PREFACE

This is the fifth annual research report of the Universiteit van Amsterdam Business School. It gives an account of the policies, organisation, activities and results of the researchers included in the ABS research institute. Again, much has been achieved this year; our staff has been active in publishing in international journals and books, but also in national outlets, both academic and popular. Research output has been made public in other ways as well, inter alia at internal and external seminars and conferences. A full list of publications and activities can be found in part B of this report; this is placed in the appropriate context in part A (where we follow the university’s reporting format as good as possible). A major achievement for ABS as a whole was the Equis accreditation that we have obtained recently. The great steps made in the past few years, most notably also with regard to research, have played an important role in this success.

This first part of the report underlines that we have again made substantial improvements this year and consolidated success earned in the previous years. As already announced in previous reports, recruitment rounds in the different areas of the business school have produced results. They have led not only to the appointment of new research staff at the full professor, associate and assistant professor levels, but the strengthening of our research capacity has become visible in the activities and output as indicated in part B.

We would like to again thank everybody who has been important to the ABS in the past year, and welcome your further contributions in this and the following years. Suggestions on how to best further our goals are always very much appreciated.

Prof.dr Ans Kolk
Director UvABS Research Institute

May 2007
# TABLE OF CONTENTS

## Part A. The UvABS-RI: general overview

1: The ABS Research Institute  
   1.1. Objectives and mission  
   1.2. Organisation  
   1.3. Background and strategy  
2: Input: staff and resources  
   2.1. Research staff  
   2.2. Resources and facilities  
3: Output: activities and results  
   3.1. Evaluating activities and collaboration  
   3.2. Assessments of academic reputation  
   3.3. Overview of the 2006 output

## Part B. Publications, research programmes and researchers

4: Accounting  
   4.1. Programme overview  
   4.2. Input: research staff  
   4.3. Output: evaluation and results  
      4.3.1. Evaluation of 2006 results by programme directors  
      4.3.2. Overview of results  
5: Corporate Finance and Financial Systems  
   5.1. Programme overview  
   5.2. Input: research staff  
   5.3. Output: evaluation and results  
      5.3.1. Evaluation of 2006 results by programme director  
      5.3.2. Explicit indicators of academic reputation  
      5.3.3 Explicit indicators of societal impact  
      5.3.4 Overview of results  
6: Information Management  
   6.1. Programme overview  
   6.2. Input: research staff  
   6.3. Output: evaluation and results  
      6.3.1. Evaluation of 2006 results by programme director  
      6.3.2. Overview of results  
7: Management  
   7.1. Programme overview  
   7.2. Input: research staff  
   7.3. Output: evaluation and results  
      7.3.1. Evaluation of 2006 results by programme director  
      7.3.2. Explicit indicators of academic reputation  
      7.3.3. Explicit indicators of societal impact  
      7.3.4 Overview of results  
8: Other research  
   8.1. Input: research staff  
   8.2. Overview of results
List of tables, figures and boxes

Figure 1: Organisation chart
Table 1: Staff input ABS-RI
Table 2: Aggregated results
Table 3: Input: research staff Accounting
Table 4: Number of publications Accounting
Table 5: Input: research staff Corporate Finance and Financial Systems
Table 6: Number of publications Corporate Finance and Financial Systems
Table 7: Input: research staff Information Management
Table 8: Number of publications Information Management
Table 9: Input: research staff Management
Table 10: Number of publications Management
Table 11: Input: research staff Other research
Table 12: Number of publications Other research
Box 1: UvABS PhD seminars 2006
Box 2: Applications for external funding (2nd and 3rd stream) in 2006
Box 3: NWO VENI project Jeroen van der Ven
Box 4: Board memberships international refereed journals 2006
Box 5: NOBEM dissertations prize Onno Truijens
Box 6: Academy of Management O.N.E. dissertation award Jonatan Pinkse
Box 7: External PhD candidates Amsterdam Business School

Appendices

Appendix 1: Organisation and staff
Appendix 2: Abbreviations
PART A

GENERAL OVERVIEW
1. THE RESEARCH INSTITUTE OF THE BUSINESS SCHOOL

1.1. Objectives and mission

Our strategy is to conduct and publish internationally recognised research across a broad range of business disciplines. We see research as vital to the business school; we aim to provide research based education. This does not require that all staff are renowned researchers or that all teaching modules are based on research. It does require that we publish respectable research across the broad spectrum of business disciplines, that we have areas of excellence, that students are exposed to relevant academic research in their programmes and that even basic courses are designed in the light of the overall object.

1.2. Organisation

ABS-RI is one of the two research institutes within the Faculty of Economics and Business (FEB). With the other institute, RESAM, responsible for research in economics and econometrics, it shares the support bureau which currently consists of one staff member. In this way, synergies and efficiencies are achieved wherever possible.

The research institute is part of the Amsterdam Business School, and the research director has a very active role in recruitment and decision-making about strategy and staffing. This is reflected in the structure, which is shown in figure 1. The research director is member of the management board and of the staffing team. In view of the integrated nature of activities within the ABS, this is a somewhat different structure than followed for other research institutes that are not part of a business school. However, we see it as crucial to embed research decision-making across the board (not only and most directly in staffing, but also to encourage and facilitate integration of research in teaching where desirable and possible).

Since 2005, each of the four sections (accounting; finance; information management; management) has a programme that expresses the focus and output of major staff members.1 While section heads are accountable to the director of the business school for issues related to their section members, it is the research director who is responsible for research policy and strategy, and for allocation of research time based on staff members’ international refereed publications.2 The only case in which the research director can consider exceptions to the rules adopted FEB-wide is if the director of the business school makes a request to do so.

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1 It must be noted, however, that not all those included in research programmes are also by necessity formally part of the respective section. The finance research programme, for example, includes some researchers that are formally included in the Amsterdam Centre for Law and Economics (ACLE), which is closely linked to and partly funded by the ABS.

2 It should be noted that only those with an appointment that includes research can be given research time (so not those who have a formal ‘lecturing only’ (i.e. ‘docent’) appointment).
Figure 1: Organisation chart of ABS within the Faculty of Economics and Business

Faculty of Economics and Business

Amsterdam Business School

Director
(Prof. dr. Bill Rees)

Management Board

Staffing Team

Research Director
(Prof. dr. Ans Kolk)

Accounting Section

Finance Section

Information Management Section

Management Section

Teaching Team

International Programmes

Executive Education

Initial Education (BSc & MSc)

Dean
(Prof.dr. Henriëtte Maassen van den Brink)

Amsterdam School of Economics
1.3. Background and strategy

When the ABS-RI was created in 2002, research programmes and researchers in the areas of business studies (and included in the Department of Business Studies) were brought under its umbrella. This encompassed three programmes (Corporate Finance and Financial Systems; Accounting, Organisations and Society; and Information Management/PrimaVera) and some researchers not included in programmes. As outlined in more detail in the first annual research report of the business school, a wide variety could be noted in coherence, quality and research traditions.\(^3\) Overall, we found the whole range from productive researchers with important international refereed articles to those that still needed to embark on that path (or to move to fulltime teaching positions). While particularly the finance group and a few nuclei outside it already had an international research and publication record, significant steps towards international presence through academic publications had to be taken.

It was noted at the time that this strong focus on increasing international refereed publications should not harm the strengths in more applied, usually nationally-oriented, research, sometimes carried out by part-time staff members, of which there were many. This has led to valuable links to practitioners, crucial for attracting (post)graduate students, possible external research funding and, most importantly, for achieving the ABS purpose of contributing to the societal debate and providing guidelines for management practice and policy making. For the ABS, this societal function, and the concomitant duty of helping to preserve Dutch research outlets, was and is seen as one of two equally important pillars on which government support to universities rests (with the contribution to the international academic debate as the other). This is fully consistent with the University’s overall mission. Retaining the benefits of part-time staff (practitioners) while reducing the well-known drawbacks (difficulty of building an internationally renowned research group and concomitant culture; lack of managerial capacity especially at the full professor level) was thus an important two-fold approach.

The main component, however, of our strategy to improve research quality and output in international refereed journals has been fairly straightforward: the recruitment (and retention) of good, fulltime academics with these capacities. In 2004, considerable steps were taken with the appointment of two full-time accounting professors, who joined us in the second half of 2004. In addition, an extensive recruitment round in the area of management in 2004-2005 has led to the appointment of staff at full professor, associate and assistant professor levels – they have strengthened the ABS research group in the course of 2005 and 2006, and enabled the creation of the fourth research programme as included in this annual report for the second time. The management section was further strengthened in 2006 with the appointment of an assistant professor and an associate professor, and with the start of three post-doc researchers, for which external funding was obtained.

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\(^3\) AgBS (2002), Annual research report 2002, Amsterdam, pp. 5-16 <available on the research section of the ABS website, http://www.abs.uva.nl>
2. **INPUT: STAFF AND RESOURCES**

2.1 Research staff

Table 1 clearly sets out the notable increase in full time research staff in 2005 and particularly 2006. The table gives overviews for the ABS as a whole, and for the four individual programmes.

In the table, a distinction has been made between research time allotted to ‘full-time’ researchers (those with the maximum research time of 0.5 fte) and other research staff (with less than this 50% allowance). In 2002, the objective was set to increase the number of ‘full-time’ researchers and to achieve a better balance between full-time and part-time researchers in favour of the former. As Table 1 shows, the total amount of research time for WP1 has increased over the years, and furthermore the composition has changed considerably into the direction of full-time staff members with at least 0.5 fte research time.

Obtaining structural research funding from other sources than WP1 is difficult, although some second and third stream funding has been obtained; staff members have done their best this year in submitting proposals as well. This positive trend is also reflected in Table 1 in the 2006 column for the finance and management sections in particular. Section 3 will give some more information about these activities and achievements, while the specific details can be found in part B.

2.2 Resources and facilities

On the basis of the research time allowances made by the ABS-RI (and RESAM) in 2002, the FEB allocates funds to the two institutes, which are, in the case of the ABS-RI, subsequently channelled to the sections where the researchers are formally located. In the course of 2003, a start was made to split the budgets for both research institutes. However, this division was and is based on a historical situation in which the ABS had very little researchers and much more teaching activities than economics; thus leading to an allocation of research funding of only one third of total. Although the imbalance has been redressed to a considerable extent in staff terms as a result of the appointment of business researchers, it has not yet been the case regarding the budgetary situation (allocation of research funding). Temporary extra funding from the University Board has, however, helped the FEB to bridge the extra period under the old allocation system. In 2007 we are supposed to move to another budget allocation system that redresses existing imbalances to enable a sustained and fair funding of the ABS as well.

In line with the policies mentioned above and the strategy set out in the 2002 annual research report, the ABS-RI was able to allocate some funds again in 2006 to those staff members with a 0.5 fte research time allocation and a PhD. In addition, money has been given to full-time staff members with a research allowance if they present a paper at an international conference. PhD students (promovendi) have also been offered facilities, in many cases through the Tinbergen Institute, in others (of those for whom the TI has not been appropriate) they have received this directly from the ABS-RI.

**Table 1: Staff input ABS-RI**

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4 The first flow of funds, WP1, consists of money originating from university budgets, WP2 from the Dutch Science Foundation or Royal Dutch Academy of Sciences, and WP3 from other external parties. “PhD students”, the subsequent row, are mostly funded from the first flow of funds.

5 In view of the fact that we would like to encourage international research wherever possible, a few people that did not meet these criteria have also been given conference funding to present a paper.
<table>
<thead>
<tr>
<th>Section</th>
<th>WP 1 (first flow of funds, excl. Ph.D.'s)</th>
<th>WP 2 (second flow of funds, excl. Ph.D.'s)</th>
<th>WP 3 (third flow of funds, excl. Ph.D.'s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>WP 1 (first flow of funds, excl. Ph.D.'s)</td>
<td>13.29</td>
<td>14.35</td>
<td>17.26</td>
</tr>
<tr>
<td>Ideal time researchers with Ph.D. degree WP 1</td>
<td>7.92</td>
<td>10.30</td>
<td>13.42</td>
</tr>
<tr>
<td>Full time researchers with Ph.D. degree WP 2</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Ph.D. students</td>
<td>7.64</td>
<td>8.50</td>
<td>9.00</td>
</tr>
<tr>
<td>Total Research staff</td>
<td>22.06</td>
<td>24.57</td>
<td>29.24</td>
</tr>
</tbody>
</table>

|Full time researchers with Ph.D. degree WP 3      | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     |

<table>
<thead>
<tr>
<th>Section</th>
<th>Accounting</th>
<th>Corporate Finance &amp; Financial Systems</th>
<th>Information Management - PrimaVera</th>
<th>Management</th>
<th>Other Research Business Studies</th>
</tr>
</thead>
<tbody>
<tr>
<td>WP 1 (first flow of funds, excl. Ph.D.'s)</td>
<td>3.21</td>
<td>4.07</td>
<td>4.29</td>
<td>3.87</td>
<td>3.77</td>
</tr>
<tr>
<td>Full time researchers with Ph.D. degree WP 1</td>
<td>2.68</td>
<td>2.84</td>
<td>3.50</td>
<td>3.74</td>
<td>3.41</td>
</tr>
<tr>
<td>WP 2 (second flow of funds, excl. Ph.D.'s)</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.80</td>
<td>0.79</td>
</tr>
<tr>
<td>WP 3 (third flow of funds, excl. Ph.D.'s)</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Ph.D. students</td>
<td>1.80</td>
<td>0.80</td>
<td>1.20</td>
<td>4.40</td>
<td>4.30</td>
</tr>
<tr>
<td>Total Research staff</td>
<td>5.01</td>
<td>4.87</td>
<td>5.49</td>
<td>9.07</td>
<td>9.32</td>
</tr>
</tbody>
</table>

|WP 1 (first flow of funds, excl. Ph.D.'s)          | -        | 2.13     | 4.09     | 4.41     | 2.70     | 2.74     | 4.41     | 2.70     | 2.74     | 4.41     | 2.70     | 2.74     |
|Full time researchers with Ph.D. degree WP 1       | -        | 2.13     | 4.09     | 1.50     | 1.00     | 1.25     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     |
|Full time researchers with Ph.D. degree WP 2       | -        | 0.00     | 0.67     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     |
|Full time researchers with Ph.D. degree WP 3       | -        | 0.00     | 0.74     | 0.33     | 0.47     | 0.27     | 0.33     | 0.47     | 0.27     | 0.33     | 0.47     | 0.27     |
|Ph.D. students                                    | -        | 1.60     | 2.65     | 0.80     | 1.80     | 1.80     | 0.80     | 1.80     | 1.80     | 0.80     | 1.80     | 1.80     |
|Total Research staff                              | -        | 3.73     | 8.15     | 5.54     | 4.97     | 4.81     | 5.54     | 4.97     | 4.81     | 5.54     | 4.97     | 4.81     |

8
3. **Output: Activities and Results**

3.1 Evaluating activities and collaboration

Important activities for research in general have again been recruitment rounds, in which we have put much time and effort. It has resulted in the start in 2006 of professors in the area of finance and human resource management as well as one associate professor in the area of human resource management. In accounting, finance and management, several appointments have been made at the assistant professor level as well. Most of these new staff members are non-Dutch and will contribute to the further internationalisation of ABS. All this has been very important as a further stimulus for our research culture and output (already partly noticeable in 2006, see part 3.2). We have also recruited various PhD students in finance and management. We hope this can be the start for the creation of a group of young researchers; but there continues to be only a limited number of (funding for) PhD positions made available. The objective is to create a PhD programme/research masters in the coming years, for which some initial explorations have been made in the past year.

In 2006, many seminars have taken place again at the ABS, usually organised by different research groups and programmes, frequently with prominent (international) guests. The ABS PhD seminars have also continued in 2006 (for an overview of the presentations in the latter series, see box 1). Research funding applications are presented in Box 2 and Box 3.

### Box 1: Business School PhD seminars 2006

The following PhD presentations were given this year in the series that was organised by Jonatan Pinkse (Spring)

Niamh O’Sullivan (Fall)

**26 April**
Niamh O’Sullivan: *Social Accountability and the Finance Sector*
Joris Ebbers: *Organizations or Networks - Latency and Continuity in Project-Based Film Production*

**21 June**
Anna Snel: *The values of experience*
Mark van der Veen: *The greening of new product development. The integration of R&D, marketing and environmental management*

**18 October**
Victor Maas: *Management accountants’ engagement in the creation of budgetary slack: experimental evidence of the interactive effect of function design, social pressure and Machiavellianism*
Sanjay Bissessur: *Timely Loss Recognition Using Accruals For Profit And Loss Firms*

**13 December**
James McHardy: *The information content of insider trading on future firm performance-evidence from New Zeland 1994-2005*
Nesrien Abu Ghazaleh: *Perceived Job Discrimination: Ethnic minority applicants’ perceptions of discrimination*

### Box 2: Applications for external funding (2nd and 3rd stream) in 2006

**2nd stream**


3rd stream
Keegan, A. (2006). Human Resource Management in the Project Oriented Company: 2006 Grant of US$30,000 awarded by PMI (Project Management Institute) to Anne Keegan (University of Amsterdam) with Rodney Turner (ESC Lille) and Martina Huemann (University of Vienna). [granted].
Kolk, A. (2006). Proposal for international research network on corporate sustainability management (coordinated by IZT, Berlin) to German Federal Ministry for Research and Education. [granted].
Perotti, E.C. (2006). Main Coordinator, SmartMix Grant Application, 7 million euro [not granted].
Phalippou, L. & Driessen, J. (2006). Research grant, 2nd and 3rd stream funding, €15,000, Inquire UK
Schinkel, M.P. (2006, Summer/Autumn). Actieve Opsporing van Mogelijke Mededingingswetsovertredingen (Active Detection of Competition Law Violations), NMa-funded research project, euro 6000. [granted].
Schinkel, M.P. (December 2006). Reapplication for ENCORE research grant for 2007 from Nederlandse Mededingingsautoriteit, Ministerie van Economische Zaken, and OPTA (with Wim Driehuis and Audrey Peters), euro 336,000. [granted].
Veen, M.L. van der (2006). ASIA PRO ECO (EU) project on environmental management for ports in Vietnam and Cambodia (FEB is participant). Total project amount: € 270,000. [granted, to be finished in 2007].

The box below give some more information about an important NWO-project approved this year, since it can be seen as indicator of academic reputation.

**Box 3: NWO VENI project Jeroen van der Ven**

Jeroen van de Ven received a VENI grant from the Netherlands Organisation for Scientific Research (NWO) for a period of three years. The title of the project is ‘Rewards, Feedback, and Motivation: A Game-theoretic Analysis’. Jeroen has been affiliated with the Amsterdam Center for Law and Economics (ACLE) since last year.

*What is the objective of the project?*

The economics literature takes a relatively narrow view on the effects of rewards. The result is that there are some empirical ‘puzzles’ that are difficult to explain. This research project aims at integrating insights from cognitive psychology into economic theory.

*What kind of puzzles are there?*

Economists understand very well that rewards are needed to motivate people. Workers wouldn’t work as hard as the employer liked them to do, if they don’t get rewarded appropriately. One puzzle is, however, that rewards do not always motivate people, and sometimes even demotivate them. Another puzzle is that employers sometimes give bonuses even if they are not obliged to do so.

*How are you going to explain them?*

Economic theory is built around the notion that high rewards motivate people because they like to get money. But take for example a teacher who promises a very high reward for solving an exercise. This may demotivate rather than motivate students, because students understand that the exercise will be difficult, otherwise the reward wouldn’t be so high. The basic idea is therefore that rewards give feedback. This can explain some of the puzzles.
Why is the UvA a good environment to work on this project?
The above idea not only applies to a teacher and student, or a worker and employer, but equally well to the
government and firms. This can be an important element in the optimal policy for, say, antitrust authorities or other
government bodies. This may give a new perspective on how such authorities should behave, making ACLE an
exciting place to be to work on this project. There are also other research groups from which this project may
benefit, for instance from CREED with their expertise on experiments and knowledge of the psychological
literature.

3.2 Assessments of academic reputation

The most obvious other indicator of academic reputation is publications in high-quality international
refereed journals. Part B of this report, and also section 3.3 gives further information on the output,
which has included a considerable number of international journal articles.

In addition, staff members have been active as (associate) editors and editorial board members of
international refereed journals (see box 4). As to inclusion in this box, we have (like in the tables where
publications are counted, see 3.3) listed full-time staff members here, as well as part-time staff members
with a formal appointment, but the latter only if their UvA-affiliation has been included in the journal.

Box 4: Board memberships international refereed journals 2006

Neil Anderson
Consulting Editor on the Journal of Applied Psychology, Founding Editor and Editorial Board member of
International Journal of Selection and Assessment, Editorial Board member European Journal of Work and

Frank Belschak
Member of the editorial board of Wirtschaftspsychologie.

Arnoud Boot
Associate Editor European Financial Management, Journal of Financial Intermediation, Multinational Finance
and Business Review for Central and South-Eastern Europe.

Ellen Christiaanse
Editorial Board Member CIBI Journal of Research in Financial Services, Associate Editor Journal of Strategic
Information Systems (JSIS), Journal of the Association of Information Systems (JAIS), Information Systems Journal,
Information Systems Research, Senior editor E-Services Journal.

Stijn Claessens
Associate Editor of the Journal of Financial Services Research, Associate Editor of the Journal of Financial
Stability.

Peter Englund
Editorial board member Real Estate Economics, Journal of Real Estate Finance and Economics, Journal of

Tjalling van der Goot
Editorial board member The International Journal of Accounting.

Deanne den Hartog

Allan Hodgson
Information Systems.

Toon van der Hoorn
Member Editorial Advisory Board Transportation.
Finally, Onno Truijens won the NOBEM dissertation prize for the best 2004 thesis in business (thesis defended at our university in 2004 (see box 5) and Jonatan Pinkse has won the 2006 Organizations & the Natural Environment Best Doctoral Dissertation Award for his dissertation Business Responses to Global Climate Change at the 2006 Academy of Management Annual Meeting in Atlanta (see box 6).

Box 5: NOBEM dissertation prize Onno Truijens


Could you give a short summary of the research presented in your thesis?
My dissertation develops the outlines of a theory of information strategy. It addresses the way in which firms decide to influence market transparency either negatively by allowing and maintaining the existence of information imperfections, or positively by actively addressing and solving them in their search for above-normal economic returns (i.e. rent). In order to explicitly focus on the rent-earning potential of information imperfections, InfoRent is introduced as a new rent type. The theory is refined and empirically explored by means of an in-depth case study in the Dutch leisure travel industry that examines the information strategy of a tour operator, an airline and an online travel agent.

Why did the jury select your dissertation?
Much to my pleasure, the jury mentioned that I had made their job easy. They were impressed with the way I had combined theory and practice. Not only was the research theoretically interesting, the empirical part in which the economic opportunities of information imperfections were analyzed in the travel industry was excellently executed. Additionally, they found that my work addressed a provocative topic by focusing on the advantages of market opaqueness for firms in a time that transparency is an important and much-discussed issue.

Box 6: Academy of Management O.N.E. dissertation award Jonatan Pinkse

Could you explain why the research presented in your dissertation is important?

Many people view climate change as the most important environmental issue that the world currently has to deal with. In this regard, the role of companies is often stressed because they partly cause this problem by producing and consuming fossil fuels. However, research in the field of sustainable management has scarcely paid attention to this issue. My dissertation is the first to develop a typology of business responses to climate change, which helps in understanding how companies may try to tackle this problem.

How then do the results of your dissertation help managers cope with climate change?

For practitioners the results are relevant, because it is very important to know how other companies are responding. Pressure on business has been increasing considerably over the last years, due to new climate change regulations and pressure from institutional investors as well as non-governmental organizations. Still, this dissertation shows that many companies are not measuring the amount of carbon emissions they generate or have set targets, which is quite alarming. Therefore, the results could make managers aware of the issue and inform what steps they can take when becoming more proactive.

3.3 Overview of the 2006 output

The aggregated numbers of ABS publications in 2006 are shown in table 2. Like previous years, it presents the results divided into different categories: academic publications in refereed journals; non-refereed journals; book chapters; and monographs. For each, a distinction is made between international (English) and Dutch publications. In addition, PhD theses and professional publications are listed. For our purposes, the main number is exhibited on the first line of the table: the number of publications in international refereed journals, since Amsterdam Business School needed to make improvements in this major area in order to further our international reputation. Compared to 2004, the number of international refereed articles has almost doubled, which is clearly a result of the increase in research staff and higher productivity overall of existing staff. More details, including the full publication lists, can be found in the next chapters, in part B, where the forthcoming international publications, which look impressive, are listed as well. The number of Ph.D theses defended within the ABS in 2006 has been limited, but larger than in the period before 2004: two in the finance programme, one in management and one in accounting.

Table 2: Aggregated results

<table>
<thead>
<tr>
<th>UvABS-RI TOTAL</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Academic publications</td>
<td>29</td>
<td>55</td>
<td>57</td>
</tr>
<tr>
<td>in international refereed journals</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>in Dutch refereed journals</td>
<td>15</td>
<td>28</td>
<td>18</td>
</tr>
<tr>
<td>in other international journals</td>
<td>9</td>
<td>5</td>
<td>7</td>
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<tr>
<td>in other Dutch journals</td>
<td>7</td>
<td>14</td>
<td>10</td>
</tr>
<tr>
<td>papers in proceedings</td>
<td>-</td>
<td>8</td>
<td>16</td>
</tr>
<tr>
<td>chapters in books (international)</td>
<td>13</td>
<td>26</td>
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<td>2) Monographs International</td>
<td>3</td>
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<tr>
<td>Dutch</td>
<td>3</td>
<td>2</td>
<td>5</td>
</tr>
<tr>
<td>3) Ph.D. theses</td>
<td>2</td>
<td>6</td>
<td>4</td>
</tr>
<tr>
<td>4) Professional publications</td>
<td>18</td>
<td>21</td>
<td>30</td>
</tr>
<tr>
<td>Total</td>
<td><strong>114</strong></td>
<td><strong>171</strong></td>
<td><strong>187</strong></td>
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</tbody>
</table>

It is of course not just the number of publications that counts, but perhaps even more is the reputation of the outlets. A substantial number of publications has been published in international top-level academic journals, again indicating a commitment to quality research. A complete overview is given per programme in section B of this report.
PART B

PUBLICATIONS & PROGRAMMES
4. ACCOUNTING

Programme directors: Prof. dr. A. Hodgson & prof.dr. B. O’Dwyer
Starting date: January 1, 2000
Department: Business Studies
JEL classification: M: Accounting; Business Administration and Business Economics
METIS-code: uva/fee/bs/aos/prog
Website: www.abs.uva.nl
VSNU scores 2002: Quality: 3, Productivity: 3, Relevance: 4, Viability: 3

4.1 Programme overview

This research programme focuses on accounting in the broadest sense. It brings together researchers who are committed to publishing in international refereed journals of reputable standing, and thus contribute to international academic debates. In addition, research themes are not only addressed for their theoretical, but also for their societal importance, thus helping to provide guidelines for accounting and management practice and policymaking where possible and appropriate. As a whole the research programme is distinctly multidisciplinary in nature, adopting theoretical perspectives from different disciplines, and using various research methodologies and methods.

A number of researchers focus on examining issues of accounting and accountability in a number of different organizational contexts. Researchers here embrace interdisciplinary perspectives and qualitative methodologies and methods. These researchers are actively engaged in research examining corporate and non-governmental organization (NGO) accounting and accountability; social and ethical accounting and reporting; sustainability reporting assurance practice; theoretical; financial sector legitimation and accountability processes; corporate stakeholder engagement; and professional accounting disciplinary procedures.

Researchers in the area of management accounting are examining customer profitability analysis (using cost price information to value customer relationships, and evaluate the return on marketing decisions); the role of the management accountant and the design of the management accounting function in organizations; the design of incentive and rewards systems; the role of social incentives, fairness considerations and ethics in performance measurement and performance evaluation and the role of personality characteristics and cognitive biases in economic decision-making processes.

A number of researchers also focus on empirically assessing the impact of financial accounting on financial decision making and the impact of financial decisions on financial accounting. These researchers seek to combine the financial accounting and finance disciplines in order to research issues surrounding market efficiency, fundamental analysis and valuation, issues of accounting choice, financial management and governance. Recent popular research subjects include insider trading; pricing and governance issues related to IPOs; returns, earnings and market efficiency; accounting valuation models such as the residual income model; event studies and long horizon association studies following accounting events; and accounting data and financial analysts and qualitative management forecasts.
4.2 Input: research staff

Table 3: Input research staff Accounting

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Function</th>
<th>Total 2004</th>
<th>Total 2005</th>
<th>Total 2006</th>
<th>Funding</th>
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<td>d</td>
<td>0.30</td>
<td>-</td>
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<td>ud</td>
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</table>

Total 1st flow of funds | 5.01 | 4.87 | 5.49 |
Total 2nd flow of funds | 0.00 | 0.00 | 0.00 |
Total 3rd flow of funds | 0.00 | 0.00 | 0.00 |
Total 1st f.o.f. excl. Ph.D.’s | 3.21 | 4.07 | 4.29 |
Total all flows of funds | 5.01 | 4.87 | 5.49 |
Ph.D. students          | 1.80 | 0.80 | 1.20 |

4.3 Output: Evaluation and Results

4.3.1 Evaluation of 2006 by programme directors

2006 has been a very good year for this programme. We have managed to build on recent appointments with the appointment of some highly promising emerging researchers. In 2007, we plan to appoint two more assistant professors and a visiting professor with internationally recognised research records. While the academic output of the group in terms of quantity has slightly declined, this conceals a very promising trend whereby a wider range of staff are now publishing in international journals. The list of forthcoming publications also attests to this positive trend. Furthermore, one staff member has recently completed his PhD and already has an international publication forthcoming as well as several other papers under review. PhD students who joined the programme on a full time and part time basis in 2005 are also progressing very well and look to further strengthen our research output in the next two to three years. The research seminar series established in 2005-2006 continues to attract leading international and national academics in the various sub-disciplines of accounting. Our new appointments should help us to further position ourselves as a leading academic accounting research department in the Dutch and international contexts.
4.3.2 Overview of Results

Key publications of the programme

Table 4: Number of publications

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<th>Accounting</th>
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<td>1</td>
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<td>in other Dutch journals</td>
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<td>2</td>
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<td>chapters in books (international)</td>
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<td>2) Monographs</td>
<td>International</td>
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<td>3) Ph.D. theses</td>
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</tr>
<tr>
<td>4) Professional publications</td>
<td>4</td>
<td>3</td>
<td>2</td>
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</tbody>
</table>

LIST OF PUBLICATIONS

Forthcoming International publications
**Articles in international refereed journals**


**Monographs (International)**


**Monographs (Dutch)**


**Dissertations**


**Articles in Dutch refereed journals**


**Academic publications in other Dutch Journals**


**Chapters in books (international)**


**Chapters in books (Dutch)**


**Professional publications**


Working- and discussion papers

Contributions to academic conferences, workshops and seminars
Goot, L.R.T. van der (2006, April, December). What determines the Survival of Internet IPOs? The International Conference on Finance National Taiwan University, Taipei.
From Marketing expenditure for Non-listed Financial Firms, 2nd Workshop on Visualising, Measuring, and Managing Intangibles and Intellectual Capital, Maastricht.


Other lectures on research


Organisational contributions to conferences, workshops and seminars


Participation in academic networks & fellowships

Member editorial board/editor international refereed journals

Member editorial board/editor non-refereed and Dutch journals

Referee activities
Membership of academic committees (incl. PhD committees outside ABS)

Research contributions in the media

Prizes and honours
O’Dwyer, B. (2006). Runner up Best Manuscript Award 2006 Accounting, Auditing and Accountability Journal
O'Dwyer, B. (2006). Winner Emerald Publishers Outstanding Special Issue Award for 2006. This is for the most outstanding special issue across all of the publisher Emerald’s 180 academic journals in 2006. This award was for the special issue of Accounting, Auditing and Accountability Journal (Vol 19, No 3) on the theme of NGO Accountability, for which Brendan O'Dwyer was the guest editor (along with Jeffrey Unerman, Royal Holloway, University of London).

Various activities
Goot, L.R.T. van der (2006). advisor to Euronext N.V.
5. CORPORATE FINANCE & FINANCIAL SYSTEMS

Programme director: Prof. dr. E.C. Perotti
Starting date: January 1, 1992
Department: Business Studies
JEL classification: G: Financial economics
METIS-code: uva/fee/hs/fin/prog
Website: www.abs.uva.nl/financegroup

5.1 Programme overview

The degree of external finance varies greatly among corporations and across countries. Modern corporate finance theory recognizes that agency and informational problems create substantial frictions to raise external funding, which may distort corporate choices. Potential conflicts exist between management and external providers of funds, as well as between different classes of investors and other stakeholders. The analysis of the legal, regulatory and market framework for financial relationships represent modern corporate governance. These issues include the governance of companies and the role of intermediated and direct financing channels for corporate investment and corporate governance. The law and finance approach (LaPorta et al, 1997, 1998) has inspired a novel literature which takes a broader, comparative analysis for the structural features of this framework, such as investor protection, financial competition and regulation. The novel field of political economy of finance offers much promise to be able to complement this approach and explains its temporal evolution (Pagano and Volpin, 2003; Perotti and von Thadden, 2006).

Novel, specialized intermediaries emerge in response to novel needs in a modern economy. The issue of initial financing of entrepreneurs represents in this context an intriguing question. Entrepreneurial activity requires seed funding and venture capital support at a time when a critical ingredient of any financing, information, cannot be easily assessed by conventional intermediaries because of the very innovative nature of firm creation (Hellmann, 1993; Repullo and Suarez, 1998; Perotti and Biais, 2004). The importance of learning about the fundamental contractual solution to this problem cannot be overemphasised, especially in an European context of still too limited entrepreneurial activity.

The contractual approach to finance naturally extends to international finance issues. The new literature in financial development, financial integration, and financial crises puts the development of institutions aimed at contractual and legal enforcement at the centre of the desired design of financial markets and institutions in emerging, transition and developing countries. The research programme gives considerable attention to the specific question of comparative corporate governance systems, assessing both empirically and theoretical the foundations, merits and limits of the process of financial allocation in developed and developing countries and the importance of property rights (Claessens and Laeven, 2003).

The research programme extends to broad issues in asset pricing and the management of financial long term risks, both for financial institutions and for corporations. The research programme extends the literature on term structure models, by integrating it with the valuation of derivatives, in order to model the credit (default) risk of corporate bonds. Here as elsewhere the sub-programme on risk management links with the corporate finance program. Integration of these approaches are part of the strength of this research program.
## 5.2 Input: research staff

Table 5: Input: research staff

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Function</th>
<th>Total 2004</th>
<th>Total 2005</th>
<th>Total 2006</th>
<th>Funding</th>
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</tr>
</tbody>
</table>

| Total 1st flow of funds | 8.27 | 7.67 | 7.27 |
| Total 2nd flow of funds | 0.80 | 0.79 | 0.80 |
| Total 3rd flow of funds | 0.00 | 0.86 | 1.50 |
| Total 1st f.o.f. excl. Ph.D.'s | 3.87 | 3.77 | 4.32 |
| Total all flows of funds | 9.07 | 9.32 | 9.57 |
| Ph.D. students | 4.40 | 4.30 | 3.35 |
5.3 Output, Evaluation and Results

5.3.1 Programme evaluation by programme director

The Finance Group at the UvA has by now fully emerged as one of the most prominent research-oriented finance groups in Europe. Both senior and junior faculty continue to show a high rate of success in top finance and economics journals, with three articles in the Journal of Finance, two in the Journal of Financial Economics, three in the Review of Financial Studies, one in the Journal of Econometrics and one in the Journal of Political Economy forthcoming or published in the last two years.

In corporate finance, governance and banking, the programme produces original theoretical work at the highest level (Arping, Boot, Perotti). The research group has in recent years dramatically increased its profile in empirical analysis (Claessens, Lopez de Silanes, Iyer, Sautner, Schwienbacher). A particularly strong strand of the research profile is in international finance. With its focus on comparative corporate governance, financial development and political economy (Perotti, Claessens, Lopez de Silanes) this area compares well with any other international research programs, with authors of some of the best published and most cited articles in the area in the last few years.

Empirical asset pricing and risk management (de Jong, Driessen, Phalippou), is growing steadily in breadth and quality of output, with interests on market microstructure, corporate bond and option pricing, behavioural and insurance finance, and real estate finance. The theoretical asset pricing area in the process of strengthening with excellent recent hires (Chaieb, Laeven).

The group has considerably improved its ability to broaden and grow. Six new faculty members, active in banking, insurance, real estate finance, asset pricing and behavioural finance, have joined in the last two year. Two new senior faculty have been hired last year, creating also a particularly strong real estate finance group. The group is recruiting again this year, attending the AEA-AFA meetings in Chicago to interview over 30 candidates chosen from over 100 applications received.

PhD graduates from the group continue to excel in their placement. In the last two years, graduates have taken positions at NYU Stern, Oxford and Warwick, the Norwegian School of Management, the World Bank and the Bank of England. Two more PhD students are expected to graduate in 2006, while four new students have joined the department. In total, fourteen nationalities are represented in the group.

5.3.2 Explicit indicators of academic reputation (other than that already mentioned in list of publications/activities)

The group is an active international research hub, with an excellent academic network in the US and Europe. It counts three Fellows in Finance at CEPR, the most prestigious European research network, as many as the rest of the Netherlands, and two active NBER finance program participants. Its junior faculty members have won two prestigious VIDI research grants from the NWO.

The group maintains a top seminar series, with usually two seminars a week. Researchers in the group also organize a large number of international conferences (seven in the last two years alone, jointly with academic from Wharton, Chicago, Harvard, Washington and MIT). A number of academic visitors came last year to spend some time at the Finance Group and the CIFRA research center. Daniel Paravisini (Columbia), Veronica Rappoport (Columbia), Ray Fisman (Columbia), Philippe Aghin (Harvard), Thomas Hellmann (UBC), Luc Laeven (World Bank), Katharina Pistor (Columbia Law School), Steve Haber (Stanford), Bruno Biais (Toulouse), Stijn Claessens (World Bank), Ron Kaniel (Duke University), Atif Mian (University of Chicago), Martijn Cremers (Yale University), Bob Gibbons (MIT).
5.3.3 Explicit indicators of societal impact (other than that already mentioned in the list of publications/activities)

The group has several research network grants joining it with universities such as LSE, Oxford, Stockholm, Toulouse, Harvard and Princeton. Three new grants have been received this year, two from the EC, and one from NETSPAR, for a total value of 1.5 million euros.

Faculty members of the research program contributed overwhelming to the top ranking granted by SSRN to the Amsterdam Business School as the top business school outside the US in terms of number of research papers downloaded per author. A total of nine papers by faculty members of the Finance Group were accepted for presentation at the European Finance Association Meetings 2006 in Zurich, the largest number in absolute. Five presentations were made at the WFA in 2005, the largest number after LBS. Finally, several papers were on the Chicago 2007 AFA program.

5.3.4 Overview of results

**Key publications**


**Table 6: Number of publications**

<table>
<thead>
<tr>
<th>Corporate Finance &amp; Financial Systems</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Academic publications</td>
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<tr>
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<tr>
<td>in other international journals</td>
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<td>in other Dutch journals</td>
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<td>papers in proceedings</td>
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<tr>
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<td></td>
<td>4</td>
<td>5</td>
<td>11</td>
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</table>

**Forthcoming international publications**


**Articles in international refereed journals**


**Articles in Dutch refereed journals**


**Articles in other International journals**


**Articles in other Dutch journals**


Chapters in books (international)

Monographs (International)

Dissertations
Articles in conference proceedings

Professional publications

Working papers
Carri Oni, F., Chaieb, I. & Errunza, V. (2006). Are the IFC investable indices priced locally or globally?


**Discussion papers**

**Popular publications**

**Contributions to academic conferences, workshops and seminars**


Englund, P. (2006, 7-8 July). Housing and household portfolios. Can the risks be insured?”,
address, European Network of Housing Research, Ljubljana.


Lopez de Silanes, F. (2006, March). Key Note Speaker, Must-Do Legal Reforms in Mexico, speech to Mexico’s Parliament in the conference on “Mexico 2006-2012: Agenda to Promote Mexico’s Competitiveness, organized by the Parliament’s Special Commission for Competitiveness and Regional Development, Mexico City, Mexico.


McCahery, J. (2006, 1 May). Evolutionary Federalism in the EU, University of Maastricht Law School Faculty Seminar, Maastricht.


Theebe, M.A.J. (2006). Lecturing at post-graduate education of Amsterdam School of Real Estate (University of Amsterdam; benchmark issues, market analysis model, statistics applied to real estate).

Other lectures on research
Boot, A.W.A. (2006, 1 November). Corporate governance, private equity en...vastgoed. ASRE. Amsterdam.

Organizational contributions to conferences, workshops and seminars
Schwienbacher, A. (2006). Member of the Refereeing Committee for the 2006 Annual European Finance Association (EFA) meeting held in Zurich, Switzerland.

Participation in academic networks & fellowships
Associate Fellow Tinbergen Institute; Fellow Asian Institute of Corporate Governance (AICG); Fellow European Development Research Network (EUDN); Research Associate of European Corporate Governance Institute (ECGI); Fellow of the Wharton Financial Institutions Center.

Lopez de Silanes F. (2005- ). Advisory Board Member, Fraser Institute, Canada.
Lopez de Silanes F. (1996- ). Faculty Research Fellow and Research Associate, National Bureau of Economic Research, Cambridge, MA.
Theebe, M.A.J. (2006). Member of Woningmarktkring, ERES, VOGON.
Schwienbacher, A. (2006- ). Coordinator of the RICAFE-2 EU program for the University of Amsterdam node.

Volume-editorship
Member editorial board/editor international refereed journals

McCa rthy, J. (2001-). Editorial Board member and International Board member The Yearbook of European Environmental Law.

Referee activities


**Membership of academic committees (including Ph.D. committees outside the ABS)**


**Research contributions in the media**


**Prizes and honors**

Driessen, J. (2006). Nominated for Best Teacher at the entire University of Amsterdam (10 nominees in total, 2006)

Driessen, J. (2006). Nominated for CentER Society Prize Tilburg University: Prize for ex-CentER doctoral candidate who has made the most significant scientific contribution to (business) economics.

**2nd and 3rd stream funding (applications/grants)**


Perotti, E.C. (2006). Main Coordinator, SmartMix Grant Application, 7 million euro [not granted].

Phalippou, L. & Driessen, J. (2006). Research grant, 2nd and 3rd stream funding, €15,000, Inquire UK

Various activities
Claessens, C.A.M.F. (2006). Member Board of Yale Center for Corporate Governance and Performance
Theebe, M.A.J. (2006). External examiner for post-graduate program Master in Real Estate at University of Antwerp Management School (UAMS)
6. INFORMATION MANAGEMENT - PRIMAVERA

Programme director: Prof. dr.ir. R.E. Maes
Starting date: January 1, 1998
Department: Business Studies
METIS-code: uva/fee/hs/im/prog
Website: http://primavera.fee.uva.nl
VSNU scores 2002: Quality: 3, Productivity: 3, Relevance: 3, Viability: 2

6.1 Programme overview

Information management is the research field investigating the management and use of information and information technology in and between organisations. Traditionally, research in this field has paid (and is still paying) a lot of attention to information technology as such and to the direct business-information technology link, e.g. in terms of strategic alignment (Henderson and Venkatraman, 1993). Recent research, however, indicates that these approaches miss two crucial linking pins for information technology to add value to business and for business to exploit the dematerialisation of economic activity: 1) ‘information and communication’ as intermediary, mediating concepts bridging business and information technology, and 2) ‘architecture and infrastructure’ as similar concepts bridging the strategic and operational levels of organisational attention.

As to ‘information and communication’, it is noticed that the importance of these concepts has recently been augmented by information technology being put at a certain distance of the business (e.g. by outsourcing), as a result of what the organisation of the information ‘demand side’ has become paramount. A further consequence of the growing attention for information and communication is that new, immaterial concepts such as emotion, learning, sense making, knowledge, experience, trust etc. are gaining importance in information management as they do in economic activities in general (Choo, 1998; Pine and Gilmore, 1999; Shapiro and Varian, 1999; Brian Arthur, 2000; Huizing, 2002).

With regard to ‘architecture and infrastructure’, it can be said that organisations are increasingly discovering that information management is not exclusively aimed at the support of business strategy, yet at least as much at that of business operations. The volatility of present-day strategy and the conclusion that strategy is only indirectly influencing operations further add to the importance of ‘infrastructure and architecture’ as linking pins, both in a theoretical and a practical sense (Maes and Dedene, 2001; Truijens and De Gouw, 2002; De Vries, 2003).

This research programme is focused on the conceptual and practical development of ‘information and communication’ and ‘architecture and infrastructure’ as the core concepts defining information management. It aims at the rigorous codification and testing of a specific information management language, which is capable of articulating and addressing the traditional gaps between business and information technology as well as between strategy and operations in a novel way. Put differently, the programme participants use a common frame of reference stating that a full comprehension of information management entails that it has to be studied interdependently at the strategic, (infra-)structural and operational level, and from the point of view of business, information/communication and technology, whereby ‘information and communication’ and ‘architecture and infrastructure’ are considered to play pivotal roles.
6.2 Input: research staff

Table 7: Input research staff

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Function</th>
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| Total 1st flow of funds | 2.14 | 1.68 | 1.22 |
| Total 2nd flow of funds | 0.00 | 0.00 | 0.00 |
| Total 3rd flow of funds | 0.30 | 0.00 | 0.00 |
| Total 1st f.o.f. excl. Ph.D.'s | 1.80 | 1.68 | 1.22 |
| Total all flows of funds | 2.44 | 1.68 | 1.22 |
| Ph.D. students          | 0.64 | 0.00 | 0.00 |

6.3 Output: Evaluation and Results

6.3.1 Evaluation of 2006 results by programme director

The ambition of PrimaVera is to become a well-established top-level Research Programme in Information Management with considerable business impact, essentially through: (1) international top-level papers, (2) more internal and external synergy through further focusing, (3) producing a substantial number of PhD theses, (4) attracting visiting faculty with international reputation, and (5) further development of existing and new co-operation with research institutes and business partners.

Our research performance in 2006 can be called good to satisfactory, despite the decreased research capacity due to staff members leaving the faculty. The number of forthcoming international publications and the number of papers accepted at international conferences is substantial. The number of articles published in international refereed journals reflects international conferences being the prime outlet for publication, which is more common for the field of information management. Further programme enhancements are anticipated, as new personnel will be attracted in 2007. The PhD study of Onno Truijens, finished in 2004, was this year awarded with the NOBEM prize for “Dissertation of the year 2004” in the field of Business Economics and Management in the Netherlands. Moreover, several PhD studies are expected to be completed in the near future. The
relationship with visiting professor Bryant was continued, which has resulted in joint articles submitted for publication. Finally, for at least the next three years we will co-operate with Elsevier (Oxford) with the ambition to annually publish a book on information management that will be presented on an annual conference. For this purpose, an Editorial Board with internationally renowned researchers and a Board of CEOs/CIOs have been erected. The first book will be published and the first conference will be held in 2007.

6.3.2 Overview of results

Key publications of the programme

Table 8: Number of publications

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<tr>
<th>Information Management</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
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<tr>
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<td>4) Professional publications</td>
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<tr>
<td>2</td>
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</table>

LIST OF PUBLICATIONS

Forthcoming


Papers in proceedings


**Academic publications in other international journals**


**Chapters in books (Dutch)**


**Monographs (international)**


**Monographs (Dutch)**


**Popular publications**


Working and discussion papers

Contributions to academic conferences, workshops and seminars


Other lectures on research


Organisational contributions to conferences, workshops and seminars


Participation in academic networks & fellowships
Abcouwer A.W. (2006). Director in the Board of the International Academy for Information Management (IAIM), the Special interest group Education (SigEd) of the AIS.


**Volume-editorship**


**Member editorial board/editor international refereed journals**


**Member editorial board/editor non-refereed and Dutch journals**


**Referee activities**


**Research contributions in the media**


**Various activities**


**Prizes and honours**


2nd and 3rd stream funding
7. MANAGEMENT

Programme directors: Prof. dr. D. den Hartog & prof.dr. A. Kolk
Starting date: January 1, 2005
Department: Business Studies
JEL classification: M
METIS-code: uva/fee/hs/man/prog
Website: www.abs.uva.nl

7.1 Programme overview

This research programme focuses on management in the broadest sense, including strategy, organisation and marketing. It views organizations, and managers, as central actors, focusing on the actions and interactions of organisations and their internal and external stakeholders. The programme brings together researchers who aim to publish in international refereed journals of reputable standing, and thus contribute to international academic debates. In addition, research themes are not only addressed for their theoretical, but also for their societal importance, thus helping to provide guidelines for management practice and policymaking where possible and appropriate. As a whole the research programme is distinctly multidisciplinary in nature, adopting theoretical perspectives from different disciplines, and using various research methods that fit the topic at hand. Research efforts are concentrating on two main themes: strategy and environment; and (the management of) behavioural processes in and towards organizations.

The research on strategy and environment studies firms and networks, in relation to competitiveness and innovation, and the business environment broadly defined. The focus of this research is on the development, implementation and coordination of strategies in interaction with national, regional and global institutions, and on the implications of these strategies for firms’ economic, social and environmental impacts and performance. There is a special interest in the influence of non-financial (cultural, ethical, environmental, social) issues on strategies, practices and interactions with stakeholders and shareholders. Current research topics include the application of evolutionary theory to strategy and organisation; innovation, strategy and organisation in cultural industries; cultural entrepreneurship; (converging/diverging) strategies across borders; internationalisation and (economic, social, environmental) policies/performance; strategic responses to climate change; and corporate social responsibility/accountability.

The behavioural research area studies the functioning of organisations as well as groups and individuals within and outside the organisation (including applicants, employees, managers, salespersons and consumers). Key areas of interest are (cross-cultural) leadership; innovation and creativity; employee cooperative and proactive behaviour; affect, commitment and trust; recruitment and assessment. There is a special interest in the implications of particular selection methods and HRM practices (job and organisational performance; ethical and equity aspects related to employees and applicants). The research on consumer behaviour focuses on sales persons, their managers and consumer attitudes, as well as on the interactions/relations between organisations and customers/clients. Important topics include salesperson performance, the role of emotions in sales processes, customer satisfaction, electronic channels, chat selling, and measuring group dynamics through multi-level modelling.
7.2 Input: research staff

Table 9: Input research staff Management

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Function</th>
<th>Total 2004</th>
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<td>0.60</td>
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<td>Pinkse, J.</td>
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<td>Stoelhorst, J.W.</td>
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<td>Sylva, H.</td>
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</table>

Total 1st flow of funds 2.20 3.73 6.74
Total 2nd flow of funds 0.00 0.00 0.67
Total 3rd flow of funds 0.00 0.00 0.74
Total 1st f.o.f. excl. Ph.D.’s 1.00 2.13 4.09
Total all flows of funds 2.20 3.73 8.15
Ph.D. students 1.20 1.60 2.65

7.3 Output: Evaluation and Results

7.3.1 Evaluation of 2006 results by programme directors

In the second year of this relatively new research programme, the stream of publications and research activities has clearly continued, and an even more substantial number is mentioned as forthcoming. The group covers the areas of HRM, Organisational Behaviour, Strategy and Marketing. The international refereed articles in 2006 are spread over the different topics, but there is clearly more output in HRM/OB than in strategy and particularly marketing. This points at the need to strengthen the latter two areas, for which recruitment will take place in 2007. Given that the section has been split into two (HRM/OB on the one hand, and strategy/marketing on the other) in early 2007, the reporting is likely to reflect this in the coming year. Two Ph.D. theses in strategy, supervised by programme members, were defended this year (one of which at our university). The ‘internal’ Ph.D thesis, of Jonatan Pinkse, which dealt with business responses to global climate change, received the best dissertation award from the Academy of Management (see part A for more information).
7.3.2 Explicit indicators of academic reputation (other than that already mentioned in list of publications/activities)

Programme members have been very successful in obtaining external funding, most notably from National Science Foundations. This included one three-year project funded by the Dutch Science Foundation (NWO), awarded to Ans Kolk, for which activities by herself and the post-doc Jonatan Pinkse started in March 2006. With funding from the German counterpart to NWO (DAAD), two one-year post doc positions, for Ute Hulschleger and Romy Gaststeiger (under the supervision of Neil Anderson) started in September 2006. Fabienne Fortanier also obtained external funding for a four-year post doc position, from April 2007 onwards. Moreover, amounts for research (network) activities were acquired by Anne Keegan (from the Project Management Institute) and Ans Kolk (from the German Federal Ministry for Research and Education). Articles published by programme members members on corporate social responsibility in European Management Journal ranked 2nd (the paper by Ans Kolk and Jonatan Pinkse) and 4th (the paper by Alan Muller) on the list of most downloaded articles in 2006 (total number of downloads for the journal was 165,000 in that year). In addition, the article on business responses to climate change, by Ans Kolk & Jonatan Pinkse, published in 2005 in California Management Review, has recently been included in the promotional material for the journal. According to the Editor, the article "was chosen both because of its critical importance to the study and practice of management and because it continues to be widely requested by our readers.

7.3.3 Explicit indicators of societal impact (other than that already mentioned in the list of publications/activities)

Programme members serve on boards of several organisations, academic, more practitioner-oriented or somewhere in between those two. The list of output and activities below gives an overview of these memberships. In this regard, ‘new’ activities, which started in 2006, were those by Willemijn van Dolen (scientific advisory board of the Netherlands Institute for Marketing) and Deanne Den Hartog (International Association for Applied Psychology). Ans Kolk was nominated as finalist for the European Faculty Pioneer Award for Business in Society 2006 (organised by the European Academy of Business in Society and the Aspen Institute).

7.3.4 Overview of results

Key publications of the programme


Table 10: Number of publications

<table>
<thead>
<tr>
<th>Management</th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Academic publications</td>
<td>in international refereed journals</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>in Dutch refereed journals</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>in other international journals</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>in other Dutch journals</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>papers in proceedings</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>chapters in international books</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>chapters in books (Dutch)</td>
<td>0</td>
</tr>
<tr>
<td>2) Monographs</td>
<td>International</td>
<td>0</td>
</tr>
<tr>
<td></td>
<td>Dutch</td>
<td>0</td>
</tr>
<tr>
<td>3) Ph.D. theses</td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>4) Professional publications</td>
<td></td>
<td>4</td>
</tr>
</tbody>
</table>

**Forthcoming international publications**


prediction of job performance and training success in Germany: A meta-analysis.

International Journal of Selection and Assessment.


European Journal of Innovation Management.


Articles in international refereed journals


**Articles in Dutch refereed journals**


**Papers in proceedings**


**Chapters in books (international)**


Chapters in books (Dutch)


Dissertations


Professional publications


Working- and discussion papers


**Popular publications**


**Contributions to academic conferences, workshops and seminars**


Hartog, D.N. den (2006, 7-9 October). Invited panelist at the Gallup leadership Summit, Washington DC, USA.


meeting of the Association of Researchers in the Field of Work and Organizational Psychology (WAOP), Nijmegen, the Netherlands.


**Other lectures on research**


**Organisational contributions to conferences, workshops and seminars**


*Participation in academic networks & fellowships*
Hartog, D.N. den (2006). Member of the Royal Holland Society of Sciences and Humanities (elected in 2002).
Hartog, D.N. den (2006). Member of professional associations and networks, including: Academy of Management, Society for Industrial and Organizational Psychology, and International Association of Applied Psychology.
Kolk, A. (2006). Member board NOBEM.

*Member editorial board/editor international refereed journals*
Belschak, F. (2006). Member of the editorial board of the *Wirtschaftspychologie*.

*Member editorial board/editor non-refereed and Dutch journals*
Referee activities


Membership of academic committees (including Ph.D. committees outside the ABS)


Hartog, D.N. den (2006, 31 October). Member Ph.D. committee S. De Winne (Katholieke Universiteit Leuven; supervisor: Prof.dr. L. Sels).


Research contributions in the media


Pinkse, J. (2006, 6 April) Interview on local Amsterdam radio StadsFM.


Prizes and honours

2nd and 3rd stream funding


Keegan, A. (2006). Human Resource Management in the Project Oriented Company: 2006 Grant of US$30,000 awarded by PMI (Project Management Institute) to Anne Keegan (University of Amsterdam) with Rodney Turner (ESC Lille) and Martina Huemann (University of Vienna). [granted].

Kolk, A. (2006). Proposal for international research network on corporate sustainability management (coordinated by IZT, Berlin) to German Federal Ministry for Research and Education. [granted].

Various activities


Dolen, W.M. van (2006). Member of the scientific advisory board of the Netherlands Institute of Marketing.


Dolen, W.M. van (2006). Advisor for the Kindertelefoon on the implementation of service chat on their website.

Dolen, W.M. van (2006). Advisor for e-hulp on the implementation of service chat on their website.

Dolen, W.M. van (2006). Initiating research on the social partnership between Kindertelefoon and UPC in cooperation with Prof Ans Kolk, De Kindertelefoon, and UPC Nederland.


Hartog, D.N. den (2006). Member of the board of the Netherlands Foundation for Management Development (NiMD).


Hartog, D.N. den (2006). Member of the AIEC (Algemene Instellingsgebonden Ethische Commissie) of the UvA.


8. OTHER RESEARCH

Department: Business Studies
METIS-code: uva/fee/bs/man/prog
Website: www.abs.uva.nl

8.1 Input: research staff

Table 11: Input research staff

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Function</th>
<th>Total 2004</th>
<th>Total 2005</th>
<th>Total 2006</th>
<th>Funding</th>
</tr>
</thead>
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<td>Bos, I.A.M.</td>
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<td>Holwerda, E.</td>
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</table>

| Total 1st flow of funds   | 5.21  | 3.90  | 3.94  |
| Total 2nd flow of funds   | 0.00  | 0.00  | 0.00  |
| Total 3rd flow of funds   | 0.33  | 1.07  | 0.87  |
| Total 1st f.o.f. excl. Ph.D.'s | 4.41  | 2.70  | 2.74  |
| Total all flows of funds  | 5.54  | 4.97  | 4.81  |
| Ph.D. students            | 0.80  | 1.80  | 1.80  |
8.2 Overview of Results

Table 12: Number of publications

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<tr>
<th>Other research</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
</tr>
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<tbody>
<tr>
<td>1) Academic publications</td>
<td>8</td>
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<td>5</td>
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<td>in Dutch refereed journals</td>
<td>8</td>
<td>7</td>
<td>9</td>
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<tr>
<td>in other international journals</td>
<td>1</td>
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<tr>
<td>in other Dutch journals</td>
<td>3</td>
<td>8</td>
<td>3</td>
</tr>
<tr>
<td>papers in proceedings</td>
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<tr>
<td>chapters in international books</td>
<td>1</td>
<td>6</td>
<td>3</td>
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<td>chapters in books (Dutch)</td>
<td>6</td>
<td>4</td>
<td>7</td>
</tr>
<tr>
<td>2) Monographs</td>
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<td>International</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Dutch</td>
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<td>1</td>
<td>3</td>
</tr>
<tr>
<td>3) Ph.D. theses</td>
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<td></td>
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</tr>
<tr>
<td>4) Professional publications</td>
<td>9</td>
<td>7</td>
<td>10</td>
</tr>
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</table>

Forthcoming international publications


Articles in International refereed journals


### Articles in Dutch refereed journals


### Academic publications in other International Journals


### Academic publications in other Dutch Journals


### Papers in proceedings


**Monographs (Dutch)**


Praag, C.M. van (2006). *Nieuwe Combinaties*. Book based on inaugural lecture from September, 28th, with the official installment as a professor of “Entrepreneurship and Organization”, December. Amsterdam University Press, the Netherlands.

**Chapters in books (international)**


**Chapters in books (Dutch)**


**Professional publications**


Popular publications


Book reviews


Working papers


Contributions to academic conferences, workshops and seminars


Praag, C.M. van (2006). Comparing the Returns to Education for Entrepreneurs and Employees, Invited Seminar at the Utrecht School of Economics, the Netherlands.


Other lectures on research


Arbeidsverhoudingen in Nederland en het overleg daarover in de onderneming.

Praag, C.M. van (2006). Nieuwe Combinaties, inaugural lecture at the University of Amsterdam.
Praag, C.M. van (2006). Ondernemers, groei van de organisatie begint bij jezelf, invited keynote lecture at conference for entrepreneurs, organized by Podium, de personele factor voor ondernemend Rotterdam.
Praag, C.M. van (2006). Wetenschappelijk onderzoek naar ondernemerschap en onderwijs, invited lecture at conference Succesvol Leren Ondernemen, University of Amsterdam (organized by AMSEB, Leren Ondernemen (Ministry of Economic Affairs and Ministry of Education), and ACE
Universiteit van Amsterdam, The Netherlands.

Organisational contributions to conferences, workshops and seminars
Hoorn, van der A. (2006). Member of the Council of the Association of European Transport (AET). AET organises the European Transport Conference (ETC). The ETC in October is the largest annual conference focused on transportation in Europe.
Hoorn, van der A. (2006). Member of the board (Dagelijks Bestuur) and counsel (Algemeen Bestuur) of the Stichting PAO in de Vervoerwetenschappen en de Verkeerskunde.

79

**Participation in academic networks & fellowships**
Praag, C.M. van (2006). Research Fellow Tinbergen Institute, Amsterdam.
Praag, C.M. van (2006). Research professor at the Max Planck Institute of Economics, Jena, Research Fellow IZA Institute for Labour Market Research, Bonn.
Schinkel, M.P. (2006). Member of ASCOLA.

**Member academic committees (outside the ABS)**
Wit, J.G. de (2006). Member of the Aviation Forecasting and Economics Committee of the Transportation Research Board USA.
**Member editorial board/editor refereed international journals**


**Member editorial board/editor non-refereed and Dutch journals**


Christiaanse (2006). Associate editor *MISQ* Special Issue on IT and Standards


Roos Lindgreen, E. (2004-). Editor *Maandblad voor Accountancy en Bedrijfseconomie*.

Roos Lindgreen, E. (2005-). Editor *Tijdschrift voor IT en Management*.

**Volume-editorship**


**Referee activities**


**2nd and 3rd stream funding**


Schinkel, M.P. (December 2006). Recapplication for ENCORE research grant for 2007 from Nederlandse Mededingingsautoriteit, Ministerie van Economische Zaken, and OPTA (with Wim Driehuis and Audrey Peters), euro 336.000. [granted].

Veen, M.L. van der (2006). ASIA PRO ECO (EU) project on environmental management for ports in Vietnam and Cambodia (FEB is participant). Total project amount: € 270.000,-. [granted, to be

**Research contributions in the media**


Praag, C.M.van (2006, 7 December). Kenniskring Amsterdam and VNO-NCW panel participant in conference on ‘kennis te koop’.


Praag C.M. van (2006, 28 September). Interview *Staatscourant*.


Schilder, A. (2006oktober 2006 Eén centrale Europese toezichthouder leidt tot bureaucratischemoloch. Interview voor kwartaalblad NVB Bankwereld, nr. 3 oktober 2006 pag 14 - 17

Schinkel, M.P. (November 2006), interview in Zembla-uitzending “Afrekenen met de bouwfraude”.

**Various activities**


Buitelaar, W.L. (2006). Member of the Supervisory Committee NRE Group B.V.


Praag, C.M. van (2006). Director of the Amsterdam Center for Entrepreneurship.

Praag, C.M. van (2006). Member of the Think Tank of Dialogues towards a more entrepreneurial Dutch society.

Praag, C.M. van (2006). Member of the quality commission SCALES of the EIM program research.

Praag, C.M. van (2006). Member of the Expert Committee Kapitaalmarkt toegang Kleine en Middelgrote Ondernemingen van het Ministerie van Economische Zaken (chairman: Fred VondeWall)

Praag, C.M. van (2006). Lustrum committee University of Amsterdam 375.


<table>
<thead>
<tr>
<th>Box 7: External PhD candidates ABS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Monique Aerts</strong></td>
</tr>
<tr>
<td>Rechtspositie van ZZP’ers, Promotores: Wout Buitelaar and Paul van der Heijden, [planned finalisation: 2007]</td>
</tr>
<tr>
<td><strong>Louis Bouchez</strong></td>
</tr>
<tr>
<td>Related Party Transaction and Corporate Governance, promotor: Joe McCahery, co-promotor: Arnoud Boot, [planned finalisation: 2010]</td>
</tr>
<tr>
<td><strong>Rebecca Maughan</strong></td>
</tr>
<tr>
<td>Social Accounting, Promotor: Brendan O’Dwyer, [planned finalisation: October 2009]</td>
</tr>
<tr>
<td><strong>Paul Christiaan Nelisse</strong></td>
</tr>
<tr>
<td>Economische beschouwingen over erfpacht, Promotor: Peter van Gool, [planned finalisation: 2007]</td>
</tr>
<tr>
<td><strong>Jasper Lim Hock Nguan</strong></td>
</tr>
<tr>
<td>The effects of telework on organisation and business travel, Promotores: Toon van der Hoorn and G. van der Wee, [planned finalisation: 2006]</td>
</tr>
<tr>
<td><strong>Annelies Oosterhoff</strong></td>
</tr>
<tr>
<td>Analyse van elementen in organisaties, Promotor: Wessel Ganzevoort, [planned finalisation: end 2007]</td>
</tr>
<tr>
<td><strong>Tilman Platz</strong></td>
</tr>
<tr>
<td>The efficient integration of inland waterway shipping into continental intermodal transport chains – Possibilities and Measures, Promotores: Toon van der Hoorn and Rob van der Heijden, [planned finalisation: March 2008]</td>
</tr>
<tr>
<td><strong>Jacob Rüggeberg</strong></td>
</tr>
<tr>
<td>Corporate Governance and Business Innovation, Promotor: Joe McCahery, co-promotor: Maarten Pieter Schinkel, [planned finalisation: 2007]</td>
</tr>
<tr>
<td><strong>Walter Swinkels</strong></td>
</tr>
<tr>
<td>The Limits and Contributions of Internal Auditing, promotor: Hans Strikwerda, [planned finalisation: 2008]</td>
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<td><strong>Hedwigh Verbruggen-Letty</strong></td>
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<td>Authenticeitsontwikkeling in arbeidsorganisaties, promotor: Wessel Ganzevoort, [planned finalisation: 2008]</td>
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<td>Spatial Dynamics and Inertia of European Distribution Centres near Amsterdam Airport Schiphol – Increasing Returns, Locked-in-Logistics, and Consequences, Promotores: Toon van der Hoorn and G. Teisman, [planned finalisation: 2007]</td>
</tr>
</tbody>
</table>
### Appendix 1

#### Organisation and staff

**Director ABS-RI:** Prof. dr. A. Kolk  
**Research Office:** Drs. B.C. Bouten  
**Director ABS:** Prof. dr. B. Rees  
**Dean FEB:** Prof. dr. J. van der Gaag (until September)  
**Prof. dr. H. Maassen van den Brink (from September)**

<table>
<thead>
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## Appendix 2  Abbreviations

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<th>Description</th>
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<tr>
<td>ABS</td>
<td>Amsterdam Business School</td>
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<tr>
<td>ABS-EI</td>
<td>Amsterdam Business School – Education Institute</td>
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<tr>
<td>ABS-RI</td>
<td>Amsterdam Business School – Research Institute</td>
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<tr>
<td>ACLE</td>
<td>Amsterdam Centre for Law and Economics</td>
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<tr>
<td>AE</td>
<td>Algemene economie (Economics Department)</td>
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<tr>
<td>AEA</td>
<td>American Economic Association</td>
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<tr>
<td>AFA</td>
<td>American Finance Association</td>
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<tr>
<td>Afd.</td>
<td>Afdeling (department)</td>
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<tr>
<td>AgBS</td>
<td>Amsterdam graduate Business School (now ABS)</td>
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<tr>
<td>AgBS-RI</td>
<td>Amsterdam graduate Business School Research Institute (now ABS-RI)</td>
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<tr>
<td>AIO</td>
<td>Assistent in Opleiding (PhD student)</td>
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<tr>
<td>BIB</td>
<td>Bibliotheek (library)</td>
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<td>BS</td>
<td>Business Studies (Department)</td>
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<td>BSc</td>
<td>Bachelor of Science</td>
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<tr>
<td>Burs.</td>
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<tr>
<td>CEO</td>
<td>Chief Executive Officer</td>
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<tr>
<td>CEPR</td>
<td>Centre for Economic Policy Research</td>
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<tr>
<td>CFSS</td>
<td>Corporate Finance and Financial Systems (research programme)</td>
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<tr>
<td>CIO</td>
<td>Chief Information Officer</td>
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<tr>
<td>CREED</td>
<td>Center for Research in Experimental Economics and Political Decision Making</td>
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<tr>
<td>D</td>
<td>Docent (lecturer)</td>
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<tr>
<td>DAAD</td>
<td>Deutscher Akademischer Austausch Dienst</td>
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<tr>
<td>Drs</td>
<td>Doctorandus (M.A. or Msc. equivalent)</td>
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<td>EARNet</td>
<td>European Auditing Research Network</td>
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<td>EC</td>
<td>European Committee</td>
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<td>EIIBURS</td>
<td>European Investment Bank research funding</td>
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<td>ESRC</td>
<td>European Economic and Social Research Council</td>
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<td>EU</td>
<td>European Union</td>
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<td>FEB</td>
<td>Faculty of Economics and Business</td>
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<td>FEE</td>
<td>Faculty of Economics and Econometrics (now FEB)</td>
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<td>FT</td>
<td>Financial Times</td>
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<td>Fte</td>
<td>Full-time employment</td>
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<tr>
<td>hd</td>
<td>Hoofddocent (senior lecturer)</td>
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<tr>
<td>HES</td>
<td>Hogeschool voor Economische Studies (Amsterdam School of Business)</td>
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<td>hgl</td>
<td>Full Professor</td>
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<td>HvA</td>
<td>Hogeschool van Amsterdam</td>
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<td>IAAASB</td>
<td>International Auditing and Assurance Board</td>
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<td>IECER</td>
<td>Interdisciplinary European conference on Entrepreneurship Research</td>
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<td>IPO</td>
<td>Initial Public Offering</td>
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<td>JEL</td>
<td>Journal of Economic Literature</td>
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<td>JF</td>
<td>Journal of Finance</td>
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<td>Journal of Financial Economics</td>
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<td>Journal of Financial Intermediation</td>
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<td>JPE</td>
<td>Journal of Political Economy</td>
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<td>IM</td>
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<tr>
<td>KE</td>
<td>Kwantitatieve Economie (Quantitative Economics Department)</td>
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<tr>
<td>METIS</td>
<td>(Formerly OZIS, university research information sytem)</td>
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<tr>
<td>MIT</td>
<td>Massachusetts Institute of Technology</td>
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<tr>
<td>MJE</td>
<td>Mensjaar Equivalent (man-year equivalent)</td>
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<tr>
<td>MSc</td>
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<tr>
<td>NETSPAR</td>
<td>Network for Studies on Pensions, Aging and Retirement</td>
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