

## 2002 Department of Management Research Publications

### ***Research Books***

- Hardy, C. and N. Phillips (2002). *Discourse Analysis Investigating Processes of Social Construction*. Thousand Oaks, Sage.
- Dick, H. (2002). *Surabaya City of Work A Socioeconomic History, 1900-2000*. Ohio, Ohio University Press.

### ***Other Books***

- Brown, M. and J. Heywood (2002). *Paying for Performance: An international comparison*. New York, ME Sharpe Inc.
- Cooney, S., T. Lindsey, et al. (2002). *Law and Labour Market Regulation in East Asia*. New York, Routledge.
- Lindsey, T. and H. Dick (2002). *Corruption in Asia: Rethinking the Governance Paradigm*. Sydney, Federation Press.
- Milner, A. and H. Dick (2002). *The emergence of a national economy An economic history of Indonesia 1800-2000*. Crows Nest, Allen & Unwin.
- Webber, M., M. Wang, et al. (2002). *China's transition to a global economy*. Basingstoke, Palgrave.
- Harrison, N. and D. Samson (2002). *Technology management: Text and International Cases*. New York, McGraw Hill.

### ***Chapters in Research Books***

- Brown, M. and J. Heywood (2002). *Paying for Performance: Setting the Stage. Paying for Performance An International Comparison*. M. Brown and J. Heywood. New York, United States of America, ME Sharpe Inc: 3-16.
- Brown, M. and J. Heywood (2002). *Paying for Performance: What has been learned? Paying for Performance An International Comparison*. M. H. Brown, JS. New York, ME Sharpe Inc: 261-275.
- Cooney, S., T. Lindsey, et al. (2002). *Labour Law and Labour Market Regulation in East Asian States: Problems and Issues For Comparative Inquiry. Law and Labour Market Regulation in East Asia*. S. Cooney, T. Lindsey and R. Z. Mitchell, Y. New York, Routledge: 1-26.
- Dick, H. (2002). *State, nation-state and national economy. The Emergence of a National Economy An economic history of Indonesia 1800-2000*. A. Milner. Crows Nest, Allen & Unwin: 9-34.

- Dick, H. (2002). Formation of the nation-state, 1930s-1966. The Emergence of a National Economy An economic history of Indonesia 1800-2000. A. Milner. Crows Nest, Allen & Unwin: 153-193.
- Dick, H. (2002). Corruption and Good Governance: The New Frontier of Social Engineering. Corruption in Asia Rethinking the Governance Paradigm. T. Lindsey. Sydney, Federation Press: 71-86.
- Fleming, P. and A. Spicer (2002). Workers' playtime? Unravelling the paradox of covert resistance in organisations. Management and Organization Paradoxes. S. Clegg. Amsterdam, Benjamins - John Benjamins Publishing Company: 65-85.
- Harzing, A., A. Sorge, et al. (2002). Headquarters-subsidiary Relationships in Multinational Companies: A British-German Comparison. Challenges for European Management in a Global Context - Experiences from Britain and Germany. M. Geppert and D. W. Matten, K. Basingstoke, Palgrave Macmillan: 96-118.
- Spicer, A., J. Selsky, et al. (2002). Paradox in symbols and subjects: The politics of constructing "The Wharfie". Management and Organization Paradoxes. S. Clegg. Amsterdam, Benjamins - John Benjamins Publishing Company: 87-118.
- Wang, M., M. Webber, et al. (2002). China's puzzle game: four spatial shifts of development. China's transition to a global economy. M. Webber and M. Z. Wang, Y. Basingstoke, Palgrave Macmillan: 113-142.
- Webber, M., M. Wang, et al. (2002). Managed openness: opening China's door. China's transition to a global economy. M. Webber and M. Z. Wang, Y. Basingstoke, Palgrave Macmillan: 14-30.
- Webber, M., M. Wang, et al. (2002). Making markets. China's transition to a global economy. M. Webber and M. Z. Wang, Y. Basingstoke, Palgrave Macmillan: 61-92.
- Webber, M., M. Wang, et al. (2002). Conclusions: opening the gate to the world economy. China's transition to a global economy. M. Webber and M. Z. Wang, Y. Basingstoke, Palgrave Macmillan: 226-243.
- Webber, M., M. Wang, et al. (2002). China goes out: investing overseas. China's transition to a global economy. Wang, MY; Webber, MJ & Zhu, Y. Basingstoke, Palgrave Macmillan.
- Webber, M., M. Wang, et al. (2002). Knocking on WTO's door. China's transition to a global economy. Webber, MJ; Wang, MY & Zhu, Y. Basingstoke, Palgrave Macmillan.
- Zhu, Y., M. Webber, et al. (2002). Foreign direct investment and labour relations. China's transition to a global economy. M. Webber and M. Z. Wang, Y. Basingstoke, Palgrave Macmillan: 93-112.

Zhu, Y., M. Webber, et al. (2002). Reconfiguring the microgeography of China: special economic zones. China's transition to a global economy. M. Webber and M. Z. Wang, Y. Basingstoke, Palgrave Macmillan: 143-167.

### ***Other Chapters in Books***

Maitland, E. (2002). Corruption and the outsider: multinational enterprises in Vietnam. Corruption in Asia: Rethinking the Governance Paradigm. T. D. Lindsey, HW. Sydney, Federation Press: 147-166.

Zhu, Y. (2002). Economic Reform and Labour Market Regulation in China. Law and Labour Market Regulations in East Asia. S. Cooney, T. Lindsey and R. Z. Mitchell, Y. London, Routledge: 157-184.

### ***Refereed Journal Articles***

Ainsworth, S. (2002). "The 'Feminine Advantage': A Discursive Analysis of the Invisibility of Older Women Workers." *Gender, Work and Organization* 9(5): 579-601.

Bell, S., G. Whitwell, et al. (2002). "Schools of thought in organizational learning." *Journal of the Academy of Marketing Science* 30(1): 70-86.

Bell, S. and B. Menguc (2002). "The employee-organization relationship, organizational citizenship behaviors, and superior service quality." *Journal of Retailing* 78: 131-146.

Benson, J. and C. Littler (2002). "Outsourcing and workforce reductions: an empirical study of Australian organizations." *Asia-Pacific Business Review* 8(3): 16-30.

Benson, J. and Y. Zhu (2002). "The emerging external labor market and the impact on enterprise's human resource development in China." *Human Resource Development Quarterly* 13(4): 449-466.

Bhuiyan, S. and B. Menguc (2002). "An Extension and Evaluation of Job Characteristics, Organizational Commitment and Job Satisfaction in an Expatriate, Guest Worker, Sales Setting." *Journal of Personal Selling and Sales Management* 22(1): 1-11.

Biffi, G. and J. Isaac (2002). "Should Higher Education Students Pay Tuition Fees?" *European Journal of Education - research, development and policies* 37(4): 433-455.

Challis, D., D. Samson, et al. (2002). "Integrated manufacturing, employee and business performance: Australian and New Zealand evidence." *International Journal of Production Research* 40(8): 1941-1964.

Cregan, C. (2002). "Are things really getting better? The labour market experience of black and female youth at the start of the century." *Capital and Class* 77(Summer 2002): 23-52.

- Cregan, C., A. Gilbert, et al. (2002). "The gender wage differential: A cohort study of New Zealand school teachers." *Applied Economics* 34: 363-375.
- Dalton, N. and J. Benson (2002). "Innovation and change in Japanese human resource management." *Asia Pacific Journal of Human Resources* 40(3): 345-362.
- Gilson, C., T. Wagar, et al. (2002). "The adoption and retention of joint participation programs: preliminary evidence from New Zealand." *New Zealand Journal of Industrial Relations* 27(3): 269-281.
- Harley, W. (2002). "Employee Responses to High Performance Work System Practices: An Analysis of the AWIRS95 Data." *Journal of Industrial Relations* 44(3): 418-434.
- Harmon, H., G. Brown, et al. (2002). "Exploring the sales manager's feedback to a failed sales effort." *The Journal of Business and Industrial Marketing* 17(1): 43-53.
- Harzing, A. and M. Maznevski (2002). "The Interaction Between Language and Culture: A Test of the Cultural Accommodation Hypothesis in Seven Countries." *Journal for Language and Intercultural Communication* 2(2): 120-139.
- Harzing, A. (2002). "Acquisitions versus greenfield investments: international strategy and management of entry modes." *Strategic Management Journal* 23: 211-227.
- Harzing, A. (2002). "Are our referencing errors undermining our scholarship and credibility? The case of expatriate failure rates." *Journal of Organizational Behaviour* 23: 127-148.
- Jarley, P., W. Harley, et al. (2002). "Innovation in Australian Trade Unions." *Industrial Relations* 41(2): 228-248.
- Knox, A. (2002). "HRM in the Australian Luxury Hotel Industry: Signs of Innovation?" *Employment Relations Record* 2(2): 59-68.
- Lawrence, T., C. Hardy, et al. (2002). "Institutional effects of interorganizational collaboration: the emergence of proto-institutions." *Academy of Management Journal* 45(1): 281-290.
- Lukas, B., A. Menon, et al. (2002). "Organizing for new product development speed and the implications for organizational stress." *Industrial Marketing Management* 31(4): 349-355.
- Menon, A., J. Chowdhury, et al. (2002). "Antecedents and outcomes of new product development speed: An interdisciplinary conceptual framework." *Industrial Marketing Management* 31(4): 317-328.
- Merrett, D. (2002). "The State and the Finance Sector: The Evolution of Regulatory Apparatus." *Australian Economic History Review* 42(3): 267-283.

- Merrett, D. (2002). "Australian Firms Abroad before 1970: Why So Few, Why Those, and Why There?" *Business History* 44(2): 65-87.
- Merrett, D. (2002). "The internationalization of Australian banks." *Journal of International Financial Markets, Institutions and Money* 12: 377-397.
- Olson, E. and R. Widing (2002). "Are interactive decision aids better than passive decision aids? A comparison with implications for information providers on the internet." *Journal of Interactive Marketing* 16(2): 22-33.
- Rowley, C. and J. Benson (2002). "Convergence and Divergence in Asian Human Resource Management." *California Management Review* 44(2): 90-109.
- Samson, D. and D. Challis (2002). "Patterns of business excellence." *Measuring Business Excellence* 6(2): 15-21.
- Sohal, A., D. Power, et al. (2002). "Integrated supply chain management from the wholesaler's perspective: two Australian case studies." *International Journal of Physical Distribution and Logistics Management* 32(1): 96-109.
- Sohal, A., D. Power, et al. (2002). "Integrated supply chain management and B2B e-commerce practices in Australia - a retailer's perspective in implementing the EAN system." *International Journal of Business Performance Management* 4(2/3/4): 218-230.
- Sohal, A., D. Power, et al. (2002). "Supply chain management in Australian manufacturing - two case studies." *Computers and Industrial Engineering* 43(1-2): 97-109.
- Stuart, I., D. McCutcheon, et al. (2002). "Effective case research in operations management: a process perspective." *Journal of Operations Management* 20(5): 419-433.
- Teo and L. Waters (2002). "The Role of Human Resource Practices in Reducing Occupational Stress and Strain." *International Journal of Stress Management* 9(3): 207-226.
- Terziovski, M. (2002). "Achieving performance excellence through an integrated strategy of radical innovation and continuous improvement." *Measuring Business Excellence* 6(2): 5-14.
- Terziovski, M., A. Sohal, et al. (2002). "Best practice in product innovation at various Australia." *Technovation* 22(9): 561-569.
- Terziovski, M., D. Power, et al. (2002). "From conformance to performance and continuous improvement using the ISO 9000 quality system standard." *International Journal of Business Performance Management* 4(1): 1-23.
- Terziovski, M. (2002). "Differentiators between high and low performing manufacturing firms: an empirical study." *International Journal of Manufacturing Technology and Management* 4(5): 356-371.

- Waters, L. and K. Moore (2002). "Predicting self-esteem during unemployment: the effect of gender, financial deprivation, alternate roles, and social support." *Journal of Employment Counseling* 39(4): 171-189.
- Waters, L., M. McCabe, et al. (2002). "The role of formal mentoring on business success and self-esteem in participants of a new business start-up program." *Journal of Business and Psychology* 17(1): 107-121.
- Waters, L. and K. Moore (2002). "Reducing latent deprivation during unemployment: The role of meaningful leisure activity." *Journal of Occupational and Organizational Psychology* 75: 15-32.
- Waters, L. and K. Moore (2002). "Self-esteem, appraisal and coping: a comparison of unemployed and re-employed people." *Journal of Organizational Behaviour* 23: 593-604.
- Zhu, Y. and I. Campbell (2002). "Individual Labour Contracts in People's Republic of China Enterprises." *International Journal of Comparative Labour Law and Industrial Relations* 18(1): 5-34.
- Zhu, Y. and M. Warner (2002). "Human Resource Management in China's 'Frontier' Special Economic Zone: A Study of Selected Enterprises on Hainan Island." *International Journal of Employment Studies* 10(1): 75-104.
- Zhu, Y. (2002). "Economic Reform and Human Resource Management in Vietnam." *Asia-Pacific Business Review* 8(3): 115-135.

### ***Other Journal Articles***

- Fry, T. and D. Samson (2002). "Industrial relations reform and firm performance." *Australian Chief Executive* Oct 2002: 44-45.
- Zhu, Y. (2002). "Labour Law and Industrial Relations in China." *Analysis Laboral* 26(303): 15-17.
- Hardy, C. (2002). "On the edge of a pluralistic world." *Journal of Management Inquiry* 11(1): 16-18.
- Zhu, Y. (2002). "Book Review of "Strategy, Structure, and Performance of MNCs in China" by Yadong Luo." *Asia-Pacific Business Review* 8(2): 189-190.
- Zhu, Y. (2002). "Book Review "Entrepreneurship in Vietnam: Transformation and Dynamics" by P. Ronnas and B. Ramamurthy (eds.)." *Asia-Pacific Business Review* 8(4): 160-161.
- Sammartino, A. (2002). "Working with personnel records: outcomes of research with a large historical database." *New Zealand Economic Papers* 36(1): 79-80.

### ***Refereed Conference Publications***

- Bainbridge, H. (2002). Union influence in the occupational health and safety arena. 16th ANZAM Conference: Enhancing Business & Government Capability, Beechworth, ANZAM.
- Baldwin, A., A. Sohal, et al. (2002). The relationship between service quality practices and service quality outcomes in dental care. The Sixth International Research Conference on Quality, Innovation and Knowledge Management, Kuala Lumpur.
- Feng, M., M. Terziovski, et al. (2002). Benefits and key success factors in implementing ISO 9000 certified quality management systems. The Sixth International Research Conference on Quality, Innovation and Knowledge Management, Kuala Lumpur, Monash University.
- Gloet, M. and M. Terziovski (2002). The relationship between knowledge management and innovation performance: a qualitative analysis. 7th International Conference on ISO 9000 & TQM (7-ICIT), Melbourne, Hong Kong Baptist University.
- Hill, P., G. Whitwell, et al. (2002). Antecedents of export planning orientation in small to medium size enterprises. 2002 ANZMAC (Australian and New Zealand Marketing Academy) Conference, Melbourne, ANZMAC.
- Knox, A. (2002). Responding to enterprise bargaining: Union impressions, attitudes, and actions. 16th ANZAM Conference: Enhancing Business & Government Capability, Beechworth, ANZAM.
- Lotia, N. (2002). Power dynamics and the learning process in the PRA network. 16th ANZAM Conference: Enhancing Business & Government Capability, Beechworth, ANZAM.
- Meers, A. and D. Samson (2002). Business Excellence and TQM Initiatives: Information requirements for assessing organisational readiness. The Third Multinational Alliance for the Advancement of Organisational Excellence Conference 2002, Ayr, University of Paisley Business School.
- Meers, A. and D. Samson (2002). Quality initiatives: Enhancing long-term organisational capability? 16th ANZAM Conference: Enhancing Business & Government Capability, Beechworth, ANZAM.
- Myloni, B., A. Harzing, et al. (2002). A comparative analysis of HRM practices in subsidiaries of MNC's and local companies in Greece. 28th EIBA (European International Business Academy) Conference, Athens, EIBA.
- Neville, B., B. Menguc, et al. (2002). Corporate Social Responsibility and Reputation in Context. 2002 ANZMAC (Australian and New Zealand Marketing Academy) Conference, Melbourne, ANZMAC.
- Nicholas, S. and F. Liang (2002). Subsidiary Strategic Roles in a Transitional Economy. ANZIBA 2002 conference, Brisbane, ANZIBA.

- Nicholas, S., E. Maitland, et al. (2002). Inter-firm learning in Japanese B2B networks. ANZIBA 2002 conference, Brisbane, ANZIBA.
- Paladino, A. (2002). What helps us to innovate? Examining the determinants of innovativeness, new product success & performance. 31st EMAC (European Marketing Academy) Conference, Braga, Barbosa & Xavier Lda.
- Sammartino, A., J. O'Flynn, et al. (2002). Diversity management as a competitive advantage: empirical evidence from Australian firms. 16th ANZAM Conference: Enhancing Business & Government Capability, Beechworth, ANZAM.
- Scott-Young and D. Samson (2002). The Impact of Team Inputs on Project Costs. 33rd Annual Meeting of the Decision Sciences Institute, San Diego, DSI.
- Spicer, A. and P. Fleming (2002). Resisting globalisation in the organization of the public sphere. ANZAM/IFSAM VIth world congress, Gold Coast, ANZAM.
- Terawatanavong, C., R. Widing, et al. (2002). Relationship Sentiment and Business Outcomes: The Moderating Role of Interdependence. 2002 ANZMAC (Australian and New Zealand Marketing Academy) Conference, Melbourne, ANZMAC.
- Terziovski, M. and D. Samson Quality management practices and their relationship to customer satisfaction and productivity improvement. 2002-07-10 to 2002-07-13, ANZAM/IFSAM VIth world congress.
- Terziovski, M. (2002). The Relationship Between Networking Practices and Business Excellence: A Study of Small to Medium Enterprises (SMEs). The Third Multinational Alliance for the Advancement of Organisational Excellence Conference 2002, Ayr, Paisley University Business School.
- Terziovski, M. (2002). Beyond the Fads: What can we learn from Deming's profound knowledge and our research over the past ten years. 7th International Conference on ISO 9000 and TQM, Melbourne, Hong Kong Baptist University.
- Terziovski, M. and J. Morgan (2002). Management practices and their impact on performance innovation in the Victorian biomedical industry. The Sixth International Research Conference on Quality, Innovation and Knowledge Management, Kuala Lumpur.
- Wang, Y., S. Nicholas, et al. (2002). Relational subcontracting: the case of contractual joint ventures in China. ANZIBA 2002 conference, Brisbane, ANZIBA.
- Zhu, Y. (2002). Economic Reform and Labour Market Regulation in China. 16th AIRAANZ Conference Celebrating Excellence, Queenstown, Otago University.

### ***Other Conference Publications***

Biffl, G. and J. Isaac (2002). How Effective are the ILO's Labour Standards under Globalisation? International Industrial Relations Association (IIRA) 4th Regional Congress of the Americas, Toronto, University of Toronto Press.

Johnston, S. and C. Cregan (2002). An investigation of subsidiary types and subsidiary autonomy in MNCs. The third Asia Academy of Management Conference: Innovating Asian Management in the 21st Century, Bangkok, Chulalongkorn University Press.

Menguc, B. and S. Bhuian (2002). Job performance and actual turnover in an expatriate (guest worker) sales setting: The moderating role of expatriate adjustment. 2002 Academy of Marketing Science Conference, Sanibel, AMS.

Morrison, M. and M. Terziovski (2002). The influence of specifically programmed in-store music on retail store atmosphere and shopper behaviour. Society for Marketing Advances 5th Annual Retail Strategy and Consumer Decision Research Seminar, St. Petersburg, Florida.

Parker, B. and J. Selsky (2002). Interface dynamics in cause based partnerships: Initial evidence of negotiated culture. Academy of Management Denver 2002 Conference Building Effective Networks, Denver, Academy of Management.

### ***Reports and Working Papers***

Terziovski, M. and L. Glassop (2002). Accelerating the Commercialisation of Biotechnology Research in Victoria Commercialising Biomedical Research. Melbourne, City of Melbourne, Strategic Industry Research Foundation (SIRF) and the European Australian Cooperation Centre.

Pulendran, S., R. Speed, et al. (2002). Marketing Planning, Market Orientation and Business Performance. Melbourne, Melbourne Business School.

Cregan, C. (2002). Tales of Despair: Outworker narratives. Parkville, University of Melbourne.

Cooney, R., M. Terziovski, et al. (2002). Employee training, quality management and the performance of Australian and New Zealand manufacturers. Parkville, University of Melbourne.