



Faculty for Management, Economics and Social Sciences

Annual Research Report
Academic Year 2008/2009

University of Cologne



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1 Introduction

The Faculty of Management, Economics, and Social Sciences (WiSo-Faculty) in Cologne is the largest and best reputed faculty of its type in Germany. It has a strong tradition in both fundamental and applied research in the covered disciplines. The Faculty has had a strong impact on economic policy in post-war Germany. It was always closely involved in the German Council of Economic Experts, the academic advisory committee to the Federal Government, which has been chaired consecutively by Hans Karl Schneider, Herbert Hax, and Juergen B. Donges, all members of our Faculty. In 2004, the Cologne economist Axel A. Weber was appointed President of the Deutsche Bundesbank. Hence, one of the distinguishing core competencies of our Faculty is the applied and policy-oriented approach in doing research.

This applied focus is complemented by a strong tradition of fundamental research in each of our disciplines. Eugen Schmalenbach and Erich Gutenberg, the founding fathers of "Betriebswirtschaftslehre", the German branch of management science, were both members of the Cologne Faculty. Eminent German sociologists having taught at our Faculty include for example Leopold von Wiese, Max Scheler, René König, and Erwin K. Scheuch. In 2005, the Cologne economist Axel Ockenfels received the Gottfried Wilhelm Leibniz Prize, the most prestigious German research award, for his work in experimental, behavioral, and market design economics.

The Faculty has recently undergone a generational change and focuses on research orientation as the central hiring criterion. 17 professors have been hired since 2003. In the 2009 publication ranking of researchers in business administration, carried out by the business daily *Handelsblatt*, six researchers from our faculty were among the top 100 researchers. Our department in business administration was placed on position three among all German universities. In a similar *Handelsblatt* survey for economics, two among the top ten researchers under 40 years of age belong to our Faculty. The renowned Centre for Higher Education Development ranked our sociology department in 2007 at position four of all German sociology departments with respect to publications per professor. In its comprehensive rating of German universities and research institutes in the discipline of sociology, the Wissenschaftsrat in 2008 identified the Max Planck Institute for the Study of Societies, whose directors are members of our Faculty, as one of three leading institutions. In order to strengthen our research focus further, in 2009, the faculty position of *Vice-Dean for Research and Young Academics* was established.

In October 2008, the *Cologne Graduate School in Management, Economics, and Social Sciences (CGS)* began its operation. Together with the research training groups on *Risk Management* and on *Social Order and Life Chances in Cross-National Comparison*, both financed by the German Research Association, and the *International Max Planck Research School on the Social and Political Constitution of the Economy*, a joint school with the Max Planck Institute for the Study of Societies, these institutions are at the heart of our Ph.D. education.

This report documents research news, general information about the research activities of the members of the WiSo Faculty and the research output, i.e. publications by members of the Faculty, conference presentations by Ph.D. students and Postdocs of the WiSo Faculty and completed Ph.D. theses in the academic year 2008/2009.

Cologne, September 2009

Achim Wambach; *Vice-Dean for Research and Young Academics*

2 Research Related News/General Information

2.1 News from the Faculty

- The faculty adopted a new regulation and voted for the Dean and Vice-Deans:
Dean: Frank Schulz-Nieswandt
First Vice-Dean: Karl Mosler
Vice-Dean for Teaching, Academic Studies and Reform: Werner Mellis
Vice-Dean for Research and Young Academics: Achim Wambach
Vice-Dean for International Affairs and Public Relations: Werner Delfmann
- The *Cologne Graduate School in Management, Economics and Social Sciences* and the research training group on *Social Order and Life Chances in Cross-National Comparison* admitted their first group of fellows in October 2008.
- Ralph Anderegg, Eckart Bomsdorf, Johann Eekhoff, Lorenz Fischer, Wolfgang Jagodzinski, Wolfgang Kitterer and Susanne Wied-Nebbeling retired during the academic year.
- Clemens Fuest left Cologne and took up the position of Professor of Business Taxation at the University of Oxford.
- Jörg Rössel left Cologne and accepted a Professorship for Sociology at the University of Zurich.
- André Kaiser, Alexander Kempf, Detlef Schoder and Franziska Völckner were offered Professorships at other universities but decided to stay in Cologne.
- Frank Schulz-Nieswandt obtained an honorary Professorship of the Philosophisch-Theologische Hochschule Vallendar.

2.2 New Appointments in 2008/2009

- Martin Barbie joined as Professor in Economics. He completed his Habilitation at Karlsruhe University.
- David A. Jaeger joined as Professor in Economics. He has a Ph.D. from the University of Michigan. Previously, he had positions at the College of William and Mary and the City University of New York.
- Alexander Ludwig joined as Professor in Economics. He completed his Habilitation at Mannheim University.
- Maik Eisenbeiß was appointed OBI Assistant Professor for Marketing and Retailing. He obtained his Ph.D. from Münster University.
- Ingo Rohlfing was appointed Junior Professor for International Comparative Social Research. He obtained his Ph.D. from the Jacobs University Bremen.
- André Betzer joined as temporary Professor for Finance.
- Eldad Davidov joined as temporary Professor for Sociology.
- Bernadette Dilger joined as temporary Professor for Business and Economic Education.
- Georg Gebhardt joined as temporary Professor for Microeconomics.

2.3 Placement of Assistant and Associate Professors in 2008/2009

- Eldad Davidov becomes Professor of Sociology at the University of Zurich.
- Alwine Mohnen becomes Professor of International Human Resource Management at the RWTH Aachen.
- Alexandra Niessen becomes Assistant Professor of Banking and Finance at the University of Mannheim.
- Alfred Reckendrees becomes Associate Professor of Business History at Copenhagen Business School.
- Markus Reihlen becomes Professor of International Management (temporary) at Mannheim University.
- Stefan Ruenzi becomes Professor of International Finance at the University of Mannheim.

2.4 Habilitationen in 2008/2009

- Gabriel Frahm: "Advanced methods of multivariate financial data analysis"
- Jörg-Markus Hitz: "Essays on IFRS income measurement and performance reporting"
- Ulrich Rosar: "Physische Attraktivität und soziale Ungleichheit"
- Stefan Ruenzi: "Essays on investor behavior and determinants of firm performance"

2.5 Guests of the Faculty in 2008/2009

- Muhammad Yunus was guest at the University in October 2008 and was awarded with the International Scientific Prize of the Arbeitsgemeinschaft Genossenschaftswissenschaftlicher Institute (AGI).
- Claes Alvstam from the University of Gothenburg gave an extended weekend course on "World Economy and Regional Development" with a focus on the EU, November 20-24, 2008.
- Harm Schröter from Bergen University gave a course on "History of Company Brands in the 20th century", December 12-14, 2008.
- Peter Gloor from MIT Sloan School of Management presented a course on "Social Network Analysis", 2008/09 term.
- Marco Caliendo from IZA Bonn presented a week-long course on „Applied Microeconometrics – Program Evaluation“, January 26-30, 2009.
- Markus Reihlen from the University of Mannheim presented a seminar on "Qualitative Research Methods", May 8, 15, 22, 2009.
- William L. Ferguson from the University of Louisiana at Lafayette presented a week-long course on "Risk Management and Insurance", June 15-18, 2009.
- Gary Bolton and Elena Katok from Penn State University gave a week-long course on „Topics in Experimental Economics: Market Design“, June 15-19, 2009.
- Dave Dunning from Cornell University gave a course on "The Psychology of Self-Insight", June 18-20, 2009.
- Hartmut Kiehling from German University in Cairo gave a course on "History of Economic Crises", June 26-28, 2009.

2.6 Conferences and Summer Schools hosted by the Faculty in 2008/2009

- 1st Kölner Social Entrepreneurship Congress “Social Entrepreneurship und Wirtschaftsethik“, November 2008.
- 3rd Cologne-Bonn Workshop for Experimental Economics, January 2009.
- 8th Cologne Finanzmarktkolloquium, January 2009.
- CFR Centre for Financial Research Workshop, April 2009.

2.7 Research Prizes for Faculty Members in 2008/2009

- Katia Alexi obtained the Best Paper Award 2007 and the Award 2008 of the Wolfgang Wirichs Stiftung for her dissertation (“Entstehung von Preisimages im Handel – unter besonderer Berücksichtigung von Eckartikeln”).
- Jens Beckert and Mark Lutter obtained the prize for best social science article from the Fritz Thyssen Stiftung of 2007 for their article: “Wer spielt, hat schon verloren? Zur Erklärung des Nachfrageverhaltens auf dem Lottomarkt”.
- Monika Engels obtained the Unilever-Prize.
- Thomas Hartmann-Wendels and Martin Honal obtained the 2008 Best Paper Award of the Academy of Economics and Finance for their paper: “Do economic downturns have an impact on the loss given default of mobile lease contracts? – An empirical study for the German Leasing Market”.
- Richard Köhler obtained the Viktor Mataja-Medaille of the Österreichische Werbewissenschaftliche Gesellschaft.
- Axel Ockenfels and Ulrich Thonemann obtained the Best Presentation Award 2009 of the Behavioral Operations Conference in New York.
- Werner Reinartz obtained the 2009 Varadarajan Award for Early Career Contribution to Marketing Strategy Research and was one of the finalists of the William F. O’Dell Award.
- Sabine Wende obtained “The Geneva Association/IIS Award Partnership” (with T.R. Berry-Stölzle, R.E Hoyt).

2.8 News from the Cologne Graduate School in Management, Economics and Social Sciences (CGS)

- CGS recruited its second group of fellows. Ten new fellows will start their program in October 2009. Among those recruited, there are three fellows with a focus on Management, four with a focus on Economics and three fellows with a background in Social Sciences.
- In cooperation with the Institute of Energy Economics the CGS welcomes two fellows who will concentrate on energy topics.
- The research training group on *Social Order and Life Chances in Cross-National Comparison* admitted its second group of eight fellows.

2.9 News from the Research Institutes

CFR Centre for Financial Research, Cologne

- Monika Trapp (Stern Business School, New York) becomes Assistant Professor in Investments at the Department of Finance from winter term 2009/2010. The professorship is endowed by the CFR Centre for Financial Research.

Center for Research in Retailing (IfH)

- REWE and the German Stifterverband established the InnoLecture Guestprofessorship for two visitors from US. The first professor will arrive in the summer term 2010.
- IfH establishes innovation forum (in collaboration with "Innovations-Akademie"). Within the forum IfH-members present and discuss current research results of the IfH connected to the distribution of pharmaceutical products. The forum takes place annually in January.
- New Study "Personal im Handel 2015" (in collaboration with Bundesverband Großhandel, Außenhandel, Dienstleistungen e.V. (BGA) and Rationalisierungs- und Innovationszentrum der Deutschen Wirtschaft e.V. (RKW)) dealing with the characteristics, challenges, and opportunities of human resource management in German wholesaling- and foreign trade- companies. The objective is to support SME's in their human resource productivity.
- New study on the effects of the implementation of 'low emission zones' on the visitor traffic and on the sales volume in the city centers of three German cities (Cologne, Hannover and Stuttgart).
- In-house research colloquium "Faszination Handel" with presentations around new findings and best practices for retailing operations (Dec. 9, 2008).

Institute for Economic Policy (IWP)

- IWP received a grant from the Walter Hesselbach Foundation for the research project "Influence of the Housing Markets on the Financial Markets".

Institute for Housing Law and Housing Economics (INWO)

- Professor Dr. Leonid G. Khodov from the Academy of Foreign Trade in Moscow attended INWO as a research fellow from June to September 2009.

Institute of Banking Economics and Banking Law

- The winners of the Award 2009 of the Heinz-Ansmann-Stiftung are Christian Hopp from the University of Vienna ("Empirical evidence on governance mechanisms, syndication activities, and partner selection strategies in venture capital financing") and Sönke Sievers from the University of Cologne ("Theory, empirical evidence and practical implementation issues").

Institute of Energy Economics (EWI)

- EWI obtained funding of € 12 million for the next five years from the State of North Rhine Westphalia and the energy companies E.ON and RWE in order to establish a European Think Tank on energy economics.

Institute of Insurance Science

- GenRe Cologne established the GenRe Guest-professorship at the Institute of Insurance Science. The first guest professor is expected to arrive in summer term 2010.

Research Institute for Vocational Education in Crafts at the University of Cologne (FBH)

- Funded by the State of North Rhine Westphalia, FBH conducts a follow-up study to compare the quality ('Berufswertigkeit') of selected academic and non-academic qualifications.

2.10 Editorships by Faculty Members

Business Administration

- Werner Delfmann is member of the editorial boards of *Die Betriebswirtschaft*, *Logistics Management*, *Logistics Research* and *Business Research*.
- Ulrich Derigs is associate editor of *NETWORKS* and *Electronic Commerce Research* and he is a member of the editorial board of the *American Journal of Mathematical and Management Sciences*.
- Mark Ebers is co-editor of the journal *Die Betriebswirtschaft*. He is member of the editorial boards of *Organization Studies*, *Strategic Organization* and *Scandinavian Journal of Management*.
- Karen Gedenk is area editor for *Zeitschrift für betriebswirtschaftliche Forschung/Schmalenbach's Business Review*.
- Thomas Hartmann-Wendels serves on the editorial board of the journal *Bankhistorisches Archiv*.
- Norbert Herzig is member of the editorial boards of *Steuer und Wirtschaft*, *Die Wirtschaftsprüfung*, *Die Unternehmensbesteuerung* and *Der Konzern*.
- Claudia Loebbecke is senior editor of the *Journal of Strategic Information Systems* and *The Information Society*. She is also member of the editorial boards of the *Information Systems Journal*, the *Journal of Information Technology*, the *Communications of the AIS*, the *Journal of Media Business Studies*, the *International Journal on Media Management*, the *Journal of Decision Systems*, and *Electronic Commerce Research and Applications*.
- Werner Reinartz is area editor of *International Journal of Research in Marketing* and member of the editorial boards of the *Journal of Marketing*, *Marketing Science*, and *ECR Journal - International Commerce Review*.
- Detlef Schoder serves on editorial boards including *Wirtschaftsinformatik*, *Electronic Markets*, *Information Systems and e-Business Management*, *MIS Review (Chinese Journal)* and *International Journal of Electronic Business*. He is associate editor of *International Journal of Internet and Enterprise Management*.
- Heinrich Schradin is chief editor of *German Risk and Insurance Review*.
- Dirk Sliwka is member of the editorial boards of *Die Betriebswirtschaft* and *Review of Managerial Science*.
- Ulrich Thonemann is co-editor of *Operations Research Spectrum*. And he is associate editor of *Production and Operations Management*.

Economics

- Herbert Baum is editor for *Zeitschrift für Verkehrswissenschaft*.
- Eckart Bomsdorf is member of the editorial board of *ASTA Wirtschafts- und Sozialstatistisches Archiv*.
- Juergen B. Donges is member of the advisory board of *The World Economic* and scientific advisor of the *Revista del Instituto de Estudios Económicos*.
- Juergen B. Donges, Johann Eekhoff and Christian Watrin are editors for *Zeitschrift für Wirtschaftspolitik*.
- Karl Mosler is member of the advisory board of the *METRON – International Journal of Statistics*.
- Axel Ockenfels is associate editor for the *Journal of Economic Behavior and Organization* and the *Journal of Economics*.

- Toni Pierenkemper is managing editor for *Jahrbuch für Wirtschaftsgeschichte/Economic History Yearbook*.
- Horst Schellhaaß is member of the editorial board of *Medienwirtschaft*.
- Achim Wambach is co-editor of the *Geneva Risk and Insurance Review* and co-editor of *Perspektiven der Wirtschaftspolitik*.

Sociology and Political Sciences

- Jens Beckert is editor of *Socio-Economic Review*.
- Jürgen Friedrichs is senior editor of the *Kölner Zeitschrift für Soziologie und Sozialpsychologie*. And he is member of the editorial boards of the *European Journal of Housing Policy* and the *Housing Studies*.
- Thomas Jäger is editor of *Zeitschrift für Außen- und Sicherheitspolitik (ZfAS)*.
- André Kaiser is member of the editorial board of *Political Science*.
- Frank Schulz-Nieswandt is chief editor of *Zeitschrift für öffentliche und gemeinwirtschaftliche Unternehmen/Journal of public and non-profit enterprises*. And he is member of the editorial boards of *Zeitschrift für Gerontologie und Geriatrie* and the *Annals of Public and Cooperative Economics*.
- Wolfgang Streeck is chief editor of *Socio-Economic Review*.
- Wolfgang Wessels is member of the editorial boards of *Integration, Journal of Common Market Studies, European Foreign Policy Review* and *European Political Science*.

2.11 Presidencies of Academic Societies by Faculty Members

- Jens Beckert is chairman of the Economic Sociology Section of the *German Sociological Association (DGS)* in 2006-2008 and member of the executive council of the *Society for the Advancement of Socio-Economics*.
- Mark Ebers is member of the board of the *Schmalenbach-Gesellschaft - Deutsche Gesellschaft für Betriebswirtschaft e.V.*
- Jürgen Friedrichs is chairman of the working group "Poverty Neighbourhoods" of the *European Network of Housing Research*.
- Norbert Herzig is vice-president of the *Schmalenbach-Gesellschaft für Betriebswirtschaft*, chairman of the working board for taxes of the *Schmalenbach-Gesellschaft für Betriebswirtschaft*, and member of the executive committee of the German division of the *International Fiscal Association*.
- André Kaiser has been chairman of the *Arbeitskreis Deutsche England-Forschung* since 2008. Since 2009 he is member of the *Executive Committee of the European Consortium for Political Research*.
- Alexander Kempf has been member of the executive committee of the *European Finance Association* until 2008.
- Karl Mosler has been president of the *German Statistical Society* 2004 – 2008 and is now vice-president of the Society. He has also been vice-president of the *German Working Group in Statistics (Deutsche Arbeitsgemeinschaft Statistik)* since 2005.
- Alfred Reckendrees is chairman of *Arbeitskreis für kritische Unternehmens- und Industriegeschichte (AKKU)* since 2007.
- Detlef Schoder is speaker-elect of the *Wissenschaftliche Kommission Wirtschaftsinformatik des Verbandes für Hochschullehrer für Betriebswirtschaft e.V.*

- Heinrich Schradin has been member of the executive committee of the *German Association of Insurance Science* since 2003.
- Frank Schulz-Nieswandt is president of the *Gesellschaft für Sozialer Fortschritt*.
- Achim Wambach is past-president of the *European Group of Risk and Insurance Economists* in 2008/2009.
- Wolfgang Wessels has been vice-president of the *Arbeitskreis Europäische Integration* (German ECSA) since 2002.

2.12 Membership in Academies and Academic Advisory Boards by Faculty Members

Academies

- Juergen B. Donges has been a member of the *North Rhine-Westphalian Academy of Sciences, Humanities and Arts* since 2003.
- Jürgen Friedrichs is member of the *Academy for Spatial Research and Planning, Hannover*.
- Alexander Kempf has been member of the *North Rhine-Westphalian Academy of Sciences* since 2006.
- Claudia Loebbecke has been member of the *European Academy of Science* since 2005.
- Axel Ockenfels has been member of the *Berlin-Brandenburg Academy of Sciences* since 2006 and of the *North Rhine-Westphalian Academy of Sciences, Humanities and Arts* since 2005.
- Wolfgang Streeck has been member of the *Berlin-Brandenburg Academy of Science since 1998* and of *Academia Europaea* since 2001.
- Carl Christian von Weizsäcker is member of the *North Rhine-Westphalian Academy of Sciences*.

Ministries, Federal Institutions

- Hans-Jürgen Andreß is member of the academic advisory council for the *German Census 2011 (Federal Ministry of the Interior)* and for the poverty report of the *Federal Government*.
- Herbert Baum is speaker of the board of academic advisors of the *Federal Minister of Transport, Building and Urban Affairs*.
- Juergen B. Donges is vice-chairman of the scientific working committee of the *Federal Agency for Networks*.
- Wolfgang Kitterer is member of the scientific advisory committee of the *Federal Ministry of Finance*.
- Claudia Loebbecke is member of the *Kommission der Hochschulrektorenkonferenz für die Neuen Medien an den Hochschulen*.
- Achim Wambach is member of the academic advisory board of the *Federal Ministry for Economics and Technology*.
- Christian Watrin is member of the academic advisory board of the *Federal Ministry for Economics and Technology*.
- Carl Christian von Weizsäcker is member of the academic advisory board of the *Federal Ministry for Economics and Technology*.

Universities, Research Institutes, Further Institutions

- Hans-Jürgen Andreß has been president of the scientific board of the *German General Social Survey* since 2000 until 2009 and he is member of the board of trustees of *GESIS (German Social Science Infrastructure Services e.V.)*.
- Detlef Buschfeld is member of the executive board of *Deutsches Handwerksinstitut*, Berlin.
- Werner Delfmann is chairman of the academic advisory board of the *German Logistics Association* and member of the research & development committee of the *European Logistics Association* as well as member of the international academic advisory boards of *Haute Ecole Commercial*, Paris, and *Corvinus University*, Budapest.
- Juergen B. Donges is senior advisor of the *Madrid Institute for Economic Studies (IEE)*. He is a member of the advisory committee of the *Peterson Institute for International Economics*, Washington DC, of the advisory board of the *Institute for Global Economics*, Seoul, as well as of the board of the *ZEI Center for European Integration Studies* at the University of Bonn.
- Karin Gedenk is academic trustee of AIMARK (International network of marketing researchers and managers).
- Thomas Hartmann-Wendels is member of the working group “Leases” of the *Deutsche Rechnungslegungs Standards Committee*.
- Norbert Herzig is head of the working group “Company Taxation” of the committee “*Steuergesetzbuch*”, *Stiftung Marktwirtschaft* and member of the working board for taxes of the *Institut der Wirtschaftsprüfer*.
- Claudia Loebbecke is member of the *European Conference on Information Systems (ECIS) Standing Committee*.
- Werner Reinartz is director of the academic advisory board of the *GS1/ECR D-A-CH Retailing Association*. Also, he is a member of the *Programmebeirat EHI Marketing Forum*.
- Horst M. Schellhaaß is member of the scientific advisory board of the *Institute for Economic Research in Halle (IWH)*.
- Detlef Schoder is director at *Center of Scientific Entrepreneurship and Transfer (CENSET)*.
- Frank Schulz-Nieswandt is president of the scientific board of the *Bundesverband öffentliche Dienstleistungen/German section of CEEP*, member of the president board of *Deutscher Verein für öffentliche und private Fürsorge*, member of the president board and member of all scientific commission of *CIRIEC, Université Liège au Sart-Tilman* and he is speaker of the scientific board of the *German Center of Gerontology/ Deutsches Zentrum für Altersfragen* in Berlin.
- Wolfgang Streeck is member of the *Zukunftskommission of the Prime minister of the Land of North Rhine-Westphalia (2008-2009)*.
- Franziska Völckner is member of the *European Marketing Academy*, the *Institute of Operations Research and Management Science*, the *Product Development & Management Association* and the *Schmalenbach-Gesellschaft – Deutsche Gesellschaft für Betriebswirtschaft e.V.*
- Michael Wagner is speaker of the *European Network for the Sociological and Demographic Study of Divorce*, speaker of the advisory board of the *German Ageing Survey (Centre of Gerontology)*, Berlin, and he is member of the scientific board of the *German General Social Survey*.
- Achim Wambach is member of the Senate Committee on Collaborative Research Centres of the *German Research Association (DFG)*.

- Wolfgang Wessels has been member of the advisory board of the *Stiftung Wissenschaft und Politik* in Berlin until 2008 and he is chairman of the *Institut für Europäische Politik*, Berlin and of the *Trans European Policy Studies Association* in Brussels.

2.13 Third Party Funded Projects in 2008/2009

Below, a table listing all third party funded projects which were running in the academic year 2008/2009 is displayed. In the year 2008, the sum of all third party funding was € 2,6 Million.

In addition, the research institutes at our faculty (for a complete list see section 4.2), raise more than € 10 Million annually.

Funding Body	Type of Funding	Title	Coordinator	Start	Finish
DFG	Research Training Group	Risk Management	Alexander Kempf	2000	2011
DFG	Research Training Group	Social Order and Life Chances	Heiner Meulemann	2008	2013
DFG	Research Grant	European Social Survey	Heiner Meulemann	2001	2010
DFG	Research Grant	Nachbarschaftseffekte: Leben in einem benachteiligten Stadtteil	Jürgen Friedrichs	2004	2008
DFG	Research Grant	Couple Conflicts, Communication and the Stability of Partnerships	Michael Wagner	2004	2008
DFG	Research Grant	Theoretical and Empirical Analysis of Leasing	Thomas Hartmann-Wendels	2005	2008
DFG	Leibniz Prize	Gottfried Wilhelm Leibniz Prize	Axel Ockenfels	2005	2012
DFG	Research Grant	Federalism and Decentralization as Dimensions of State Activity II	André Kaiser	2006	2008
DFG	Research Grant	Social Networks of Pupils at Academic or Behavioral Risk	Michael Wagner	2006	2008
DFG	Research Grant	Working Poor in Europe	Hans-Jürgen Andreß	2006	2009
DFG	Research Grant	Ungerechtigkeitssensibilität, Informationsverarbeitung und Verhalten	Detlef Fetchenhauer	2008	2010
DFG	Research Grant	The Dynamics of Interparty Competition	André Kaiser	2008	2010
DFG	Research Grant	Third Thought Leadership Conference on Customer Management	Werner Reinartz	2009	2009

Funding Body	Type of Funding	Title	Coordinator	Start	Finish
DFG	Research Grant	New Broadcasting Supplies and Old Habits of Broadcasting Receptions	Heiner Meulemann	2009	2011
DFG	Research Grant	Before Old Age. A Third Panel Interview of a Cohort of Former German High School Students	Heiner Meulemann	2009	2013
Foundation for Energy Research Baden-Württemberg	Research Grant	Experimental Competition Analysis of the German Electricity Market	Axel Ockenfels	2008	2009
RheinEnergie Foundation	Research Grant	Effects of Urban Development on Crime Prevention and Social Integration	André Kaiser	2007	2009
RheinEnergie Foundation	Research Grant	Neonatal Intensive Care Units: Management, Efficiency and Clinical Outcomes	Ludwig Kuntz	2009	2011
Robert- Bosch Foundation	Research Grant	Motifs and Action Profiles of Citizens in Senior Associations	Frank Schulz-Nieswandt	2007	
Stiftung Industrieforschung	Research Grant	Ubiquitous Computing	Detlef Schoder	2007	2010
Thyssen Foundation	Research Grant	Soziale und ethnische Segregation	Jürgen Friedrichs	2006	2008
Thyssen Foundation	Research Project	THESEUS	Wolfgang Wessels	2006	2011
Thyssen Foundation	Research Grant	Divided Cities? Social and Ethnic Segregation in German Cities	Jürgen Friedrichs	2007	
Thyssen Foundation	Research Grant	Spatial Mobility in a Knowledge- Based Society. The Example of NRW	Michael Wagner	2007	
Thyssen Foundation	Research Grant	Warum Arbeiten?	Jürgen Friedrichs	2007	2008
Thyssen Foundation	Research Grant	Fair Trade – Warum kaufen Konsumenten fair gehandelte Produkte?	Axel Franzen	2008	2010
Thyssen Foundation	Research Grant	Die Nachfrage nach wohlfahrtsstaatlicher Politik in alternden demokratischen Gesellschaften	Dr. Achim Goerres	2008	2010

Funding Body	Type of Funding	Title	Coordinator	Start	Finish
Thyssen Foundation	Research Grant	Characteristic of Prize Awarded German Social Science Research	Heiner Meulemann	2008	2010
Thyssen Foundation	Research Grant	Gruppenverhalten und die Bereitstellung von öffentlichen Gütern	Ulrich Glassmann/ Jan Sauermann (André Kaiser)	2009	
Thyssen Foundation	Post-Doc Research Grant	Democratic Consolidation by Citizen Participation?	Anita Breuer, André Kaiser	2009	2010
European Union	Research Grant	EU 6 – eIMPACT	Herbert Baum	2006	2008
European Union	Research Grant	FACIT – Faith-based Organisations and Social Exclusion in European Cities	Jürgen Friedrichs	2008	2010
European Commission		Pro MHI Africa-EU-African University Network to strengthen Community-based Micro Health Insurance	Hans Jürgen Rösner		
European Commission	Research Grant	NewGov; New Modes of Governance	Wolfgang Wessels	2004	2008
European Commission	Research Grant	The Changing Landscape of European Liberty and Security - CHALLENGE	Wolfgang Wessels	2004	2009
European Commission	Research Grant	EU-CONSENT “Constructing Europe Network” (Network of Excellence)	Wolfgang Wessels	2005	2009
European Commission	Academic Network Grant	Jean Monnet Chair	Wolfgang Wessels	2006	
European Commission	Research Grant	IConnectEU – Developing and Testing a Model for Integrated Dissemination of Outcomes from Complementary Research Projects	Wolfgang Wessels	2006	2008
European Commission	Academic Network Grant	VENUS Virtual and E-mobility for Networking Universities in Society	Wolfgang Wessels together with Dietrich Seibt	2006	2008
European Commission	Research Grant	FESTA	Herbert Baum	2007	2008

Funding Body	Type of Funding	Title	Coordinator	Start	Finish
European Commission	Academic Network Grant	SInAN – Strengthening and Integrating Academic Networks	Wolfgang Wessels	2008	2009
European Commission	Research Grant	EDULINK – Pro MHI Africa	Hans Jürgen Rösner	2008	2010
European Commission	Research Grant	The European Policy Post Lisbon - EUPOLIS	Wolfgang Wessels	2009	2010
European Commission	Research Grant	Mercury – Multi-lateralism and the EU in the Contemporary Global Order	Wolfgang Wessels	2009	2012
Federal Ministry of Economics and Technology	Large Scale Project/ Various	Scientific Entrepreneurship and Transfer	Detlef Schoder	2007	2010
Federal Ministry of Education and Research	Research Grant	Electronic Data Report: Readership of Journals and Newspaper in Germany 1954-2002	Heiner Meulemann	2006	2008
Federal Ministry of Education and Research	Research Grant	Analysis of the Federal Contest “Ich bin im Bilde”	Frank Schulz-Nieswandt	2007	
Ministry of Economic Affairs and Energy, NRW	Research and Development Grant	transfer.NRW, “Interactive Layout Machine” Science-to-Business PreSeed	Detlef Schoder	2008	2010
Brüsseler Kreis	Research Grant	Ageing, Networks Development and Organizational Problems in the Social Sector of Care for People with Disabilities	Frank Schulz-Nieswandt (Together with Prof. Pfaff)	2004	2009
Industrial Company	Research Grant	Tax Accounting and Reporting	Norbert Herzig	2004	2008
IZA	Research Grant	The Rise and the Fall of the “Normalarbeitsverhältnis”	Toni Pierenkemper	2007	2010
Marketing Science Institute Cambridge, MA	Research Grant	Drivers of Profitability in B-to-B Services	Werner Reinartz	2009	2009
Pleon/ BBDO	Research Project	“Made in Germany”. Business Branding, Reputation and Marketing in Western Germany (1945-2008)	Toni Pierenkemper	2007	2009

Funding Body	Type of Funding	Title	Coordinator	Start	Finish
Schufa	Research Grant	Over-Dept Problems of Private Households	Frank Schulz-Nieswandt	2006	
Software Company	Research Grant	Conception and Prototypical Implementation of a Simulation System to Support a Short and Long Term Personal Rostering Problem	Ulrich Derigs	2007	2008
Software Company	Research Grant	Implementation and Evaluation of Heuristics for Solving Vehicle Routing Problems	Ulrich Derigs	2007	2008
Software Company	Research Grant	Column generation for railway crew planning	Ulrich Derigs	2008	
Software Company	Research Grant	Conception and prototypical implementation of a web-based system for cooperative vehicle routing	Ulrich Derigs	2008	
Software Company	Research Grant	Conception and prototypical implementation of a web-based tax reporting system	Ulrich Derigs	2008	
Software Company	Research Grant	Conception and prototypical implementation of the EU-regulations on driving time and rest periods (EC 561/2006) in a planning system for vehicle routes and driver shifts	Ulrich Derigs	2008	
Software Company	Research Grant	Fairness and incentives in cooperative distribution – a simulation study	Ulrich Derigs	2008	
Software Company	Research Grant	Influence of the EU-regulation on driving time and rest periods (EC 561/2006) on route planning	Ulrich Derigs	2008	
Software Company	Research Grant	Implementation and evaluation of a rule based dispatching system for express carriers	Ulrich Derigs	2009	
Sustainable Health Solutions	Research Grant	Technical Assistance for Community-Based Micro Insurance	Hans Jürgen Rösner	2008	

Tax Consulting Company	Research Grant	International Tax Planning	Norbert Herzig	2007	
Verein der Freunde und Förderer der Universität zu Köln e.V.	Research Grant	Wer wird Millionär?	Axel Franzen	2008	2009

3 Research Output

In 2004 the WiSo Faculty implemented a budgeting system according to which the budget of each chair depends on the number of publications in high ranking scientific journals. For this purpose, we defined A, B and C journals for each of the three subgroups. (A list of the journals is provided in section 4.3.) In section 3.1 the publications in the academic year 2008/2009 are listed.

In addition, the budgeting system allocates money to chairs whose Ph.D. students and assistant professors present papers at prestigious academic conferences (see section 4.3). In section 3.2 the young researchers who obtained the money and the corresponding conferences are listed.

In section 3.3 we provide a list of all Ph.D. theses which were successfully completed in the academic year 2008/2009 at the WiSo faculty.

3.1 Publications in 2008/2009

In this section, all publications which counted for the budget allocation are listed.

It should be noted, however, that not all leading field journals belong to this list of journals. For example, some journals in psychology or statistics are not covered if they have little relation to economics or social sciences. Therefore, books, textbooks and selected papers published by members of our Faculty and not covered by budget allocation are listed separately.

Category A

- Beckert, J.: "The social order of markets", *Theory and Society*, 38, p.245-269, 2009
- Beckert, J. with M. Lutter: "The inequality of fair play. Lottery gambling and social stratification in Germany", *European Sociological Review Advance Access*, DOI 10.1093/esr/jcn063, 2008
- Davidov, E.: "Values and support for immigration: A cross-country comparison", *European Sociological Review*, 24, 5, p.583-599, 2008
- Fetchenhauer, D. with F. Belschak, D. Enste and A. Haferkamp: "Efficiency versus fairness: The evaluation of labor market policies by economists and laypeople", *Journal of Economic Psychology*, forthcoming
- Fetchenhauer, D. with F. Christandl: "How laypeople and experts misperceive the effect of economic growth", *Journal of Economic Psychology*, 30, p.381-392, 2009
- Fetchenhauer, D. with D. Dunning: "Do people trust too much or too little?", *Journal of Economic Psychology*, 30, p.263-276, 2009
- Fetchenhauer, D. with D. Dunning: "Why so cynical? Asymmetric feedback underlies misguided scepticism in the trustworthiness of others", *Psychological Science*, forthcoming
- Fetchenhauer, D. with H. Euler and J. Pradel: "Spotting altruistic dictator game players and mingling with them: The elective assortment of classmates", *Evolution and Human Behavior*, 30, p.103-113, 2009
- Fetchenhauer, D. with T. Groothuis and J. Pradel: "Not only states but traits – Humans can identify permanent altruistic dispositions in 20 seconds", *Evolution and Human Behavior*, forthcoming
- Franzen, A. with R. Meyer: "Environmental attitudes in cross-national perspective: A multilevel analysis of the ISSP 1993 and 2000", *European Sociological Review*, 2009

- Grimm, V. with F. Mengel: "Cooperation in viscous population – Experimental evidence", *Games and Economic Behavior*, DOI: 10.1016/j.geb.2008.05.005, 2008
- Jaeger, D.A. with H. Bonin, T. Dohmen, A. Falk, D. Huffman and U. Sunde: "Direct evidence on risk attitudes and migration", *Review of Economics and Statistics*, forthcoming
- Jaeger, D.A. with M.D. Pasermann: "The cycle of violence? An empirical analysis of fatalities in the Palestinian-Israeli conflict", *American Economic Review*, 98, 3, p.1591-1604, 2008
- Kempf, A. with S. Ruenzi and T. Thiele: "Employment risk, compensation incentives and managerial risk taking", *Journal of Financial Economics*, 92, p.92-108, 2009
- Reinartz, W. with V. Kumar and R. Venkatesan: "Performance implications of adopting a customer-focused sales campaign", *Journal of Marketing*, 72, 5, p.50-69, 2008
- Schmitz, P.: "Incomplete contracts, the hold-up problem, and asymmetric information", *Economics Letters*, 99, 1, p.119-122, 2008
- Schmitz, P.: "Information gathering and the hold-up problem in a complete contracting framework", *Economics Letters*, 101, 3, p.268-271, 2008
- Schmitz, P.: "Joint ownership and the hold-up problem under asymmetric information", *Economics Letters*, 99, 3, p.577-580, 2008
- Schmitz, P.: "Task scheduling and moral hazard", *Economic Theory*, 37, 2, p.307-320, 2008
- Schmitz, P. with D. Schunk and P. Wichardt: "Participation costs for responders can reduce rejection rates in ultimatum bargaining", *Economics Letters*, 103, 1, p.33-35, 2009
- Schneider, S.: "Anti-immigrant attitudes in Europe: Outgroup size and perceived ethnic threat", *European Sociological Review*, 1, p.53-67, 2008
- Thonemann, U.W. with F. Papier: "Capacity rationing in stochastic rental systems with advance demand information", *Operations Research*, forthcoming
- Trhal, N. with R. Rademacher: "Bad luck vs. self-inflicted neediness – An experimental investigation of gift giving in a solidarity game", *Journal of Economic Psychology*, 30, 4, p.517-526, 2009

Category B

- Beckert, J.: "Wirtschaftssoziologie als Gesellschaftstheorie", *Zeitschrift für Soziologie*, 38, 3, p.182-197, 2009
- Beckert, J. with M. Lutter: "Wer spielt Lotto? Umverteilungswirkungen und sozialstrukturelle Inzidenz staatlicher Lotteriemärkte", *Kölner Zeitschrift für Soziologie und Sozialpsychologie*, 2, p.233-264, 2008
- Davidov, E.: "Bringing values back in: The adequacy of the European Social Survey to measure values in 20 countries", *Public Opinion Quarterly*, 72, 3, p.420-445, 2008
- Davidov, E.: "Changing attitudes towards immigration in Europe, 2002-2007. A dynamic approach of group conflict theory", *Social Science Research*, forthcoming
- Derigs, U. with P. Bartodziej, D. Malcherek and U. Vogel: "Models and algorithms for solving combined vehicle and crew scheduling problems with rest constraints – an application to road feeder service planning in air cargo transportation", *Operations Research Spectrum*, 31, p. 405-429, 2009

- Derigs, U. with F. Bomsdorf: "A mathematical model, heuristic solution and decision support system for solving the movie shoot scheduling problem", *Operations Research Spectrum*, 30, p. 751-772, 2008
- Derigs, U. with T. Döhmer: "Indirect search for the vehicle routing problem with pickup and delivery and time windows", *Operations Research Spectrum*, 30, p. 149-165, 2008
- Derigs, U. with S. Marzban: "New strategies and a new paradigm for Shariah-Compliant Portfolio Optimization", *Journal of Banking and Finance*, 33, p.1166-1176, 2009
- Dülmer, H.: "Rechtsextremistische Wahlabsicht und regionaler Kontext: Mehrebenenanalyse zur Rolle sozialer Milieus und regionaler Gruppenkonflikte in Deutschland", *Politische Vierteljahresschrift*, 49, 3, p.491-517, 2008
- Frahm, G.: "Asymptotic distributions of robust shape matrices and scales", *Journal of Multivariate Analysis*, 100, 7, p.1329-1337, 2009
- Frahm, G.: "Linear statistical inference for global and local minimum variance portfolios", *Statistical Papers*, DOI: 10.1007/s00362-008-0170-z, 2008
- Franzen, A. with S. Pointner: "Wer wird Millionär? Eine empirische Analyse der Erfolgsdeterminanten in der gleichnamigen Quizshow", *Zeitschrift für Soziologie*, 38, 3, p.239-256, 2009
- Fuchs, M. with A. Scharmanski: "Counteracting path dependencies: 'Rational' investment decisions in the globalizing commercial property market", *Environment and Planning A*, forthcoming
- Gießelmann, M.: "Arbeitsmarktpolitischer Wandel in Deutschland seit 1991 und das Working Poor – Problem: Einsteiger als Verlierer des Reformprozesses?", *Zeitschrift für Soziologie*, 38, 3, p.215-238, 2009
- Goerres, A. with M.R. Busemeyer and S. Weschle: "Attitudes towards redistributive spending in an era of demographic aging: The rival pressures from age and income in 14 OECD countries", *Journal of European Social Policy*, 19, 3, p.195-212, 2009
- Goerres, A. with G. Tiemann: "Kinder an die Macht? Die politischen Konsequenzen des stellvertretenden Elternwahlrecht", *Politische Vierteljahresschrift*, 50, 1, p.50-74, 2009
- Harbring, C.: "How many winners are good to have? Our tournaments with sabotage", *Journal of Economic Behavior & Organization*, 65, 3-4, p.682-702, 2008
- Hartmann-Wendels, T. with T. Mählmann and T. Versen: "Determinants of banks' risk exposure to new account fraud – Evidence from Germany", *Journal of Banking & Finance*, 33, 2, p.347-357, 2009
- Homburg, C. with P. Stebel: "Determinants of the contract terms for professional services", *Management Accounting Research*, 20, 2, p.129-145, 2009
- Kaiser, A. with J. Fischer: "Wie gewonnen, so zerronnen? Selektions- und Deselektionsmechanismen in den Karrieren von deutschen Bundesministern", *Politische Vierteljahresschrift*, Sonderheft "Politik als Beruf", forthcoming
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- Pokorny, K.: "Pay – but don't pay too much: An experimental study of the impact of incentives", *Journal of Economic Behaviour and Organization*, forthcoming
- Reinartz, W. with M. Haenlein and J. Henseler: "An empirical comparison of the efficiency of covariance-based and variance-based SEM", *International Journal of Research in Marketing*, forthcoming
- Rohlfing, I.: "What you see and what you get: Pitfalls and principles of nested analysis in comparative research", *Comparative Political Studies*, 41, 11, p.1492-1514, 2008
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- Würmeling, F.: "Replik auf Kai Arzheimers Kommentar zum Aufsatz 'Passt die Türkei zur EU und die EU zu Europa?' ", *Kölner Zeitschrift für Soziologie und Sozialpsychologie*, 60, 1, p.134-140, 2008

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- Fetchenhauer, D. with D. Enste and A. Haferkamp: "Unterschiede im Denken zwischen Ökonomen und Laien – Erklärungsansätze zur Verbesserung der wirtschaftspolitischen Beratung", *Perspektiven der Wirtschaftspolitik*, 10, p.60-78, 2009
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- Frahm, G. with A. Bade and U. Jaekel: "A general approach to Bayesian portfolio optimization", *Mathematical Methods of Operations Research*, forthcoming
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- Gedenk, K. with H. Sattler: "Range effects in measuring attribute importance", *Marketing – Journal of Research and Management*, 5, 1, p.17-26, 2009
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- Hagenah, J.: "Vom Recent Reading Modell zum Readerscan-Verfahren. Der Weg zu einer neuen Medienwährung", *planung & analyse*, 4, p.60-62, 2008
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- Reinartz, W.: "How to sell services profitably", *Harvard Business Review*, 86, 5, p.90-98, 2008
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- Tekin, F.: "Verstärkte Zusammenarbeit: Inflexible Flexibilisierung in der GASP?", *WeltTrends*, 59, 16, p.47-59, 2008
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- Wambach, A. with M. Sonnenholzner: "On the role of patience in an insurance market with asymmetric information", *Journal of Risk and Insurance*, 76, 2, p.323-341, 2009
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- Wessels, W. with A. Hofmann: "Kein Konsens über Kohärenz? Auswärtiges Handeln der EU nach Lissabon", *WeltTrends*, 2, p.21-33, 2008

Selected Books, Textbooks and Further Publications

Books and Textbooks

- Andreß, H.-J. with D. Hummelsheim: "When marriage ends: Economic and social consequences of partnership dissolution", Cheltenham: Edward Elgar, 2009
- Andreß, H.-J. with H. Lohmann: "Working poor in Europe: Employment, poverty and globalisation", Cheltenham: Edward Elgar, 2008
- Beckert, J.: "Inherited wealth", Princeton: Princeton University Press, 2008
- Donges, J.B. with A. Freytag: "Allgemeine Wirtschaftspolitik", 3rd ed., Stuttgart: Lucius&Lucius, 2009
- Fetchenhauer, D. with H. Müller: "Versicherungsbetrug", Köln: Verlag Versicherungswirtschaft, forthcoming
- Fischer, L. with G. Wiswede: "Grundlagen der Sozialpsychologie", Oldenburg, 2009
- Goerres, A.: "The political participation of older people in Europe: The greying of our democracies", Basingstoke: Palgrave Macmillan, 2009
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- Meulemann, H.: "Social capital in Europe: Similarity of countries and diversity of people? Multi-level analyses of the European Social Survey", Leiden: Brill, 2008
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Further Publications

- Bomsdorf, E.: "Die Belastung steigt: Ausgewählte Fakten und Perspektiven des demografischen Wandels in Deutschland bis 2050" in: *Einsichten schaffen Aussichten: Die Zukunft der sozialen Marktwirtschaft. Festschrift für Randolf Rodenstock zum 60. Geburtstag*, p.114-126, 2008
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- Derigs, U. with S. Friederichs: "On the application of a transportation model to revenue optimization in waste management", *Central European Journal of Operations Research*, 17, p.81-93, 2009
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3.2 Conferences attended by Ph.D. Students and Postdocs in 2008/2009

In this section, conference presentations of our Ph.D. students and Postdocs for which a grant was given are listed. A list of these conferences can be found in section 4.3. It should be noted, however, that the financial support is limited per chair. So there are further conference attendances by our Ph.D. students and Postdocs which are not listed below. Furthermore, not all prestigious international conferences are included in the grant allocation system. Therefore, selected further conference visits are also listed.

Business Administration

Academy of Management

- Niessen, A.: The impact of workgroup diversity on performance

Conference of Mobile Business

- Huyskens, C.: Adoption of mobile TV services among early users: Convergence of familiar technologies and emergence of technology induced paradoxes

European Accounting Association

- Sievers, S.: Deviations from ideal conditions in divided, free cash flow and residual income valuation

European Conference on Information System

- Fischbach, K.: P2P Architecture for ubiquitous supply chains
- Schönemann, N.: P2P Architecture for ubiquitous supply chains

European Group for Organizational Studies

- Beier, M.: How can young enterprises facilitate the development of their innovation networks? Insights from a cognition-based simulation
- Maurer, I.: Organizational and relational preconditions for inter-organizational learning in project-based organizations

- Semrau, T.: Buyer of supplier: Who makes specific investments? A comparative assessment of power-based and other explanations

European Marketing Academy

- Becker, J.-M.: Prediction-oriented segmentation: A new methodology to uncover unobserved heterogeneity in PLS path models
- Fries, A.: Success drivers of cause-related marketing
- Hofman, J.: The role of stars in the success of experiential products: Do star actors really drive the success of movies? (EMAC Doctoral Colloquium)
- Klein, K.: Local versus global branding (EMAC Doctoral Colloquium)
- Rühle, A.: The impact of partitioned pricing on the price response of demand
- Victoriva Villeda, I.: Spillover-effects in multiple co-branding alliances (EMAC Doctoral Colloquium)

European Regional Conference of the International Telecommunications Society

- Huyskens, C.: Inter-organizational knowledge creation as strategic challenge: Concept and cases

Financial Accounting and Reporting Section 2009 Midyear Meeting

- Gell, S.: Asymmetric timelessness of earnings

Financial Management Association

- Kreutzmann, D.: Company valuation risk sharing and the government's cost of capital
- Niessen, A.: Political connectedness and firm performance-evidence from Germany

German Operations Research Society

- Bomsdorf, F.: A GA based approach for solving multi criteria project scheduling problems
- Dahl, S.: Planning in express carrier networks: A simulation study
- Friederichs, S.: AirCargo network planning
- Malcherek, D.: Strategic crew scheduling at Deutsche Bahn Manitz
- Manitz, M.: An exact model of a two-echelon inventory system with priority different customer classes
- Schäfer, S.: Strategic crew scheduling at Deutsche Bahn Manitz
- Vogel, U.: Recent results and a computational study on neighbourhood search strategies for open vehicle routing problems

Inform's Annual Meeting

- Bomsdorf, F.: A genetic algorithm for multi objective resources contained scheduling application to the movie shoot scheduling problem
- Friederichs, S.: AirCargo network planning – An integrated model for a major carrier
- Malcherek, D.: Strategic crew scheduling at Deutsche Bahn Manitz
- Manitz, M.: Performance evaluation of multi stage assembly lines with blocking and general processing time
- Schäfer, S.: Strategic crew scheduling at Deutsche Bahn Manitz
- Vogel, U.: Some recent results on neighborhood search strategies for rich vehicle routing problems

International Conference of Public Management

- Hücke, D.: Managerial orientation and career success of physicians in public hospitals

IFIP Working Group 8.2 (Information Systems and Organization)

- Huyskens, C.: Emerging technologies in the service sector: An early exploration of item-level RFID on the fashion sales floor

International Federation of Operational Research Societies Conference

- Paul, A.: The impact of prioritization on a LTL network

Marketing Science Conference

- Fries, A.: Success factors of cause-related marketing
- Saffert, P.: Does beauty pay off? On the success of award winning advertising

Midwest Finance Association

- Bonenkamp, U.: Fundamental information in technical trading strategies

Schmalenbach Gesellschaft

- Hücke, D.: Gesundheitsberufe im Wandel – eine wissenschaftliche Betrachtung

Second International Health and Social Care Modelling Conference

- Mennicken, R.: Occupancy rates and its effects on quality of care in German hospitals

Symposium of Finance, Banking and Insurance

- Wende, S.: The effect of regulation on comparative advantage of different organizational forms: Evidence from the German property liability insurance industry

World Media Economics and Management Conference

- Huyskens, C.: Understanding the success of new media startups

Economics

Economic Science Association

- Berger, J.: The behavioural effects of sectoral minimum wages
- McKenzie, T.: Genderosity: The importance of gender in time and money donations

European Association of Labour Economists

- Kampkötter, P.: Wage premia for newly hired employees – Theory and evidence

International Association for Research in the Economic Psychology Annual Conference

- Christandl, F.: The world is just and the prices will not rise – On the interrelation between the belief in a just world and the perception of price increases
- Dunning, D.: A lesson seldom learned – Why life does not inform us about others' trustworthiness
- Hartig, B.: A principal-agent model of procedural fairness
- Lotz, S.: The egalitarian ape: Welfare state games and the preference for equality
- Mensching, O.: 'Irrational' trust behavior – matter of fairness and efficiency

International Congress of the International Society for Justice Research

- Schlösser, T.: The pleasure without the pain? Justice sensitivity and social value orientation as predictors of moral hypocrisy
- Schlösser, T.: Justice sensitivity in a random population sample and samples of teachers, economists and journalists

International Industrial Organization Conference

- Hoppe, E.: Public versus private ownership: Quantity contracts and the allocation of investment tasks
- Rasch: Elastic demand, tacit collusion, and transparency in a spatial market
- Rasch: The deterrence effect of excluding ringleaders from leniency programs

Royal Economic Society

- Rasch, A.: The deterrence effect of excluding ringleaders from leniency programs

Spring Meeting of Young Economics

- Mimra, W.: Cross-subsidizing and profit-making equilibria in a competitive insurance market with asymmetric information
- Niehues, J.: Determinants of income inequality in the EU

Verein für Socialpolitik

- Rasch, A.: Internal decision making rules and collusion
- Trhal, N.: An experimental investigation of partnership dissolution mechanisms

Sociology and Political Sciences

American Political Science Association

- Rohlfing, I.: Empirical properties of theoretically relevant variables and their identification in Small-N, Large-N and Mixed-Method designs

American Sociological Association

- Beckers, T.: A contextual view on attitudes towards homosexuality: Human development and cross-national comparison

Deutsche Gesellschaft für Psychologie

- Rosar, U.: Geschlecht und Macht. Eine experimentelle Untersuchung aus Anlass der Bundestagswahl 2008

Deutsche Gesellschaft für Soziologie

- Beckers, T.: Das Vergleichen von Vergleichen als Validierungsstrategie
- Weiß, B.: Die Analyse dyadischer Daten am Beispiel des Zusammenhangs von Konflikthäufigkeit und Partnerschaftszufriedenheit

Deutsche Vereinigung für Politische Wissenschaft

- Rosar, U.: Fabulos Front-Runners. Eine Analyse zur Bedeutung der physischen Attraktivität von Spitzenkandidaten für den Wahlerfolg ihrer Parteien und zu den moderierenden Einflüssen des Wahlrechts

European Congress of Work and Organizational Psychology

- Bosau, C.: Job satisfaction cross-culturally: Is it just acquiescence what we measure?
- Bosau, C.: Exploring recruitment databases from the applicant's perspective

European Consortium for Political Research

- Ruth, S.: Linkage strategies of political parties in Latin America

Human Behavior and Evolution Society

- Hoffmann, M.: When less is more – On the intuitive perceptibility of leadership quality
- Pradel, J.: Are love and friendship blind and accurate? The perception of altruism in close relationships
- Pradel, J.: Why do humans not understand the economy?

International Congress of the International Association for Cross-Cultural Psychology

- Bosau, C.: Job satisfaction cross-culturally: Is it just acquiescence what we measure?

International Congress of Psychology

- Bosau, C.: Job satisfaction cross-culturally: Is it just acquiescence what we measure?
- Bosau, C.: Spontaneous emotion regulation following affective events: Do we have a choice how to regulate our emotion
- Bosau, C.: StudiVZ – Determinants of social networking and dissemination of information among students
- Christandl, F.: The illusion of living in a linear world – How laypeople and experts underestimate the effect of economic growth
- Christandl, F.: Views on the economy – Do economic laypeople judge different from economic experts

Internationale Geographische Union

- Meyer, D.: Trade unions as learning organizations? Strategies of organizations and representing temporary workers
- Scharmanski, A.: The difficult overcoming of path dependencies: Investor's struggle for rational decisions. The example of commercial property investment

International Society for Justice Research

- Schlösser, T.: Justice sensitivity in a random population sample and samples of teachers, economists and journalists
- Schlösser, T.: The pleasure without the pain? Justice sensitivity and social value orientation as predictors of moral hypocrisy

International Sociological Association

- Beckers, T.: Familialism as a universal social norm
- Beckers, T.: Value change and cohort replacement in the context of human development: How person characteristics, cohort effects and country predictors interact when the acceptance of homosexuality is explained in cross-national three-level hierarchical linear models
- Weiß, B.: What is the best way to perform meta-analysis in sociology?

3.3 Completed Ph.D. Theses in 2008/2009

1. Albers, Marc: Freight railway crew scheduling. Models, methods, and applications
2. Bade, Alexander: Bayesian portofolio optimization from a static and dynamic perspective
3. Bartels, Michael: Cost efficient expansion of district heat networks in Germany
4. Bartodziej, Paul: pb.net: Konzeption, Design und Implementierung eines Frameworks zur Entwicklung von Heuristiken für Kombinatorische Probleme
5. Ber, Silke: Steuerung der Nachfrage auf dem Aktienfondsmarkt
6. Bertenrath, Roman: Finanzwissenschaftliche Aspekte der Weiterentwicklung des CO₂-Emissionshandels am Beispiel Deutschlands
7. Blum, Andreas: Die Berücksichtigung von Steuern bei der Bewertung von Unternehmen. Eine quantitative Untersuchung unter besonderer Berücksichtigung der Unternehmenssteuerreform 2008
8. Bohn, Alexander Manuel: Zinsschranke und Alternativmodelle zur Beschränkung des steuerlichen Zinsabzugs. Systematisierung, Wirkungsanalyse und Bewertung der Zinsschranke und alternativer Modelle im Lichte ihres Regelungszwecks
9. Bomsdorf, Felix: Entscheidungsunterstützung für die Drehplanung bei Film- und Fernsehproduktionen. Modell - Methoden - System
10. Bosau, Christian: Arbeitszufriedenheitsmessung im interkulturellen Vergleich
11. Breuer, Anita: Direct democracy in Latin America
12. Büchler, Jan-Philipp: Kooperation versus Fusion in der Konsumgüterindustrie. Wirkungsanalyse und wettbewerbspolitische Würdigung
13. Clausen, Bianca: Exchange rate uncertainty, investment and international trade. Empirical evidence from selected Latin American countries
14. Conrad, Esther Elisabeth: International real business cycles in the developed and emerging economies of NAFTA and the EU
15. Dunkake, Imke: Der Einfluss der Familie auf das Schulschwänzen. Theoretische und empirische Analysen unter Anwendung der Theorien abweichenden Verhaltens
16. Erdmann, Vera: Bildung der Elite? Eine ökonomische Analyse der deutschen Studiengebühren
17. Finken, Jan: Transparenz im Kommunalen Finanzsystem. Eine theoretische und empirische Analyse am Beispiel Nordrhein-Westfalens
18. Fischer, Hendrik K.: Konsum im Kaiserreich. Eine statistisch-analytische Untersuchung privater Haushalte im wilhelminischen Deutschland
19. Franzmann, Simon Tobias: Die Analyse von Parteiensystemen auf der Basis von Wahlprogrammdateien
20. Gabriel, Matthias: Antwortdifferenzierung bei der Erhebung von Werten mittels eines alternativen Rating-Verfahrens
21. Gonsior, Thomasz: Standardisierung vs. Differenzierung. Beschaffungsorientierte Betrachtung der Modularisierung entlang der Wertschöpfungskette
22. Groneck, Max: Es glänzt nicht alles, was gold ist. Wachstums- und Wohlfahrtswirkungen von Budgetregeln
23. Grothe, Oliver: Contributions to short-term financial risk management: Volatility in high frequency data, lévy processes and the dependence of jumps
24. Hagemeister, Frauke: Optimale nichtlineare Preise für zweiseitige Märkte

25. Hagemeister, Meike: Implizit erwartete Renditen auf Basis von Analystenschätzungen und ihr Einsatz in der modernen Kapitalmarkttheorie
26. Hammers, Bettina: Full Fair Value-Bilanzierung von Lebensversicherungsprodukten und mögliche Implikationen für die Produktgestaltung.
27. Heinen, Nicolaus: Institutional premises for the stabilization and coordination of fiscal policies in emerging countries: The case of mercosur
28. Henschke, Stefan: Towards a more accurate equity valuation: An empirical analysis
29. Herold, Katharina: Finanzhilfen in Haushaltsnotlagen. Eine modelltheoretische und empirische Analyse vertikaler Transfers
30. Herpers, Sascha: Dynamische Losgrößenplanung bei stochastischer Nachfrage
31. Herre, Jesko: Three essays on firm strategies influenced by antitrust authorities
32. Hoffmann, Mareike: Verzerrt, Verfehlt, Verfälscht? oder Kann man Führungsstärke intuitiv erkennen?
33. Hoffschroer, Michael: Berufsbildungsberatung - Begründung und Präzisierung eines handwerksspezifischen Konzeptes
34. Huang, He: Macroeconomic news effects in commodity futures and German stock and bond futures markets. Price effects, liquidity effects, and cross-market information flow
35. Hucke, Desdemona: Der Einfluss von hierarchischem Status deutscher Krankenhausärzte auf ihre professionelle Orientierung und ihre Managementorientierung
36. Iungareva, Iordanka: Grenzüberschreitende Gesundheitsnetzwerke im Lichte der EG-Grundfreiheiten und des europäischen Wettbewerbs-, Beihilfe- und Vergaberechts. Eine neuinstitutionsökonomische und evolutionsökonomische Analyse des strategischen Managements transnationaler Gesundheitsnetzwerke
37. Kalwey, Nadine: Monetary policy transmission and bank interest rate pass-through in emerging market countries
38. Kaschner, Nils: Unternehmenssteuerung auf Basis einzelvertraglicher Wertbeiträge in der Schaden- und Unfallversicherung
39. Keienburg, Georg: Venture capital investments. Financial contracting and the valuation of innovative growth firms
40. Klein, Nadia: European agents out of control? Delegation and agency in the civil-military crisis management of the European Union 1999 – 2008
41. Knaf, Michael: Referenzeffekte von Multi-Item-Promotions
42. Knöpfler, Svenja: Soziales Kapital in interorganisationalen Projekten. Eine empirische Studie des interorganisationalen Wissenserwerbs im deutschen Maschinen- und Anlagenbau
43. Koll, Marcus: Virtuelle Kundenberatung. Theoretische Analyse und empirische Untersuchung am Beispiel von Versicherungsprodukten zur privaten Altersvorsorge
44. Kübler, Mirco: Integration des internen Ratings in das Firmenkreditgeschäft der Primärkreditgenossenschaften. Eine empirische Studie
45. Kuskova, Ekaterina: Der Konsumentenbezogene Handelsmarkenerfolg im internationalen Vergleich – eine theoretische und empirische Analyse am Beispiel von Deutschland und Russland
46. Lange, Jens: Einflüsse auf die kurzfristige Absatzwirkung von Preis-Promotions unmarkierter Produkte

47. Linzbach, Meike Andrea: Bilanzierung latenter Steuern bei Unternehmenszusammenschlüssen. Latente Steuern in der Erwerbsbilanzierung nach IFRS unter Berücksichtigung des IFRS 3 (gültig ab 2009) und des Konvergenzprojektes zu IAS 12
48. Loheide, Boris: Beef around the world. Das erste Kapitel der Globalisierungsgeschichte
49. Lorenz, Michael: Unternehmensbewertungsverfahren: Theoretische Verbesserungen, empirische Evidenz und Strategieimplikationen
50. Lücke, Fridjof: Ressourcenbasierte Planung, Organisation und Realisation von Kooperationen im Business to Consumer Online-Vertrieb
51. Malets, Olga: The impact of transnational private regulation: A case study of forest certification in Russia
52. Malinowska, Magdalena: Liquidity risk in periods of intensive information flow
53. Marzban, Shehab: Strategies, paradigms and systems for Shariah-Compliant Portfolio Management
54. Müller, Christoph: Bayesian learning in financial markets: Price adjustments, fundamentals, and risk
55. Münnich, Sascha: Die Entdeckung der Arbeitslosenversicherung. Ideen, Interessen und die Entstehung wohlfahrtsstaatlicher Institutionen
56. Nasev, Julia: Conditional and unconditional conservatism. Implications for accounting based valuation and risky projects
57. Nieken, Petra: Tournaments, risk and career
58. Niessen, Alexandra: The price impact of macroeconomic news on capital markets
59. Oebels, Britta: Der Lieferantenwert als Ziel- und Steuerungsgröße im Lieferantenwertmanagement. Eine qualitative Analyse
60. Osthoff, Peer: Socially responsible investment
61. Ostrowski, Daniel: Die Public Diplomacy der deutschen Auslandsvertretungen weltweit
62. Paulus, Philipp: Monetary Union impact on government debt. Lessons for European Monetary Union enlargement
63. Plachta, Robert Christopher: Schuldenfalle Finanzausgleich. Theoretische und empirische Analyse der deutschen Finanzverfassung
64. Pohl, Stefan: Hauptfälligkeitstorno in der Kraftfahrtversicherung. Zeitdiskrete Hazardraten-Modelle mit linkstrunkierten Daten und zufälligen Effekten
65. Pradel, Julia: The survival of the kindest: A theoretical review and empirical investigation of explanations to the evolution of human altruism
66. Quack, Martin: Ziviler Friedensdienst - exemplarische Wirkungsanalysen
67. Rasch, Alexander: The impact of market characteristics on price setting and market outcomes: Four essays
68. Regn, Claudius: Strategisches Denken und Gestaltung von Informations- und Kommunikationstechnologie bei Komplexität, Dynamik und Unsicherheit. Entwicklung eines Denkansatzes auf Grundlage der Komplexitätstheorie
69. Sabiwalsky, Ralf: Die Eigenkapitalausstattung der Kapitalgesellschaft. Drei Aufsätze über die Steuerung der Kapitalstruktur und über den Schutz des Gesellschaftskapitals
70. Schaefer, Thilo: Können Steuern in Deutschland einfach und familienfreundlich sein? Mikrosimulationsbasierte Steuerreformenanalyse von Aufkommens- und Verteilungswirkungen

71. Scharmanski, André: Globalisierung der Immobilienwirtschaft. Ein multiskalarer Ansatz mit den Fallbeispielen Mexiko City und Sao Paulo
72. Scheicher, Christoph: Armut, Reichtum, Umverteilung: Begriff und statistische Messung
73. Schlösser, Thomas Marek: Deciding emotions. The role of immediate and anticipated emotions in risky decisions
74. Schmelzer, Marcus: Die Volatilität von Finanzmarktdaten. Theoretische Grundlagen und empirische Analysen von stündlichen Renditezeitreihen und Risikomaßen
75. Schmid, Johann: Clausewitz und die "stärkere Form des Kriegführens". Zur Dialektik von Angriff und Verteidigung
76. Schraad-Tischler, Daniel: Liberal-rechtsstaatliche Normen und das EU-Politikfeld Innere Sicherheit
77. Schrader, Sebastian: Legale Kartelle. Theorie und empirische Evidenz
78. Schröder, Wiebke: Preferences taken seriously. Eine mikrofundierte Analyse wirtschaftlicher Präferenz- und Interessenbildung bezüglich der USA und der Volksrepublik China in den Jahren 1997 – 2006
79. Schuler, Barbara: Einkommensunterschiede zwischen Männern und Frauen (Voll- und Teilzeitbeschäftigte)- anhand der IAB-Regionalstichprobe –
80. Schuster, Daniela: Die Provisionsgestaltung im Affiliate Marketing auf Grundlage der Prinzipal-Agent-Theorie
81. Seehawer, Thorsten: Social networks in boardrooms: Patterns and performance implications of interlocking directorates in Germany
82. Sievers, Kenneth Franz Ulrich: Beschaffungscontrolling
83. Sievers, Sönke: Company valuation and growth. Theory, empirical evidence and practical implementation issues
84. Stock, Mira: Marketing für Wissen. Ein prozessuales Konzept zur Gestaltung von Wissenstransaktionen
85. Teschko, Manuel Guido: Konzeption einer Besteuerung des laufenden Ertrags von Netzwerken Nahestehender
86. Thiele, Tanja: Risikoverhalten von Investmentfondsmanagern
87. Trhal, Nadja: Experimental studies on partnership dissolution, R&D Investment, and gift giving
88. Viehrig, Henrike: Die militärischen Auslandseinsätze europäischer Staaten 2000 – 2006. Eine Analyse innerstaatlicher und internationaler Erklärungsfaktoren
89. Vogler, Dirk: Empirische Analyse der Bedeutung von personenbezogenen Einflussfaktoren für den Vertriebs-erfolg von Ausschließlichkeitsvertretern im Versicherungsvertrieb
90. Waber, Jörg: Kognitive Schemata und ihr Einfluss auf die Vermittlung präsidialer Meinungen über Fremdstaaten an die Bevölkerung. Die brasilianischen Präsidenten und ihre Fähigkeit, Einstellungen an die Öffentliche Meinung zu den Einstellungsobjekten USA und BRD zwischen 1995 und 2006 zu übertragen
91. Westerkamp, Ulrich: Ökonomische Bewertung von Systembündeln in der Fahrzeugsicherheit - Methodik und Bewertung am Beispiel ausgewählter Systeme
92. Wrede, Nikolaus: Erklärungsgrößen künftiger operativer Cash Flows. Empirische Evidenz zu deutschen KMM unter Berücksichtigung der Earnings-Qualität
93. Würzburg, Klaas: Minimum wages and employment. A theoretical and empirical analysis
94. Zorn, Hendrik: Recounting the beans. The statistical construction of fiscal reality

4 Enclosures

4.1 Professors at the WiSo Faculty

Cluster	Major Subject	Professor	Specialisation
<i>Business Administration</i>			
Accounting	Controlling	Carsten Homburg	
	Taxation	Norbert Herzig	Business Taxation, Tax-Optimized Financial / Legal Structures, International Tax Planning, Tax Accounting
	Auditing	Christoph Kuhner	
Corporate Development	Human Resource Management	Dirk Sliwka	
	Corporate Development and Organization	Mark Ebers	
	Business Policy and Logistics	Werner Delfmann	
Finance	Banking Management	Thomas Hartmann-Wendels	Risk Management, Regulation, Leasing
	Finance	Alexander Kempf	Asset Management, Risk Management, Financial Markets
	Risk Management and Insurance	Heinrich Schradin	Value Based Management, Regulation and Accounting
	Corporate Finance	Dieter Hess	
Marketing	Retailing and Customer Management	Werner Reinartz	Retailing, Customer Profitability, Multi-channel Strategies, Customer Services
	Marketing and Brand Management	Franziska Völckner	Brand Management, Pricing, Preference Measurement
	Marketing and Retailing	Maik Eisenbeiß	
	Marketing and Market Research	Karen Gedenk	Sales Promotions, Pricing
Supply Chain Management	SCM and Production	Horst Tempelmeier	

Cluster	Major Subject	Professor	Specialisation
	SCM and Management Science	Ulrich Thonemann	
	Business Policy and Logistics	Werner Delfmann	Business Strategy in Global Supply Chains, Management of Logistics Service Providers, Aviation Management
Wirtschaftsinformatik/ Information Systems	Decision Support Systems and Operations Research	Ulrich Derigs	Concept Design and Implementation of Specific Decision Support Systems; Quantitative Methods, Algorithms and Heuristics; OR-Models/Methods in Production&Logistics and Banking&Finance
	Information Management	Detlef Schoder	Ubiquitous Computing, E-Business/ E-Commerce, Social Network Analysis, Mass Customization
	Information Systems Development	Werner Mellis	Agile Development, Concurrent Development, Quality Management
Health Economics	Health Care Management	Ludwig Kuntz	
Media and Technology Management	Media Management	Claudia Loebbecke	Media and Technology Strategies, Strategic Information Systems and New Media Applications and Business Models, Research Methods and Knowledge Management
Economics			
Institutions and Markets	Institute for Transport Economics	Herbert Baum	Transport Markets, Infrastructure, External Costs and Benefits
	Institute of Energy Economics	Marc Oliver Bettzuege	Energy Economics and Policy, Incomplete Markets, Evolutionary Economics
	Economic Design and Behavior	Axel Ockenfels	Market Design; Experimental and Behavioral Economics; Competition Policy
	Economic and Social History	Toni Pierenkemper	History of Labour, Business History, History of consumption
	Media Economics	Horst M. Schellhaaß	
	Contract Theory	Patrick Schmitz	Theory of Incentives; Principal-Agent Theory; Incomplete Contracting

Cluster	Major Subject	Professor	Specialisation
	Information Economics	Achim Wambach	Auctions; Industrial Organization; Insurance Economics
Economic Policy and Public Finance	Macroeconomics	Martin Barbie	
	Macroeconomics	Helge Braun	
	Macroeconomics	Peter Funk	Growth Theory, Inequality
	Labor Economics	David Jaeger	Education, Immigration, Conflict, and Applied Econometrics
	Macroeconomics	Alexander Ludwig	
	Public Finance	n.n.	
	Economic Policy	n.n.	
Empirical Economics and Statistics	Statistics and Econometrics	Karl Mosler	Nonparametric and Parametric Methods of Multivariate Analysis, Risk Analysis, Measurement of Economic Inequality
	Economic and Social Statistics	Friedrich Schmid	
<i>Sociology and Political Sciences</i>			
Sociology and Social Psychology	Empirical Social and Economic Research	Hans-Jürgen Andreß	Methods of Empirical Social Research; Labour Markets and Unemployment; Social Policy and Family Policy
	Sociology	Michael Wagner	Stability of Partnerships and Marriages; Deviant Behavior and Educational Attainment of Pupils in Germany; Meta-analyses in the Social Sciences
	Economic and Social Psychology	Detlef Fetchenhauer	Trust, Evolutionary Psychology, Lay Perceptions of Economy
	Sociology	Axel Franzen	Methods of Empirical Social Research, Game Theory and Decision-Making, Environmental Sociology and Network Analysis and Social Capital
	Sociology	Heiner Meulemann	Einstellungs- und Wertwandel, Massenkommunikation

Cluster	Major Subject	Professor	Specialisation
	International Relations and Foreign Politics	Thomas Jaeger	Foreign Policy Analysis, Development of the International System
Political Science	Comparative Political Science	André Kaiser	Comparative Political Institutions, Comparative Political Economy, Empirical Democracy Theory
	Political Philosophy and History of Ideas	Wolfgang Leidhold	Methods and Approaches in Comparative History of Ideas, Religious Ideas, Religious Organizations and Institutions
	Jean Monnet Chair for Political Science and European Affairs	Wolfgang Wessels	The Institutional and Constitutional Evolution of the Political System of the EU, EU's Role in the International System, Theories and Strategies of European Integration
	Social Policy and Cooperative Systems	Hans Jürgen Rösner	Social Protection, Micro Finance, Social Risk Management
Multidisciplinary Social Sciences	Social Policy and Cooperative Systems	Frank Schulz-Nieswandt	
	Business and Economic Education	Detlef Buschfeld	Vocational Education and Training in the Crafts Sector. Qualification and Curriculum
	Economic and Social Geography	Martina Fuchs	Transnational Companies; International Division of Competencies; Labour Geography
<i>Affiliated Researchers</i>			
Max Planck Institute for the Study of Societies	Sociology	Jens Beckert	
	Sociology	Sigrid Quack	
	Sociology	Wolfgang Streeck	

4.2 Research Institutes (An-Institute) at the WiSo Faculty

Research Institut	Director(s)
Institute of Energy Economics <i>Energiewirtschaftliches Institut</i>	Marc-Oliver Bettzüge
FiFo Institute for Public Economics <i>Finanzwissenschaftliches Forschungsinstitut</i>	Clemens Fuest
Research Institute for Leasing <i>Forschungsinstitut für Leasing</i>	Thomas Hartmann-Wendels
Research Institute for Social- and Economic History <i>Forschungsinstitut für Sozial- und Wirtschaftsgeschichte</i>	Toni Pierenkemper
Institute of Banking Economics and Banking Law <i>Institut für Bankwirtschaft und Bankrecht</i>	Thomas Hartmann-Wendels
Research Institute for Vocational Education and Training in the Crafts Sector <i>Forschungsinstitut für Berufsbildung im Handwerk</i>	Detlef Buschfeld
Centre for Financial Research, CFR <i>Institut für Finanzmarktforschung</i>	Alexander Kempf
Institute for Retail Research <i>Institut für Handelsforschung</i>	Werner Reinartz
Institute for Trade Fair Management and Distribution Research <i>Institut für Messewirtschaft und Distributionsforschung</i>	Werner Delfmann, Karen Gedenk
Institute for Small and Medium-Sized Enterprises <i>Institut für Mittelstandsforschung</i>	n.n.
Institute for Broadcasting Economics <i>Institut für Rundfunkökonomie</i>	Horst M. Schellhaaß
Institute for Transport Economics <i>Institut für Verkehrswissenschaft</i>	Herbert Baum

Research Institut	Director(s)
Institute of Insurance Science <i>Institut für Versicherungswissenschaft</i>	Heinrich Schradin
Institute for Economic Policy <i>Institut für Wirtschaftspolitik</i>	Johann Eekhoff, Juergen A. Donges
Institute for Housing Law and Housing Economics <i>Institut für Wohnungsrecht und Wohnungswirtschaft</i>	Johann Eekhoff
Otto Wolff Institute for Economic Studies <i>Otto-Wolff-Institut für Wirtschaftsordnung</i>	Johann Eekhoff
Research Institute for Social Policy	Frank Schulz-Nieswandt, Jürgen Rösner
Research Institute for Sociology <i>Forschungsinstitut für Soziologie</i>	Axel Franzen, Heiner Meulemann, Michael Wagner
Centre for Empirical Research in the Economic and Social Sciences (CERESS) <i>Zentrum für Empirische Wirtschafts- und Sozialforschung</i>	Hans-Jürgen Andreß, Karl Mosler, Alexander Kempf

4.3 List of Journals and Conferences for Budget Allocation

A-Journals

Business Administration

1. Academy of Management Journal
2. Academy of Management Review
3. Accounting Organizations and Society
4. Accounting Review
5. Administrative Science Quarterly
6. Information Systems Research
7. Journal of Accounting Research
8. Journal of Consumer Research
9. Journal of Finance
10. Journal of Financial Economics
11. Journal of Marketing
12. Journal of Marketing Research
13. Management Information Systems Quarterly
14. Management Science
15. Marketing Science
16. Operations Research
17. Organization Science
18. Research in Organizational Behavior

19. Review of Financial Studies
20. Strategic Management Journal

Economics

1. American Economic Review
2. Econometric Theory
3. Econometrica
4. Economic Journal
5. Economic Theory
6. Economics Letters
7. European Economic Review
8. Games and Economic Behavior
9. International Economic Review
10. Journal of Econometrics
11. Journal of Economic Literature
12. Journal of Economic Perspectives
13. Journal of Economic Theory
14. Journal of Monetary Economics
15. Journal of Political Economy
16. Journal of Public Economics
17. Journal of the American Statistical Association
18. Quarterly Journal of Economics
19. Review of Economic Studies
20. Review of Economics and Statistics

Sociology and Political Sciences

1. American Journal of Political Science
2. American Journal of Sociology
3. American Political Science Review
4. American Sociological Review
5. European Journal of Education
6. European Planning Studies
7. European Sociological Review
8. Evolution and Human Behavior
9. International Organisation
10. Journal of Common Market Studies
11. Journal of Economic Psychology
12. Journal of Educational Research
13. Journal of European Public Policy
14. Journal of Personality and Social Psychology
15. Journal of Politics
16. Journal of Vocational Education and Training
17. Organizational Behavior and Human Decision Processes
18. Psychological Science
19. Regional Studies
20. Theory and Society

B-Journals

Business Administration

1. Annals of Operations Research
2. Applied Mathematical Finance
3. Behavioral Research in Accounting
4. Communications of the Association for Computing Machinery
5. Contemporary Accounting Research
6. Decision Sciences

7. Decision Support Systems
8. Electronic Markets
9. European Accounting Review
10. European Journal of Information Systems
11. European Journal of Operational Research
12. Finance and Stochastics
13. Fuzzy Sets and Systems
14. Healthcare Management Review
15. Healthcare Management Science
16. Information Systems Journal
17. Institute of Industrial Engineers Transactions
18. International Journal of Physical Distribution and Logistics Management
19. International Journal of Research in Marketing
20. International Journal of the Economics of Business
21. Journal of Accounting and Economics
22. Journal of Accounting and Public Policy
23. Journal of Banking and Finance
24. Journal of Business
25. Journal of Business Finance and Accounting
26. Journal of Economics and Management Strategy
27. Journal of Financial and Quantitative Analysis
28. Journal of Financial Intermediation
29. Journal of Information Technology
30. Journal of International Business Studies
31. Journal of International Marketing
32. Journal of Management Accounting Research
33. Journal of Management Information Systems
34. Journal of Management Inquiry
35. Journal of Operations Management
36. Journal of Organizational Behavior
37. Journal of Retailing
38. Journal of Service Research
39. Journal of Strategic Information Systems
40. Journal of the Academy of Marketing Science
41. Journal of the Association of Informations Systems
42. Management Accounting Research
43. Management Information Systems Quarterly Executive
44. Marketing Letters
45. Mathematical Finance
46. Mathematical Programming
47. Mathematics of Operations Research
48. Naval Research Logistics
49. Operations Research Spectrum
50. Organization
51. Organization Studies
52. Research in Sociology of Organizations
53. Research Policy
54. Review of Accounting Studies
55. Scandinavian Journal of Management
56. Sloan Management Review
57. Small Business Economics
58. The Data Base for Advances in IS
59. Transportation Research. Part B Methodological
60. Transportation Science

Economics

1. Applied Economics
2. Cambridge Journal of Economics
3. Canadian Journal of Economics
4. Communications in Statistics
5. Contemporary Economic Policy
6. Ecological Economics
7. Economic History Review
8. Economic Inquiry
9. Economic Record
10. Economica
11. Energy Journal
12. European Review of Economic History
13. Explorations in Economic History
14. International Journal of Game Theory
15. International Journal of Industrial Organization
16. International Monetary Fund Staff Papers
17. Journal of Applied Econometrics
18. Journal of Comparative Economics
19. Journal of Development Economics
20. Journal of Economic Behavior and Organization
21. Journal of Economic Dynamics and Control
22. Journal of Economic History
23. Journal of Economics
24. Journal of Environmental Economics and Management
25. Journal of Health Economics
26. Journal of Human Resources
27. Journal of Industrial Economics
28. Journal of Institutional and Theoretical Economics
29. Journal of International Economics
30. Journal of Labor Economics
31. Journal of Law and Economics
32. Journal of Macroeconomics
33. Journal of Mathematical Economics
34. Journal of Multivariate Analysis
35. Journal of Population Economics
36. Journal of Risk and Uncertainty
37. Journal of Statistical Inference and Planning
38. Journal of the Royal Statistical Society
39. Journal of Urban Economics
40. Kyklos
41. National Tax Journal
42. Oxford Bulletin of Economics and Statistics
43. Oxford Economic Papers-New Serie
44. Oxford Review of Economic Policy
45. Public Choice
46. Rand Journal of Economics
47. Regional Science and Urban Economics
48. Review of Income and Wealth
49. Review of Industrial Organization
50. Scandinavian Journal of Economics
51. Scottish Journal of Political Economy
52. Social Choice and Welfare
53. Southern Economic Journal
54. Statistics and Probability Letters
55. Statistical Papers

56. Theory and Decision
57. Weltwirtschaftliches Archiv
58. World Bank Economic Review
59. World Bank Research Observer
60. World Economy

Sociology and Political Sciences

1. Acta Sociologica
2. Annals for Public and Cooperative Economy
3. Annals of Regional Science
4. Annals of the Association of American Geographers
5. British Journal of Educational Studies
6. British Journal of Political Science
7. British Journal of Politics and International Relations
8. British Journal of Sociology
9. Comparative Education
10. Comparative Political Studies
11. Demography
12. Economic Geography (USA)
13. Educational Review
14. Environment & Planning A
15. European Journal of Industrial Relations
16. European Journal of International Relations
17. European Journal of Political Research
18. European Journal of Social Psychology
19. European Political Science
20. European Societies
21. European Union Politics
22. Global Social Policy
23. Higher Education Management
24. History of Political Thought
25. International Journal of Comparative Sociology
26. International Journal of Public Opinion
27. International Political Science Review
28. International Politics
29. International Security
30. Journal of Economic Geography (GB)
31. Journal of Education and Work
32. Journal of European Social Policy
33. Journal of Further and Higher Education
34. Journal of Marriage and Family
35. Journal of Social Policy
36. Journal of Socio-Economics
37. Journal of Theoretical Politics
38. Kölner Zeitschrift für Soziologie und Sozialpsychologie
39. Party Politics
40. Personal Relationships
41. Personality and Social Psychology Bulletin
42. Political Studies
43. Political Theory
44. Politische Vierteljahresschrift
45. Public Opinion Qu.
46. Quality and Quantity
47. Rationality and Society
48. Social Forces

49. Social Indicator Research
50. Social Psychology
51. Social Science Research
52. Sociological Methodology
53. Sociological Methods and Research
54. Sociological Review
55. Sociology
56. Studies in Educational Evaluation
57. Tijdschrift voor Economische en Sociale Geografie
58. Urban Studies
59. West European Politics
60. Zeitschrift für Soziologie

C-Journals

Business Administration

1. Accounting and Business Research
2. Accounting Auditing Accountability Journal
3. British Journal of Management
4. Business Strategy and the Environment
5. Communications of the Association Information Systems
6. Computers and Operations Research
7. Critical Perspectives on Accounting
8. Die Betriebswirtschaft
9. European Finance Review
10. European Financial Management
11. European Journal of Purchasing and Supply Management
12. Harvard Business Review
13. Human Relations
14. Human Resource Management Journal
15. Informations Systems and E-Business Management
16. Institute of Electrical and Electronic Engineers Computing in Science and Engineering
17. Interfaces
18. International Journal of Accounting
19. International Journal of Finance
20. International Journal of Human Resource Management
21. International Journal of Logistics Management
22. International Journal of Production Economics
23. International Journal of Production Research
24. International Journal of Retailing
25. International Journal of Service Industry Management
26. International Journal on Media Management
27. Journal of Accounting Auditing and Finance
28. Journal of Accounting Literature
29. Journal of Advertising Research
30. Journal of Business Research
31. Journal of Business Venturing
32. Journal of Consumer Psychology
33. Journal of Consumer Satisfaction, Dissatisfaction, and Complaining Behavior
34. Journal of Corporate Finance
35. Journal of Derivatives
36. Journal of Empirical Finance
37. Journal of Heuristics
38. Journal of Interactive Marketing
39. Journal of International Accounting Research
40. Journal of International Management

41. Journal of Management
42. Journal of Management Studies
43. Journal of Media Business Studies
44. Journal of Product Innovation Management
45. Journal of Risk
46. Journal of the Operational Research Society
47. Journal of World Business
48. Leadership Quarterly
49. Long Range Planning
50. Management International Review
51. Managementforschung
52. Marketing. Zeitschrift für Forschung und Praxis
53. Mathematical Methods of Operations Research
54. Operations Research Quarterly
55. Personnel Psychology
56. Psychology and Marketing
57. Schmalenbachs Zeitschrift für Betriebswirtschaftliche Forschung /Schmalenbachs Business Review (ZFBF / SBR)
58. Steuer und Wirtschaft. Zeitschrift für die Gesamten Steuerwissenschaften
59. Wirtschaftsinformatik
60. Zeitschrift für Betriebswirtschaft

Economics

1. Allgemeines Statistisches Archiv
2. American Economic Review - Papers and Proceedings
3. Applied Stochastic Models in Business and Industry
4. Bernoulli
5. Brookings Papers on Economic Activity
6. Business History
7. Business History Review
8. Cato Journal
9. Communications and Strategies
10. Computational Statistics and Data Analysis
11. Computational Statistics Quarterly
12. Constitutional Political Economy
13. Developing Economies
14. Economic Development and Cultural Change
15. Economic Modelling
16. Economic Policy
17. Economics and Philosophy
18. Economics of Governance
19. European Journal of Political Economy
20. Experimental Economics
21. Finanzarchiv
22. Fiscal Studies
23. Geneva Papers on Risk and Insurance
24. German Economic Review
25. Information Economics and Policy
26. International Game Theory Review
27. International Tax and Public Finance
28. Jahrbuch für Wirtschaftsgeschichte / Economic History Yearbook
29. Jahrbücher für Nationalökonomie und Statistik
30. Japan and the World Economy
31. Jcom Market Studies
32. Journal of Agricultural and Resource Economics
33. Journal of Applied Statistics

34. Journal of Cultural Economics
35. Journal of Economic Education
36. Journal of Economic Inequality
37. Journal of Evolutionary Economics
38. Journal of Housing Economics
39. Journal of Media Economics
40. Journal of Money, Credit; and Banking
41. Journal of Policy Modeling
42. Journal of Productivity Analysis
43. Journal of Public Economic Theory
44. Journal of Regulatory Economics
45. Journal of Risk and Insurance
46. Journal of Sports Economics
47. Journal of the European Economic Association
48. Journal of the Japanese and International Economies
49. Journal of Transport Economics and Policy
50. Labour Economics
51. Manchester School
52. Metron
53. Open Economies Review
54. Perspektiven der Wirtschaftspolitik
55. Public Finance Review
56. Resource and Energy Economics
57. Risk and Insurance
58. Telecommunications Policy
59. The Statistician
60. Zeitschrift für Unternehmensgeschichte

Sociology and Political Sciences

1. Archiv für Begriffsgeschichte
2. Archiv für Geschichte der Philosophie
3. Berliner Journal für Soziologie
4. Berufsbildung in Wissenschaft und Praxis
5. Bwp@ - Berufs- und Wirtschaftspädagogik Online
6. Communication Research
7. Demographic Research
8. Die Berufsbildende Schule
9. Ethics: An International Journal of Social, Political and Legal Philosophy
10. European Journal of Population
11. Foreign Policy
12. Geographische Zeitschrift
13. Governance
14. Grundlagen der Weiterbildung - Zeitschrift
15. Integration
16. International Affairs
17. International Security
18. International Social Security Review
19. International Spectator, The
20. Internationale Politik und Gesellschaft
21. Jahrbuch der Absatz- und Verbrauchsforschung
22. Journal of Communication
23. Journal of Conflict Resolution
24. Journal of Media Psychology
25. Journal of the History of Ideas
26. Journal of the History of Philosophy
27. Legislative Studies Quarterly

28. Methoden, Daten, Analysen
29. Österreichische Zeitschrift für Soziologie
30. Pädagogische Rundschau
31. Planung und Analyse
32. Politique Étrangère
33. Progress in Human Geography
34. Psychologische Rundschau
35. Schmollers Jahrbuch für Sozialwissenschaften
36. Social Justice Research
37. Social Networks
38. Social Science Information
39. Sociology of Education
40. Soziale Welt
41. Sozialer Fortschritt/German Review of Social Policy
42. Unterrichtswissenschaft
43. Welttrends
44. Wirtschaft und Erziehung
45. Wirtschaftspsychologie
46. Zeitschrift für Arbeits- und Organisationspsychologie
47. Zeitschrift für Arbeitsmarktforschung
48. Zeitschrift für Berufs- und Wirtschaftspädagogik
49. Zeitschrift für Bevölkerungswissenschaft
50. Zeitschrift für Erziehungswissenschaft
51. Zeitschrift für Familienforschung
52. Zeitschrift für Gerontologie und Geriatrie
53. Zeitschrift für Internationale Beziehungen
54. Zeitschrift für Öffentliche und Gemeinwirtschaftliche Unternehmen
55. Zeitschrift für Pädagogik
56. Zeitschrift für Personalpsychologie
57. Zeitschrift für Politikwissenschaft
58. Zeitschrift für Sozialreform
59. Zeitschrift für Soziologie der Erziehung
60. Zeitschrift für Staats- und Europawissenschaften

Prestigious Academic Conferences

Business Administration

1. Academy of Management
2. American Accounting Association
3. American Finance Association
4. American Risk and Insurance Association
5. Bled Electronic Commerce Conference
6. Conference of the production and operations management society
7. Deutscher Betriebswirtschaftler-Tag der Deutschen Schmalenbachgesellschaft
8. European Accounting Association
9. European Association for Education and Research in Commercial Distribution
10. European Conference on Information Systems
11. European Finance Association
12. European Group of Organizational Studies
13. European Marketing Academy
14. Fachkongress der Steuerberater
15. Financial Management Association
16. Hawaii International Conference on Systems Science
17. Informs Annual Meeting
18. Manufacturing and Service Operations Management
19. Marketing Science Conference

20. Operations Research - International Conference

Economics

1. American Economic Association
2. Association of Public Economic Theory
3. Ausschüsse des Vereins für Socialpolitik
4. Bernoulli Society
5. Computational Statistics
6. Econometric Society
7. Economic Science Association
8. European Association of Labour Economics
9. European Economic Association
10. European Public Choice Society
11. European Society for Population Economics
12. Game Theory Society
13. Institute of Mathematical Statistics
14. International Institute of Public Finance
15. International Statistical Institute
16. National Bureau of Economic Research Summer Institute
17. Royal Economic Association
18. Spring Meeting of Young Economists
19. Tagungen der Fachgruppe Stochastik innerhalb der Deutschen Mathematikervereinigung
20. Verein für Socialpolitik

Sociology and Political Sciences

1. American Political Science Association
2. American Sociological Association
3. Association for Personal and Social Psychology
4. Canadian Political Studies Association
5. Deutsche Gesellschaft für Gerontologie und Geriatrie
6. Deutsche Gesellschaft für Psychologie: Tagung der „Sektionen“
7. Deutsche Gesellschaft für Soziologie
8. Deutsche Vereinigung für Politische Wissenschaft
9. ESRA: European Survey Research Association
10. European Research Conferences by the European Science Foundation
11. European Sociological Association
12. Hochschultage Berufliche Bildung
13. Human Behavior and Evolution Society
14. International Association for Research in Economic Psychology
15. International Geographical Union: Tagung der Kommission “the Dynamics of Economic Spaces”
16. International Society for the Study of the Quality of Life
17. International Sociological Association
18. Political Studies Association
19. Rauschholzhausener Symposium zur Wirtschaftsgeographie
20. Workshops European Consortium for Political Research