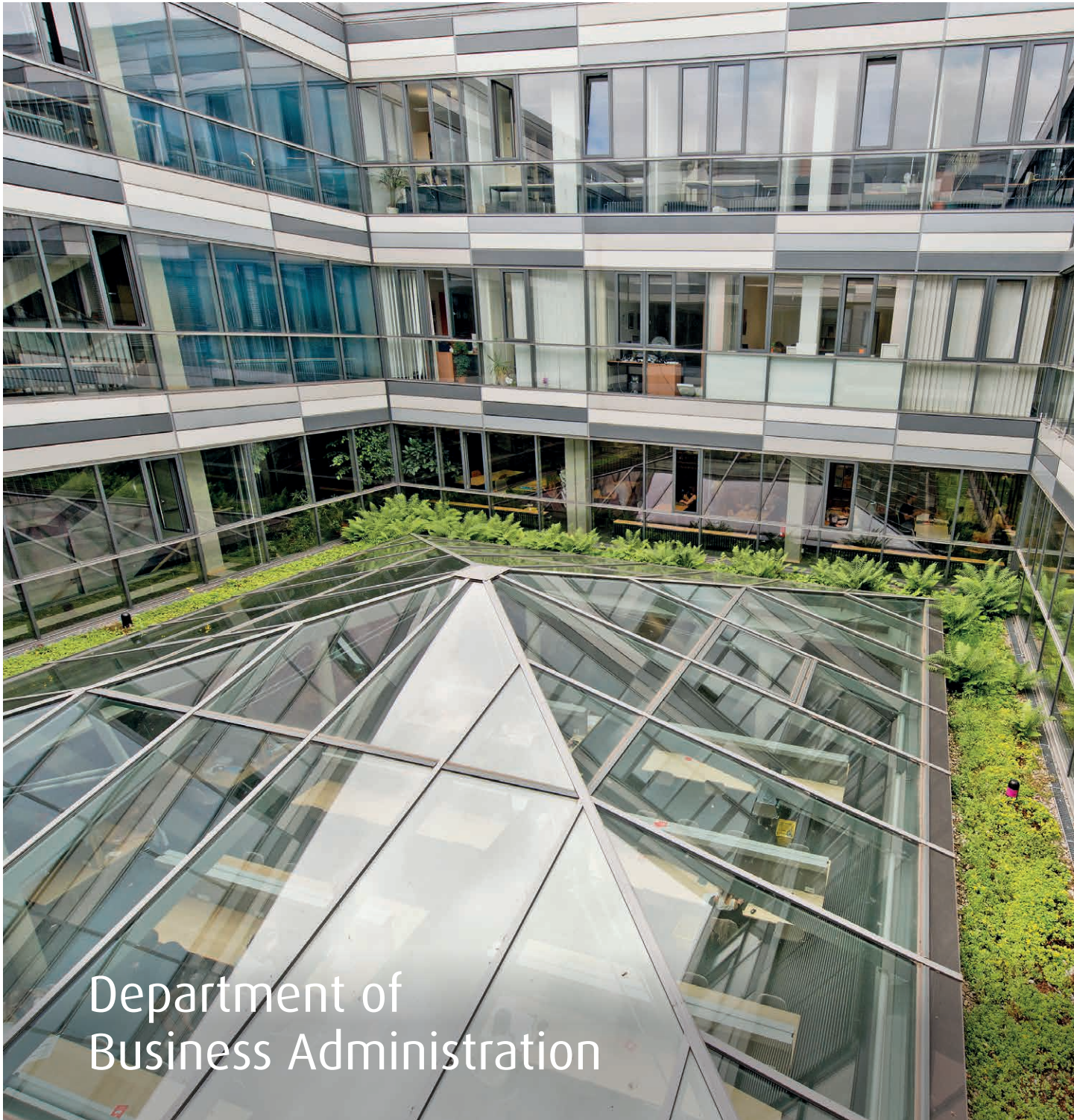




GEORG-AUGUST-UNIVERSITÄT
GÖTTINGEN

FACULTY OF BUSINESS
AND ECONOMICS



Department of
Business Administration

RESEARCH REPORT 2018





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*Jan Muntermann,
Head of Department*

Research at Göttingen's Department of Business Administration

Dear colleagues and friends,

We are proud to present to you our 2018 research report, which showcases the latest research activities within the Department of Business Administration at the Georg-August-Universität Göttingen.

This report chronicles an exciting period of transition and expansion in our department. Recently, the department has successfully established the new Chair of Business Education, Professional Teaching and Learning; along with the creation of two positions for Assistant Professors in the areas of Digital Marketing and Information Security and Compliance. Our new colleagues not only share our passion and dedication to high-quality research but they also contribute to the department's diversified teaching activities. This creates exciting and new opportunities for the department's strategy towards internationalization.

The Digital Transformation Research Center has established the Fellowship in Digital Transformation for visiting researchers. The Fellowship supports the cooperation of top international researchers in digital transformation.

Expansion of the department's research resources can be largely attributed to the success of faculty members in attracting third-party funding from institutions such as the German Research Foundation (DFG). These resources include: an increasing set of databases available for empirical research, state-of-the-art facilities for experimental

studies at the Göttingen Laboratory of Behavioral Economics (GLOBE), and an increasing number of specialized Ph.D. courses as part of a structured doctoral program.

Collectively, these new resources greatly enhance the research environment for senior researchers, junior faculty members, and Ph.D. students alike; and fortifies the department's development of becoming one of Europe's top research institutions. This research report highlights the department's ongoing internationalization and strong research orientation through the presentation of its research profile, its four Groups, and the faculty members.

The core research activities of the department include publications in leading international journals, high-level research collaboration and network activities, external funding of research projects and researcher groups, and the development of Ph.D. programs. Individual research profiles of the faculty members feature their research areas, major publications, and research-related activities.

We would like to extend our invitation to you to contact our faculty members and engage in a profitable exchange of ideas; and explore new research networks and opportunities. We look forward to your feedback.

Till then, enjoy the read!

Jan Muntermann

WELCOME

The Georg-August-Universität Göttingen: Research and Education with the “Göttingen Spirit”

Founded in 1737, the Georg-August-Universität Göttingen is an internationally acclaimed university with a strong focus on research and research-based teaching. It bears the name of its founder, Georg August, King George II of Great Britain, Elector and Duke of Brunswick-Lüneburg, Hanover.

Göttingen Campus

The pillars of the Georg-August-Universität are represented by its long-standing research tradition and research subject diversity. Almost all academic disciplines (including medicine) are represented in the 13 faculties, the exception being engineering sciences. The Georg-August-Universität is also renowned for its network of first class external research institutions, such as the Göttingen Academy of Sciences, the German Primate Center, the German Aerospace Center and five Max Planck Institutes. Together with these local partners, a research and teaching collaboration has been formed which remains unique throughout Germany. The university has played a key role in influencing the city's development and has actively contributed to the “Göttingen spirit”, ever since its foundation.

Studying with Excellence

Göttingen has a lot to offer as a student city. The Georg-August-Universität has developed innovative and well-tailored bachelor and master programs with a strong international focus. Over 31,000 young people currently study in Göttingen, which is centrally located in Germany and Europe. Twelve per cent of students are from abroad – a clear indication of the university's international appeal.

The Göttingen Nobel Prize Phenomenon

Over the course of its more than 275-year history as an internationally renowned research university, the Georg-August-Universität has built a tradition of attracting the world's “best minds”. One of them was the mathematician, astronomer, and physicist Carl Friedrich Gauss, who studied in Göttingen from 1795–1798 and was later appointed Director of the astronomical observatory.

It is personalities like Gauss who have laid the foundation for the university's international reputation, and who continue to shape the university to the present day. As a consequence, the university is closely associated with more than forty Nobel laureates – more than any other city in Europe, with the exception of Stockholm, of course. Fourteen of the Nobel laureates were awarded the prize for research conducted during their time in Göttingen. A recent example is Göttingen's Stefan Hell, who received the 2014 Nobel Prize in Chemistry.

The University in Rankings

Times Higher Education (THE) World University Ranking 2018:

No. 11 in Germany * No. 45 in Europe * No. 113 worldwide

Quacquarelli Symonds (QS) World University Ranking 2018:
No. 11 in Germany * No. 79 in Europe * No. 181 worldwide

Academic Ranking of World Universities 2017:

No. 4 in Germany * No. 32 in Europe * No. 95 worldwide

Celebrating Diversity and International Exchange

The international focus of the Georg-August-Universität is influenced by its diverse range of worldwide cooperations – currently 307 partnerships with 260 universities, among them 25 so-called strategic partnerships, as well as 1,245 international exchange agreements with 443 institutions. Furthermore, the Georg-August-Universität offers around 40 English bachelor and master programs and 37 international Ph.D. programs.

The university is a cosmopolitan institution that recognizes the importance of cultural diversity within research and teaching. As such, it is a member of international university networks such as the Coimbra Group and the U4 Network.

The Coimbra Group is a network of renowned higher education institutions across Europe. The network was founded in 1987 to promote the exchange of students and faculty members. It promotes the latest developments in the European education system, and facilitates global research projects along with 40 participating universities. In 2008, the Coimbra Group founded the U4 Network. This network is a strategic partnership among four universities: Ghent (Belgium), Groningen (The Netherlands), Uppsala (Sweden) and Göttingen.

Additionally in 2008, the Georg-August-Universität Göttingen founded liaison offices in China (Nanjing) and India (Pune). These offices facilitate, coordinate and support the academic exchange activities and cooperation projects with partner institutions in China and India. The offices serve as a focal point for the implementation of strategic measures, networking, meetings and discussions for scientists, students, alumni, funding organizations, research labs and industry.



One of Germany's Top Faculties in Business and Economics

The Faculty of Business and Economics is one of the largest in Germany and a vibrant intellectual community of about 4,500 enrolled students, over 30 professors and 6 honorary professors. The faculty also boasts a large research staff of around 200 research associates as well as about 50 assistant professors and postdocs. Additionally, the faculty regularly hosts international scholars.

Excellent Research with Impact

The diverse research fields of the faculty overlap in the three key areas Governance and Compliance, Marketing and Consumer Science and Global Change and Development. These research areas transcend traditional disciplinary boundaries. In doing so, they help foster interdisciplinary collaboration across all the subject areas including business, economics, information systems, economic and social history, statistics, and econometrics.

Faculty members are frequently recognized for their research contributions, which are regularly published in top international journals. Moreover, researchers from different subject areas collaborate in interdisciplinary centers such as the Center for Modern East Asian Studies (CeMEAS), the Center for Modern Indian Studies (CeMIS), the Center for European, Governance and Economic Development Research (Cege) and the Göttingen Center for Digital Humanities (GCDH).

Academic Programs That Make a Difference

The Faculty of Business and Economics offers a variety of academic programs that prepare students for professional success. At the bachelor's level, students can select from business administration, economics, business information systems and human resource education. At the master's level, programs range from key areas such as global business and economics to a more specialized education in information systems, business education and human resources, taxation, applied statistics, as well as history of global markets. In total, the faculty offers five bachelor degree and twelve master degree programs.

This portfolio of academic programs delivers outstanding educational experiences and equips students with the critical capabilities that are highly sought after in the marketplace. Furthermore, the Faculty of Business and Economics offers a structured doctoral program within the Göttingen Graduate School of Social Sciences (GGG). The objective is to bring doctoral students and faculty members together in order to strengthen students' research capabilities and to prepare them for a successful career path in academia or industry.

Truly International Focus

The faculty runs exchange programs with universities across the globe. Within the Erasmus Program of the European Commission, students can choose between more than 60 universities. There are also additional exchange programs with Australia, China, Japan, South Korea, Thailand, Indonesia, the West Indies, South Africa, Latin America, the United States, Russia and Ukraine. Overall, the faculty currently offers 135 exchange programs in 33 countries worldwide providing students with the global mindset needed for today's market environment. The Faculty of Business and Economics offers different opportunities to earn a double degree in cooperation with renowned partner universities:

M.Sc. in Finance, Accounting and Taxes: Double degree program in cooperation with the University of Ghent (Belgium)
M.Sc. in Global Business: Double degree program in cooperation with the University of Nanjing (China)
M.A. in International Economics: Double degree program in cooperation with the University of Groningen (The Netherlands)
M.A. in Development Economics: Double degree program in cooperation with the University of Stellenbosch (South Africa) and the University of Florence (Italy)
M.A. in History of Global Markets: Erasmus Mundus Joint Master Degree Program "Global Markets, Local Creativities" (GLOCAL) jointly offered with the universities of Glasgow, Barcelona, and Rotterdam

The Faculty in Rankings

Centre for Higher Education (CHE) University Ranking 2017:
The bachelor and master degree programs of the faculty
range in the top and middle groups

Handelsblatt Ranking 2017:
Professor Dr. Holger Strulik ranks 1st place
Department of Economics ranks 6th place

Academic Ranking of World Universities 2017:
Economics: World Rank 101-150
Statistics: World Rank 51-75

Eduniversal Worldwide Business Schools Ranking 2016:
“EXCELLENT business school with reinforcing international
influence”

A Faculty with Long-Standing Tradition

At the Georg-August-Universität Göttingen, economic science has been a core discipline of research and teaching since the university's founding in 1737. Originally, the first curricula offered by the faculty were Insurance Science in 1895 and Political Science (the precursor of Economics) in 1899. In 1922, the university split Economic Studies from Business Administration and founded the program Economic Studies of Firms, which later became Business Administration.

In 1950, the Georg-August-Universität rapidly expanded its Economic Studies of Firms program. A host of new professorships were created in 1954 and 1955, as well as a full degree program in Business Administration (*Diplom-Kaufmann*). In 1961, a full-time program of Business Education was launched, which resulted in the degree of *Diplom-Handelslehrer*. One year later, the Faculty of Economics and Social Sciences was established, which was then dissolved in 1981. Since then, Economic Sciences has been run independently of other faculties, and in 1997, it became officially known as the Faculty of Business and Economics.



The Department of Business Administration

The Department of Business Administration
is organized into four Groups:

Finance, Accounting, and Taxation Group

Chair of Accounting and Auditing (Prof. Jörg-Markus Hitz)
Chair of Business Taxation (Prof. Andreas Oestreicher)
Chair of Electronic Finance and Digital Markets
(Prof. Jan Muntermann)
Chair of Finance (Prof. Olaf Korn)
Chair of Finance and Control (Prof. Stefan Dierkes)

Management Group

Chair of Human Resources Management and Asian
Business (Prof. Fabian J. Froese)
Chair of Information Management (Prof. Lutz M. Kolbe)
Junior Professorship in Information Security and
Compliance (Ass. Prof. Simon Trang)
Chair of Management and Control (Prof. Michael Wolff)
Chair of Organization and Corporate Development
(Prof. Indre Maurer)

Marketing and Consumer Science Group

Chair of Application Systems and E-Business
(Prof. Matthias Schumann)
Junior Professorship in Digital Marketing
(Ass. Prof. Welf Weiger)
Chair of Marketing and Consumer Behavior
(Prof. Yasemin Boztuğ)
Chair of Marketing and Innovation Management
(Prof. Maik Hammerschmidt)
Chair of Marketing and Retail Management (Prof. Waldemar
Toporowski)

Business Education Group

Chair of Business Education and Human Resource
Development (Prof. Susan Seeber)
Chair of Business Education, Professional Teaching and
Learning (Prof. Julia Warwas)





From left to right:
 First row (sitting): Clarissa E. Weber, Welf Weiger, Katharina Bader, Indre Maurer, Yasemin Boztuğ, Olaf Korn, Fabian J. Froese, Christian Michaelis
 Second row: Nico Lehmann, Steffen Jahn, Jan Muntermann, Alexander Merz, Julia Warwas, Michael Wolff, Waldemar Toporowski, Lutz M. Kolbe, Susan Seeber
 Third row: Simon Trang, Ossama Elshiewy, André Hanelt, Sebastian Firk, Sebastian Störmer, Stefan Dierkes, Jörg-Markus Hitz, Matthias Schumann, Maik Hammerschmidt, Sebastian Hobert, Andreas Oestreicher

Finance, Accounting, and Taxation Group

The Finance, Accounting, and Taxation Group's research focuses on capital markets, corporate governance, and the role and effects of accounting for firms and their stakeholders. The Group combines the following chairs:

Accounting and Auditing
Business Taxation
Electronic Finance and Digital Markets
Finance
Finance and Control

The following researchers work in the Finance, Accounting, and Taxation Group:

Full Professors

Stefan Dierkes
Jörg-Markus Hitz
Olaf Korn
Jan Muntermann
Andreas Oestreicher

Assistant Professors

Nico Lehmann
Alexander Merz

Honorary Professors

Martin Balleer
Jens Blumenberg

The Group's research spans areas such as asset pricing, in particular commodities, economic effects of disclosure regulation, management compensation, incentive systems, firm valuation, effects of supra-national tax regulation, and textual analysis of information disseminated in capital markets.

In recent years, members of the Group have published in leading international journals of the field, including *Decision Support Systems*, *European Accounting Review*, *Information Systems Research*, *Journal of Banking and Finance*, *Journal of Financial Intermediation*, *Review of Finance*, *Review of Managerial Science*, *Review of Quantitative Finance and Accounting*, and *Schmalenbach Business Review*.

Various Group members and teams conduct research projects funded by institutions such as the German Research Foundation (DFG) and the European Commission. The Group also hosts a weekly research seminar, where Ph.D. candidates and invited speakers from renowned international business schools and faculties present and discuss their work.

In 2014, the Group established the Graduate Program in Accounting Research (GPAR), a structured international Ph.D. program in accounting. GPAR, which is run in cooperation with researchers from the universities of Hanover and Osnabrück, offers a wide variety of courses for doctoral students. It aims to familiarize Ph.D. students with the current work and methods in analytical, experimental and empirical accounting research, and to provide a forum for critical discussion.



*From left to right:
Nico Lehmann, Alexander Merz, Jan Muntermann, Olaf Korn, Jörg-Markus Hitz, Andreas Oestreicher, Stefan Dierkes*

Stefan Dierkes

Full Professor
Chair of Finance and Control



Research Areas

Valuation
Value-Based Management
Risk Management
Sustainability Management
Behavioral Management Accounting

Selected Publications

Corporate Taxes, Capital Structure, and Valuation: Combining Modigliani/Miller and Miles/Ezzell, Review of Quantitative Finance and Accounting (2017) (with Ulrich Schäfer).

Corporate Valuation, Stuttgart (2015) (with Ralf Diedrich).

Valuation with Divergent Debt and Credit Interest Rates after Personal Taxes, Journal of Business Economics (2011) (with Ralf Diedrich and Hans-Christian Gröger).

Discounted Cash Flow Valuation with Capital Gains Tax, Journal of Business Economics (2009) (with Ralf Diedrich and Hans-Christian Gröger).

Break Even Analysis and Risk, Journal of Business Economics (2005).

Teaching

Cost and Management Accounting
Sustainability Management
Corporate Valuation
Decision Theory
Behavioral Management Accounting

Awards and Honors

Best Paper Award, International Association for Accounting Education & Research, 2013

External Activities

Lecturer for Executive MBA Programs (e.g., Health Care Management, Marketing Management, Project Management)

Member of the Hessian Certified Public Accountant Examination Committee

Third-Party Projects and Funding

Sustainability Management in Vocational Education and Training, Federal Institute for Vocational Education and Training, Principal Investigator, 2016–2019

Simulation-Based Measurement and Validation of a Competence Model for Sustainability Management, Federal Ministry of Education and Research, Principal Investigator, 2016–2018

Valuation, PricewaterhouseCoopers AG, Principal Investigator, 2014–2017

Short Biography

Positions

Full Professor of Finance and Control, University of Göttingen, 2010–present

Full Professor of Managerial Accounting, The Philipps University of Marburg, 2003–2010

Assistant Professor, Leipzig University, 1999–2003

Research Associate, University of Cologne, 1998–1999

Research Associate, Martin Luther University Halle-Wittenberg, 1994–1998

Education

Habilitation in Business Administration, Leipzig University, 2003

Doctorate in Business Administration, Martin Luther University Halle-Wittenberg, 1998

Diploma in Business Administration, University of Cologne, 1993

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Jörg-Markus Hitz

Full Professor
Chair of Accounting and Auditing



Research Areas

International Financial Reporting Standards
Market-Based Accounting Research
Executive Compensation
Corporate Governance

Selected Publications

Market Reactions to the Regulation of Executive Compensation, *European Accounting Review* (2015) (with Stephanie Müller-Bloch).

Intended and Unintended Consequences of Mandatory IFRS Adoption: A Review of Extant Evidence and Suggestions for Future Research, *European Accounting Review* (2013) (with Ulf Brüggemann and Thorsten Sellhorn).

Enforcement of Accounting Standards in Europe: Capital-Market-Based Evidence for the Two-Tier Mechanism in Germany, *European Accounting Review* (2012) (with Jürgen Ernstberger and Michael Stich).

Relevance of Academic Research and Researchers' Role in the IASB's Financial Reporting Standard Setting, *Abacus* (2009) (with Rolf Uwe Fülber and Thorsten Sellhorn).

The Decision Usefulness of Fair Value Accounting: A Theoretical Perspective, *European Accounting Review* (2007).

Teaching

International Financial Reporting Standards
Financial Statement Analysis
Principles of Auditing
Corporate Governance

Awards and Honors

Vernon Zimmermann Best Paper Award, Asian-Pacific Conference on International Accounting Issues, 2017

Best Paper Award, German Academic Association for Business Research, 2010

External Activities

Editorial Board Member, *Accounting and Business Research*

Ad hoc Reviewer, *Abacus*, *Accounting Horizons*, *Accounting in Europe*, *Accounting and Business Research*, *Business Research*, *European Accounting Review*

Third-Party Projects and Funding

Economic Effects of IFRS Adoption: The Role of Selection Effects and Opt-Outs, German Research Foundation (DFG), Principal Investigator, 2017–2019

Marie Curie Research Training Network INTACCT, European Commission Project, Experienced Researcher, 2008–2009

Short Biography

Positions

Full Professor of Accounting and Auditing,
University of Göttingen, 2009–present

Visiting Professor, Tilburg University, The Netherlands,
2008, 2012

Assistant Professor, University of Cologne, 2005–2009

Research Associate, University of Cologne, 2000–2005

Education

Habilitation in Business Administration,
University of Cologne, 2009

Doctorate in Business Administration,
University of Cologne, 2005

Diploma in Business Administration,
University of Munich, 1999

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Olaf Korn

Full Professor
Chair of Finance



Research Areas

Risk Management
Derivatives
Portfolio Management
Liquidity in Financial Markets
Commodity Markets

Selected Publications

Risk-Adjusted Option-Implied Moments, Review of Derivatives Research (2017) (with Felix Brinkmann).

Which Beta is Best? On the Information Content of Option-Implied Betas, European Financial Management (2015) (with Rainer Baule and Sven Saßning).

Portfolio Optimization Using Forward-Looking Information, Review of Finance (2015) (with Alexander Kempf and Sven Saßning).

The Term Structure of Illiquidity Premia, Journal of Banking & Finance (2012) (with Alexander Kempf and Marliese Uhrig-Homburg).

Robust Stock Option Plans, Review of Quantitative Finance and Accounting (2012) (with Clemens Paschke and Marliese Uhrig-Homburg).

Teaching

Principles of Finance
Investments
Financial Risk Management
Derivatives

Awards and Honors

Research Fellowship, Center for Financial Research, University of Cologne, 2005–present

Visiting Academic Scholar Award, Macquarie University, Sydney, Australia, 2012

External Activities

Advisory Board Member, Frankfurt Institute for Risk Management and Regulation

Program Committee Member, European Finance Association Annual Meetings, Swiss Society for Financial Market Research Annual Meetings

Third-Party Projects and Funding

The Impact of Market Frictions on Option Prices, German Research Foundation (DFG), Principal Investigator, 2016–2018

Understanding and Coping with Food Markets Volatility Towards More Stable World and EU Food Systems, European Commission, Principal Investigator, 2012–2015

Short Biography

Positions

Full Professor of Finance, University of Göttingen, 2007–present

Full Professor of Finance, WHU – Otto-Beisheim School of Management, Vallendar, 2005–2007

Assistant Professor, University of Mannheim, 1999–2005

Research Associate, Center for European Economic Research, Mannheim, 1993–1999

Research Associate, University of Basel, Switzerland, 1992–1993

Education

Habilitation in Business Administration, University of Mannheim, 2005

Doctorate in Business Administration, University of Mannheim, 1999

Diploma in Statistics, TU Dortmund University, 1992

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Nico Lehmann

Assistant Professor
Chair of Accounting and Auditing



Research Areas

Corporate Governance
Earnings Management
Information Intermediation
IFRS / Enforcement Regulation

Selected Publications

Empirical Evidence on the Role of Proxy Advisors in European Capital Markets, *European Accounting Review* (2017) (with Jörg-Markus Hitz).

The Role of Corporate Governance in Shaping Accruals Manipulation Prior to Acquisitions, *Accounting and Business Research* (2016).

Teaching

Methods in Empirical Accounting Research
Financial Statement Analysis
Corporate Governance

Awards and Honors

Florenz Sartorius-Prize for the Best Doctoral Thesis in the Business Administration Department, University of Göttingen, 2015

External Activities

Ad hoc Reviewer, *British Accounting Review*, *European Accounting Review*, *Managerial Auditing Journal*, *Schmalenbachs Zeitschrift für betriebswirtschaftliche Forschung*

Third-Party Projects and Funding

Economic Effects of IFRS Adoption: The Role of Selection Effects and Opt-Outs, German Research Foundation (DFG), Co-Investigator, 2016–2019

Short Biography

Positions

Assistant Professor, University of Göttingen, 2015–present

Visiting Scholar, University of Toronto, Canada, 2015

Research Associate, University of Göttingen, 2010–2014

Education

Doctorate in Accounting,
University of Göttingen, 2014

Master of Arts in International Business,
University of Hamburg, 2009

Diploma in Business Administration,
University of Hamburg, 2006

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Alexander Merz

*Assistant Professor
Chair of Finance*



Research Areas

Corporate Governance
Executive Compensation
Risk Management

Selected Publications

What Have We Learned from SFAS 123r and IFRS 2?
A Review of Existing Evidence and Future Research
Suggestions, *Journal of Accounting Literature* (2017).

Accounting and Equity-Based Compensation: On the
Influence and Effectiveness of IFRS 2, *Göttingen* (2014).

Teaching

Corporate Finance
Financial Research

Awards and Honors

Scholarship for a Semester Abroad, German Academic
Exchange Service, 2006

External Activities

Member of the European Accounting Association
Member of the European Finance Association
Lecturer in Risk Management, University of Hanover

Short Biography

Positions

Assistant Professor, University of Göttingen, 2014–present

Research Associate, University of Göttingen, 2008–2014

Visiting Researcher, Macquarie University, Sydney,
Australia, 2010

Education

Doctorate in Business Administration,
University of Göttingen, 2014

Master of Science in Management,
University of Göttingen, 2008

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Jan Muntermann

Full Professor

Chair of Electronic Finance and Digital Markets



Research Areas

Electronic Finance and Financial Information Systems
Business Intelligence and (Big Data) Analytics
Digital Business Strategy Development and Execution

Selected Publications

Explaining and Predicting Online Review Helpfulness: The Role of Content and Reviewer-related Signals, *Decision Support Systems* (2018) (with Michael Siering and Balaji Rajagopalan).

Stock Analysts vs. the Crowd: Mutual Prediction and the Drivers of Crowd Wisdom, *Information & Management* (2016) (with Matthias Eickhoff).

Paradoxes and the Nature of Ambidexterity in IT Transformation Programs, *Information Systems Research* (2015) (with Robert W. Gregory, Mark Keil, and Magnus Mähring).

Heuristic Theorizing: Proactively Generating Design Theories, *Information Systems Research* (2014) (with Robert W. Gregory).

A Method for Taxonomy Development and its Application in Information Systems, *European Journal of Information Systems* (2013) (with Upkar Varshney and Robert C. Nickerson).

Teaching

Financial Information Systems
Electronic Securities Trading
Corporate Finance
Business Intelligence and Decision Support Systems

Awards and Honors

Best Paper Award Nomination, German Academic Association for Business Research, 2016

European Research Paper of the Year Nomination, CIONET, 2015, 2016

Best Completed Research Paper Award, PACIS Conference, Association for Information Systems, 2015

CCI Dissertation Prize, Chamber of Commerce and Industry Frankfurt/M., 2007

Third-Party Projects and Funding

GeMIDT: Design of Mobile Information Systems and Digital Transformation, Ministry for Science and Culture of Lower Saxony, Speaker, 2016–2020

FIRST: Large Scale Information Extraction and Integration Infrastructure for Supporting Financial Decision Making, European Commission, Principal Investigator, 2010–2013

Short Biography

Positions

Full Professor of Electronic Finance and Digital Markets, University of Göttingen, 2010–present

Assistant Professor, Goethe University Frankfurt, 2008–2010

Visiting Scholar, London Business School, UK, 2007

Research Associate, E-Finance Lab, Frankfurt/M., 2007–2008

Visiting Researcher, Microsoft Research, Cambridge, UK, 2005

Research Associate, Goethe University Frankfurt, 2002–2007

Education

Doctorate in Business Administration, Goethe University Frankfurt, 2007

Diploma in Business Administration, Goethe University Frankfurt, 2001

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Andreas Oestreicher

Full Professor
Chair of Business Taxation



Research Areas

Company Taxation
International Taxation
Tax Transfer Pricing
Empirical Tax Research
Experimental Studies on Taxation

Selected Publications

International Business Taxation, 8th ed., Munich (2016)
(with Dieter Endres, Andreas Schumacher, and Christoph Spengel).

Reforming Inter-Period Loss-Offset Provisions, Business Administration Review (2012) (with Reinald Koch and Dorothea Vorndamme).

Taxation and Corporate Group Structure: Evidence from a Sample of European Multinationals, Schmalenbach Business Review (2012) (with Reinald Koch).

The Revenue Consequences of Using a Common Consolidated Corporate Tax Base to Determine Taxable Income in the EU Member States, Public Finance Analysis (2011) (with Reinald Koch).

Teaching

International Company Taxation
Group Taxation
Tax Transfer Pricing
Company Taxation in the European Union
State of the Art and Methods of Empirical Tax Research

Awards and Honors

Best Paper Award, German Academic Association for Business Research, 1998
Best Doctoral Dissertation on Taxation, Schitag Foundation, 1992

External Activities

Ad hoc Reviewer, National Tax Journal, Public Finance Analysis, Review of Managerial Sciences, Schmalenbach Business Review

Member of the Scientific Advisory Board, Mannheim Taxation ScienceCampus

Independent Person of Standing, Eligible to Become a Member of the Advisory Commission as Referred to in the EU Arbitration Convention

Research Associate, Center for European Economic Research

Third-Party Projects and Funding

Behavioral Effects of Company Taxation, German Research Foundation (DFG), Principal Investigator, 2014–2016

Options for Improving the Administrative Framework Concerning Transfer Pricing Adjustment and Coordination, Foundation for Family Businesses, Co-Investigator, 2013–2015

Common Corporate Tax Base and Common Enterprise Tax Base: Economic Impact Assessment, Federal Ministry of Finance, Principal Investigator, 2012–2013

Short Biography

Positions

Full Professor of Business Taxation, University of Göttingen, 2001–present

Tax Advisor, PricewaterhouseCoopers, Frankfurt/M., 1999–2000

Assistant Professor, University of Mannheim, 1992–1998

Research Associate, University of Mannheim, 1986–1991

Education

Habilitation in Business Administration, University of Mannheim, 1999

Appointment as German Tax Advisor, 1993

Doctorate in Business Administration, University of Mannheim, 1992

Diploma in Business Administration, University of Mannheim, 1985

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Management Group

The Management Group's research focuses on the design and management of organizations that enable innovation and sustainable business success. The Group combines the following chairs:

Human Resources Management and Asian Business
Information Management
Management and Control
Organization and Corporate Development
Supply Chain Management and Production (currently N.N.)

The following researchers work in the Management Group:

Full Professors

Fabian J. Froese
Lutz M. Kolbe
Indre Maurer
Michael Wolff

Assistant Professors

Anna Katharina Bader
Sebastian Firk
André Hanelt
Sebastian Störmer
Simon Trang
Clarissa E. Weber

Honorary Professor

Wolfhard Gottschalk

The Group's research interests include corporate governance, e-mobility, international human resource management, and social networks. Research projects are funded by industry and other external parties such as the German Research Foundation (DFG), the European Commission, the Federal Ministry of Education and Research, and the Volkswagen Foundation. Members of the Group are well connected to corporate partners and the international research community, which includes an international visiting scholar/professor program. International researchers interested in spending some time in Göttingen are encouraged to contact any of the full professors.

Prior research has been published in leading international journals, including Administrative Science Quarterly, Contemporary Accounting Research, European Accounting Review, European Journal of Operational Research, Information Systems Journal, Journal of Management Studies, Journal of Organizational Behavior, Organization Studies, Research Policy, and Strategic Management Journal.



*From left to right:
First row: Katharina Bader, Clarissa E. Weber, Indre Maurer, Simon Trang
Second row: Sebastian Firk, André Hanelt, Fabian J. Froese, Michael Wolff, Lutz M. Kolbe, Sebastian Störmer*

Anna Katharina Bader

Assistant Professor
Chair of Human Resources Management and Asian Business



Research Areas

International Human Resource Management
Diversity Management
Expatriate Management

Selected Publications

Terrorism and Expatriate Withdrawal Cognitions: The Differential Role of Perceived Work and Non-Work Constraints, *The International Journal of Human Resource Management* (2018) (with Carol Reade and Fabian J. Froese).

Clash of Cultures? German Expatriates' Work-Life Boundary Adjustment in South Korea, *European Management Review* (2018) (with Fabian J. Froese and Albert Kraeh).

Institutional Discrimination of Women and Workplace Harassment of Female Expatriates: Evidence from 25 Host Countries, *Journal of Global Mobility* (2018) (with Benjamin Bader, Sebastian Stoermer, and Tassilo Schuster).

Expatriates' Influence on the Organisational Commitment of Host Country Nationals in China: The Moderating Role of Individual Values and Status Characteristics, *European Journal of International Management* (2017) (with Fabian J. Froese, Andreas Achteresch, and Simon Behrens).

Culture Matters: The Influence of National Culture on Inclusion Climate, *Cross Cultural & Strategic Management* (2016) (with Fabian J. Froese and Sebastian Stoermer).

Teaching

International Human Resource Management
Strategic Human Resource Development
Human Resource Project

Awards and Honors

Best Paper Award for Increased Gender Awareness in International Business Research, *Women in the Academy of International Business*, 2017

Best Reviewer Award, International Management Division, *Academy of Management*, 2016

Best Paper Award, *PERSONALquarterly*, 2016

Outstanding Reviewer Award, *Journal of Asia Business Studies*, 2015

External Activities

Editorial Review Board, *Cross Cultural & Strategic Management*, *Journal of Asia Business Studies*

Ad hoc Reviewer, *Journal of World Business*, *Human Resource Management*, *International Journal of Human Resource Management*, *Asian Business and Management*

Third-Party Projects and Funding

The Impact of Diversity and Inclusion Management on Knowledge Exchange and Innovation: An International Comparison Between Japan and Germany, *Japan Society for the Promotion of Science*, Co-Investigator, 2014

Short Biography

Positions

Assistant Professor,
University of Göttingen, 2012–present

Leadership Development Manager,
Vodafone D2 GmbH, Düsseldorf, 2011–2012

Research Associate,
Catholic University of Eichstätt-Ingolstadt, 2007–2010

Education

Doctorate in Business Administration,
Catholic University of Eichstätt-Ingolstadt, 2012

Diploma in Pedagogics,
Catholic University of Eichstätt-Ingolstadt, 2007

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Sebastian Firk

Assistant Professor
Chair of Management and Control



Research Areas

Value-Based Management
Capital Market Communication
Chief Financial Officers
Digitalization
Environmental Performance Measurement

Selected Publications

Value-Based Management and Merger & Acquisition Returns: A Multi-level Contingency Model, *European Accounting Review* (2018) (with Franz Maybuechen, Jana Oehmichen, and Michael Wolff).

Exploring Value-Based Management Sophistication: The Role of Potential Economic Benefits and Institutional Influences, *Contemporary Accounting Research* (2018) (with Torben Schmidt and Michael Wolff).

Sharing Yet Caring: Mitigating Moral Hazard in Access-Based Consumption through IS-Enabled Value Co-Capturing with Consumers, *Business & Information Systems Engineering* (2018) (with Björn Hildebrandt and André Hanelt).

Drivers of Value Creation: The Role of Value-Based Management and Underlying Institutions, *Management Accounting Research* (2016) (with Sebastian Schrapp and Michael Wolff).

Entering the Digital Era: The Impact of Digital Technology-Related M&As on Business Model Innovations of Automobile OEMs, *Proceedings of the International Conference on Information Systems* (2015) (with Björn Hildebrandt, André Hanelt, and Lutz M. Kolbe).

Teaching

Management Accounting
Cost Accounting
Corporate Strategy

Awards and Honors

Florenz Sartorius-Prize for the Best Doctoral Thesis in the Business Administration Department, University of Göttingen, 2017

European Accounting Association Representative, AFAANZ Doctoral Symposium, 2016

Best Paper Proceedings, Academy of Management, 2015, 2016

Best Paper Award Nominee, International Conference on Information Systems, 2015

External Activities

Ad hoc Reviewer, Business Research, Corporate Governance: An International Review, *Management Accounting Research*

Short Biography

Positions

Assistant Professor, University of Göttingen, 2017–present

Visiting Researcher, VU University Amsterdam, The Netherlands, 2017

Research Associate, University of Göttingen, 2013–2016

Education

Doctorate in Management Accounting, University of Göttingen, 2016

Master of Science in Management, University of Göttingen, 2013

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Fabian Jintae Froese

Full Professor

Chair of Human Resources Management and Asian Business



Research Areas

International Human Resource Management
Expatriation
Diversity Management
Talent Management

Selected Publications

Merit-Based Rewards, Job Satisfaction, and Voluntary Turnover: Moderating Effects of Employee Demographic Characteristics, *British Journal of Management* (2018) (with Vesa Peltokorpi, Arup Varma, and Azusa Hitotsuyanagi).

Is Inpatriate Assignment Experience a Ticket to the Top of a Foreign Subsidiary? The Moderating Effect of Subsidiary Context, *Journal of World Business* (2017) (with Almasa Sarabi and Monika Hamori).

Expatriates' Cultural Intelligence, Embeddedness and Knowledge Sharing: A Multilevel Analysis, *Academy of Management Best Paper Proceedings* (2017) (with Sebastian Stoermer and Samuel Davies).

Language, Cultural Intelligence, and Inpatriate Turnover Intentions: Leveraging Values in Multinational Corporations Through Inpatriates, *Management International Review* (2016) (with Kwanghyun Kim and Aileen Eng).

Organizational Embeddedness, Turnover Intentions, and Voluntary Turnover: The Moderating Effects of Employee Demographic Characteristics and Value Orientations, *Journal of Organizational Behavior* (2015) (with Vesa Peltokorpi and David Allen).

Teaching

Human Resource Management
Cross-Cultural Management
International Management
Asian Business and Management

Awards and Honors

Best Paper Award, European Academy of Management, 2014, 2015, 2017

Best Paper Award, Academy of International Business, 2017

External Activities

Editor-In-Chief, *Asian Business and Management*

Associate Editor, *Cross Cultural & Strategic Management*

Editorial Board Member, *Asia Pacific Journal of Management*, *Journal of Global Mobility*

Third-Party Projects and Funding

Knowledge and Innovation in, to, and from Emerging Markets, European Commission, Principal Investigator, 2017–2020

Global Leadership, Volkswagen AG, Co-Investigator, 2012–2013

Short Biography

Positions

Full Professor of Human Resources Management and Asian Business, University of Göttingen, 2012–present

Visiting Professor, Kobe University, Japan, 2012, 2014

Assistant Professor, Korea University, Seoul, South Korea, 2007–2012

Education

Ph.D. in International Studies,
Waseda University, 2009

Doctorate in International Management,
University of St. Gallen, 2007

Diploma in Business Administration,
University of Mannheim, 2003

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André Hanelt

Assistant Professor
Chair of Information Management



Research Areas

Digital Transformation
Digital Platform Ecosystems
Institutional Pressures of Digitalization
Digital Business Models

Selected Publications

Sharing Yet Caring: Mitigating Moral Hazard in Access-Based Consumption through IS-Enabled Value Co-Capturing with Consumers, *Business & Information Systems Engineering* (2018) (with Björn Hildebrandt and Sebastian Firk).

Driving Business Transformation toward Sustainability: Exploring the Impact of Supporting IS on the Performance Contribution of Eco-Innovations, *Information Systems Journal* (2017) (with Sebastian Busse and Lutz M. Kolbe).

The Business Model Pattern Database: A Tool for Systematic Business Model Innovation, *International Journal of Innovation Management* (2017) (with Gerrit Remané, Jan F. Tesch, and Lutz M. Kolbe).

Understanding the Influence of Absorptive Capacity and Ambidexterity on the Process of Business Model Change, *Information Systems Journal* (2016) (with Johann Kranz and Lutz M. Kolbe).

Transforming Industrial Business: The Impact of Digital Transformation on Automotive Organizations, *International Conference on Information Systems* (2015) (with Everlin Piccinini, Robert W. Gregory, and Lutz M. Kolbe).

Teaching

Digital Business Management
Machine Learning in the Context of Digital Transformation

Awards and Honors

Best Paper Award Nominee, International Conference on Information Systems, 2015

External Activities

Associate Editor, *International Conference on Information Systems*

Ad hoc Reviewer, *Journal of Strategic Information Systems*, *Information Systems Journal*

Third-Party Projects and Funding

Platform Business Models in the Automotive Industry, Industry Grant, Principal Investigator, 2018

Statewide Electromobility Showcase, Federal Ministry for Economic Affairs and Energy, Federal Ministry of Transport and Digital Infrastructure, Co-Investigator, 2014–2016

Short Biography

Positions

Assistant Professor, University of Göttingen, 2016–present

Research Group Leader, Digital Transformation Research Center, University of Göttingen, 2016–present

Visiting Researcher, University of Maryland, College Park, USA, 2018

Visiting Researcher, IESE Business School, Barcelona, Spain, 2016

Research Group Leader, Sustainable Mobility Research Group, University of Göttingen, 2014–2016

Research Associate, University of Göttingen, 2012–2016

Education

Doctorate in Information Management,
University of Göttingen, 2016

Master of Science in Management,
University of Göttingen, 2012

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Lutz M. Kolbe

Full Professor
Chair of Information Management



Research Areas

Smart Mobility
Information Management in Renewable Resources
Digital Transformation
Information Technology Innovation Management

Selected Publications

Driving Business Transformation toward Sustainability: Exploring the Impact of Supporting IS on the Performance Contribution of Eco-Innovations, *Information Systems Journal* (2017) (with André Hanelt and Sebastian Busse).

Discovering Digital Business Models in Traditional Industries, *Journal of Business Strategy* (2017) (with Gerrit Remané, André Hanelt, and Robert C. Nickerson).

The Business Model Pattern Database: A Tool for Systematic Business Model Innovation, *International Journal of Innovation Management* (2017) (with Gerrit Remané, André Hanelt, and Jan F. Tesch).

Understanding the Influence of Absorptive Capacity and Ambidexterity on the Process of Business Model Change, *Information Systems Journal* (2016) (with André Hanelt and Johann Kranz).

Entering the Digital Era: The Impact of Digital Technology-Related M&As on Business Model Innovations of Automobile OEMs, *Proceedings of the International Conference on Information Systems* (2015) (with Björn Hildebrandt, André Hanelt, and Sebastian Firk).

Teaching

Information Management
IT Service Management
IT Strategy
Entrepreneurship

External Activities

Member of the Sino-German Institute of Social Computing, Nanjing, Göttingen

Member of the Energy Research Center of Lower Saxony

Third-Party Projects and Funding

Statewide Electromobility Showcase, Federal Ministry for Economic Affairs and Energy, Federal Ministry of Transport and Digital Infrastructure, Principal Investigator, 2013–2016

Resource Efficiency in Interorganizational Networks, DFG Research Training Group 1703, Principal Investigator, 2012–2018

Short Biography

Positions

Full Professor of Information Management, University of Göttingen, 2007–present

Research Group Leader, Institute of Information Management, University of St. Gallen, Switzerland, 2002–2007

Managing Director, eConsulting Group, Deutsche Bank North America, New York, USA, 2000–2002

Director, Advanced Technology Group, Deutsche Bank AG, Frankfurt/M., 1997–2000

Research Associate, Technical University of Freiberg, 1994–1997

Education

Habilitation in Information Management, University of St. Gallen, 2006

Doctorate in Information Management, Technical University of Freiberg, 1997

Master of Science in Information Systems, Technical University of Braunschweig, 1993

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Indre Maurer

Full Professor

Chair of Organization and Corporate Development



Research Areas

Social Network Relationships
Firm Capabilities
Innovation

Selected Publications

Alliance Portfolio Diversity and Innovation: The Interplay of Portfolio Coordination Capability and Proactive Partner Selection Capability, *Journal of Management Studies* (2018) (with Phillip Degener and Suleika Bort).

To Continue or not to Continue? Drivers of Recurrent Partnering in Temporary Organizations, *Organization Studies* (2016) (with Mark Ebers).

Connections Count: How Relational Embeddedness and Relational Empowerment Foster Absorptive Capacity, *Research Policy* (2014) (with Mark Ebers).

The Value of Intra-Organizational Social Capital: How it Fosters Knowledge Transfer, Growth and Innovation Performance, *Organization Studies* (2011) (with Vera Bartsch and Mark Ebers).

Dynamics of Social Capital and Their Performance Implications: Lessons from Biotechnology Start-Ups, *Administrative Science Quarterly* (2006) (with Mark Ebers).

Teaching

Organization Theory and Design
Corporate Development and Innovation

Awards and Honors

Outstanding Teacher Award, University of Göttingen, 2014

Best Course Award, University of Cologne, 2009

Best Paper Award, German Academic Association for Business Research, 2007

Best Paper Award, European Group for Organizational Studies, 2007

External Activities

Track Chair, European Group for Organizational Studies

Ad hoc Reviewer, *Strategic Management Journal*,
Organization Studies

Third-Party Projects and Funding

Interprof ACT: Effects of Strategies to Improve Interprofessional Collaboration in Nursing Homes, Federal Joint Committee, Principal Investigator, 2017–2020

ISHARE: Impact of the Sharing Economy in Germany, Federal Ministry of Education and Research, Principal Investigator, 2015–2018

Short Biography

Positions

Full Professor of Organization and Corporate Development, University of Göttingen, 2012–present

Visiting Professor, Macquarie University, Sydney, Australia, 2015

Assistant Professor, University of Cologne, 2005–2012

Visiting Researcher, Stanford University, USA, 1997, 2009

Assistant Professor, Augsburg University, 2002–2004

Research Associate, Augsburg University, 1996–2001

Education

Habilitation in Business Administration, University of Cologne, 2011

Doctorate in Business Administration, Augsburg University, 2002

Diploma in Socio-Economics, Augsburg University, 1998

Diploma in Business Administration, Augsburg University, 1996

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Sebastian Störmer

*Assistant Professor
Chair of Human Resources Management and
Asian Business*



Research Areas

International Human Resource Management
Expatriate Management
Diversity Management
Organizational Behavior

Selected Publications

Racial Harassment and Job Satisfaction in South Africa: The Moderating Effects of Career Orientations and Managerial Rank, *International Journal of Human Resource Management* (2018) (with Azusa Hitotsuyanagi-Hansel and Fabian J. Froese).

Institutional Discrimination of Women and Workplace Harassment of Female Expatriates: Evidence from 25 Host Countries, *Journal of Global Mobility* (2018) (with Benjamin Bader, Katharina Bader, and Tassilo Schuster).

Person-Environment Fit and Expatriate Job Satisfaction, *Thunderbird International Business Review* (2018) (with Arno Haslberger, Fabian J. Froese, and Albert L. Kraeh).

Culture Matters: The Influence of National Culture on Inclusion Climate, *Cross Cultural & Strategic Management* (2016) (with Katharina Bader and Fabian J. Froese).

Teaching

Empirical Methods in HRM
Current Topics in HRM

Awards and Honors

Best Paper Award, European Academy of Management Conference, 2017

Best Paper Award, Expatriate Management Track, European Academy of Management Conference, 2017

Carolyn Dexter Award Finalist, Academy of Management Annual Meeting, 2017

External Activities

Ad hoc Reviewer, Human Resource Management, Cross Cultural & Strategic Management, *Journal of Global Mobility*, *Journal of Asia Business Studies*

Short Biography

Positions

Assistant Professor, University of Göttingen 2017–present

Research Associate, University of Göttingen 2014–2017

Education

Doctorate in Business Administration, University of Göttingen, 2017

Master of Science in Business Psychology, University of Bremen, 2013

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Simon Trang

Assistant Professor
Junior Professorship in Information Security and Compliance



Research Areas

Information Security
Strategic IT Management
Networked Businesses
Quantitative Empirical Methods

Selected Publications

Drivers of Network Governance: A Multitheoretic Perspective with Insights from Case Studies in the German Wood Industry, *Journal of Cleaner Production* (2016) (with Lutz M. Kolbe and Sebastian Zander).

Towards an Importance-Performance Analysis of Factors Affecting E-Business Diffusion in the Wood Industry, *Journal of Cleaner Production* (2016) (with Lutz M. Kolbe and Sebastian Zander).

The Contingent Role of Centrality in IT Network Governance: An Empirical Examination, *Pacific Asia Journal of the Association for Information Systems* (2015) (with Lutz M. Kolbe and Sebastian Zander).

E-Business Adoption at the Firm Level: Comparing the Predictive Power of Competing IS Adoption Models, *Proceedings of the International Conference on Information Systems* (2014) (with Lutz M. Kolbe and Sebastian Zander).

Teaching

Information Security Management
Strategic IT Management
Quantitative Methods in Management Research

Awards and Honors

Florenz Sartorius-Prize for the Best Doctoral Thesis in the Business Administration Department, University of Göttingen, 2016

Florenz Sartorius-Prize for the Best Graduate in the Field of Business Information Systems, University of Göttingen, 2012

External Activities

Ad hoc Reviewer, *Journal of Cleaner Production*, *Business & Information Systems Engineering*, *Journal of Business Research*

Project Leader in IT Service Management Implementation Programs, Certified ITIL Expert and TOGAF Experienced Practitioner, 2015–2018

Third-Party Projects and Funding

Resource Efficiency in Interorganizational Networks, DFG Research Training Group 1703, Co-Investigator, 2015–2018

Short Biography

Positions

Assistant Professor, University of Göttingen, 2018–present

Enterprise Architect, WINGAS GmbH, Kassel, 2015–2018

Visiting Scholar, Macquarie University, Sydney, Australia, 2014

Research Associate, University of Göttingen, 2012–2015

Education

Doctorate in Information Management,
University of Göttingen, 2015

Master of Science in Business Information Systems,
University of Göttingen, 2011

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Clarissa E. Weber

Assistant Professor
Chair of Organization and Corporate Development



Research Areas

Organization Theory
Strategic Management
International Management

Selected Publications

Managerial Misperception of Differences between Home and Host Countries: Antecedents and Effect, Academy of Management Best Paper Proceedings (2017) (with Dominik Chahabadi and Indre Maurer).

Knowledge, Trust, and Misperception across Institutional Environments: Evidence from the Internationalization of the German Renewable-Energy Industry, Göttingen (2017).

Teaching

Corporate Development
Organization Design
International Management

Awards and Honors

Best Paper Proceedings, Academy of Management, 2017

Finalist for Best Student Paper Award, Academy of Management, 2017

External Activities

Ad hoc Reviewer, Academy of Management Annual Meeting

Third-party Projects and Funding

Interprof ACT: Effects of Strategies to Improve Interprofessional Collaboration in Nursing Homes, Federal Joint Committee, Co-Investigator, 2017–2020

Short Biography

Positions

Assistant Professor, University of Göttingen, 2017–present

Visiting Researcher, Stanford University, USA, 2015

Research Associate, University of Göttingen, 2012–2017

Education

Doctorate in Business Administration,
University of Göttingen, 2017

Diploma in Business Administration,
University of Cologne, 2012

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Michael Wolff

Full Professor
Chair of Management and Control



Research Areas

Corporate Governance
Digitalization
Corporate Strategy
Incentive Systems
Value-Based Management

Selected Publications

Value-Based Management and Merger & Acquisition Returns: A Multi-level Contingency Model, *European Accounting Review* (2018) (with Sebastian Firk, Franz Maybuechen, and Jana Oehmichen).

Exploring Value-Based Management Sophistication: The Role of Potential Economic Benefits and Institutional Influences, *Contemporary Accounting Research* (2018) (with Sebastian Firk and Torben Schmidt).

Who Needs Experts Most? Board Industry Expertise and Strategic Change: A Contingency Perspective, *Strategic Management Journal* (2017) (with Jana Oehmichen and Sebastian Schrapp).

When Elites Forget Their Duties: The Double-Edged Sword of Prestigious Directors on Boards, *Journal of Management Studies* (2017) (with Daniel Braun, Toru Yoshikawa, and Jana Oehmichen).

Drivers of Value Creation: The Role of Value-Based Management and Underlying Institutions, *Management Accounting Research* (2016) (with Sebastian Firk and Sebastian Schrapp).

Teaching

Corporate Governance
Corporate Strategy
Cost Accounting
Management Accounting

Awards and Honors

Best Paper Proceedings, Academy of Management, 2016

Best Paper Proceedings, Academy of Management, 2015

Best Poster Award, European International Business Academy, 2011

External Activities

Ad hoc Reviewer, *European Management Journal*, *Journal of Business, Finance & Accounting*, *Journal of International Business Studies*

Third-Party Projects and Funding

Codetermination in the Financial Crises, Hans Böckler Foundation, Principal Investigator, 2015–2018

Ownership Culture, Siemens AG, Principal Investigator, 2015–2018

Short Biography

Positions

Full Professor of Management and Control, University of Göttingen, 2011–present

Full Professor of Corporate Governance, Johannes Gutenberg University of Mainz, 2010–2011

Visiting Scholar, Copenhagen Business School, Denmark, 2010

Assistant Professor, Karlsruhe Institute of Technology, 2006–2010

Research Associate, HHL – Leipzig Graduate School of Management, 2000–2003

Education

Doctorate in Business Administration, HHL – Leipzig Graduate School of Management, 2003

Diploma in Business Administration, Goethe University Frankfurt, 1999

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Marketing and Consumer Science Group

The Marketing and Consumer Science Group's research focuses on the management of products, services, and solutions that provide long-term value for customers and all business partners involved. The Group combines the following chairs:

Application Systems and E-Business
Digital Marketing
Marketing and Consumer Behavior
Marketing and Innovation Management
Marketing and Retail Management

The following researchers work in the Marketing and Consumer Science Group:

Full Professors

Yasemin Boztuğ
Maik Hammerschmidt
Matthias Schumann
Waldemar Toporowski

Assistant Professors

Ossama Elshiewy
Sebastian Hobert
Steffen Jahn
Welf Weiger

Honorary Professor

Rainer Lademann

Value-generating activities must span the boundaries of single firms and integrate all exchange partners, from initial suppliers through manufactures and retailers to end customers. Therefore the Group's research areas encompass organizational and individual buying and use behavior, with a special focus on sustainable and healthy consumption, technology and innovation adoption, the management

of multi-channel systems and supply chains, and user behavior in social media. Research efforts also consider firms' increasing demand for information and communication technologies for optimizing value-adding activities in the digital age.

In order to assist with managerial decision making, the Group's research employs state-of-the-art experimental, econometric, and modeling techniques. Leading international journals consistently acknowledge the importance of the Group's research, as their results are regularly published in the Journal of Marketing, Journal of the Academy of Marketing Science, Journal of Service Research, Marketing Letters, Journal of the Association for Consumer Research, Journal of Retailing and Consumer Services, Annals of Tourism Research, European Journal of Operational Research, Journal of Applied Econometrics, Proceedings of the International Conference on Information Systems, Business & Information Systems Engineering, and Journal of Cleaner Production.

Members of the Group intensively cooperate with leading universities worldwide such as the Wharton School of the University of Pennsylvania (USA), Northwestern University (USA), University of Maryland (USA), University of Queensland (Australia), and Massey University (New Zealand). In addition, Group members collaborate with companies from diverse industries in order to ensure the managerial relevance of their research. Each year, the Group hosts a theory-meets-practice lecture series. This allows to exchange ideas with top managers from national and international companies on the most influential marketing topics.



*From left to right:
First row: Matthias Schumann, Welf Weiger, Yasemin Boztuğ, Waldemar Toporowski
Second row: Sebastian Hobert, Ossama Elshiewy, Steffen Jahn, Maik Hammerschmidt*

Yasemin Boztuğ

Full Professor
Chair of Marketing and Consumer Behavior



Research Areas

Discrete Choice Modeling
Food Marketing
Nonparametric and Semi-Parametric Models in Marketing
Pricing Strategy
Market Basket Analysis

Selected Publications

Dual-Process Theory and Consumer Response to Front-of-Package Nutrition Label Formats, *Nutrition Reviews* (2017) (with Setareh S. Sanjari and Steffen Jahn).

Differences Between Classical and Bayesian Estimates for Mixed Logit Models: A Replication Study, *Journal of Applied Econometrics* (2017) (with Ossama Elshiewy and German Zenetti).

Seduced by the Label: How the Recommended Serving Size on Nutrition Labels Affects Food Sales, *Journal of the Association for Consumer Research* (2016) (with Ossama Elshiewy and Steffen Jahn).

The Hybrid Tourist, *Annals of Tourism Research* (2015) (with Nazila Babakhani, Christian Laesser, and Sara Dolnicar).

Detecting Price Thresholds in Choice Models Using a Semi-Parametric Approach, *OR Spectrum* (2014) (with Lutz Hildebrandt and Kalyan Raman).

Teaching

Consumer Behavior
Pricing Strategy
Marketing Research
Introduction to Marketing Research

Awards and Honors

Peter Keller Price, International Association of Scientific Experts in Tourism, 2015
James Whyte Visiting Research Fellowship, University of Queensland, Brisbane, Australia, 2014

External Activities

Editorial Board Member, *Marketing ZFP – Journal of Research and Management*

Ad hoc Reviewer, *Marketing Science*, *European Journal of Operational Research*, *Review of Managerial Science*, *Journal of Business Economics*

Third-Party Projects and Funding

Transformation of Global Agri-Food Systems, DFG Research Training Group 1666, Co-Speaker and Principal Investigator, 2015–2019

Literature in the Digital Age, DFG Research Training Group 1787, Co-Investigator, 2013–2017

Food Labelling to Advance Better Education for Life, European Commission, Principal Investigator, 2008–2012

Short Biography

Positions

Full Professor of Marketing and Consumer Behavior, University of Göttingen, 2009–present

Associate Professor, Aarhus University, Denmark, 2008–2009

Visiting Associate Professor, Aarhus University, Denmark, 2007–2008

Assistant Professor, Humboldt-University of Berlin, 2002–2007

Research Associate, Humboldt-University of Berlin, 1997–2002

Education

Habilitation in Business Administration, Humboldt-University of Berlin, 2008

Doctorate in Marketing, Humboldt-University of Berlin, 2002

Diploma in Business Mathematics, Technical University of Berlin, 1997

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Ossama Elshiewy

Assistant Professor
Chair of Marketing and Consumer Behavior



Research Areas

Discrete Choice Modeling
Marketing-Mix Models for FMCG
Hierarchical Bayes and Consumer Heterogeneity
Food Marketing

Selected Publications

When Back of Pack Meets Front of Pack: How Salient and Simplified Nutrition Labels Affect Food Sales in Supermarkets, *Journal of Public Policy & Marketing* (2018) (with Yasemin Boztuğ).

Multinomial Logit Models in Marketing: From Fundamentals to State-of-the-Art, *Marketing ZFP – Journal of Research and Management* (2017) (with Daniel Guhl and Yasemin Boztuğ).

Differences Between Classical and Bayesian Estimates for Mixed Logit Models: A Replication Study, *Journal of Applied Econometrics* (2017) (with German Zenetti and Yasemin Boztuğ).

Seduced by the Label: How the Recommended Serving Size on Nutrition Labels Affects Food Sales, *Journal of the Association for Consumer Research* (2016) (with Steffen Jahn and Yasemin Boztuğ).

Consumer Response to Monochrome Guideline Daily Amount Nutrition Labels, *Food Policy* (2015) (with Yasemin Boztuğ, Hans-Jørn Juhl, and Morten Berg Jensen).

Teaching

Panel Data Analysis in Marketing
Discrete Choice Modeling

Awards and Honors

Florenz Sartorius-Prize for the Best Doctoral Thesis in the Business Administration Department, University of Göttingen, 2016

Finalist for Best Paper Award Based on a Doctoral Dissertation, European Marketing Academy, 2013

External Activities

Member of the Center for Statistics at the University of Göttingen

Program Committee Member, Conference of the SAS Users in Research and Development

Ad hoc Reviewer, Computational Statistics, Empirical Economics, European Marketing Academy, American Marketing Association

Third-Party Projects and Funding

Food Labelling to Advance Better Education for Life, European Commission, Co-Investigator, 2010–2012

Short Biography

Positions

Assistant Professor, University of Göttingen, 2015–present

Research Associate, University of Göttingen, 2010–2015

Research Assistant, fu:stat – Statistics consulting unit, Berlin, 2008–2010

Teaching Assistant for Statistics, Free University of Berlin, 2006–2008

Education

Doctorate in Marketing,
University of Göttingen, 2015

Diploma in Business Administration,
Free University of Berlin, 2009

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Maik Hammerschmidt

Full Professor

Chair of Marketing and Innovation Management



Research Areas

Marketing Performance Measurement
Service Innovations
E-Business and Social Media
Corporate Social Responsibility

Selected Publications

Building and Leveraging Sports Brands: Evidence from 50 Years of German Professional Soccer, *Journal of the Academy of Marketing Science* (2018) (with Hauke Wetzel, Stefan Hattula, and Harald van Heerde).

The Burden of Rank: The Impact of Preferred Supplier Status on Buyer Excessive Requests, *Industrial Marketing Management* (2018) (with Hauke Wetzel and Todd Arnold).

Can Doing Good Lead to Doing Poorly? Firm Value Implications of CSR in the Face of CSI, *Journal of the Academy of Marketing Science* (2017) (with Isabell Lenz and Hauke Wetzel).

Gratitude Versus Entitlement: A Dual Process Model of the Profitability Implications of Customer Prioritization, *Journal of Marketing* (2014) (with Hauke Wetzel and Alex Zablah).

Principles and Principals: Do Customer Stewardship and Agency Control Compete or Complement when Shaping Frontline Employee Behavior?, *Journal of Marketing* (2012) (with Jeroen Schepers, Tomas Falk, Ko De Ruyter, and Ad De Jong).

Teaching

Innovation Management
Strategic Marketing
Marketing Performance Management

Awards and Honors

Best Paper Award, Metrics for Making Marketing Matter Track, American Marketing Association, 2017

Overall Best Paper Award, American Marketing Association, 2010

Best Paper Award, The Sheth Foundation, 2007

External Activities

Associate Editor, Information Systems Conference

Track Chair, Academy of Marketing Science World Marketing Congress, American Marketing Association Academic Conference

Member of the SAP Business Transformation Academy

Third-Party Projects and Funding

How Firms Should React to Social Misconduct, German Research Foundation (DFG), Principal Investigator, 2014–2017

Sales Forecasting in the Automotive Industry, Industry Grant, Co-Investigator, 2013–2014

Short Biography

Positions

Full Professor of Marketing and Innovation Management, University of Göttingen, 2010–present

Visiting Researcher, The Pennsylvania State University, State College, USA, 2009

Visiting Researcher, Eindhoven University of Technology, The Netherlands, 2009

Assistant Professor, University of Mannheim, 2005–2010

Research Associate, University of Mannheim, 1999–2005

Education

Habilitation in Business Administration, University of Mannheim, 2011

Doctorate in Marketing, University of Mannheim, 2005

Diploma in Business Administration, University of Mannheim, 1999

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Sebastian Hobert

Assistant Professor
Chair of Application Systems and E-Business



Research Areas

Mobile and Wearable Computing
E-Learning
Digitalization in the Industrial Sector

Selected Publications

LearningGlasses App: A Smart-Glasses-Based Learning System for Training Procedural Knowledge, Proceedings of the European Conference on e-Learning (2017) (with Matthias Schumann).

Enabling the Adoption of Wearable Computers in Enterprises: Results of Analyzing Influencing Factors and Challenges in the Industrial Sector, Proceedings of the Hawaii International Conference on System Sciences (2017) (with Matthias Schumann).

Application Scenarios of Smart Glasses in the Industrial Sector: Results of an Empirical Study Among Domain Experts, i-com Journal of Interactive Media (2016) (with Matthias Schumann).

Supporting Learner-Content Interaction on Autodidactic Field Trips through Mobile Learning Applications, Proceedings of the Americas Conference on Information Systems (2015) (with Björn Pilarski, Jasmin Decker, and Matthias Schumann).

Teaching

Designing Information Systems
Writing Research Papers

Awards and Honors

Best Paper Award Nominee, DeLFI – e-Learning Fachtagung Informatik, 2017

Short Biography

Positions

Assistant Professor, University of Göttingen, 2018–present

Research Associate, University of Göttingen, 2014–2018

Education

Doctorate in Information Systems,
University of Göttingen, 2018

Master of Science in Applied Computer Science,
University of Göttingen, 2014

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Steffen Jahn

Assistant Professor
Chair of Marketing and Consumer Behavior



Research Areas

Experiential Marketing
Motivation and Self-Regulation
Food Marketing

Selected Publications

Selling the Extraordinary in Experiential Retail Stores, *Journal of the Association for Consumer Research* (2018) (with Tim Nierobisch, Waldemar Toporowski, and Till Dannewald).

Flow Revisited: Process Conceptualization and a Novel Application to Service Contexts, *Journal of Service Management* (2018) (with Jan Drengner and Pia Furchheim).

How Category Average Reference Points Affect Choice of Sugary Foods, *Appetite* (2018) (with Jutta Schuch-Haellmigk, Till Dannewald, and Yasemin Boztuğ).

Dual-Process Theory and Consumer Response to Front-of-Package Nutrition Label Formats, *Nutrition Reviews* (2017) (with Setareh S. Sanjari and Yasemin Boztuğ).

Seduced by the Label: How the Recommended Serving Size on Nutrition Labels Affects Food Sales, *Journal of the Association for Consumer Research* (2016) (with Ossama Elshiewy and Yasemin Boztuğ).

Teaching

International Marketing
Consumer Science & Public Policy
Consumer Behavior

Awards and Honors

Best Conceptual Paper Award, Academy of Management, 2016

Overall Best Paper Award, American Marketing Association, 2013

Jose Maria Veciana Best Paper Award, Research in Entrepreneurship and Small Business, 2010

External Activities

Ad hoc Reviewer, *Journal of the Academy of Marketing Science*, *International Journal of Research in Marketing*, *Journal of Advertising*, *Psychology and Aging*, *Review of Managerial Science*, *Journal of Sport Management*, *Marketing ZFP – Journal of Research and Management*

Short Biography

Positions

Assistant Professor, University of Göttingen, 2013–present

Research Associate, Chemnitz University of Technology, 2006–2013

Education

Doctorate in Marketing,
Chemnitz University of Technology, 2012

Diploma in Business Administration,
Chemnitz University of Technology, 2005

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Matthias Schumann

Full Professor
Chair of Application Systems and E-Business



Research Areas

Digitalization of Production Processes
Digitalization of Knowledge Work
Competence Measurement and E-Learning
Social Media in Business Context

Selected Publications

Enabling the Adoption of Wearable Computers in Enterprises: Results of Analyzing Influencing Factors and Challenges in the Industrial Sector, Proceedings of the Hawaii International Conference on System Sciences (2017) (with Sebastian Hobert).

Evaluating Machine Learning Algorithms for Sentiment Classification of Tweets in Credit Assessment, Proceedings of the European Conference on Social Media (2017) (with Aaron Mengelkamp and Malte Rojahn).

Traceability System for Capturing, Processing and Providing Consumer-Relevant Information About Wood Products: System Solution and Its Economic Feasibility, Journal of Cleaner Production (2016) (with Shanna Appelhanz, Victoria-Sophie Osburg, and Waldemar Toporowski).

Teaching

Information Processing in Industrial Enterprises
Information Management in Service Enterprises
Modeling and System Development
Integrated Application Systems
Application of Internet Technologies in Businesses

Awards and Honors

Member of the Senate, University of Göttingen, 2011–present
Vice President, University of Göttingen, 2001–2005

External Activities

Chairman of the Advisory Council, German Credit Management Association
Advisory Board Member, Wirtschaftsinformatik & Management

Editorial Board Member, Göttingen University Press

Board of Management Member, Promotion of Economic Development Area Göttingen

Reviewer for Information Systems Journals

Third-Party Projects and Funding

Design of Mobile Information Systems in Digital Transformation, Ministry for Science and Culture of Lower Saxony, Principal Investigator, 2017–2020

Innovative Vocational Education for Sustainable Development, Federal Institute of Vocational Education and Training, Principal Investigator, 2016–2019

Simulation-Based Measurement and Validation of a Competence Model for Sustainability Management, Federal Ministry of Education and Research, Principal Investigator, 2016–2018

Short Biography

Positions

Full Professor of Application Systems and E-Business, University of Göttingen, 1991–present

Assistant Professor, University of Erlangen-Nuremberg, 1988–1990

Visiting Scholar, IBM Scientific Center, Los Angeles, USA, 1987

Research Associate, University of Erlangen-Nuremberg, 1983–1986

Education

Habilitation in Business Administration, University of Erlangen-Nuremberg, 1990

Doctorate in Business Administration, University of Erlangen-Nuremberg, 1986

Diploma in Business Administration, University of Göttingen, 1983

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Waldemar Toporowski

Full Professor
Chair of Marketing and Retail Management



Research Areas

Marketing Channels
Retail Brands
Multi-Channel Retailing
Self-Service Information Technologies
Sustainability

Selected Publications

Selling the Extraordinary in Experiential Retail Stores, *Journal of the Association for Consumer Research* (2018) (with Steffen Jahn, Tim Nierobisch, and Till Dannewald).

Flagship Stores for FMCG National Brands: Do They Improve Brand Cognitions and Create Favorable Consumer Reactions?, *Journal of Retailing and Consumer Services* (2017) (with Tim Nierobisch, Till Dannewald, and Steffen Jahn).

Consumer Acceptance of Wood-Polymer Composites: A Conjoint Analytical Approach with a Focus on Innovative and Environmentally Concerned Consumers, *Journal of Cleaner Production* (2016) (with Victoria-Sophie Osburg and Micha Strack).

Why Do Customers Use Self-Service Information Technologies in Retail? The Mediating Effect of Perceived Service Quality, *Journal of Retailing and Consumer Services* (2014) (with Katrin Kallweit and Philipp Spreer).

Teaching

Marketing
Retail Management
Supply Chain Management
Distribution
Marketing Research

Awards and Honors

Highly Commended Paper Award, Colloquium on European Research in Retailing, 2016

Best Paper Award, Institute for Sustainable Leadership, 2015

Highly Commended Paper Award, Emerald Literati Network, 2013

External Activities

Advisory Board Member, European Retail Research

Editor, Scientific Journal Series Göttinger Handelswissenschaftliche Schriften

Ad hoc Reviewer, *Journal of Business Economics*, *Journal of Cleaner Production*, *European Journal of Operational Research*

Third-Party Projects and Funding

Resource Efficiency in Interorganizational Networks, DFG Research Training Group 1703, Principal Investigator, 2012–2018

Short Biography

Positions

Full Professor of Marketing and Retail Management, University of Göttingen, 2004–present

Stand-in Professor of Business Economics and International Management, University of Bayreuth, 2002–2003

Assistant Professor, University of Cologne, 1996–2001

Research Associate, University of Cologne, 1991–1995

Research Associate, University of Trier, 1989–1991

Education

Habilitation in Business Administration, University of Cologne, 2002

Doctorate in Business Administration, University of Cologne, 1995

Diploma in Business Mathematics, University of Trier, 1989

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Welf Weiger

Assistant Professor
Junior Professorship in Digital Marketing



Research Areas

Customer Engagement in Social Media
Social Commerce
Brand Buzz
Online Advertising
Gamification

Selected Publications

Don't You Dare Push Me: How Persuasive Social Media Tactics Shape Customer Engagement, *Journal of the Association for Consumer Research* (2018) (with Maik Hammerschmidt and Hauke Wetzel).

Gamified Digital Services: How Gameful Experiences Drive Continued Service Usage, *Proceedings of the Hawaii International Conference on System Sciences* (2018) (with Tobias Wolf and Maik Hammerschmidt).

Behavioral Engagement in Social Media: Measurement, Antecedents, and Purchase Consequences, *Proceedings of the ISMS Marketing Science Conference* (2017) (with Wendy Moe, Hauke Wetzel, and Maik Hammerschmidt).

Leveraging Marketer-generated Appeals in Online Brand Communities: An Individual User-level Analysis, *Journal of Service Management* (2017) (with Hauke Wetzel and Maik Hammerschmidt).

Signals From the Echoverse: The Informational Value of Brand Buzz Dispersion, *AMA Winter Marketing Academic Conference Proceedings* (2017) (with Stefan Fischer and Maik Hammerschmidt).

Teaching

Digital Marketing
Innovation Management
Project Seminar
Seminar Current Issues in Innovation Management

Awards and Honors

Best Paper Award, Metrics for Making Marketing Matter Track, American Marketing Association, 2017

External Activities

Ad hoc Reviewer, *Journal of Interactive Marketing*, *Journal of Service Management*, *European Journal of Marketing*, *International Journal of Human-Computer Studies*, *Internet Research*

Third-party Projects and Funding

The Effect of Self-Determination on User Engagement, German Academic Exchange Service, Principal Investigator, 2015

User Brand Engagement in Social Media, Industry Grant, Principal Investigator, 2013–2015

Short Biography

Positions

Assistant Professor, University of Göttingen, 2016–present

Visiting Researcher, University of Maryland, College Park, USA, 2015, 2016

Research Associate, University of Göttingen, 2010–2016

Education

Doctorate in Marketing, University of Göttingen, 2016

Diploma in Business Administration, University of Mannheim, 2010

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Business Education Group

The Business Education Group's research focuses on vocational education and training (VET), particularly in the sectors of commerce and business administration. Key topics span the quality and effectiveness of the VET system and of VET processes, trajectories within the VET system, and the professional development of actors in both teaching and managing positions in relevant educational institutions. The Group combines the following chairs:

Business Education and Human Resource Development
Business Education, Professional Teaching
and Learning

The following researchers work in the
Business Education Group:

Full Professors

Susan Seeber
Julia Warwas

Assistant Professors

Christian Michaelis
Dagmar Schneider

One field of research focuses on the assessment of instructional interactions and outcomes in vocational and higher education. It includes competence measurement, proficiency scaling, video studies and the evaluation of teaching and learning conditions.

A further research area deals with career decisions and transitions from school to vocational education and training, including questions of equity and social disparities.

A special emphasis is placed on targeted programs of pre-service and in-service training for prospective teaching staff.

Research efforts also consider issues of leadership and collaborative professional practice in vocational schools. In this field, the Group investigates approaches to build teacher capacity and foster teacher collaboration with the aim of improving instructional processes.

In order to enhance scientific understanding of these topics and to inform educational policy, the Group's members employ sophisticated methods, pertaining mainly to quantitative but also to qualitative approaches of empirical educational research. Research results are highly visible. They appear in national and international refereed journals, in international edited books on VET, and in conference proceedings of the American Educational Research Association as well as the European Educational Research Association.

Research projects are frequently funded by renowned external sources, in particular by the German Ministry of Education and Research and the Bertelsmann Foundation. Close cooperation exists with educational researchers from the Universities of Linz (Austria), Zurich (Switzerland), Mannheim, Frankfurt/M., Munich, and the German Institute for International Educational Research. These collaborations cover joint research projects, intensive exchange of ideas, and continuous improvement of academic teaching. The Group cooperates with teacher training colleges and numerous vocational schools in Lower Saxony to enhance the learning opportunities of students and to facilitate the transfer of scientific knowledge to school practitioners.



*From left to right:
Susan Seeber, Christian Michaelis, Julia Warwas*

Christian Michaelis

Assistant Professor
Chair of Business Education and
Human Resource Development



Research Areas

Competence Diagnostics in Vocational Educational Training (VET)
Monitoring in VET
Vocational Education for a Sustainable Development

Selected Publications

Challenges of the Diagnostic of Competence Development in Vocational Education and Training, Heidelberg (2018) (with Susan Seeber).

A Critical Perspective on the Empirical Evidence toward Economic Performance Indicators in Vocational Education and Training [Zur Belastbarkeit von Indikatoren zur Beschreibung der ökonomischen Leistungsfähigkeit der beruflichen Bildung], Zeitschrift für Berufs- und Wirtschaftspädagogik (2018).

Vocational Training Report 2017: Economic Performance and Social Equality of Opportunities of the Vocational Training System at Federal State Level [Ländermonitor berufliche Bildung 2017: Ökonomische Leistungsfähigkeit und soziale Chancengerechtigkeit des beruflichen Bildungssystems auf Bundeslandebene], Gütersloh (2017) (with Susan Seeber, Martin Baethge, Meike Baas, Maria Richter, and Robin Busse).

Competence Development toward Sustainable Operational Management: A Longitudinal Study in Vocational Educational Training [Kompetenzentwicklung zum nachhaltigen Wirtschaften: Eine Längsschnittstudie in der kaufmännischen Ausbildung], Frankfurt/M. (2017).

Teaching

Diagnostic and Evaluation in VET
Theories of Teaching and Learning

Awards and Honors

Florenz Sartorius-Prize for the Best Doctoral Thesis in the Business Administration Department, University of Göttingen, 2017

Young Researcher Price for Economics, Peter Lang Publishers, 2016

Short Biography

Positions

Assistant Professor, University of Göttingen, 2017–present

Research Associate, University of Göttingen 2012–2017

Education

Doctorate in Business Education,
University of Göttingen, 2017

Master of Education in Business Education,
University of Göttingen, 2012

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Susan Seeber

*Full Professor
Chair of Business Education and
Human Resource Development*



Research Areas

Large-Scale Assessments in Vocational Education and Training (VET)
Measurement of Professional Competencies in Business, Administration, and Sustainability Management
Social Disparities in Transition from School to Work
National Reporting on VET

Selected Publications

Challenges of the Diagnostic of Competence Development in Vocational Education and Training, Heidelberg (2018) (with Christian Michaelis).

Economic Competencies and Situation-Specific Commercial Competencies: Reflections on Conceptualization and Measurement, Citizenship, Social and Economics Education (2017).

Social Competence: A Review, Competence-Based Vocational and Professional Education, Heidelberg (2016) (with Eveline Wittmann).

The Development of Mathematical Competency in Different Prevocational Training Programmes of the Transition System, Empirical Research in Vocational Education and Training (2016) (with Simon Weißeno, Janna Kosanke, and Constanze Stange).

Teaching

Research Methods in Social Science
Diagnostic and Evaluation in VET
Social Disparities in Transition from School to Work
Comparative Analysis of VET in Europe
Evidence-Based Policy in European VET
Learning and Teaching Research in Business Education

External Activities

Consultancy for the Swiss Federal Office for Professional Education and Technology

Member of the Expert Group for the German National Report on Education

Third-Party Projects and Funding

Simulation-Based Measurement and Validation of a Competence Model for Sustainability Management, Federal Ministry of Education and Research, Principal Investigator, 2016–2018

Sustainability Management in Vocational Education and Training, Federal Institute for Vocational Education and Training, Principal Investigator, 2016–2019

Systematic Analyses of Relations Between Professional Qualification, Occupational Position, Work Context and Political Participation, Federal Ministry of Education and Research, Principal Investigator, 2016–2019

Short Biography

Positions

Full Professor of Business Education and Human Resource Development, University of Göttingen, 2010–present

Senior Researcher and Coordinator of the German National Report on Education, German Institute for International Educational Research, Frankfurt/M., 2006–2010

Assistant Professor, Humboldt-University of Berlin, 1995–2006

Research Associate, Humboldt-University of Berlin, 1989–1992

Education

Habilitation in Business Education, University of Hamburg, 2008

Doctorate in Business Education, Humboldt-University of Berlin, 1992

Diploma in Business Education, Humboldt-University of Berlin, 1989

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Julia Warwas

Full Professor
Chair of Business Education,
Professional Teaching and Learning



Research Areas

Instructional Processes and Quality in Vocational Education
Coping Resources and Learning Communities of Vocational Teachers
School Leadership

Selected Publications

Professional Learning Communities among Vocational School Teachers: Profiles and Relations with Instructional Quality, Teaching and Teacher Education (2018) (with Christoph Helm).

Stress in the Classroom? Process Analysis of Interaction Effects between Instructional Demands and Students' Resource Appraisals on Physiological and Psychological Symptoms of Stress among Vocational Students [Stress im Unterricht? Prozessanalysen zu Interaktionseffekten unterrichtlicher Anforderungen und individueller Ressourcenbewertungen auf physische und psychische Stresssymptome von Berufsschueler/innen], Unterrichtswissenschaft (2018) (mit Tobias Kärner).

Enjoying Working and Learning in Vocational Education: A Multilevel Investigation of Emotional Crossover and Contextual Moderators, Empirical Research in Vocational Education and Training (2017) (with Christoph Helm).

Functional Relevance of Students' Prior Knowledge and Situational Uncertainty during Verbal Interactions in Vocational Classrooms: Evidence from a Mixed-Methods Study, Empirical Research in Vocational Education and Training (2015) (with Tobias Kärner).

Teaching

Educational Management
Theories of Teaching and Learning

External Activities

Ad hoc Reviewer, Educational Research Review, International Journal of Educational Management, Publication Series of the Vocational Education Division of the German Educational Research Association

Lecturer (ERASMUS+) at the University of Turku, Finland, 2011–2016

Third-Party Projects and Funding

External Evaluation of Vocational Schools Involving Different Inspectors, Ministry of Education, Youth and Sports of Baden-Wuerttemberg, Co-Investigator, 2012–2013

Short Biography

Positions

Full Professor of Business Education, Professional Teaching and Learning, University of Göttingen, 2018–present

Stand-in Professor of Business Education, University of Hohenheim, 2017–2018

Assistant Professor, University of Bamberg, 2012–2017

Research Associate, University of Bamberg, 2005–2011

Education

Doctorate in Business Education,
University of Bamberg, 2011

Diploma in Business Education,
University of Bamberg, 2004

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Honorary Professors

Martin Balleer

Chair of Finance

Since 1995, Prof. Martin Balleer offers lectures and seminars for insurance economics at the Georg-August-Universität Göttingen. He became honorary professor in 2006. For several years, he was also a member of the board of the “Universitätsbund” at the Georg-August-Universität. The association supports the university by funding several projects in the fields of research and teaching. Prof. Balleer studied mathematics, economics, business administration, and law at the University of Hamburg from 1960 to 1965 and in 1968, he earned his doctorate degree from the University of Zurich, Switzerland.

From 1975 to 2002, he was a member of the board at Gothaer Insurance Group focusing on life insurance (primary focus), IT and business processes, accounting, and marketing and sales. From 1995 to 2003, Prof. Balleer was the president of the German Association of Actuaries (DAV) and participated in several leading functions of the International Actuarial Association (IAA).

He is an honorary member of the German, British, and Swiss Association of Actuaries. Martin Balleer was a member of the presidential board of the German Insurance Association (GDV) and a member of the Advisory Board of the German Federal Financial Supervisory Authority (BaFin) from 1997 to 2007.

In 2003, Prof. Balleer founded the European Actuarial Academy (EAA) in order to support knowledge transfer to countries in Central and Eastern Europe. He is still involved in supporting these countries, particularly Russia, Serbia, and Ukraine, in developing efficient insurance markets. Furthermore, he takes part in EU-related projects by giving advice to the Ukrainian insurance supervision. For his merits in the actuarial profession and at the Georg-August-Universität Göttingen, Martin Balleer was honoured with the Order of Merit of the Federal Republic of Germany in 2017.

Jens Blumenberg, Tax Advisor

Chair of Business Taxation

Prof. Jens Blumenberg became honorary professor in 2010. At the Chair of Business Taxation, he ensures that business taxation issues of essential practical relevance are covered in regular lectures. Jens Blumenberg studied business administration at the University of Hamburg from 1984 to 1989 and earned his doctorate degree in 1995 with a thesis on “The Taxation of Thin Capitalization in the USA”.

Prof. Blumenberg is a partner at Linklaters LLP in Hamburg and Frankfurt/M., and a member of the firm’s partnership board, the firm’s governing body responsible for strategic and core decisions. His main areas of practice are international and European tax law and advising mainly

multinational companies on mergers and acquisitions, as well as private equity transactions, tax planning, tax oriented restructuring, transfer pricing, tax treaties, and European Commission tax law.

He is also a member of the board of the German branch of the International Fiscal Association, member of the tax committee of the Schmalenbach Society for Business Economics, member of the tax committee of the American Chamber of Commerce in Germany, and is also member of the board of trustees of the Ottmar Bühler Academic Award at the Ludwig Maximilians University of Munich.

Honorary Professors

Wolfhard Gottschalk

Chair of Supply Chain Management and Production

Prof. Wolfhard Gottschalk started giving lectures and seminars at the Georg-August-Universität Göttingen in 1990. In 1996, he became honorary professor. His focus lies in municipal business economics and the sector of public utilities. From 1961 to 1964, Prof. Gottschalk studied economics at the University of Hanover and University of Würzburg. He earned his doctorate degree in 1970 from the University of Würzburg.

Prof. Gottschalk was also the head of the Organization Office of the City of Frankfurt/M. In 1974, he became the head evaluator of what is known today as the Kommunale Gemeinschaftsstelle für Verwaltungsmanagement, a trade association for communal management, based in Cologne, which is jointly supported by cities, municipalities, and districts.

In 1979, Prof. Gottschalk became management director of the Association of Local Businesses (Verband Kommunaler Unternehmen, VKU) in Berlin. It is the German association of local utilities of municipally determined infrastructure undertakings and economic enterprises, i.e., companies that

provide services of general interest in Germany within the framework of local self-government. Working in the context of an economic system driven by competition, they serve the interests of citizens by maintaining a service structure that counteracts the forces of market concentration and forms an integral part of Germany's social market economy.

He headed the department covering former East German states, and in 1990, was tasked to re-establish public utilities in the new federal states and to establish state associations of the VKU. The Association of German Cities honored him with the Freiherr-vom-Stein Medal. Today, Wolfhard Gottschalk is a management consultant and advisor for the VKU.

Since 1996, he has been publishing the series "Kommunalwirtschaftliche Forschung und Praxis" at the Peter Lang Publishing Group. Furthermore, Prof. Gottschalk was a member of the scientific advisory council of the Society for Public Business (today Bundesverband Öffentliche Dienstleistungen, Federal Association of Public Services) and its vice chairman for 18 years.

Rainer Lademann

Chair of Marketing and Retail Management

Prof. Lademann became honorary professor at the Georg-August-Universität Göttingen in 2005. At the Chair of Marketing and Retail Management, he works on strategy and competition issues in industry and retail business as well as retail location policy and online and offline buying behaviour.

Rainer Lademann also studied business administration (1975–1980) in Göttingen. In 1986, he received a Ph.D. for his studies on buying power and market concentration in the food retailing industry. In the same year, he founded Germany's first company specialised in competition economics. Since then, he has been involved in various merger, cartel, and abuse of dominant market position cases in several sectors as well as in regulation cases. He has published more than 80 articles and seven books on competition and strategy issues.

His concept for measuring the vertical distribution of market power and market definition in food retailing

contributed to impeding sector specific regulations against concentration in the retail industry. He advised the political decision making processes as an expert to different committees of the German parliament as well as for the Monopoly Commission (Monopolkommission).

In the 1980s and 1990s, Prof. Lademann focused mostly on larger merger cases in the food retailing sector in Germany. The last 20 years included projects in various industries, particularly automotive, food, cement, insurance, network, paper wholesaling, chemicals, aviation, and advertising in Germany and Europe. He has also served as an expert in litigations. Due to his university and analytical background, Rainer Lademann is experienced in understanding competition in different markets and in giving strategy advice in pre- or post-merger projects as well as regarding distribution policies (such as in the automotive industry) or for the realignment of market and pricing strategies.

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and Marketing, Faculty of Business and Economics

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