INTRODUCTION

Cet annuaire de la recherche reprend toutes les publications des membres du centre de recherche IÉSEG RESEARCH pendant l’année 2013. Le centre de recherche IÉSEG RESEARCH rassemble tous les enseignants permanents\(^1\) de l’IESEG School of Management qui ont une activité de recherche significative. Provenant de 21 pays différents, ces enseignants-chercheurs forment une véritable équipe multiculturelle et contribuent directement au projet résolument international de l’École.

La vocation d’IÉSEG RESEARCH est de faire progresser les connaissances dans les différents domaines du management et de l’économie appliquée. Ses membres visent à publier les résultats de leurs recherches dans des revues scientifiques reconnues internationalement, ou des ouvrages publiés par des maisons d’édition de renom.

**Dr Herve Leleu**

**Directeur de la Recherche**

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1 Les enseignants permanents sont des salariés de l’IÉSEG. Leurs activités de recherche sont financées par l’IÉSEG. Cet annuaire ne reprend donc pas les publications réalisées par les enseignants vacataires de l’IÉSEG, dont les activités de recherche sont financées par leur employeur principal (Université Étrangère, Université Publique Française, Entreprise,......).

2 The regular professors are employees of IESEG. Their research activity is financed by IESEG. This yearbook does not contain the publications made by free lance professors of IESEG, since their research activity is financed by their principal employer (Foreign University, Public French University, Corporate Firm,......).
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ECONOMICS AND QUANTIATIVE METHODS


**MANAGEMENT**


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**MARKETING AND NEGOTIATION**


**ARTICLES PUBLIES DANS D’AUTRES REVUES / PUBLISHED PAPERS IN OTHER JOURNALS**

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**LIVRES / BOOKS**

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MARKETING AND NEGOTIATION

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MANAGEMENT

Addas S., Conway C. (2013), Not Right Now! Cognitive and Behavioral Impacts of IT interruption Timing, pre-ICIS Annual Workshop on HCI Research in MIS (SIGHCI), Milan, Italy.

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MARKETING AND NEGOTIATION

Cabooter E., Millet K., Pandelaere M., Weijters B. (2013), The ‘I’ in extreme responding, Annual Summer Conference of the Society for consumer Psychology, Honolulu, USA.


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COMPOSITION DU CENTRE DE RECHERCHE EN 2013 / MEMBERS OF THE RESEARCH CENTER IN 2013

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---

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Ph.D. in Business Administration, University of Arkansas, USA  
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---

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Specialisation fields: International human resources management, Human resources management: recruitment and selection, training, career development, remuneration, mobility, evaluation systems, Organisational behaviour: change management and resistance to change, teamwork, leadership, negotiation, psychological contract, perception and attribution, problem solving, decision making, power and influence

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**DR. LINDA ZHANG (ASSOCIATE PROFESSOR)**
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**MARKETING AND NEGOTIATION**

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