

**Gilles
van Wijk****Associate
Professor,
Department****Contact**✉ **Mail:**

vanwijk@essec.fr
✉ Avenue Bernard
Hirsch
BP 50105
95021 Cergy Pontoise
cedex
FRANCE

Education

Ph.D., Columbia University, New York.
Physics Diploma, Swiss Federal Institute of Technology, Zurich.

Research Areas

Trust, strategic management, alliances, organizational structure.

Publications✉ **Academic Publications****Books**

Organization Theory. New York (USA) : Beazley Publishers, 1994

Articles

"Les principes du management des ressources fondées sur le savoir", With R. Wright. *Revue Française de Gestion*, Sept. 1995, Issue 105

"Strategic Reorientation and Organizational Redesign : The Impact of New Technologies", *International Studies of Management and Organization*, Dec. 1987, Vol. XVII, Issue 4

"Aspects de la littérature américaine en management", With C. Koenig. *Revue Française de Gestion*, Mar. 1986, Issue 56-57

"Competitor's responses to easily imitated new products", With I. Mac Millan, M. Mc Caffery. *Strategic Management Journal*, Jan. 1985

Book Chapters

The university is not an institute of technology. In: *European Universities in Transition*. Cheltenham/Nothampton (UK/USA) : Edward Elgar Publishing , 2008, p. 154-165

The Paradoxical Situation of Ethics in Business. In: *Moral Foundations of Management Knowledge*. Northampton MA (USA) : Edward Elgar Publishing, 2007

Ethique, Cynisme et Dirigeance. In: *Comités exécutifs, Voyage au coeur de la dirigeance* (with J. Delga). Paris (France) : Groupe Eyrolles, 2007, p. 821-826

Managing Beyond Boundaries: The Dynamics of Trust in Alliances. In: VOLBERDA H.W., EMFRING T.. *Rethinking Strategy* (with C. Koenig). Londres (Grande-Bretagne) : Sage Publications, 2001

Managing beyond Boundaries: the Dynamics of Trust in Alliances. In: VOLBERDA H.W., EMFRING T.. *New Directions in Strategy* (with C. Koenig). Londres (Grande-Bretagne) : Sage Publications, 2001, p. 116-139

Confiance et structure. In: LAUFER R., ORILLARD M.. *La confiance en question.* Paris (France) : L'Harmattan, 2000

Hesitant Innovation : The Recent Evolution of Human Resource Management in France. In: CLARK T.. *European Human Resource Management* (with A. Jenkins). Londres (Grande-Bretagne) : Blackwell Business, 1996

Management des alliances: le rôle de la confiance. In: *Management Stratégique* (with C. Koenig). Paris (France) : Economica, 1993

Autonomisation et performance du groupe coopératif dans les alliances entre entreprises. In: DURAND F.. *Management Stratégique* (with F. Wacheux). Paris (France) : Economica, 1993

Alliances inter-entreprises : le rôle de la confiance. In: NOEL A.. *Perspectives en management stratégique* (with G. Koenig). Paris (France) : Economica, 1992

Inter-firm Alliances : The Role of Trust. In: THEPOT J., THIETART R.A.. *Microeconomic Contributions to Strategic Management* (with C. Koenig). Amsterdam (Pays-Bas) : North-Holland, Elsevier, 1991

📄 Working Papers

"Schedules, calendars and agendas." Essec Research Center, DR-3016 mai 03.

"Scientificité du management et de la stratégie" Essec Research Center, DR-94025 mai 94.

"La multinationalisation des entreprises françaises" (with F. El Ouardighi). Essec Research Center, DR-92015 févr. 92.

"Alliances inter-entreprises : le rôle de la confiance" Essec Research Center, DR-91031 nov. 91.

"Interfirm Alliances : The Role of Trust" (with C. Koenig). Essec Research Center, DR-91001 janv. 91.

📄 Other Publications

Articles published in Conference Proceedings

"Modern Times". In : *Retrospectives and futurescapes - Temporal tensions in organizations*, Seminario Internazionale. Terrasini (Italie) : Palazzo d'Aumale, 2006, p. 1-13

"Evolution of the French Grande Ecole Model". In : *Proceedings of the EIASM Workshop on the Process of Reforms in the University Across Europe*,. Sienne (Italie) 2004

"Schedules, Calendars and Agendas". In : *ISIDA Palerme*,. Palerme (Italie) : In Search of Times, 2003

"Interorganizational Collaboration : Beyond Contracts", With C. Koenig. In : *International Association for Business and Society*,. Madison, Wisconsin (USA) : Denis Collins, 1993

"Séminaire International de Management Stratégique". In : *Actes du*

Séminaire International de Management Stratégique,. Cergy (France) : ESSEC, 1986

Press Articles

"Le management complet". *Les Echos, supplément L'Art de la Stratégie*, 01 mai 2000, p. 2-5

"Interorganizational Collaboration: Beyond Contracts". 01 janv. 1993

Other Activities

📌 Scientific Activities

Conference Presentations

"Modern Times", Seminario Internazionale, GMA, Terrasini, Italie, 21 juin 2006

"Trust and Structure", Action, Structure, and Organizations Workshop, Paris, France, 10 mai 1995

"Interfirm Collaboration : Beyond Contracts", (with C. Koenig). Workshop on Schools of Thought in Strategic Management, Rotterdam, Pays-Bas, 14 déc. 1994

"Power or Trust : Broadening the Perspective on Collaborative Strategy", (with C. Koenig). 14th Annual International Conference, Jouy-en-Josas, France, 20 sept. 1994

"The Dynamics of Interfirm Collaboration : Framework and Case-study", (with C. Koenig). IFSAM - International Federation of Scholarly Associations of Management, Dallas, Texas, USA, 17 août 1994

"The Management of an International Technological Project", (with C. Koenig). Organizational Capabilities and Internationalization Processes, Paris, France, 01 nov. 1993

"Alliances and Trust", (with C. Koenig). International Conference on Joint-Ventures and Strategic Alliances, Pennsylvania State, USA, 06 avr. 1992

"Strategic Alliances : Enlarging the Paradigm", (with C. Koenig). Workshop on Microeconomics/Strategic Management Interface, Bruxelles, Belgique, 01 nov. 1989

"Co-organisation du Séminaire International de Management Stratégique", (with C. Koenig). Cergy, France, 01 juin 1987

"Le cycle de création d'entreprises ESSEC-ENSEA", (with Y. Pesquex). Conférence des Grandes Ecoles - G.E. : contribution des Grandes Ecoles à l'innovation technologique et à la création d'entreprises., Paris, France, 01 mai 1987

"Organizational Consensus-Dissensus at Organizational Boundary", (with J. Pennings). Washington, USA, 01 août 1986

"Trust in Structure." SASE Conference, Geneva, July, 1996.

"Trust and Structure." Action, Structure and Organizations Workshop. ESSEC, Warwick, Pennsylvania State, Paris, May, 1995.

"Power or Trust : Broadening the perspective on Collaborative Strategy", with C. Koenig. 14th Annual International Conference, Strategic Management Society, Jouy, September 1994

▣ **Affiliations and Academic Responsibilities**

Member of the Academy of Management.