



Faculty of  
Business Administration & Economics  
at the University of Passau

*Research Profile 2014 – 15*

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# Foreword

Dear reader,

This report aims to provide an insight into the research currently undertaken at the Faculty of Business Administration and Economics of the University of Passau. In terms of basic and applied research, our research activities are strongly aligned with innovation, change and societal relevance.

The faculty members conduct research on the frontiers of knowledge. Findings are regularly published in prestigious journals and presented at international workshops and conferences and help to inform evidence-based policymaking and business decisions.

Moreover, the faculty members continuously exchange knowledge with their peers and organise or participate in research seminars and colloquiums to maintain the excellence and impact of their academic work. Other activities include brown bag seminars, seminars by renowned visiting scholars and colloquiums and seminars for junior academics. In addition, all are active participants in strong networks both at home and abroad.

All faculty members are fully committed to ensuring that their students – the future generations of academics – receive the best education possible by providing sustainable research-based teaching in an environment of academic freedom.

Many of our faculty members participate in leading editorial boards and chair academic committees of various types. Our faculty members have successfully applied for competitive external funds from various institutions, including the German Research Foundation (DFG), the German Federal Ministry of Education and Research and the World Bank.

These research activities allow the Faculty of Business Administration and Economics to forge ahead and will contribute towards shaping the development path of business and society.

Yours faithfully,



Marina Fiedler

Dean of the Faculty of Business Administration and Economics



# The Faculty at a Glance

## A young, innovative and dynamic faculty

- 20 professors – 1 junior professor – 1 honorary professor
- 5 senior lecturers
- More than 70 assistant professors, post-doctoral researchers and doctoral students
- Excellent research environment and publications in leading international research journals

## Research and teaching in an international environment

- International Centre for Economics and Business Studies (ICEBS) and a global network of international research partners
- 60 exchange programmes with partner universities throughout the world
- Double degrees with Corvinus University of Budapest, Hungary (at Master's level) and with the Indian Institute of Technology (IIT) Madras, Chennai, India (doctoral programme)
- International guest speakers in our doctoral programmes
- International lectures and seminars in co-operation with universities worldwide





# The Faculty at a Glance

## Highly committed lecturers and innovative teaching methods

- Degree programmes and current enrolment figures\*\*\*:

B.Sc. Business Administration and Economics	1,131
B.Sc. Information Systems	175
M.Sc. Business Administration	471
M.Sc. Information Systems	53
M.A. International Economics and Business	53

- Excellent scores for student satisfaction and success rates:
  - 76% of our current students are satisfied or very satisfied with their programmes\* (German average: 60%)
  - 80% of our graduates are satisfied or very satisfied with their studies\*\*
  - 92% of our Master's graduates are offered an open-ended employment contract\*\*

## Corporate relations and entrepreneurial spirit

- Excellent reputation among HR managers
- Strong practical orientation and many corporate partners
- Research projects with corporate partners
- Start-up support for entrepreneurial students (e.g. Start-up Café and Start-up advice)

\* Study Quality Monitor 2013, \*\* Graduate Survey 2013, \*\*\* in winter semester 2015 – 16



# Mission Statement

As one of the youngest, most innovative and dynamic business and economics faculties in the German-speaking world, we enjoy an excellent reputation throughout Germany. We put significant effort into raising our visibility in Europe and abroad as a faculty dedicated to excellence in both teaching and research to further strengthen our international renown. Societal relevance, a focus on innovation and our interdisciplinary approach are the drivers of our research activities, which comprise both basic and applied research.

## An optimal environment for research

We pool our resources to create an optimal environment in which to carry out research. We have outstanding competences in the areas of accounting, finance, taxation, economics, management, innovation, marketing, information systems and quantitative methods, which we use to co-operate with well-respected research partners in Germany and abroad. Our faculty is open to interested and motivated researchers from all over the world. Our research output is documented by publications in leading peer-reviewed journals as well as talks at prestigious conferences. High-calibre appointments are an important instrument with which we ensure the constant excellence of research carried out within the faculty. In all this, we are fully committed to diversity and gender equality.

## Imparting competences

We give our students the prerequisites to become proactive and responsible problem-solvers who are able to deal with complex and dynamic scenarios. Our students learn to creatively manage change, while staying rooted in a solid, theoretical foundation: that is the key objective of the education we deliver. Our students have strong analytical and creative skills and put their best effort into their studies. Our students seek to set up their own businesses or take on leading roles in business and society. Competing with graduates of the world's leading universities, they are found in all countries around the globe. Our students know the meaning of fair play and reciprocity. Mindful of the long-term impact of their actions, they strive for economic, social and ecological sustainability.

## From faculty to business school

In order to further develop our potential and remain competitive in 2023 and beyond, the faculty needs to engage in a structural reorientation. One aspect of this is that our faculty should be positioned as a business school, as is already the case with other successful higher education institutions today. Our aim: The Faculty of Business Administration and Economics will become an autonomous School of Business Administration and Economics and join the ranks of the leading European business schools.





# Research Faculty

## Accounting, Finance and Taxation (AFT) area

### Professor Markus Diller Chair of Taxation

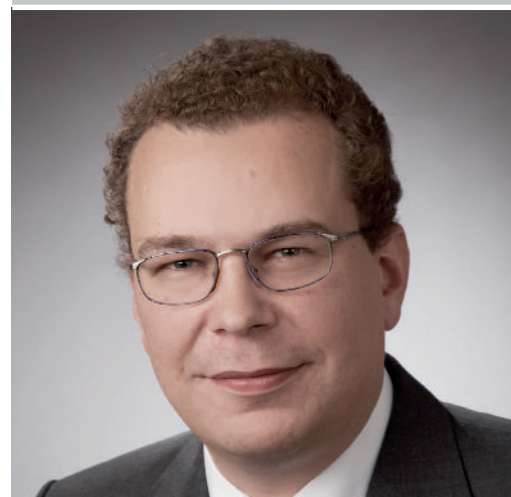
The chair organised a conference (VHB, section 'Business Taxation') in March 2015. Professor Diller is a mentor for the Exist-project 'Devatax', which is concerned with developing software for cloud-based co-operation between tax consultants and small and medium sized firms. Further, the chair engaged in substantial data collection efforts with respect to the Luxembourg Leaks data material on tax planning instruments that was recently made available to the public. The chair established a joint research project with London City Law School, the University of Manchester and the University of Birmingham with respect to the European true and fair view in the accounting directive and its relationship with national tax law.

- Diller, M., Lorenz, J. (2015), Tax aggressiveness of taxpayers with heterogeneous income and uncertainty about taxable income, FinanzArchiv / Public Finance Analysis, forthcoming.
- Diller, M., Grottko, M., Schildbach, T. (2015), Vermögensteuer versus Ertragsteuer: Alternative Steuererhebungsinstrumente im Vergleich, Steuer und Wirtschaft, 92, 222-236. (in German)
- 19 presentations at international conferences such as EAA, BAFA, VHB, AAA, GOR, EUFIN.

### Professor Oliver Entrop Chair of Finance and Banking Dean of Studies

We continued to work on research projects in the areas of financial engineering, the market microstructure of financial innovations, investors' behaviour in early redemption rights, firms' usage of derivatives, innovative markets for trading mutual funds and the interest sensitivity of banks. In this context we established new research partnerships with the University of Sydney Business School and a major German exchange.

- Entrop, O., Memmel, C., Ruprecht, B., Wilkens, M. (2015), Determinants of Bank Interest Margins: Impact of Maturity Transformation, Journal of Banking and Finance, 54, May, 1-19.
- Entrop, O., McKenzie, M., Wilkens, M., Winkler, C. (2015), The Performance of Individual Investors in Structured Financial Products, Review of Quantitative Finance and Accounting, forthcoming.
- Member of the Editorial Board of the Review of Managerial Science.





### **Professor Manuela Möller**

Chair of Accountancy and Auditing

Women's Representative of the University

In several research projects, the chair examined the economic roles of financial accounting, corporate governance and auditing regulation issues. The research projects can be divided into three broad areas: (1) financial accounting, including international financial accounting, (2) the role of auditors, enforcement and corporate governance and their interplay with financial reporting, and (3) the role of these determinants and their consequences for capital market participants and decision-makers.

Selected publications relating to the German legal area:

- Laschewski, C., Möller, M., Risse, M. (2014), Eine empirische Analyse der Folgekosten des Enforcements der Rechnungslegung durch die Deutsche Prüfstelle für Rechnungslegung, KoR, 14, 6, 307-312. (in German)
- Möller, M., Frey, L. (2015), Personelle, unternehmensübergreifende Verflechtungen des Aufsichtsrats und deren Einfluss auf die Bilanzpolitik, in: Beyer, M., Heyd, R. (eds.), Corporate Governance in der Finanzwirtschaft, Berlin, forthcoming. (in German)
- Möller, M., Frey, L. (2015), Der Zusammenhang zwischen „book-tax differences“ und Bilanzpolitik zum Erreichen eines positiven Jahresergebnisses, Die Unternehmung – Swiss Journal of Business Research and Practice, 69, 4, 468-502. (in German)



### **Professor Robert Obermaier**

Chair of Accounting and Control

Main areas of research and teaching: Managerial Accounting and Control, Firm Valuation and Value-based Management, Supply Chain Controlling, Corporate Planning and Decision Theory. Projects: expert opinions for firm valuations, performance of strategical annual reports, installation of a reporting and controlling system, development of a potential analysis in order to evaluate Manufacturing Execution Systems (MES), Industry 4.0, product and business model innovation, the role of calculative practices.

- Obermaier, R., Meier, C., Himml, F. (2015), 'Trust the numbers' – Zum Verhältnis von Informationsaufbereitung und Entscheidungsgüte bei komplexen multikriteriellen Entscheidungsproblemen, Die Betriebswirtschaft, 75, 2, 69-98. (in German)
- Obermaier, R., Donhauser, A. (2012), Zero Inventory and firm performance: a management paradigm revisited, International Journal of Production Research, 50, 16, 4543-4555.
- Obermaier, R. (2012), German inventory to sales ratios 1971 – 2005 – An empirical analysis of business practice, International Journal of Production Economics, 135, 2, 964-976.



## **Professor Niklas Wagner**

Chair of Finance and Financial Control

The chair maintains contacts with distinguished international universities to exchange expertise and discuss key topics related to finance. Within our research partnership with two leading Australian universities, Monash and Deakin University, the chair established research projects in asset pricing and the long-run performance of assets. Our co-operation with Columbia University, New York, enabled us to develop new research projects on financial derivatives and Exchange Traded Funds.

- September 2014 – 15: PhD course ‘Empirical Finance’ at Corvinus University of Budapest, Hungary.
- Wagner, N., Winter, E. (2013), A New Family of Equity Style Indices and Mutual Fund Performance: Do Liquidity and Idiosyncratic Risk Matter?, *Journal of Empirical Finance*, 21, 69-85.
- Ad-hoc refereeing for *Management Science* and the *Journal of Banking and Finance* (amongst others).



## Economics (ECON) area

### Professor Stefan Bauernschuster Chair of Economic Policy



The chair used historical data on kindergartens and local dialects to examine the role of culture in the diffusion of early kindergartens in the 19th century. In other projects, quasi-experimental strategies were applied to uncover the effects of public childcare services on maternal labour supply and fertility. The fact that the chair gained a prominent role in the academic and public debate on family policies in Germany went hand-in-hand with substantial media coverage.

- Bauernschuster, S., Hener, T., Rainer, H. (2015), Children of a (Policy) Revolution: The Introduction of Universal Child Care and its Effect on Fertility, Journal of the European Economic Association, forthcoming.
- Bauernschuster, S., Schlotter, M. (2015), Public Child Care and Mothers' Labor Supply – Evidence from Two Quasi-Experiments, Journal of Public Economics, 123, March, 1-16.
- Bauernschuster, S., Falck, O. (2015), Culture, Spatial Diffusion of Ideas and their Long-Lasting Imprints – Evidence from Froebel's Kindergarten Movement, Journal of Economic Geography, 15, 3, 601-630.

### Professor Johann Graf Lambsdorff Chair of Economic Theory



The chair takes a behavioural and experimental approach to economic theory. Topics focus on good governance, corruption, conflict resolution, macroeconomics and monetary economics. With 'classEx' the chair provides a globally used service for running experiments in lectures and in the field. The latest research relates to experimental work on the European Monetary Union, a lab-in-the-field experiment on co-operation at a public screening event and research on the design of anti-corruption systems.

- Lambsdorff, J. G., Giamattei, M., Werner, K., Schubert, M. (2015), Emotion vs. Cognition – Experimental Evidence on Cooperation from the 2014 Soccer World Cup, working paper, presented at various conferences and currently under review.
- Lambsdorff, J. G., Schulze, G. (2015), What Can We Know About Corruption? A Very Short History of Corruption Research and a List of What We Should Aim For, Editorial to the Special Issue on Corruption at the Grassroots-level, Jahrbücher für Nationalökonomie und Statistik, 235/2, 100-114.
- Giamattei, M., Lambsdorff, J. G. (2014), Balancing the Current Account: Experimental Evidence on Underconsumption, Experimental Economics, forthcoming.

## Professor Michael Grimm

Chair of Development Economics

With funding from the Dutch Policy Evaluation Department, the chair completed a joint project with Erasmus University Rotterdam and RWI Essen, the objective of which was to evaluate interventions in Burkina Faso, Rwanda and Indonesia intended to give poor households access to sustainable energy. The evaluations were devised to rigorously quantify the effects using experimental and quasi-experimental designs in order to account for the assistance provided and to derive lessons for the implementation of future policies. The research findings were subsequently presented to the Dutch parliament in 2015. This project received the PEGNet Best Practice Award of the Poverty Reduction, Equity and Growth Network in 2015.

Selected project-related publications:

- Grimm, M., Peters, J. (2015), Beer, Wood, and Welfare – The Impact of Improved Stove Use Among Dolo-Beer Breweries, PLoS ONE, 10, 8.
- Grimm, M., Sparrow, R., Tasciotti, L. (2015), Does electricity spur the fertility transition? Evidence from Indonesia, Demography, forthcoming.
- Bensch, G., Grimm, M., Peters, J. (2015), Why Do Households Forego High Returns from Technology Adoption? Evidence from Improved Cooking Stoves in Burkina Faso, Journal of Economic Behavior and Organization, 116, August, 187-205.

The paper 'A First Step up the Energy Ladder: Low Cost Solar Kits and Household's Welfare in Rural Rwanda' (with A. Munyehirwe, J. Peters and M. Sievert) received the USAEE/IAEE 2014 Best Paper Award.

## Professor Sebastian Krautheim

Chair of International Economics

The academic year 2014–15 was the first full academic year since Professor Krautheim took over the chair in 2014. Substantial efforts were devoted to building up an international team of experienced and junior researchers to create a high-quality research environment. At the same time, the research efforts of the chair were focused on further developing the research agenda on Globalisation, Offshoring and NGO activism, which should ultimately result in an application for external research funding.

- Revision and resubmission to the Journal of International Economics of the paper 'Offshoring with Endogenous NGO Activism', co-authored with Thierry Verdier (Paris School of Economics and CEPR).
- Invited for a presentation (scheduled) at a SciencesPo/Paris School of Economics Joint Trade Seminar.
- Conferences/seminars (invited): Düsseldorf Institute for Competition Economics, European Trade Study Group, Verein für Socialpolitik – Annual Congress, European Economic Association – Annual Congress, PSE NGO Workshop Paris.





## Management, Innovation, Marketing (MIM) area

### Professor Marina Fiedler

Chair of Management, People and Information  
Dean of the Faculty



The chair's research interests centre on management, people and information issues, i.e. how to enable individuals and organisations to thrive and be efficient. Specific areas of focus in the past year included mindful management practices and people management, change management, CEO education and strategic decisions, sustainable employee behaviour and Green IT. The chair follows a problem-driven, interdisciplinary and multi-method approach.

- Schwister, F., Fiedler, M. (2015), What are the main barriers to smart energy information systems diffusion?, *Electronic Markets*, 25, 1, 31-45.
- Picot, A., Dietl, H., Franck, E., Fiedler, M., Royer, S. (2015), *Organisation – Theorie und Praxis aus ökonomischer Sicht*, 7th ed., Stuttgart. (in German)
- Flickinger, M., Allscher, M., Fiedler, M. (2015), The Mediating Role of Leader-Member Exchange: A Study of Job Satisfaction and Turnover Intentions in Temporary Work, *Human Resource Management Journal*, forthcoming

### Professor Carolin Häussler

Chair of Organisation, Technology Management and Entrepreneurship  
Vice Dean of the Faculty



The chair focuses in research and teaching on the intersection of Organisation, Technology Management and Entrepreneurship. This intersection challenges practitioners in their daily work and is a stimulating and fascinating field for researchers. Despite the dynamics and the presence of diverse approaches, it is possible to discern and trace patterns in the data. Our research objective is to help develop the field and improve our understanding of entrepreneurial individuals, organisations and institutional processes. In doing so, we co-operate closely with colleagues from German and international universities and research institutions (e.g. from universities such as the Georgia Institute of Technology or Seoul National University).

- Haeussler, C., Harhoff, D., Mueller, E. (2014), How Patenting informs VC investors – The Case of Biotechnology, *Research Policy*, 43, 8, 1286-1298.
- Haeussler, C., Sauermann, H. (2014), The anatomy of teams: division of labor in collaborative knowledge production, working paper (available at SSRN).
- Funding from the German Research Foundation (DFG) for the project 'Composition of R&D teams along the life cycle of firms – Implications for path-dependency, recombination, innovation quality and firm success.'

### **Professor Carola Jungwirth**

Chair of International Management  
President-Elect of the University of Passau

The chair engaged in substantial data collection efforts regarding the management of regional development and established an international research project on 'Women in IT – India vs. Germany'. In the context of the project Professor Jungwirth obtained a DAAD-funded fellowship at IIT Madras in Chennai, India. The chair also initiated the ESF-funded project 'Wissensinitiative Passau WiWi', (project volume: €152,000) to foster partnerships with regional firms for the purpose of examining relevant economic challenges.

- BMBF-, ESF-funded project DEMOCLUST (total project volume: €1.4 million for three years; project 'Management of Demography Challenges via Cluster Internationalisation' with a project volume of €439,000) awarded as Innovative Network 2014 by the Federal Ministry of Labour and Social Affairs.
- Jungwirth, C., Müller, E. (2014), Comparing Top-Down and Bottom-Up Cluster Initiatives from a Principal-Agent Perspective: What Can We Learn for Designing Governance Regimes?, *Schmalenbach Business Review*, 66, 357-381.
- Mueller, E., Jungwirth, C. (2015), Cooperative Strategies and Their Effect on Organizational Agility: Does Location Matter? Conference paper at the Strategic Management Society Annual International Conference, 3–6 October 2015, Denver, USA.



### **Professor Andreas König**

Chair of Technology, Innovation and Entrepreneurship

The chair wrote numerous manuscripts in three areas of research: (1) the responses of established organisations to discontinuous change, (2) the effects of various aspects of CEOs' rhetoric on the favourability of infomediaries such as analysts and journalists and (3) the social implications of digital information technologies. We presented our research at leading conferences and have renewed partnerships with highly prestigious institutions such as Penn State and Seoul National University.

- Buhtz, K., Reinartz, A., König, A., Mammen, J., Graf, L. (2014), Second-Order Digital Inequality: The Case of E-Commerce, *Proceedings of the 2014 International Conference on Information Systems (ICIS)*.
- Ongoing revisions and resubmissions to *Administrative Science Quarterly* and the *Strategic Management Journal*. Numerous additional conference papers and a symposium at the AOM Annual Meeting, the EURAM Annual Conference, the EIASM Workshop on Top Management Teams and Business Strategy Research as well as the VHB TIE Commission Conference.
- Intensive review activity for journals such as *Academy of Management Review*, *Schmalenbach Business Review*, *Management Review Quarterly* as well as various conferences.





**Professor Jan Hendrik Schumann**  
Chair of Marketing and Innovation

The chair is currently collecting data on owners as well as leasers of electric vehicles to better understand their adoption and usage behaviour. We also conduct research on the management and acceptance of free e-services: here we collected data from managers of free e-service providers and ran experiments on consumer perceptions. We have, furthermore, worked on a cross-cultural data set to investigate the impact of leadership styles and knowledge about customers' needs on performance metrics in banking.

- Klapdor, S., Anderl, E. M., Schumann, J. H., v. Wangenheim, F. (2015), Using Multichannel Behavior to Predict Online Conversions, *Journal of Advertising Research*, forthcoming.
- Klapdor, S., Anderl, E. M., v. Wangenheim, F., Schumann, J. H. (2014), Finding the Right Words: The Influence of Keyword Characteristics on Performance of Paid Search Campaigns, *Journal of Interactive Marketing*, 28, 4, 285-301.
- Hüttel, B., Wagner, C., Schumann, J. H. (2015), Adding new perspectives to the zero-price effect – The role of non-monetary cost perceptions, presentation at the 2015 AMA Winter Educators' Conference, San Antonio, TX, 13 – 15 February 2015.



**Professor Dirk Totzek**  
Chair of Marketing and Services

The chair engaged in substantial data collection efforts regarding customer perceptions of alternative price plans for services and regarding service encounters in knowledge-intensive industries. The chair has established partnerships with regional and international firms to examine the design and co-ordination of complex multichannel sales systems. The chair also completed a research project with Aalto University, Helsinki, on the effects of alternative pricing strategies at the market entry stage.

- Leinsle, P., Totzek, D., Schumann, J. (2015), Towards a Better Understanding of Customer Tariff Choice: Addressing Value-in-Exchange, Value-in-Use, and the Context of Value Creation, presentation at the 24th Annual Frontiers in Service Conference, San José, CA, 9 – 12 July 2015.
- Luoma, J., Falk, T., Totzek, D., Tikkanen, H., Mrozek, A. (2015), Big Splash, No Waves? Cognitive Mechanisms Driving Incumbent Firms' Responses to Low-Price Market Entry Strategies, working paper.
- Chair of the Marketing Strategy Track of the 44th EMAC Annual Conference, 26 – 29 May 2015, Leuven, Belgium.



## Information Systems (WINF) area

### Professor Jan Krämer

Chair of Internet and Telecommunications Business

Within its first year after inauguration, the chair has set up a comprehensive teaching curriculum comprising strategic, regulatory and technical aspects of Internet and telecommunications business. Moreover, research activities were pursued in the areas of access to telecommunications infrastructure, net neutrality and the design of Internet auctions. Furthermore, new long-term research projects were initiated with the Federal Ministry for Economic Affairs and Energy as well as Deutsche Telekom AG.

- Adam, M. T. P., Krämer, J., Müller, M. (2015), Auction Fever! How Time Pressure and Social Competition Affect Bidders Arousal and Bids in Retail Auctions, *Journal of Retailing*, 91, 3, 468-485.
- Kourandi, F., Krämer, J., Valletti, T. (2015), Net Neutrality, Exclusivity Contracts and Internet Fragmentation, *Information Systems Research*, 26, 2, 320-338.
- Krämer, J., Wiewiorra, L. (2015), When 'Just' is Just Not Enough: Why Consumers Do Not Appreciate Non-Neutral Internet Access Services, *Business Information Systems Engineering*, forthcoming.

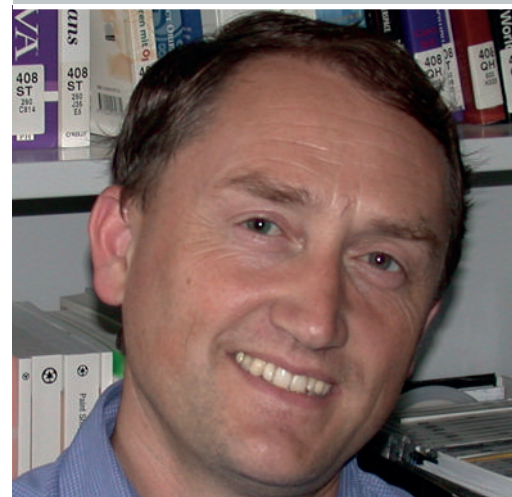


### Professor Franz Lehner

Chair of Information Systems

Information Systems is seen as an interdisciplinary research area supporting businesses, public administration entities but also non-profit organisations in their use of IT and information systems. The research is application-oriented and mainly based on design science principles. Research activities are focused on knowledge management, IT- and IT-service management (including data management and cloud computing) and the development of mobile applications. Due to its international orientation, the chair is in contact with leading Information Systems Departments in the United States, India, Finland, Singapore, Hungary and other countries. A recent initiative led to the foundation of the International Association for Knowledge Management.

- Lehner, F. (2014), *Wissensmanagement – Grundlagen, Methoden und technische Unterstützung*, 5th ed., München. (in German)
- Karunagaran, S., Matthew, S., Lehner, F. (2014), Innovation and the Cloud: A Review of Literature, in: Chai, K. H., Subramanian, A. M. (eds.), *Proceedings of the 2014 IEEE International Conference on Management of Innovation and Technology*, 193-198.
- Fteimi, N., Lehner, F. (2015), Main Research Topics in Knowledge Management: A Content Analysis of ECKM Publications, in: Garlatti, A., Massaro, M. (eds.), *Proceedings of the 16th European Conference on Knowledge Management*, Reading, UK, 283-292.



### **Professor Michael Scholz**

Assistant Professor for Information Systems

Professor Scholz successfully applied for research grants from the Bavarian Ministry of Economic Affairs and Media, Energy and Technology in co-operation with the University of Regensburg, the University of Bamberg and the University of Applied Sciences Landshut (total project volume: €3.05 million). He is, furthermore, working on several research projects in collaboration with firms and national as well as international researchers. To name one example, Professor Scholz and his team established a project on algorithms for product filtering systems in co-operation with New York University.

- Scholz, M., Dorner, V., Franz, M., Hinz, O. (2015), Measuring Consumers' Willingness-to-Pay with Utility-based Recommendation Systems, *Decision Support Systems*, 72, April, 60-71.
- Research Grant (€261,828) from the Bavarian Ministry of Economic Affairs and Media, Energy and Technology for establishing an Internet competence centre for 'Social Media and Mobile Business'.
- Chair of the 'Decision Support' track at the 23rd European Conference on Information Systems, 26–29 May 2015, Münster, Germany.

### **Professor Hans Ziegler**

Chair of Production, Operations and Logistics Management

The main research areas of the chair are scheduling problems, lot sizing problems and inventory management in supply chains. The focus is on the development of meta-heuristics for solving these problems. The chair has a long-standing research partnership with the Department of Management Studies of IIT Madras, Chennai, India.

- Ramya, R., Rajendran, C., Ziegler, H. (2015), Capacitated lot-sizing problem with production carry-over and set-up splitting: mathematical models, *International Journal of Production Research*, forthcoming.
- Nivethitha, S., Kamalanabhan, T. J., Lata, D., Ziegler, H. (2015), Examining the Moderating Effects of Organizational Identification between Human Resource Practices and Employee Turnover Intentions in Indian Hospitality Industry, *GSTF Journal on Business Review*, 4, 11-19.
- Rajendran, C., Sethupathi, P. V. R., Ziegler, H. (2014), A Comparative Study of Periodic-Review Order-Up-To (T, S) Policy and Continuous-Review (s, S) Policy in a Serial Supply Chain Over a Finite Planning Horizon, in: Ramanathan, U., Ramanathan, R. (eds.), *Supply Chain Strategies, Issues and Models*, London, 113-152.



## Quantitative Methods area

**Professor Harry Haupt**  
Chair of Statistics

The chair's current research focuses on flexible semi- and nonparametric regression methods. Our work encompasses the whole range of theoretical and applied research in this field: (1) mathematical theory using approximation methods to analyse the asymptotic properties of statistical functionals, (2) computational statistics developing algorithms and simulations to implement such functionals and study their small sample properties and (3) data analysis using the insights and tools from theory and computation to draw useful inferences from real-world applications.

- Haupt, H., Kagerer, K., Steiner, W. J. (2014), Smooth Quantile Based Modeling of Brand Sales, Price and Promotional Effects from Retail Scanner Panels, *Journal of Applied Econometrics*, 29, 6, 1007-1028.
- Oberhofer, W., Haupt, H. (2015), Asymptotic theory for nonlinear quantile regression under weak dependence, *Econometric Theory*, forthcoming.
- Chairman of the Committee for Statistical Theory and Methodology of the German Statistical Association (DStatG) and Associate Editor of *AStA – Advances in Statistical Analysis*, Springer.





## Senior Lecturers

### Dr Hans Achatz, Information Systems



The Travelling Salesman Problem (TSP) is one of the most-studied problems in combinatorial optimisation and has numerous applications in many different areas. We have computed an upper bound ( $u$ ) for the longest edge which could be in an optimal solution. All edges longer than  $u$  can therefore be neglected. Round table discussions with modelling tool companies were made at the annual conference of the German OR Society. One of the results of these talks was that our students can use free licences for professional modelling tools. Bachelor's dissertations and master's theses are supervised in co-operation with industrial partners such as BMW and Bosch.

- Achatz, H., Kleinschmidt, P. (2014), Computing an Upper Bound for the Longest Edge in an Optimal TSP-Solution, in: Operations research proceedings 2013, Selected papers of the International Conference on Operations Research, Rotterdam, 1-6.
- Conference Participation: International Conference of Operations Research – Optimal Decision and Big Data, Vienna, 1 – 4 September 2015.

### Dr Achim Dilling, Business Administration



The Business Administration Teaching Unit is primarily concerned with teaching the modules Financial and Cost Accounting and General Business Administration within the business-related Bachelor's programmes of the University of Passau. Furthermore, the teaching unit provides management consultancy services and cultivates a network – the so-called Start-up Café – for collegiate entrepreneurs to foster their start-ups; the teaching unit also participates in the business degree programmes of our partner universities in Hungary (at Corvinus University of Budapest) and Turkey (at the Turkish-German University, Istanbul).

- Dilling, A. (2015), Selbstkostenkalkulation in Industrie, Handel und Dienstleistung (Teil 3: Selbstkostenkalkulation im Handelsbetrieb), IHK Zeitschrift: Niederbayerische Wirtschaft, 06/2015, pp. 56. (in German)
- Dilling, A. (2015), Selbstkostenkalkulation in Industrie, Handel und Dienstleistung (Teil 2: Selbstkostenkalkulation im Industriebetrieb), IHK Zeitschrift: Niederbayerische Wirtschaft, 05/2015, pp. 58. (in German)
- Dilling, A. (2015), Selbstkostenkalkulation in Industrie, Handel und Dienstleistung (Teil 1: Einführung), IHK Zeitschrift: Niederbayerische Wirtschaft, 04/2015, p. 53. (in German)

### **Dr Oliver Farhauer, Economics**

Research interests: Regional and Urban Economics, Labour Economics.

- Kröll, A., Farhauer, O. (2014), Examining Homelessness in Germany – The Impact of Regional Housing Market Conditions on Homelessness in North Rhine-Westphalia, Germany, Papers in Regional Science, forthcoming.
- Farhauer, O., Kröll, A. (2014), Standorttheorien, Regional- und Stadtökonomik in Theorie und Praxis, 2nd ed., Wiesbaden.

### **Gerhard Hopf, Didactics of Business and Economics**

We are engaged in teacher training in Business and Economics for three different types of secondary school, whereby three different qualifications can be received: the long-cycle 'First State Examination' in Bavaria, the Bachelor of Education and the Master of Education. Teacher training students are given the necessary didactic competences to support others in their learning processes in business, economics and law as well as in vocational orientation. The programmes also include elements of lifelong learning and their cognitive, meta-cognitive and social issues.



### **Professor Gertrud Moosmüller, Statistics**



## Postdoctoral Researchers

### Dr Axel Buchner



- Research interests: Private Equity, Venture Capital, Asset Pricing, Portfolio Management and Risk Management.
- Collier Institute of Venture Research Award 2014.
- Current Working Papers: Buchner, A. (2015), Risk Management for Private Equity Funds (2015), working paper (available at SSRN); Buchner, A., Wagner, N. (2015), Rewarding Risk-Taking or Managerial Skill? The Case of Private Equity Fund Managers, working paper (available at SSRN); Buchner, A., Mohamed, A., Schwienbacher, A. (2015), Does Risk Explain Persistence in Private Equity Performance? working paper (available at SSRN); Buchner, A. (2015), Dealing with Non-Normality When Estimating Abnormal Returns and Systematic Risk of Private Equity: A Closed-Form Solution, working paper (available at SSRN).

### Dr Marcus Giamattei



- Research interests: Experimental and Behavioural Economics as main research interest with a focus on Experimental Macroeconomics and Experimental Ethics and Corruption. In the growing field of Experimental Macroeconomics, he focuses on bounded rationality and limited reasoning as an important driver of macroeconomic behaviour.
- Development of the software classEx, a tool for interactive classroom experiments with mobile devices.
- Giamattei, M., Lambsdorff, J. G. (2014), Balancing the Current Account: Experimental Evidence on Underconsumption, Experimental Economics, forthcoming.

### Dr Lorenz Graf-Vlachy

- Research interests: behavioural strategy, including questions of the consequences of executives' personality and mental states on cognition, managerial decisions and on organisational outcomes. He also conducts research on the use of information systems.
- Publications: Graf-Vlachy, L. (2014), Parallel Patterns: What Organizations Can Learn From Supercomputers, *Management + Innovation*, 2014, 1, 34-39; Buhtz, K., Reinartz, A., König, A., Mammen, J., Graf, L. (2014), Second-Order Digital Inequality: The Case of E-Commerce, *Proceedings of the 2014 International Conference on Information Systems (ICIS)*.
- Conference contributions to the European Academy of Management Annual Conference, the Academy of Management Annual Meeting and the EIASM Workshop on Top Management Teams and Business Strategy Research.



### Dr Harald Kinateder

- Research interests: financial econometrics, nonlinear time series modelling, SME financing, quantitative risk management.
- Kinateder, H. (2015), What drives tail risk in aggregate European equity markets?, *Journal of Risk Finance*, 16, 4, 395-406.
- Kinateder, H., Oppolzer, L., Wagner, N. (2015), Determinanten der Credit Spread Veränderungen von deutschen Mittelstandsanleihen, *Credit and Capital Markets*, 48, 1, 121-147. (in German)



### Dr Elisabeth F. Müller

- Research interests: the interplay of company strategy and inter-firm networks.
- Visiting Scholar at the Wharton School of Business, University of Pennsylvania (August 2015 – January 2016).
- Awards: Best Conference Paper Prize for Practice Implications of the Strategic Management Society Conference 2014 & Outstanding Reviewer Award sponsored by the Business Policy and Strategy Division of the Academy of Management 2015.







#### **Dr Bastian Rake**

- Research interests: innovation in the bio-pharmaceutical industry, collaboration and innovation networks, internationalisation of science and R&D.
- Best Reviewer Award 2015 of the Academy of Management's Technology and Innovation Management (TIM) Division.
- Recent Publications: Plotnikova, T., Rake, B. (2014), Collaboration in pharmaceutical research: exploration of country-level determinants, *Scientometrics*, 98, 2, 1173-1202; Cantner, U., Rake, B. (2014), International Research Networks in Pharmaceuticals: Structure and Dynamics, *Research Policy*, 43, 2, 333-348.



#### **Davide Sala, Ph.D.**

- Research interests: International Trade and Labour Market Outcomes, International Migration, Regional Integration.
- Navas, A., Sala, D. (2015), Innovation and Trade Policy Coordination: The Role of Firm Heterogeneity, *World Economy*, 38, 8, 1205-1224.
- Sala, D., Yalcin, E. (2015), Export Experience of Managers and the Internationalisation of Firms, *World Economy*, 38, 7, 1064-1089.
- Yalcin, E., Sala, D. (2014), Uncertain Productivity Growth and the Choice between FDI and Export, *Review of International Economics*, 22, 1, 189-208.



#### **Dr Josef Schosser**

- Research interests: arbitrage-theoretical valuation, company valuation and taxation, pricing in incomplete markets, multi-attributive decision theory, investment decisions in delegation settings.
- Buhl, H. U., Häckel, B., Probst, F., Schosser, J. (2015), On the Ex Ante Valuation of IT Service Investments: A Decision Theoretical Perspective, *Business & Information Systems Engineering*, 57, forthcoming.
- Schosser, J. (2015), Zum Verhältnis von „Schattenzins“, stochastischem Diskontierungsfaktor und Capital Asset Pricing Model – Gedanken (nicht nur) zum Beitrag von Elsner/Krumholz in CF 9/2014, *Corporate Finance*, 6, 272-275. (in German)

## Dr Joachim Schnurbus

- Research interests: estimation and forecasting for (nonlinear) time series and panel data models, cross-section dependence in panel data models, semi- and nonparametric estimation methods, simulation-based statistical methods, statistical programming in R.
- Haupt, H., Schnurbus, J. (2015), A nonparametric approach to modeling cross-section dependence in panel data: Smart regions in Germany, in: Stemmler, M., von Eye, A., Wiedermann, W. (eds.), *Dependent Data in Social Sciences Research*, Springer Proceedings in Mathematics & Statistics, Heidelberg, 345-368.
- Haupt, H., Schnurbus, J. (2014), Glättung diskreter Kovariablen bei multipler Regression, *WISU*, 8-9/14, 1067-1073 (in German).



## Dr Manuel Schubert

- Research interests: Economics, Experimental Economics, Game Theory, Conflict and Development Economics.
- Lambsdorff, J. G., Giamattei, M., Werner, K., Schubert, M. (2015), Emotion vs. Cognition – Experimental Evidence on Cooperation from the 2014 Soccer World Cup, working paper, presented at various conferences and currently under review.
- Schubert, M., Brueck, T. (2014), The perception of lethal risks: Evidence from a laboratory experiment, *IZA Discussion Paper No. 8578*.
- Schubert, M., Lambsdorff, J. G. (2014), Negative Reciprocity in an Environment of Violent Conflict – Experimental Evidence from the Occupied Palestinian Territories, *Journal of Conflict Resolution* 58, 4, 539-563.

# Doctoral Students

Some 90 doctoral students are currently enrolled at our faculty. During the academic year 2014 – 15, seven doctoral theses were successfully completed.

The faculty offers a structured doctoral programme. Complementary events include brown bag seminars, colloquiums for doctoral candidates and seminars on research methods.

We encourage our doctoral students to submit their research to German and international conferences and attend these if accepted. We also encourage our early career researchers to publish their academic output in world-class journals with a suitable peer-review process.

## Major Doctoral Thesis Awards

### *Helmut Schmalen Thesis Award*

**Dr Nadine Amende** (Supervisor: Professor Franz Lehner)

*Nutzenmessung der geografischen Informationsvisualisierung in Verbindung mit der Informationssuche (in German)*

**Dr Matthias Eickholt** (Supervisor: Professor Oliver Entrop)

*Three Essays on Individual Investors' Early Exercise Behavior in the Fixed-Income Market*

### *Thesis Award of Sparda-Bank Ostbayern eG*

**Dr Eva Anderl** (Supervisor: Professor Jan H. Schumann)

*Three Essays on Analyzing and Managing Online Consumer Behavior*

### *Kulturpreis Bayern AG Thesis Award*

**Dr Matthias Eickholt** (Supervisor: Professor Oliver Entrop)

*Three Essays on Individual Investors' Early Exercise Behavior in the Fixed-Income Market*

### *2015 EMAC McKinsey Marketing Thesis Award*

**Dr Eva Anderl** (Supervisor: Professor Jan H. Schumann)

*Mapping the customer journey: a graph-based framework for online attribution modeling*



# Research Institutes

## CenTouris, the Centre for Market-oriented Research in Tourism

CenTouris is a research institute for tourism-related research projects. It supports companies and public-sector entities operating in the tourism sector in the development and evaluation of tourism-focused strategy concepts and marketing initiatives. One example of a long-standing successful partnership with Bavarian regions and companies is 'Tourismusbarometer Bayern' (the Bavarian Tourism Barometer).



## Centre for Market Research

The Centre for Market Research carries out contract market research for private and public-sector partners. It is involved in large-scale research projects of the University of Passau, such as the BeEmobil and PREMIUM projects. The institute has its own staff of interviewers and uses statistical methods to carry out comprehensive market research projects. Finally, the institute offers bespoke consulting services.



## PAULA Experimental Laboratory

The PAULA Experimental Laboratory is used by researchers of the Faculty of Business Administration and Economics to examine individuals' economic decision-making. The laboratory provides both the technology and a large number of test persons. Students and non-students are encouraged to participate in PAULA surveys.



## Institute of Private Financial Planning (ifp)

The Institute of Private Financial Planning (ifp) is a centre of excellence for financial planning and consultancy for private households. Its research output is concerned with developing business processes and instruments to improve financial planning and financial advice for customers. Moreover, ifp is concerned with needs-based financial advice for private households.







# International Research Network

## International Centre for Economics and Business Studies (ICEBS)

The International Centre for Economics and Business Studies (ICEBS) provides targeted support for internationalising the research output of the Faculty of Business Administration and Economics. ICEBS helps international visiting scholars with their research projects and teaching assignments while at the University of Passau. ICEBS has three key aims: to promote collaboration with internationally renowned academics from abroad, to facilitate world-class research projects and to boost the potential of early career researchers by exposing them to new concepts and research methods.

### *Visiting Researchers in 2014–15*

Sep – Oct 2014	Professor Henry Sauermann, Ph.D., Georgia Tech NBER, Atlanta, USA
September 2014	Dr Mark Daniel Wickham, University of Tasmania, Australia
April 2015	Professor Jerry Thursby, Ph.D., Georgia Tech NBER, Atlanta, USA
May 2015	Professor Rosemarie Nagel, Universitat Pompeu Fabra, Barcelona, Spain
May 2015	Professor Martin Mende, Ph.D. and Professor Maura Scott, Ph.D., Florida State University, USA
May – July 2015	Professor Chandrasekharan Rajendran, Ph.D., IIT Madras, India (Alexander von Humboldt Fellow)
May – June 2015	Professor Jukka Heikkilä, Ph.D., University of Turku, Finland
May – June 2015	Professor Saji Mathew, IIT Madras, India
May – June 2015	Professor L. Prakash Sai, Ph.D., IIT Madras, India
June 2015	Dr Patrizia Kokot, Henley Business School, London, UK
June 2015	Assistant Professor Bernhard Ganglmair, University of Texas at Dallas, USA
June 2015	Professor Wayne D. Hoyer, Ph.D., University of Texas at Austin, USA
June – July 2015	Professor L. S. Ganesh, IIT Madras, India
June – July 2015	Andrew Adrian Yu Pua, Universiteit van Amsterdam, Netherlands
July 2015	Dr Kannan Thuraisamy, Deakin University Burwood, Melbourne, Australia
September 2015	Professor Theresa Cho, Ph.D., Seoul National University, South Korea

## A stack of books in a library. The books are arranged vertically. The top book is 'David Jordan Die Neuen Künste von Paris'. Below it is 'Flakelung, Spiel' by David Jordan. The next book is 'Benjamin Sachs' by Walter Benjamin, which has a green cover and a white label with a photograph of a person. Below that is 'Lehno piano' by Renzo Piano, which has a dark cover and a white label with a photograph of a person. The bottom book is 'Hans Jochen Lohmann' by Hans Jochen Lohmann, which has a dark cover and a white label with a photograph of a person. The books are in a library setting, with other books visible in the background.





### *Published*

- Aboura, S., Valeyre, S., Wagner, N. (2014), Option Pricing with a Dynamic Fat-Tailed Model, *Journal of Derivatives & Hedge Funds*, 20, 3, 131-155.
- Adam, M. T. P., Krämer, J., Müller, M. (2015), Auction Fever! How Time Pressure and Social Competition Affect Bidders Arousal and Bids in Retail Auctions, *Journal of Retailing*, 91, 3, 468-485.
- Bauernschuster, S., Falck, O. (2015), Culture, Spatial Diffusion of Ideas and their Long-Lasting Imprints – Evidence from Froebel's Kindergarten Movement, *Journal of Economic Geography*, 15, 3, 601-630.
- Bauernschuster, S., Schlotter, M. (2015), Public Child Care and Mothers' Labor Supply – Evidence from Two Quasi-Experiments, *Journal of Public Economics*, 123, March, 1-16.
- Bensch, G., Grimm, M., Peters, J. (2015), Why Do Households Forego High Returns from Technology Adoption? Evidence from Improved Cooking Stoves in Burkina Faso, *Journal of Economic Behavior and Organization*, 116, August, 187-205.
- Buhtz, K., Reinartz, A., König, A., Mammen, J., Graf, L. (2014), Second-Order Digital Inequality: The Case of E-Commerce, *Proceedings of the 2014 International Conference on Information Systems (ICIS)*.
- Cantner, U., Rake, B. (2014), International Research Networks in Pharmaceuticals: Structure and Dynamics, *Research Policy*, 43, 2, 333-348.
- Diller, M., Grottkke, M., Schildbach, T. (2015), Vermögensteuer versus Ertragsteuer: Alternative Steuererhebungsinstrumente im Vergleich, *Steuer und Wirtschaft*, 92, 222-236. (in German)
- Dodlova, M., Göbel, K., Grimm, M., Lay, J. (2015), Constrained firms, not subsistence activities: Evidence on capital returns and accumulation in Peruvian microenterprises, *Labour Economics*, 33, April, 94-110.
- Entrop, O., Memmel, C., Ruprecht, B., Wilkens, M. (2015), Determinants of Bank Interest Margins: Impact of Maturity Transformation, *Journal of Banking and Finance*, 54, May, 1-19.
- Fiedler, M., Sarstedt, M. (2014), Influence of Community Design on User Behaviors in Online Communities, *Journal of Business Research*, 67, 11, 2258-2268.
- Friedl, T., Floerke, S., Lehner, F. (2015), Mobile Anwendungen zur Gesundheitsförderung von Senioren – Eine Untersuchung des aktuellen App-Angebots, *eHealth Mobility Journal*, 128-131. (in German)
- Graf-Vlachy, L. (2014), Parallel Patterns: What Organizations Can Learn From Supercomputers, *Management + Innovation*, 2014, 1, 34-39.
- Grimm, M., Paffhausen, A. L. (2015), Do Interventions Targeted at Micro-entrepreneurs and Small and Medium-sized Firms Create Jobs? A Systematic Review of the Evidence for Low and Middle Income Countries, *Labour Economics*, 32, January, 67-85.
- Grimm, M., Peters, J. (2015), Beer, Wood, and Welfare – The Impact of Improved Stove Use Among Dolo-Beer Breweries, *PLoS ONE*, 10, 8.
- Grottkke, M., Wildner, S., Hörschle, D. (2015), Wege zu einer normenbasierten Systematisierung der Lageberichtspolitik und erste Schritte zur Nutzung dieser für eine Lageberichtsanalyse, *Betriebswirtschaftliche Forschung und Praxis* 67, 1, 47-68. (in German)
- Haupt, H., Lösel, F., Stemmler, M. (2014), Quantile regression analysis and other alternatives to ordinary least squares regression: A methodological comparison on corporal punishment, *Methodology*, 10, 3, 81-91.
- Haupt, H., Kagerer, K., Steiner, W. J. (2014), Smooth Quantile Based Modeling of Brand Sales, Price and Promotional Effects from Retail Scanner Panels, *Journal of Applied Econometrics*, 29, 6, 1007-1028.
- Homburg, Ch., Totzek, D., Krämer, M. (2014), How Price Complexity Takes its Toll: The Neglected Role of a Simplicity Bias and Fairness in Price Evaluations, *Journal of Business Research*, 67, 6, 1114-1122.
- Kinateder, H. (2015), What drives tail risk in aggregate European equity markets?, *Journal of Risk Finance*, 16, 4, 395-406.
- Kinateder, H., Oppolzer, L., Wagner, N. (2015), Determinanten der Credit Spread Veränderungen von deutschen Mittelstandsanleihen, *Credit and Capital Markets*, 48, 1, 121-147. (in German)
- Kittl, M. (2015), Does professional tax preparation matter? Empirical evidence from Germany, *Journal of Business Economics*, 85, 3, 231-262.
- Klapdor, S., Anderl, E. M., v. Wangenheim, F., Schumann, J. H. (2014), Finding the Right Words: The Influence of Keyword Characteristics on Performance of Paid Search Campaigns, *Journal of Interactive Marketing*, 28, 4, 285-301.

- Köhler, P., Krämer, J., Krüger, L. (2014), Optimal Choice and Consumption of Cost Cap Tariffs: Theory and Empirical Evidence, *Business Research* 7, 1, 161-190.
- Komor, M., Schumann, J. H. (2015), Zróżnicowania kulturowe między Polską a Niemcami według wymiarów kultury Hofstede, *Gospodarka Narodowa*, 1, 275, 83-102. (in Polish)
- Kourandi, F., Krämer, J., Valletti, T. (2015), Net Neutrality, Exclusivity Contracts and Internet Fragmentation, *Information Systems Research*, 26, 2, 320-338.
- Krämer, J., Schnurr, D. (2014), A Unified Framework for Open Access Regulation of Telecommunications Infrastructure: Review of the Economic Literature and Policy Guidelines, *Telecommunications Policy*, 38, 11, 1160-1179.
- Lambsdorff, J. G., Schulze, G. (2015), What Can We Know About Corruption? A Very Short History of Corruption Research and a List of What We Should Aim For – Editorial to the Special Issue on Corruption at the Grassroots-level, *Jahrbücher für Nationalökonomie und Statistik*, 235/2, 100-114.
- Laschewski, C., Möller, M., Risse, M. (2014), Eine empirische Analyse der Folgekosten des Enforcements der Rechnungslegung durch die Deutsche Prüfstelle für Rechnungslegung, *KoR*, 14, 6, 307-312. (in German)
- Möller, M., Frey, L. (2015), Der Zusammenhang zwischen „book-tax differences“ und Bilanzpolitik zum Erreichen eines positiven Jahresergebnisses, *Die Unternehmung – Swiss Journal of Business Research and Practice*, 69, 4, 468-502. (in German)
- Möller, M., Risse, M., Stigler, C. (2014), Die Transparenzberichterstattung nach § 24 A-QSG – Eine empirische Analyse des österreichischen Prüfungsmarktes, *Zeitschrift für Recht und Rechnungswesen (RWZ)*, 24, 34, 89-96. (in German)
- Navas, A., Sala, D. (2015), Innovation and Trade Policy Coordination: The Role of Firm Heterogeneity, *World Economy*, 38, 8, 1205-1224.
- Nivethitha, S., Kamalanabhan, T. J., Lata, D., Ziegler, H. (2015), Examining the Moderating Effects of Organizational Identification between Human Resource Practices and Employee Turnover Intentions in Indian Hospitality Industry, *GSTF Journal on Business Review*, 4, 11-19.
- Obermaier, R., Hofmann, J., Kirsch, V. (2015), Konzeption einer Prozess- und Potenzialanalyse zur Ex-ante-Beurteilung von Industrie 4.0- Investitionen – Zur Methodik einer Abschätzung von Wirtschaftlichkeitspotenzialen, *Zeitschrift für Controlling*, 27, 8/9, 485-492. (in German)
- Obermaier, R., Kirsch, V. (2015), Wirtschaftlichkeitseffekte von Industrie 4.0-Investitionen – Ex-post-Analysen bei der Einführung eines Manufacturing Execution Systems, *Zeitschrift für Controlling*, 27, 8/9, 493-503. (in German)
- Obermaier, R., Meier, C., Himml, F. (2015), ‘Trust the numbers’ – Zum Verhältnis von Informationsaufbereitung und Entscheidungsgüte bei komplexen multikriteriellen Entscheidungsproblemen, *Die Betriebswirtschaft*, 75, 2, 69-98. (in German)
- Pelger, C., Grottko, M. (2015), What about the future of the academy? – Some remarks on the looming colonization of doctoral education, *Critical Perspectives on Accounting*, 26, February, 117-126.
- Plotnikova, T., Rake, B. (2014), Collaboration in pharmaceutical research: exploration of country-level determinants, *Scientometrics*, 98, 2, 1173-1202.
- Sala, D., Yalcin, E. (2015), Export Experience of Managers and the Internationalisation of Firms, *World Economy*, 38, 7, 1064-1089.
- Scholz, M., Dorner, V., Franz, M., Hinz, O. (2015), Measuring Consumers’ Willingness-to-Pay with Utility-based Recommendation Systems, *Decision Support Systems*, 72, April, 60-71.
- Schossor, J. (2015), Zum Verhältnis von „Schattenzins“, stochastischem Diskontierungsfaktor und Capital Asset Pricing Model – Gedanken (nicht nur) zum Beitrag von Elsner/Krumholz in CF 9/2014, *Corporate Finance*, 6, 272-275. (in German)
- Schubert, M., Lambsdorff, J. G. (2014), Negative Reciprocity in an Environment of Violent Conflict – Experimental Evidence from the Occupied Palestinian Territories, *Journal of Conflict Resolution* 58, 4, 539-563.
- Schwister, F., Fiedler, M. (2015), What are the main barriers to smart energy information systems diffusion?, *Electronic Markets*, 25, 1, 31-45.
- Wagner, N. (2014), Introducing the New Editorial Team and Scope of Studies in Finance and Economics, *Studies in Economics and Finance*, 31, 1, 1-2.
- Yalcin, E., Sala, D. (2014), Uncertain Productivity Growth and the Choice between FDI and Export, *Review of International Economics*, 22, 1, 189-208.







## Edited Volumes and Books

- Batten, J., Wagner, N. (2014) (eds.), Risk Management Post Financial Crisis: A Period of Monetary Easing, Contemporary Studies in Economic and Financial Analysis, Bingley.
- Farhauer, O., Kröll, A. (2014), Standorttheorien, Regional- und Stadtökonomik in Theorie und Praxis, 2nd ed., Wiesbaden. (in German)
- Fuchs, S., Krauß, A., Jungwirth, C. (2015) (eds.), DemograWie? Demografiemanagement in einem Hightech-Cluster, Bielefeld. (in German)
- Lehner, F. (2014), Wissensmanagement – Grundlagen, Methoden und technische Unterstützung, 5th ed., München. (in German)
- Obermaier, R. (2016) (ed.), Industrie 4.0 als unternehmerische Gestaltungsaufgabe – Betriebswirtschaftliche, technische und rechtliche Herausforderungen, Wiesbaden. (in German)
- Picot, A., Dietl, H., Franck, E., Fiedler, M., Royer, S. (2015), Organisation – Theorie und Praxis aus ökonomischer Sicht, 7th ed., Stuttgart. (in German)

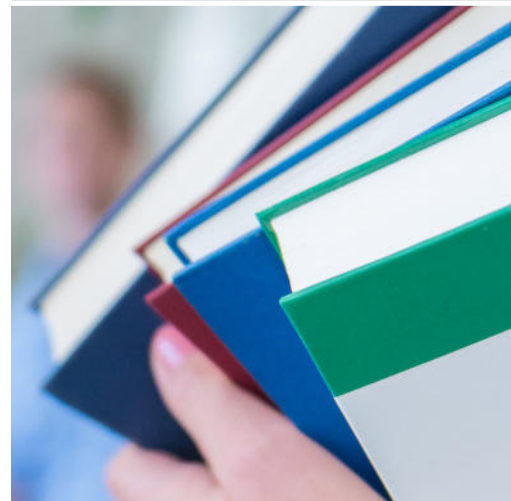
## Book Chapters, Conference Proceedings and Other Publications

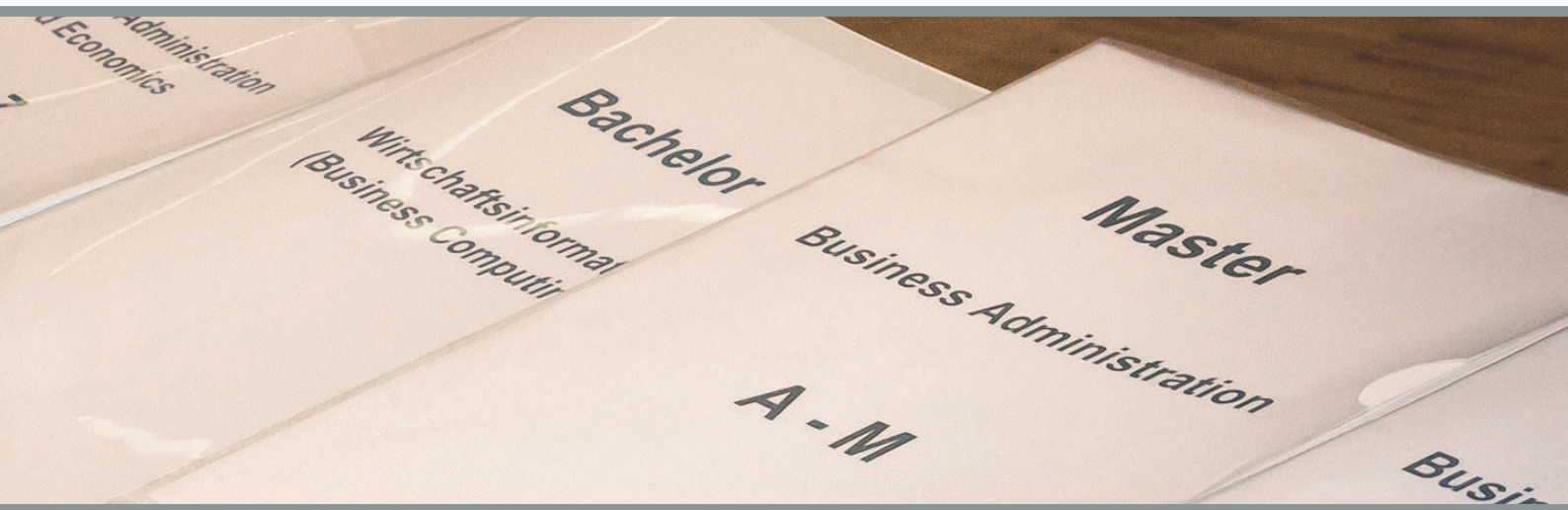
### *Forthcoming*

- Floercke, S., Lehner, F. (2015), A revised Model of the Cloud Computing Ecosystem, Proceedings of the 2015 GECON, Cluj, forthcoming.
- Grimm, M., Wetta, C., Nikiema, N. (2015), Burkina Faso: Shipping around the Malthusian trap, in: Arndt, C., McKay, A., Tarp, F. (eds.), A Study of Growth and Poverty in Sub-Saharan Africa, Oxford, forthcoming.
- Jungwirth, C., Roy, N. (2015), „Ein gutbezahlter Job interessiert mich schon, aber langweilen will ich mich nicht!“ Eine Analyse der Neigung deutscher Studentinnen und Studenten, einen IT-Beruf zu ergreifen, in: Hanappi-Egger, E., Bendl, R. (eds.), Vielfalt, Diversifizierung, (Ent)Solidarisierung in der organisationalen Diversitätsforschung: eine Standortbestimmung im deutschen Sprachraum, forthcoming. (in German)
- Lehmann, T., Jungwirth, C. (2015), Cluster support across Europe: a smart tool for mitigating perceived local problems, in: Drewello, H. et al. (eds.), Clusters as a Driving Power of the European economy, Baden-Baden/Farnham, forthcoming.
- Lehner, F. (2015), Eyetracking als Methode der Erforschung des visuellen Verstehens, in: Glas, A. et al. (eds.), Sprechende Bilder, Bild und Begriff in der deiktisch imaginativen Verständigungspraxis, forthcoming. (in German)
- Lehner, F. (2015), Womit beschäftigt sich das Wissensmanagement und womit sollte es sich beschäftigen? Braucht das Wissensmanagement eine Neuorientierung?, in: Proceedings Knowtech 2015, forthcoming. (in German)
- Lehner, F., Langbauer, M. (2015), An Interactive Video System for Learning and Knowledge Management, in: Proceedings of the Third International Conference on Enterprise Systems, ES 2015, Bale, forthcoming.
- Möller, M., Frey, L. (2015), Personelle, unternehmensübergreifende Verflechtungen des Aufsichtsrats und deren Einfluss auf die Bilanzpolitik, in: Beyer, M., Heyd, R. (eds.), Corporate Governance in der Finanzwirtschaft, Berlin, forthcoming. (in German)
- Obermaier, R. (2016), Industrie 4.0 als unternehmerische Gestaltungsaufgabe: Strategische und operative Handlungsfelder für Industriebetriebe, in: Obermaier, R. (ed.), Industrie 4.0 als unternehmerische Gestaltungsaufgabe – Betriebswirtschaftliche, technische und rechtliche Herausforderungen, Wiesbaden, forthcoming. (in German)
- Obermaier, R., Grottko, M. (2016), Unternehmerische Herausforderungen bei Industrie 4.0-Projekten – Einsichten aus zwei Prozessstudien, in: Obermaier, R. (ed.), Industrie 4.0 als unternehmerische Gestaltungsaufgabe – Betriebswirtschaftliche, technische und rechtliche Herausforderungen, Wiesbaden, forthcoming. (in German)
- Obermaier, R., Kirsch, V. (2016), Betriebswirtschaftliche Wirkungen digital vernetzter Fertigungssysteme – Eine Analyse des Einsatzes moderner Manufacturing Execution Systeme in der verarbeitenden Industrie, in: Obermaier, R. (ed.), Industrie 4.0 als unternehmerische Gestaltungsaufgabe – Betriebswirtschaftliche, technische und rechtliche Herausforderungen, Wiesbaden, forthcoming. (in German)

## Published

- Chamundeswari, S., Lehner, F. (2014), A Comparison of Job Satisfaction of Teachers in India and Germany, in: Keuper, F., Arnold, H. (eds.), Campus Transformation: Education, Qualification & Digitalization, Berlin, 95-108.
- Dilling, A. (2015), Selbstkostenkalkulation in Industrie, Handel und Dienstleistung (Teil 3: Selbstkostenkalkulation im Handelsbetrieb), IHK Zeitschrift: Niederbayerische Wirtschaft, 06/2015, pp. 56. (in German)
- Dilling, A. (2015), Selbstkostenkalkulation in Industrie, Handel und Dienstleistung (Teil 2: Selbstkostenkalkulation im Industriebetrieb), IHK Zeitschrift: Niederbayerische Wirtschaft, 05/2015, pp. 58. (in German)
- Dilling, A. (2015), Selbstkostenkalkulation in Industrie, Handel und Dienstleistung (Teil 1: Einführung), IHK Zeitschrift: Niederbayerische Wirtschaft, 04/2015, p. 53. (in German)
- Fteimi, N., Lehner, F. (2014), The Core Elements of Corporate Knowledge Management and their Reflection in Research and Practice – The Case of Knowledge Management Systems, in: Buchmann, R. et al. (eds.), Knowledge Science, Engineering and Management, Proceedings of the 7th International Conference KSEM 2014, 174-185.
- Fteimi, N., Lehner, F. (2015), Main Research Topics in Knowledge Management: A Content Analysis of ECKM Publications, in: Garlatti, A., Massaro, M. (eds.), Proceedings of the 16th European Conference on Knowledge Management, Reading, 283-292.
- Haupt, H., Schnurbus, J. (2015), A nonparametric approach to modeling cross-section dependence in panel data: Smart regions in Germany, in: Stemmler M., von Eye, A., Wiedermann, W. (eds.), Dependent Data in Social Sciences Research, Springer Proceedings in Mathematics & Statistics, Heidelberg, 345-368.
- Haupt, H., Schnurbus, J. (2014), Glättung diskreter Kovariablen bei multipler Regression, WISU, 8-9/14, 1067-1073 (in German).
- Jungwirth, C., Barth, L. (2015), Diversity nutzen: Dominoeffekt durch Training und begleitendes Coaching, in: Fuchs, S., Krauß, A., Jungwirth, C. (eds.), DemograWie?, Demografiemanagement in einem Hightech-Cluster, Bielefeld, 102-117. (in German)
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