# WORKSHOP PROGRAM

**Day 1: Monday March 12 2012, Chabichou Hotel, Private Meeting Room (see map)**

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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<tr>
<td>18:00</td>
<td>Registration and Reception (Drinks and Canapé)</td>
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<tr>
<td>18:45-19:15</td>
<td>Welcome and agenda</td>
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<td>19:15-20:00</td>
<td>Reception</td>
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**Day 2: Tuesday March 13 2012, La Croisette in Room Les Arolles 1 (see map).**

**Session 1: Sourcing Trends**

**Session chair: Armin Heinzl**

- 14:30 – 15:00 GSW12-03: “Cloud Sourcing: Implications for Managing The IT Function”
  - Authors: Leslie Willcocks, Will Venters, Edgar Whitley
  - Discussant: Erik Beulen

- 15:00 – 15:30 GSW12-23: “The Evolutionary Path of Offshore Captive Centre Models”
  - Authors: Ilan Oshri and Bob van Uhm
  - Discussant: Graham Pervan

- 15:30-15:35 Session Chair Closing words

**Session 2: Sourcing Strategies and Capabilities**

**Session chair: Leslie Willcocks**

  - Authors: Björn Johansson, Mirella Muhic, Christopher Schulze Wintzler
  - Discussant: Forough Karimi Alaghehband

- 16:05 – 16:20 Coffee Break

- 16:20 – 16:50 GSW12-14: “Sourcing Strategies to Keep Up with Competition”
  - Authors: Michelle Antero, Jonas Hedman, Stefan Henningsson.
  - Discussant: Anna Wiesinger
Authors: Simon Erb, Gerhard F. Knolmayer
Discussant: Daniel Beimborn

17:20 – 17:25      Short break

Session 2 (cont): Sourcing Strategies and Capabilities
Session chair: Jens Dibbern

Authors: Forough Karimi-Alaghehband and Suzanne Rivard
Discussant: Björn Johansson

17:55-18:25      GSW12-30: ‘Offshoring and Captive Sourcing of IT-Services to BRIC-Countries’
Authors: Paul Alpar and Fengping Ru
Discussant: John Wreford

18:25-18:30      Session Chair Closing words

18:30-18:35      Short break

18:35-19:15      Teaching Global Sourcing

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


Session 3: Determinants of Outsourcing Success/Failure
Session chair: Albert Plugge

14:30 – 15:00      GSW12-22 “Radical innovation in IT outsourcing”
Authors: Ilan Oshri, Julia Kotlarzyk and Alexandra Gerbasi
Discussant: Jens Dibbern

15:00-15:30      GSW12-25: “Asset transfer: divesting commodities or inviting investment?”
Author: Kiron Ravindran
Discussant: Armin Heinzl

15:30-16:00      GSW12-18: “ROOD – real options in software outsourcing decisions making”
Authors: Jochen Martin and Stefanie Betz
Discussant: Simon Erb

16:00 – 16:15      Coffee break
Session 3 (cont): Determinants of Outsourcing Success/Failure

Session chair: Suzanne Rivard

16:15 – 16:45  GSW12-11: “Exploring failures at the team level in offshore outsourced software development projects”
   Authors: Tom Philip, Erik Wende and Gerhard Schwabe
   Discussant: Jasmin Kaiser

16:45 – 17:15  GSW12-20: “Relative efficiency of global delivery models in it outsourcing: a data envelopment analysis”
   Authors: Marko Nöhren and Armin Heinzl
   Discussant: Jochen Martin

17:15 – 17:45  GSW12-29: “Corporate Social Responsibility in Global IT Outsourcing: A Case Study of Inter-firm Collaboration”
   Authors: Ronald Babin and Brian Nicholson
   Discussant: Gerhard F. Knolmayer

17:45 – 17:50  Session chair closing words

17:50 – 17:55  Short break

Session 4: Culture and Knowledge in Sourcing

Session chair: Jos van Hillegersberg

   Authors: Oliver Krancher and Jens Dibbern
   Discussant: Kiron Ravindran

18:25 – 18:55  GSW11-10 “Global Sourcing of Information Systems Development – Explaining Project Outcomes Based on Social, Cultural, and Asset-Related Characteristics”
   Authors: Kai Spohrer, Tommi Kramer and Armin Heinzl
   Discussant: Georg Hodosi

18:55 – 19:25  GSW12-08: “The role of organizational culture in IT outsourcing service buyer and provider relationship”
   Authors: Parisa Aasi, Ivan Nunes, Lazar Rusu and Georg Hodosi
   Discussant: Kai Spohrer

19:25 – 19:30  Session Chair closing words
19:45 – 22:00  Workshop dinner, La Genepi Restaurant

**Day 4: Thursday March 15 2012, La Croisette in Room Les Arolles 1.**

**Session 5: Determinants of Outsourcing Success/Failure**

**Session chair: Ronald Babin**

14:30 – 15:00  GSW12-19: “Seeking Opaque Indifference in Offshore BPO”
   Authors: John Wreford, Kevan Penter, Graham Pervan, Fay Davidson
   Discussant: Paul Aplar

15:00-15:30  GSW12-27: “A two-step approach for preparing the IT architecture for cloud computing adoption in government organizations”
   Authors: Erik Beulen and Sjoerd Koolen
   Discussant: Jos van Hillegersberg

15:30-16:00  GSW12-06: “Coordination as a Service to Enable Micro Sourcing”
   Authors: Jos van Hillegersberg, Simon Dalmolen and Hans Moonen
   Discussant: Jonas Hedman

16:00-16:05  Session chair closing words

16:05 – 16:20  Coffee break

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**Session 6: Relationship and Governance in Sourcing**

**Session Chair: Graham Pervan**

16:20 – 16:50  GSW12-15: “How do planned and actual interaction structures differ in global outsourcing arrangements?”
   Authors: Anna Wiesinger, Daniel Beimborn, Tim Weitzel

16:50 - 17:20  GSW12-24: “Shifting sands: organizational identity, partnership and it outsourcing”
   Authors: Dragos Vieru and Suzanne Rivard

17:20 - 17:50  GSW12-17: “Understanding Resistance in IT Outsourcing: A Service Providers Perspective”
   Author: Albert Plugge
   Discussant: Oliver Krancher

17:50 - 17:55  Short break

17:55 - 18:25  GSW12-28: “A Client Perspective on dyadic dependencies In IS outsourcing relationships”
Authors: Jasmin Kaiser, Thomas Widjaja and Peter Buxmann
Discussant: Albert Plugge

Authors: Jonathan Aarnouts, Jasper de Gier, Sjaak Brinkkemper, Rik Bos, Lars van Zomeren

Author: Prabhprit S. Gill
Discussant: Tom Philip

19:25 – 19:35  Closing Words, Leslie Willcocks