



WORD FROM THE RESEARCH DIRECTOR

We are pleased to present the 2012 spring edition of *Research Flash*, the semi-annual newsletter highlighting the research activities of HEC Montréal's professors for the period from **June 1 to November 30, 2011**. It is with great enthusiasm that we present the results achieved by our researchers in attracting support from Canadian and Quebec funding agencies.

The success rate of our professors who applied for grants from the federal funding agencies (SSHRC and NSERC) was 48%, for a total of over \$1.7 million in research grants. For grants from Quebec funding agencies, the success rate was 40%, for a total of \$776,482.

There is additional good news to report regarding research at HEC Montréal in this issue. First, we are proud to announce that the *International Journal of Arts Management (IJAM)* is now listed in the influential *Journal of Citation Reports (JCR)*. In addition, two new research groups received an infrastructure grant from HEC Montréal's Research Council: the Groupe de recherche en sciences comptables (GRSC) and the Tech³Lab.

This edition of *Research Flash* also presents the findings of a comparative study of the research performance of HEC Montréal professors conducted in 2011 by the Research Office. Based on the results of this study, we can confidently say that

HEC Montréal has earned an enviable position among the leading research institutions both in Canada and abroad.

Congratulations to all our researchers! And to all our readers, I hope you have a great summer and I wish you rewarding research activities!

Jean-Claude Cosset

Director of Research

RESEARCH IN ACTION: AN EXCELLENT SHOWING BY HEC MONTRÉAL IN RECENT FUNDING COMPETITIONS

HEC Montréal professors had an excellent showing in the latest competitions of the main research granting councils: SSHRC, NSERC, FRQSC and FRQNT. We are pleased to announce that 19 new individual research grants were garnered for projects in which the lead researcher is from HEC Montréal. We also achieved a success rate of 50% for SSHRC grants, 33% for NSERC, 41% for FRQSC and 33% for FRQNT. A total of \$2.5 million was awarded to individual researchers by these four main funding agencies.

Of special note this year is the significant increase in the amount of funding awarded to our researchers by the SSHRC. In 2011-2012, 12 research projects received funding under the *Standard Research Grants* program (now replaced by the *Insight Grants* program), for a total of \$857,736. For 2012-2013, the total funding awarded to HEC Montréal professors under the *Insight Grants* program amounts to \$982,784, with six research projects obtaining grants.

This represents a 129% increase in the average amount awarded per grant (\$163,797 vs \$71,478). This shows that our researchers are obtaining better funding for their research projects, not to mention that these projects are being funded over a longer period of three to five years, compared to a previous maximum of three years for this type of grant.

The strong performance of our young researchers once again proves that HEC Montréal can be proud of its next generation of promising researchers. In fact, six of our young professors were successful in obtaining funding from the FRQSC's *Start-Up Program for New Research Professors*, for a success rate of 50%.

Moreover, if one takes into account the research projects carried out by our professors in collaboration with researchers from other universities, the total funding received amounts to nearly \$3.8 million.

Success rate: 50% (SSHRC)
33% (NSERC)
41% (FRQSC)
33% (FRQNT)

Total of \$2.5 million in individual grants awarded to HEC Montréal professors

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THE INTERNATIONAL JOURNAL OF ARTS MANAGEMENT (IJAM) EARNS RECOGNITION IN A PRESTIGIOUS INDEX

The *International Journal of Arts Management* (IJAM), specializing in research on arts management, has been listed in the influential *Journal of Citation Reports* (JCR). Since the publication of volume 12, IJAM has been included in the following indexes:

- Arts and Humanities Citation Index®
- Current Contents/Arts & Humanities®
- Social Sciences Citation Index®
- Journal Citation Reports®/Social Sciences Edition
- Current Contents/Social and Behavioral Sciences®
- Proquest/ABI INFORM®
- EBSCO
- JSTOR

“This recognition is very important for the research community in the area of arts management and cultural industries,” emphasized the IJAM’s Editor-in-Chief **Johanne Turbide**. “It means that the Journal is becoming a very highly regarded peer-reviewed publication.”

“Earning a place in this index is quite an exploit for the publishers of the IJAM, especially considering that the organization

responsible for the JCR admits only 10 to 12% of the 2,000 new journals that apply every year,” added Director of Research **Jean-Claude Cosset**. “It is also a source of pride for the School, since few business schools can boast of having a journal listed in the JCR. Not only does this accomplishment add to the prestige of the IJAM, but its publishers can look forward to a sharp increase in the number of articles submitted, since researchers are interested primarily in scientific journals indexed in the JCR to ensure citations of their articles.”

The IJAM was founded in 1998 by **François Colbert**, Director of the IJAM and holder of the **Carmelle and Rémi Marcoux Chair in Arts Management**. It quickly became a forum for international discussions, bringing together researchers, academics and practitioners in the arts and cultural field around articles whose quality and relevance is guaranteed by peer review.

With three issues a year (fall, winter and spring), the Journal currently has over 800 subscribers in 48 countries (60% international, 19% in Quebec and 21% in the rest of Canada).



François Colbert and Johanne Turbide

NEW RESEARCH UNITS

Two new research units were recognized by the Research Council in 2011-2012. They are the Groupe de recherche en sciences comptables (GRSC) and the Tech³Lab laboratory.

Groupe de recherche en sciences comptables (GRSC)



The Groupe de recherche en sciences comptables (GRSC) focuses on issues related to the role of accounting in corporate governance and management.

In line with this perspective, the GRSC's research program will revolve around **four main themes**: governance and financial reporting, audits, management control and taxation. These themes will allow the Group's researchers to study the entire financial reporting quality chain. This chain runs from **determinants** such as the motivation and attitude of management, to the quality of management control, by way of the audit and other governance mechanisms such as the board of directors, audit and compensation committees and the standardization process. It also covers its **effects**, notably on the financial and social performance of organizations.

Under the direction of **Claude Laurin**, a full professor in the Department of Accounting Studies at HEC Montréal, GRSC researchers propose to continue to advance in the field by building on theoretical frameworks derived mainly from disciplines in the social sciences, such as economics, finance, management, ethics, psychology and sociology. Moreover, like accounting itself, their research will span all types of organizations (public companies, closed-capital companies, multinational corporations, SMBs, public administrations, non-profits, etc.).

Tech³Lab laboratory

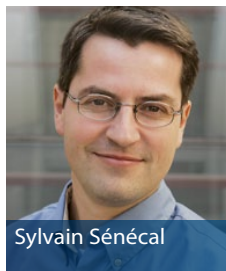


The research conducted at the Tech³Lab looks at how people interact with technology. It brings together two disciplines that are important for management science, which seeks to integrate the neurosciences: **neuroIS** (information technology and neuroscience) and **neuromarketing** (marketing and neuroscience).

The Tech³Lab's research program revolves around two main themes: the **performance of the users** who interact with technology and the **performance of the technological interfaces** themselves. It looks at these issues at both the **individual** and the **inter-individual level**.

In addition to the two principal researchers, Professor **Pierre-Majorique Léger** of the

Department of Information Technologies, and Professor **Sylvain Sénécal** of the Department of Marketing, the Tech³Lab boasts a team of researchers from a cross-section of different disciplines, including information technology, computer science, economics, management, industrial engineering and education. It is the combination of all these disciplinary fields that allows the Lab to explore different research themes using experimental protocols supported by a technology that is unique to HEC Montréal.



HEC MONTRÉAL, A WORLD-CLASS RESEARCH INSTITUTION

In 2011, the Research Office conducted a comparative study of the research performance of professors at HEC Montréal. To do this, we identified the research activities of a selection of business schools at 17 Canadian universities, listed here in alphabetical order: Concordia University, Dalhousie University, HEC Montréal, McGill University, McMaster University, Queen's University, Simon Fraser University, Université de Sherbrooke, Université du Québec à Montréal, Université Laval, University of Alberta, University of British Columbia, University of Calgary, University of Ottawa, University of Toronto, University of Western Ontario and York University. By limiting benchmarking to business schools at Canadian universities, we were able to obtain comparable academic institutions that for the most part offer public education in all three cycles of university studies.

We considered two types of indicators: publications and federal research grants. For each business school, we selected the professors whose names appeared on the web site of each university as at June 1, 2011. We then calculated the number of publications and the funding obtained in each business school.

If we consider only the journals in the top 15% of the Journal Citation Reports — i.e., journals with an “A” rating, which are the most prestigious according to HEC Montréal’s Research Incentive Policy — HEC Montréal has ranked third in each of the past three years (2008-2010) (see table below). The Rotman School of Management (University of Toronto) and the Sauder School of Business (University of British Columbia) place at the top of this ranking of the 17 business schools in Canada.

ARTICLES PUBLISHED BY PROFESSORS IN JOURNALS RANKED IN THE JCR¹ TOP 15% (2008-2010)

University	School/Faculty	Articles in the Top 15% of journals according to JCR	
		Number	Rank
University of Toronto	Rotman School of Management	121	1
University of British Columbia	Sauder School of Business	117	2
HEC Montréal	HEC Montréal	85	3
York University	Schulich School of Business	64	4
University of Western Ontario	Richard Ivey School of Business	50	5
Concordia University	John Molson School of Business	47	6
McGill University	Desautels Faculty of Management	45	7
University of Alberta	Alberta School of Business	43	8
McMaster University	DeGroote School of Business	40	9
Simon Fraser University	Beedie School of Business	39	10
Queen's University	Queen's School of Business	34	11
University of Ottawa	Telfer School of Management	25	12
Université du Québec à Montréal	École des sciences de la gestion	21	13
University of Calgary	Haskayne School of Business	21	13
Université Laval	Faculté des sciences de l'administration	15	15
Dalhousie University	Dalhousie's Faculty of Management	14	16
Université de Sherbrooke	Faculté d'administration	2	17

Source: Thomson-Reuters, 2011

1. JCR: Journal of Citation Reports

We also assessed HEC Montréal's performance in the area of research based on the success of the School's professors in obtaining funding from the federal government's two main funding agencies: the Standard Research Grant Program of the Social Sciences and Humanities Research Council (SSHRC), and the Discovery Grants Program of the Natural Sciences and Engineering Research Council of Canada (NSERC). Attracting research grants from these federal funding agencies is important for our School because the amounts obtained serve to determine the quota of Canada Research Chairs for each university in Canada as well as the allocation of indirect research costs. As indicated in the table below, HEC Montréal ranks third in terms of the total amount obtained from both federal funding agencies for the past three academic years (2008-2010).

Finally, each year, the University of Texas at Dallas establishes a world-wide ranking of research production by business schools. This ranking looks at 24 leading journals covering the various management disciplines: accounting (3 journals), finance (3), operations management (5), management and human resources (6), marketing (4), international business (1) and information technologies (2). Only two French-speaking management schools appear in this international ranking of the top 100 research business schools for the five-year period spanning 2007 to 2011: HEC Paris and HEC Montréal, which ranks 7th in Canada.

These different research indicators, whether inputs or outputs, clearly demonstrate HEC Montréal's status as a major player in the research field on both the Canadian and international stage.

TOTAL SSHRC STANDARD RESEARCH GRANTS AND NSERC DISCOVERY GRANTS OBTAINED BY PROFESSORS OVER THE PAST THREE YEARS (2008-2010)

University	School/Faculty	Total in grants obtained (\$)	Rank
University of British Columbia	Sauder School of Business	3,409,411	1
University of Toronto	Rotman School of Management	2,776,645	2
HEC Montréal	HEC Montréal	2,715,525	3
McGill University	Desautels Faculty of Management	2,159,030	4
Université du Québec à Montréal	École des sciences de la gestion de l'UQAM	1,643,668	5
University of Alberta	Alberta School of Business	1,368,880	6
York University	Schulich School of Business	1,200,703	7
Simon Fraser University	Beedie School of Business	1,162,046	8
McMaster University	DeGroote School of Business	1,130,362	9
Concordia University	John Molson School of Business	1,097,572	10
Université Laval	Faculté des sciences de l'administration	1,094,735	11
University of Western Ontario	Richard Ivey School of Business	1,021,319	12
University of Ottawa	Telfer School of Management	788,184	13
Queen's University	Queen's School of Business	782,009	14
Dalhousie University	Dalhousie's Faculty of Management	582,498	15
University of Calgary	Haskayne School of Business	510,414	16
Université de Sherbrooke	Faculté d'administration	129,730	17

Source : CRSH et CRSNG

ERPSIM: A PEDAGOGY OF IMPACTS

The Commercialization and Technology Transfer Department has supported and contributed to the development of ERPSim for a number of years already. An ERP system is a software package that integrates the main business functions in an organization, namely: production management, commercial management, logistics, human resources, accounting and management control. Since 2006, ERPSim, a collaborative effort by professors **Pierre-Majorique Léger** (instigator of the project), **Gilbert Babin** and **Jacques Robert**, all three from HEC Montréal's Department of Information Technologies, **Robert Pellerin** from École Polytechnique and **Bret Wagner** from Western Michigan University, have been proposing an innovative "learning-by-doing" approach to teaching ERP concepts using ERPSim, a game that simulates an actual business context in accelerated mode. More than just a simple transfer of technical knowledge and skills, this simulation allows users to develop problem-solving skills for complex, near-real business issues, fostering better collaboration between users as well as a better understanding of the business processes underlying various activities.¹

Today, just over five years later, more than 160 universities use this software, with the United States making up the main market (80%), followed by Europe and Asia. In fact, ERPSim represents approximately 8,000 users per year.

The co-inventors surrendered their academic copyright to HEC Montréal in order to allow the income generated by the academic version of ERPSim to be reinvested in the laboratory housed at HEC Montréal, where work continues to improve the product and provide support to the teaching professionals who use ERPSim as a pedagogical tool. This lab employs some 10 people, including students, who participate in the different stages of the software's development while also providing services to users. These students are exposed to real-life situations as they are called upon to solve problems encountered by customers and to dialogue directly with these users. In this way, not only do they gain valuable professional experience, but they also have an opportunity to develop technical skills that are highly sought after by future employees.

The recent arrival of Jean-François Michon underscores the desire to professionalize the laboratory. "Indeed, the main task was to structure the lab's activities. With the expansion of the team, we had to ensure proper follow-up of the projects. Policies and procedures had to be put in place to support users, but also for the majority of the operations. We had to develop business intelligences tools to gain a better understanding of our clientele and to monitor budgets more effectively." Thus, in addition to managing the lab's operations, Jean-François Michon also ensures customer relations, including everything from assisting in business development to offering support in the event of a major problem and providing user training. He also acts as a SAP and ERP expert for the development and evolution of solutions.

But the big news this past year was the development of ERPSim BI, a new approach to teaching business intelligence in a simulation environment. Previously, the traditional approach to teaching dashboard development used static data that did not allow students to determine the pertinence of the information they were using. With ERPSim BI, they can now visualize their creation in real time and observe the impact immediately. Participants can connect to a database that is updated in real time based on their hypotheses. This allows them to: 1) understand how information is structured in this type of system; 2) develop their own dashboard; 3) understand the challenges related to representing information and to the quality of information; and 4) better understand how certain ways of representing information are more pertinent than others depending on the situation.

As pointed out by Jean-François Michon, ERPSim involves a transition from the role of "teacher" to the role of "coach." It is no longer simply a matter of teaching students how to use an integrated system, but also of helping them understand what they are doing. They are led to reflect on how they can use the system to make better decisions and on how to implement these solutions.

For more information, visit the ERPSim site:
<http://erpsim.hec.ca/en>

ERPSim Lab
HEC MONTRÉAL

1. <http://lapresseaffaires.cyberpresse.ca/economie/quebec/200905/11/01-855319-ti-vers-de-meilleurs-retours-sur-linvestissement.php>

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PARMENTIER, Marie-Agnès. "When David Met Victoria: Forging a Strong Family Brand," *Family Business Review*, Vol. 24, no. 3, September 2011, p. 217-232.

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(PERIOD OF JUNE 1 TO NOVEMBER 30, 2011)

BARÈS, Franck, PIRNAY, Fabrice. "Essaimage universitaire et croissance: un mariage contre nature?" *Entreprendre & Innover*, nos. 9-10, June 2011, p. 29-39.

BARIN CRUZ, Luciano, COLOMBO, Jonathan. "Energy, Poverty and the Market: The CSR Strategy of Coelce in Brazil," *International Journal of Case Studies in Management*, Vol. 9, no. 2, June 2011, 32 p.

BEAULIEU, Martin, **REBOLLEDO, Claudia**, **LANDRY, Sylvain**. "L'expérience CPFR de L'Oréal Canada: la mise en place (A), la réalité au quotidien (B)," *International Journal of Case Studies in Management*, Vol. 9, no. 3, September 2011, 39 p.

BEAULIEU, Martin, **ROY, Jacques**. "La gestion des fournisseurs privilégiés chez Komatsu Canada," *International Journal of Case Studies in Management*, Vol. 9, no. 3, September 2011, 28 p.

BEAULIEU, Martin, **LANDRY, Sylvain**. "La machine Toyota," *International Journal of Case Studies in Management*, Vol. 9, no. 3, September 2011, 51 p.

BOURHIS, Anne. "Absences et retards: le casse-tête d'un gestionnaire," *International Journal of Case Studies in Management*, Vol. 9, no. 2, June 2011, 21 p.

BOURQUE, Reynald, **HENNEBERT FAULKNER, Marc-Antonin**. "The Transformation of International Trade Unionism in the Era of Globalization," *Just Labour*, Vol. 17 & 18, 2011, p. 1-17.

CARDINAL, Jacqueline, **LAPIERRE, Laurent**. "L'Opéra national de Paris et Gerard Mortier," *International Journal of Case Studies in Management*, Vol. 9, no. 3, September 2011, 51 p.

CENESIZOGLU, Tolga, **PAPAGEORGIOU, Nicolas**. "Gestion de risque: le projet de financement de la centrale électrique Shajiao B," *Assurances et gestion des risques*, Vol. 79, nos. 3-4, October 2011-January 2012, p. 363-380.

CROTEAU, Anne-Marie, **RIVARD, Suzanne**, **TALBOT, Jean**. "Visioning Information Technology at Cirque du Soleil," *International Journal of Case Studies in Management*, Vol. 9, no. 3, September 2011, 20 p.

DAHAN, Jacqueline, **ST-ONGE, Sylvie**. "Les Services d'accès Desjardins: le 'triangle du succès,' d'un centre d'appels," *International Journal of Case Studies in Management*, Vol. 9, no. 2, June 2011, 32 p.

D'ASTOUS, Alain, BERRADA, Chems. "Communication Strategies to Enhance the Effectiveness of Product Placement in Movies: The Case of Comparative Appeal," *International Journal of Arts Management*, Vol. 14, no. 1, Fall 2011, p. 45-55.

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EYNAUD, Philippe, **CHATELAIN PONROY, Stéphanie**, **SPONEM, Samuel**. "L'enquête gouvernance: Les premiers résultats," *Juri Associations*, Vol. 447, November 2011, p. 22-26.

FILION, Louis Jacques, LIMA, Edmilson. "Le partage de la vision dans les très petites entreprises," *Entreprendre & Innover*, nos. 9-10, June 2011, p. 7-20.

HENNEBERT FAULKNER, Marc-Antonin. "Cross-Border Union Alliances and Transnational Collective Bargaining: A Case Study in a Canadian MNC," *Just Labour*, Vol. 17 & 18, 2011, p. 18-33.

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KHOURY, Nabil, **BARIN CRUZ, Luciano**. "Road to Kamaka: The Struggles of Poverty and Desertification," *Emerging Markets Case Studies*, Vol. 1, no. 4, 2011, p. 1-21.

LANDRY, Suzanne, **SCHIEHLL, Eduardo**. "Performance Evaluations: Subjectivity + Traditional Measures," *CMA Magazine*, May-June 2011, p. 30-31.

LE MAUX, Julien. "Lafuma," *International Journal of Case Studies in Management*, Vol. 9, no. 3, September 2011, 54 p.

LE MAUX, Julien. "Pour une mesure plus précise de la qualité de l'information financière: l'apport de la lisibilité," *La Revue du Financier*, Vol. 190-191, July-October 2011, p. 6-22.

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MARQUEZ-FARIAS, Zaida, **LAPIERRE, Laurent**. "Gabriel Garcia Marquez and the Foundation for a New Ibero-American Journalism," *International Journal of Arts Management*, Vol. 14, no. 1, Fall 2011, p. 56-68.

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ROUSSEAU, Catherine, **ST-ONGE, Sylvie**, **MAGNAN, Michel**. "Corporation Nortel Networks: Le naufrage du Titanic canadien," *International Journal of Case Studies in Management*, Vol. 9, no. 4, November 2011, 94 p.

CANADIAN SPACE AGENCY (CSA) – CAPACITY BUILDING IN SS&T – CLUSTERS PILOTS

COHENDET, Patrick, BEAUDRY, Catherine, GARDONI, Mickaël, STOJAK, Lucy. *M(IES)²C (Mesure des impacts économiques/technologiques et sociétaux de l'investissement dans l'expertise spatiale au Canada)*, \$442,251.

AUTO21 – NETWORK OF CENTRES OF EXCELLENCE

JARDINE, Andrew K. S., **BELLAVANCE, François**, DONMEZ, Birsen. *The Driving Simulator-based Eco-drive Training Project (DSET)*, \$86,000.

SSHRC – AID TO RESEARCH WORKSHOPS AND CONFERENCES IN CANADA

COHENDET, Patrick. *Septièmes Journées de la Proximité*, \$20,245.

SSHRC – PARTNERSHIP DEVELOPMENT GRANTS

COHENDET, Patrick, BALLOFFET, Pierre, SIMON, Laurent. *Leadership et management de la création dans la société de l'innovation: fondements théoriques, constats empiriques et enjeux pratiques pour le développement économique*, \$198,150.

SÉNÉCAL, Sylvain, BARKI, Henri, CAMERON, Ann-Frances, DESCHÊNES, Jonathan, LÉGER, Pierre-Majorique, ORTIZ DE GUINEA LOPEZ DE ARANA, Ana, TAMS, Stefan, TITAH, Ryad, RIEDL, René, DUFRESNE, Aude. *Mobile Usage, its Antecedents and Consequences: A Multi-Method Research Program*, \$180,000.

SSHRC – PUBLIC OUTREACH GRANTS – INNOVATION, LEADERSHIP AND PROSPERITY

TREMBLAY, Benoit, ROY, Jean, RIZKALLAH, Élias. *Gouvernance des grandes coopératives de services financiers. Modélisation et enjeux*, \$71,990.

SSHRC – INSIGHT GRANTS

DIONNE, Georges. *Securitization and Asymmetric Information in Financial Markets*, \$194,000.

MARCOUX, Jean-Sébastien. *La disparition des témoins et la gestion de la mémoire*, \$192,200.

PARENT, Daniel. *Performance Pay: Its Impact on Inequality and its Differential Impact Along Gender Lines*, \$93,750.

RAVENNA, Federico, BOUAKEZ, Hafedh. *Financial Frictions, Liquidity Traps, and Macroeconomic Policies*, \$156,644.

RODRIGUEZ, Rosario (Charo), **PARÉ, Guy, VALIQUETTE, L., TOUATI, N., BARKUN, J., LAPOINTE, L. & SICOTTE, C.** *Agency, Information Technology and Institutional Change in Knowledge-based Complex Professional Organizations*, \$302,860.

ROUSSEAU, Vincent, **AUBÉ, Caroline, TREMBLAY, Sébastien**. *Leadership partagé dans les équipes de travail: mieux comprendre ses effets et son émergence*, \$114,000.

SÉNÉCAL, Sylvain, FREDETTE, Marc, LÉGER, Pierre-Majorique. *Consumers' Online Cognitive Scripts: Activation and Formation*, \$128,400.

TREMBLAY, Michel, CHÈNEVERT, Denis, VANDENBERGHE, Christian. *Étude de la diversité et de la qualité des relations avec le supérieur et les collègues dans la mobilisation, le turnover et la performance des établissements du commerce de détail*, \$217,790.

FRQNT – TEAM RESEARCH PROJECTS

HANSEN, Pierre, BELLAVANCE, François, CAPOROSSI, Gilles, LAROCQUE, Denis, PERRON, Sylvain. *Optimisation en exploitation de données (Data Mining)*, \$137,000.

FRQSC – START-UP PROGRAM FOR NEW PROFESSOR-RESEARCHERS

DURAND, Aurélia. *Loin des yeux, loin du cœur? L'impact de la distance du pays d'origine sur l'offre de valeur et les relations interentreprises*, \$39,600.

JEANNERET, Alexandre. *Analyse des facteurs permettant d'expliquer le risque de défaut des gouvernements sur leur dette*, \$39,600.

MALSCH, Bertrand. *L'expertise professionnelle des économistes en temps de crise: pratiques, calculs et rationalité*, \$39,600.

MARMOUSEZ, Sophie. *Étude de l'influence des réseaux sociaux dans le domaine de l'audit légal*, \$39,600.

PAQUETTE, Julie. *La création de valeur: l'étude des entreprises manufacturières qui offrent des services fortement ou faiblement liés à leurs produits*, \$39,600.

PARMENTIER, Marie-Agnes. *Façonner une marque dans l'industrie de la mode*, \$38,442.

FRQSC – RESEARCH TEAM SUPPORT

LASSERRE, Pierre, BENCHEKROUN, Hassan, CAIRNS, Robert, GAUDET, Gérard, **LEROUX, Justin**, LONG, Ngo Van. *Dynamique et gestion stratégique de l'environnement et des ressources naturelles en contexte risqué*, \$444,928.

RAVENNA, Federico, BOUAKEZ, Hafedh, GUAY, Alain, NORMANDIN, Michel, PHANEUF, Louis. *Le rôle de l'interaction entre les marchés financiers, l'intermédiation financière et les politiques économiques dans la performance macroéconomique des pays industrialisés*, \$403,040.

WALKER, Thomas, BHABRA, Harjeet, **COSSET, Jean-Claude, Qi, Yaxuan, RIBONI, Alessandro, ROUSSEAU, Stéphane, ULLAH, Saif**. *La gouvernance d'entreprise, gestion éthique et la performance des entreprises: l'impact des politiques juridiques, réglementaires et fiscales dans les pays de droit civil et common*, \$52,776.

MITACS – ACCELERATE

DIONNE, Georges, YÉ, Marie (intern). *Backtesting de stratégies en finance*, \$15,000.

FREDETTE, Marc, LAROCQUE, Denis, CHIADMI, Amina (intern). *Proposition d'un modèle prédictif pour les élections provinciales du Québec*, \$15,000.

RIVARD, Suzanne, BÉLAND-BRULÉ, Alexandre (intern). *Alignement stratégique des technologies de l'information par l'utilisation de tableaux de bord*, \$15,000.

NSERC – DISCOVERY GRANTS

HANSEN, Pierre. *Combinatorial and global optimization with applications to data mining*, \$270,000.

NSERC – COLLABORATIVE RESEARCH AND DEVELOPMENT GRANTS

SOUMIS, François, DESAULNIERS, Guy, **DESROSIERS, Jacques**, EL HALLAOUI, Issmail. *Nouveaux modèles et algorithmes pour l'optimisation des horaires d'équipages aériens*, \$382,927.

EXTERNAL AWARDS AND DISTINCTIONS

BARIN CRUZ, Luciano. 2011 Outstanding Reviewer Award, for the exceptional quality of his contribution as a scientific reviewer for the *Management Decision* journal, Emerald Literati Network.

CARRILLAT, François, LEGOUX, Renaud. Award for the best article in marketing: "You Could Charm the Critics and Have Nothing to Eat: A Meta-Analysis of the Effect of Gatekeepers on Motion Picture Performance," 11th International Conference on Arts and Cultural Management, August 2011.

CARRILLAT, François. 2011 Outstanding Reviewer Award, for the exceptional quality of his contribution as a scientific reviewer for the *European Journal of Marketing*, Emerald Literati Networks, June 2011.

CHAREST, Guy, **COSSET, Jean-Claude, MARHFOR, Ahmed, M'ZALI, Bouchra.** Best Paper Award, Finance Division: "Financing Constraints and International Cross-Listing - Contraintes de financement et cross-listing international," 39th Annual Conference of the Administrative Sciences Association of Canada (ASAC), July 2011.

CHEBAT, Jean-Charles. Leaders in Business Research and Practice Award, recognizing the outstanding contribution of a Canadian or foreign researcher in the field of management, Sprott School of Business, Carleton University.

DENIS, Jean-Louis, **LANGLEY, Ann, ROULEAU, Linda.** 2011 «SO! WHAT» Best Paper Award for: "The Power of Numbers in Strategizing," *Strategic Organization*, 2011.

GRÉGOIRE, Yany, GELBRICH, Katja, MULLER, Jana, ROSCHK, Holger. Best Paper in Track Award: "The More Compensation the Better? The Nonlinear Relationship Between Compensation Level and Post-Complaint Satisfaction," Australian & New Zealand Marketing Academy Conference (ANZMAC), November 2011.

LANGLEY, Ann. Honorary Ph.D., Norwegian School of Economics and Business Administration, September 2011.

PARÉ, Guy, CAMERON, Ann-Frances, POBANZAOU, Placide, TEMPLIER, Mathieu. Honourable mention for: "A Systemic Assessment of Rigor in Information Systems Ranking-Type Delphi Studies," 39th Annual Conference of the Administrative Sciences Association of Canada (ASAC), July 2011.

SCHIEHLL, Eduardo. Made a CMA Fellow, in recognition of his professional and personal achievements and his commitment to the Ordre des CMA du Québec [Quebec Order of Chartered Management Accountants], CMA Canada.

TAMIN, Haitham, CROTEAU, Anne-Marie, **AUBERT, Benoit A.** Best Paper Award, Information Systems Division: "Contemporary IS Department Characteristics: Exploratory Case Studies," 39th Annual Conference of the Administrative Sciences Association of Canada (ASAC), July 2011.

AWARDS AND DISTINCTIONS GRANTED BY HEC MONTRÉAL

DELAGE, Erick. 2011 Young Researcher Award, for research conducted over the past three years.

LE BRETON, Isabelle. 2011 Chenelière Éducation/Gaëtan Morin Award, for research conducted over the past three years.

ROULEAU, Linda. 2011 Pierre-Laurin Award, for research conducted over the past three years.

LIST OF DOCTORAL DISSERTATIONS

(PERIOD OF JUNE 1 TO NOVEMBER 30, 2011)

DINE, Abdessamad

"Arbres et forêts aléatoires pour variables réponses multivariées mixtes" / "Multivariate Trees and Random Forests for Mixed Outcomes"

BELLAVANCE, François (Co-supervisor)

LAROCQUE, Denis (Co-supervisor)

FAKIH, Ali

"Trois essais en économie du travail avec des données canadiennes sur les milieux de travail et les employés"

DOSTIE, Benoit (Supervisor)

GUERTIN, Jean-François

"Three Essays on the Development, Validation and Confirmation of the Flow Construct to Investigate Navigational Web Site Experiences"

NANTEL, Jacques (Supervisor)

KEOULA, Michel Yevenunye

"Four Essays in Natural Resource Economics and Carbon Markets Finance"

BRETON, Michèle (Supervisor)

LAAJIMI, Sadok

"Three Essays on Default Risk"

DIONNE, Georges (Supervisor)

MEKKI BERRADA, Abdelouahab

"Trois essais sur l'influence relative et les stratégies de résolution de conflit lors d'une prise de décision d'achat en ligne en couple"

NANTEL, Jacques (Supervisor)

MEKNASSI, Siham

"Essays on Cross-Listing and International Mergers and Acquisitions"

COSSET, Jean-Claude (Supervisor)

SOLARTE, Leonardo

"El management y las logicas de gestion en las organizaciones de desarrollo social" / "Le management et les logiques de la gestion propres aux organisations de développement social"

CHANLAT, Alain (Supervisor)

SOTIROPOULOS, Veneta

"The Impact of Social Factors on Overspending on Credit Cards Among Young Consumers"

D'ASTOUS, Alain (Supervisor)

STEC, Deryk

"Coaching: Arena Life, Organizing Performance and Managing Hopes"

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