

## 2004 Department of Management Research Publications

### **Books**

- Merrett, D. (2004). *William Lionel Buckland*. Thousand Oaks: Sage.
- Fleming, G. D. Merrett and S. Ville (2004). *The big end of town*. Cambridge: Cambridge University Press.
- Isaac, J. and S. Macintyre, Eds. (2004). *The new province for law and order*. Cambridge: Cambridge University Press.

### **Refereed Journal Articles**

- Ainsworth, S., & Hardy, C. (2004). Critical discourse analysis and identity: why bother? *Critical Discourse Studies*, 1(2), 225-259.
- Alexopoulos, A., Coulthard, M., & Terziovski, M. (2004). Overcoming the barriers to east west trade: export success factors of entrepreneurial Australian record companies. *Journal of Enterprising Culture*, 12(3), 211-223.
- Benson, J., & Debroux, P. (2004). The changing nature of Japanese human resource management. *International Studies of Management and Organization*, 34(1), 32-51.
- Bish, A., Bradley, L., & Sargent, L. (2004). Career development for going beyond the call of duty: is it perceived as fair? *Career Development International*, 9(4), 391-405.
- Coleman, P. (2004). The frequency and cost of corporate crises. *Journal of Contingencies and Crisis Management*, 12(1), 2-13.
- Coleman, P. (2004). New light on the longshot bias. *Applied Economics*, 36, 315-326.
- Desrochers, S., & Sargent, L. (2004). Boundary/border theory and work-family integration. *Organization Management Journal*, 1(1), 40-48.
- Fleming, P., Harley, W., & Sewell, G. (2004). A little knowledge is a dangerous thing: getting below the surface of the growth of knowledge work' in Australia. *Work Employment and Society*, 18(4), 725-747.
- Frahm, J., & Singh, P. (2004). Roles and limitations of ICT based media for biotechnology firms' innovation. *International Journal of Information Technology and Management*, 3(1), 72-88.
- Grant, D., & Hardy, C. (2004). Struggles with organizational discourse. *Organization Studies*, 25(1), 5-13.
- Hardy, C. (2004). Scaling up and bearing down in discourse analysis: questions regarding textual agencies and their context. *Organization*, 11(3), 415-425.

- Harley, W., & Hardy, C. (2004). Firing Blanks? An analysis of discursive struggle in HRM. *Journal of Management Studies*, 41(3), 377-400.
- Harzing, A., & Christensen, C. (2004). Think piece. Expatriate failure: time to abandon the concept? *Career Development International*, 9(7), 616-626.
- Harzing, A. (2004). The role of culture in entry-mode studies: From neglect to myopia? *Advances in International Management*, 15, 75-127.
- Hocking, J., Brown, M., & Harzing, A. (2004). A knowledge transfer perspective of strategic assignment purposes and their path-dependent outcomes. *International Journal of Human Resource Management*, 15(3), 565-586.
- Maguire, S., Hardy, C., & Lawrence, T. (2004). Institutional entrepreneurship in emerging fields: HIV/AIDS treatment advocacy in Canada. *Academy of Management Journal*, 47(5), 657-679.
- Memon, A., Milne, M., & Selsky, J. (2004). Restructuring governance of New Zealand seaports: geographical impacts of corporatisation. *New Zealand Geographer*, 60(2), 15-25.
- Merlo, O., Whitwell, G., & Lukas, B. (2004). Power and marketing. *Journal of Strategic Marketing*, 12, 207-218.
- Metz, M. (2004). Do personality traits indirectly affect women's advancement? *Journal of Managerial Psychology*, 19(7), 695-707.
- Morgan, S (2004). Economic Growth and the Biological Standard of Living in China 1880-1930. *Economics and Human Biology*, 2(2), 197-218.
- Moosa, S., Co, H., & Goh, M. (2004). Production scheduling in a flexible manufacturing system under random demand. *European Journal of Operational Research*, 158(1), 89-102.
- Myloni, B., Harzing, A., & Mirza, H. (2004). Human Resource Management in Greece Have the colours of culture faded away? *International Journal of Cross Cultural Management*, 4(1), 59-76.
- Myloni, B., Harzing, A., & Mirza, H. (2004). Host country specific factors and the transfer of human resource management practices in multinational companies. *International Journal of Manpower*, 25(6), 518-534.
- Olivias-Lujan, M., Harzing, A., & McCoy, S. (2004). September 11, 2001 Two quasi-experiments on the influence of threats on cultural values and cosmopolitanism. *International Journal of Cross Cultural Management*, 4(2), 211-228.
- Parker, B., & Selsky, J. (2004). Interface dynamics in cause-based partnerships: An exploration of emergent culture. *Nonprofit and Voluntary Sector Quarterly*, 33(3), 458-488.
- Phillips, N., Lawrence, T., & Hardy, C. (2004). Discourse and institutions. *Academy of Management Review*, 29(4), 635-651.

- Power, D. (2004). The comparative importance of human resource management practices in the context of business to business (B2B) electronic commerce. *Information Technology and People*, 17(4), 380-406.
- Power, D. (2004). The role of trading partner relationships in determining innovation performance: an empirical examination. *European Journal of Innovation Management*, 7(3), 178-186.
- Power, D., & Simon, A. (2004). Adoption and diffusion in technology implementation: a supply chain study. *International Journal of Operations and Production Management*, 24(6), 566-587.
- Rowley, C., Benson, J., & Warner, M. (2004). Towards an Asian model of human resource management? A comparative analysis of China, Japan and South Korea. *International Journal of Human Resource Management*, 15(4), 917-933.
- Sargent, L., & Waters, L. (2004). Careers and academic research collaborations: An inductive process framework for understanding successful collaborations. *Journal of Vocational Behavior*, 64(2), 308-319.
- Sewell, G. (2004). Yabba-dabba-doo! Evolutionary psychology and the rise of flintstone psychological thinking in organization and management studies. *Human Relations*, 57(8), 923-955.
- Sewell, G. (2004). Exploring the moral consequences of management communication theory and practice. *Management Communication Quarterly*, 18(1), 97-114.
- Terziovski, M. (2004). Exploring the relationship between knowledge management practices and innovation performance. *Journal of Manufacturing Technology Management*, 15(5), 402-409.
- Waters, L. (2004). Protege-mentor agreement about the provision of psychosocial support: The mentoring relationship, personality, and workload. *Journal of Vocational Behavior*, 65(3), 519-532.
- Waters, L., & Johnston, C. (2004). Web-delivered, problem-based learning in organisational behaviour: a new form of CAOS. *Higher Education Research and Development*, 23(4), 413-431.
- Zellars, K., Yongmei, L., Bratton, V., Brymer, R., & Perrewe, P. (2004). An examination of the dysfunctional consequences of organizational injustice and escapist coping. *Journal of Managerial Issues*, XVII(4), 528-544.
- Zhu, Y. (2004). Responding to the challenges of globalization: human resource development in Japan. *Journal of World Business Management*, 39(4), 337-348.
- Zhu, Y., & Warner, M. (2004). Changing patterns of human resource management in contemporary China: WTO accession and enterprise responses. *Industrial Relations Journal*, 35(4), 311-328.

Zhu, Y., & Warner, M. (2004). The implications of China's WTO accession for employment relations. *European Business Journal*, 16(2), 47-58.

### **Other Journal Articles**

Hardy, C., Harley, W., & Phillips, N. (2004). Discourse analysis and content analysis: Two solitudes? *Newsletter of the American political science association organized section on qualitative methods*, 2(1), 19-22.

Morgan, S. (2004). Economics growth and the biological standard of living in China, 1880-1930. *Economic Human Biology*, 2(2), 197-218.

### **Refereed Conference Publications**

Bell, S., Menguc, B., & Merlo, O. (2004). *Social capital, customer orientation and creativity in retail stores*. Paper presented at the Service systems and service management proceedings of ICSSSM'04, Beijing.

Bernstein, B., Singh, P., & Mohannak, K. (2004). *Crossing the chasm: The technology adoption model as a guide to innovation in Australian biotechnology compaines*. Paper presented at the ANZAM Conference proceedings, Dunedin.

Bove, L., & Mitzifirs, B. (2004). *Establishing the Route to Customer Loyalty for a Low Involvement Service*. Paper presented at the Marketing, Streategy, Economics, Operations and Human Resources: Insights on Service Activities, Marseille.

Bratton, V. (2004). *Ethical sensitivity across cultures: the role of emotion and culture in the ethical decision-making process*. Paper presented at the 18th Annual Conference of Australia and New Zealand academy of management proceedings, Dunedin.

Brown, M., Geddes, A., & Heywood, J. (2004). *The Determinants of Employee Involvement*. Paper presented at the Proceedings of the 18th AIRAANZ Conference, Noosa.

Burgess, K., & Singh, P. (2004). *Towards a holistic methodology for analysing supply chains*. Paper presented at the International EUROMA 2004 - Operations Management as a Change Agent, Fontainebleau.

Burgess, K., Singh, P., & Koroglu, R. (2004). *Trends in supply chain management research literature*. Paper presented at the 2004 ANZAM Operations Management Symposium, Melbourne.

Chin, J., Widing, R., & Paladino, A. (2004). *Influence of resource dependency theory on firm performance - managing the competitive enviornment*. Paper presented at the 2004 ANZMAC Conference, Auckland.

Chin, J., Widing, R., & Paladino, A. (2004). *Comparing market and the controlling orientations: From a suppliers perspective*. Paper presented at the Virtue in Marketing: The 2004 Academy of Marketing Conference, Cheltenham.

- Chmielewski, D., Widing, R., & Lukas, B. (2004). *Organisational orientation, new brand success, and timing of new brand entry*. Paper presented at the Virtue in Marketing: The 2004 Academy of Marketing Conference, Cheltenham.
- Cregan, C., Brown, M., & Waters, L. (2004). *Employee involvement. Does being a union member make a difference?* Paper presented at the 2004 ANZAM Conference, Sydney.
- Harzing, A. (2004). *Response styles in cross-national mail survey research: are we comparing apples and oranges?* Paper presented at the ANZIBA 2004, Canberra.
- Harzing, A., & Noorderhaven, N. (2004). *Knowledge flows in MNC's - An empirical test and extension of Gupta and Govindarajan's typology of subsidiary roles*. Paper presented at the European International Business Academy Conference, Kinokama.
- Harzing, A., & Mockaitis, A. (2004). *Working in the enlarged european union ideal jobs and international mobility among university students in sixteen*. Paper presented at the European International Business Academy Conference, Kinokama.
- Johnston, S., & Paladino, A. (2004). *A note on the use of knowledge management techniques by MNC subsidiaries*. Paper presented at the 2004 ANZAM Conference, Sydney.
- Johnston, S., & Selsky, J. (2004). *Duality and paradox: Trust and duplicity in Japanese business practice*. Paper presented at the 17th Annual conference of the Association of Japanese Business Studies, Stockholm.
- Merlo, O., Lukas, B., & Whitwell, G. (2004). *Power perspectives and marketing*. Paper presented at the Virtue in Marketing: The 2004 Academy of Marketing Conference, Cheltenham.
- Metz, M. (2004). *Exploring mediator and moderator influences of personality traits on women's career success in banking*. Paper presented at the 3rd Global Conference on Business and Economics, Amsterdam.
- Moosa, S., Goh, M., Chung Piaw, T., & Rodrigues, B. (2004). *On the queue at an airport check-in counter*. Paper presented at the 2004 ANZAM Conference, Melbourne.
- Morgan, S. (2004). *Professional Associations and the Diffusion of New Management Ideas in Shanghai, 1920 -30s*. The Business History Conference 2004, Le Creusot.
- Morgan, S. (2004). *Regional Variation in Stature in China since the 1950s*. The Second International Conference on Economics and Human Biology 2004, Munich.

- Osegowitsch, T. (2004). *The global integration performance relationship MNCs of the professional engineering sector*. Paper presented at the ANZIBA 2004, Canberra.
- Paladino, A. (2004). Integrating human resource management and marketing to re-evaluate the role of interfunctional coordination. Paper presented at the AMZMAC 2004, Auckland.
- Paladino, A. (2004). *Investigating the impact of firm versus customer driven orientations on customer outcomes*. Paper presented at the European Marketing Academy Conference, Brussels.
- Paladino, A. (2004). *The ethics of care: guidance for responsible marketers in the 21st century*. Paper presented at the 2004 ANZMAC Conference, Auckland.
- Pervan, S., Bove, L., & Johnson, W. (2004). *Conceptualising the role of reciprocity in relationship marketing: an examination of its supporting virtues*. Paper presented at the 2004 ANZMAC Conference, Auckland.
- Power, D. (2004). *The role of new technology and alliances in supply chain management*. Paper presented at the 2004 ANZAM Operations Management Symposium, Melbourne.
- Prajogo, I., & Power, D. (2004). *Progress in quality management practices in Australia manufacturing firms - A comparative study using survey data from 1994 and 2001*. Paper presented at the 2004 ANZAM Operations Management Symposium, Melbourne.
- Scott-Young, C., & Samson, D. (2004). *Unpacking project success: How team factors impact cost and schedule*. Paper presented at the 2004 ANZAM Conference, Melbourne.
- Simon, A., & Power, D. (2004). *Strategic capabilities affecting advertising agency success in australia*. Paper presented at the 3rd Global Conference on Business and Economics, Amsterdam.
- Simon, A., & Power, D. (2004). *The top three management and top three general strategic capabilities considered important for the success of Australian advertising agencies*. Paper presented at the 3rd Global Conference on Business and Economics, Amsterdam.
- Singh, P., & Terziovski, M. (2004). *Differentiators of innovativeness between large and small organisations*. Paper presented at the 2004 ANZAM Operations Management Symposium, Melbourne.
- Terziovski, M., & Thompson, G. (2004). *Innovation leadership practices and their relationship to customer satisfaction and productivity improvement*. Paper presented at the Operations management as a change agent, Fontainebleau.

Wacker, G., & Samson, D. (2004). *Optimal operations and market strategies: Minimizing strategic waste using product features as the unit of analysis*. Paper presented at the 2004 ANZAM Operations Management Symposium, Melbourne.

Waters, L., & Muller, J. (2004). *Voluntary and involuntary job redundancy: hope or helplessness?* Paper presented at the 2004 Annual Meeting of the Academy of Management, New York.

Yukongdi, V. (2004). *An exploratory study of Thai employees' preferred style of managers*. Paper presented at the SAM/IFSAM VIIth world congress, Enschede.

### **Other Conference Publications**

Bove, L. (2004). *Examining the validity of "relationship strength"*. Paper presented at the Service Excellence in Management: Interdisciplinary Contributions, Karlsruhe.

Morgan, S. (2004). *Professional Associations and the Diffusion of New Management Ideas in Shanghai, 1920-30s? A Research Agenda*. The Business History Conference, Business and Economic History Online, Volume 2 2004. [www.thebhc.org/publications/BEHonline](http://www.thebhc.org/publications/BEHonline)

Singh, P., & Samson, D. (2004). *Overcoming difficulties in multiple organization case-based research*. Paper presented at the POM's Expanding Constellation: The 15th Annual POMS conference and 2nd World POM Conference, Cancun.