The Fourth Global Sourcing Workshop
22-25 March 2010 Zermatt, Switzerland

Doing Better Through Outsourcing and Offshoring

WORKSHOP PROGRAM

Day 1: Monday March 22 2010 (18:00-20:00)
18:00: Registration and Reception
19:00-19:15: Welcome and agenda
19:15-20:00: Keynote speaker, Leslie Willcocks

Day 2: Tuesday March 23 2010 (14:00–19:30, followed by Workshop dinner)
Session 1: Sourcing Models and Performance (1)
Session Chair: Leslie Willcocks
14:00 – 14:35 GSW10-01: “Strategic Orientation in the Globalization of Software Firms”
Authors: Jason Dedrick, Kenneth L. Kraemer, Erran Carmel, Debora Dunkle
Discussant: Paul Alpar
Author: Dwayne Whitten
Discussant: Jorg Augustin
15:10 – 15:15 Short break
15:15 - 15:50 GSW10-08: “Information Technology Outsourcing and the Bottom Line”
Authors: Paul Alpar, Patrick Noll
Discussant: Kenneth Kraemer
15:50 – 16:15 GSW10-34: “Results of the Pan-European Survey of Outsourcing Trends: The Client Perspective”
Authors: Ilan Oshri, Julia Kotlarsky
16:15 – 16:30 Coffee break
Authors: Joerg Augustin, Armin Heinzl, Jens Dibbern
Discussant: Tom Philip
17:05 - 17:40 GSW10-29: “Motives and Status Quo of the Internationalization of IT-Shared Service Centers- Global Sourcing, Global Delivery, Global Efficiency”
Authors: Till Julian Möwes, Veit Schulz
Discussant: Erik Beulen
17:40 – 18:15 GSW10-05: “Parallel Transitions in IT Outsourcing: Making it Happen”
Authors: Erik Beulen, Vinay Tiwari
Discussant: Albert Plugge
18:15 – 18:30 Coffee break
Session 2: Sourcing Models and Performance (2)
Session Chair: Sirkka Jarvenpaa
Authors: Joerg Augustin, Armin Heinzl, Jens Dibbern
Discussant: Tom Philip
17:05 - 17:40 GSW10-29: “Motives and Status Quo of the Internationalization of IT-Shared Service Centers- Global Sourcing, Global Delivery, Global Efficiency”
Authors: Till Julian Möwes, Veit Schulz
Discussant: Erik Beulen
17:40 – 18:15 GSW10-05: “Parallel Transitions in IT Outsourcing: Making it Happen”
Authors: Erik Beulen, Vinay Tiwari
Discussant: Albert Plugge
18:15 – 18:20 Short break
Session 3: Building Sourcing Capabilities (1)
Session chair: Jens Dibbern
18:20 – 18:55 GSW10-02: “Strategic Sourcing of R & D: The Determinants of Success”
Authors: Jacques W. Brook, Albert Plugge
Discussant: Sirkka Jarvenpaa
Authors: Esteve Almirall, Jonathan Wareham
Discussant: Jos van Hillegersberg
19:30 Workshop dinner in the Prato Borni restaurant

Day 3: Wednesday March 24 2010 (14:30-19:30 followed by the Workshop Dinner)
Session 4: Building Sourcing Capabilities (2)
Session chair: Armin Heinzl
Authors: Ilja Heitlager, Remko Helms, Sjaak Brinkkemper
Discussant: Floor De Jong
Authors: Giovanni Vaia, Aurelio Tomasetti, Francesco Zirpoli
Discussant: Dwayne Whitten

15:40 – 16:15  GSW10-09: “Management of Globally Distributed Software Development Projects in Multiple-Vendor Constellations”
Authors: Katharina Vogt, Roman Beck, Robert Wayne Gregory
Discussant: Ilja Heitlager

16:15 – 16:30  Coffee break

Session 5: Corporate Social Responsibility in Sourcing
Session Chair: Kenneth Kraemer
16:30 – 17:05  GSW10-06: “How Green is my Outsourcer? Towards a Stages of Growth Model for Environmental Responsibility in Global IT Outsourcing”
Authors: Ron Babin, Brian Nicholson
Discussant: Joachim Timlon

17:05 – 17:40  GSW10-14: “Strategic Sourcing Decisions and Corporate Social Responsibility: The Logic of Appropriateness Applied to the Brazilian Market”
Authors: Joachim Timlon, Janine Saponara
Discussant: Giovanni Vaia

17:40 – 17:45  Short break

Session 6: Governance and management issues in Sourcing
Session Chair: Brian Nicholson
17:45 – 18:20  GSW10-17: “Portfolios of Control: Research Outsourcing Discourses and Their Potential for Discipline”
Authors: Eleni Lioliou, Leslie Willcocks
Discussant: Armin Heinzl

Authors: Floor de Jong, Jos van Hillegersberg, Pascal van Eck, Feiko van der Kolk
Discussant: Eleni Lioliou

Authors: Tsipi Heart, Noa Shamir Tsur, Nava Pliskin
Discussant: Veit Schulz

19:30  Workshop dinner in the Dining Room of the Hotel Schweizerhof

Day 4: Thursday March 25 2010 (14:30-19:00)

Session 7: Knowledge and Collaboration in Sourcing
Session Chair: Ron Babin
Authors: Seamas Kelly, Camilla Noonan, Simeon Vidolov
Discussant: Brian Nicholson

15:05 – 15:30  GSW10-36: “How organizational context and boundary spanning processes shape active faultlines in offshore engineering services teams”
Authors: Sirkka Jarvenpaa

15:40 – 15:45  Short break

15:45 – 16:20  GSW10-12: “Knowledge Integration in Global R&D Networks”
Authors: Roos Erkelens, Bart van den Hooff, Paul Vlaar, Marleen Huysman
Discussant: Erik Wende

Authors: Erik Wende, Gerhard Schwabe, Tom Philip
Discussant: Camilla Noonan

16:55 – 17:10  Coffee break

Session 8: Emerging Topics in Sourcing
Session Chair: Jos van Hillegersberg
17:10 – 17:45  GSW10-32: “Delineating the Limits in Public Sector Outsourcing: The ASPIRE Case”
Authors: Antonio Cordella, Leslie Willcocks
Discussant: Roos Erkelens

Author: Gerhard F. Knolmayer

18:25 – 19:00  Closing Words, Leslie Willcocks