



The 9th Global Sourcing Workshop
18-21 February 2015
Planibel Hotel, La Thuile, Italy

WORKSHOP PROGRAM

Day 1: Wednesday February 18 2015, Planibel Hotel, the bar area.

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

18:45-19:00: Welcome and agenda

19:00-20:00: Reception

Day 2: Thursday February 19 2015, Planibel Hotel, Chagall Meeting Room.

Session 1: Studies about Governance

Session chair: Armin Heinzl

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| 13:00 – 13:30 | GSW15-20: “Explaining Endogenous Control Change in Outsourced software Projects”
Authors: Huber Thomas, Oliver Krancher and Jens Dibbern
Discussant: Ilan Oshri |
| 13:30 – 14:00 | GSW15-27: “Control Mechanisms and Performance in Plural Sourcing: The Moderating Effect of Social Ties”
Authors: Ilan Oshri, Eleni Lioliou, Angelika Zimmerman and Alexandra Gerbasi
Discussant: Oliver Krancher |
| 14:00 – 14:30 | GSW15-06: “Clan Control in Information Systems Outsourcing Projects - oxymoron or essential?”
Authors: Hekkala Riitta, Ari Heiskanen and Matti Rossi
Discussant: Angelika Zimmerman |
| 14:30-14:40 | Break |
| 14:40-15:10 | GSW15-12: “Learning, Experience and Economizing on Transaction Costs—An Empirical Analysis of IT Outsourcing Contracts”
Authors: Kiron Ravindran, Anjana Susarla, Ranjani Krishnan and Deepa Mani
Discussant: Jens Dibbern |
| 15:10 - 15:40 | GSW15-32: “Repositioning Risk Management And Governance As A Strategic Opportunity For Outsourcing And Offshoring”
Authors: Sanjoy Sen, Julia Kotlarsky and Pawan Budhwar
Discussant: Suzanne Rivard |

Session 2: Studies about Innovation

Session chair: Jens Dibbern

15:40 – 16:10 GSW15-29: “In Search of Innovation: Paradoxical Practices and Innovation Affordances of an Outsourcing Supplier ’

Authors: Julia Kotlarsky, Suzanne Rivard and Ilan Oshri

Discussant: Tingting Lin

16:10 - 16:30 Coffee break

16:30 - 17:00 GSW15-35: “Innovation Offshoring by Small and Medium-Sized Enterprises – Establishing the Gap”

Authors: Michael Gusenbauer, Silvia Massini and Matthias Fink

Discussant: Ravishankar M.N.

17:00 - 17:30 GSW15-33: “Investigating contribution behaviors of client and vendor over the life of an offshore-outsourced software innovation project’

Authors: Winkler Maike, Huber Thomas and Jens Dibbern

Discussant: Julia Kotlarsky

17:30 - 18:00 GSW15-26: “How to drive innovation in outsourcing relationships: The role of performance evaluation”

Authors: M. Bisogno, G. Bizzarri and Giovanni Vaia

Discussant: TBD

18:00 – 18:10 Short break

18:10 - 18:40 GSW15-08TC: “Innovation gestalts as a key mediator of software sourcing modes and outcomes”

Authors: Marko Nöhren, Armin Heinzl and Thomas Kude

Discussant: Winkler Maike

18:40 -19:30 Teaching panel

Panelists: Dwyane Whitten, Kiron Ravindran, Julia Kotlarsky, Ilan Oshri

19:45-22:00 Workshop Dinner at Taverna Coppapan

Day 3: Friday February 20 2015, Planibel Hotel, Chagall Meeting Room

Session 3: Studies about Multisourcing

Session chair: Leslie Willcocks

13:30 – 14:00 GSW15-04 “Coordination of Meta-Organizations: Introducing Platform Vendors to the Multisourcing Context”

Authors: Thomas Hurni, Thomas Huber and Jens Dibbern

Discussant: Simon Dalmolen

14:00 – 14:30 GSW15-31: “Joint Vendor Performance in Multi-sourcing Arrangements: The

Moderating Role of the Guardian”

Authors: Ilan Oshri, Jens Dibbern and Julia Kotlarsky

Discussant: Armin Heinzl

14:30-15:00 GSW15-23: “Multi-Sourcing Governance: Through the Lenses of Social Capital and Practice Theory”

Authors: Tingting Lin

Discussant: Thomas Hurni

15:00 – 15:10 Short Break

Session 4: Studies about Sourcing Models

Session chair: Suzanne Rivard

15:10 – 15:40 GSW15-01: “Exploring the adoption of cloud computing in the context of Big Data analytics”

Authors: Amir Khosravani, Brian Nicholson, Darren Robertson and Trevor Wood-Harper

Discussant: Leslie Willcocks

15:40 – 16:10 GSW15-02: “Using E-markets for globally distributed work”.

Authors: Jos van Hillegersberg and Chintan Amrit

Discussant: Hekkala Riitta

16:10 – 16:40 GSW15-34: “Factors for Adopting Applications as Services - A Ten Year Recap of the Provider Perspective”

Authors: Björn Johansson

Discussant: Sanjoy Sen

16:40 - 17:00 Coffee break

17:00 – 17:30 GSW15-05: “Examining the role of IT impact sourcing work-centres as “spaces” of change: a sociology of space perspective”

Authors: Sandeep M.S. and Ravishankar M.N.

Discussant: Christian Jentsch

17:30 – 18:00 GSW15-11: “Exploring Public Private Partnerships as an Onshore Captive Sourcing Model”

Authors: John Wreford, Fay Davidson, Michelle Hurdle, Kevan Penter and Graham Pervan

Discussant: Amir Khosravani

18:00 – 18:30 GSW15-10: “Model-based strategic sourcing: supplier selection and evaluation”

Author: Laleh Rafati and Geert Poels

Discussant: Dwyane Whitten

18:30 – 19:00 GSW15-14TC: “Reframing healthcare through social media”

Authors: Øystein Sæbø, Andrea Resca and Paolo Spagnoletti

Discussant: Albert Plugge

19:30 - 22:00 Workshop dinner at Ristorante La Lisse

Day 4: Saturday February 21 2015, Planibel Hotel, Chagall Meeting Room

Session 5: Studies about Relationships and Collaboration

Session chair: Jos van Hillegersberg

- 09:00 – 09:30 GSW15-18: “Understanding the perceived willingness on collaboration in sourcing ecosystems: a Social Exchange Theory and Principal-Agent Theory perspective”
Authors: Albet Plugge and Harry Bouwman
Discussant: Øystein Sæbø
- 09:30 – 10:00 GSW15-28: “Sourcing In or Out: Implications for Social Capital and Knowledge Sharing”
Authors: Angelika Zimmerman, Ilan Oshri, Eleni Lioulio and Alexandra Gerbasi
Discussant: Kiron Ravindran
- 10:00 - 10:30 GSW15-03: “Building a supply chain ecosystem – how the Enterprise Connectivity Interface (ECI) will enable and support interorganisational collaboration”
Author: Simon Dalmolen, Jos van Hillegersberg and Hans Moonen
Discussant: Björn Johansson
- 10:30 – 10:40 Coffee break
- 10:40– 11:10 GSW15-13: “Applying a configurational approach for explaining the role of relationship quality for successful outsourcing arrangements”
Authors: Christian Jentsch, Frank Schlosser and Daniel Beimborn
Discussant: Paul Alpar
- 11:10 – 11:40 GSW15-17: “Riding for a fall in outsourced ISD: Transferring knowledge between onshore vendor and offshored unit”
Authors: Aki Alanne and Samuli Pekkola
Discussant: Eleni Lioulio

Session 6: Country Specific Studies

Session chair: Albert Plugge

- 11:40 - 12:10 GSW15-07: “IT Sourcing Management in Poland – Trends and Performance”
Authors: Małgorzata Sobińska and Leslie Willcocks
Discussant: Erik Beulen
- 12:10 – 12:30 Coffee break
- 12:30 - 13:00 GSW15-16: “Turnover intentions of employees of IT outsourcing suppliers in Vietnam”
Author: Paul Alper
Discussant: Jos van Hillegersberg
- 13:00 - 13:30 GSW15-15: “The importance of IT energy efficiency in outsourcing decision making: a survey in the Dutch outsourcing infrastructure market”
Author: Erik Beulen
Discussant: Aki Alanne
- 13:30 – 14:00 Closing Words, Leslie Willcocks**