



WORKSHOP PROGRAM

Day 1: Monday March 14 2011, Chabichou Hotel, Private Meeting Room (see map)

18:00: Registration and Reception (Drinks and Canapé)

18:45-19:00: Welcome and agenda

19:00-19:45: Keynote Speaker, Leslie Willcocks

Day 2: Tuesday March 15 2011, La Croisette in Room Les Arolles 1.

Session 1: Sourcing Decision Making

Session chair: Guy Fitzgerald

14:30 – 15:00 GSW11-05: “Global Sourcing Choice and Firm Performance: Impacts of Firm Characteristics, Nature of the Activity and Strategic Motivation”

Authors: Jason Dedrick, Kenneth L. Kraemer and Frank MacCrorry

Discussant: Armin Heinzl

15:00 – 15:30 GSW11-12: “Towards an Understanding of Sourcing Decisions”

Author: Darja Smite and Emil Numminen

Discussant: Des McLaughlin

15:30 - 16:00 GSW11-29: “Can you Innovate in Outsourcing? A study of determinants”

Authors: Ilan Oshri and Julia Kotlarsky

Discussant: Jens Dibbern

16:00 – 16:15 Coffee Break

16:15 – 16:45 GSW11-34: “The Effect of Bargaining Power on Fixed Price IT Outsourcing Decisions”

Authors: Gilbert Fridgen, Michael Krapp and Hanna-Vera Mueller

Discussant: Emil Numminen

16:45 – 17:15 GSW11-08: “An Examination of the Explanatory Power of Transaction Cost Economics on Sourcing Decisions”

Authors: Eleni Lioliou and Leslie Willcocks

Discussant: Darja Smite

17:15 – 17:20 Short break

Session chair: Jens Dibbern

17:20 - 17:50 GSW11-32: “Transaction Cost Economics in Offshoring: From Naïve To Realistic View on Associated Costs”

Authors: Darja Smite and Emil Numminen

Discussant: Thomas L. Huber

17:50-18:20 GSW11-15 ‘Global Sourcing in the Presence of Interaction Effects Among Software Development Projects’

Authors: Bernd Heinrich, Dennis Kundisch and Steffen Zimmermann

Discussant: S. Balaji

18:20-18:25 Short break

18:25-18:55 GSW11-19 ‘Should this software component be developed inside or outside our firm? A design science perspective on the sourcing of application systems’

Authors: Tommi Kramer and Armin Heinzl

Discussant: Jason Dedrick

18:55-19:25 GSW11-03 ‘Confirming Compliance in Outsourcing Relationships’

Authors: Gerhard F. Knolmayer and Petra Aspiron

Discussant: Erik Beulen

19:25-19:30 Session Chair Closing words

19:30-22:00 Workshop dinner at Chabichou Restaurant, Chabichou Hotel (see map)

Day 3: Wednesday March 16 2011, La Croisette in Room Les Arolles 1.

Session 2: Sourcing Models

Session chair: Jos van Hillegersberg

14:30 – 15:00 GSW11-07 “Development and Implementation of a Global Multisourcing Strategy – The Case of a Worldwide Leading Financial Services Provider”

Author: Thomas Herz

Discussant: Joachim Timlon

15:00 – 15:30 GSW11-27: “Shared Services Centres: A Case Study on a Dispersed Services Oriented Organization”

Authors: Pamela Abbot, Irman Nazri Nasir and Guy Fitzgerald

Discussant: Daniel Chicksand

15:30-16:00 GSW11-20: “Capability Maturity Framework for Captive Offshore

Development Center”

Authors: Donald R. Chand, S. Balaji and Gary David

Discussant: Ilan Oshri

16:00 - 16:15 Coffee break

16:15 – 16:45 GSW11-31 ‘The Underlying Mechanisms of Open Innovation Intermediaries’

Authors: Jonathan Wareham, Tuba Bakici and Esteve Almirall

Discussant: Thomas Herz

Session 3: Relationship Aspects

Session chair: Julia Kotlarsky

16:45 – 17:15 GSW11-30: “Governance Mechanisms as Substitutes and Complements – Explaining Differential Relationships between Contractual and Relational Governance”

Authors: Jens Dibbern, Thomas Fischer and Thomas Huber

Discussant: Gerhard

17:15 – 17:45 GSW11-13: “Maturing IT outsourcing relationships and increasing commitments in application management: A transaction costs perspective”

Authors: Erik Beulen

Discussant: Albert Plugge

17:45 – 18:15 GSW11-16: “The Outsourcing Relationship: Monolith or Hive?”

Authors: Des McLaughlin and Joe Peppard

Discussant: Danai Tsotra

18:15-18:20 Short break

18:20 – 18:50 GSW11-22: “Cultural emergence in global IS/IT outsourcing”

Author: Danai Tsotra and Laurence Brooks

Discussant: Tom Philip

18:50-19:20 GSW11-20 ‘Early Warning Signs of Failure in Offshore Outsourced Software Project - A Case Study’

Author: Tom Philip and Erik Wende

Discussant: Pamela Abbot

19:20-19:25 Session Chair Closing words

Day 4: Thursday March 17 2011, La Croisette in Room Les Arolles 1.

Session 4: Vendor Perspectives

Session chair: Armin Heinzl

14:30 – 15:00 GSW11-09: “Global Software Development - Coordination and Project Management Strategies from a Vendor Perspective”

Authors: Sadhana Deshpande, Sarah Beecham and Ita Richardson,

Discussant: Gerhard Schwabe

15:00 – 15:30 GSW11-18: “The impact of business environment uncertainty on vendor organization structure and performance: A Transaction Cost Perspective”

Author: Albert Plugge

Discussant: Ita Richardson

15:30-15:35 Session chair closing words

Session 5: Globally Distributed Teams

Session Chair: Erik Beulen

15:35 - 16:05 GSW11-17: “Team Composition in Distributed Software Development”

Authors: Roderick van Cann, Slinger Jansen and Sjaak Brinkkemper

Discussant: Tommi Kramer

16:05 – 16:20 Coffee break

16:20 – 16:50 GSW11-23: “Getting Agile to Work for Cordys Global Software Product Development”

Authors: Jos van Hilleegersberg, Gerwin Ligtenberg and Mehmet Aydin

Discussant: Roderick van Cann

16:50-16:55 Session chair closing words

Session 6: Procurement in Sourcing

Session Chair: Albert Plugge

16:55 – 17:25 GSW11-14: “Competing Successfully with E-commerce in the Marketplace
- Unlearn to Learn to Develop B2B Seller Competence”

Authors: Joachim Timlon and Martin Wedenmark

Discussant: Jacok Rehme

17:25 – 17:30 Short break

17:30 - 18:00 GSW11-25: “Global Purchasing: Emerging Issues for Purchasing”

Authors: Jacok Rehme, Naveen Kumar, Helen Walker and Daniel Chicksand

Discussant: Gilbert Fridgen

18:00 – 18:05 Session chair closing words

18:05 – 18:35 Closing Words, Leslie Willcocks

19:00 – 22:00 Workshop dinner, La Genepi Restaurant