



## November-December 2011

### ACADEMIC PUBLICATIONS ESSEC FACULTY

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#### ACCOUNTING AND MANAGEMENT CONTROL

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##### Articles Published in Journals

WALTON P.

(DANJOU P., WALTON P.)

**La légitimité du normalisateur comptable international IASB : commentaires sur "Normalisation comptable internationale : le retour du politique ?"**

In: *Comptabilité Contrôle Audit*, vol. 3, no. 17, Décembre 2011, pp. 101-114

##### Book Chapters

CAVELIUS F.

**Opening the "Black Box": How Internal Reporting Systems Contribute to the Quality of Financial Disclosure**

In: *Journal of Applied Accounting Research*, vol. 12, no. 3, 2012, pp. 187-211

CHO C.

(CHO C., PATTEN D. M., ROBERTS R. W.)

**Corporate Environmental Financial Reporting and Financial Markets**

In: *The Oxford Handbook of Business and the Environment*

Bansal P., Hoffman A. J. (eds.)

Oxford University Press: New York (U.S.A.), 2011, chap. 24, pp. 444-461

MOTTIS N.

**Business plan et tableau de bord**

In: *2012 Le Grand Livre de l'Economie PME*

Lecoindre G. (ed.)

Gualino. Lextenso éditions: Paris (France), 2011, chap. 1, pp. 161-179

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#### ECONOMICS

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##### Articles Published in Journals

CELIK G.

(CELIK G., PETERS M.)

**Equilibrium Rejection of a Mechanism [More...](#)**

In: *Games and Economic Behavior*, vol. 73, no. 2, Nov. 2011, pp. 375-387

JENNY F.

**Sanctions civiles et sanctions administratives en droit de la concurrence : une approche économique**

In: *Revue Lamy de la Concurrence*, vol. 28, juillet/septembre 2011, pp. 157-161

VRANCEANU R.

(BALLET J., BAZIN D., VRANCEANU R.)

**Le jeu des gladiateurs : Un spectacle de qualité**

In: *Mathématiques et Sciences Humaines*, vol. 195, no. 3, 2012, pp. pp. 75-85

VRANCEANU R.

(VRANCEANU R., SUTAN A., DUBART D.)

**Trust and Financial Trades: Lessons from an Investment Game Where Reciprocators Can Hide Behind Probabilities [More...](#)**

In: *Journal of Socio-Economics*, vol. 41, no. 1, Jan. 2011, pp. 72-78, doi:10.1016/j.socec.2011.10.011

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#### INFORMATION SYSTEMS AND DECISION SCIENCES

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##### Articles Published in Journals

ALFANDARI L.

(ALFANDARI L., LEMALADE J. L., NAGIH A., PLATEAU G.)

**A MIP Flow Model for Crop-Rotation Planning in a Context of Forest Sustainable Development [More...](#)**

In: *Annals of Operations Research*, 2011, vol. 190, no. 1, pp. 149-164, doi: 10.1007/s10479-009-0553-0

ESPOSITO VINZI V., O'CONNOR P.  
(ASSAKER G., ESPOSITO VINZI V., O'CONNOR P.)  
**Extending a Tourism Causality Network: A Cross-Country, Multigroup Empirical Analysis** [More...](#)  
In: *Tourism and Hospitality Research*, 2011, vol. 11, no. 4, pp. 258-277

ESPOSITO VINZI V., O'CONNOR P.  
(ESPOSITO VINZI V., O'CONNOR P., ASSAKER G.)  
**Modeling a Causality Network for Tourism: An Empirical Analysis** [More...](#)  
In: *Journal of Modelling in Management*, 2011, vol. 6, no. 3, pp. 258-278

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## MANAGEMENT

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### Books

PERRETTI J.-M.  
(ALIS D., BESSEYRE DES HORTS C.-H., CHEVALIER F., FABI B., PERRETTI J.-M.)  
**GRH une approche internationale** [More...](#)  
De Boeck: Brussels (Belgium), 2011, 912 p.

THEVENET M.  
**Le travail, ça s'apprend** [More...](#)  
Eyrolles: Paris (France), 2011, 280 p.

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## MARKETING

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### Articles Published in Journals

BEMMAOR A., GLADY N.  
**Modeling Purchasing Behavior With Sudden "Death": A Flexible Customer Lifetime Model** [More...](#)  
In: *Management Science*, vol. 58, doi:10.1287/mnsc.1110.1461

### Books

LE NAGARD-ASSAYAG E.  
(LE NAGARD-ASSAYAG E., MANCEAU D.)  
**Le marketing de l'innovation (2nd edition)** [More...](#)  
Dunod: Paris (France), 2011, 350 p.

### Book Chapters

PROKOPEC S.  
(PROKOPEC S., KURDY M.)  
**An International Marketing Strategy Perspective on Islamic Marketing**  
In: *Handbook of Islamic Marketing*  
Sandikci O., Rice G. (eds.)  
Edwar Elgar Publishing Ltd: Cheltenham (U.K.), 2011, chap. 12, pp. 208-225

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## PUBLIC AND PRIVATE POLICY

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### Articles Published in Journals

BOUTHINON-DUMAS H.  
**Quel remède au désintéret économique à agir : l'action de groupe ou les dommages-intérêts punitifs ?**  
In: *Revue Lamy de la Concurrence*, vol. 28, juillet/septembre 2011, pp. 151-156

NAPPI-CHOULET I.  
**La financiarisation des quartiers d'affaires : l'exemple de « Cœur Défense »** [More...](#)  
In: *Esprit*, November 2011, pp. 30-43

### Books

COLSON A.  
(LEMPEREUR A., COLSON A., translated by WETTER E.)  
**Méthode de négociation. On ne naît pas bon négociateur, on le devient (Swedish translation)** [More...](#)  
Liber: Malmö (Sweden), 2012, 277 p.

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## AWARDS AND NOMINATIONS

**Professor Fabrice Cavarretta** has received the **BPS (Business Policy and Strategy) Distinguished Paper Award** at the Academy of Management Annual Meeting 2011, for his paper "The Dangers of Deep Knowledge: New Ventures in the U.S. Solar Industry" (co-written with N. Furr and S. Garg).