

## School of Business, Economics and Information Systems at the University of Passau

Contact:

University of Passau  
School of Business, Economics and Information Systems  
Innstr. 27  
94032 Passau  
Germany

[www.wiwi.uni-passau.de/en](http://www.wiwi.uni-passau.de/en)

Concept, Design and Editing:

Professor Dirk Totzek  
Silke Roth  
Henrike Neulen

*Research Profile 2015-16*

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## Foreword

### Dear reader,

This report aims to provide an insight into the research currently undertaken at the School of Business, Economics and Information Systems of the University of Passau. In terms of basic and applied research, our research activities are strongly aligned with innovation, change and societal relevance.

The members of our faculty conduct research on the frontiers of knowledge. Our research findings are regularly published in prestigious journals and presented at international workshops and conferences and facilitate evidence-based policymaking and business decisions.

As a matter of course, our faculty members are engaged in a continuous exchange of knowledge with their peers and organise or participate in research seminars and colloquiums to maintain the excellent standing and impact of their academic work; other activities include brown-bag seminars, seminars with renowned visiting scholars as well as colloquiums and seminars for early career researchers. Moreover, all faculty members are active participants in leading academic networks both at home and abroad.

All faculty members are fully committed to ensuring that our students – the future generations of academics – receive the best education possible by providing sustainable research-led teaching in an environment of academic freedom.

Many of our faculty members sit on leading editorial boards and chair academic committees of various types. Our faculty members have successfully applied for competitive external funds from various institutions, including the German Research Foundation (DFG), the German Federal Ministry of Education and Research and the World Bank.

These research activities allow the School of Business, Economics and Information Systems to forge ahead and contribute to shaping the development path of business and society.

Franz Lehner  
Dean of the School of Business, Economics and Information Systems



## The School at a Glance

### A young, innovative and dynamic faculty

- 20 full professors, 1 junior professor, 1 honorary professor
- 5 senior lecturers
- More than 80 assistant professors, postdoctoral researchers and doctoral students
- An excellent research environment and publications in leading international research journals

### Research and teaching in an international environment

- International Centre for Economics and Business Studies (ICEBS) and a global network of international research partners
- 60 exchange programmes with partner universities throughout the world
- Double degree programmes at the master's level with Corvinus University Budapest (Hungary) and the University of Turku (Finland); joint doctoral programme with the Indian Institute of Technology (IIT) Madras, Chennai (India)
- International guest speakers are a fixture in our doctoral programmes
- International lectures and seminars in co-operation with universities worldwide

## The School at a Glance

### Highly committed lecturers and innovative teaching methods

- Degree programmes and current enrolment figures\*:

B.Sc. Business Administration and Economics	1,111
B.Sc. Information Systems	184
M.Sc. Business Administration	425
M.Sc. Information Systems	62
M.A. International Economics and Business	63

- Excellent scores for student satisfaction and success rates:
  - 76% of our students stated that they are satisfied or very satisfied with their programme\*\* (German average: 60%)
  - 80% of our graduates are satisfied or very satisfied with their studies\*\*\*
  - 92% of our master's graduates are offered open-ended employment contracts\*\*\*

### Corporate relations and entrepreneurial spirit

- Excellent reputation among human resources managers
- Strong practical orientation and many corporate partners
- Research projects with corporate partners
- Start-up support for entrepreneurial students (e.g. Start-up Café and Start-up advice)

\* winter semester 2016-17

\*\* Study Quality Monitor 2013

\*\*\* Graduate survey 2013



## Mission Statement

As one of the youngest, most innovative and dynamic business and economics faculties in the German-speaking world, we enjoy an excellent reputation throughout Germany. We put significant effort into raising our visibility in Europe and abroad as a business school dedicated to excellence in both teaching and research, as well as to further strengthen our international renown. Societal relevance, a focus on innovation and an interdisciplinary approach are the drivers of our research activities, which comprise both basic and applied research.

### An optimal environment for research

We pool our resources to create an optimal environment for carrying out research. We have outstanding competences in the areas of accounting, finance, taxation, economics, management, innovation, marketing, information systems and quantitative methods, which we use to co-operate with well-respected research partners in Germany and abroad. Our faculty is open to interested and motivated researchers from all over the world. Our research output is documented by publications in leading peer-reviewed journals as well as talks at prestigious conferences. High-calibre appointments are an important instrument with which we ensure the constant excellence of research carried out within the faculty. In all this, we are fully committed to diversity and gender equality.

### Imparting competences

We give our students the prerequisites to become proactive and responsible problem-solvers who are able to deal with complex, dynamic scenarios. Our students learn to creatively manage change, while staying rooted in a solid theoretical foundation: that is the key objective of the education we impart. Our students have strong analytical and creative skills, and put their best effort into their studies. Our students seek to set up their own businesses or take on leading roles in business and society. Competing with graduates from the world's leading universities, they are found in all countries around the globe. Our students know the meaning of fair play and reciprocity; mindful of the long-term impact of their actions, they strive for economic, social and ecological sustainability.

### From faculty to business school

In order to further develop our potential and ensure our competitiveness in 2023 and beyond, we as a faculty are pursuing a structural re-orientation, seeking to position ourselves as a business school, as is already the case with other successful higher education institutions today. Our aim: The School of Business, Economics and Information Systems will join the ranks of the leading European business schools.

## Research Faculty

### Accounting, Finance and Taxation (AFT) area

**Professor Markus Diller**  
Chair of Tax Management  
Dean of Studies

The Chair continued to work on research projects in the areas of Luxembourg Leaks, tax reporting behaviour and transfer pricing. In co-operation with the Technical University of Munich (TUM), Deggendorf Institute of Technology and two further universities of applied sciences the Chair (together with the Chair of Statistics) submitted a proposal under the Digitaler Campus Bayern programme for a new teaching concept in the field of Big Data. Finally, the Chair engaged in co-operation with the State Tax Office (Landesamt für Steuern).

- Diller, M., Kittl, M. (2016), *A little less waiting, a little more action? Inheritance tax planning under lifespan uncertainty*, Journal of Business Economics, 86, 9, 963-995.
- Diller, M., Kortebusch, P., Schneider, G., Sureth-Sloane, C. (2016), *Boon or Bane? Advance Tax Rulings as a Measure to Mitigate Tax Uncertainty and Foster Investment*, European Accounting Review, forthcoming.
- Numerous presentations at international and national conferences such as EAA, EIASM.

**Professor Oliver Entrop**  
Chair of Banking and Finance

We continued to work on research projects in the areas of financial engineering, the market microstructure of financial innovations, investors' behaviour concerning early redemption rights, firms' usage of derivatives, and innovative markets for trading mutual funds. We also established new research projects on the foreign exchange sensitivity of non-financial firms.

- Baller, S., Entrop, O., McKenzie, M. (†), Wilkens, M. (2016), *Market makers' optimal price-setting policy for exchange-traded certificates*, Journal of Banking and Finance, 71, 206-226.
- Entrop, O., Fischer, G., McKenzie, M. (†), Wilkens, M., Winkler, C. (2016), *How does pricing affect investors' product choice? Evidence from the market for discount certificates*, Journal of Banking and Finance, 68, 195-215.
- Entrop, O., von la Hausse, L., Wilkens, M. (2016), *Looking beyond banks' average interest rate risk: Determinants of high exposures*, Quarterly Review of Economics and Finance, forthcoming.





**Professor Manuela Möller**  
Chair of Accounting and Auditing  
Women's Representative of the University (until 09/2016)

In several research projects the Chair examined the economic roles of financial accounting, corporate governance and auditing regulation issues. The research projects can be classified into three areas: (1) financial accounting topics, including international financial accounting; (2) the role of auditors, enforcement and corporate governance issues and their interplay with financial reporting; and (3) the role of these determinants and their consequences for capital market participants and decision-makers.

- Frey, L., Möller, M. (2015), *Der Zusammenhang zwischen „book-tax differences“ und Bilanzpolitik zum Erreichen eines positiven Jahresergebnisses*, Die Unternehmung – Swiss Journal of Business Research and Practice, 69, 4, 468-502. (in German)
- Möller, M., Frey, L. (2016), *Personelle, unternehmensübergreifende Verflechtungen des Aufsichtsrats und deren Einfluss auf die Bilanzpolitik*, in: Beyer, M., Heyd, R. (Eds.), *Corporate Governance in der Finanzwirtschaft*, Berlin, 97-117. (in German)
- Weinzierl, R., Risse, M., Möller, M. (2016), *Die Vorratsbewertung im Kontext der internationalen Rechnungslegung sowie des Handels- und Steuerrechts – Vergleich der Rechnungslegungssysteme, Unternehmensteuern und Bilanzen (StuB)*, 17, 5, 172-177. (in German)

**Professor Robert Obermaier**  
Chair of Accounting and Control

Main areas of research and teaching: Managerial Accounting and Control; Firm Valuation and Value-based Management; Supply Chain Controlling; Corporate Planning and Decision Theory. Projects: expert opinions for firm valuations; performance of strategical annual reports; deployment of a reporting and controlling system; development of a potential analysis for the evaluation of Manufacturing Execution Systems (MES); Industry 4.0; product and business model innovation; the role of calculative practices.

- Obermaier, R., Meier, C., Himml, F. (2015), *„Trust the numbers“ – Zum Verhältnis von Informationsaufbereitung und Entscheidungsgüte bei komplexen multi-kriteriellen Entscheidungsproblemen*, Die Betriebswirtschaft, 75, 2, 69-98. (in German)
- Obermaier, R. (2016) (Ed.), *Industrie 4.0 als unternehmerische Gestaltungsaufgabe – Betriebswirtschaftliche, technische und rechtliche Herausforderungen*, Wiesbaden. (in German)
- Obermaier, R., Hofmann, J., Kirsch, V. (2015), *Konzeption einer Prozess- und Potenzialanalyse zur Ex-ante-Beurteilung von Industrie 4.0-Investitionen – Zur Methodik einer Abschätzung von Wirtschaftlichkeitspotenzialen*, Controlling – Zeitschrift für erfolgsorientierte Unternehmenssteuerung, 27, 8/9, 485-492. (in German) (Best Scientific Paper Award 2015)

**Professor Niklas Wagner**  
Chair of Finance and Financial Control

The Chair maintains close links with distinguished international universities to exchange expertise and discuss key topics related to finance. Within the research partnership with two leading Australian universities – Monash and Deakin – the Chair established research projects on Asset Pricing and the long-run performance of assets. Moreover, our partnership with Columbia University, New York, facilitated the development of new research projects on the subject of financial derivatives and Exchange Traded Funds.

- Applied Financial Modelling Conference, Melbourne, February 2016.
- Liquiditätskonferenz (6th AFML Conference), Budapest, November 2015.
- Outstanding Contribution Award 2015 conferred by Emerald Literati Network, London, May 2015.



## Economics (ECON) area

### Professor Stefan Bauernschuster Chair of Public Economics

Exploiting a quasi-experimental setting in Germany, Stefan Bauernschuster showed that the latest expansion in public child care could indeed increase fertility. To induce fertility responses, investing in public child care proved to be five times more efficient than an increase of child benefits. In June, Stefan Bauernschuster was awarded the Walter-Eucken Prize for his outstanding research on policy-relevant topics.

- Walter-Eucken Prize
- Bauernschuster, S., Hener, T., Rainer, H. (2016), *Children of a (Policy) Revolution: The Introduction of Universal Child Care and its Effect on Fertility*, Journal of the European Economic Association, 14, 4, 975-1005.
- Bauernschuster, S., Borck, R. (2016), *Formal Child Care and Family Structure: Theory and Evidence*, CESifo Economic Studies, forthcoming.

### Professor Johann Graf Lambsdorff Chair of Economic Theory

The Chair takes a behavioural and experimental approach to economic theory. Topics focus on good governance, corruption, conflict resolution, macroeconomics and monetary economics. The Chair's classEx service, for running experiments in lectures and in the field, is used throughout the world. Our latest research relates to experimental work on the European Monetary Union, a lab-in-the-field experiment on co-operation at a public screening event and research on the design of anti-corruption systems.

- Lambsdorff, J. Graf, Giamattei, M., Werner, K. (2016), *How Fragile Is Conditional Cooperation? A Field Experiment with Smartphones during the 2014 Soccer World Cup*, Journal of Behavioral Decision Making, forthcoming.
- Giamattei, M., Lambsdorff, J. Graf (2015), *Balancing the Current Account: Experimental Evidence on Underconsumption*, Experimental Economics, 18, 4, 670-696.
- Lambsdorff, J. Graf, Schulze, G. (2015), *What Can We Know About Corruption? A Very Short History of Corruption Research and a List of What We Should Aim For*, Special Issue on Corruption at the Grassroots-level, Jahrbücher für Nationalökonomie und Statistik, 235, 2, 100-114.

### Professor Michael Grimm Chair of Development Economics Vice Dean

The Chair engages in research to solve development problems in low and middle-income countries. Recent examples include evaluations of off-grid solutions to provide access to electricity to rural households in Rwanda and community-based health insurance in Burkina Faso. In 2016, the Chair obtained external funding to assess active labour market policies in Tunisia, a context with excessive rates of youth unemployment, and to design and evaluate a public works programme and complementary social protection measures in Malawi, a country with high levels of chronic and transitory poverty.

Selected project-related publications:

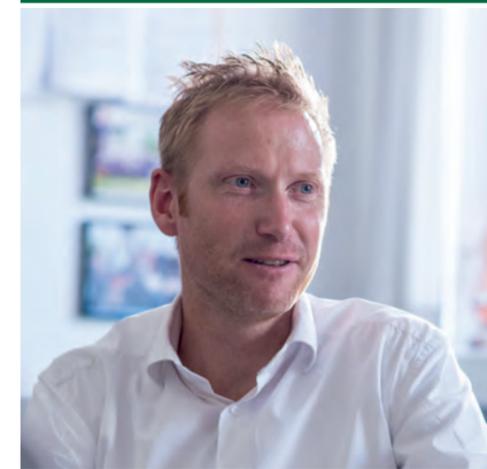
- Grimm, M., Munyehirwe, A., Peters, J., Sievert, M. (2016), *A First Step up the Energy Ladder? Households' benefits from low cost solar kits in rural Rwanda*, World Bank Economic Review, forthcoming.
- *Improving employability through job counseling and job placement in Tunisia: an impact evaluation*. A joint research project with UNU-MERIT Maastricht and the University of Tunis, funded by the International Initiative for Impact Evaluation (3ie) and the International Labor Organization (ILO).
- *How to ensure that public works programs achieve what they promise? Evidence from Malawi*. Project funded by the GIZ.

The Chair has initiated the new M.A. Development Studies degree programme jointly with colleagues from the Faculty of Arts and Humanities; in its first year, the programme catered to 23 students from 13 different nations.

### Professor Sebastian Krautheim Chair of International Economics

In academic year 2015-16 the Chair's research focused on International Trade, International Tax Competition and on the effect of civil society actors (such as NGOs) on the internationalisation decisions of firms in a global context characterised by strong differences in national legislation.

- Krautheim, S., Verdier, T. (2016), *Offshoring with Endogenous NGO Activism*, Journal of International Economics, 101, 22-41.
- Sala, D., Parrotta, P., Pozzoli, D. (2016), *Ethnic Diversity and Firms' Export Behavior*, European Economic Review, 89, 248-263.
- Krautheim, S., Schmidt-Eisenlohr, T. (2016), *Wages and International Tax Competition*, Review of International Economics, 24, 5, 893-923.



## Management, Innovation, Marketing (MIM) area

**Professor Marina Fiedler**  
Chair of Management, People and Information

The Chair's research interests are centred on management, people and information issues. Specific areas of focus this past year included pro-environmental behaviour of employees and information systems; mindful management practices; Work 4.0; CEO education and investment decisions; and enterprise social networks and engagement. The Chair uses a problem-driven, interdisciplinary, multi-method approach.

- DFG Project ESPEBO – *Encouraging Sustainable Pro-Environmental Behavior in Organizations Using Information Systems*.
- Flickinger, M., Allscher, M., Fiedler, M. (2016), *The Mediating Role of Leader-Member Exchange: A Study of Job Satisfaction and Turnover Intentions in Temporary Work*, *Human Resource Management Journal*, 26, 1, 46-62.
- Prototyping a Data Factory and Fostering New Research.
- *The Indirect MBA Effect on R&D Intensity in Diversified and Distressed Firms* (with Marcel Allscher), *Academy of Management Annual Meeting (AOM)*, 5 – 9 August 2016, Anaheim (USA).

**Professor Carolin Häussler**  
Chair of Organisation, Technology Management and Entrepreneurship

The Chair focuses its research and teaching on the intersection of Organisation, Technology Management and Entrepreneurship. This intersection challenges practitioners in their daily work and is a stimulating and fascinating field for researchers. Despite the dynamics and the presence of diverse approaches, it is possible to discern and trace patterns in the data. Our research objective is to help develop the field and improve our understanding of entrepreneurial individuals, organisations and institutional processes. In doing so, we co-operate closely with colleagues from German and international universities and research institutions (e.g. from universities such as the Georgia Institute of Technology or Seoul National University).

- Carolin Häussler and Henry Sauermann presented their research project, *The Division of Labor in Teams: A Conceptual Framework and Application to Collaborations in Science*, at the renowned Productivity, Innovation, and Entrepreneurship Program Meeting of the National Bureau of Economic Research in Boston, USA.
- Professors Marie Thursby (NBER and Georgia Institute of Technology) and Jerry Thursby (Georgia Institute of Technology) visited Passau for four weeks in March 2016 in order to work on their joint project, *Information sharing across disciplines*.
- University of Passau Luncheon at the Strategic Management Society (SMS) Conference 2016 in Berlin.

**Professor Carola Jungwirth**  
Chair of International Management  
President of the University

The Chair engaged in the World IT Project, an interdisciplinary research project which examines country-specific differences, e.g. vocation-related IT culture, organisational culture, national culture and organisational IT topics in the IT industry in more than 40 countries. Professor Carola Jungwirth and Dr Elisabeth F. Mueller are responsible for the project's management in Germany. Professor Jungwirth became President of the University in April 2016; since October 2016 the Chair has been headed by Interim Chairholder **Professor Rodrigo Isidor**.

- Müller, E. F., Jungwirth, C. (2016), *What drives the effectiveness of industrial clusters? Exploring the impact of contextual, structural, and functioning determinants*. *Entrepreneurship & Regional Development*, 28, 5-6, 424-447.
- Lehmann, T., Jungwirth, C. (2016), *Cluster support across Europe: a smart tool for mitigating perceived local problems*, in: Drewello, H. et al. (Ed.), *Clusters as a Driving Power of the European Economy*, Nomos, Baden-Baden, 65-79.
- Müller, E. F., Jungwirth, C. (2016), *How Locational Environments Moderate the Effect of Cooperative Strategies on Firms' Agility*, *Academy of Management Annual Meeting (AOM)*, 05.-09.08.2016, Anaheim (USA).

**Professor Andreas König**  
Chair of Technology, Innovation and Entrepreneurship

The Chair wrote numerous manuscripts in three areas of research: (1) the responses of established organisations to discontinuous change; (2) the effects of various aspects of CEOs' rhetoric on the favourability of infomediaries such as analysts and journalists; and (3) the social implications of digital information technologies. We presented our research at important conferences and have renewed partnerships with cutting-edge institutions such as PennState, the Seoul National University, IMD Lausanne and the University of Georgia.

- Enders, A., König, A., Barsoux, J.-L. (2016), *Stop Jumping to Solutions*, *MIT Sloan Management Review*, 63-70.
- Resubmitted revised articles to the *Administrative Science Quarterly* and the *Journal of World Business*. Various new submissions to, for instance, the *Academy of Management Journal* and *Research Policy*. Numerous additional conference papers and a symposium at the AOM Annual Meeting, the EURAM Annual Conference, and the European Conference on Information Systems (ECIS).
- Andreas König joined the Editorial Board of the *Academy of Management Review* and serves as a mentor and speaker in a high-profile professional development workshop and a prestigious symposium at the University of Passau Luncheon at the Strategic Management Society (SMS) Conference 2016 in Berlin.





**Professor Jan Hendrik Schumann**  
Chair of Marketing and Innovation

The Chair worked on projects on the management and acceptance of free e-services. We also worked on three projects on service pricing and investigated the impact of leadership styles and knowledge about customers' needs on performance metrics in banking. We investigated consumer reactions to targeted out-of-home advertising, to caffeine consumption as well as to bidding strategies in search engine marketing. Finally, we continued our work on the adoption and usage behaviour of electric vehicles.

- Anderl, E. M., Becker, I., v. Wangenheim, F., Schumann, J. H. (2016), *Mapping the customer journey: Lessons learned from graph-based online attribution modeling*, International Journal of Research in Marketing, 33, 3, 457-474.
- Anderl, E. M., Schumann, J. H., Kunz, W. (2016), *Helping Firms Reduce Complexity in Multichannel Online Data: A New Taxonomy-Based Approach for Customer Journeys*, Journal of Retailing, 92, 2, 185-203.
- Dr Eva Anderl received the doctoral thesis award of Sparda-Bank Ostbayern eG for her thesis, *Three Essays on Analyzing and Managing Online Consumer Behavior*

**Professor Dirk Totzek**  
Chair of Marketing and Services

The Chair continued its research activities on services, pricing, customer relationship management and business-to-business-marketing. Several research projects regarding consumers' perceptions of price structures, multi-channel pricing and managerial decision-making were completed, as well as several empirical and experimental studies. The Chair carried out a joint project with the University of Nebraska at Lincoln, USA, on the role of negative personality traits in career success. Finally, the Chair intensified its partnerships with regional and international firms.

- Bergmeier, M., Ivanova, O., Totzek, D., Scholz, M. (2016), *What Makes a Hot Deal? Drivers of Deal Popularity in Online Deal Communities*, Proceedings of the 2016 International Conference on Information Systems (ICIS), Dublin.
- Totzek, D., Maar, D. (2016), *Professionelle Dienstleistungen: Zentrale Charakteristika und Managementherausforderungen*, in: Corsten, H., Roth, S. (Eds.), *Handbuch Dienstleistungsmanagement*, forthcoming. (in German)
- Several conference papers and presentations at major international conferences of leading academic institutions (AMA, AOM, AMS) and the Institute for the Study of Business Markets (ISBM).



## Information Systems (WINF) area

**Professor Jan Krämer**  
Chair of Internet and Telecommunications Business

In the past year, the Chair has increased its research activity on the regulation of Internet markets and platforms; moreover, we pursued new paper projects, which have been presented at several international conferences. Two members of the Chair were awarded doctoral degrees with distinction. Professor Krämer has been involved in a high-profile project, commissioned by the German Federal Ministry for Economic Affairs and Energy, on the appropriate future regulatory framework for the digital economy and took up a post as Research Fellow at the Centre on Regulation in Europe, a Brussels-based think tank.

- Astor, P., Adam, M. T. P., Krämer, J. (2016), *Affective Images, Emotion Regulation and Auction Behavior: A Psychophysiological Experiment on the Role of Unconscious Emotional Processes in Internet Auctions*, Journal of Interactive Marketing, 35, 56-59.
- Easley, R., Guo, H., Krämer, K. (2016), *From Network Neutrality to Data Neutrality: A Techno-Economic Framework and Research Agenda*, working paper, available at SSRN.
- Krämer, J., Schnurr, D., Wohlfarth, M. (2016), *Winners, Losers, and Facebook: The Role of Social Logins in the Online Advertising Ecosystem*, working paper.



**Professor Franz Lehner**  
Chair of Information Systems  
with a focus on Information and IT Service Management  
Dean of the School

Information Systems is seen as interdisciplinary research discipline supporting business, public administration but also non-profit organisations in their use of IT and Information Systems (IS). The Chair's research is application-oriented and mainly based on design science principles. Research activities are focused on knowledge management, IT- and IT-service management (including data management and cloud computing) and the development of mobile applications. Due to its international orientation the Chair is in contact with leading IS departments in the US, India, Finland, Singapore, Hungary and other countries. A recent initiative led to the foundation of the International Association for Knowledge Management.

- Fteimi, N., Lehner, F. (2016), *Main Research Topics in Knowledge Management: A Content Analysis of ECKM Publications*, European Journal of Knowledge Management, 14, 1, 5-17.
- Karunagaran, S., Matthew, S., Lehner, F. (2016), *Differential Adoption of Cloud Technology: A Multiple Case Study of Large Firms and SMEs*, Proceedings of the 2016 International Conference on Information Systems (ICIS), Dublin.
- Lehner, F., Fteimi, N. (2016) (Eds.), *Knowledge Science, Engineering and Management*, Springer, Lecture Notes in Artificial Intelligence, LNAI 9983 Heidelberg 2016.





**Professor Michael Scholz**  
Assistant Professor for Information Systems

Professor Scholz successfully applied for research grants from the Bavarian Ministry of Economic Affairs and Media, Energy and Technology in co-operation with the University of Regensburg, the University of Bamberg and the University of Applied Sciences Landshut (with a total project volume of EUR 3.05 million). He is, furthermore, engaged in several research projects with firms as well as German and international researchers; among other things, Professor Scholz and his team established a project with New York University on algorithms for product filtering systems.

- Scholz, M., Franz, M., Hinz, O. (2016), *The Ambiguous Identifier Clustering Technique – A Method for Unobserved Product Heterogeneity in Online Transaction Data*, *Electronic Markets*, 26, 2, 143-156.
- Scholz, M. (2016), *A Note on the Power of Multiattribute One-Switch Utility Functions*, *Journal of Multi-Criteria Decision Analysis*, 23, 1-2, 63-71.
- Franz, M., Scholz, M., Hinz, O. (2015), *2D versus 3D Visualizations in Decision Support – The Impact of Decision Makers’ Perceptions*, *International Conference on Information Systems (ICIS)*, Fort Worth, USA.



**Professor Thomas Widjaja**  
Chair of Business Information Systems

In 2016, Thomas Widjaja joined the University of Passau. The Chair of Business Information Systems focuses on three intertwined research areas: A) IT Architecture Management; B) Software Industry; and C) Data-driven Business Models. In our research projects, we have co-operated closely with colleagues from German and international universities such as IESE Business School in Barcelona and the University of British Columbia in Vancouver. Furthermore, the Chair developed a comprehensive teaching curriculum, which is aligned with the three main research areas.

- Krasnova, H., Widjaja, T., Buxmann, P., Benbasat, I., Wenninger, H. (2015), *Why Following Friends Can Hurt You: An Exploratory Investigation of the Effects of Envy on Social Networking Sites among College-Age Users*, *Information Systems Research*, 26, 3, 585-605.
- Gerlach, J., Widjaja, T., Buxmann, P. (2015), *Handle with Care: How Online Social Network Providers’ Privacy Policies Impact Users’ Information Sharing Behavior*, *Journal of Strategic Information Systems*, 24, 1, 33-43.
- Funding from the German Research Foundation (DFG) for the project, *Adoption of innovative IT Services in a Business-to-Business Context: An Interdisciplinary Research Project within the Software Industry*.

**Professor Hans Ziegler**  
Chair of Production and Logistics

The main research areas of the Chair are the development and analysis of heuristic algorithms for solving scheduling problems, the development and analysis of algorithms for inventory management in supply chains and the analysis of information sharing strategies in supply chains. Furthermore, research was started on the tool switching problem and on the hazardous materials transportation problem. The Chair also deepened its long-standing research partnership with the Department of Management Studies of the Indian Institute of Technology (IIT) Madras, Chennai, India.

- Sabitha, D., Rajendran, C., Kalpakam, S., Ziegler, H. (2016), *The value of information sharing in a serial supply chain with AR(1) demand and non-zero replenishment lead times*, *European Journal of Operational Research*, 255, 3, 758-777.
- Rajkanth, R., Rajendran, C., Ziegler, H. (2016), *Heuristics to minimize the completion time variance of jobs on a single machine and on identical parallel machines*, *International Journal of Advanced Manufacturing Technology*, 1-14.
- John, K., Rajendran, C., Ziegler, H. (2015), *Investigation of Order-Up-To-Policy and Allocation-Rationing Mechanism for Divergent Supply Chains with Multiple Objectives*, in: Ravindran, A. R. (Ed.), *Multiple Criteria Decision Making in Supply Chain Management*, CRC Press, Boca Raton, 341-379.

## Quantitative Methods area

**Professor Harry Haupt**  
Chair of Statistics  
Vice President of the University

The Chair of Statistics’ current research focuses on flexible semi- and nonparametric regression methods. Our work encompasses the whole range of theoretical and applied research in this field: (i) mathematical theory using approximation methods to analyse the asymptotic properties of statistical functionals; (ii) computational statistics developing algorithms and simulations to implement such functionals and study their small sample properties; and (iii) data analysis using the insights and tools from theory and computation to draw useful inferences from real-world applications.

- Schnurbus, J., Haupt, H., Meier, V. (2016), *Economic transition and growth - A replication*, *Journal of Applied Econometrics*, forthcoming.
- Fritsch, M., Haupt, H., Ng, P.T. (2016), *Urban house price surfaces near a World Heritage Site: modeling conditional price and spatial heterogeneity*, *Regional Science and Urban Economics*, 60, 260-275.
- Oberhofer, W., Haupt, H. (2016), *Asymptotic theory for nonlinear quantile regression under weak dependence*, *Econometric Theory*, 32, 3, 686-713.
- Chairman of the committee on Statistical Theory and Methodology of the German Statistical Society (DStatG) and Associate Editor *AStA – Advances in Statistical Analysis*, Springer.



## Senior Lecturers

### Dr Hans Achatz, Information Systems

The main focus of the Information Systems Teaching Unit is on delivering lectures in the bachelor's programmes B.Sc. Information Systems and B.Sc. Business Administration and Economics. The Teaching Unit also gives lectures in the master's programmes M.Sc. Information Systems and M.Sc. Business Administration. Programme advice is dispensed to bachelor's and master's students in the field of Information Systems. The Chair presided over round-table discussions with modelling tool companies at the annual conference of the German Operations Research Society. Due to these talks our students have access to free licenses for professional modelling tools.

- Bachelor's dissertations and master's theses are supervised in co-operation with industrial partners (BMW, Bosch and others)
- German OR Society General Meeting, Hamburg, 1 September 2016
- Conference Participation: International Conference on Operations Research – Analytical Decision Making, Hamburg, 30 August – 2 September 2016

### Dr Achim Dilling, Business Administration

The Business Administration Teaching Unit's primary responsibility is to deliver the modules Financial and Cost Accounting as well as General Business Administration within the undergraduate Business Administration programmes at the University of Passau. Furthermore, the unit provides management consultancy services and maintains a collegiate network – the so-called Start-Up Café – for budding entrepreneurs to foster their start-ups; moreover, the unit contributes to the business degree programmes of our partner universities in Hungary (Corvinus University Budapest) and Turkey (Turkish-German University, Istanbul).

### Dr Oliver Farhauer, Economics

- Research interests: Regional and Urban Economics; Labour Economics
- Kröll, A., Farhauer, O. (2016), *Examining Homelessness in Germany – The Impact of Regional Housing Market Conditions on Homelessness in North Rhine-Westphalia, Germany*, *Papers in Regional Science*, 95, 1, 51-69.

### Gerhard Hopf, Didactics of Business and Economics

We are engaged in teacher training in Business and Economics for three different types of secondary schools in Germany and for three different qualifications awarded: the First State Examination in Bavaria, the Bachelor of Education and the Master of Education. Students enrolled in the teacher education programmes are given the necessary didactic competences to support others in their learning processes in business, economics and law as well as in vocational orientation. This includes elements of lifelong learning and their cognitive, meta-cognitive and social issues.

### Professor Gertrud Moosmüller, Statistics Women's Representative of the University (since 10/2016)



## Postdoctoral Researchers

### Dr Edward Asiedu

- Research interests: Behavioural Development Economics; Field Experiments; Development Finance; Public Goods Financing; Decentralisation; Empirical Impact Evaluation; Sub-Saharan Africa.
- Nordic Conference in Development Economics (NCDE16), June 2016, University of Oslo, Norway.
- Visiting Researcher at the University of Ghana, Business School, August to October 2016.
- Can differences in benefits affect group investment into irrigation projects? Experimental Evidence from Northern Ghana. Joint research with E. Groß, University of Bayreuth.

### Dr Axel Buchner

- Research interests: Alternative Assets; Private Equity; Venture Capital; Asset Pricing; Option Pricing; Portfolio Management; Risk Management.
- Buchner, A., Mohamed, A., Schwienbacher, A. (2016), *Does Risk Explain Persistence in Private Equity Performance?*, *Journal of Corporate Finance*, 39, 18-35.
- Buchner, A. (2016), *Dealing with Non-Normality when Estimating Abnormal Returns and Systematic Risk of Private Equity: A Closed-Form Solution*, *Journal of International Financial Markets, Institutions & Money*, forthcoming.

### Dr Marina Dodlova

- Research interests: political economy of social policy and redistribution; joint dynamics of social policy and political violence; public economics; development and institutions.
- Dodlova, M., Göbel, K., Grimm, M., Lay, J. (2015), *Constrained Firms, not Subsistence Activities: Evidence on Capital Returns and Accumulation in Peruvian Microenterprises*, *Labour Economics*, 33, 1, 94-110.
- New data released: Dodlova, M., Giolbas, A., Lay, J. (2016), *Non-contributory Social Transfer Programmes (NSTP): A New Data Set and Research Agenda*, GIGA Working Paper #290.
- UNU-WIDER research award 'Political Economy of Social Protection', EUR 3,000.
- Paper presented at the Annual Meeting of the American Economic Association, San Francisco, January 2016.

### Dr Andrea Fürst-Graßl

- Research interests: Consumer Behaviour in Software Selection Processes; IT Management with a focus on a sustainable Development of IT Capabilities; IT Project Management with a focus on Software Development Processes and Project Control Mechanisms.
- Current Research in Progress: Hybrid Consumer Behaviour in Software Selection Processes – the Role of Involvement.
- Parental Leave 03/2013 – 09/2015.

### Dr Marcus Giamattei

- Research interests: Experimental and Behavioural Economics as main research interest with a focus on Experimental Macroeconomics and Experimental Ethics and Corruption. In the growing field of Experimental Macro, he focuses on bounded rationality and limited reasoning as an important driver of macroeconomic behaviour. Development of the classEx software, a tool for interactive classroom experiments with mobile devices.
- Lambsdorff, J. Graf, Giamattei, M., Werner, K. (2016), *How Fragile Is Conditional Cooperation? A Field Experiment with Smartphones during the 2014 Soccer World Cup*, *Journal of Behavioral Decision Making*, forthcoming.
- Giamattei, M., Lambsdorff, J. Graf (2015), *Balancing the Current Account – Experimental Evidence on Underconsumption*, *Experimental Economics*, 18, 4, 670-696.

### Dr Lorenz Graf-Vlachy

- Research interests: Behavioural Strategy and Innovation & Digitalisation.
- Visiting Scholar at the Smeal College of Business at Pennsylvania State University (04/2016 – 06/2016).
- Conference contributions to the Academy of Management Annual Meeting (AOM), Anaheim (USA) and the European Conference on Information Systems 2016 (Istanbul).



#### Dr Markus Grottke

- Predominant research interests are concerned with research on the freedom of opinion and diversity of researchers in the academic field of accountancy; effects of digitalisation on management accounting instruments; the ‘Palace revolution’ in the German Chamber of Public Accountants; and the effect of the treatment of tax havens in the public arena on corporate investment behaviour.
- Important working papers: *A Humboldtian perspective on current practices in accounting research* (with Christoph Pelger); *The role played by calculative practices in the course of complex innovations* (with Robert Obermaier); *First the stick, then the carrot? A cross-country evaluation of the OECD’s initiative against harmful tax competition* (with Max Kittl); *From Small Auditor Dissatisfaction to Active Resistance: A Practice Theoretical Perspective on the ‘Palace Revolt’ in the German Auditing Profession* (with Hansrudi Lenz and Lukas Löhlein).

#### Dr Harald Kinader

- Research interests: financial econometrics; nonlinear time series modelling; SME financing; quantitative risk management.
- Kinader, H. (2016), *Basel II versus III – A Comparative Assessment of Minimum Capital Requirements for Internal Model Approaches*, *Journal of Risk*, 18, 3, 25-45.
- Kinader, H., Wagner, N. (2016), *Quantitative Easing, Unobservables, and Fundamentals in the Pricing of EMU Sovereign Debt*, working paper, available at SSRN.

#### Dr Elisabeth F. Müller

- Research interests: governance, networks and business models of small and medium-sized enterprises and family firms.
- Research stay abroad: Visiting Scholar (DFG Research Fellow) at the Wharton School, University of Pennsylvania (USA) (08/2015-01/2016).
- Mueller, E. F., Jungwirth, C. (2016), *What drives the effectiveness of industrial clusters? Exploring the impact of contextual, structural, and functioning determinants*. *Entrepreneurship & Regional Development*, 28, 5-6, 424-447.
- Mueller, E. F., Flickinger, M., Dorner, V. (2015), *Knowledge Junkies or Career builders? A Mixed-Methods Approach to Exploring the Determinants of Students’ Intention to Earn a PhD*, *Journal of Vocational Behavior*, 90, 75-89.

#### Dr Asankha Pallegedara

- Awarded a Georg Forster Fellowship from the Alexander von Humboldt Foundation.
- Research interests: Development Economics with a particular interest in education, health, industrial and financial Issues.
- *Factors affecting SMEs’ access to bank finance: an evidence from Sri Lanka*, under review at *International Journal of Economics and Business Research*.
- Paper presentation: *Demand for private healthcare in a universal public health care system. Empirical evidence from Sri Lanka*, Alexander von Humboldt Colloquium, Berlin.

#### Dr Bastian Rake

- Research interests: innovation in the bio-pharmaceutical industry; collaboration and innovation networks; internationalisation of science and R&D.
- Best Reviewer Award 2015 and 2016 of the Academy of Management’s Technology and Innovation Management (TIM) Division.
- Rake, B. (2016), *Determinants of Pharmaceutical Innovation: The Role of Technological Opportunities Revisited*, *Journal of Evolutionary Economics*, forthcoming.
- Haeussler, C., Rake B. (2016), *The Changing Geography of Clinical Research: A Critical Analysis of its Drivers*, *Industrial and Corporate Change*, forthcoming.
- McKlevey, M., Rake, B. (2016), *Product innovation success based on cancer research in the pharmaceutical industry: co-publication networks and the effects of partners*, *Industry and Innovation*, 23, 5, 383-406.

#### Dr Davide Sala

- Research interests: trade and the labour market: firms’ trade induced by workers’ mobility; firms’ trade induced by workers’ diversity; job and career adjustments after trade shocks.
- Sala, D., Parrotta, P., Pozzoli, D. (2016), *Ethnic Diversity and Firms’ Export Behavior*, *European Economic Review*, 89, 248-263.
- Sala, D., Marino, M., Lhuillery, S., Parrotta, P. (2016), *Additionality or crowding-out for public R&D subsidy*, *Research Policy*, 45, 9, 1715-1730.
- Sala, D., Navas, A. (2015), *Innovation and Trade Policy Coordination: The Role of Firm Heterogeneity*, *World Economy*, 38, 8, 1205-1224.
- Sala, D., Yalcin, E. (2015), *Export Experience of Managers and the Internationalisation of Firms*, *World Economy*, 38, 7, 1064-1089.





Dr Joachim Schnurbus

- Research interests: estimation and forecasting for (nonlinear) time series and panel data models, cross-section dependence in panel data models, semi- and nonparametric estimation methods, simulation-based statistical methods, statistical programming in R.
- Schnurbus, J., Haupt, H., Meier, V. (2016), *Economic transition and growth – A replication*, Journal of Applied Econometrics, forthcoming.
- Haupt, H., Schnurbus, J. (2015), *A nonparametric approach to modeling cross-section dependence in panel data: Smart regions in Germany*, in: Stemmler, M., von Eye, A., Wiedermann, W. (Eds.), *Dependent Data in Social Sciences Research*, Springer Proceedings in Mathematics & Statistics, Heidelberg, 345-368.

## Impressions of the University of Passau Luncheon at the Strategic Management Society (SMS) Conference 2016 in Berlin



## Doctoral Students

Some 90 doctoral students are currently enrolled at our faculty. During the academic year 2015-16, 19 theses were successfully completed.

The School of Business, Economics and Information Systems offers a structured doctoral programme. Complementary events include brown-bag seminars, colloquiums for doctoral candidates and seminars on research methods.

We encourage our doctoral students to submit their research to German and international conferences and attend these if accepted. We also encourage our early career researchers to publish their academic output in world-class journals with a suitable peer-review process.

### Major Doctoral Thesis Awards

#### *Helmut Schmalen Thesis Award*

**Dr Marcus Giamattei** (Supervisor: Professor Johann Graf Lambsdorff)  
*Bounded Rationality & Experimental Macroeconomics*

**Dr Bernhard Schindlbeck** (Supervisor: Professor Peter Kleinschmidt)  
*Verbreitung und Durchdringung von Business-to-Business Technologien – Interaktive Formulare als alternative Technologie zur Unterstützung des Informationsaustauschs zwischen Unternehmen (in German)*

#### *Tschira Thesis Award*

**Dr Bernhard Schindlbeck** (Supervisor: Professor Peter Kleinschmidt)  
*Verbreitung und Durchdringung von Business-to-Business Technologien – Interaktive Formulare als alternative Technologie zur Unterstützung des Informationsaustauschs zwischen Unternehmen (in German)*

#### *Thesis Award of Sparda-Bank Ostbayern eG*

**Dr Eva Anderl** (Supervisor: Professor Jan H. Schumann)  
*Three Essays on Analyzing and Managing Online Consumer Behavior*

#### *Thesis Award of the University of Passau*

**Dr Marcus Giamattei** (Supervisor: Professor Johann Graf Lambsdorff)  
*Bounded Rationality & Experimental Macroeconomics*

## Research Institutes

### Centre for Market-Oriented Research in Tourism (CenTouris)

CenTouris is a research institute for tourism-related research projects. It supports companies and public-sector entities operating in the tourism sector in the development and evaluation of tourism-focused strategy concepts and marketing initiatives. One example of a long-standing successful partnership with Bavarian regions and companies is *Tourismusbarometer Bayern* (the Bavarian Tourism Barometer).

### Centre for Market Research

The Centre for Market Research carries out contract market research for private and public-sector partners. It is involved in large-scale research projects of the University of Passau, such as the BeEmobil and PREMIUM projects. Equipped with its own staff of interviewers and using statistical methods, the institute carries out comprehensive market research projects. Moreover, the institute offers tailored consulting services.

### PAULA Experimental Laboratory

The PAULA Experimental Laboratory is used by researchers of the School of Business, Economics and Information Systems to examine individuals' economic decision-making. The laboratory provides both the technology and a large number of test persons. Students and members of the public are encouraged to participate in PAULA surveys.

### Institute of Private Financial Planning (ifp)

The Institute of Private Financial Planning is a centre of excellence for financial planning and consultancy for private households. Its research output is concerned with developing business processes and instruments to improve financial planning and financial advice for clients. Moreover, ifp is concerned with needs-based financial advice for private households.



## International Research Network

### International Centre for Economics and Business Studies (ICEBS)

The International Centre for Economics and Business Studies provides targeted support for internationalising the research output of the School of Business, Economics and Information Systems. ICEBS helps international visiting scholars with their research projects and teaching assignments while at the University of Passau. ICEBS has three key aims: promote collaboration with internationally renowned academics from abroad, facilitate world-class research projects and boost the potential of early career researchers by exposing them to new concepts and research methods.

### Visiting Researchers in 2015-16

09/2015	Professor Therese S. Cho, Seoul National University, Business School, South Korea
11/2015	Dr Anne Scherer, ETH Zurich, Switzerland
11/2015	Professor Christophe Boone, Antwerp Centre of Evolutionary Demography (ACED), Faculty of Applied Economic Sciences, University of Antwerp, Belgium
12/2015	Professor Henry Sauermann, Scheller College of Business, Georgia Institute of Technology, Atlanta, USA
02/2016	Professor Denis Cogneau, Paris School of Economics, France
03/2016	Professor Marie and Professor Jerry Thursby, Georgia Tech NBER, Atlanta, USA
03/2016	Professor Alexander Bleier, Boston College, Carroll School of Business, Newton, USA
05/2016	Professor Jennifer Osbon, University of Georgia, Terry College of Business, Athens, USA
06/2016	Professor Saji K. Mathew, Department of Management Studies, Indian Institute of Technology Madras, India
10/2016	Professor Marie and Professor Jerry Thursby, Georgia Tech NBER, Atlanta, USA

## Publications

### Journal Articles

#### Forthcoming

- Anderl, E. M., März, A., Schumann, J. H. (2016), Nonmonetary customer value contributions in free e-services, *Journal of Strategic Marketing*, forthcoming.
- Bauernschuster, S., Borck, R. (2016), Formal Child Care and Family Structure: Theory and Evidence, *CESifo Economic Studies*, forthcoming.
- Bauernschuster, S., Hener, T., Rainer, H. (2016), When Labor Disputes Bring Cities to a Standstill: The Impact of Public Transit Strikes on Traffic, Accidents, Air Pollution and Health, *American Economic Journal: Economic Policy*, forthcoming.
- Buchner, A. (2016), Dealing with Non-Normality when Estimating Abnormal Returns and Systematic Risk of Private Equity: A Closed-Form Solution, *Journal of International Financial Markets, Institutions & Money*, forthcoming.
- Diller, M., Kortebusch, P., Schneider, G., Sureth-Sloane, C. (2016), Boon or Bane? Advance Tax Rulings as a Measure to Mitigate Tax Uncertainty and Foster Investment, *European Accounting Review*, forthcoming.
- Entrop, O., von la Hausse, L., Wilkens, M. (2016), Looking Beyond Banks' Average Interest Rate Risk: Determinants of High Exposures, *Quarterly Review of Economics and Finance*, forthcoming.
- Gehrke, E., Grimm, M. (2016), Do cows have negative returns? The evidence revisited, *Economic Development and Cultural Change*, forthcoming.
- Grimm, M., Hartwig, R., Lay, J. (2016), Does forced solidarity hamper investment in small and micro enterprises?, *Journal of Comparative Economics*, forthcoming.
- Grimm, M., Munyehirwe, A., Peters, J., Sievert, M. (2016), A First Step up the Energy Ladder? Households' benefits from low cost solar kits in rural Rwanda, *World Bank Economic Review*, forthcoming.
- Haeussler, C., Rake B. (2016) The Changing Geography of Clinical Research: A Critical Analysis of its Drivers, *Industrial and Corporate Change*, forthcoming.
- Lambsdorff, J., Graf, Giamattei, M., Werner, K. (2016), How Fragile Is Conditional Cooperation? A Field Experiment with Smartphones during the 2014 Soccer World Cup, *Journal of Behavioral Decision Making*, forthcoming.
- März, A., Schubach, S. A., Schumann, J. H. (2016), "Why Would I Read a Mobile Review?" Device Compatibility Perceptions and Effects on Perceived Helpfulness, *Psychology & Marketing*, forthcoming.
- Rake, B. (2016), Determinants of Pharmaceutical Innovation: The Role of Technological Opportunities Revisited, *Journal of Evolutionary Economics*, forthcoming.
- Schnurbus, J., Haupt, H., Meier, V. (2016), Economic transition and growth – A replication, *Journal of Applied Econometrics*, forthcoming.





### Published

- Aboura, S., Wagner, N. (2016), Extreme Asymmetric Volatility: Stress and Aggregate Asset Prices, *Journal of International Financial Markets, Institutions and Money*, 41, 47-59.
- Adam, M., Astor, P., Krämer, J. (2016), Affective Images, Emotion Regulation and Bidding Behavior: An Experiment on the Influence of Competition and Community Emotions in Internet Auctions, *Journal of Interactive Marketing*, 35, 56-69.
- Adam, M. T. P., Krämer, J., Müller, M. (2015), Auction Fever! How time pressure and social competition affect bidders' arousal and bids in retail auctions, *Journal of Retailing*, 91, 3, 468-485.
- Anderl, E. M., Becker, I., v. Wangenheim, F., Schumann, J. H. (2016), Mapping the customer journey: Lessons learned from graph-based online attribution modeling, *International Journal of Research in Marketing*, 33, 3, 457-474.
- Anderl, E. M., Schumann, J. H., Kunz, W. (2016), Helping Firms Reduce Complexity in Multichannel Online Data: A New Taxonomy-Based Approach for Customer Journeys, *Journal of Retailing*, 92, 2, 185-203.
- Avison, D., Bichler, M., Fettke, P., Frank, U., Hovorka, D., Krämer, J., Malaurent, J., Müller, B., Schnurr, D., Suhl, L., Thalheim, B., (2016), Theories in Business and Information Systems Engineering, *Business & Information Systems Engineering*, 58, 4, 291-319.
- Baller, S., Entrop, O., McKenzie, M. (†), Wilkens, M. (2016), Market Makers' Optimal Price-Setting Policy for Exchange-Traded Certificates, *Journal of Banking and Finance*, 71, 206-226.
- Batten, J., Szilagyi, P., Wagner, N. (2015), Should Emerging Market Investors buy Commodities?, *Applied Economics*, 47, 39, 4228-4246.
- Bauernschuster, S., Hener, T., Rainer, H. (2016), Children of a (Policy) Revolution: The Introduction of Universal Child Care and its Effect on Fertility, *Journal of the European Economic Association*, 14, 4, 975-1005.
- Buchner, A., Mohamed, A., Schwienbacher, A. (2016), Does Risk Explain Persistence in Private Equity Performance?, *Journal of Corporate Finance*, 39, 18-35.
- Buchner, A., Wagner, N. (2016), The Betting against Beta Anomaly: Fact or Fiction?, *Finance Research Letters* 16, 283-289.
- Czuderna, K., Riedel, C., Wagner, N. (2015), Liquidity and Conditional Market Returns: Evidence from German Exchange Traded Funds, *Economic Modelling*, 51, 454-459.
- Diller, M., Kittl, M. (2016), A little less waiting, a little more action? Inheritance tax planning under lifespan uncertainty, *Journal of Business Economics*, 86, 9, 963-995.
- Dodlova, M., Göbel, K., Grimm, M. and Lay, J. (2015), Constrained Firms, not Subsistence Activities: Evidence on Capital Returns and Accumulation in Peruvian Microenterprises, *Labour Economics*, 33, 1, 94-110.
- Enders, A., König, A., Barsoux, J.-L. (2016), Stop Jumping to Solutions, *MIT Sloan Management Review*, Summer Issue, 63-70.
- Entrop, O., Fischer, G., McKenzie, M. (†), Wilkens, M., Winkler, C. (2016), How Does Pricing Affect Investors' Product Choice? Evidence from the Market for Discount Certificates, *Journal of Banking and Finance*, 68, 195-215.
- Entrop, O., McKenzie, M. (†), Wilkens, M., Winkler, C. (2016), The Performance of Individual Investors in Structured Financial Products, *Review of Quantitative Finance and Accounting*, 46, 3, 569-604.
- Flickinger, M., Allscher, M., Fiedler, M. (2016), The Mediating Role of Leader-Member Exchange: A Study of Job Satisfaction and Turnover Intentions in Temporary Work, *Human Resource Management Journal*, 26, 1, 46-62.
- Frey, L., Möller, M. (2015), Der Zusammenhang zwischen „book-tax differences“ und Bilanzpolitik zum Erreichen eines positiven Jahresergebnisses, *Die Unternehmung*, 69, 4, 468-502. (in German)
- Fritsch, M., Haupt, H., Ng, P.T. (2016), Urban house price surfaces near a World Heritage Site: modeling conditional price and spatial heterogeneity, *Regional Science and Urban Economics*, 60, 260-275.
- Fteimi, N., Lehner, F., Main (2016), Research Topics in Knowledge Management: A Content Analysis of ECKM Publications, *European Journal of Knowledge Management*, 14, 1, 5-17.
- Gerlach, J., Widjaja, T., Buxmann, P. (2015), Handle with Care: How Online Social Network Providers' Privacy Policies Impact Users' Information Sharing Behavior, *Journal of Strategic Information Systems*, 24, 1, 33-43.
- Giamattei, M., Lambsdorff, J. Graf (2015), Balancing the Current Account: Experimental Evidence on Underconsumption, *Experimental Economics*, 18, 4, 670-696.
- Grimm, M., Treibich, C. (2016), Why some motorbike riders wear a helmet and others don't? Evidence from Delhi, India, *Transportation Research Part A: Policy and Practice*, 88, 318-336.
- Haeussler, C., Sauermann, H. (2016), The Division of Labor in Teams: A Conceptual Framework and Application to Collaborations in Science, NBER Working Paper No. 22241.
- Kinateder, H. (2016), Basel II versus III – A Comparative Assessment of Minimum Capital Requirements for Internal Model Approaches, *Journal of Risk*, 18, 3, 25-45.
- Kleine, J., Wagner, N., Weller, T. (2016), Openness Endangers your Wealth: Noise Trading and the Big Five, *Finance Research Letters*, 16, 239-247.
- Kourandi, F., Krämer, J., Valletti, T. (2015), Net Neutrality, Exclusivity Contracts and Internet Fragmentation, *Information Systems Research*, 26, 2, 320-338.
- Krämer, J. (2016), Herausforderungen bei der Bestimmung von Marktmacht in digitalen Märkten, *Wirtschaftsdienst*, 96, 4, 231-235. (in German)
- Krämer, J., Wiewiorra, L. (2015), When 'just' is just not enough: Why consumers do not appreciate non-neutral Internet access services, *Business and Information Systems Engineering*, 57, 5, 325-338.
- Krämer, J., Wohlfarth, M. (2015), Regulating Over-the-Top Service Providers in Two-Sided Content Markets: Insights from the Economic Literature, *Communications & Strategies*, 99, 51-71.
- Krasnova, H., Widjaja, T., Buxmann, P., Benbasat, I., Wenninger, H. (2015), Why Following Friends Can Hurt You: An Exploratory Investigation of the Effects of Envy on Social Networking Sites among College-Age Users, *Information Systems Research*, 26, 3, 585-605.
- Krautheim, S., Schmidt-Eisenlohr, T. (2016), Wages and International Tax Competition, *Review of International Economics*, 24, 5, 893-923.
- Krautheim, S., Verdier, T. (2016), Offshoring with Endogenous NGO Activism, *Journal of International Economics*, 101, 22-41.
- Kröll, A., Farhauer, O. (2016), Examining Homelessness in Germany – The Impact of Regional Housing Market Conditions on Homelessness in North Rhine-Westphal Germany, *Papers in Regional Science*, 95, 1, 51-69.
- Lambsdorff, J. Graf, Schulze, G. (2015), What Can We Know About Corruption? A Very Short History of Corruption Research and a List of What We Should Aim For, *Special Issue on Corruption at the Grassroots-level, Jahrbücher für Nationalökonomie und Statistik*, 235, 2, 100-114.
- McKlevey, M., Rake, B. (2016), Product innovation success based on cancer research in the pharmaceutical industry: co-publication networks and the effects of partners, *Industry and Innovation*, 23, 5, 383-406.
- Molitor, R., Kumar, S., Vollmer, S. (2016), Drought and Early Child Health in Rural India, *Population and Development Review*, 42, 1, 53-68.
- Mueller, E. F., Flickinger, M., Dorner, V. (2015), Knowledge Junkies or Careerbuilders? A Mixed-Methods Approach to Exploring the Determinants of Students' Intention to Earn a PhD, *Journal of Vocational Behavior*, 90, 75-89.
- Mueller, E. F., Jungwirth, C. (2016), What drives the effectiveness of industrial clusters? Exploring the impact of contextual, structural, and functioning determinants, *Entrepreneurship & Regional Development*, 28, 5-6, 424-447.
- Oberhofer, W., Haupt, H. (2016), Asymptotic theory for nonlinear quantile regression under weak dependence, *Econometric Theory*, 32, 3, 686-713.
- Obermaier, R. (2016), Controlling 4.0“ – Zu den Möglichkeiten eines regelungs-basierten Controllings (nicht nur) von Supply Chains in einer „Industrie 4.0“, *Controlling – Zeitschrift für erfolgsorientierte Unternehmenssteuerung*, 28, 6, 301-307. (in German)
- Obermaier, R., Kirsch, V. (2015), Wirtschaftlichkeitseffekte von Industrie 4.0-Investitionen – Ex-post-Analysen bei der Einführung eines Manufacturing Execution Systems, *Controlling – Zeitschrift für erfolgsorientierte Unternehmenssteuerung*, 27, 8/9, 493-503. (in German).
- Obermaier, R., Hofmann, J., Kirsch, V. (2015), Konzeption einer Prozess- und Potenzialanalyse zur Ex-ante-Beurteilung von Industrie 4.0-Investitionen – Zur Methodik einer Abschätzung von Wirtschaftlichkeitspotenzialen, *Controlling – Zeitschrift für erfolgsorientierte Unternehmenssteuerung*, 27, 8/9, 485-492. (in German)
- Obermaier, R., Meier, C., Himml, F. (2015), “Trust the numbers” – Zum Verhältnis von Informationsaufbereitung und Entscheidungsgüte bei komplexen multikriteriellen Entscheidungsproblemen, *Die Betriebswirtschaft*, 75, 2, 69-98. (in German)
- Rajkanth, R., Rajendran, C., Ziegler, H. (2016), Heuristics to minimize the completion time variance of jobs on a single machine and on identical parallel machines, *International Journal of Advanced Manufacturing Technology*, 1-14.
- Ramya, R., Rajendran, C., Ziegler, H. (2016), Capacitated lot-sizing problem with production carry-over and set-up splitting: mathematical models, *International Journal of Production Research*, 54, 8, 2332-2344.





- Sabitha, D., Rajendran, C., Kalpakam, S., Ziegler, H. (2016), The value of information sharing in a serial supply chain with AR(1) demand and non-zero replenishment lead times, *European Journal of Operational Research*, 255, 3, 758-777.
- Sala, D., Marino, M., Lhuillery, S., Parrotta, P. (2016), Additionality or crowding-out for public R&D subsidy, *Research Policy*, 45, 9, 1715-1730.
- Sala, D., Navas A. (2015), Innovation and Trade Policy Coordination: The Role of Firm Heterogeneity, *World Economy*, 38, 8, 1205-1224.
- Sala, D., Parrotta, P., Pozzoli, D. (2016), Ethnic Diversity and Firms' Export Behavior, *European Economic Review*, 89, 248-263.
- Sala, D., Yalcin, E. (2015), Export Experience of Managers and the Internationalisation of Firms, *World Economy*, 38, 7, 1064-1089.
- Scholz, M. (2016), A Note on the Power of Multiattribute One-Switch Utility Functions, *Journal of Multi-Criteria Decision Analysis*, 23, 1-2, 63-71.
- Scholz, M., Franz, M., Hinz, O. (2016), The Ambiguous Identifier Clustering Technique – A Method for Unobserved Product Heterogeneity in Online Transaction Data, *Electronic Markets*, 26, 2, 143-156.
- Weinzierl, R., Risse, M., Möller, M. (2016), Die Vorratsbewertung im Kontext der internationalen Rechnungslegung sowie des Handels- und Steuerrechts – Vergleich der Rechnungslegungssysteme, *Unternehmenssteuern und Bilanzen (StuB)*, 17, 5, 172-177. (in German)

### Edited Volumes and Books

- Obermaier, R. (2016) (Ed.), *Industrie 4.0 als unternehmerische Gestaltungsaufgabe – Betriebswirtschaftliche, technische und rechtliche Herausforderungen*, Wiesbaden. (in German)
- Lehner, F., Fteimi, N. (2016) (Eds.), *Knowledge Science, Engineering and Management*. Springer, Lecture Notes in Artificial Intelligence, LNAI 9983, Heidelberg.

### Book Chapters, Conference Proceedings and Other Publications

#### Forthcoming

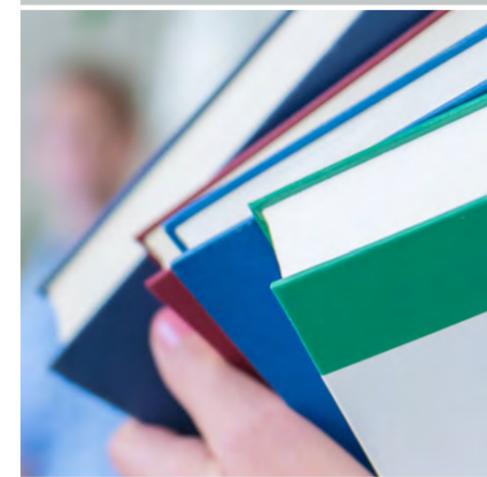
- Grimm, M., Peters, J. (2016), Solar Off-Grid Markets in Africa – Recent Dynamics and Role of Branded Products, Facts, forthcoming.
- Totzek, D., Maar, D. (2016), Professionelle Dienstleistungen: Zentrale Charakteristika und Managementherausforderungen, in: Corsten, H., Roth, S. (Eds.), *Handbuch Dienstleistungsmanagement*, forthcoming. (in German)

#### Published

- Bergmeier, M., Ivanova, O., Totzek, D., Scholz, M. (2016), What Makes a Hot Deal? Drivers of Deal Popularity in Online Deal Communities, Proceedings of the 2016 International Conference on Information Systems (ICIS), Dublin.
- Dodlova, M., Giolbas, A., Lay, J. (2016), Non-contributory Social Transfer Programmes in Developing Countries: A New Data Set and Research Agenda, GIGA Working Paper #290, Hamburg.
- Dodlova, M., Zudenkova, G. (2016), Incumbents' Performance and Political Polarization: Theory and Evidence, CESifo Working Paper Series #5728.
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# Impressions of the University of Passau

