies 74
Cross-cultural research 139
CSR communication, 127
CSR Implementation 127
Cultural services 137,140
Culture 143
Customer orientation in NPD 128
Customer relationship Management 91
Data mining 96,97,98
Database Design 93
Shocks 39
Shopping behavior 142
SMEs 61,101
Smoothing Techniques 114
Social conflict 63
Social dialogue 57,58
Social entrepreneurship 52
Social exchange 121
Social Marketing 131
Socio-economic Analysis 150
Software Cost Estimation 107
Software Design 103
Software Development Methods 109,110,112
Solvency 46
Speech recognition 114
Sperm analysis 84
Sperm motility 84
Spiral Development 107
Sport 71
Sport consumption 138
Sport federations 71
Sport organizations 71
Sports governance 71
Stakeholders 121,127
Standardization. 81
Sterilization 38
Store choice 135,142
Subjectivity 63
Supply Chain Management 25
Support systems 52
Survey 127
Symbols 138
System dynamics 100
Tax competition 41,48
Tax Coordination 41
Technological decision-making 94
Technological development 101
Teleworking 76
Tourism 132,133,141
Trade unionism 57
Trading costs 35
Transparency 35
Transport 29
Trailability 128
Trust 125
Usability 81,83
Usability engineering 117
Use Case Models 88
User interface development 79
User interface extensible markup language 117
User interface extensible markup language 81
User interface prototyping 117
User interface visual design 117
User-centered design 81
USIXML 83
Values 60
VaR 46
Venture capital 45
Verbal measurement 147
Virtual reality 117
Vitality 84
Volatility 46
Voronoi 84
Web 2.0, ICTs 99
Web engineering and applications 117
Web services 91
Wine industry 139
Work organisation 60
Workflow 79