

2003 Department of Management Research Publications

Research Books

Dick, H. W. and P. J. Rimmer (2003). *Cities, Transport and Communications*. Hampshire, United Kingdom, Palgrave Macmillan.

Textbooks and Other Books

Lukas, B., J. F. Hair, et al. (2003). *Marketing Research*. Sydney, Australia, McGraw Hill Australia.

Samson, D. A. and R. L. Daft (2003). *Fundamentals of Management*. Melbourne, Australia, Thomson Learning Australia.

Samson, D. A. and R. L. Daft (2003). *Management*. Melbourne, Australia, Thomson Learning Australia.

Samson, D. A., C. Maguire, et al. (2003). *e-Business: value creation for management*. Sydney, Australia, McGraw Hill Australia.

Whitwell, G. J., B. Lukas, et al. (2003). *Marketing Management - a strategic, value-based approach*. Brisbane, Australia, Wiley - John Wiley & Sons.

Widing, R. E., J. N. Sheth, et al. (2003). *Customer Behaviour - Consumer Behaviour and Beyond*. Melbourne, Australia, Thomson Learning Australia.

Research Book Chapters

Warner, M. W. and Y. Zhu (2003). "Human Resource Management 'with Chinese Characteristics': A Comparative Study of the People's Republic of China and Taiwan". *The Future of Chinese Management*. M. W. Warner. London, Frank Cass Publishers: 21-42.

Zhu, Y. (2003). "Culture and Management in Vietnam". *Culture and Management in Asia*. M. W. Warner. London, Taylor & Francis Ltd: 249-263.

Other Book Chapters

Collins, N. T. and Y. Zhu (2003). "Vietnam's Labour Policies Reform". *Workers' Rights for the New Century*. S. Frost, O. George and E. Shepherd. Hong Kong, Asia Monitor Resource Center: 375-388.

Refereed Journal Articles

- Allen, B. C., L. D. Sargent, et al. (2003). "Differential Effects of Task and Reward Interdependence on Perceived Helping Behavior, Effort and, Group Performance." *Small Group Research* 34(6): 716-740.
- Auh, S., L. C. Salisbury, et al. (2003). "Order Effects in Customer Satisfaction Modelling." *Journal of Marketing Management* 19(3-Apr): 379-400.
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- Benson, J. W. and P. Debroux (2003). "Flexible Labour Markets and Individualized Employment: The Beginnings of a New Japanese HRM System?" *Asia Pacific Business Review* 9(4): 55-75.
- Benson, J. W. and C. Rowley (2003). "Conclusion: Changes in Asian HRM - Implications for Theory and Practice." *Asia Pacific Business Review* 9(4): 76.
- Brown, M. and J. W. Benson (2003). "Rated to exhaustion? Reactions to performance appraisal processes." *Industrial Relations Journal* 34(1): 67-81.
- Brown, M. and J. S. Heywood (2003). "The Determinants of Incentive Schemes: Australian Panel Data." *Australian Bulletin of Labour* 29(3): 218-235.
- Brown, M. and D. A. Samson (2003). "Executive Compensation: Balancing Competing Priorities." *Australian Economic Review* 36(3): 316-323.
- Carson, E., A. H. Winefield, et al. (2003). "Work for the Dole: A pathway to self-esteem and employment commitment, or the road to frustration?" *Youth Studies Australia* 22(4): 19-26.
- Deng, J., B. Menguc, et al. (2003). "The Impact of Human Resource Management on Export Performance of Chinese Manufacturing Enterprises." *Thunderbird International Business Review* 45(4): 409-429.
- Feely, A. J. and A. K. Harzing (2003). "Language management in multinational companies." *Cross Cultural Management* 10(2): 37-52.
- Geralis, M. L. and M. Terziovski (2003). "A quantitative analysis of the relationship between empowerment practices and service quality outcomes." *Total Quality Management & Business Excellence* 14(1): 1478-3363.
- Hardy, C. (2003). "Refugee determination: Power and resistance in systems of Foucauldian power." *Administration and Society* 34(4): 462-488.
- Hardy, C., N. Phillips, et al. (2003). "Resources, Knowledge and Influence: The organizational Effects of Interorganisational Collaboration." *Journal of Management Studies* 40(2): 321-347.
- Harzing, A. K. (2003). "The Role of Culture in Entry - Mode Studies: From Neglect to Myopia?" *Advances in International Management* 15: 75-127.

- Harzing, A. K. and A. M. Sorge (2003). "The relative impact of country of origin and universal contingencies on internationalisation strategies and corporate control in multinational enterprises: Worldwide and European perspectives." *Organization Studies* 24(2): 187-214.
- Iverson, R. D., D. M. Buttigieg, et al. (2003). "Absence Culture The Effects of Union Membership Status and Union - Management Climate." *Relations Industrielles* 58(3): 483-514.
- Kulik, C., E. L. Perry, et al. (2003). "Here Comes Th Judge: The Influence of Judge Personal Characteristics on Federal Sexual Harrassment Case Outcomes." *Law and Human Behavior* 27(1): 69-86.
- McGraw, P. and W. G. Harley (2003). "Industrial relations and human resource management practices in Australian and overseas-owned workplaces: Global or local?" *Journal of Industrial Relations* 45(1): Jan-22.
- Merrett, J. D. (2003). "Australia's Emergent Multinational The Legacy of Having a Natural Resource Intensive, Small and Closed Economy as Home." *International Studies of Management and Organization* 32(1): 109-135.
- Metz, M. I. (2003). "Individual, interpersonal and Organisational links to women's advancement in management in banks." *Women in Management Review* 18(5): 236-251.
- Noorderhaven, N. G. and A. K. Harzing (2003). "The "country of origin" effect in multinational corporations: Sources, mechanisms and moderating conditions." *MIR - Management International Review* 43(2): 47-66.
- Pulendran, S., R. J. Speed, et al. (2003). "Marketing planning, market orientation and Business performance." *European Journal of Marketing* 37(3-Apr): 476-497.
- Roberson, L., C. Kulik, et al. (2003). "Using Nees Assessment to Resolve Controversies in Diversity Training Design." *Group & Organization Management* 28(1): 148-174.
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- Selsky, J. W., A. Spicer, et al. (2003). "Totally un-Australian: Discursive and institutional interplay in the Melbourne Port dispute of 1997-98." *Journal of Management Studies* 40(7): 1730-1760.
- Sohal, A. S., M. Terziovski, et al. (2003). "Team based strategy at Varian Australia: a case study." *Technovation* 23: 349-357.
- Terziovski, M. (2003). "The relationship between networking practices and business excellence a study of small to medium enterprises (SMEs)." *Measuring Business Excellence* 7(2): 78-92.

- Terziovski, M., P. Fitzpatrick, et al. (2003). "Successful predictors of business process reengineering (BPR) in Financial Services." *International Journal of Production Economics* 84: 35-50.
- Terziovski, M., D. J. Power, et al. (2003). "The longitudinal effects of the ISO 9000 certification process on business performance." *European Journal of Operational Research* 146: 580-595.
- Waters, L. E. and J. Muller (2003). "Money or Time? Comparing the Effects of Time Structure and Financial Deprivation on the Psychological Distress of Unemployment Adults." *Australian Journal of Psychology* 55(3): 166-175.
- Zhu, Y. (2003). "The Post Asian Financial Crisis: Changes in HRM in Taiwanese Enterprises." *Asia Pacific Business Review* 9(4): 147-164.

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- Metz, M. I. (2003). "Women in Banking: A Progress Report." *Journal of Banking and Financial Services* 117(2): Oct-13.
- Tsoukas, H., R. Garud, et al. (2003). "Continuity and Change for Organization Studies." *Organization Studies* 24(7): 1003-1014.
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- Zhu, Y. (2003). "China's Economic Powerhouse: Economic Reform in Guangdong Province." *Asia Pacific Business Review* 10(1): 104-105.
- Zhu, Y. (2003). "Women's Working Lives in East Asia." *Labour and Industry* 13(3): 113-115.

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- Bove, L. L. N. Robertson, et al. (2003). "Customer citizenship behaviours: Towards the development of a typology". *ANZMAC 2003 - Celebration of Ehrenberg and Bass: Marketing discoveries, knowledge and contribution. Adelaide, Dec 1-3, 2003.* Adelaide, ANZMAC - Australian and New Zealand Marketing Academy.
- Brown, M. D. Hyatt, et al. (2003). "Dysfunctional Aspects of Performance Appraisal". *The 17th Conference of the Association of Industrial Relations Academics of Australia and New Zealand (AIRAANZ). Sydney, Feb 4-7, 2003.* Melbourne, AIRAANZ.
- Chin, J. W. S. R. E. Widing, et al. (2003). "Comparing the industrial organization view and market orientation". *ANZMAC 2003 - Celebration of Ehrenberg and Bass: Marketing discoveries, knowledge and contribution. Adelaide, Dec 1-3, 2003.* Adelaide, ANZMAC - Australian and New Zealand Marketing Academy.

- Chmielewski, D. A. B. Lukas, et al. (2003). "Brand Entry Strategy: A conceptual Framework of firm - and Market - Specific Antecedents and Moderators". *2003 AMA Winter Marketing Educators Conference. Chicago, Feb 14-17, 2003*. Orlando, American Marketing Association.
- Dodic, J. and D. A. Chmielewski (2003). "Understanding Timing of Entry Decisions: A Brand Capability Perspective". *World Marketing Congress, Academy of Marketing Science. Coral Gables, FL. June 11-14, 2003*. Perth, Academy of Marketing Science.
- Dodic, J. B. Lukas, et al. (2003). "The Relationship Between Brand Capability and Brand Performance The Moderating Role of Marketing Mix". *2003 AMA Winter Marketing Educators Conference. Chicago, Feb 14-17, 2003*. Orlando, American Marketing Association.
- Feng, M. and M. Terziovski (2003). "The Relationship between Motivation for Seeking ISO 9000 Certification and Organisational Performance Outcomes". *7th International Conference of the Decision Sciences Institute. Shanghai, July 4-8, 2003*, Shanghai, Decision Sciences Institute.
- Hardy, C. and W. G. Harley (2003). "Academic struggles in HRM: A discursive analysis of texts as 'suspicious packages'". *10th APROS International Colloquium - New World: Translating the Past, Narrating the Present & Organising the Future*, Oaxaca, Area de Estudios Organizacionales, Universidad Autonoma Metropolitana-Iztapalapa.
- Hardy, C. S. Maguire, et al. (2003). "Collaborative Strategy: Identity in Transition". *10th APROS International Colloquium. Iztapalapa, Mexico, Dec 7-10, 2003*. Oaxaca, Area de Estudios Organizacionales, Universidad Autonoma Metropolitana- Iztapalapa.
- Harley, W. G. (2003). "Class and Control Revisited: An Analysis Of Occupations, Autonomy and Pay in the Service Sector". *CMS3. Lancaster, July 7-9, 2003*. Lancaster University, Lancaster University Management School.
- Harzing, A. K. (2003). "The Use of English Questionnaires in Cross - National Research: Does Cultural Accommodation Obscure National Differences?" *ANZIBA Conference, The Challenge of International Business. Dunedin, Nov 7-8, 2003*. Dunedin, The University of Otago.
- Hocking, J. B. M. Brown, et al. (2003). "The Strategic Outcomes of Expatriate Assignments: Are They Deliberate or Emergent?" *The 7th Conference on International Human Resource Management: "Exploring the Mosaic Developing the Discipline"*. *Dublin, June 4-6, 2003*. Ireland, Interresource Group (Ireland) Limited.
- Johnston, S. and C. Cregan (2003). "An Empirical Investigation of the Relationship between firm Strategy and Subsidiary Autonomy in Australian Subsidiaries of Foreign Multinational Corporations". *ANZIBA Conference, The Challenge of International Business. Dunedin, Nov 7-8, 2003*. Dundedin, University of Otago.

- Karkar, N. and M. Terziovski (2003). "The Relationship Between Absorptive Capacity and the Determinants of Innovation Capability". *Multinational Alliance for the Advancement of Organisational Excellence 4th International Conference*. South Melbourne, Oct 20-22, 2003. Melbourne, Intergon.
- Knox, A. J. S. A. Ainsworth, et al. (2003). "Attempting to Overcome Occupational Segregation: Strategies and Implications within the Hotel Industry". *10th APROS International Colloquium*. Iztapalapa, Mexico, Dec 7-10, 2003. Oaxaca Mexico, Area de Estudios Organizacionales, Universidad Autonoma Metropolitana-Iztapalapa.
- Lewis, G. P. and T. Zalan (2003). "Can Australian Firms Compete Internationally? The Qld Question Revisited in the Light of New Evidence". *ANZIBA Conference, The Challenge of International Business*. Dunedin, Nov 7-8, 2003. Dunedin, University of Otago.
- Lukas, B. R. E. Widing, et al. (2003). "Exploring Brand Entry Strategy: Toward a more Comprehensive Guide". *World Marketing Congress, Academy of Marketing Science*. Coral Gables, FL. June 11-14, 2003. Perth Australia, Academy of Marketing Science.
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- Metz, M. I. (2003). "Women's Report of Gender Discrimination: An Unlikely Case of Victim Mentality". *17th ANZAM Conference*. Perth, Dec 2-5, 2003. Fremantle Australia, Promaco Conventions Pty Ltd.
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- Power, D. J. (2003). "Human resource management practices in the context of B2B enabling technologies: Applications and effects". *The ANZAM 2003 Operations Management Symposium. Sydney, June 12-13, 2003*. Sydney, Collection ANZAM.
- Power, D. J. (2003). "Perceptions of applicability and value of B2B e-commerce methods and enablers: Comparisons between senior and functional managers". *The ANZAM 2003 Operations Management Symposium. Sydney, June 12-13, 2003*. Sydney, Collection ANZAM.
- Power, D. J. (2003). "The relationship between B2B e-commerce integration, trading partner relationships, and impediments to adoption". *One World? One View of OM? EurOMA-POMS Conference 2003. Padova, Italy, June 16-18, 2003*. Como, S G Editoriali.
- Roberts, M. J. B. Lukas, et al. (2003). "The impact of electronic commerce on brand portfolio management: The case of electronic retailing". *ANZMAC 2003 - Celebration of Ehrenberg and Bass: Marketing discoveries, knowledge and contribution. Adelaide, Dec 1-3, 2003*. Adelaide, ANZMAC - Australian and New Zealand Marketing Academy.
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- Samson, D. A. and P. W. Foley (2003). "Internet Enabled Business Practices Complementary Assets and Firm Performance". *Western Decision Science Institute Thirty Second Annual Meeting. Hawaii, April 15-19, 2003*. Kauai Hawaii, Omni Press.
- Samson, D. A. J. K. Sankaran, et al. (2003). "Supplier Partnering in Process Industries insights from Australasia". *The ANZAM 2003 Operations Management Symposium. Sydney, June 12-13, 2003*. Sydney, Faculty of Business University of Technology.
- San Martin, F. A. Collado, et al. (2003). "Methodology for the Improvement of Working Processes in SMEs, through the Introduction of Intelligent Manufacturing System Solutions". *The 10th ISPE International Conference on Concurrent Engineering Research and Applications. Madeira, July 26-31, 2003*. Portugal, A.A. Balkema Publishers.
- Sankaran, J. K. D. A. Samson, et al. (2003). "Vendor - Manufacturer Partnerships in Oligopolistic Industries: Insights from Australasian Process Industries". *34th Annual Meeting of the Decision Science Institute. Atlanta, Nov 22-25*. Washington DC, Decision Sciences Institute.

- Scott-Young, C. M. and D. A. Samson (2003). "Terms and Project Execution Speed: A Temporal Contingency Study". *34th Annual Meeting of the Decision Science Institute. Atlanta, Nov 22-25*. Washington DC, Decision Sciences Institute.
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- Yukongdi, V. (2003). "Multiple team memberships: An Australian study". *British Academy of Management Annual Conference 2003: "Knowledge into Practice". Norwich, Sept 15-17, 2003*. Harrogate, Leeds Business School.
- Zhu, Y. and M. W. Warner (2003). "The Implications of China's WTO Accession for Employment Relations". *British Academy of Management Annual Conference 2003: "Knowledge into Practice". Norwich, Sept 15-17, 2003*. Harrogate, Leeds Business School.

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- Bainbridge, H. T. J. (2003). "Explorations of Future Union Provision of Employment Services". *The 17th Conference of the Association of Industrial Relations Academics of Australia and New Zealand (AIRAANZ). Sydney, Feb 4-7, 2003*. Melbourne, Monash University.

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- Merrett, J. D. (2003). "Three Australian Asset-price Bubbles". *Asset Prices and Monetary Policy Conference. Sydney, August 18-19, 2003*. Sydney, Reserve Bank Australia.
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- Isaac, J. (2003). "Inter-Cultural and other Forces in the Transfer of Human Resource Management and Industrial Relations Practices under Globalization". Department of Management Working Paper 2003/10013.
- MacDonald, R.D. (2003). Super League Case Study. School of Information Systems, Victoria University.
- Morgan, S. L. (2003). "Scientific Management in China , 1910-1930s". Department of Management Working Paper 2003/10012.
- Selsky, J., J. B. Goes, and O. N. Babürođlu (2003). "A Socioecological Logic of Strategy Making: Interrogating the 'Hyper' Environment". Department of Management Working Paper 2003/10014.
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