



International Purchasing and Supply Education and Research Association

NEWSLETTER Feb 2017

Dear IPSERA members

I am pleased to send you the Feb 2017 newsletter!

Kindest regards, Jury

Jury Gualandris (UCD Smurfit, Ireland) - IPSERA Exec Committee member, lead for marketing (newsletter@ipsera.com)

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26th IPSERA CONFERENCE in Budapest/Balatonfüred 2017
<http://ipsera2017.com/>

- Reminder: REGISTRATION

It is now possible to register for the 2017 IPSERA conference in Budapest and Balatonfüred, Hungary! Early birds pay a reduced conference fee, available until the 22nd of January 2017! Each year the local host of the IPSERA conference offers a reduced conference fee of € 200 to 15 PhD students. Application for the reduced conference fee is processed through the bursary application form which should be filled out and submitted to kai.foerstl@ggs.de.

Link to the application form:

<http://ipsera.com/Resources/Documents/Bursary%20Application%20Form.docx>

This year a new reduced conference fee is introduced for IPSERA Veterans – the “IV-league”. Ipsera Veterans of 65 years and over can apply for a reduced conference fee of € 200. To apply for this special rate, please send an email to dirkkamann@yahoo.ca. It would be nice if you mention the Ipsera conferences you have attended and your institutional affiliation before retirement - if retired of course. IPSERA will check if you are indeed a known Ipsera participant of that age :-)

Registration is available through this direct link:

<http://ipsera.com/event-2196800/Registration>

2017 IPSERA Educator's conference

We look forward to welcoming participants at the 2017 IPSERA Educator's Conference, which takes place on Sunday the 9th April at Corvinus University in Budapest. We have put together an exciting programme for the day, starting with a keynote address by Tobias Schoenherr from Michigan State University. This is followed by a series of insightful conference paper presentations on a range of subjects such as startup skills for PSM professionals, activities to improve sourcing decisions, tailored procurement training in the mining industry and the use of purchasing process models in PSM education. The afternoon begins with further presentations on pertinent education topics such as the use of PSM on-line education in global sourcing, embedding different media in teaching and how core texts can facilitate the teaching process.

The day ends with a fully interactive workshop entitled "**PSM educators make a difference – truth, alternative fact or fake news?**" Prompted by the recent shifts in the political landscape, this highly topical session is an opportunity for us to reflect on our role and contribution as PSM educators. The roundtable format will provide an open and constructive atmosphere in which to discuss how, if at all, we may wish to adapt our practice in these times of rapid change. Facilitators include Louise Knight (Aston, UK), Erik van Raaij (Erasmus, NL), Steve Kelly (Staffordshire, UK), Joanne Meehan (Liverpool, UK) and Wendy Tate (Tennessee, US).

The Educator's Conference is community led and we aim to ensure that the day is as productive and interactive as possible. Please contact stephen.kelly@staffs.ac.uk for any further information.

2017 IPSERA PDWs

A number of Personal Development Workshops will take place during the conference. To benefit from them, **please send an email to the organisers of the particular workshop and/or register during registration for the conference**. Send a CC to info@ipsera2017.com so we can try to avoid that you have to present a paper at the same time you wish to attend a PDW. In case you tick the appropriate box when registration takes place, you allow us to forward your email to the organisers of the particular PDW to send you relevant material. Your email will not be used for any other purpos

- 1: "Supply Chain Finance" - Part 1 and part 2;
- 2: "Necessary Condition Analysis (NCA)" - Part 1 and Part 2;
- 3: "Methodology and modeling of Purchasing and Supply Problems";
- 4: "What makes an outstanding academic in P/SM" - part 1 (60 min) and 2 (90 min);
Sponsored by the Journal of Purchasing and Supply Management (JPSM) and the Journal of Supply Chain Management (JSCM)
- 5: "Meeting the Editors: JPSM, JSCM, SCMij"

More information about each PDW is available at the following link:

<http://ipsera2017.com/personal-development-workshops/>

IFPSM Summer School 2017

Applications for the IFPSM Summer School are underway! The school in its 22nd year has seen hundreds of academics in purchasing and supply chain. The summer school is an opportunity for intensive interaction of PhD students from all around the world with some of the leading professors in the field. The summer school is best known for its ability to develop networks of purchasing and supply management professionals from around the world, teach students about academic etiquette – what does it take to be a good academic, have some fun and learn about interesting and exciting research being performed around the world.

The summer school is a combination of:

- lectures by the professors: providing an overview on specific purchasing and supply topics and the state of the art on that subject;
- presentations by the students: presenting their research and receiving feedback

The Summer School aims to:

- assist participants in their own PhD research;
- provide an overview of broader purchasing and supply research;
- provide a forum for talented young scholars for exchanging ideas and establishing a research network;
- create a joint working experience with international colleagues;
- help to develop a network that is critical for success in the P/SM field

Comments from 2016 participants:

“The IFPSM Summer School is a great event for PhD’s early in their project. I joined in my second year, and it was a great experience to meet fellow PhD researchers from around the world and experienced researchers (faculty) in the Supply Chain / purchasing / public procurement area. Presenting my research for fellow PhD students and a range of faculty, I got some very good constructive feedback and hints. They have helped me to develop my PhD in terms of scope, given me ideas for publications, which theories may be applicable to my project, etc. The workshops by the faculty are a great way to get a much bigger understanding of important areas of SCM research. But most of all, it was very much fun to get together in an informal atmosphere, enjoying meals and during the evenings some drinks together. I’ve gotten to know some very nice people I will probably run into during the rest of my academic career, and some plans for future collaboration have already been created!”

“I’m very glad to have made part of the Summer School, last year. It was a unique and unforgettable opportunity. We had amazing lectures by special professors, always contemplating the state of the art on purchasing and supply topics. Furthermore, we had the opportunity to present our research and receive feedback. It provided many contributions to my research. Students with a distinct background, exchanging ideas and establishing a research network, it’s amazing! Take part!”

“I understood in summer school that research can be rigorous but fun at the same time.”

“What I really enjoyed (apart from the good fun that we had) was the mixture of the group. One the one hand you can learn from the obstacles that other PhD students faced at different stages of their research and the solutions that they found, on the other hand you receive very valuable feedback from the professors.”

Info about important dates and costs are *coming soon*.

Happy Stories in the IPSERA community

Godfrey Mugurusi successfully defended his PhD in 2016! Many congratulations!

Dissertation Summary: Titled “Offshoring and the aftermath: implications for the management of the purchasing and supply function”, my doctoral dissertation was concerned with what occurs to the purchasing and supply management (PSM) function when a firm engages in production offshoring, in particular through the captive offshoring mode. It was observed that many organizations were increasingly implementing offshoring strategies for various reasons, including access to new and emerging markets and cost reduction, but in doing so; they struggled with complexity and re-configuring their capabilities to match conditions in new foreign markets that were extremely competitive and dynamic. The area of the firm’s value chain which showed evidence of struggling was the PSM function as evidenced by the disruption of current supply, lack of cooperation and trust among cross-functional team members as a result of geographical distance, disturbance in current supplier capabilities, and increased administrative costs. This research therefore examined how the PSM function copes when a firm engages in production offshoring. I argued that the answer to this question was a litmus test to the strategic role played of PSM functions in these firms but also a basis for identifying opportunities for purchasing’s value creation and overall business improvement. The dissertation predominantly adopts a qualitative research approach in which case study methodology is used. The findings suggest that in as much as offshoring is indeed a growing trend among firms globally, it presents significant opportunities for research in general and in PSM as both an academic discipline and a practical function. In particular, we find that following the decision to engage in offshoring, these organizations must do more to reorganize rapidly and change existing capabilities to match global market demands. The results further indicate that a piecemeal approach to the process of offshoring tends to downplay the integral changes taking place within such firms, thus underestimating the real impact that offshoring has on firms. From a PSM perspective, we find that the offshoring process is a decisive change driver that provides momentum for these types of organizations to make strategic changes in their entire PSM functions. In fact it presents the PSM function with strategic opportunities for experimentation, learning and enhancement of PSM’s strategic profile in such organizations. Yet despite some of these opportunities, the research confirms that purchasing coordination is a loosely assembled construct in PSM literature, which provides a better perspective in understanding on the extent of the problems faced by cross-functional teams and the barriers to performance of cross-business unit purchasing activities. Among the key contributions of this research is the view that PSM needs to exploit the conditions of production offshoring to reinvent itself and enhance firm performance, ensuring that the firm remains viable in the long term.

Role of IPSERA: My first IPSERA conference was in 2011 in Maastricht, which I attended partly with the support of an IPSERA bursary. As a novice researcher, this was not just an eye opener but also the best welcome to a vibrant scientific research community. In fact my PhD research question was shaped by IPSERA doctoral workshop then led by Prof. Erik van Raaij. I kept in touch with several IPSERA members along this very journey (the list is long, but I thank you all). Towards the end of my research project, I presented some of my findings at IPSERA Pretoria in 2014 with excellent feedback from some members that attended the sessions. As a result, these findings are published in 3 journal articles and I wouldn’t have gotten there without the help of the IPSERA community through and through. Many thanks to IPSERA and all that travelled this journey with me. Thank you. This journey continues!



with Prof. Luitzen de Boer & Prof. Arild Aspelund.

Call for tenders on 'Public procurement'



Publications Office - eTendering: Calls for tenders from the European institutions

Dear eTendering user,

• **A Call for Tenders has been published.**

Call for Tenders: [Study on the strategic use of public procurement for innovation in the digital economy — SMART 2016/0040.](#)

Document: [SMART 2016/0040 Invitation to tender](#) EN

Document: [SMART 2016/0040 Tender Specifications](#) EN

Document: [SMART 2016/0040 Model Service Contract](#) EN

Document: [SMART 2016/0040 Annexes](#) EN

This message has been sent by the eTendering application. Do not use the 'Reply' function nor use this sender e-mail address. Please contact us using the [contact link](#) provided on the [eTendering website](#).

Workshops

- IPSERA special topic workshop on “Preferred customers”

Please, take a look at the leaflet attached to this IPSERA newsletter.

Job Opportunities

- PostDoc positions at Chalmers University of technology

The Department of [Technology Management and Economics](#) at Chalmers University of Technology is announcing a number of postdoc positions this spring, three of which are now open for applications and relevant to the IPSERA community. All positions will be part of the [Northern LEAD](#) Logistics Research Centre, encompassing about 70 researchers, and are partly funded by the Transport Area of Advance at Chalmers. Please visit the links to the vacancies below.

Postdoc in Supply chain planning innovations and implementation

<http://www.chalmers.se/en/about-chalmers/vacancies/?rmpage=job&rmjob=4784>

Postdoc in Circular Material Flows

<http://www.chalmers.se/en/about-chalmers/vacancies/?rmpage=job&rmjob=4782>

Postdoc in Logistics services

<http://www.chalmers.se/en/about-chalmers/vacancies/?rmpage=job&rmjob=4787>

A fourth postdoc position in *Digitalisation of freight transport systems* will shortly be opened and announced at <http://www.chalmers.se/en/about-chalmers/vacancies>

- Lecturer/Senior Lecturer in Operations Management – Lancaster University

Department of Management Science

Salary: £33,943 to £55,998

Closing Date: Monday 10 April 2017

Reference: A1796

We wish to strengthen our teaching and research in Operations Management within the Department of Management Science by recruiting to a new post at Senior Lecturer (Associate Professor) or Lecturer (Assistant Professor) level.

You should have a relevant PhD and a publication record that demonstrates international excellence. You should also demonstrate enthusiasm for engagement with external organisations in the course of your academic research. There will be a preference for candidates whose research interests coincide with or complement the current interests of members of the OM group, which include: sustainability in supply chains, business services & 'servitisation', operational risk, supply chain resilience, governance of buyer-supplier relationships and contracting.

Informal enquiries to Professor Linda Hendry, tel: +44 (0)1524 593841, email: l.hendry@lancaster.ac.uk ; or Professor Martin Spring, tel: +44 (0)1524 592739, email: m.spring@lancaster.ac.uk ; or Professor Mark Stevenson, tel: +44 (0)1524 593847, email: m.stevenson@lancaster.ac.uk

Interviews will be held on 2 & 3 May 2017

We welcome applications from people in all diversity groups

- Lecturer/Senior Lecturer in Procurement and Supply Chain Management – Cranfield University

Organisation: Cranfield University

School/Department: School of Management based at Cranfield Campus, Cranfield, Bedfordshire

Hours of work: 37 hours per week (Monday to Friday)

Contract type: Open contract

Salary: £50,507 to £56,295 per annum with additional performance related pay up to £70,367 per annum

Apply by: 19/03/2017

For more information:

https://jobs.cranfield.ac.uk/intranet/wd_portal.show_job?p_web_site_id=4009&p_web_page_id=302018

Concluding Reminder

Want to share interesting material or professional development opportunities within the IPSERA community? Please, contact Jury Gualandris (newsletter@ipsera.com), Lead for Marketing.

We are also working to renovate our newsletter and website. The aim is to develop a faster, more responsive communication tool for the community. You will hear soon from us!!!

That's all for now, folks!

Send announcements and news to:

newsletter@ipsera.com

with 'IPSERA newsletter' in subject line