WORKSHOP PROGRAM

Day 1: Monday March 10 2008
18:00: Registration and Cocktail Reception
18:45-19:00: Welcome and agenda
19:00-19:45: Keynote speaker, Leslie Willcocks

Day 2: Tuesday March 11 2008 (14:30–19:15, followed by Workshop dinner)
Session 1: (14:30-16:45): Sourcing Strategies: Success Factors
Session chair: Ilan Oshri

14:30 – 14:35   Session chair opening words
                 Authors: Sara Cullen, Peter Seddon and Leslie Willcocks
                 Discussant: Cor-Jan Jager
15:15 – 15:55   ITP 0840: “Effects of offshore outsourcing of it work on client project management”
                 Authors: Mary C. Lacity and Joseph W Rottman
                 Discussant: Seamas Kelly
15:55 – 16:00   Mini break
16:00 - 16:40   ITP 0851: “Controlling Risk Prior to Offshore Application Development: Investigation and Mitigation of Application and Collaboration Risk”
                 Authors: Cor-Jan Jager, Stefan Vos, Michiel Borgers, Frank Harmsen, Sjaak Brinkkemper, Lidwien van de Wijngaert
                 Discussant: Brian Gannon
16:40 – 16:45   Session chair closing words
16:45 – 17:00   Coffee break
**Session 2: (17:00 – 19:15): Knowledge Aspects in Global Sourcing**

**Session chair: Julia Kotlarsky**

17:00 – 17:05  Session chair opening words

17:05 – 17:45  ITP 0865: “Towards the 24-Hour Knowledge Factory: offshore-onsite team dynamics”
   Authors: Amar Gupta and Elisa Mattarelli
   Discussant: Jon Rognes

17:45 – 18:25  ITP 0866: “A knowledge perspective on Service Outsourcing”
   Author: Jon Rognes
   Discussant: Elisa Matarelli

18:25 – 18:30  Mini break

18:30 - 19:10  ITP 0820: “Applying international business constructs to offshore development”
   Authors: Brian Gannon and David Wilson
   Discussant: Camilla Noonan

19:10 – 19:15  Session chair closing words

20:00  Workshop dinner

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**Day 3: Wednesday March 12 2008**

**Session 3: (14:30 – 16:05): Captive Centers**

**Session chair: Leslie Willcocks**

14:30 – 14:35  Session chair opening words

14:35 – 15:15  “The Study of Captive Centers in India”
   Authors: Ilan Oshri, Julia Kotlarsky and Chun-Ming Liew
   Discussant: Joe Rottman

15:15 – 15:55  ITP 0850: “Case Studies on BPO and ITO at Large Captive Operations in India”
   Authors: Kevan Penter, Graham Pervan and John Wreford
   Discussant: Jos van Hillegersberg

15:55 – 16:00  Session chair closing words

16:00 - 16:05  Mini break
Session 4: (16:05 – 19:05): Human and Social Aspects in Global Sourcing

Session chair: Jos van Hillegersberg

16:05 – 16:10  Session chair opening words

16:10 – 16:50  ITP 0839: “Managing Cross-Cultural Dynamics in IT Offshore Outsourcing Relationships: The Role of Cultural Intelligence”
   Authors: Robert Gregory, Michael Prifling and Roman Beck
   Discussant: Erik Wende

16:50 – 17:05  Coffee break

17:05 – 17:45  ITP 0821: “How culture orientations affects offshore knowledge transfer”
   Authors: Benjamin J. Voigt and Erik Wende
   Discussant: Michael Prifling

   Authors: Séamas Kelly, Camilla Noonan, and Micheál Ó Sé
   Discussant: Tsipi Heart

18:25 – 19:05  ITP 0849: “The contribution of a global service provider’s Human Resources Information System (HRIS) to staff retention in emerging markets - Comparing issues and implications across three continents”
   Author: Erik Beulen
   Discussant: Ilan Oshri

20:00  Workshop dinner

Day 4: Thursday March 13 2008

Session 5: (14:30-16:45): Sourcing Strategies in various Contexts

Session chair: Joe Rottman

14:30 – 14:35  Session chair opening words

   Authors: Maha Shaikh and Tony Cornford
   Discussant: Ita Richardson

15:15 – 15:55  ITP 0836: “Outsourcing software development the remote project manager’s perspective”
   Authors: Valentine Casey, Sadhana Deshpande and Ita Richardson
   Discussant: Shaikh Maha
15:55 – 16:00 Mini break
16:00 - 16:40 “ICTs, Marketization and Bureaucracy In the UK Public Sector: Critique and Reappraisal”
    Antonio Cordella, Lapo Mola and Leslie Willcocks
    Discussant: John Wreford
16:40 – 16:45 Session chair closing words
16:45 – 17:00 Coffee break

**Session 6: (17:00 – 19:15): Sourcing Strategies in various Contexts**

**Session chair: Seamas Kelly**

17:00 – 17:05 Session chair opening words
17:05 – 17:45 ITP 0874: “Bridging the Gap Between the Theory and Practice of IT Outsourcing Strategy Design”
    Authors: Sijmen Schoeman, Nico Bakker, Michiel Borgers, Jos van Hillegersberg, Daniel Moody
    Discussant: Jacques Bulchand-Gidumal
17:45 – 18:25 ITP 0834: “IS/ICT sourcing practices in a Spanish university. Lessons learned”
    Authors: Jacques Bulchand-Gidumal and Santiago Melián-Gonzalez
    Discussant: Erik Beulen
18:25 – 18:30 Mini break
18:30 - 19:10 ITP 0871: “Explaining Adoption of Remote Hosting: A Case Study”
    Authors: TsiPi Heart, Nava Pliskin and Noam Tractinsky
    Discussant: David Wilson
19:10 – 19:15 Session chair closing words

**19:15 – 19:45 Closing Words, Leslie Willcocks**