



Sunday 20 March 2016							
10.00-10.10	Doctoral Workshop Lecture Room 1			Educator's Conference Lecture Room 1			
10.10-11.10	Keynote Speech "What current and future Purchasing & Supply Management practitioners need from Education and Research?" <i>Chris Reynolds, Senior partner and co-owner of 3SIXTY Global</i> Lecture Room 1						
11.10-12.30	Doctoral Workshop Lecture Room 1, Sky Lounge			Educator's Conference Lecture Room 2			
12.30-13.30	Lunch Foyer Logistics Campus						
13.30-17.00	Doctoral Workshop Lecture Room 1, Sky Lounge			Educator's Conference (until 15.00) Lecture Room 2			
17.15-18.15	JPSM Editorial Board Meeting (by invite only) Skylounge						
18.30-19.30	Early Registration Foyer Logistics Campus						
19.30-22.30	Welcome Reception Lecture Room 1 <i>Prof. Dr. Helen Walker, President of IPSERA, Chair of Operations & Supply Management at Cardiff Business School</i> <i>Prof. Dr. Michael Henke, Vice President of IPSERA, Chair of Enterprise Logistics at TU Dortmund University, Director of the Section Enterprise Logistics at Fraunhofer IML</i> <i>Prof. Dr. Michael ten Hompel, Chair of Materials Handling and Warehousing at TU Dortmund University, Managing Director and Director of the Section Material Flow Systems at Fraunhofer IML</i>						
Monday 21 March 2016							
08.30-09.00	Registration Foyer Logistics Campus						
09.00-09.30	Opening Plenary Session <i>Prof. Dr. Helen Walker, President of IPSERA, Chair of Operations & Supply Management at Cardiff Business School</i> <i>Prof. Dr. Michael Henke, Vice President of IPSERA, Chair of Enterprise Logistics at TU Dortmund University, Director of the Section Enterprise Logistics at Fraunhofer IML</i> Lecture Room						
09.30-10.00	Keynote Speech "Public Procurement and Human Rights" <i>Claire Methven O'Brien, Strategic Adviser at The Danish Institute for Human Rights</i> Lecture Room						
10.00-10.30	Coffee Break ZFT Hall						
Parallel Paper Presentations 1 (Competitive Papers)							
	Lecture Room	Great Seminar Room	ZFT Room	OpenID Room	Logistics Studio		
10.30-12.00	C 1.1 Corporate Social Responsibility Chair: Holger Schiele	C 1.2 Sourcing and Outsourcing Chair: Michael Essig	C 1.3 Financial Innovation Chair: Simon Templar	C 1.4 Collaboration and B2B Relationship Chair: Lutz Kaufmann	Corporate Track Schaeffler "Innovation Sourcing"		
	C18 Antecedents of Green Supplier Championing and Greenwashing: An Empirical Study on Leadership and ethical Incentives, Constantin Blome et al.	C11 Organizing for Outsourcing - The Case of Purchasing & Supply Management, Lydia Bals and Virpi Turkulainen	C95 The Cost of Supply Chain Finance: a Total Cost of Ownership Approach, Federico Caniato et al.	C128 Towards an alternative Paradigm for understanding Business to Business Relationships, Daniel Chicksand et al.			
	C132 Stakeholder Engagement and sense-making in Pursuit of reducing Carbon Emissions through Procurement, Helen Walker et al.	C99 The Evolving Role of Sourcing Intermediary- Finnish Firms' Sourcing from China, Asta Salmi and Yuan Virtanen	C30 Investments in 3D printing: Decision support from a financial supply chain perspective with focus on inbound and outbound logistics, Carsten Feldmann and Andreas Pumpe	C108 Module development with suppliers – Competence differences between grey-box and black-box collaborations, Justus Erich Eggers et al.			
	C41 SRP Mimicking: The Impact of Supplier Firm Resources, Lieven Quintens et al.	C53 On increasing outsourcing-purchasing activities: from an empirical study to a new perspective, Sarrah Chraibi	C138 Does Working Capital Management affect Cost of Capital? A first empirical Attempt to build up a Theory for Supply Chain Finance, Erik Hofmann and Judith Martin	C111 Potentials of B2B business networks, Christoph Bode and Jan Grünen			
12.00-13.00	Lunch ZFT Hall						
13.00-13.30	Keynote Speech "Towards worldclass: Procurement Business is People Business" <i>Jan Grothe, Head of Procurement Principles and IT-Systems at Deutsche Bahn AG</i> Lecture Room						
13.30-14.00	Keynote Speech "Beyond Procurement - Partnering with Academia to unlock greater value" <i>Sammy Rashed, Principal and co-founder at The Beyond Group AG</i> Lecture Room						
Parallel Paper Presentations 1 (Working Papers)							
14.10-15.40	Lecture Room	Great Seminar Room	ZFT Room	Orange Room	Sky Lounge	OpenID Room	Logistics Studio
	W 1.1 Sustainability Management Chair: Lieven Quintens	W 1.2 Supply Chain Strategies Chair: Arjan van Weele	W 1.3 Purchasing Performance Chair: Louise Knight	W 1.4 Supplier Integration Chair: Thomas Johnsen	W 1.5 Public Procurement Practices Chair: Jan Telgen	P1 Purchasing and Procurement Chair: Erik van Raaij	Professional Development Workshop (PDW) "Managing the PhD"
	W12 What Hybrid Business Models can Teach Sustainable Supply Chain Management: The Role of Entrepreneurs' Social Identity and Social Capabilities, Wendy Tate and Lydia Bals	W73 Performance-based contracting of PSS: Methodological aspects of an experimental investigation, Jeff Elmazoski et al.	W24 The Contribution of Big Data Analytics to Support Purchasing Process, Antonella Moretto and Stefano Ronchi	W15 Relational fit: Method for Supplier Collaboration, Rainer Breite et al.	W104 Innovation antecedents in public sector, Mika Matela et al.	P115 Social Value in UK Public Procurement Longitudinal Study of West Midlands Fire Service, John Daly	

Monday 21 March 2016							
	W49 Sustainable Supply Chains in Emerging Regions: Impact of Institutional Distance, Lance Saunders et al.	W88 Servitisation: The importance of theory, Torsten Dehn et al.	W62 The impact of rewards on purchasing professionals, Volker Koch and Bernd Zunk	W27 Involving Suppliers in Product Development: The Role of R&D-Purchasing Integration, Chris Ellegaard et al.	W69 Processes for innovative public procurement, Timo Kivisto and Jukka Hallikas	P117 Purchasing of C Class articles: ALSTOM case (Partial outsourcing of Purchasing-Logistics-Supply functions), Aflatoun Kamyabi Mask	Professional Development Workshop (PDW) "Managing the PhD"
	W37 Innovations and sustainable supply management, Katrina Lintukangas et al.	W91 Intra-Organizational Structures of Supply Chain Management: A Research Agenda and Preliminary Findings, Elmar Holschbach et al.	W102 Long-term effects of purchasing: fact or fiction?, Jussi Heikkilä	W65 Commitment and Power in the Supply Chain, Frederik Vos et al.	W21 Interaction before supplier selection: case studies in public procurement, Anne-Maria Holma and Anne Södermann	P142 Extending DPO on Reputation & Shareholder Value, Daniel Kohlmann et al.	
	W93 Sustainability Management in MNCs: A Conceptual Paper of Transformation and Strategy Alignment, Anne Quarshie		W70 Developing contracting capabilities through learning from contract execution: Results of a longitudinal case study, Feng Fang et al.	W76 Competition for Scarce Resources: An Exploration of a natural Factor Market, Martin Marchner et al.	W78 Life-Cycle-Cost-Management as an Instrument for Strategic Public Procurement: State of the Art and Perspectives, Christian von Deimling		
15.40-16.10	Coffee Break ZFT Hall						
Parallel Paper Presentations 2 (Competitive Papers)							
	Lecture Room	Great Seminar Room	Logistics Studio	ZFT Room	OpenID Room		
16.10-17.40	C 2.1 Sustainability	C 2.2 Supply (Chain) Management	C 2.3 Healthcare Procurement	C 2.4 Innovative Perspective	C 2.5 Knowledge and Value Management		
	Chair: Helen Walker	Chair: Donna Marshall	Chair: Erik van Raaij	Chair: Constantin Blome	Chair: Asta Salmi		
	C26 Sustainable supply management practices, Anni-Kaisa Kähkönen et al.	C50 Supply management capabilities in open innovation – Overcoming the lack of internal R&D resources, Julius Säilä et al.	C2 Aggregation versus Value-Based Procurement in Public Healthcare Procurement, Jo Meehan et al.	C56 Antecedents for innovative suppliers: a dyadic analysis, Holger Schiele et al.	C106 Value Destruction: The New Perspective, Christian F. Durach et al.		
	C118 Influencing Factors for Sustainability Implementation in Supply Networks-Monitoring and Mentoring Approaches, Thomas Johnsen et al.	C66 Conducting Multilevel Studies in Purchasing & Supply Management Research, Gavin Meschnig and Lutz Kaufmann	C9 Investigating cooperative purchasing performance – a survey of purchasing professionals in Dutch hospitals, Cees J. Gelderman	C98 Innovate or Initiate? Exploring the role of departmental Climate and networking Behavior in predicting Purchaser's individual job Performance, Frank Rozemeijer et al.	C47 The role of the purchasing function in nonfinancial value creation, Aki Jääskeläinen et al.		
	C20 Conceiving and Executing Sustainable Supply Chains: Towards a Social Resource-Based View of the Firm, Lydia Bals and Wendy Tate		C52 Procurement Maturity in Public Healthcare Procurement, Roula Michaelies et al.	C38 Public procurement and sustainable innovation – the hand of the procurement official, Martin Eikelboom et al.	C136 Knowledge Management: A Taxonomy of Supply Firms, Emilio Esposito et al.		
18:30-22:00	Evening Reception Dortmund, SIGNAL IDUNA Park Prof. Dr.-Ing. Uwe Clausen , Director of the Institute of Transport Logistics at TU Dortmund University, Director of the Section Logistics, Traffic, Environment at Fraunhofer IML Prof. Dr. Kai Foerstl , Member of the IPSERA Executive Committee, Chair of Supply Chain Management and Logistics at German Graduate School of Management and Law GGS Prof. Dr. Erik M. van Raaij , Member of the IPSERA Executive Committee, Professor of Purchasing & Supply Management in Healthcare at Rotterdam School of Management, Erasmus University						
Tuesday 22 March 2016							
08.30-10.00	Parallel Paper Presentations 2 (Working Papers)						
	Lecture Room	Great Seminar Room	Logistics Studio	ZFT Room	Orange Room	OpenID Room	
	W 2.1 Green Procurement	W 2.2 Innovation & Supplier Involvement	W 2.3 Purchasing Decisions	W 2.4 Supplier Selection	W 2.5 Supply Chain Finance	P2 Supply (Chain) Management	
	Chair: Emilio Esposito	Chair: Tobias Schönherr	Chair: Cees J. Gelderman	Chair: Lutz Kaufmann	Chair: Kai Foerstl	Chair: Lydia Bals	
	W19 Transport service procurement – initial findings and a research agenda, Dan Andersson et al.	W44 Supplier involvement by SMEs, Arjan van Weele et al.	W35 Guidelines for designing a purchasing process for small businesses, Jenny Backstrand	W17 Supply market intelligence – understanding drivers and practices, Harri Lorentz et al.	W 82 Working capital management challenges under financial stress: Russian automotive industry, Veli Matti Virolainen et al.	Break	
	W28 Differences of green practice in purchasing and public procurement, Gyöngyi Vörösmarty and Tünde Tátrai	W89 Supplier Challenges in early Supplier Involvement Projects: In-Depth case Study Findings, Mervi Vuori et al.	W51 Professional norms as incentives: experiments with purchasing professionals and students, Max Boodie et al.	W43 The Incidence & Nature of Corporate Psychopathy in Supply Executives, Simon Croom	W 143 Configuring supply chain finance practices: A triadic perspective, Judith Martin and Erik Hofmann	Break	
	W75 Green Public Procurement: a Survey of the Literature, Andrea Appolloni et al.	W4 Public procurement and innovation: A review of evidence on the alignment between policy and practice, Kostas Selviaridi	W57 Intrapreneurial purchasers: Towards an integrated model of intrapreneurship, Petra Neessen et al.	W48 A Review on the Evolution of Methods for the Supplier Selection Problem, Giuseppe Bruno et al.	W144 Examining the Supply Finance Chain Landscape, William Extra et al.	Break	

Tuesday 22 March 2016						
	W29 The Supply Chain Position Paradox, Christoph G. Schmidt et al.	W10 Shades of the Innovation-Purchasing function, Richard Calvi et al.		W114 Commodity Price Volatility Mitigation in Supply Chain Risk Management: Real Options to assess the value of Flexibility-driven Strategies, Nicola Costantino	W145 The Potential of Supply Chain Finance for Dutch SMEs. An Empirical Multi-Region Multi-Case Study among Mid-Size Corporations in the Netherlands, Ronald de Boer	P6 Advanced sustainability: circular business advantage and the implications for supply chain implementation, Mark Hodgson
10.00-10.30	Coffee Break ZFT Hall					
10.30-11.00	Keynote Speech “Bilfinger – Beyond Procurement” <i>Dr. Egbert Hubmann, Vice President Corporate Procurement at Bilfinger SE</i> Lecture Room					
Parallel Paper Presentation 3 (Competitive Papers)						
	Lecture Room	Great Seminar Room	ZFT Room	Orange Room	Logistics Studio	
11.10-12.40	C 3.1 Social Perspective Chair: George Zsidisin	C 3.2 Potential of Purchasing Chair: Wendy Tate	C 3.3 Integration of Technology Chair: Matteo Kalchschmidt	C 3.4 Sustainable Supply Chains Chair: Mihalis Giannakis	Corporate Track Deutsche Bank und WILO “Supply Chain Finance”	
	C135 Community Benefits of Public Procurement: A Comparison between Wales (UK) and the Netherlands Local Governments, Jane Lynch	C119 A study of emergence and performance potential of purchasing ambidexterity, Jury Gualandris et al.	C3 Organizational Software and IT services purchasing, Samuel Renault	C86 Sustainability assessment in the food supply chain: The case of “Grana Padano” cheese in Italy, Veronica Leon-Bravo		
	C131 You better be social to perform an empirical study on the impact of social media use on job performance, Frank Rozemeijer et al.	C96 Potential-based Prioritization of Purchasing Processes – A Process Model for Multiple-Criteria Decision-Making, Ralf Elbert	C79 Fairness matters in supplier customer relationships. Re-examining the link between fairness and commitment in technology industry companies, Päivi Jokela and Anne Söderman	C120 Role of life cycle thinking in integrating the green objectives in a supply chain: A literature review and future research agenda, Niraj Kumar et al.		
	C34 Likeability and its effect on interpersonal interaction, Paul Hartmann and Niels Pulle		C67 Achieving Agility Through Integration and Technology, Karina McGowan et al.			
12.40-13.40	Lunch ZFT Hall IPSERA Nodes Meeting ZFT Room					
13.40-14.40	Panel Discussion “Purchasing & Supply Management – From efficiency to effectiveness in an integrated Supply Chain Management” <i>Giles Breault, Principal and Co-founder at The Beyond Group AG (Moderator)</i> <i>Dr. Hugo Ecksele, CEO Executive Search & Coaching for Procurement and Supply Chain Management at Talent-net GmbH</i> <i>Olaf Holzgrebe, Head of International Business Development & Affairs at BME e.V. (Federal Association Materials Management, Purchasing and Logistics Germany)</i> <i>Dr. Florian Schupp, Senior Vice President Purchasing Automotive and Automotive Aftermarket of Schaeffler Group</i> <i>Prof. Dr. Arjan van Weele, NEVI Chair Purchasing and Supply Management at Eindhoven University of Technology</i> <i>Prof. Dr. Helen Walker, President of IPSERA, Chair of Operations & Supply Management at Cardiff Business School</i> Lecture Room					
Parallel Paper Presentations 3 (Working Papers)						
	Lecture Room	Great Seminar Room	ZFT Room	Orange Room	OpenID Room	Logistics Studio
14.50-16.20	W 3.1 Buyer-Supplier Relationship Chair: Arjan van Weele	W 3.2 Supplier Performance Chair: Bart Vos	W 3.3 Data-based Supply Chain Management Chair: Alessandro Ancarani	W 3.4 Supply (Chain) Management Literature Reviews Chair: Davide Luzzini	P3 Supplier Relations Chair: Veli Matti Virolainen	PDW Journal of Purchasing & Supply Management “Publishing Productivity For Academics In Purchasing/Supply Management”
	W13 Relationship Governance Impact on Performance Outcomes in Buyer-Supplier Relationships, Anatoly Okulov and Arjan van Weele	W39 The sign of lead time, Jenny Backstrand et al.	W23 Transportation procurement for franchise networks, Thierry Allegre and François Fulconis	W61 Traceability: 20 years of research reviewed, Dirk-Jan Kamann et al.	P31 Successfully Managing Business networks in supply chain: Minimizing transaction costs and maximizing commitments in buyer-supplier relationships, Khuram Shahzad	
	W32 Stimulating Innovations by Suppliers – Insights from a Multiple Case Study, Matti Pihlajamaa et al.	W109 Antecedents of Supplier Performance in Project Business Purchasing, Antti Puustinen et al.	W42 Big Data Analytics in Supply Chain Management: Antecedents and Impact on Performance, Tobias Schoenherr	W77 Is ignorance bliss? A systematic literature review of supply chain transparency, Donna Marshall	P90 Application of a Supply Net Mapping Model to improve strategic sourcing in the agricultural machinery industry, Antonia Kappel and Wolfgang Buchholz	
	W87 Patterns of dynamic changes in supply management – a triadic approach, Andrea Gelei et al.	W129 Supplier performance measurement systems use, relationship capabilities, Vieri Maestrini et al.	W125 Application of PEST Analysis for RFID in the Supply Chain Management Area in Greece, Vasilisa Peppas et al.	W100 Mechanism Design and how it could improve the Purchasing Performance, Ines Schulze Horn et al.	P5 A research agenda for the circular economy: SME integration in services based supply chains, Mickey Howard and Tim Coles	
	W92 Unraveling Buyer-Supplier Innovation Success: Team Creativity Climate As Key Driver, Nadine Kiratli et al.	W152 Extend business activities through aligning suppliers’ resources, Geoffrey Hagelaar et al.	W140 Challenges in last mile logistics of e-grocery retailers: A developing country perspective, Alicia Weber et al.	W116 Procurement Argumentation: Conceptualising a New Meta-Model, Leon Laureij and Sico Santema	P81 Supply chain: insights for practitioners, Rima Ayoub	
16.20-16.50	Coffee Break ZFT Hall					
16.50-17.50	IPSERA Annual General Meeting Lecture Room					
20.00-02.00	Conference Dinner <i>Schwerte, Freischütz Schwerte</i> <i>Prof. Dr. Helen Walker, President of IPSERA, Chair of Operations & Supply Management at Cardiff Business School</i> <i>Prof. Dr. Michael Henke, Vice President of IPSERA, Chair of Enterprise Logistics at TU Dortmund University, Director of the Section Enterprise Logistics at Fraunhofer IML</i> <i>Dr. Louise Knight, University of Tennessee, Senior Lecturer in Management at Aston University</i> <i>Dr. Wendy L. Tate, Department of Marketing and Supply Chain Management at University of Tennessee</i>					



Wednesday 23 March 2016					
Parallel Paper Presentations 4 (Working Papers)					
	Lecture Room	Great Seminar Room	Logistics Studio	ZFT Room	Main Entrance Logistics Campus
08.30-10.00	W 4.1 Supply Chain Networks	W 4.2 Procurement and Sourcing	W 4.3 Supply Chain Risk Management	W 4.4 Supply Chain Finance Models	Visit to the Fraunhofer Labs
	Chair: Jan Telgen	Chair: Lieven Quintens	Chair: Marika Tuomela	Chair: Lydia Bals	
	W60 To Compress, or not to Compress the Supply Network, Ednilson Bernardes et al.	W7 Total Landed Cost for sourcing decisions: Contextual factors for situative method selection, Andreas Pumpe and Franz Vallé	W36 Stakeholder Reactions to Sustainability Risks, Sirpa Multaharju,	W141 A normative model to select Supply Chain Finance solutions, Luca M. Gelsomino et al.	
	W68 Buyer specification capabilities in triads: A comparison of closed manufacturing supply triads and service triads, Mette Vedel and Anne-Maria Holma	W25 Challenges for Chinese manufacturing suppliers — a multiple case study of Chinese nonwoven fabric product industry, Weimu You	W107 An empirical analysis of supply risks and related mitigation strategies, Michael Westerburg and Christoph Bode	W149 From traditional credit rating to supply chain finance credit rating, Federico Caniato et al.	
	W139 The balancing act between responsiveness and cost-efficiency: a perspective on Soweto Township retailers, Themari Eicker and Orpha Cilliers	W113 Best Value Procurement in the Netherlands, Sicco Santema		W146 A Quantitative & Vertical Portfolio Approach to Procurement. A quantitative approach to procurement models in a brewer's barley-malt supply chain, Matthijs van Bergen et al.	
W97 Achieving a competitive advantage: What is missing from research into supply chain management and servitization?, Daniel Chicksand et al.	W153 Develop Effective Procurement Management Tools for SMEs, Geoffrey Hagelaar et al.				
10.00-10.30	Coffee Break ZFT Hall				
Parallel Paper Presentations 5 (Working Papers)					
	Lecture Room	Great Seminar Room	Logistics Studio		Main Entrance Logistics Campus
10.30-12.00	W 5.1 Sustainability	W 5.2 Procurement	W 5.3 Organizational Change		Visit to the Fraunhofer Labs
	Chair: Federico Caniato	Chair: Stefano Ronchi	Chair: Dirk-Jan Kamann		
	W133 Environmental sustainability in third-party logistics industry: Literature review and research directions, Roberto Cerchione and Emilio Esposito	W59 Benefits of digitally guided buying in B2B markets, Mika Ojala and Tommi Mahlamäki	W40 Retailer-Supplier Information Sharing: An exploration of the combinative effects of inter-organizational dynamics, William Newell et al.	W54 Make or Buy of purchasing activities: From Genesis to organizational change management, Sarrah Chraibi	
	W22 How does Firm's Sustainability Concept affect Buyer-Supplier Collaboration Practices? Herbert Ruile and Pirmin Schmid	W71 Centralizing or not? Using eProcurement for supporting procurement centralization programs in local governments, Andrea Patrucco et al.	W85 Gamification in Purchasing and Supply Management, Daniel Andrews et al.	W63 Latent Value and Social Capital: Implications for Collaboration Effectiveness, Bruce Pinnington	
		W121 Does healthcare procurement in the UK facilitate collaboration across the supply chain? A complex adaptive perspective, Roula Michaelides et al.			
12.10-12.40	Keynote Speech "Procurement Engineering" <i>Steffen Müller, Executive Vice President at KHS GmbH</i> Lecture Room				
12.40-13.25	Closing Plenary Session & Presentation of Next Year's Conference <i>Prof. Dr. Helen Walker, President of IPSERA, Chair of Operations & Supply Management at Cardiff Business School</i> <i>Prof. Dr. Michael Henke, Vice President of IPSERA, Chair of Enterprise Logistics at TU Dortmund University, Director of the Section Enterprise Logistics at Fraunhofer IML</i> <i>Prof. Dr. Dirk-Jan F. Kamann, University of Pannonia, Veszprém, Hungary</i> Lecture Room				
13.25-14.15	Lunch ZFT Hall				
15.00-17.00	Company Visit Dortmund, KHS GmbH				