



## WORKSHOP PROGRAM

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

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

**18:45-19:15: Welcome and agenda**

**19:15-20:00: Reception**

**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**

15:35 - 16:05 GSW12-04: “Examining Sourcing Strategies in Information Systems Development in the Financial Sector”

Authors: Björn Johansson, Mirella Muhic, Christopher Schulze Wintzler

Discussant: Forough Karimi Alagheband

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

16:50 – 17:20 GSW12-13: “Business Continuity Management in Outsourcing Relationships”  
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**

17:25 - 17:55 GSW12-12: “Information Technology Outsourcing Success: A Model of Dynamic, Operational and Learning Capabilities”  
Authors: Forough Karimi-Alagheband 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)**

## **Day 3: Wednesday March 14 2012, La Croisette in Room Les Arolles 1.**

### **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 Kotlarsky 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**

- 17:55 – 18:25 GSW12-01: “The Learning of Software Maintenance Tasks in the Transition Phase of Offshore Outsourcing Projects: Two Learning-Theoretical Perspectives”  
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

**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

18:25 - 18:55 GSW12-02: “ The influence of subdivision in demand and supply alignment for multi-vendor IT outsourcing”

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

18:55 - 19:25 GSW12-21: “IT governance of cloud computing”

Author: Prabhprit S. Gill

Discussant: Tom Philip

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