

## School of Business, Economics and Information Systems at the University of Passau

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*Research Profile 2018-19*

# Table of Contents

Foreword	3
The School at a Glance	4
Mission Statement	6
Research Faculty	7
Lecturers and Senior Lecturers	18
Postdoctoral Researchers	20
Doctoral Students and Research Affiliates	25
Research Institutes	26
International Research Network	27
Publications	28

# Foreword

## Dear reader,

This report aims to provide insights into the research at the School of Business, Economics and Information Systems of the University of Passau. Our research activities are strongly aligned with innovation, change and societal relevance.

The members of our faculty work at the frontiers of knowledge. Our research findings are regularly published in prestigious journals and presented internationally. They contribute to evidence-based policymaking and well-informed business decisions.

Our faculty members are engaged in a continuous exchange of knowledge with their peers and organise or participate in research seminars and conferences to maintain the excellent standing and impact of their academic work; other activities include brown-bag seminars, seminars with renowned visiting scholars as well as workshops for early career researchers. Moreover, all faculty members are active participants in leading academic networks both in Germany and abroad.

We are fully committed to ensuring that our students – the future generation of academics – receive the best education possible by providing sustainable research-led teaching in an environment of academic freedom. The Bavarian Graduate Program in Economics gives our PhD students access to world class courses and a powerful academic network.

Many of our faculty members sit on 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, the European Commission as well as the World Bank.

These research activities allow the School of Business, Economics and Information Systems to forge ahead and contribute to shaping the development path of business and society.

Professor Michael Grimm  
Dean of the School of Business, Economics and Information Systems





# The School at a Glance

## A young, innovative and dynamic faculty

- 20 full professors, 1 junior professor and 2 honorary professors
- More than 90 assistant professors, senior lecturers, postdoctoral researchers and doctoral students
- An 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
- About 60 exchange programmes with partner universities throughout the world
- Double degree programmes at the master's level with Corvinus University Budapest (Hungary), the University of Turku (Finland) and the New Jersey Institute of Technology (USA); joint doctoral programme with the Indian Institute of Technology (IIT) Madras, Chennai (India)
- International guest speakers are a fixture in our doctoral programmes
- International lectures and seminars in co-operation with universities worldwide

# The School at a Glance

## Highly committed lecturers and innovative teaching methods

- Degree programmes and current enrolment figures\*:

B.Sc. Business Administration and Economics	921
B.Sc. Information Systems	293
M.Sc. Business Administration	391
M.Sc. Information Systems	53
M.A. International Economics and Business	41

- Excellent scores for student satisfaction and success rates:
  - Top ranking positions in terms of student satisfaction and study conditions in the latest CHE ranking\*\*
  - 72% of our students stated that they are satisfied or very satisfied with their programme\*\*\* (German average: 60%)
  - 74% of our graduates are satisfied or very satisfied with their studies\*\*\*\*
  - 73% of our master's graduates are offered open-ended employment contracts\*\*\*\*

## Corporate relations and entrepreneurial spirit

- Excellent reputation among human resources managers
- Strong practical orientation and many corporate partners
- Research-projects with corporate partners (e.g. Center for Digital Business Transformation)
- Specialized Pathfinder programme and Honours Degree programme in Digital Technology and Entrepreneurship
- Start-up support for entrepreneurial students (e.g. INN.KUBATOR Passau and Start-up advice)

\* in winter semester 2018-19    \*\* CHE ranking 2017    \*\*\*Study Quality Monitor 2016    \*\*\*\* Graduate survey 2017





## Mission Statement

We are a young, particularly innovative and dynamic business and economics school that enjoys an excellent reputation in the German-speaking world as well as on an international level. We put significant effort into raising our visibility in Europe and abroad as a school dedicated to excellence in both teaching and research, as well as to further strengthen our renown. Economic and societal relevance, a focus on innovation and an interdisciplinary approach are the cornerstones of our research activities, which comprise basic and applied research and knowledge transfer and abroad as a business school dedicated to excellence in both teaching and research, as comprise both basic and applied research.

### An optimal environment for research

We pool our resources in the focus areas Accounting, Finance and Taxation (AFT), Economics (ECON), Management, Innovation, Marketing (MIM), Information Systems (WINF) and Quantitative Methods (QM) to create an optimal research environment. We have outstanding competences in these areas and cooperate with renowned national and international research partners. We initiate and actively participate in interdisciplinary and faculty spanning projects at the University of Passau. Our school is open to interested and motivated researchers from all over the world. Our research output is primarily 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 school. In all this, we are fully committed to diversity and gender equality.

### Imparting competences

We impart our students the competences that allow them to act proactively and responsibly in a complex and competitive environment. Based on a solid theoretical foundation, our students learn how to actively shape the digital transformation. We support our students in developing analytical and creative skills and encourage them in business creation initiatives or their start in a management career in business and society. Apart from an economically oriented attitude, we promote students' international orientation and impart intercultural understanding and the importance of fair play and reciprocity. This goes along with raising awareness for sustainability and the long-term economic, social and ecological impacts of their actions. The culture of the school is characterized by respect, appreciation and mutual support. The school supports the overarching objectives of the University, with the networked society and digitalization being the leading themes. Our students have strong analytical and creative skills, and put their best effort into their studies.



## Research Faculty

### Accounting, Finance and Taxation (AFT) area

**Professor Markus Diller**  
Chair of Tax Management

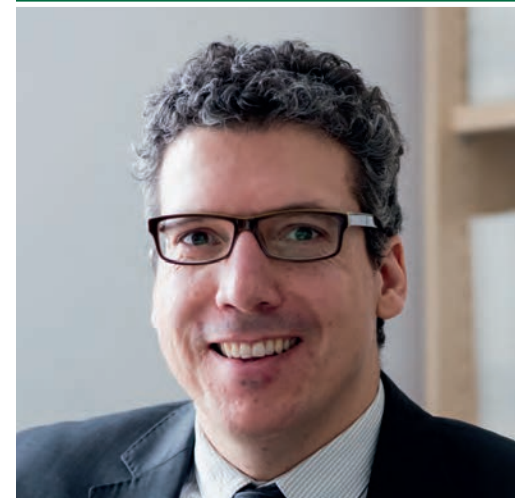
The chair continued to work on classic (analytical and empirical) tax research projects in the areas of transfer pricing, tax avoidance and real estate taxes. The chair further engaged in new, promising research fields in the area of digitalization. Here, in collaboration with the Munich Chamber of Tax Advisors (Steuerberaterkammer München) a survey has been conducted in order to determine the digital maturity index of tax advisers. Results show that digital maturity is influenced by tax consultants' personality and demographic factors, which is the topic of current research projects. Further research projects are investment neutral estate taxation and game-theoretical aspects in transfer pricing. Moreover, the chair engages in research concerning text mining techniques in tax and accounting.

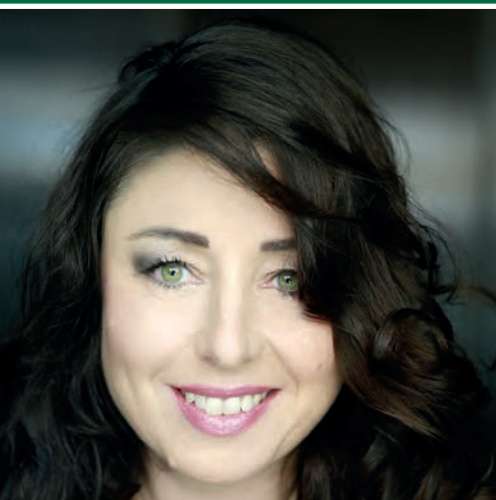
- Diller, M., Späth, T., Lorenz, J., Schwarz, H. G. (2018), *The Preferential Treatment of Business Assets in German Inheritance Tax Law – An Economic Analysis*, Journal of Business Economics, forthcoming.
- Presentations at the 41th Annual Congress of the European Accounting Association in Milan.
- Lorenz, J. (2018), *Population Dynamics of Tax Avoidance with Crowding Effects*, Journal of Evolutionary Economics, forthcoming.

**Professor Oliver Entrop**  
Chair of Banking and Finance

We continued to work on research projects in the areas of financial engineering, the market microstructure of financial innovations, investors' behavior in early redemption rights, firms' usage of derivatives and manager education. We also established new research projects in the context of digitalization.

- Entrop, O., Merkel, M. F. (2018), *Managers' Research Education, the Use of FX Derivatives and Corporate Speculation*, Review of Managerial Science, forthcoming.
- Eickholt, M., Entrop, O., Wilkens, M. (2018), *What Makes Individual Investors Exercise Early? Empirical Evidence from Non-Tradable Fixed-Income Products*, Journal of Banking and Finance, 97, 318-334.
- Member of the editorial board of Review of Managerial Science.





**Professor Manuela Möller**  
Chair of Accounting and Auditing

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



**Professor Robert Obermaier**  
Chair of Accounting and Control

Main areas of research and teaching: Accounting and controlling, company valuation and value-based management, supply chain controlling, corporate planning and decision making. Practice projects: Expertises for company 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.

- Obermaier, R. (2018) (Ed.), *Handbuch Industrie 4.0 und Digitale Transformation*, Wiesbaden. (in German)
- Kiener, S., Maier-Scheubeck, N., Obermaier, R., Weiß, M. (2018) (Eds.), *Produktionsmanagement – Grundlagen der Produktionsplanung und -steuerung*, Oldenbourg, 11th Edition, Oldenbourg. (in German)
- Obermaier, R. (2018), „Industrie 4.0“ – Stand und Perspektiven digital vernetzter Produktions- und Produktsysteme, in: Corsten, H., Gössinger, R., Spengler, T.S. (Eds.), *Handbuch Produktions- und Logistikmanagement in Wertschöpfungsnetzwerken*, Berlin, 1272-1291. (in German)

**Professor Niklas Wagner**  
Chair of Finance and Financial Control

The chair maintains contacts to distinguished international universities to exchange expertise and stays in contact with international scholars to discuss joint topics. Within the research partnerships research projects in the areas of financial markets, asset pricing, asset management are conducted.

- Editor of *Studies in Economics and Finance*, Associate Editor for *Economic Modelling*, *Emerging Markets Review*, *Finance Research Letters*, *International Review of Financial Analysis*, *Journal of International Financial Markets, Institutions and Money*.
- 8th Annual Financial Market Liquidity Conference in Budapest, Hungary.
- Dr Harald Kinateder was appointed as Subject Editor of the *Journal of International Financial Markets, Institutions and Money*.
- Outstanding reviewer award for Dr Harald Kinateder of the journals *Emerging Markets Review* and *Studies in Economics and Finance*.





## Economics (ECON) area

**Professor Stefan Bauernschuster**  
Chair of Public Economics

Professor Bauernschuster engaged in a project for the German Ministry of Economic Affairs which investigated the dynamics of preferences in East and West Germany after reunification. Apart from that, he finished a working paper draft of a time and labor intensive research project on the impact of Bismarck's health insurance on mortality in Prussia. Over the last three years, this research project has been invited for presentation in more than 30 research seminars and workshops around the world.

- Bauernschuster, S., Fichtl, A., Hener, T., Ragnitz, M., Rainer, H. (2018), *Deutschland 2017 – Studie zu den Einstellungen und Verhaltensweisen der Bürgerinnen und Bürger im vereinigten Deutschland*, Projekt für das Bundesministerium für Wirtschaft und Energie. (in German)
- Bauernschuster, S., Driva, A., Hornung, E. (2018), *Bismarck's Health Insurance and the Mortality Decline*, IZA Discussion Paper.
- Brenøe, A. A., Molitor, R. (2018), *Birth Order and Health of Newborns*, Journal of Population Economics, 31, 2, 363-395.

**Professor Johann Graf Lambsdorff**  
Chair of Economic Theory

The chair takes a behavioral and experimental approach to economic theory. Topics focus on the economics of corruption, institutional economics, macroeconomics and monetary economics. With classEx the chair provides a globally used service for running experiments in lectures and in the field. Latest research relates to the design of anti-corruption systems and experiments on team reasoning, macroeconomics and experimental asset markets.

- Lambsdorff, J. Graf, Giamattei, M., Werner, K., Schubert, M. (2018), *Team reasoning – Experimental evidence on cooperation from centipede games*, PLoS ONE 13, 11, e0206666.
- Lambsdorff, J. Graf (2017), *Coagulated Money – an Economic Thriller (Geldgerinnung – ein Wirtschaftskrimi)*, Konstanz. (in German)
- Lambsdorff, J. Graf, Grundmann, S. (2017), *How income and tax rates provoke cheating – An experimental investigation of tax morale*, Journal of Economic Psychology, 2017, 63, 27-42.

**Professor Michael Grimm**  
Chair of Development Economics  
Dean

Prof. Grimm and his chair engage in research to solve development problems in low- and middle-income countries. Ongoing projects include the scientific guidance of the implementation of a Community Based Health Insurance in Burkina Faso, an assessment of women's empowerment in Tunisia, the evaluation of a public works program in Malawi as well as randomized experiments with different types of entrepreneurial support in Burkina Faso and incentives to encourage the adoption of organic farming practices in Indonesia. The chair has also been successful with an application to the EU Horizon 2020 call.

- Bocoum, Y. F., Grimm, M., Hartwig, R., Zonga, N. (2018), *Can information increase the understanding and uptake of insurance? Lessons from a randomized experiment in rural Burkina Faso*, Social Science and Medicine, forthcoming.
- Dissemination Conference to share findings from ILO-funded project on women's empowerment in Tunisia. Opening address by Tunisian Minister for Women, Family and Children, Ms. Naziha Laabidi.
- New grant received 'Scaling Up Non-communicable Disease Interventions – South East Asia' (SUNI-SEA), EU 2020 Project, jointly with the University of Groningen and others.

**Professor Sebastian Krautheim**  
Chair of International Economics

The focus of the chair's research is in the field of international trade, broadly interpreted as the "microeconomics of globalization". This includes determinants of international trade flows, the interaction of international trade and labor markets, international tax competition, determinants of foreign direct investment as well as the international organization of production when firms can produce in different regulatory environments and face the risk of consumer boycotts in response to 'unethical' practices along their value chain.

- Publication in CESifo Working Paper Series: *The International Organization of Production in the Regulatory Void (with P. Herkenhoff)*, CESifo Working Paper No. 6922.
- Invited Presentations: Paris Trade Seminar (SciencesPo, INRA, Paris School of Economics, Université Paris 1); Université Catholique de Louvain; Conferences: 5th InsTED Workshop on Advances in Institutions, Trade and Economic Development, Syracuse (USA); CESifo Area Conference – Global Economy, Munich.
- Appointed Member of the InsTED (Institutions, Trade and Economic Development) Network.



**Professor Jörg Peters**  
Chair of Development Economics

Professor Peters research focusses on environmental policies in the Global South and especially on increasing the poor's resilience to a changing climate. Projects that are currently implemented look into market failures for efficient biomass cookstoves in Senegal, isolated mini-grids in Indonesia, deforestation in East Africa and large-scale electricity infrastructure in Tanzania and Rwanda. He frequently advises governments and international organizations on energy, infrastructure and environmental policies

- Peters, J., Langbein, J., Roberts, G. (2018), *Generalization in the Tropics—Development Policy, Randomized Controlled Trials, and External Validity*, The World Bank Research Observer, 33, 1, 34-64.
- External advisor for World Bank's White Paper on "Electricity Uptake for Economic Transformation in Sub-Saharan Africa" commissioned by the Chief Economist for the Africa Region.
- Organized Policy Session at the 6th World Congress of Environmental and Resource Economists in Gothenburg on "Clean Cooking and Climate Change" featuring WHO, GIZ and World Bank.

## Management, Innovation, Marketing (MIM) area

**Professor Marina Fiedler**  
Chair of Management, People and Information

The chair's research interest centers on management, people and information issues. This year the team was particularly interested in pro-environmental behavior of employees and information systems; mindful management practices; Future of Work, Enterprise Social Networks and digital transformation and organisational change.

- Giermendl, L., Strich, F., Fiedler, M. (2018), *Do Enterprise Social Networks really enhance our Performance? Exploring the Relationship between Usage Practices and Individual Task Performance*, Proceedings of the International Conference on Information Systems (ICIS), San Francisco, USA.
- Ihl, A., Strunk, K., Fiedler, M. (2018), *The Influence of Utilitarian and Hedonic Motivation on Success in Crowd Work*, Proceedings of the International Conference on Information Systems (ICIS), San Francisco, USA.
- Giermendl, L., Strich, F., Fiedler, M. (2018), *How do they differ? Analyzing the motivations of Posters and Lurkers for participation in Enterprise Social Networks*, Journal of Information Technology Theory and Application, 19, 2, 89-120.
- Seidler, A., Henkel, C., Fiedler, M., Kranz, J. (2018), *Encouraging Pro-Environmental Behavior: Affordances and Institutional Logics in IS-enabled Organisational Sustainability Transformations*, Proceedings of the 25th European Conference on Information Systems (ECIS), Portsmouth, UK.

**Professor Carolin Häussler**  
Chair of Organisation, Technology Management and Entrepreneurship

The chair's objective is to participate and contribute to the worldwide research community. In the past year this aspiration empowered us to produce impactful research insights which we published in prominent journals and which we disseminated to the scholarly community as well as to practitioners. A particular highlight was that we got two research papers in Science Advances, whereby each publication was accompanied by very broad and strong press attention (e.g., featured in Nature, wired, Ärzteblatt).

- Thursby J. G., Haeussler C., Jiang L., Thursby M. C. (2018), *Prepublication disclosure of scientific results: Norms, competition, and commercial orientation*, Science Advances, 4, 5, 1-14.
- Sauermann H., Haeussler C. (2017), *Authorship and Contribution Disclosures*, Science Advances, 3, 11, 1-13.
- Haeussler C., Rake B. (2017), *The Changing Geography of Clinical Research: A Critical Analysis of its Drivers*, Industrial and Corporate Change, 26, 2, 285-310







**Interim Professor Rodrigo Isidor**  
Chair of International Management

The chair's research activities are based on the concept of evidence-based management and aim at enabling companies to make decisions based on the best scientific empirical evidence. The research mainly focuses on the intersection between internationalisation, human resource management and entrepreneurship. The scientific works have been published in leading international journals such as the Entrepreneurship Theory & Practice, International Business Review and Journal of Vocational Behavior among others. Professor Isidor serves as an editorial board member of the International Journal of Human Resource Management.

- Jacob, E., Isidor, R., Steinmetz, H., Wehner, M., Kabst, R. (2018), *The other side of the same coin – How communal beliefs about entrepreneurship influence attitudes toward entrepreneurship*, Journal of Vocational Behavior, forthcoming.
- The study "International Entrepreneurship: A Meta-Analysis on the Internationalization and Performance Relationship" is among the 10 top-downloaded articles in Entrepreneurship Theory and Practice for 2018.
- Entrepreneurship Research Newcomer Award from G-Forum, Wuppertal.



**Professor Andreas König**  
Chair of Strategic Management, Innovation, and Entrepreneurship

Members of the chair wrote and published several manuscripts, primarily in its key research areas: (1) strategic leadership in the context of discontinuous technological change, particularly digital transformation; (2) the impact of top executives' characteristics on organizational outcomes (Upper Echelons Theory); and (3) the use of strategic rhetoric, primarily by top executives, and its influence on how constituents evaluate organizations. We presented our research at important conferences and we renewed partnerships with cutting-edge institutions such as PennState, Free University of Amsterdam, the University of Oxford, Arizona State University, Seoul National University, IMD Lausanne, and the University of Georgia.

- König, A., Graf-Vlachy, L., Bundy, J., Little, L. (2018), *A Blessing and a Curse: How CEOs' Trait Empathy Affects their Management of Organizational Crises*, Academy of Management Review, forthcoming.
- Kammerlander, N., König, A., Richards, M. (2018), *Why Do Incumbents Respond Heterogeneously to Disruptive Innovations? The Interplay of Organizational Domain Identity and Role Identity*, Journal of Management Studies, forthcoming.
- Finalist for Best Paper Award at Annual Conference of the Strategic Management Society (SMS), Paris, 2018, for "The Influence of Cognitive Frame Similarity on Contingency Planning in Strategic Alliances" (Hanisch, M., Häussler, C., König, A., Cho, T.).

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

The chair continued his work on digitization in B2B and focuses here on customer integration into the development of digital service innovations and on modularization. In addition, we started working on B2B firms' e-commerce strategies. We also worked on issues of data sharing in B2B as well as in B2C. Finally, we continued to work on bidding strategies in search engine marketing and on service pricing. In service pricing, we worked on menu-based pricing.

- Moser, S., Schumann, J. H., Von Wangenheim, F., Uhrich, F., Frank, F. (2018), *The Effect of a Service Provider's Competitive Market Position on Churn Among Flat-Rate Customers*, Journal of Service Research, 21, 3, 319-335.
- Hüttel, B., Schumann, J. H., Mende, M., Scott, M., Wagner, C. (2018), *How Consumers Assess Free E-Services: The Role of Benefit-Inflation and Cost-Deflation Effects*, Journal of Service Research, 21, 3, 267-283.
- Von Wangenheim, F., Wunderlich, N. V., Schumann, J. H. (2017), *Renew or cancel? Drivers of customer renewal decisions for IT-based service contracts*, Journal of Business Research, 79, October, 181-188

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

The chair intensified its research efforts on the development, selling, and pricing of product-service-systems. In addition, the chair has started new research projects on role of digitization in retailing, in particular, a series of studies on the nature and impact of dynamic pricing. The chair is also part of the EU-funded research project DIGIONAL. The chair presented its work at major international conferences such as the AMA Summer and Winter Educators' Conferences, the 2018 EMAC Annual Conference and the 2018 ISBM Academic Conference. The chair has also been part of the successful launch of the Honours Degree programme on Digital Technology and Entrepreneurship (DTE).

- Luoma, J., Falk, T., Totzek, D., Tikkanen, H., Mrozek, A. (2018), *Big Splash, No Waves? Cognitive Mechanisms Driving Incumbent Firms' Responses to Low-Price Market Entry Strategies*, Strategic Management Journal, 39, 5, 1388-1410.
- Leinsle, P., Totzek, D., Schumann, J. H. (2018), *How Price Fairness and Fit Affect Customer Tariff Evaluations*, Journal of Service Management, 29, 4, 735-764.
- Hofer, K. M., Niehoff-Hoeckner, L. M., Totzek, D. (2019), *Organizing and Implementing Export Pricing: Performance Effects and Moderating Factors*, Journal of International Marketing, forthcoming.





## Information Systems (WINF) area

### Professor Jan Krämer

Chair of Internet and Telecommunications Business

In the past year, the chair has engaged in numerous research activities on the regulation of Internet markets and online platforms, and published numerous articles in top-ranked journals. In addition, Professor Krämer is currently the guest editor of two special issues in the journals *Electronic Markets* and *Telecommunications Policy* and is involved in projects for the Center for Regulation in Europe, a Brussel's based think tank.

- Krämer, J., Schnurr, D., Wohlfarth, M. (2018), *Winners, Losers, and Facebook: The Role of Social Logins in the Online Advertising Ecosystem*, Management Science, forthcoming.
- Horstmann, N., Krämer, J., Schnurr, D. (2018), *Number Effects and Tacit Collusion in Experimental Oligopolies*, Journal of Industrial Economics, forthcoming.
- Three Publications in Telecommunications Policy on current regulatory issues in the Internet and Telecommunications Industry: (1) Krämer, J., Peitz, M. (2018), *A Fresh Look at Zero-Rating*, 42, 7, 501-513; (2) Krämer, J., Schnurr D. (2018), *Is there a need for platform regulation in the EU?*, 42, 7, 514-529; (3) Krämer, J., Wohlfarth, M. (2018), *Market power, regulatory convergence, and the role of data in digital markets*, 42, 2, 154-171.

### Professor Franz Lehner

Chair of Information Systems  
with a focus on Information and IT Service Management

Information Systems is an interdisciplinary research discipline supporting business, public administration but also non-profit organisations in their use of IT and Information Systems (IS). The chair's 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 IS departments in the US, India, Finland, Singapore, Hungary and other countries. A recent initiative led to the foundation of the International Association for Knowledge Management.

- Kölbl, M., Saji, M., Lehner, F. (2018), *The IT Department's Role in Enabling Business Value from Business Analytics*, Proceedings of the Americas Conference on Information Systems (AMCIS), New Orleans, USA.
- Dzepina, A., Lehner, F. (2018), *Business process model quality – results from a structured literature review*, Proceedings of the 25th European Conference on Information Systems (ECIS), Portsmouth, UK.
- Floerecke, S., Lehner, F. (2018), *Towards Differentiating Business Model Characteristics for Local IaaS Providers to Counteract the Increasing Dominance of the Hyperscalers*, Proceedings of GECON 2018, Heidelberg, Springer.

### Professor Thomas Widjaja

Chair of Business Information Systems

The chair of focuses on three intertwined research areas: A) "IT Architecture Management", B) "Data-based Business Models and Privacy", and C) "Software Industry and Digital Services". In our research projects, we cooperate closely with colleagues from German and international universities (like the IESE Business School in Barcelona and the University of British Columbia in Vancouver).

- Stoffer, T., Widjaja, T., Zacharias, N. (2018), *The Effect of Service Modularity on Flexibility in the Digital Age – An Investigation in the B2B Context*, in: Satzger G., Patrício L., Zaki M., Kühl N., Hottum P. (Eds.) *Exploring Service Science*, IESS 2018, Lecture Notes in Business Information Processing, 331, Cham, 3-15.
- Engelbrecht, A., Gerlach, J., Widjaja, T., Buxmann, P. (2017), *The Nature of Enterprise-Service-Fit in the Context of Digital Services*, Proceedings of the International Conference on Information Systems (ICIS), Seoul, South Korea. (Nominee Best Theory Development Paper)
- Becker, M., Matt, C., Widjaja, T., Hess, T. (2017), *Understanding Privacy Risk Perceptions of Consumer Health Wearables – An Empirical Taxonomy*, Proceedings of the International Conference on Information Systems (ICIS), Seoul, South Korea.

### Professor Hans Ziegler

Chair of Production, Operations and Logistics Management

The main research areas of the chair have been the development and analysis of heuristic algorithms for scheduling problems, for the tool switching problem, for inventory management in supply chains and for the hazardous materials transportation problem.

- Calmels, D. (2018), *The job sequencing and tool switching problem: state-of-the-art literature review, classification, and trends*, International Journal of Production Research, forthcoming.
- Ramya, R., Rajendran, C., Ziegler, H., Mohapatra, S., Ganesh, K. (2019), *Capacitated Lot Sizing Problems in Process Industries*, Springer.





## Quantitative Methods area

**Professor Harry Haupt**  
Chair of Statistics  
Vice President of the University

The chair aspires to be a vital contributor to the worldwide scientific community in theoretical and applied statistics. Last year, all junior and senior researchers achieved remarkable successes as contributors at refereed international conferences and journals, in their respective roles as authors, referees, and organizers. In addition, they have been able to expand their activities and been granted scientific research funds.

- Three papers published in renowned international journals.
- Successfully acquired funding from European Union (EU) for the project DIGIONAL.
- Invited organizer of sessions at two major international conferences.

## Senior Lecturers

**Dr Hans Achatz, Information Systems**

The main focus of the teaching unit is on delivering lectures in the bachelor's programmes B.Sc. Information Systems and B.Sc. Business Administration and Economics. The teaching unit also gives lectures in the master's programmes M.Sc. Information Systems and M.Sc. Business Administration. Programme advice is dispensed to bachelor's and master's students in the field of Information Systems

- Bachelor's theses and master's theses are supervised in co-operation with industrial partners
- German OR Society General Meeting, Brussels, 13.9.2018
- International Conference on Operations Research, Brussels, 12.-14.9.2018.

**Dr Oliver Farhauer, Economics**

- Research interests: Regional and Urban Economics; Labour Economics.



## Senior Lecturers

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

We are engaged in teacher training in the subject "Business and Economics" of three different types of secondary schools, whereby three different qualifications can be received: the 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. Elements of lifelong learning and their cognitive, meta-cognitive and social issues are also contained.



**PD Dr Joachim Schnurbus, Statistics**

- Presentations of research projects at major international conferences.
- PD Dr Joachim Schnurbus completed his Habilitation thesis by submitting 13 essays on Computational Statistics and Data Science.
- PD Dr Joachim Schnurbus published three papers in major international journals.



**Tanja Steinhuber, Business Administration**





## Postdoctoral Researchers

### Dr Axel Buchner

- Research interests: Alternative Assets, Private Equity, Venture Capital, Private Debt, Asset Pricing, Option Pricing, Portfolio Management, Risk Management.
- Buchner, A., Espenlaub, S., Khursed, A., Mohamed, A. (2018), *Cross-Border Venture-Capital Investments: The Impact of Foreignness on Returns*, Journal of International Business Studies, 49, 5, 575-604.
- Buchner, A., Mohamed, A., Saadouni, B. (2017), *The association between profit forecast in IPOs prospectuses and earnings management: An empirical analysis*, Journal of International Financial Markets, Institutions and Money, 51, 92-105.
- Buchner, A., Mohamed, A., Schwienbacher, A. (2017), *Diversification, risk, and returns in venture capital*, Journal of Business Venturing, 32, 5, 519-535.
- Karl-Heinz Pollok Memorial Prize 2018 for his Habilitation thesis on Theoretical and Empirical Studies on Private Equity, Asset Pricing and Illiquidity.

### Dr Marina Dodlova

- Research interests: pro-poor versus political redistribution, social policy diffusion in developing countries, joint dynamics of social policy and political participation.
- Dodlova, M., Giolbas, A., Jay, J. (2017), *Social Transfers and Conditionalities under Different Regime Types*, European Journal of Political Economy, 50, 140-155.
- Dodlova, M., Giolbas, A., Jay, J. (2018), *Non-Contributory Social Transfer Programs in Developing Countries: A New Data Set and Research Agenda*, Data in Brief, 16, 51-64.
- Invited talks at the University of Bath, UK, University of Ariel, Israel, LMU Munich, University of Bremen, Leibniz-Institut für Ost- und Südost- Europaforschung in Regensburg.

### Dr Patrick Figge

- Research Interests: Entrepreneurship, group collaboration, and the impact of digitalization. His research focuses on how organizations or teams leverage individual and collective knowledge, and how technologies affect the ways in which we process information and make judgements. He studies these phenomena in various sociotechnical systems including open- and user innovation “crowds”, inventor teams, and open collaboration networks.
- Visiting research scholar at the University of California in the Technology Management Program in 2017, 2018 and 2019.
- Ad-hoc reviewer for Management Science.

### Dr Nora Fteimi

- Research interests: data analytics and knowledge management-related aspects particularly with a focus on subtopics dealing with text mining and text analytics and its adoption and application in organizational contexts as well as with privacy-related issues in this context.
- Fteimi, N., Basten, D., Lehner, F. (2019), *Advancing automated content analysis in knowledge management research: the use of compound concepts*, International Journal of Knowledge Management, 15, 1, 53-67.
- Fteimi, N., Lehner, F. (2018), *Analysing and classifying knowledge management publications – a proposed classification scheme*, Journal of Knowledge Management, 22, 7, 1527-1554.

### Dr Andrea Fürst-Graßl

- Main research interest: Implementing a Holistic View on the Enhancement of Organizational IT-Capability Including the 4 Dimensions “Strategy”, “Technology”, “Project Management” and “Human Resources”.
- Three Ongoing Studies in this Context:
  - (1) The Role of Organizational IT-Capability in Applicants’ Self-Selection Behavior
  - (2) Quality-Driven Acceptance Behavior of Process Modeling Grammars
  - (3) Hybrid Consumption Behavior in Open Source Software Adoption
- Supervision of various Bachelor and Master Theses in this Context (predominantly in Cooperation with regional and international Business Partners).

### Dr Aixa García-Ramos

- Research interest: Applied empirical research in the intersection of family economics, development economics, and the economics of crime.
- García-Ramos, A. (2018), *Divorce Laws and Intimate Partner Violence: Evidence from Mexico*, mimeo.
- García-Ramos, A. (2018), *Woman’s Relative Income and Intimate Partner Violence in Mexico: A Non-Monotonic Relationship*, mimeo.



#### Dr Marcus Giamattei

- Research interests: Experimental and Behavioural Economics with a focus on Macroeconomics and Ethics and Cooperation. In the growing field of Experimental Macro, he focuses on bounded rationality and limited reasoning as an important driver of macroeconomic behaviour.
- Development of classEx – a tool for interactive classroom lab-in-the-field experiments with mobile devices and LIONESS lab – a tool for online experiments. classEx@school brings experiments to highschools
- Lambsdorff, J. Graf, Giamattei, M., Werner, K., Schubert, M. (2018), *Team reasoning – Experimental evidence on cooperation from centipede games*, PLoS ONE 13, 11, e0206666.



#### Dr Lorenz Graf-Vlachy

- König, A. S., Graf Vlachy, L., Bundy, J. N., Little, L. (2018), *A blessing and a curse: How CEO's empathy effects their management of organizational crises*, Academy of Management Review, forthcoming.
- Hanisch, M., Haeussler, C., Graf-Vlachy, L., König, A. S., Cho, T. (2018), *The Influence of Cognitive Frame Similarity on Contingency Planning in Strategic Alliances*, Academy of Management Proceedings.
- Reinartz, A., Buhtz, K., Graf-Vlachy, L., König, A. (2018), *Mechanisms of Engagement With, and Disengagement From, Internet Applications: A Qualitative Study on Online Job Search*, Proceedings of the International Conference on Information Systems (ICIS), San Francisco, USA.

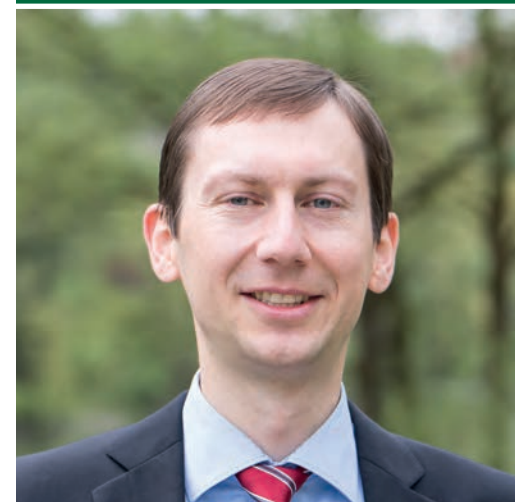


#### Dr Alexander Keller

- Research interests: Advanced data analytics, cloud computing and big data in business contexts.
- Responsible for SAP University Alliance (SAP-related courses and TERP10 certification).
- Visiting research fellow at IIT Madras Department of Management Studies.

#### Dr Harald Kinader

- Research interests: Asset Pricing, Energy Economics, Risk Management.
- Subject Editor for the Journal of International Financial Markets, Institutions and Money, Associate Editor in Studies in Economics and Finance.
- Kinader, H., Hofstetter, B., Wagner, N. (2017), *Do Liquidity Variables Improve Out-of-Sample Prediction of Sovereign Spreads during Crisis Periods?*, Finance Research Letters, 21, 144-150.
- Kinader, H., Fabich, M., Wagner, N. (2017), *Domestic Mergers and Acquisitions in BRICS Countries: Acquirers and Targets*, Emerging Markets Review, 32, 190-199.
- Batten, J.A., Kinader, H., Szilagyi, P., Wagner, N. (2018), *Addressing COP21 using a Stock and Oil Market Integration Index*, Energy Policy, 116, 127-136.
- Batten, J.A., Kinader, H., Szilagyi, P., Wagner, N. (2018), *Liquidity, Surprise Volume and Return Premia in the Oil Market*, Energy Economics, forthcoming.



#### Dr Elisabeth F. Müller

- Research interests: governance, networks and business models of small and medium-sized enterprises and family firms.
- Flickinger, M., Mueller, E. F. (2018), *Status vs. Identity: The Influence of Board Networks on Family CEO Compensation*, Strategic Management Society Annual International Conference, 22.-25.09.2018, Paris, France.
- Mueller, E. F., Flickinger, M. (2018), *It's a Family Affair: How Social Identification Influences CEO Compensation in Family Firms*, Academy of Management Annual Meeting (AoM), 10.-14.08.2018, Chicago, USA.



#### Dr Asankha Pallegedara

- Pallegedara, A. (2018), *Private tutoring expenditure: An empirical analysis based on Sri Lankan households*, Review of Development Economics.
- Pallegedara, A. (2018), *Impacts of chronic non-communicable diseases on households' out-of-pocket healthcare expenditures in Sri Lanka*, International Journal of Health Economics and Management, 18, 3, 1-19.
- Pallegedara, A., Grimm, M. (2017), *Demand for private healthcare in a universal public healthcare system: empirical evidence from Sri Lanka*. Health Policy and Planning, 32, 9, 1267-1284.





## Doctoral Students

### Dr Davide Sala

- Meinen, P., Parrotta, P., Sala, D., Yalcin, E. (2018), *Managers as Knowledge Carriers – Explaining Firms' Internationalization Success with Manager Mobility*, CESifo Working Paper Series 7126, CESifo Group Munich.
- Research Week at Ifo Center for International Economics and invited speaker in the Research Seminar in Economics at the Ifo-Institute (28.05.18 – 01.06.18).
- Invited Seminar Speaker – University of Mainz (29.01.18).

### Dr Daniel Schnurr

The research group started several research projects on the access to (personal) data in digital markets. Based on theoretical and experimental analyses, the group currently investigates data-induced market power, data neutrality, personal data markets and the effects of transparency. New working papers were presented at numerous international research conferences. At the Centre Digitisation.Bavaria (ZD.B), Daniel Schnurr coordinates the newly founded working group „Digital Society: Culture and Policies“.

- Krämer, J., Schnurr, D., Wohlfarth, M. (2018), *Winners, Losers, and Facebook: The Role of Social Logins in the Online Advertising Ecosystem*, Management Science, forthcoming.
- Horstmann, N., Krämer, J., Schnurr, D. (2018), *Number Effects and Tacit Collusion in Experimental Oligopolies*, Journal of Industrial Economics, forthcoming.
- Krämer, J., Schnurr, D. (2018), *Is there a need for platform regulation in the EU?*, Telecommunications Policy, 42, 7, 514-529.

### Dr Katharina Werner

- Research interests: Behavioral and Experimental Economics with a focus on Lab-in-the-field Experiments, Behavioral Aspects of Conflict Resolution, Group Identities; Anti-Corruption and Experimental Ethics.
- Lambsdorff, J., Graf, G., Giamattei, M., Werner, K., Schubert, M. (2018), *Team reasoning – Experimental evidence on cooperation from centipede games*, PLoS ONE 13, 11, e0206666
- Joachim Herz Stiftung: Add-on Fellowship for Interdisciplinary Economics, € 12.500.

88 doctoral students are currently enrolled at our faculty. During the academic year 2017-18, 34 theses were successfully completed.

The School of Business, Economics and Information Systems 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

#### IHK Thesis Awards 2018

**Dr. Patrick Figge** (Supervisor Professor Carolin Häussler)  
*Collective Knowledge – How teams and larger social systems learn, remember, and invent*

**Dr. Sabine Moser** (Supervisor Professor Jan H. Schumann)  
*Four Essays on Behavioral Pricing in Services*

#### IMU Research for Practice Award 2018

**Dr. Markus Bergmeier** (Supervisor Professor Dirk Totzek)  
*Vertrieb in differenzierten Mehrkanalsystemen: Gestaltung, Koordination, Gewinnmaximierung* (in German)

#### Research Affiliates

The School of Business, Economics and Information Systems has launched a research affiliate programme. Mostly at a postdoctoral state, our research affiliates continue working on joint research projects. Our current research affiliates are:

- Anne Assmus
- Wolfgang Briglauer
- Renate Hartwig
- Nicole Hess
- Florian Kaiser
- Johannes Lorenz
- PD Dr Michael Scholz
- Manuel Schubert



## 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). Further CenTouris is involved in national and international research projects, such as EcoVeloTour (a project funded by Interreg Danube Transnational Programme). EcoVeloTour facilitates the development of sustainable tourism in the Danube region along EuroVelo routes via an enhanced, conscious and ecologically sound framework of tourism destination management; it also and extending opens up cyclist bicycle tourism, unfolding to neighbouring regions beyond adjacent to the EuroVelo route.

### 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 ISEM or DIGIONAL projects. Within the ISEM research project, the Centre for Market Research of the University of Passau develops an Industrial Service Excellence Monitor (ISEM) to support companies in Lower Bavaria and Upper Austria on their way to high-quality and innovative industrial services. DIGIONAL helps small and medium sized retailers to digitize their business. Equipped with its own staff of interviewers and using statistical methods, the institute carries out comprehensive market research projects. Moreover, the institute offers tailored consulting services.

### PAULA Experimental Laboratory

The PAULA Experimental Laboratory is used by researchers of the School of Business, Economics and Information Systems to examine individuals' economic decision-making. The laboratory provides both the technology and a large number of test persons. Students and members of the public are encouraged to participate in PAULA surveys.

### Institute of Private Financial Planning (ifp)

The Institute of Private Financial Planning 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 clients. 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 provides targeted support for internationalising the research output of the School of Business, Economics and Information Systems. ICEBS helps international visiting scholars with their research projects and teaching assignments while at the University of Passau. ICEBS has three key aims: promote collaboration with internationally renowned academics from abroad, facilitate world-class research projects and boost the potential of early career researchers by exposing them to new concepts and research methods.

### Visiting Researchers in 2017-18

11/2017	Assistant Professor Varisha Rehman, IIT Madras, India
11/2017	Professor Vijayalakshmi Venkataraman, IIT Madras, India
11/2017	Professor Chandrasekharan Rajendran, IIT Madras, India
05/2018	Professor Stephan Heblich, University of Bristol, GB
05/2018	Professor Saji K. Mathew, IIT Madras, India
06/2018	Professor Robert Gregory, IESE Business School, Spain
06/2018	Professor Jennifer Osbon, University of Georgia, USA
06/2018	Professor Fabrice Lumineau, Purdue University, USA
07/2018	Professor Jeffrey L. Furman, Boston University, USA
09/2018	Assistant Professor John R. Busenbark, University of Georgia, USA
10/2018	Professor Michel Maréchal, UZH Universität Zurich, Switzerland
10/2018	Professor Jeffrey Reuer, University of Colorado, USA
12/2018	Professor Donald Lange, University of Texas at Austin, USA





# Publications

## Journal Articles

### Forthcoming

- Batten, J.A., Kinateder, H., Szilagyi, P., Wagner, N. (2018), Liquidity, Surprise Volume and Return Premia in the Oil Market, *Energy Economics*, forthcoming.
- Bocoum, F., Grimm, M., Hartwig, R. (2018), The Health Care Burden in Rural Burkina Faso: Consequences and Implications for Insurance Design, *Social Science and Medicine – Population Health*, forthcoming.
- Bocoum, F., Grimm, M., Hartwig, R., Zongo, N. (2018), Can information increase the understanding and uptake of insurance? Lessons from a randomized experiment in rural Burkina Faso, *Social Science and Medicine*, forthcoming.
- Calmels, D. (2018), The job sequencing and tool switching problem: state-of-the-art literature review, classification, and trends, *International Journal of Production Research*, forthcoming.
- Diller, M., Späth, T., Lorenz, J., Schwarz, H. G. (2018), The Preferential Treatment of Business Assets in German Inheritance Tax Law – An Economic Analysis, *Journal of Business Economics*, forthcoming.
- Entrop, O., Merkel, M. F. (2018), Managers’ Research Education, the Use of FX Derivatives and Corporate Speculation, *Review of Managerial Science*, forthcoming.
- Hartwig, R., Sparrow, R., Budiayati, S., Yumma, A., Warda, N., Suryahadi, A., Bedi, A. S. (2018), Effects of Decentralized Health Care Financing on Maternal Care in Indonesia, *Economic Development and Cultural Change*, forthcoming.
- Hofer, K. M., Niehoff-Hoeckner, L. M., Totzek, D. (2019), Organizing and Implementing Export Pricing: Performance Effects and Moderating Factors, *Journal of International Marketing*, forthcoming.
- Horstmann, N., Krämer, J., Schnurr, D. (2018), Number Effects and Tacit Collusion in Experimental Oligopolies, *Journal of Industrial Economics*, forthcoming.
- Huber, K. (2017), Changes in Parental Leave and Young Children’s Non-Cognitive Skills, *Review of Economics of the Household*, forthcoming.
- Huber, K., Winkler, E. (2018), All You Need is Love? Trade Shocks, Inequality, and Risk Sharing between Partners, *European Economic Review*, forthcoming.
- Hüttel, B. A., Ates, Z., Schumann, J. H., Büttgen, M., Haager, S., Komor, M., Volz, J. (2018), The Influence of Customer Characteristics on Frontline Employees’ Customer Need Knowledge, *Journal of Services Marketing*, forthcoming.
- Jacob, E., Isidor, R., Steinmetz, H., Wehner, M., Kabst, R. (2018), The other side of the same coin – How communal beliefs about entrepreneurship influence attitudes toward entrepreneurship, *Journal of Vocational Behavior*, forthcoming.
- Kammerlander, N., König, A., Richards, M. (2018), Why Do Incumbents Respond Heterogeneously to Disruptive Innovations? The Interplay of Organizational Domain Identity and Role Identity, *Journal of Management Studies*, forthcoming.
- König, A., Graf-Vlachy, L., Bundy, J., Little, L. M. (2018), A Blessing and a Curse: How CEO’s Trait Empathy Affects Their Management of Organizational Crises, *Academy of Management Review*, forthcoming.
- König, A., Mammen, J., Luger, J., Fehn, A., Enders, A. (2017), Silver Bullet or Ricochet? CEOs’ Use of Metaphorical Communication and Infomediaries’ Evaluations, *Academy of Management Journal*, forthcoming.
- Krämer, J., Schnurr, D. (2018), Margin Squeeze Regulation and Infrastructure Competition, *Information Economics and Policy*, forthcoming.
- Krämer, J., Schnurr, D., Wohlfarth, M. (2018), Winners, Losers, and Facebook: The Role of Social Logins in the Online Advertising Ecosystem, *Management Science*, forthcoming.
- Krämer, J., Whalley, J., Batura, O. (2019), The data economy and data-driven ecosystems: Regulation, frameworks and case studies, *Telecommunications Policy*, forthcoming.
- Lorenz, J. (2018), Population Dynamics of Tax Avoidance with Crowding Effects, *Journal of Evolutionary Economics*, forthcoming.
- Schossor, J., Wilhelm, J. (2018), Costly state verification and truthtelling: A note on the theory of debt contracts, *Economic Theory Bulletin*, forthcoming.
- Selzer, V. L., Schumann J. H., Büttgen, M., Ates, Z., Komor, M. Volz, J. (2018), Effective Coping Strategies for Stressed Frontline Employees in Service Occupations: Outcomes and Drivers, *The Service Industries Journal*, forthcoming.

### Published

- Batten, J. A., Kinateder, H., Szilagyi, P. G., Wagner, N. F. (2018), Addressing COP21 suing a stock and oil market integration index, *Energy Policy*, 116, 127-136.
- Bauernschuster, S., Hener, T., Rainer, H. (2017), When Labor Disputes Bring Cities to a Standstill: The Impact of Public Transit Strikes on Traffic, Accidents, Air Pollution and Health, *American Economic Journal: Economic Policy*, 9, 1, 1-37.
- Behm S., Haupt H., Schmid, A. (2018), Spatial detrending revisited: Modelling local trend patterns in NO2-concentration in Belgium and Germany, *Spatial Statistics*, 28, 331-351.
- Bensch, G., Grimm, M., Huppertz, M., Langbein, J., Peters, J. (2018), Are Promotion Programs Needed to Establish Off-Grid Solar Energy Markets? Evidence from Rural Burkina Faso, *Renewable and Sustainable Energy Reviews*, 90, 1060-1068.
- Brenøe, A. A., Molitor, R. (2018), Birth Order and Health of Newborns, *Journal of Population Economics*, 31, 2, 363-395.
- Buchner, A., Espenlaub, S., Khursed, A., Mohamed, A. (2018), Cross-Border Venture-Capital Investments: The Impact of Foreignness on Returns, *Journal of International Business Studies*, 49, 5, 575-604.
- Buchner, A., Mohamed, A., Saadouni, B. (2017), The association between profit forecast in IPOs prospectuses and earnings management: An empirical analysis, *Journal of International Financial Markets, Institutions and Money*, 51, 92-105.
- Buchner, A., Mohamed, A., Schvienbacher, A. (2017), Diversification, risk, and returns in venture capital, *Journal of Business Venturing*, 32, 5, 519-535.
- Buchner, A., Wagner, N. (2017), Rewarding risk-taking or skill? The case of private equity fund managers, *Journal of Banking and Finance*, 80, July, 14-32.
- Dinter, B., Krämer, J. (2018), Data-driven innovations in electronic markets, *Electronic Markets*, 28, 4, 403-405.
- Dodlova, M., Giolbas, A., Lay, J. (2017), Social Transfers and Conditionalities under Different Regime Types, *European Journal of Political Economy*, 50, 140-155.
- Dodlova, M., Giolbas, A., Lay, J. (2018), Non-Contributory Social Transfer Programmes in Developing Countries: A New Data Set and Research Agenda, *Data in Brief*, 16, 51-64.
- Easley, R., Guo, H., Krämer, J. (2018), From Network Neutrality to Data Neutrality: A Techno-Economic Framework and Research Agenda, *Information Systems Research*, 29, 2, 253-272.
- Eickholt, M., Entrop, O., Wilkens, M. (2018), What Makes Individual Investors Exercise Early? Empirical Evidence from Non-Tradable Fixed-Income Products, *Journal of Banking and Finance*, 97, 318-334.
- Feige, C., Ehrhart, K.-M., Krämer, J. (2018), Climate Negotiations in the Lab: A Threshold Public Goods Game with Heterogeneous Contributions Costs and Non-binding Voting, *Environmental and Resource Economics*, 70, 2, 343-362.
- Fteimi, N., Basten, D., Lehner, F. (2019), Advancing automated content analysis in knowledge management research: the use of compound concepts, *International Journal of Knowledge Management*, 15, 1, 53-67.
- Fteimi, N., Cai, J., Basten, D. (2017), A Taxonomy of Information System Projects’ Knowledge-sharing Mechanisms, *Communications of the Association for Information Systems*, 41, 611-638.
- Fteimi, N., Lehner, F. (2018), Analysing and classifying knowledge management publications – a proposed classification scheme, *Journal of Knowledge Management*, 22, 7, 1527-1554.
- Gehrke, E., Grimm, M. (2018), Do Cows Have Negative Returns? The Evidence Revisited, *Economic Development and Cultural Change*, 66, 4, 673-707.
- Gehrke, E., Hartwig, R. (2018), Productive effects of public works programs: What do we know? What should we know?, *World Development*, 107, 111-124.
- Giermindl, L., Strich, F., Fiedler, M. (2018), How do they differ? Analyzing the motivations of Posters and Lurkers for participation in Enterprise Social Networks, *Journal of Information Technology Theory and Application*, 19, 2, 89-120.
- Grabrucker, K., Grimm, M. (2018), Does crime deter South Africans from self-employment?, *Journal of Comparative Economics*, 46, 2, 413-435.
- Graf-Vlachy, L., Buhtz, K., König, A. (2017), Social influence in technology adoption: taking stock and moving forward, *Management Review Quarterly*, 68, 37-76.
- Grimm, M., Hartwig, R., Lay, J. (2017), Does forced solidarity hamper investment in small and micro enterprises? *Journal of Comparative Economics*, 45, 4, 827-846.







- Grimm, M., Munyehirwe, A., Peters, J., Sievert, M. (2017), A First Step up the Energy Ladder? Households' benefits from low cost solar kits in rural Rwanda. *World Bank Economic Review*, 31, 3, 631-649.
- Haeussler C., Rake B. (2017), The Changing Geography of Clinical Research: A Critical Analysis of its Drivers, *Industrial and Corporate Change* 26, 2, 285-310.
- Haupt H., Schnurbus J., Semmler, W. (2018), Estimation of grouped, time-varying convergence in economic growth, *Econometrics and Statistics* 8, 141-158.
- Hüttel, B., Schumann, J. H., Mende, M., Scott, M., Wagner, C. (2018), How Consumers Assess Free E-Services: The Role of Benefit-Inflation and Cost-Deflation Effects, *Journal of Service Research*, 21, 3, 267-283.
- Kinateder, H., Fabich, M., Wagner, N. (2017), Domestic Mergers and Acquisitions in BRICS Countries: Acquirers and Targets, *Emerging Markets Review*, 32, 190-199.
- Kinateder, H., Hofstetter, B., Wagner, N. (2017), Do Liquidity Variables Improve Out-of-Sample Prediction of Sovereign Spreads during Crisis Periods?, *Finance Research Letters*, 21, 144-150.
- Kinateder, H., Wagner, N. (2017), Quantitative Easing and the Pricing of EMU Sovereign Debt, *The Quarterly Review of Economics and Finance*, *Journal of the Midwest Economics Association*, 66, 1-12.
- Krämer, J., Peitz, M. (2018), A Fresh Look at Zero-Rating, *Telecommunications Policy*, 42, 7, 501-513.
- Krämer, J., Schnurr, D. (2018), Is there a need for platform regulation in the EU?, *Telecommunications Policy*, 42, 7, 514-529.
- Krämer, J., Schnurr, D., Wohlfarth, M. (2018), Trapped in the Data-Sharing Dilemma, *MIT Sloan Management Review*, 60, 2, 30-31.
- Krämer, J., Wohlfarth, M. (2018), Market power, regulatory convergence, and the role of data in digital markets, *Telecommunications Policy*, 42, 2, 154-171.
- Lambsdorff, J. Graf, Grundmann, S. (2017), How income and tax rates provoke cheating – An experimental investigation of tax morale, *Journal of Economic Psychology*, 63, 27-42.
- Leinsle, P., Totzek, D., Schumann, J. H. (2018), How Price Fairness and Fit Affect Customer Tariff Evaluations, *Journal of Service Management*, 29, 4, 735-764.
- Luoma, J., Falk, T., Totzek, D., Tikkanen, H., Mrozek, A. (2018), Big Splash, No Waves? Cognitive Mechanisms Driving Incumbent Firms' Responses to Low-Price Market Entry Strategies, *Strategic Management Journal*, 39, 5, 1388-1410.
- März, A., Schubach, S. A., Schumann, J. H. (2017), Why Would I Read a Mobile Review? Device Compatibility Perceptions and Effects on Perceived Helpfulness, *Psychology & Marketing*, 34, 2, 119-137.
- Moser, S., Schumann, J. H., Von Wangenheim, F., Uhrich, F., Frank, F. (2018), The Effect of a Service Provider's Competitive Market Position on Churn Among Flat-Rate Customers, *Journal of Service Research*, 21, 3, 319-335.
- Pallegedara, A. (2018), Impacts of chronic non-communicable diseases on households' out-of-pocket healthcare expenditures in Sri Lanka, *International Journal of Health Economics and Management*, 18, 3, 1-19.
- Pallegedara, A. (2018), Private tutoring expenditure: An empirical analysis based on Sri Lankan households, *Review of Development Economics*, 20, 4, 739.
- Pallegedara, A., Grimm, M. (2017), Demand for private healthcare in a universal public healthcare system: empirical evidence from Sri Lanka. *Health Policy and Planning*: 32, 9, 1267-1284.
- Pallegedara, A., Grimm, M. (2018), Have out-of-pocket health care payments risen under free health care policy? The case of Sri Lanka, *The International Journal of health planning and management*, 33, 3, 781-797.
- Pallegedara, A., Mottaleb, K. A. (2018), Patterns and Determinants of Private Tutoring: The Case of Bangladesh Households, *International Journal of Educational Development*, 59, 43-50.
- Peters J., Langbein, J., Roberts, G. (2018), Generalization in the Tropics—Development Policy, Randomized Controlled Trials, and External Validity, *The World Bank Research Observer*, 33, 1, 34-64.
- Sauermann H., Haeussler C. (2017), Authorship and Contribution Disclosures, *Science Advances*, 3, 11, 1-13.
- Schnurbus, J., Haupt, Meier, H., Meier, V. (2017), Economic transition and growth – A replication, *Journal of Applied Econometrics*, 32, 1039-1042.

- Scholz M., Schnurbus J., Haupt H., Dorner V., Landherr A., Probst, F. (2018), Dynamic Effects of User- and Marketer-Generated Content on Consumer Purchase Behavior: Modeling the Hierarchical Structure of Social Media Websites, *Decision Support Systems*, 113, 43-55.
- Schwens, C., Zapkau, F. B., Bierwerth, M., Isidor, R., Knight, G., Kabst, R. (2018), International Entrepreneurship: A Meta-Analysis on the Internationalization and Performance Relationship, *Entrepreneurship: Theory and Practice*, 42, 5, 734–768.
- Selzer, V. L., Schumann, J. H., Büttgen, M., Ates, Z., Komor, M., Volz, J. (2018), How to Manage Person-Role Conflicts: Differential Effects of Transformational Leadership Dimensions and the Moderating Role of Individual Culture Orientation, *Journal of Service Management Research*, 2, 2, 36-49.
- Strecker, S., Kundisch, D., Lehner, F., Leimeister, J. M., Schubert, P. (2018), Higher Education and the Opportunities and Challenges of Educational Technology, *Business & Information Systems Engineering*, 60, 181-190.
- Thursby, J.G., Haeussler, C., Jiang, L., Thursby, M.C. (2018), Prepublication disclosure of scientific results: Norms, competition, and commercial orientation, *Science Advances* 16, 4, 5, 1-14.
- Von Wangenheim, F., Wunderlich, N. V., Schumann, J. H. (2017), Renew or cancel? Drivers of customer renewal decisions for IT-based service contracts, *Journal of Business Research*, 79, October, 181-188.
- Zondag, M.M., Mueller, E.F., Ferrin, B.G. (2017), The application of value nets in food supply chains: A multiple case study, *Scandinavian Journal of Management*, 33, 4, 199-212.

## Edited Volumes and Books

- Fast, V., Schnurr, D., Wohlfahrt, M. (2018), Marktmacht durch Daten: Eine Analyse aus ökonomischer Perspektive, *Handbuch Datenrecht und Digitalisierung*, Erich Schmidt Verlag, forthcoming. (in German)
- Figge, P. (2018), *Collective Knowledge: How Teams and Larger Social Systems Learn, Remember, and Invent*, Wiesbaden.
- Kiener, S., Maier-Scheubeck, N., Obermaier, R., Weiß, M. (2018) (Eds.), *Produktionsmanagement – Grundlagen der Produktionsplanung und -steuerung*, 11. Volume, Oldenbourg. (in German)
- Lambsdorff, J. G., Björn, F. (2017), *Geldgerinnung. Ein Wirtschaftskrimi*, Konstanz/München. (in German)
- Obermaier, R. (2018) (Ed.), *Handbuch Industrie 4.0 und Digitale Transformation*, Wiesbaden. (in German)
- Ramya, R., Rajendran, C., Ziegler, H., Mohapatra, S., Ganesh, K. (2019), *Capacitated Lot Sizing Problems in Process Industries*, Springer.
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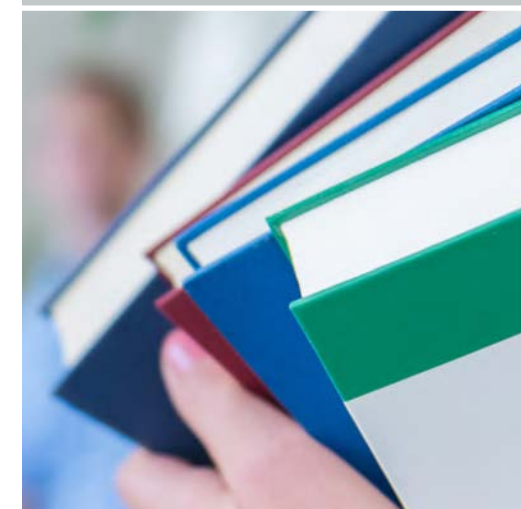




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## Impressions of the University of Passau

