

## Dr. REGIS COEURDEROY

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IAG, School of Management.  
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### ACADEMIC POSITION

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Since January 2001

**IAG, School of Management. Université Catholique de Louvain (Louvain-la-Neuve, Belgium)**

*Associate Professor in Strategic Management*

*Main fields of teaching:*

*Managerial Economics and Strategic Management  
("Ingénieurs de gestion; Graduates in Management)  
New Venture Creation (Interdisciplinary program)  
Theories of the firm (Ph.D level)*

*Main fields of research: Strategic Management; Management of Innovation; Transaction Cost Economics*

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### EDUCATION

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1996            **Doctorat en Sciences de Gestion (Ph.D. in Strategic Management)**, Hautes Etudes Commerciales (HEC), France

1993            **Diplôme d'Etudes Approfondies en Stratégie et Management (Postgraduate Diploma in Strategy and Management)**  
Université Paris X-HEC-ESSEC, France

1991            **MA in International Politics (English - French Program)**  
Université Libre de Bruxelles, Belgium

1990            **Diploma**  
« Sciences-Po Paris » (Institut d'Etudes Politiques), France

1988            **Maîtrise de Philosophie (Bachelor's Degree in Philosophy)**  
Université Paris-I Sorbonne, France

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## FORMER PROFESSIONAL EXPERIENCE

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April  
1999 –  
January  
2001

### **European Commission (Brussels)**

Directorate General Economic and Financial Affairs,  
« Internal market and national products and services  
markets; competition policy; analysis of competitiveness »  
Unit

*In charge of: Economic issues on entrepreneurship  
and SMEs; corporate competitiveness in Europe;  
development of the Bach database (Bank for the Accounts  
of Companies Harmonised)*

September  
1994 –  
March  
1999

### **Banque de France (Paris)**

Corporate Division

*In charge of: Management of the database on French  
corporate strategies (SESAME), economic studies on  
SMEs*

October  
1991 –  
August  
1994

### **Hautes Etudes Commerciales (HEC School of Management, France)**

*Assistant Ph.D. lecturer*

July 1990  
– October  
1991

### **Centre d'Etude des Relations entre Stratégies et Technologies (CREST.- Ecole Polytechnique, Paris)**

*Junior consultant (restructuring in the defence industry)*

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## OTHER TEACHING EXPERIENCE

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- 2000  
2002                    **Université de Paris I Panthéon-Sorbonne, France**  
*The Economics of Network Organizations*  
*Cours de DEA (Ph.D. Course)*
- 1999 –  
2000                    **Université de Versailles, St Quentin en Yvelines, France**  
*European Corporate Competitiveness*  
Magistère de Sciences de Gestion (Postgraduate level)
- 1998 –  
2000                    **Université de Versailles, St Quentin en Yvelines, France**  
*Corporate Strategy*  
D.E.S.S. Certificat d’Aptitude à l’Administration des  
Entreprises (Postgraduate level)

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## EXECUTIVE EDUCATION

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- 2002 on                    **Banque de France, Paris**  
*European Competitiveness*
- 2002 on                    **Arcelor, Brussels**  
**UCL Program “Management of innovation”, Louvain-la-Neuve**  
*Strategies of Innovation*
- 2001-  
2002                    **Banque de France, Paris**  
**Institut Royal Supérieur de défense, Brussels**  
*Corporate Strategy*

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## OTHER ACADEMIC AND RESEARCH ACTIVITIES

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2002                    **Expert for ANVIE** (*Association Nationale pour la Valorisation Interdisciplinaire de la recherche*), Paris

June –  
July 2001            **London Business School.**  
*Visiting Fellow at Foundation for Entrepreneurial Management*

Since  
1997                    **ATOM, Université de Paris I**  
*Member of the research center «Analyse Théorique des Organisations et des Marchés» (Theoretical Analysis of Organisations and Markets)*

**Academic Referee**  
*Research Policy, European Management Journal, Revue Economique de Louvain ; AIMS, AOM.*

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## OTHER

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**Languages:** French (mother tongue), English (fluent), German (concepts)

**Statistical softwares:** SAS, SPSS, STATA

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## ARTICLES (Academic journals)

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- 2004 Leveraging the advantage of early entry: proprietary technologies versus cost leadership. *Journal of Business Research*, forthcoming (with R. Durand)
- 2003 Linking Together First Mover advantage and Generic Strategies. *European Business Forum*, Winter issue (with R. Durand).
- 2001 Age, Order of Entry, Strategic Orientation and Organizational performance. *Journal of Business Venturing*, 16(5), p.471-474 (with R. Durand).
- 2001 Is there a Size Gap in Corporate Leverage? A European comparison. *Jahrbücher für Nationalökonomie und Statistik*, 221 (5-6), p.672 – 688.
- 2001 La cohérence des choix stratégiques : l'impact des décisions d'entrée et des stratégies génériques sur les performances organisationnelles des firmes. *Finance, Contrôle, Stratégie*, 4(3), p. 57 - 88 (with R. Durand).
- 1997 L'économie des coûts de transaction : un bilan des études empiriques sur l'intégration verticale (Transaction Cost Economics: A Survey of Empirical Research on Vertical Integration). *Revue d'Economie Politique*, 107, p.145-181 (with B. Quélin).

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## ARTICLES (Other journals)

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- 2003 “Commentaire de Edwin Mansfield, Economie managériale. Théories et applications, traduction de la 4e édition américaine par Bruno Jérôme, Coll. Ouvertures économiques - Balises, Bruxelles, De Boeck, 2002, 784 p., *Reflets et perspectives de la vie économique*, Editions De Boeck Université, Bruxelles (à paraître).
- 2002 “Comment rendre plus attractive notre recherche industrielle”, *Les Echos*, vendredi 1er et samedi 2 août 2003 (avec C Mothe et M Ingham).
- 1996 “The Agenda” de Michael Hammer, un commentaire critique de l'ouvrage, *Manageris*, n°100.
- 1996 Les stratégies d'exportation des entreprises françaises (The Export Strategies of the French Companies). *Bulletin de la Banque de France*, Supplément "Etudes", 4ème trimestre, p.57-68.

Economie d'entreprise et stratégie (Corporate Economics and Strategy).  
*Bulletin de la Banque de France*, Supplément "Etudes",  
2ème trimestre, p.129-144 (with F. Mouriaux).

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## CHAPTERS

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- 2004 Le concept de réseau en management stratégique (Networks in Strategic Management) in C. Voisin (ed) *Les réseaux : dimensions organisationnelles et stratégiques*, Economica (with M. Ingham).
- 1998 L'économie des coûts de transaction : fondements théoriques et applications managériales (Transaction Cost Economics: Theory and Managerial Applications). in H. Laroche and JP Nioche (eds) *Repenser la stratégie*, Vuibert (with B. Quélin).
- 1997 Les PME de l'industrie et l'exportation : stratégies de développement et performance (SMEs and export: international strategy and performance). *Synthèses*, Institut National des Statistiques et des Etudes.
- 1994 *Les institutions du capitalisme*. Traduction de "The Economic Institutions of Capitalism", O.E. Williamson, InterEditions (with E. Maincent).

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## KEY NOTE SPEAKER

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- 2003 Financing for Growth. *Plenary session, 4<sup>th</sup> 4x4 Conference Taste of Entrepreneurship*, Louvain-la-Neuve.
- 2002 Le concept de réseau en management stratégique (The Concept of Network in Strategic Management). Université Paris- Sud, Faculté Jean Monnet. Opening session, Conference « Les réseaux : dimensions stratégiques et opérationnelles », Sceaux, 26 September (with M. Ingham).
- 2002 Internationalisation of Hi-Tech Start-ups: Learning in Contexts of Institutional Diversity. *Plenary session, 5<sup>th</sup> International Conference on the Dynamics of Strategy*, University of Surrey, Guilford, 31 May (with G. Murray).
- 2002 Institutional Environment and Organizational Design. Workshop (organizer), *1<sup>st</sup> European School of New Institutional Economics (ESNIE)*, 3 April, Cargèse.

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## MAIN PRESENTATIONS IN INTERNATIONAL CONFERENCES

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- 2003 Supervision, Renegotiation, and Dispute Resolution: the complementarities of contractual clauses against “governance misalignment”. *VIIth Conference of the International Society for New Institutional Economics*, Budapest (With E. Brousseau and C. Chaserant).
- 2003 “Explaining Factors affecting the Speed of Change Adoption”, *EGOS Conference*, Copenhagen (with A Vas).
- 2003 Legal Environments and Appropriability risks: Evidence on the Learning Processes of New Innovating Firms through Market Entries, *ERIM Research Seminar Organizing for Performance*, March 25, Rotterdam School of Management.
- 2002 Legal Environments and Location choices by Hi-Tech Start-ups. *ZEW Conference: The Economics of Entrepreneurship and the Demography of Firms and Industries*, Zentrum für Europäische Wirtschaftsforschung, Mannheim (with G. Murray).
- 2002 Choices of Location and Institutional Factors: A Critical Issue in the First Stage of Internationalization. *22th Annual International Conference, Strategic Management Society*, Paris (with G. Murray).

- 2000 Internationalisation des start-ups et environnements institutionnels (Internationalization of start-ups and Institutional Environments). *11ème Conférence de l'Association Internationale de Management Stratégique*, Paris.
- 2000 Are there Legal Determinants of capital Structure? A European Comparison. *IVth Conference of the International Society for New Institutional Economics*, Tübingen.
- 1998 The BACH Data as a Basis for Analysing Financial Structure of Enterprises in EU-Countries. Workshop "Institutional Foundations and Macroeconomic Consequences of Firms' Financial Structure". *HWWA, Institut für Wirtschaftsforschung*, Hamburg.
- 1998 Proprietary Knowledge Transfers Across Borders and Choice of Governance: A Test on Software and Computing Firms. *European International Business Academy*, Vienna (with M. Ghertman).
- 1997 Technological Groups, Dynamic Resourcefulness and Strategic Efficiency. *Academy of Management*, San Diego. (with R. Durand).
- 1997 Innovation, actifs immatériels et structure financière (Innovation, Intangible Assets and Financial Structures). *6ème Conférence, Association Internationale de Management Stratégique*, Montréal.
- 1996 Technological Groups, Strategic Orientations and Firm Performance: An Empirical Research on French Manufacturing Firms. *24th Conference European Association for Research in Industrial Economics*, Leuven (with R. Durand).
- 1996 The Governance of Foreign Subsidiaries by Software and Computing Multinational Firms: Controlling Trust. *17th Annual International Conference, Strategic Management Society*, Barcelona (with M. Ghertman).
- 1996 Transferring Knowledge across Borders: A Transaction Cost Perspective on the Internationalisation of Software and Computing Industry. *16th Annual International Conference, Strategic Management Society*, Phoenix (with M. Ghertman).
- 1995 La trésorerie des entreprises dans un jeu d'engagement crédible (Corporate Current Investments and Credible Commitments). *Journées Internationales de l'Association Française de Finance*, Geneva (with H. Koulayom).
- Export Behaviour and Firm Performance: A Perspective on the Sources of International Competitiveness. *15th Annual International Conference, Strategic Management Society*, Mexico.

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## WORKING PAPERS

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- 2002 *L'économie des Organisations* (The Economics of Organizations). Book Project (Editions Vuibert)
- 2002 Legal Determinants of Capital Structure: A European Perspective
- 1999 International Transfers of Knowledge, Host Country Uncertainty and Firm Experience: A Test of their Impact on Entry Mode Choices by Software and Computing Firms (with M. Ghertman).

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## TEACHING CASES

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- 2004 New Tree. *UCL*.  
Glass Consult, *UCL*.
- 1994 BT: An International Ambition in Telecommunications. *Groupe HEC*.
- 1993 Diagram: A Case of Failure in Vertical Integration. *HEC Management*.
- 1992 CFM-International: An International Strategic Alliance. *Groupe HEC*.  
Printed in "Stratégie d'entreprise : études de cas", P. Dussauge et B. Garrette, InterEditions, 1993 , pp.77-93.

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## DOCTORAL DISSERTATION

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- 1996 *"Formes d'investissements directs à l'étranger et théorie des coûts de transaction : une recherche exploratoire sur les sociétés de service informatique"*.
- (Foreign Direct Investment and Transaction Cost Theory: An Exploratory Research on Software and Computing Service Firms).
- Jury:* Jean-François Hennart (Chairman), University of Urbana-Champaign; Michel Ghertman (Advisor), HEC France; Eric Brousseau (Referee), University of Nancy; Pierre Valette-Florence (Referee), University of Grenoble; Pierre-André Buigues, European Commission; Rafaël Ramirez, HEC France.
- Best distinction* (Très honorable avec les félicitations du jury à l'unanimité).