

Curriculum Vitae (as of May 2011)

**Dr. Tawfik JELASSI, Ph.D.**

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Professor of Information Technology and e-Business  
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**EDUCATION:**

**New York University, Stern School of Business (USA):**

**1985:** Ph.D. degree in Information Systems (graduation with honors and high distinction).

Doctoral thesis committee: Prof. Edward A. Stohr (Chairman), Prof. Matthias Jarke, and Prof. Melvin F. Shakun (members).

**1983:** Master of Philosophy (M. Phil.) degree in Information Systems.

**Université de Paris-Dauphine (France):**

**1981:** Diplôme d'Etudes Approfondies (D.E.A.) en Informatique des Organisations.

**1980:** Maîtrise d'Informatique Appliquée à la Gestion des Entreprises (M.I.A.G.E.).

**Institut Supérieur de Gestion, Université de Tunis (Tunisia):**

**1978:** Diplôme de Technicien Supérieur en Informatique de Gestion.

**WORK EXPERIENCE:**

**Since June 2004:** Dean and President of the Board of Directors of the School of International Management at the Ecole Nationale des Ponts et Chaussées (ENPC), Paris, France. (ENPC was created in 1747 by King Louis XV and is today considered as the oldest civil engineering university in the world. Over time, it has evolved into a full-fledge graduate educational and research institution spanning several engineering fields as well as management and business education).

Duties as Dean include the strategic management and business development of the portfolio of ENPC MBA programs offered in Paris and those delivered through international partnerships in Casablanca, Abu Dhabi, Shanghai, Beijing and Philadelphia.

**Since February 2011:** Chairman of the Board of Directors of Tunisiana, the leading mobile telecom operator in Tunisia, which is majority owned by Qtel (Qatar Telecom).

**July 2010:** Faculty Guest at Harvard Business School, Cambridge, MA. (USA).

**Since 2009:** Member of the Board of Directors of the Sino-French Institute of Engineering and Management (IFCIM).

**September 2001 – May 2004:** Co-Dean and Member of the Board of Directors of the ENPC School of International Management.

**Since September 2000:** Professor of e-Business & Information Technology and Director of Academic Affairs at the ENPC School of International Management.

**September 2000 – December 2007:** Affiliate Professor then Adjunct Professor of Technology Management at INSEAD, Fontainebleau, France.

**1996 – July 2000:** Dean of Academic Affairs and Professor of e-Business & Information Technology at the Euro-Arab Management School (EAMS), Granada, Spain. (EAMS was created in 1995 by the European Union, with the support of the League of Arab States and the Government of Spain).

**1994 - 1996:** Professor of Information Technology & Strategy and Director of the MBA Program at Theseus Institute, Sophia Antipolis, France.

**1989 - 1994:** Associate Professor of Management Information Systems at INSEAD, Fontainebleau, France.

**1989 - 1992:** Co-ordinator of the Technology Management Area at INSEAD, Fontainebleau.

**1985 - 1988:** Assistant Professor of Management Information Systems (MIS) at the Indiana University Graduate School of Business, Bloomington, Indiana (USA).

**1982 - 1984:** Graduate Research Assistant in the Information Systems Department at New York University Stern School of Business, New York City (USA).

**1980 - 1982:** Adjunct Assistant Professor of Computer Science at the Université de Paris-Dauphine and at the Institut Supérieur de Gestion, Paris (France).

## **RESEARCH**

### **Research Interests:**

Business transformation through information and communication technologies (ICT); Innovation and technology management; Competitive / strategic use of ICT; e-Business and electronic commerce; Computer-based group decision and negotiation support systems.

### **Recognition of Research Excellence:**

Runner-up in the 3<sup>rd</sup> edition of the competition for the “Academic Prize in Management Research” (Prix Académique pour la Recherche en Management), April 2011, Paris.

Winner in 2008 of the First Place Award in the international paper award competition organized annually by the Society for Information Management (SIM), USA.

Winner in 2005 of the First Place Award in the international paper award competition organized by SIM.

Runner-up in the 2002 international paper award competition organized by SIM.

Winner in 2000 (with Honorable mention) of the international paper award competition organized by SIM.

Nominated in 2000 for the Best Paper Award at the 8<sup>th</sup> Annual European Conference on Information Systems (ECIS), held in Vienna, Austria.

Winner in 1996 of the Third Place Award in the international paper award competition organized by SIM.

Winner in 1993 of the Second Place Award in the 1993 international paper award competition organized by SIM.

### **Recognition of Excellence in Case Study Writing:**

Winner in 2011 of the Case Study Award for the “African business” category in the case writing competition organized by the European Foundation for Management Development (EFMD), Brussels.

Winner in 2002 of the European Case Award (for the "Strategy and General Management" category) given by the European Case Clearing House (ECCH) in association with BusinessWeek.

Winner in 2001 of the European Case Award (for the "Production and Operations Management" category) given by ECCH in association with BusinessWeek.

Winner in 1999 of the First Place Award (for the “Retailing” category) in the case writing competition organized by the European Foundation for Management Development (EFMD), Brussels.

Winner in 1999 of the European Case Award (for the "Production and Operations Management" category) given by ECCH in association with BusinessWeek.

Winner in 1998 of the Second Place Award (for the “Retailing” category) of the case writing competition organized by the EFMD.

Winner in 1995 of the Second Place Award (for the “Technology Management” category) of the case writing competition organized by the EFMD.

Winner in 1992 of the First Place Award (for the “Technology Management” category) of the case writing competition organized by the EFMD.

## **TEACHING, PROGRAM DEVELOPMENT AND ACADEMIC MANAGEMENT**

### **Recognition of Teaching Excellence:**

Received in 2010, 2008, 2007 and 2002 the best MBA students’ course evaluation in the ENPC Executive MBA program run jointly by the Ecole Hassania des Travaux Publics (Casablanca) and the ENPC School of International Management (Paris).

Top 15% Teaching Excellence Award Winner in the academic year 2006-2007 at the Robert H. Smith School of Business, University of Maryland (USA).

Received in 2003 the best MBA students’ course evaluation in the International MBA program of the University of Edinburgh Management School (UK).

Voted in 2003 by the MBA students “Best professor of the year” in the MBA program of the ENPC School of International Management, Paris.

Received in 2001 the best course evaluation in the KPMG Executive MBA program run by the ENPC School of International Management.

Ranked in 1999 and 1997 “Best professor of the year” by the Faculty participants in the “Train-the-Trainers” program of the Euro-Arab Management School (Granada, Spain).

Nominated in 1990 by the MBA students at INSEAD (Fontainebleau) for the Teaching Excellence Award.

Recipient in 1990 of the Excellence Award from the American Assembly of Collegiate Schools of Business (AACSB) Faculty Development Institute on Information Systems.

Nominated in 1987 by the Doctoral Students’ Association for the Teaching Excellence Award at Indiana University School of Business, Bloomington (USA).

### **Program Design & Development and Academic Management at ENPC School of International Management:**

**2011:** An Executive MBA program with specialization in Aviation Management for Airbus China, to be launched in October 2011 in Beijing in partnership with Tsinghua University and Ecole Nationale de l’Aviation Civile (ENAC).

**2009:** A full-time MBA program to be launched in September 2011 in Casablanca (Morocco) aiming at participants coming from the Maghreb and Sub-Sahara African countries.

**2009:** “Executive MBA”, a dual-degree program jointly developed and delivered in Paris in partnership with the Fox School of Business at Temple University, Philadelphia (USA).

**2007:** “MBA in International Business”, a dual-degree part-time program jointly developed and delivered in Abu Dhabi in partnership with Abu Dhabi University (United Arab Emirates).

**2006:** “Executive MBA”, a two-year program delivered in Paris by the ENPC School of International management.

**2005:** “Doctoral program in Management”, a four-week full-time program in management developed (subsequent to an open bidding) and delivered in Paris to 50 Ph.D. students enrolled in the Grandes Ecoles of ParisTech, the Paris Institute of technology. Participants come from Ecole Polytechnique, Ecole des Mines, Ecole des Ponts, Ecole Nationale Supérieure des Télécommunications, Ecole Nationale Supérieure des Arts et Métiers, Ecole Nationale Supérieure des Techniques Avancées, Institut Agronomique, etc.

**2005:** “Tri-Continent MBA”, a full-time one-year dual-degree program jointly developed and delivered in Paris, Philadelphia, Tokyo and Shanghai in partnership with the Fox School of Business at Temple University.

**2004:** “MBA in Technology and Entrepreneurship”, a program delivered both full-time and a part-time in Paris by the ENPC School of International Management.

**2004:** “Customized Executive MBA for KPMG Europe”, a two-year part-time program developed and delivered in partnership with the Management School of the University of Edinburgh, U.K.

**2003:** “Cycle International Management / Cycle Technology & Entrepreneurship”, a one-year part-time program designed for the engineering students of the Grandes Ecoles that are members of ParisTech.

## **Courses / Seminars Developed and Taught:**

### MBA Courses:

'Linking Information Technology and Business Strategy'; 'Business Models for Emerging Technologies'; 'Innovation and Technology Management'; 'Strategies for e-Business'; 'Information Technology for Global Competitiveness'; 'Electronic Commerce and e-Business'; 'Business Process Reengineering'; 'Information Technology for Managers'; 'Decision Support Systems'.

Ph.D. Seminar on Information Systems at INSEAD (Fontainebleau), co-taught with Soumitra Dutta.

Ph.D. Program in Management for ParisTech. Developed the program, managed it academically and contributed to its teaching since its start in 2005.

### Executive Education Seminars:

'Value Creation through Information Technology'; 'Linking IT and Business Strategy'; 'Technology Management', 'Strategies for e-Business'; 'Managing IT for Competitive Advantage'.

Customized executive education modules developed and delivered for top-level managers at several multinational firms as well as public organizations around the world, including: Unilever, Carrefour, Metro AG, Nestlé Portugal, Philipp Morris, Siemens, EADS, Alcatel, Fujitsu, Oracle, Vodafone, Portugal Telecom, Peugeot/Citroën, Renault, Volvo, Fiat, Allianz, Hypo-Vereins Bank (HVB), Dexia Bank, Standard Chartered Bank, Millennium Bank, EuroBank, Crédit Agricole/ Sofinco, Pfizer, Merck, Astra Zeneca, Cemex, KPMG, PriceWaterhouseCoopers, Deloitte, Galp Energy, Q8, The German Chamber of Commerce and Industry, PostEurop, etc.

### Faculty Development Seminar:

A week-long Faculty development seminar on "Case Study Writing and Teaching".

### Graduate Seminars:

2003: A week-long seminar on "Innovation and Technology Management" attended by 80 engineering students from the UNITECH consortium of leading engineering schools in eight European countries, including Paris-Tech (France), ETH Zurich (Switzerland), Imperial College London (UK), RWTH Aachen (Germany), Technische Universiteit Delft (The Netherlands), Politecnico de Milano (Italy), Universitat Politecnica de Catalunya in Barcelona (Spain), and Chalmers University of Technology in Göteborg (Sweden).

### "Train-the-Trainers" Program:

A 15-week 'Master in Management Development Program' offered by the Euro-Arab Management School in Granada (Spain). Participants in this program are management & business professors and trainers coming from 33 business schools and representing 17 European and Arab countries.

## **RESEARCH PUBLICATIONS**

### **Books:**

Tawfik Jelassi and Albrecht Enders, "*Strategies for e-Business: Creating Value through Electronic and Mobile Commerce*", Third Edition, forthcoming, London: Financial Times/ Prentice-Hall, 2012.

Tawfik Jelassi and Albrecht Enders, "*Strategies for e-Business: Creating Value through Electronic and Mobile Commerce*", Second Edition, published in London by Financial Times/ Prentice-Hall, 2008 – 626 pages. Forewords by Prof. Warren McFarlan (Harvard Business School), and Dr. Bolko von Oetinger (Director of the Strategy Institute at the Boston Consulting Group). Web site link for detailed information about the book:

<http://vig.pearsoned.co.uk/catalog/academic/product/0,1144,0273710281,00.html>

A Chinese and Korean translations of the above-mentioned book are forthcoming in 2011.

Tawfik Jelassi and Albrecht Enders, “*Strategies for e-Business: Creating Value through Electronic and Mobile Commerce*”, published in London by Financial Times/ Prentice-Hall, 2005 – 632 pages. Forewords by Mr. Erkki Liikanen (European Union Commissioner for Enterprise and Information Society) and Dr. Bolko von Oetinger (Director of the Strategy Institute at the Boston Consulting Group).

A Chinese translation of the above-mentioned book was published in 2006 by Financial Times/ Prentice Hall and Dongbei University of Finance & Economics Press, Dalian (China).

Tawfik Jelassi, *Competing through Information Technology: Strategy and Implementation*, London: Prentice Hall (European Casebook Series in Management), 298 pages, 1994. Foreword by Warren McFarlan, Dean of Research at Harvard Business School.

Claudio Ciborra and Tawfik Jelassi (editors): *Strategic Information Systems: a European Perspective*, New York: John Wiley & Sons Publishing, 242 pages, 1994.

Tawfik Jelassi, Michel Klein and Bill Mayon-White (editors): *Decision Support Systems: Experiences and Expectations*, Amsterdam: North-Holland, 323 pages, 1992.

#### **Publications in Refereed Academic Journals:**

“Innovative Usage and Socio-Economic Impact of the M-PESA Mobile Financial Service on Entrepreneurs: Findings from an Ethnographic Research in Kenya”, under revision (with Stephanie Ludwig).

“Leveraging Multi-Channel Retailing – The Experience of Tesco.com”, in Management Information Systems Quarterly Executive (MISQE), Vol. 8, No. 2, June 2009, pages 1-12 (with Albrecht Enders).

“From e-Banking to e-Business at Nordea Bank”, Management Information Systems Quarterly Executive (MISQE), Vol. 5, No. 1, March 2006, pages 31-42 (with Albrecht Enders and Bo Harald).

“The Relativity of Disruption – E-banking as a Sustaining Innovation in the Banking Industry”, Journal of Electronic Commerce Research, Vol. 7, No. 2, pages 67-77, 2006 (with Albrecht Enders, Andreas König and Harald Hungenberg).

“An E-commerce Sales Model for Manufacturing Companies : A Conceptual Framework and a European Example”, European Management Journal, Vol. 21, No. 1, February 2003, pages 38-47 (with Stefanie Leenen).

“Creating Customer Value in Online Grocery Shopping”, International Journal of Retail and Distribution Management, Vol. 30, No. 4, pages 211-220, 2002 (with Bill Anckar and Pirkko Walden).

“The Converging Business Models of Internet and Bricks-and-Mortar Retailers”, European Management Journal, October 2000, pages 542-550 (with Albrecht Enders).

“Business Strategies for the Information Society: The Challenge of an IT Outsourcer”, European Management Journal, December 1999, pages 615-624 (with Claudia Loebbecke).

“Knowledge-Based Strategic Market Management: A Conceptual Model and a European Example”, Journal of Decision Systems, Vol. 7, 1998, pages 195-213 (with Malin Brännback).

“Business Process Redesign at CompuNet AG: Standardizing Top Quality Service through Information Technology”, Journal of Strategic Information Systems, Vol. 6, 1998, pages 339-359 (with Claudia Loebbecke).

“The Limits to DSS: Supporting Vision, Creativity and Future Thinking”, Journal of Decision Systems, Vol. 6, No. 4, December 1997, pages 317-331 (with Claudia Loebbecke, Philip Powell, Alan Eardley, and David Avison).

“Concepts and Technologies for Virtual Organizing: The Gerling Journey”, European Management Journal, Vol. 15, No. 2, April 1997, pages 138-146 (with Claudia Loebbecke).

"The Role of IT in Retailing: The Case of Supporting Fashion Purchasing at a European Department Store Chain", Journal of Strategic Information Systems, March 1996, Vol. 5, pages 67-78 (with Claudia Loebbecke and Julia Kronen).

“An Empirical Study of an Interactive, Session-Oriented Negotiation Support System”, Group Decision and Negotiation, Vol. 4, No. 6, November 1995, pages 485-512 (with Abbas Foroughi and William Perkins).

“Teaching Information Systems Management with Cases”, Information Systems (IS) World, 1995 (with Sid Huff and James Cash).

“Competing through EDI at Brun Passot: Achievements in France and Plans for the Single European Market”, MIS Quarterly, December 1994, pages 337-352 (with Olivier Figon).

“DSS Research and Practice in Perspective”, Decision Support Systems: The International Journal, Vol. 12, Nos. 4-5, November 1994, pages 267-276 (with Albert A. Angehrn).

"The French Videotext System Minitel: A Successful Implementation of a National Information Technology Infrastructure", MIS Quarterly, Vol. 18, No. 1, March 1994, pages 1-20 (with William Cats-Baril).

“An Evaluation of a Multi-Criteria Decision Support System for the Selection of Packaged Software”, Journal of Decision Systems, Vol. 3, 1994 (with Louis A. LeBlanc).

"Integrating Global Commercial Operations with Information Technology at BP Chemicals: A Case Study", Journal of Strategic Information Systems, Vol. 2, No. 1, March 1993, pages 77-95 (with Soumitra Dutta).

“Gaining Business Value from Information Technology: The Case of Otis Elevator, France”, European Management Journal, Vol. 11, No. 1, March 1993, pages 62-73.

"Assigning Students to Sections A Multi-Criteria Decision Support Systems Approach", Decision Sciences, Vol. 23, No. 3, May-June 1992, pages 746-757 (with Rob R. Weitz).

“An Evaluation and Selection Methodology for Expert Systems Shells”, Expert Systems and Applications: An International Journal, Vol. 2, 1991, pages 201-209 (with Louis A. LeBlanc).

"The Impact of Language Theories on DSS Dialog", European Journal of Operational Research, Vol. 50, 1991, pages 113- 126 (with Joyce K. Byrer).

“An Interactive Group Decision Aid for Multi-objective Problems: An Empirical Assessment”, OMEGA: The International Journal of Management Science, Vol. 18, No. 6, 1990, pages 595-604 (with Peri Iz).

“A Development Framework for Computer-Supported Conflict Resolution”, European Journal of Operational Research, Vol. 46, 1990, pages 181-199 (with Robert G. Anson).

“The Effects of Computer Intervention and Task Structure on Bargaining Outcome”, Theory and Decision, Vol. 28, 1990, pages 355-377 (with Beth H. Jones).

“Negotiation Support Systems: An Overview of Design Issues and Existing Software” Decision Support Systems: The International Journal, Vol. 5, No. 2, 1989, pages 167-181 (with Abbas Foroughi).

“DSS Software Selection: A Multiple Criteria Decision Methodology”, Information & Management, Vol. 17, No.1, 1989, pages 49-65 (with Louis A. LeBlanc).

“An Integrated Framework for Group Decision Support Systems Design”, Information & Management, Vol. 13, No.3, 1987, pages 143-153 (with Renée A. Beauclair).

“The Emerging Role of DSS: From Passive to Active”, Decision Support Systems: The International Journal, Vol. 3, No. 4, 1987, pages 299-307 (with Christine S. Fidler and Karen Williams).

"MEDIATOR: Towards A Negotiation Support System ", European Journal of Operational Research, Vol. 31, No. 3, 1987, pages 314-334 (with Mattias Jarke and Melvin F. Shakun).

“Prise de Décision dans l'Organisation: Quand les SIAD Peuvent-Ils Aider?”, AFCET/ Interfaces, No. 56, June 1987, pages 12-16 (with X. Tung Bui).

“Designing a Generalized Multiple Criteria Decision Support System”, Journal of Management Information Systems, Vol. 1, No. 4, Spring 1985, pages 24-43 (with Matthias Jarke and Edward A. Stohr).

### **Papers in Refereed Conference Proceedings:**

“Integrating Online Communities in Service Innovation Strategy”, under review, 2011 (co-author: Dhruv Bhatli).

“The Sustainability of India’s Comparative Advantage in IT Offshore Outsourcing” in: Proceedings of the 14<sup>th</sup> European Conference on Information Systems (ECIS), June 11-14, 2006, Göteborg, Sweden (with Suman Modwel).

“Performance Consequences of a Strategy-Manager Co-Alignment: An Empirical Investigation in Large German Companies”, in: Proceedings of the Annual Conference of the Strategic Management Society, 2006 (with Torsten Wulf, Volker Brinkmann and Harald Hungenberg).

“Leveraging Wireless Technology for Mobile Advertising”, in: Proceedings of the 12<sup>th</sup> European Conference on Information Systems (ECIS), 14-16 June 2004, Turku, Finland, (with Albrecht Enders).

"Embarking on e-Business at Ducati Motorcycles (Italy)", in: Proceedings of the 9<sup>th</sup> Annual European Conference on Information Systems (ECIS), June 27-29, 2001, Bled, Slovenia (with Stefanie Leenen).

"Nettmarket.com: A Virtual Grocery Retailer", in: Proceedings of the 14<sup>th</sup> International Conference on Electronic Commerce, June 24-26, 2001, Bled, Slovenia (with Pirkko Walden and Bill Anckar).

"Battling over Books (and More): The Internet-based Competition between Bertelsmann Online and Amazon.com", in: Proceedings of the 8<sup>th</sup> Annual European Conference on Information Systems (ECIS), July 3-5, 2000, Vienna, Austria (with Albrecht Enders).

"The Evolution of Branchless Banking: The Advance Bank in Germany", in: Proceedings of the 13<sup>th</sup> Annual International Conference on Electronic Commerce, June 19-21, 2000, Bled, Slovenia (with Albrecht Enders).

"Designing Flexible Learning Programs for Business Education and Management Development Training", in: Proceedings of the International Symposium on "For a Renewal of Management Education", pages 91-112, November 18-19, 1999, Tunis, Tunisia (with Taisir Hasan).

"The Limits to DSS: Supporting Vision, Creativity and Future Thinking", in: Proceedings of the International Society on Decision Support Systems (ISDSS) Conference, pages 553-563, July 21-22, 1997, Lausanne, Switzerland (with Claudia Loebbecke, Philip Powell, A. Eardley, and David Avison).

"The Electronic Purse in Portugal: A Mere Payment System or a Socio-Economic 'Revolution'?", in: Proceedings of the 5<sup>th</sup> European Conference on Information Systems (ECIS), pages 1448-1469, June 19-21, 1997, Cork Ireland (with Manuel Joao Pereira).

"Building the Virtual Corporation at Gerling", in: Proceedings of the 4<sup>th</sup> European Conference on Information Systems (ECIS), July 2-4, 1996, Lisbon, Portugal (with Claudia Loebbecke).

"Integrating Global Operations with Information Technology: Lessons from a Case Study", in: Proceedings of the 26<sup>th</sup> Hawaii International Conference on System Sciences (HICSS), January 1994 (with Soumitra Dutta).

"Interactive Negotiation Support Systems: Results of an Empirical Study", in: Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), November 1991, Miami, Florida (with Abbas Foroughi).

"An Evaluation of a Multi-Criteria Decision Support System for the Selection of Packaged Software", in: Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), November 1990, San Diego, CA. (with Louis A. LeBlanc).

"Negotiation Support Systems Solutions to Major Negotiation Stumbling Blocks", in: Proceedings of the 23<sup>rd</sup> Hawaii International Conference on Systems Sciences (HICSS), Volume IV, pages 2-11, January 2-5, 1990 (with Abbas Foroughi).

"An Evaluation and Selection Methodology for Expert System Shells", in: Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), November 20-22, 1989, New Orleans, Louisiana (with Louis A. LeBlanc).

"A Decision Support System for the Dynamic Selection of Manufacturing Locations within the United States", in: Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), November 21-23, 1988, Las Vegas, Nevada (with Peter Haug).

"An Integrative Approach to DSS Education", in: Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), Las Vegas, Nevada, November 21-23, 1988, pages 495-497 (with Thomas W. Lauer).

"Group Decision Support Systems for Multi-Objective Problems: An Empirical Study", in: Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), November 21-23, 1988, pages 195-197, Las Vegas, Nevada (with Peri Iz).

“The Selection of Service Facility Locations: A Multi-Criteria Decision Support System Methodology”, in Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), November 21-23, 1988, Las Vegas, Nevada (with Peter Haug).

“The Search for A Global Facility Location through Decision Support”, in Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), pages 218-220, November 23-25, 1987, Boston, MA. (with Peter Haug).

“Prise de Décision dans l'Organisation: Quand les SIAD Peuvent-Ils Aider?”, in : Actes du Colloque sur le Développement des Sciences et Pratiques de l'Organisation, Association Française pour la Cybernétique Economique et Technique (AFCET), pages 275-282, March 10-12, 1987, Paris (with X. Tung Bui).

“A Multi-Criteria Decision Support System (MCDSS) for International Site Selection Problems”, in: Proceedings of the Annual Meeting of the Decision Sciences Institute (DSI), pages 134-136, November 23-25, 1986, Honolulu, Hawaii (with Peter Haug and Paul M. Swamidass).

“View Integration in Negotiation Support Systems”, in Jane Fedorowicz (Editor): in: Transactions of the 6<sup>th</sup> International Conference on Decision Support Systems, pages 180-188, April 21-24, 1986, Washington, D.C. (with Matthias Jarke).

“A Database-Driven User Interface Generator for a Generalized Multiple-Criteria Decision Support System”, in: Proceedings on Languages for Automation, pages 127-133, November 1-3, 1984, New Orleans, LA. (with Matthias Jarke and Edward A. Stohr).

#### **Panel Chair, Panel Member or Paper Discussant in Refereed Academic Conferences:**

“The Regional/National Context, Business Strategy and IT Practices”, Academic Workshop of the Society for Information Management (SIM), December 10, 2005, Las Vegas, Nevada. (Panel Chair: Robert Zmud; Panel members: Andy Boynton, Omar El Sawy, Tawfik Jelassi, V. Sambamurthy, Siew Kien Sia, Christina Soh).

"Mobile Commerce: Core Issues, Products and Services", Fourteenth International Conference on Electronic Commerce, June 24-26, 2001, Bled Slovenia. (Panel Chair: Christer Carlsson; Panel Members: Gary Dickson, Tawfik Jelassi, Doug Vogel, and Pirkko Walden).

Discussant of a Research Paper on "Virtual Organizations: Two Choice Problems" at the Nineteenth International Conference on Information Systems (ICIS), December 13-16, 1998, Helsinki, Finland.

“Building Relationships in Electronic Commerce: European and North American Perspectives”, Eighteenth International Conference on Information Systems (ICIS), December 14-17, 1997, Atlanta, Georgia. (Panel Chair: Rolf Wigand; Panel members: Robert Benjamin, Tawfik Jelassi, Stefan Klein and Rolf Wigand).

“Global Electronic Commerce: Leading-Edge Business Applications”, Fourth European Conference on Information Systems (ECIS), June 2-4, 1996, Lisbon, Portugal. (Panel Chair: Tawfik Jelassi; Panel members: Ellen Christiaanse, Yves Pigneur, Stephan Wolf).

“The Use of Case Studies in Information Systems Education”, Third European Conference on Information Systems (ECIS), Athens, Greece, June 1-3, 1995. (Panel Chair: Tawfik Jelassi, Panel Member: Richard Mason).

“National Information Technology Policies: European and US Perspectives”, Fourteenth Annual International Conference on Information Systems (ICIS), December 14-17, 1994, Vancouver, Canada.

(Panel Chair: Tawfik Jelassi; Panel members: Lynda Applegate, Niels Bjorn-Andersen, Norbert Szyperski).

“Electronic Data Interchange: Industry Structure and Competition in European Markets”, Thirteenth Annual International Conference on Information Systems (ICIS), December 6-9, 1993, Orlando, Florida. (Panel Chair: Niels Bjorn-Andersen; Panel members: Tawfik Jelassi, Helmut Krcmar, Ramon O’Callaghan).

Discussant of a Research Paper on "Creating an Information Systems Infrastructure for Development Planning" at the 12<sup>th</sup> Annual International Conference on Information Systems (ICIS), December 16-18, 1991, New York City.

Member of a Panel Discussion on Negotiation Support Systems at the Twenty-Third Annual Hawaii International Conference on System Sciences, January 2-5, 1990.

“Approaches to the MBA Core Course in Information Systems”, Eleventh International Conference on Information Systems (ICIS), December 16-19, 1990, Copenhagen, Denmark. (Panel Chair: Edward A. Stohr; Panel members: Tawfik Jelassi and James McKeeney).

### **Book Chapters:**

“ICT in Tunisia: A Strategic Lever for Building a Knowledge-based Economy”, in Soumitra Dutta and Irene Mia (Editors): *The Global Information Technology Report 2009-2010: ICT for Sustainability*, published by the World Economic Forum and INSEAD, March 2010, pages 153-164.

“The Relativity of Disruption – E-Banking as a Sustaining Innovation in the Banking Industry”, in Stuart Barnes (Editor): *E-Commerce and Virtual Business*, Butterworth-Heinemann, 2007 (with Albrecht Enders and Harald Hungenberg).

“Competing through EDI at Brun Passot: Achievements in France and Ambitions for the Single European Market,” in: Robert D. Galliers, M. Lynne Markus and Sue Newell (Editors): Exploring Information Systems Research Approaches – Readings and Reflections, Oxon: Routledge, 2007, pages 199-214 (with Olivier Figon).

“Mobile Marketing: A European Perspective”, in Stuart J. Barnes and Eusebio Scornavacca (Editors): *Unwired Business: Cases in Mobile Business*, Idea Group Publishing 2006, pages 82-95 (with Albrecht Enders).

"Banking on the Internet: The Advance Bank in Germany", in: Sid L. Huff, Michael Wade, Michael Parent and Scott Schneberger (Editors), Cases in Electronic Commerce, Second Edition, Boston: Irwin McGraw-Hill, 2002 (with Albrecht Enders).

“Smart Money: The “Porta Moedas Multibanco” Project in Portugal”, in Brian Hunt and Stuart Barnes (Editors): Electronic Commerce and Virtual Business, London: Butterworth-Heinemann, 2000 (with Manuel Joao Pereira).

"Banking on the Internet: The Advance Bank in Germany", in: Michael A. Hitt, R. Duane Ireland, and Robert E. Hoskisson (Editors), Strategic Management: Competitiveness and Globalization, South-Western College Publishing, 2000 (with Albrecht Enders).

“Establishing a National Information Technology Infrastructure: The Case of the French Videotex System, Minitel”, in: Sid L. Huff, Michael Wade, Michael Parent, Scott Schneberger and Peter Newson (Editors), Cases in Electronic Commerce, Boston: Irwin McGraw-Hill, 2000 (with James Téboul and William Cats-Baril), pages 37-59 .

“Electronic Data Interchange at Papeteries Brun Passot, Making Paper Passé”, in Helmut Krcmar, Niels Bjorn-Andersen, and Ramon O'Callaghan (Editors): EDI in Europe: How It Works in Practice, New York: Wiley Publishing, 1995, pages 163-184.

“Electronic Data Interchange at Leroy Merlin, a Standardized Success?”, in Helmut Krcmar, Niels Bjorn-Andersen, and Ramon O'Callaghan (Editors): EDI in Europe: How It Works in Practice, New York: Wiley Publishing, 1995, pages 67-84 (with Claudia Loebbecke).

“The Impact of Information Technology on the Transport Sector in France”, in Helmut Krcmar and Bettina Schwarzer (Editors): The Impact of Information Technology on the European Transport Sector, Wiesbaden: Gabler Verlag Publishing, 1995, pages 147-165 (with Torsten Eistert).

“The Impact of IT on Rail Transportation in France: The Case of SNCF's SOCRATE”, in Helmut Krcmar and Bettina Schwarzer (Editors): The Impact of Information Technology on the European Transport Sector, Wiesbaden: Gabler Verlag Publishing, 1995, pages 11-26 (with A. Arnesen, E. Nordin, F. Paulus and D. Rechatin).

“The Impact of IT on Road Transportation in France: The Case of Calberson”, in Helmut Krcmar and Bettina Schwarzer (Editors): The Impact of Information Technology on the European Transport Sector, Wiesbaden: Gabler Verlag Publishing, 1995, pages 83-95 (with Claudia Loebbecke).

“Establishing a National Information Technology Infrastructure: The Case of the French Videotex System, Minitel”, in Claudio Ciborra and Tawfik Jelassi (Editors): Strategic Information Systems: A European Perspective, New York: Wiley Publishing, 1994, pages 73-98 (with William Cats-Baril).

“BP Chemicals' Commercial System: A Strategic Transition”, in Claudio Ciborra and Tawfik Jelassi (Editors): Strategic Information Systems: A European Perspective, New York: Wiley Publishing, 1994, pages 113-132 (with Soumitra Dutta).

“BP Chemicals' Commercial System: IT Risk and Project Management”, in Claudio Ciborra and Tawfik Jelassi (Editors): Strategic Information Systems: A European Perspective, New York: Wiley Publishing, 1994, pages 141-160 (with Soumitra Dutta).

“DSS Software Selection: A Multiple Criteria Decision Methodology”, in Ralph H. Sprague and Hugh Watson (Editors): Decision Support Systems: Putting Theory into Practice, Third Edition, New York: Prentice Hall, 1993, pages 200-225 (with Louis LeBlanc).

“Du Présent au Futur: Bilan et Orientations des Systèmes Interactifs d'Aide à la Décision”, in Danièle Bourcier and Jean-Paul Costa (Editors): L'Administration et les Nouveaux Outils d'Aide à la Décision: Systèmes Experts et SIAD, Paris: STH Publishing, 1992, pages 27-51.

“View Integration in Negotiation Support Systems”, in Paul Gray (Editor): Readings in Decision Support and Executive Information Systems, New York: Prentice Hall, 1991 (with Matthias Jarke).

“Modelling with MCDSS: What about Ethics”, in Pekka Korhonen, Jyrki Wallenius and Andrzej Lewandowski (editors): Multiple Criteria Decision Support, Berlin: Springer-Verlag Publishing, 1991 (with Bernard Sinclair-Desgagné).

“A Framework for Building an Expert System for Multi-criteria Decision Making Models Selection”, in A. Geoffrion Lockett (Editor): Improving Decision-Making in Organizations, Berlin: Springer-Verlag Publishing, 1990 (with Vladimir M. Ozerney).

“A Study of the Effect of Interactive Preference Aggregation in a Multiobjective Group Decision Aid”, in Andrzej Lewandowski and Oleg Larichev (editors): Multiobjective Problems of Mathematical Programming, Berlin: Springer-Verlag Publishing, 1990 (with Peri Iz).

“An Introduction to Group Decision and Negotiation Support”, in Carlos A. Bana e Costa (Editor): Readings in Multiple Criteria Decision Aid, Berlin: Springer-Verlag Publishing, 1990, pages 537-568 (with Gregory Kersten and Stanley Zionts).

“Conflicting Objectives in Software System Design”, in Birsen Karpak and Stanley Zionts (editors): Multiple Criteria Decision-Making and Risk Analysis using Microcomputers, Berlin: Springer-Verlag Publishing, 1989, pages 367-394 (with Aydin Ulkucu and Tuncer Saydam).

“MEDIATOR: Towards A Negotiation Support System”, in Melvin F. Shakun: Evolutionary Systems Design: Policy-Making under Complexity and Group Decision Support Systems, Oakland: Holden Day Publishing, 1988, pages 152-181 (with Matthias Jarke and Melvin F. Shakun).

“Getting to Yes with NSS: How Computers Can Support Negotiations”, in Ronald M. Lee, Andrew M. McCosh, and Pierro Migliarese (Editors): Organizational Decision Support Systems, Amsterdam: North-Holland Publishing, 1988, pages 75-85 (with Beth H. Jones).

“Multi-criteria Decision-Making: From 'Stand-Alone' Methods to Integrated and Intelligent DSS”, in Yoshikazu Sawaragi, Koichi Inoue and Hirotaka Nakayama (Editors): Toward Interactive and Intelligent Decision Support Systems, Berlin: Springer-Verlag Publishing, 1987, Volume 2, pages 90-99.

“Micro-Mainframe DSS for Remote Multi-Person Decisions”, in Matthias Jarke (Editor): Managers, Micros, and Mainframes: Integrating Systems for End Users, New York: Wiley Publishing, 1986, pages 195-218 (with Matthias Jarke and X. Tung Bui).

“Designing A Generalized Multiple Criteria Decision Support System”, in Yacov Y. Haimmes and Vira Chankong (Editors): Decision Making with Multiple Objectives, Berlin: Springer-Verlag Publishing, 1985, pages 214-235 (with Matthias Jarke and Edward A. Stohr).

“Database Approach for Multiple Criteria Decision Support Systems”, in Gunter Fandel and Jaap Spronk (Editors): Decision Making with Multiple Objectives, Berlin: Springer-Verlag Publishing, 1985, pages 214-235 (with Matthias Jarke and Alain Checron).

### **Doctoral Thesis Committees:**

Has directed doctoral theses and chaired (or served) on several doctoral / "habilitation" theses committees at the following universities and business schools:

- In Belgium: Faculté d'Informatique des Facultés Universitaires de la Paix de Namur
- In the People's Republic of China: Tongji University School of Management, Shanghai; City University of Hong Kong, Hong Kong
- In Finland: Abo Akademi University, Turku
- In France: Ecole Polytechnique; Institut National des Sciences Politiques (Sciences Po); Université de Paris IX-Dauphine; Université de Paris VI-Jussieu; Université de Grenoble; Université de Toulouse; Institut National des Télécommunications.
- In India: Indian Institute of Technology (IIT), New Delhi
- In Spain: Universidad Politécnica de Madrid
- In Sweden: Luleå University of Technology, Luleå
- In Switzerland: Ecole des Hautes Etudes Commerciales (HEC), Lausanne
- In the USA: Kelley School of Business at Indiana University, Bloomington

### **Case Studies Written:**

“Yihoadian (China): Online Purchasing Communities in B2C e-Commerce”, 2011 (with Liu Jie and Katharina Kübrich).

“Yihoadian (China): The Number One Online Supermarket Store”, 2011 (with Liu Jie and Katharina Kübrich).

“M-PESA (Kenya): Safaricom’s Mobile Banking Services for the Financially Excluded in Society”, 2010 (with Stephanie Ludwig).

“ICT in Tunisia: A Strategic Lever for Building a Knowledge-based Economy”, The Global Information Technology Report 2009-2010, published by the World Economic Forum and INSEAD, 2010.

“Productivity of India’s Outsourcing Sector: Business-based Evidence”, Policy Brief, Groupe d’Economie Mondiale (GEM), Institut des Sciences Politiques, Paris, 2009 (with Suman Modwel).

“SATEC (Spain): Business Transformation through Value Reinvention and Organizational Change” 2009 (with Matthias Promny).

“NTT DoCoMo (Japan): Moving from a Mobile Phone Operator to a Lifestyle Service Provider”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008 (with André Achtstätter and Henning Blarr).

“From A(pples) to Z(oom Lenses): Extending the Boundaries of Multi-Channel Retailing at Tesco.com (UK)”, published as an INSEAD case study, 2007 (with Albrecht Enders, Charles Waldman and Sebastian Mauch).

“Second Life: Mercedes Benz Enters the Metaverse”, in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008 (with Albrecht Enders, Harald Hungenberg and Henning Blarr).

“YOC AG: Leveraging the Wireless Internet for Mobile Marketing”, published as an INSEAD case study, 2007 (with Albrecht Enders, Charles Waldman and Matthias Promny).

“e-Government in Estonia: Establishing the World’s Leading Information Society”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008 (with Albrecht Enders and Maria Stsekotovits).

“Mobile Phone Meets Digital Music at SonyBMG (Germany)”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008 (with Albrecht Enders, Harald Hungenberg and Thomas Engelbertz).

“Spreadshirt.de: Internet-Based Mass-Customization”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, FT/Prentice Hall, 2008 (with Albrecht Enders, Harald Hungenberg and Sebastian Bartz).

“Internet-based Social Networks: StayFriends.com vs. open BC”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008 (with Albrecht Enders, Harald Hungenberg and Hans-Peter Denker).

“StayFriends.com: Germany’s Biggest Internet-Based Social Network”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008 (with Albrecht Enders, Harald Hungenberg, Hans-Peter Denker and Sebastian Mauch).

“openBC becoming XING: The Globalization of Germany’s Biggest Business Networking Website”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008. with Albrecht Enders, Harald Hungenberg and Sebastian Mauch.

“IBX (Sweden): A Business-to-Business Purchasing Platform”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008 (with Albrecht Enders, Harald Hungenberg and Fernando Endara).

“The Exploration and Production Enterprise Portal at Royal/Dutch Shell”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, second edition, Financial Times/Prentice Hall, 2008 (with Guus Pijpers).

“From e-Banking to e-Business at Nordea (Scandinavia), the World’s Most Successful Clicks-and-Mortar Bank”, published as an INSEAD case study, 2004 (with Albrecht Enders and Charles Waldman).

“Online File-Sharing: The Music Industry’s Paradigm Shift”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, Financial Times/Prentice Hall, 2005 (with Tim Lennon and Leslie Diamond).

“E-Government: the Role of ICT in the Modernization of Governments”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, Financial Times/Prentice Hall, 2005 (with Morven McLean).

“Ducati (Italy) versus Harley-Davidson (USA): Innovating Business Processes and Managing Value Networks”, published as an INSEAD case study, 2003 (with Stefanie Leenen).

“12Snap AG (Germany, UK, and Italy): From Mobile Retailing to Mobile Marketing”, published as an INSEAD case study, 2002 (with Albrecht Enders and Charles Waldman).

“Paybox.net AG: A Mobile Payment Service”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, Financial Times/Prentice Hall, 2005 (with Philipp Leutiger).

“The Tesco.com Experience: Is Success at Hand?”, published as an INSEAD case study, 2002 (with Albrecht Enders and Charles Waldman).

“B-to-B e-Commerce in the Automotive Industry: Covisint, a Co-opetition Gamble?”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, Financial Times/Prentice Hall, 2005 (with Carlos Faria).

“Amazon.com (USA) vs. Bertelsmann-Online (Germany)”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, FT/Prentice Hall, 2005 (with Albrecht Enders). An adapted version of the case study was subsequently developed by Columbia University Graduate School of Business.

“Business-to-Business Electronic Commerce: Mondus.com, an e-Marketplace for Small- and Medium-Sized Enterprises”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, Financial Times/Prentice Hall, 2005 (with Michael Mueller).

“Ducati (Italie): Comment réconcilier les canaux traditionnels de distribution et l’Internet?”, 2001 (with Stefanie Leenen).

“Nettmarket.com (Finland): A Virtual Grocery Retailer”, published in T. Jelassi and A. Enders’ book on “Strategies for e-Business”, Financial Times/Prentice Hall, 2005 (with Pirkko Walden and Bill Anckar).

“Ducati Motorcycles (Italy): Riding Traditional Business Channels or Racing through the Internet”, published as an INSEAD case study, 2000 (with Stefanie Leenen).

“Business Strategies for the Information Society: The Challenge of an IT Outsourcer”, 1999 (with Claudia Loebbecke).

“Fighting over the Internet: The Virtual Book Battle between Amazon.com (USA) and BOL.de (Germany)”, published as an EAMS-HHL case study, 1999 (with Albrecht Enders).

“La distribution alimentaire sur Internet: Alcampo (Espagne) "contre" Peapod (États-Unis) ”, 2000, (with Albrecht Enders).

“To Be or Not To Be on the Shelf - Internet Grocery Shopping: Alcampo (Spain) versus Peapod (USA)”, published as an EAMS-HHL case study, 1998 (with Albrecht Enders).

“Banking on the Internet - The Advance Bank in Germany”, published as an EAMS-HHL case study, 1998 (with Albrecht Enders).

“CitiusNet: The Emergence of a Global Electronic Market”, published as an INSEAD case study, 1996 (with Han-Sheong Lai).

“Building the 'Virtual' Corporation at Gerling”, published as an INSEAD case study, 1995 (with Claudia Loebbecke).

“Business Process Redesign at CompuNet AG: Standardizing Top Quality Service through IT”, published as an INSEAD case study, 1995 (with Claudia Loebbecke).

“The Role of IT in Retailing: The Case of Supporting Fashion Purchasing at a European Department Store Chain”, published as an INSEAD case study, 1995 (with Claudia Loebbecke).

“The Minitel Multimedia Case”, a CD-ROM-based case study published by the Centre of Advanced Learning Technologies (CALT) at INSEAD, 1994 (with Albert A. Angehrn and Alistair Giffin).

“The Impact of IT on Rail Transportation in France: The Case of the SOCRATE System at SNCF”, published as an INSEAD case study, 1994.

“The Impact of IT on Road Transportation in France: The Case of Calberson”, published as an INSEAD case study, 1994.

“Betting on Information Technology at the Royal Hong Kong Jockey Club”, published as an INSEAD case study, 1993 (with Claudia Loebbecke).

“Etre plus Compétitif grâce aux Echanges de Données Informatisées (EDI): Le cas des Papeteries Brun Passot”, 1994.

“Competing through Electronic Data Interchange (EDI) at Papeteries Brun Passot, or Making Paper Passé”, published as an INSEAD case study, 1993.

“Electronic Data Interchange (EDI) at Leroy Merlin: A Standardized Success?”, published as an INSEAD case study, 1993 (with Claudia Loebbecke).

“Home Banking: An I.T.-based Business Philosophy or a Complementary Distribution Channel - CORTAL 'versus' the Crédit Commercial de France”, published as an INSEAD case study, 1993 (with Claudia Loebbecke).

“Business Value of Information Technology: The CompuNet AG Case”, published as an INSEAD case study, 1993 (with Claudia Loebbecke).

“Establishing A National Information Technology Infrastructure: The case of the French Videotext System, Minitel”, (1993), published as an INSEAD case study, 1993 (with William Cats-Baril and James Téboul).

“Integrating Global Commercial Operations with Information Technology at British Petroleum”, published as an INSEAD case study, 1993 (with Soumitra Dutta).

“Staying at the Top with Otis Elevator - Sustaining a Competitive Advantage through IT”, published as an INSEAD case study, 1992 (with Claudia Loebbecke).

“The Technology of the Minitel System”, published as an INSEAD case study, 1992 (with Irit Rapaport).

“Minitel: A Home Retailing Application”, published as an INSEAD case study, 1992 (with Giridhar Murthy).

“Dealing in Time with Technology at the Union Bank of Switzerland”, published as an INSEAD case study, 1992 (with Claudia Loebbecke).

“BP Chemicals' Commercial System: A Strategic Transition”, published as an INSEAD case study, 1991 (with Soumitra Dutta and Nancy Valentine).

“BP Chemicals' Commercial System: IT Risk and Project Management”, published as an INSEAD case study, 1991 (with Soumitra Dutta and Nancy Valentine).

### **Editorship:**

Associate Editor for Management Information Systems Quarterly Executive (MISQE), since January 2009.

Member of the Advisory Board of the European Management Journal, from 1993 to 2005 (Oxford: Pergamon Press).

Departmental Editor for the INFORMS Journal on Group Decision and Negotiation, from 1989 to 2006 (Boston: Kluwer Academic Publishers).

Founding Editor (with Jean-Charles Pomerol and Jean-Claude Courbon) of the Journal of Decision Systems, from 1991 to 2003 (Paris: Hermès Publishing).

Founding Editor for the Revue des Systèmes d'Information et Management, from 1994 to 1998 then Member of the Editorial Board since 1999 (Paris: ESKA Publishing).

Member of the Editorial Board or of the Reviewers' Board for the following academic journals and publications:

Electronic Markets: The International Journal of Electronic Commerce and Business Media, since 2001 (London: Routledge Publishing).

Journal of Strategic Information Systems, since 1993 (Oxford: Butterworth-Heinemann). INFOR: Information Systems and Operational Research, since 1990 (University of Toronto Press). International Transactions in Operational Research since 1993 (New York: Pergamon Press). Electronic Journal of Organizational Virtualness, since 1998. “Revue des Sciences de Gestion”, since 1998.

Co-Guest Editor (with Jean-Pierre Brans, Gilles Coppin, Philippe Lenca, Marc Roubens and Pascale Zaraté) for the Special Issue of the European Journal of Operational Research, on «Decision support systems, Electronic and mobile commerce, Multicriteria decision aid, Human-centred processes, and Ethical dilemmas in decision making», Vol. 153, No. 2, March 2004.

Guest Editor for the special issue of the Journal of Decision Systems on “Decision Support Systems and Electronic Commerce”, Vol. 7, Nos. 3-4, 1999.

Co-Guest Editor for the Special Issue of Decision Support Systems: The International Journal on "DSS Concepts and Applications", Vol. 12, Nos. 4-5, November 1994 (with Jean-Pierre Brans).

Co-Guest Editor for the Special Issue of the Journal of Decision Systems on "Decision Support Systems and Group DSS", Vol. 1, Nos. 2-3, October 1992 (with Jean-Pierre Brans).

Co-Guest Editor for the Special Issue of the European Journal of Operational Research on "Decision Support Systems", Vol. 61, Nos. 1-2, August 1992 (with Jean-Pierre Brans).

Co-Guest Editor for the Special Issue of the European Journal of Operational Research on "Decision Support Systems", Vol. 55, No. 3, 1991 (with José Paixao).

Co-Guest Editor for the Special Issue of the European Journal of Operational Research on "Group Decision and Negotiation Support Systems", Vol. 46, No. 2, 1990 (with Melvin Shakun and X. Tung Bui).

### **Reviewing Activities:**

Reviewer for the following journals: Management Science, MIS Quarterly, Communications of the ACM, Journal of Electronic Commerce Research, European Journal of Operational Research, Information Systems Research, Electronic Markets, Theory and Decision, Decision Support Systems, Fuzzy Sets and Systems, and Interfaces.

Reviewer for several international conferences, book publishers, the U.S. National Science Foundation (NSF), the European Commission (Directorate General for the Information Society), and for the Doctoral theses awards granted by the French Fondation Nationale pour l'Enseignement de la Gestion des Entreprises (FNEGE).

### **Conference Services:**

Chairman of numerous tracks, panel discussions, and paper presentation sessions at international and national academic conferences, discussant of research work as well as member of several program committees, including:

Member of the Program Committee of the Eight Global Mobility Roundtable, November 1-3 2009, Cairo, Egypt.

Member of the Program Committee of the Fourth Mediterranean Conference on Information Systems (MCIS' 09) and Co-Chair of the track on "Information Systems Education in the Mediterranean Region", September 25-27 2009, Athens, Greece.

Member of the Scientific Committee of the Fourteenth International Conference of the "Association Information et Management" (AIM), June 10-12 2009, Marrakech, Morocco.

Vice-Chair, Development and International Liaison, for the Twenty-Ninth International Conference on Information Systems (ICIS), December 14-17 2008, Paris.

Member of the Advisory Board of the Fifth International Conference on e-Governance, hosted by the Computer Society of India, December 28-30, 2007, Hyderabad, India.

Member of the Program Committee for the Fourteenth European Conference on Information Systems (ECIS), June 12-14, 2006, Göteborg, Sweden.

Member of the Program Committee of the Eleventh International Conference of the "Association Information et Management" (AIM), June 7-9, 2006, Luxembourg.

Member of the Program Committee of the Tenth International Conference of the "Association Information et Management" (AIM), September 21-23, 2005, Toulouse, France.

Co-Chair, Development and International Liaison, for the Twenty-Fifth International Conference on Information Systems (ICIS), December 12-15, 2004, Washington, D.C. (USA).

Member of the Program Committee for the Eleventh European Conference on Information Systems (ECIS), June 16-21, 2003, Naples, Italy.

Member of the Organizing Committee of the "Group Decision and Negotiation" meeting at the EURO/INFORMS conference, 5-10 July 2003, Istanbul, Turkey.

Member of the Program Committee for the Twelfth International Workshop on Information Technologies and Systems (WITS), December 2002, Barcelona, Spain.

Member of the Program Committee of the International Workshop on Agents and Peer-to-Peer Computing, July 15<sup>th</sup> 2002, Bologna, Italy.

Member of the Program Committee for the Fifteenth International Electronic Commerce Conference, June 17-19, 2002, Bled, Slovenia.

Member of the Program Committee of the Seventh International Conference of the "Association Information et Management" (AIM) on "E-Business: Challenges and Opportunities", May 30 - June 1, 2002, Hammamet, Tunisia.

Member of the Program Committee of the International Conference on "E-Business in the 21<sup>st</sup> Century: Converging Perspectives from Developed and Developing Countries", 14-17 May 2002, Beijing, China.

Co-Chairman (with Jean-Pierre Brans) of the International Conference on "Decision Support Systems, Electronic and Mobile Commerce, Multi-Criteria Decision Aid, and Human-Centered Processes", April 2-5, 2002, Brussels, Belgium.

Member of the Program Committee of the Focused Workshop on "Peer-to-peer E-Commerce and Applications" at the Thirty-Fifth Hawaii International Conference on System Sciences (HICSS), 7-10 January 2002.

Member of the Program Committee of the Mini-Track on "Mobile Commerce: Core Business Technology and Intelligent Support" at the Thirty-Fifth Hawaii International Conference on System Sciences (HICSS), 7-10 January 2002.

Member of the Program Committee for the Fourteenth International Electronic Commerce Conference, June 24-26, 2001, Bled, Slovenia.

Member of the Program Committee of the Fifth International Conference of the "Association Information et Management" (AIM) on "Systèmes d'Information et Changement Organisationnel", November 8-10, 2000, Montpellier, France.

Member of the Program Committee of the Eight European Conference on Information Systems (ECIS), July 3-5, 2000, Vienna, Austria.

Chairman of the Research Paper Session on "Developing Strategies for Electronic Commerce" at the Thirteenth International Electronic Commerce Conference, June 19-21, 2000, Bled, Slovenia.

Member of the Program Committee for the Thirteenth International Electronic Commerce Conference, June 19-21, 2000, Bled, Slovenia.

Member of the Program Committee for the Twelfth International Conference on Information Systems (ICIS), December 12-15, 1999, Charlotte, North Carolina (USA).

Member of the Program Committee for the Twelfth International Electronic Commerce Conference, June 7-9, 1999, Bled, Slovenia.

Co-Chairman (with Christer Carlsson) of the Ninth Annual Meeting of the EURO Working Group on Decision Support Systems, 24-27 April 1999, Turku, Finland.

Member of the Program Committee for the Ninth International Conference on Information Systems (ICIS), 13-16 December 1998, Helsinki, Finland.

Member of the Program Committee for the Eleventh International Electronic Commerce Conference, June 8-10, 1998, Bled, Slovenia.

Chairman of the Panels Stream for the Sixth European Conference on Information Systems (ECIS), June 4-6, 1998, Aix-en-Provence, France.

Chairman of the Eight Meeting of the EURO Working Group on Decision Support Systems, May 24-27 1998, Granada, Spain.

Co-Chairman (with Jean-Pierre Brans) of the Seventh Mini EURO Conference on "Decision Support Systems, Groupware, Multimedia and Electronic Commerce", March 24-27, 1997, Bruges, Belgium.

Chairman of the 'Research Papers Track' for the Fourth European Conference on Information Systems (ECIS), July 2-4, 1996, Lisbon, Portugal.

Co-Editor (with Georgios I. Doukidis, Robert D. Galliers, Helmut Krcmar and Frank Land) of the Proceedings of the Third European Conference on Information Systems (ECIS) and Chairman of the 'Case Studies Track', June 1-3, 1995, Athens, Greece.

Member of the Program Committee of the Fifteenth International Conference on Information Systems (ICIS), December 13-16, 1994, Vancouver, Canada.

Member of the Program Committee of the Second European Conference on Information Systems (ECIS), May 30-31, 1994, Nijenrode University, Breukelen, The Netherlands.

Member of the Program Committee of the International Workshop on "Knowledge-based Systems and Strategic Management" organized by the European Institute for Advanced Studies in Management (EIASM), June 2-3, 1994, Turku, Finland.

Co-Chairman (with George Widmeyer) of the IFIP International Conference on "Decision Support Systems: Experiences and Expectations", June 30-July 3, 1992, INSEAD, Fontainebleau.

Co-Chairman (with Jean-Pierre Brans) of the First IFORS Specialized Conference on Decision Support Systems, March 26-29, 1991, Bruges, Belgium.

Chairman of the First Meeting of the EURO Working Group on Decision Support Systems, July 9-13, 1990, INSEAD, Fontainebleau.

Chairman of the Second Meeting of the Strategic Information Systems Network (SISNet), April 5-6, 1990, INSEAD, Fontainebleau.

### **Externally-Sponsored Research Initiatives and Projects:**

Co-investigator in the Joint Corporate Research Program on "Mobile Electronic Commerce", sponsored by Nokia, Sonera and other international firms, 2001-2003.

Co-investigator in the European Union-sponsored research program on "Management Curriculum for the Information Society" (MACIS), 1996-1998.

Partner in the organization of the European Union-sponsored conference on "Life-long Learning in the Information Society", March 24-28, 1996 in Genova, Italy.

Co-Investigator in the European Union-sponsored research program on the "Impact of Information Economics", 1993-1994.

Co-Investigator in the European Union-sponsored research program on "Trade Electronic Data Interchange Systems" (TEDIS), 1991-1993.

### **Honors / Distinctions:**

Awarded on August 7<sup>th</sup> 1999 in Tunis (Tunisia) the National State Medal of the Order of Merit in the fields of Education and Science.

Faculty Guest at Harvard Business School in the executive education program on "Delivering Information Services", July 2010, Cambridge, MA. (USA).

Faculty Guest at Harvard Business School in the executive education program on "Managing the Information Systems Resource", July-August 1990, Cambridge, MA. (USA).

Fellow of The Fordham Consortium, a think-tank set up in New York City by Fordham University's Graduate School of Business.

Affiliated Professor of Information Systems at the Robert H. Smith School of Business, University of Maryland (USA), 2006-2009.

Honorary Visiting Professor of Technology Management at the Indian Institute of Technology (IIT), New Delhi (India), 2004-2006.

Member of assessment panels for AMBA (the international MBA accreditation association) – since 2004.

Member of the Board of Directors of the Sino-French Institute of Engineering and Management (IFCIM) – since 2008.

Member of the Board of the “Collège des Hautes Etudes Européennes”, Sorbonne University, Paris – since 2004.

Representative for the Association for Information Systems (AIS), Europe/Middle-East/ Africa Region, Special Interest Group on Information Systems' Leadership (2002-2005).

Moderator of a panel discussion on “Offshoring” at the United Nations’ World Summit on the Information Society, 16-18 November 2005, Tunis, Tunisia.

Moderator of a Panel Discussion on “Policies and Innovative Approaches for Public-Private Partnerships in Information and Communication Technologies” at the ICT4ALL International Conference, November 24-25, 2009, Hammamet, Tunisia.

Moderator of a panel discussion on “Public-Private Partnerships in Information and Communication Technologies” at the ICT4ALL International Conference, October 26-27, 2006, Hammamet, Tunisia.

“Field-based Research and Case Study Development in the Management of Technology Field”, invited seminar given to the Japanese Ministry of Economics, Trade and Investment (METI), January 31-February 2, 2006, Tokyo, Japan.

Moderator of the “New Technologies” Track at the Euro-Mediterranean Business Forum; 2-3 December 2005, Sousse, Tunisia (Track Chairman: Dominique Strauss-Kahn).

INSEAD Representative in the Foundation Committee of the College of Business and Economics, Sultan Qaboos University, Muscat, Sultanate of Oman (1991-1993). Founding Dean of the College during its first year of operation.

Member of the Judging Panel for the European Business Schools Case Challenge organized by ECCH, 13-14 April 2007, INSEAD, Fontainebleau.

Keynote speaker to the 1991 Graduation Ceremony at Tilburg University, The Netherlands.

Elected in 1989 Chairman of the EURO Working Group on Computer-Assisted Decision Support Systems (DSS); re-elected in 1993 and again in 1997.

Faculty member (1985 – 1991) of several NATO Advanced Study Institutes on "Decision Support Systems" and "Multiple-Criteria Decision Making". Also Faculty member of several AACSB Faculty Development Institutes on Information Systems, and of the 1989 EURO Summer Institute on DSS.

Vice-Chairman of the Institute for Operations Research and Management Sciences (INFORMS) College on Group Decision and Negotiation (1988-1993).

Recipient of Excellence Award from Beta Gamma Sigma, the US Honorary Society in Business & Management (1986).

“Value Creation through e-Technologies: Strategies and Cases”, invited seminar given at the annual meeting of the UNITECH consortium, 2 May 2003, Paris.

"Digital Business: Creating Value through Electronic Commerce", keynote address to the conference on "Information Systems and Technology: A Challenge for the 21<sup>st</sup> Century", 4-5 October 1999, Lisbon.

“Information Technology and Information Management”, keynote address to the Annual Meeting of the Finnish Society of Business and Management Studies Alumni, 23 September 1999, Abo, Finland

Invited by the World Bank as a resource person for the Mediterranean Development Forum on “Knowledge and Skills for Development in the Information Age”, and as member of a panel discussion with Dr. James D. Wolfensohn, President of the World Bank (Marrakech, Morocco, 12-17 May 1997).

Member of an expert panel that assessed the Information Systems Department and the I.S. Research Center at the Ecole des Hautes Etudes Commerciales (HEC), University of Lausanne, Switzerland, 1996.

Keynote address to the 1994 Graduation Ceremony at the Ecole des Hautes Etudes Commerciales (HEC), University of Lausanne, Switzerland.

Interviewed or quoted on national and international TV channels, radio stations, newspapers, and magazines (including the Financial Times, The Economist, Newsweek, BusinessWeek, The Independent, The Times, Le Monde, Le Figaro, Les Echos, La Tribune, L'Expansion, Le Nouvel Economiste, Challenges, Le Point, Jeune Afrique, Le Monde Magazine, Le Parisien, Le Journal des Grandes Ecoles, Ponts et Chaussées Magazine, Gérer Prévoir Optimiser (GPO) Magazine, L'Economiste Maghrébin, Newzy, etc.).

#### **Other:**

Has given lectures, guest-presentations or invited seminars at the following universities/ business schools:

- In Argentina: ENPC MBA program in Buenos Aires
- In Belgium: Solvay Business School, Université Libre de Bruxelles; Vrije Universiteit Brussel, Brussels
- In Canada: University of British Columbia, Vancouver; Faculté des Sciences Economiques et Sociales, Université de Laval, Québec.
- In China: ENPC MBA program at Tongji University, Shanghai
- In Denmark: Copenhagen Business School
- In Finland: Abo Akademi University, Turku
- In France: Ecole Nationale Supérieure des Mines de Paris; ESCP-EAP, Paris; Université de Paris-Dauphine; Conservatoire National des Arts et Métiers (CNAM), Paris; Ecole Supérieure Universitaire de Gestion, Toulouse; Bordeaux Ecole de Management
- In Germany: Leipzig Graduate School of Management (HHL), Leipzig
- In Greece: Athens Laboratory of Business Administration (ALBA); Athens University of Economics and Business Administration
- In India: ENPC MBA programs in New Delhi and in Cochin, Kerala
- In Iran: Tehran University and Tarbiat Modares University, Tehran
- In Italy: Scuola Superiore ISUFI - University of Salento, Lecce
- In Japan: Nagoya University and ENPC MBA program in Tokyo
- In Luxembourg: Luxemburg School of Finance
- In Morocco: ENPC MBA program at Ecole Hassania des Travaux Publics, Casablanca
- In Portugal: Catholic University of Portugal, Lisbon
- In Spain: IESE, Barcelona; ESADE Business School
- In Sweden: Swedish Institute of Management (IFL), Stockholm; Luleå University of Technology,

Luleå

- In Switzerland: Ecole Polytechnique Fédérale de Lausanne (EPFL); Ecole des Hautes Etudes Commerciales (HEC), Lausanne; Faculté des Sciences Economiques et Sociales at Université de Genève; Cours de Direction des Entreprises, Centre Roman pour la Promotion du Management (CRPM)
- In The Netherlands: TIAS/ NIMBAS Business School, Tilburg University; Nijenrode Business School
- In Tunisia: Mediterranean School of Business, Tunis; Institut des Hautes Etudes Commerciales (HEC), Tunis; Institut Supérieur de Gestion (ISG), Tunis; Ecole Nationale des Sciences Informatiques (ENSI), Tunis
- In the U.K: City University Business School, London; University of Edinburgh Management School
- In the United Arab Emirates: ENPC MBA program at Abu Dhabi University, Abu Dhabi.
- In the USA: The University of Pennsylvania, Philadelphia; Stern School of Business at New York University; Robert H. Smith of Business at the University of Maryland; George Mason University, Maryland; The World Bank Institute, Washington, D.C.

### **Membership in Professional Societies:**

Member of the Association for Information Systems (AIS), USA

Member of the Institute for Operations Research and Management Sciences (INFORMS), USA

Member of the "Association Information et Management" (AIM), France

### **Invited Papers / Research Presentations / Panel participations**

Guest speaker on “Enhancing the International Competitiveness of Mediterranean Enterprises” at the 9<sup>th</sup> FEMIP Conference on “Mediterranean SMEs: Ready to break new ground”, organized by the European Investment Bank, 2011.

“Developing Strategic Partnerships with International Business Schools”, invited presentation to the international conference on “Management Education in the MENA Region” organized by the European Foundation for Management Development (EFMD), November 28-30, 2010, Dubai, United Arab Emirates.

“Enhancing Youth ICT skills for better employability”, invited presentation to the ICT4ALL international forum, 11 November 2010, Hammamet, Tunisia.

“ICT-based Public Private Partnerships”, invited presentation to the Arab League’s Information and Communication Technologies Organization (AICTO), 10 November 2010, Hammamet, Tunisia.

“Youth and the Digital Revolution”, invited presentation to the 22<sup>nd</sup> annual international conference of the RCD Party, 2 November 2010, Tunis, Tunisia.

“Impact of the World Financial and Economic Crisis on the ICT Sector”, invited presentation to the international forum organized by the Arab ICT Organization, Hammamet, Tunisia, 23 November 2009.

“Developing New Business Models to Cope with Dynamic Environments”, invited presentation to the Innovation Challenges series, TIAS/TIMBAS Business School, 24 June 2009, Eindhoven, The Netherlands.

“Les TIC: un levier stratégique pour la création de valeur et la transformation des activités de l’entreprise”, invited keynote presentation to the Rencontres Méditerranéennes d’Affaires TIC, Télécom et Multi-Média (E3M), 11 June 2009, Tunis, Tunisia.

“Creating a Sustainable Business Model in Online Grocery Retailing – A European Experience”, invited presentation to the Annual Symposium of the Society for Information Management (SIM), 9-12 November 2008, Orlando, Florida.

“Business Schools’ Innovation and Collaboration”, invited presentation to the INSEAD/ Lally Research Seminar on “Technology, Innovation and Global Business”, 17 November 2008, Fontainebleau, France.

“MBA Curriculum and Delivery – The Challenge of Internationalization”, invited plenary presentation to the Tenth International Deans’ and Directors’ Conference of the Association of MBA programs (AMBA), 28-30 May 2008, Lisbon, Portugal.

“Disruptive Technological Innovation: The Strategic Role of “E” in e-Business”, invited presentation to the Indian Professionals Association in France, 27 January 2008, Paris.

“Value Creation through IT-Based Innovations - Concepts and Case Studies, invited plenary presentation to the Joint meeting of the Nordic Direct Marketing Association (NORDMA) and PostEurop, 22 November 2007, Oslo, Norway.

Moderator of a panel discussion on “National Innovation Systems: Perspectives and Experiences from Japan and Tunisia” at the Seventh Tunisian-Japanese Symposium on Science, Society and Technology, 3-5 December 2006, Sousse, Tunisia.

“Internet-Based Social Networks: A Conceptual Anchoring and Two European Examples”, invited presentation to the Seventh Tunisian-Japanese Symposium on Science, Society and Technology.

“IT-Based Innovations: Concepts and Case Studies”, invited plenary presentation to the Joint Meeting of the Hungarian Direct Marketing Association and PostEurop, 9 November 2006, Budapest, Hungary.

“From e-Banking to e-Business at Nordea - The World’s Biggest Clicks-and-Mortar Bank”, invited presentation to the Annual Symposium of the Society for Information Management (SIM), September 12, 2005, Boston, USA.

"Decision and Negotiation Support in an E- and Wireless World: New Research Challenges and Opportunities", invited keynote address to the Twelfth Annual Meeting of the EURO Working Group on Decision Support Systems, 18-20 May 2001, Cascais, Portugal.

"Information Technology and Organizational Change", invited presentation to the International Colloquium on "Conception et Dynamique des Organisations: Sait-On Piloter le Changement", Ecole Supérieure des Mines de Paris, November 2-3, 2000, Paris.

"Digital Business: Successful Strategies on the Internet", invited presentation to the Advanced "DotCom" Seminar Series, Universidade Católica Portuguesa, 8 May 2000, Lisbon, Portugal.

"Cyber-Marketing and E-Entrepreneurship: Business Practices in the New Century", Invited Presentation to the World Bank Institute Workshop on "Innovative Marketing Communications: Promoting and Selling Training in the New Millennium", The World Bank Institute, March 3, 2000, Cairo, Egypt.

"Cross-Cultural Synergy in a Euro-Arab Context", invited presentation to the Eleventh Conference on "International Negotiation: Communication across Business Cultures", 1-3 July 1999, ESADE, Barcelona, Spain.

“Euro-Arab Economic Relations”, invited lecture to the Centre for Continuing Education, Abo Akademi University, January 29, 1999, Abo, Finland.

“Experiences in Managing a Network of European and Arab Partners for Management Education”, invited presentation to the joint UNCTAD/ATFP meeting on Establishing a “Train-for-Trade” Training Network, 19-20 November 1998, Marseille, France.

“The Euro-Arab Management School: A Bi-Cultural Network for Flexible Learning”, invited presentation to the European Union’s Euro-Med Working Conference on “Education and the Information Society”, 19-20 October 1998, Marrakech, Morocco.

“Electronic Payment Systems: The Portuguese Experience with Digital Cash”, INFORMS International Meeting, July 14-17, 1997, Barcelona, Spain.

Presenter of a one-day tutorial on Electronic Commerce at the Mini EURO Conference on “Decision Support Systems, Groupware, Multimedia and Electronic Commerce”, March 24-27, 1997, Bruges, Belgium (with Albert A. Angehrn).

"Electronic Commerce: Organizational and Market Implications", Invited Research Presentation to the European Union Institute for Engineering and Information Systems, June 1996, Ispra, Italy.

"The Emergent 'Virtual Organization': Examples from Europe", Invited Research Presentation to the Institute for Advanced Management Systems Research, Abo Akademi University, May 9, 1996, Abo, Finland.

"Technologies de l'Information et Changement Organisationnel", invited research seminar to the Faculty and Doctoral Students at the Ecole des Sciences Administratives, Université de Laval, September 29, 1995, Québec City, Canada.

"IT-Induced Business Transformation: How It Works in Practice", Presentation to the Sixth Annual Meeting of the EURO Working Group on Decision Support Systems, May 28-30, 1995, Samos, Greece.

"Competing through IT: Some European Experiences in Integrated Organizations", Invited Presentation to the Second International Colloquium of the Association for Information Management, May 16-18, 1995, Namur, Belgium.

"Linking IT and Business Strategy: Lessons from the Field", Guest Speaker in the Second Series of Lectures on Information Management, Catholic University of Portugal, April 27, 1995, Lisbon, Portugal.

"Linking Business Strategy and Information Technology", invited presentation to the Fourth Conference of the Hellenic Management Association on 'Business Transformation and Information Technology: The Road to 2000', March 21-23, 1995, Athens, Greece.

"Liens entre Systèmes d'Information et Stratégie d'Entreprise", keynote address to the Forum Informatique, March 14-16, 1995, Tunis, Tunisia.

"Liens entre Systèmes d'Information et Stratégie d'Entreprise", keynote address to the AFCET Congress on "MERISE et les Autres: Quels Systèmes d'Information pour un Monde qui Change", October 5-7, 1994, Versailles, France.

"Business Process Reengineering: How Can Groupware Help?", Presentation to the Fifth Annual Meeting of the EURO Working Group on Decision Support Systems, June 30-July 3, 1994, Turku, Finland.

"DSS Research and Practice in Perspective", Presentation to the Fourth Meeting of the EURO Working Group on Decision Support Systems, July 9-11, 1993, Sintra, Portugal.

"An Appraisal of Strategic Information Systems in Europe", Invited Presentation to the University of Lisbon, July 8, 1993.

"Technology-Induced Business Process Redesign", invited presentation to the Hellenic Management Association, May 27, 1993, Athens, Greece.

"Inter-Organizational Information Systems: Some Empirical Results", invited presentation to the European Union-sponsored Conference on Electronic Data Interchange, April 20-21, 1993, Brussels, Belgium.

"Information Technology and Organization Transformation", Invited Presentation to the Ecole des Hautes Etudes Commerciales (HEC), Université de Lausanne, April 8-9, 1993.

"Research Directions in Strategic Information Systems", Invited Presentation to the Ecole Supérieure Universitaire de Gestion, Université de Toulouse, February 26, 1993.

"EDI in Europe: Some Lessons from the Field", Invited Presentation to the European Union-sponsored Workshop on Electronic Data Interchange, October 18-20, 1992, Stuttgart, Germany.

Presenter of a one-day tutorial on Management Support Technologies, IFIP Conference on Decision Support Systems, June 30-July 3, 1992, INSEAD, Fontainebleau (with Albert A. Angehrn).

"Information, Systèmes Complexes et Technologies de l'Information", in: Annales des Mines, Special Issue on "L'Information dans l'Economie Européenne", May 1992 (with Michèle Sanglier).

"A Status Report on Computer-Supported Co-operative Work Research at INSEAD", Presentation to the Third EURO Working Group on Decision Support Systems, March 19-22, 1992, Nagycenk, Hungary.

"The Strategic Dimension of IT: Some European Examples", Invited Presentation to the Faculté Polytechnique de Mons, November 22, 1991, Mons, Belgium.

"Extensions of Basic Concepts and Technologies for Multiple Criteria Decision Support Systems", Invited Presentation to the Fourth International Summer School on Multiple-Criteria Decision Making, August 18-30, 1991, Québec City, Canada.

"Research Advances in Negotiation Support Systems", Invited Presentation to the NATO Advanced Study Institute on Decision Support Systems, June 17-28, 1991, Il Ciocco, Italy.

"Information Technology in Business Education: What Business Schools are Supplying?", Invited Presentation to the First Annual Meeting of IT in Business Education for the Year 2000, Institute Theseus, April 4-5, 1991, Sophia Antipolis, France.

Presenter of a one-day Tutorial on Decision Support Systems, First IFORS Specialized Conference on Decision Support Systems, March 26-29, 1991, Bruges, Belgium (with Albert A. Angehrn).

"Systèmes Interactifs d'Aide à la Décision de Groupe - Quelques Expériences dans des Entreprises Américaines", Invited Presentation to the Laboratoire d'Analyse et Modélisation de Systèmes pour l'Aide à la Décision (LAMSADE), Université de Paris-Dauphine, February 12, 1991, Paris.

Member of a Panel Discussion on Negotiation Support Systems at the Twenty-Fourth Annual Hawaii International Conference on System Sciences, January 8-11, 1991.

"Conceptual Frameworks for Strategic Information Systems: An Analysis and A Critique", Invited Presentation to the Fourth Meeting of the European Working Group on Strategic Information Systems, December 15, 1990, Copenhagen, Denmark.

"Linguistic Approaches for DSS Interface", Invited Presentation to the ORSA/TIMS Joint National Meeting, October 29-31, 1990, Philadelphia, PA. (USA).

"Multiple-Criteria Decision Support Systems for Groups", Presentation at the Ninth International Conference on Multi-Criteria Decision Making, August 28, 1990, Fairfax, VA. (USA).

"Critical Success Factors of Minitel", Invited Presentation to the Third Meeting of the European Working Group on Strategic Information Systems, June 27-28, 1990, Sophia Antipolis, France.

"Computer-Supported Co-operative Work: Concepts, Issues and Results to Date", Invited Presentation to the Institut fur Informatik, University of Zurich, June 5, 1990.

"Systèmes Interactifs d'Aide à la Décision: Quels Systèmes? Pour Quelles Décisions?", Invited Presentation to the Cinquièmes Journées Internationales des Sciences Informatiques, May 9-11, 1990, Tunis.

"Interactive Negotiation Support Systems: Results of an Experimental Study", Invited Presentation to the TIMS/ORSA Joint National Meeting, May 7-9, 1990, Las Vegas, NV. (USA).

"Strategic Use of Information Technology in Europe: A Case Study", Invited Presentation to the Second Meeting of the European Working Group on Strategic Information Systems, April 5-6, 1990, INSEAD, Fontainebleau.

"Du Présent au Futur: Bilan et Orientation des Techniques et Modèles Actuels d'Aide à la Décision", Invited Presentation to the Colloque sur l'Administration et les Nouveaux Outils d'Aide à la Décision, Conseil d'Etat, March 16-17, 1990, Paris.

"Methodologies for Strategic Information Systems", Invited Presentation to the Meeting of the International Working Group on Strategic Informatics, March 29, 1990, Paris.

"Strategic Use of Information Technology", Invited Presentation to the International Symposium on Creativity, State University of New York at Albany, February 11-13, 1990.

"A Status Report on INSEAD Research on the Strategic Use of IT", Invited Presentation to the First Meeting of the European Working Group on Strategic Information Systems, January 20-21, 1990, Basel, Switzerland.

"Design of Transnational Decision Support Systems: Should We Use an "Emic", "Etic", or Hybrid Approach?", Presentation to the TIMS XXIX International Meeting, July 23-26, 1989, Osaka, Japan.

"An Interactive Group Decision Procedure for Multiple Objective Problems", Invited Presentation to the Tenth European Congress on Operational Research (EURO X), June 27-30, 1989, Belgrade, Yugoslavia.

"Software Design for Negotiation Support Systems", Invited Presentation to the CORS/ TIMS/ORSA Joint Meeting, May 8- 10, 1989, Vancouver, Canada.

"Le Rôle des SIAD de Groupe dans la Diffusion de la Culture d'Entreprise", Invited Presentation to the LAMSADE Research Laboratory, Université de Paris-Dauphine, February 10, 1989, Paris.

"Packaged Software Evaluation and Selection", Invited Presentation to the MIS Corporate Affiliates Program, Indiana University, December 13, 1988, Indianapolis, IN. (USA).

"An Empirical Investigation of Multi-objective Techniques for Group Decision Making", Invited Paper to the International Conference on Multi-objective Problems of Mathematical Programming, October 26 - November 2, 1988, Yalta, USSR.

"On Group Decision and Negotiation Support Systems", Invited Presentation to the Department of Operational Research, Central School of Planning and Statistics, October 24, 1988, Warsaw, Poland.

"Group DSS and Negotiation Support Systems", Invited Presentation to the Third International Summer School on Multiple Criteria Decision Aid: Methods Applications and Software, July 16-30, 1988, Lisbon, Portugal.

"Computer-Supported Negotiations: Some Empirical Observations", Invited Presentation to the Joint International Meeting of EURO IX/TIMS XXVIII, July 6-8, 1988, Paris.

"Representation Methods in User-Developer Interactions: A GDSS Case Study", Invited Presentation to the Joint International Meeting of EURO IX/TIMS XXVIII, July 6-8, 1988, Paris.

"The Role of Decision Support Systems in the Diffusion of Organizational Culture", Invited Paper to the Joint International Meeting of EURO IX/TIMS XXVIII, July 6-8, 1988, Paris.

"Interactive Multiobjective Methods for Group Decision-Making: An Empirical Assessment", Invited Paper to the Joint International Meeting of EURO IX/TIMS XXVIII, July 6-8, 1988, Paris.

"An Object-Oriented Approach to Decision Support Systems", Invited Presentation to the TIMS/ORSA Joint National Meeting, April 25-28, 1988, Washington, D.C.

"Etat-de-l'Art des Recherches en SIAD de Groupe et de Négociation", Invited Presentation to the Centre de Recherches en Informatique Appliquée, Université de Paris-Dauphine, April 21, 1988, Paris.

"A Relational Database for Multiple Criteria Decision Support Systems", Invited Presentation to the Quatrièmes Journées Internationales des Sciences Informatiques, Tunis, April 13-15, 1988.

"Group DSS for Negotiation Support", Invited Presentation to the Faculty of Commerce and Business Administration, University of British Columbia, March 21, 1988, Vancouver, Canada,

"Negotiation Support Systems: Concepts and Technology", Invited Presentation to the College of Business and Economics, Western Washington University, March 18, 1988, Bellingham, WA. (USA).

"Group Decision and Negotiation Support Systems: Accomplishments and Challenges", Invited Presentation to the Yntema Research Seminar Series, Oakland University, March 15, 1988, Rochester, MI. (USA).

"Computer Support for Group Decision Making and Negotiation", Invited Presentation to the School of Business Administration, Oakland University, March 15, 1988, Rochester, MI. (USA).

"Decision Support Systems and Decision Models", Invited Presentation to the MIS Corporate Affiliates Seminar, Indiana University, January 27, 1988, Indianapolis, IN (USA).

"Systèmes Interactifs d'Aide à la Décision de Groupe: Etat Actuel et Perspectives d'Avenir", Invited Presentation to the Institut Supérieur de Gestion, Université de Tunis, January 12, 1988, Tunis.

"Report on Research in Negotiation Support Systems", Invited Presentation to the Corporate Sponsors of the Indiana University Institute for Research on the Management of Information Systems, December 1, 1987, Indianapolis.

"Foreign Site Analysis and Selection: A Multicriteria Decision Support System Approach", Annual Meeting of the Academy of International Business, November 12- 15, 1987, Chicago, USA (with Peter Haug).

"Building A Micro-Mainframe DSS: An Application to the Automobile Industry", Invited Presentation to the International Workshop on Methodology and Software for Interactive Decision Support, International Institute for Applied Systems Analysis (IIASA), October 19-23, 1987, Albena, Bulgaria.

"Research Issues in Group Decision Support Systems", Invited Presentation to the School of Business Administration, Miami University, September 11, 1987, Oxford, OH. (USA).

"An Intelligent DSS Supporting MCDM Models Selection", Invited Presentation to the NATO Advanced Study Institute on Multiple Criteria Decision-Making and Risk Analysis, June 28-July 8, 1987, Istanbul, Turkey.

"Theoretical Aspects of Decision Support Systems", Invited Lecture to the Ekonomiska Fakulteta Borisa Kidrica, University of Ljubljana, June 19, 1987, Ljubljana, Yugoslavia.

"DSS in Practice: Some Experiences", Invited Presentation to the Software Development Company Iskra CAOP, June 18, 1987, Ljubljana, Yugoslavia.

"Decision Support Systems: Concepts and Technologies", Invited Presentation to the Yugoslav Computers Manufacturer Iskra DELTA, June 16, 1987, Nova Gorica, Yugoslavia.

"Integrating Behavioral and Technical Issues in GDSS Design", Invited Presentation to the Krannert Graduate School of Management, Purdue University, May 13, 1987, West-Lafayette, IN. (USA).

Member of a Panel on: "Group Decision Support Systems: Current State of Research and Future Directions", TIMS/ORSA Joint National Meeting, May 4-6, 1987, New Orleans, LA. (USA).

"A Framework for a Discrete Alternative Multiobjective Decision Support System", Presentation to the TIMS/ORSA Joint National Meeting, May 4-6, 1987, New Orleans.

"Toward an Integrated Framework for Group Decision Support Systems Development", Invited Paper to the ORSA/TIMS Joint National Meeting, October 27-29, 1986, Miami, FL. (USA).

"Une Approche Relationnelle des Bases de Données pour la Conception des Systèmes Interactifs d'Aide à la Décision (SIAD)", Invited Presentation to the Institut National des Recherches en Informatique et en Automatisation (INRIA), March 20, 1986, Paris.

"DSS: From Decision Aid to Negotiation Support", Invited Presentation to the LAMSADE Research Laboratory, Université de Paris-Dauphine, March 18, 1986, Paris.

"System Architecture and Design for Decision and Negotiation Support", Invited Presentation, Graduate School of Business Administration, New York University, October 2, 1985, New York City (USA).

"Building Multiple Criteria Decision Support Systems", Invited Presentation to the Indiana University MIS Advisory Council, September 26, 1985, Indianapolis.

"How Can We Integrate MCDM into a Uniform Decision Support System?", Invited Presentation to the Second International Summer School on Multiple-Criteria Decision Making, July 15-26, 1985, Namur, Belgium.

"MEDIATOR: Towards A Negotiation Support System", Invited Paper to the Seventh European Congress on Operations Research, June 16-19, 1985, Bologna, Italy.

"Implementation of a Database-Driven DSS in A Micro-Mainframe Environment", Invited Presentation to the NATO Advanced Study Institute on Decision Support Systems, June 3-14, 1985, Maratea, Italy.

"Micro-Mainframe DSS for Remote Multi-Person Decisions", Invited Paper to the Eighth Annual New York University Symposium, May 22-24, 1985, New York City.

"Systèmes Interactifs d'Aide à la Décision: Rapport sur des Recherches en Cours", Invited Presentation to the LAMSADE Research Laboratory, Université de Paris Dauphine, December 11, 1984, Paris.

"Building Multiple Criteria Decision Support Systems: A Case Study", Invited Presentation to the New York University/Université de Paris-Dauphine Joint Workshop on Decision Support Systems, New York University, November, 1984, New York City.

"Database Approach for Multiple Criteria Decision Support Systems", Invited Paper to the First International Summer School on Multiple Criteria Decision-Making: Methods Applications and Software, September 1984, Acireale, Italy.