

CURRICULUM VITAE.

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CURRENT APPOINTMENT

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LIST OF PUBLICATIONS (Principal author first):

Refereed articles.

[A] MANAGEMENT COMMUNICATION

1. Jarzabkowski, P., Sillince, J.A.A., and Shaw, D. 2009. Strategic ambiguity as a rhetorical resource for enabling multiple interests. *Human Relations*. (forthcoming).
2. Sillince J.A.A., 2010. The efficacy of communicative constitution of organizing theory. *Management Communication Quarterly*. 23 (3) (forthcoming).
3. Sillince J.A.A., and Brown, A.D. 2009. Multiple Organizational Identities and Legitimacy: The Rhetoric of Police Websites. *Human Relations*. (forthcoming).
4. Sillince, J.A.A., and Suddaby, R. 2008. Organizational rhetoric: bridging management and communication scholarship. *Management Communication Quarterly*. *Special Issue on Organizational rhetoric*. 22 (1): 5-13.
5. Golant B. and Sillince J.A.A. 2007. 'The constitution of organizational legitimacy: a narrative perspective'. *Organization Studies* 28 (8): 1149-1168.
6. Jarzabkowski P., and Sillince J.A.A., 2007. 'A rhetorical approach to building commitment to multiple strategic goals', *Organization Studies* 28 (11): 1639-1666.
7. Sillince J.A.A., and Mueller F., 2007, 'Switching strategic perspective: the reframing of accounts of responsibility', *Organization Studies*. 28 (2): 155-176.
8. Mantere S. Sillince J.A.A., and Hamalainen V. 2007. 'Music as a metaphor for organizational change'. *Journal of Organizational Change Management*, 20 (3) 447-459.
9. Mantere S., and Sillince J.A.A., 2007. 'Strategic intent as a rhetorical tool of coherence', *Scandinavian Journal of Management*. 23 (4): 406-423.
10. Sillince J.A.A., 2007. 'Organizational context and the discursive construction of organizing', *Management Communication Quarterly*. 20 (4): 363-394.
11. Sillince J.A.A., 2006, 'Resources and organizational identities: the role of rhetoric in the creation of competitive advantage', *Management Communication Quarterly* 20 (2): 186-213.
12. Sillince J.A.A., 2005, 'A contingency theory of rhetorical congruence', *Academy of Management Review*, 30 (3), 608-621.
13. Mueller F., Sillince J.A.A., Howorth C., Harvey C., 2004, 'A rounded picture is what we need': rhetorical strategies, arguments and the negotiation of change in an NHS Hospital Trust', *Organization Studies*, 25 (1), 85-104.
14. Sillince J.A.A., 2002, 'A model of the strength and appropriateness of argumentation and rhetoric in organizational contexts', *Journal of Management Studies*, 39 (5), 585-618.
15. Sillince J.A.A., Harindranath G., and Harvey C.E., 2001, 'Getting acceptance that radically new working practices are required: institutionalisation of arguments

- about change within a healthcare organisation', *Human Relations*, 54 (11), (November) 1421-1454.
16. Saeedi M., and Sillince J.A.A., 2001, 'Issues of feasibility, coherence and robustness in a premise-to-claim model of argumentation: results from four experiments', *European Journal of Operational Research*, 133 (1), (August) 94-119.
 17. Saeedi M.H., and Sillince J.A.A., 2001, 'A system for simulating human argumentation: test results compared with a realistic institutional setting', *Journal of Organizational Computing and Electronic Commerce*, 11 (4) 269-283.
 18. Rosenberg D., and Sillince J.A.A., 2000, 'Verbal and nonverbal communication in mediated settings', in Pilkington R., (ed) *Special Issue on Analysing Educational Dialogue Interaction, Journal of Artificial Intelligence in Education*, 11, 299-319.
 19. Sillince J.A.A., 2000, 'Rhetorical power, accountability and conflict in committees: an argumentation approach', *Journal of Management Studies*, 37 (8), 1101-1124.
 20. Sillince J.A.A., and Saeedi M.H., 1999, 'Incorporating rhetorical and plausible reasoning in an electronic conferencing system.' *Knowledge Based Systems* , 12, 113-127.
 21. Sillince J.A.A., and Saeedi M.H., 1999, 'Computer-mediated communication: problems and potentials of argumentation support systems', *Decision Support Systems* , 26, 287-306.
 22. Sillince J.A.A., and Saeedi M.H., 1999, 'A formal model of organisational argumentation: applications of informal logic to a committee meeting', *Cybernetics and Systems: An International Journal*, 30, 365-409.
 23. Sillince J.A.A., 1999, 'The organizational setting, use and institutionalization of argumentation repertoires', *Journal of Management Studies*, 36, (6), 795-831.
 24. Sillince J.A.A., 1999, 'The role of political language forms and language coherence in the organizational change process', *Organization Studies*, 20 (3), 485-518.
 25. Sillince J.A.A., 1998, 'Extending electronic coordination mechanisms using argumentation: the case of task allocation', *Knowledge-Based Systems*, 10 (6), 1998, 325-336.
 26. Sillince J.A.A., 1998, 'Warrant selection for an intelligent argumentation tool', *Applied Artificial Intelligence*, 12 , 49-69.
 27. Sillince J.A.A., 1997, 'A media-attributes and design-choices theory of the information technology-organization relationship', *Journal of Organizational Computing and Electronic Commerce*, 7 (4), 279-303.
 28. Sillince J.A.A., 1996, 'Argumentation and contract models for strategic organization support systems', *Decision Support Systems*, 16, 255-274.
 29. Sillince J.A.A., 1996, 'A model of social, emotional and symbolic aspects of computer-mediated communication within organizations', *Computer-Supported Cooperative Work*, 4 (2), 1-31.
 30. Woodward D., and Sillince J.A.A., 1996. Accounting and virtual reality: solving the communication dilemma? *Management Accounting*. 74 (3): 36-39.
 31. Sillince J.A.A., 1995, 'Argumentation dynamics: justifying shifts in focus and scope', *Journal of Pragmatics*, 24, 413-431.
 32. Sillince J.A.A., 1995, 'Extending the cognitive approach to strategic change in organisations: some theory', *British Journal of Management*, 6, 59-76.

33. Sillince J.A.A., 1994, 'A design for information systems which can adapt to changing organisational requirements', *Software Maintenance: Research and Practice*, 6, 145-160.
34. Sillince J.A.A., 1994, 'The intention-inference problem in argumentation understanding', *Communication and Cognition*, 26, (3/4), 321-338.
35. Sillince J.A.A., 1994, 'Multi-agent conflict resolution: a computational framework for an intelligent argumentation system', *Knowledge-Based Systems*, 7, 2, 75-90.
36. Sillince J.A.A., 1994, 'There is more to emotion than goal attainment', *Genetic, Social and General Psychology Monographs*, 119, (4), 493-513.
37. Sillince J.A.A., 1993, 'Organisational and behavioural issues raised by intelligent argumentation systems', *Behaviour and Information Technology*, 12, (5), 285-298.
38. Sillince J.A.A., 1993, 'Literature searching with unclear objectives: a new approach using argumentation,' *Online Review*, 16, (6), 391-410.
39. Sillince J.A.A., 1992, 'Argumentation-based indexing for information retrieval from learned articles', *Journal of Documentation*, 48, (4), 387-405.
40. Sillince J.A.A. Minors R.H., 1992, 'Argumentation, self-consistency and multi-dimensional argument strength', *Communication and Cognition*, 25, (4), 325-338.
41. Sillince J.A.A., Minors R.H., 1991, 'What makes a strong argument?: emotions, highly-placed values and role-playing', *Communication and Cognition*, 24, (3/4), 281-299.

Refereed articles.

[B] MANAGEMENT INFORMATION SYSTEMS

- 39) Sillince J.A.A., 1999, 'Editorial', *Information Systems Journal Special Issue on Virtual Teamwork*, 9, 1-3.
- 40) Sillince J.A.A., and Mouakket S., 1998, 'Divisive and integrative political strategies in the IS adaptation process: the MAC Initiative', *European Journal of Information Systems*, 7, 46-60.
- 41) Sillince J.A.A. and Harindranath G., 1998, 'Integration of requirements determination and business process reengineering: a case study of ACAD', *European Journal of Information Systems*, 7, 115-122.
- 42) Sillince J.A.A., Macdonald S., Lefang B., and Frost C.E.B., 1998, 'Email adoption, diffusion, use and impact within small firms: a survey of UK companies', *International Journal of Information Management*, 18 (4), 231-242.
- 43) MacDonald S., Lefang B., Frost B., & Sillince J.A.A., 1997, 'Innovation, diffusion and impact: the adoption of e-mail by SMEs', *Communications & Strategies*, 28 (4), 267-284.
- 44) Sillince J.A.A. and Mouakket S., 1997, 'Varieties of political process during systems development', *Information Systems Research*, 8, (3), 1-30.
- 45) Sillince J.A.A. and Woodward D., 1996, 'Breaking down the communication barrier between accountants and non accountants', *Journal of Applied Accounting Research*, 2 (III), 89-96.
- 46) Sillince J.A.A., Sykes G.M.H., and Deop P. Singh, 1996, 'Implementation problems, success, and longevity in quality circle programmes: a study of 95 UK organisations', *International Journal of Operations and Production Management*, 16, (4) 88-111.
- 47) Sillince J.A.A., 1995, 'A stochastic model of information value', *Information Processing and Management*, 31 (4), 543-554.

- 48) Sillince J.A.A., Frost C.E.B., 1995, 'Operational, environmental, and managerial factors in non-alignment of business strategies and IS strategies for the Police Service in England and Wales', *European Journal of Information Systems*, 4, 103-115.
- 49) Sillince J.A.A., and Sykes G.M.H., 1995, 'The role of accountants in improving manufacturing technology', *Management Accounting Research*, 6 (2), 103-124.
- 50) Sillince J.A.A., 1994, 'Coherence of issues and instruments in European information policy', *Journal of Information Science*, 20, (4), 161-178.
- 51) Sillince J.A.A., 1994, 'Information policy in the European Community: balancing protection and competition', *Journal of Government Information*, 21, (3), 215-230.
- 52) Mouakket S, Sillince J.A.A, Fretwell-Downing F.A., 1994, 'Information requirements in the software industry: a case study', *European Journal of Information Systems*, 3, (2), 101-111.
- 53) Sillince J.A.A., Frost C.E.B., 1994, 'Management information systems in UK primary health care: the need for a strategy', *International Journal of Information Management*, 13, 425-437.
- 54) Sillince J.A.A., Frost C.E.B., 1994, 'Rapid information system adoption in an organisation with poor strategic management: the case of fund-holding in UK primary care', *Information Systems Journal*, 4, 45-60.
- 55) Sillince J.A.A., Frost C.E.B., 1993, 'Information systems for evaluating and supporting general practice prescribing', *Perspectives in Information Management*, 3, (2), 119-127.
- 56) Sillince J.A.A., 1993, 'A management strategy for innovation and organisational design : the case of MRPII/JIT production management systems', *Behaviour and Information Technology*, 12, (3), 216-227.
- 57) Frost C.E.B. Sillince J.A.A., 1993, 'Management information for primary care prescribing', *Journal of Management in Medicine*, 6, (4), 17-29.
- 58) Sillince J.A.A., Sykes G.M.H., 1993, 'Integrating MRPII and JIT: a management rather than a technical challenge', *International Journal of Operations and Production Management*, 13, (4), 20-33.
- 59) Sillince M, Sillince J.A.A., 1993, 'Databases for structure-function studies in molecular biology', *Science and Technology Libraries*, 14, (1), 37-56.
- 60) Sillince J.A.A. Sillince M., 1993, 'Market pressure and government intervention in the administration and development of molecular databases', *Journal of the American Society for Information Science*, 44, (1), 28-39.
- 61) Sillince J.A.A. Sillince M., 1993, 'Sequence and structure databanks in molecular biology: the reasons for integration', *Journal of Documentation*, 49, (1), 1-28.
- 62) Sillince J.A.A. Sillince M., 1992, 'Molecular science research, molecular databases and current issues of information management', *Science and Technology Libraries*, 12, (3), 119-137.[Also 119-135 in A.Stankus (Ed.) *Science librarianship at America's liberal arts colleges: working librarians tell their stories*, Howarth Press, New York.]

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[C] ENVIRONMENTAL MANAGEMENT

- 63) Sillince J.A.A., 1988, 'Regional Policy in Hungary : Objectives and Achievements', *Transactions of the Institute of British Geographers*, 12, Jan 451-464.

- 64) Sillince J.A.A., 1986, 'Why did the Warwickshire Key Settlement Policy change in 1982? : an assessment of the political implications of cuts in rural services', *Geographical Journal*, 152, (2), July 176-192.
- 65) Sillince J.A.A., 1985, 'National housing policy in Hungary 1945-1983', *Urban Analysis and Public Management*, .8,(1-3), May 1-14.
- 66) Sillince J.A.A., 1985, 'The conservatism of planning', *The Planner*, 71,(11), 33.
- 67) Sillince J.A.A., 1985, 'Housing as social problem versus housing as historical problem: the case of Hungary', *Environment and Planning C : Government and Policy*, 3, 299-318.
- 68) Sillince J.A.A., 1984, 'Development control standards and industrial applications', *Planning Outlook*, 27, (1), 41-42.
- 69) Sillince J.A.A., 1985, 'The housing market of the Budapest urban region 1949-1983', *Urban Studies*, 22, 141-149.
- 70) Sillince J.A.A., 1984, 'Will the British public accept nuclear energy?', *International Journal for Energy Research*, 6, (4), Oct-Dec 351-460.
- 71) Sillince J.A.A., 1984, 'The evaluation of planning : some political considerations', *The Planner*, 70, (3), March 19-22.
- 72) Sillince J.A.A., 1982, 'Town planning and local authorities in Spain : some implications for Britain in the 1980's', *Planning Outlook*, 25, (3), 110-116.

International conferences (papers presented)

[A] MANAGEMENT COMMUNICATION

- 1) Sillince J.A.A., and Simpson, B. A rhetorical analysis of shifting identities. *25th EGOS Colloquium, Barcelona, July 2-4, 2009*
- 2) Diefenbach, T. and Sillince, J.A.A. 2009. Crossing boundaries: Why hierarchical social order (almost always) persists over time when it is being challenged. *25th EGOS Colloquium, Barcelona, July 2-4, 2009.*
- 3) Diefenbach, T. and Sillince, J.A.A. 2009. The Persistence of Social Dominance in Different Organisational Forms. *15th World Congress of the International Industrial Relations Association (IIRA). 24-27 August, Sydney.*
- 4) Sillince J.A.A., and Simpson, B. The Emotional Choreography of Creative Social Practices. *ANZAM 2008 Conference, University of Auckland.*
- 5) Sillince J.A.A., and Simpson, B. The emotional choreography of complex relational processes. *4th Organization Studies Summer Workshop Pissouri, Cyprus. 5-7 June 2008 .*
- 6) Sillince, J.A.A., Jarzabkowski, P., and Shaw, D. Rhetoric in organized anarchies. *4th Organization Studies Summer Workshop Pissouri, Cyprus. 5-7 June 2008.*
- 7) Sillince J.A.A., P. Jarzabkowski and D. Shaw. Using rhetoric to put the structure back in the garbage can. *24th EGOS Colloquium 'Upsetting Organizations' in sub-theme Sub-theme 37: Transforming Others: The Discourse Strategies and Practices of Change in Amsterdam, 10-12 July 2008.*
- 8) Golant, B., and J.A.A. Sillince. 2008. *Studying Path Dependencies of Businesses, Institutions and Technology Conference.* February 28-29 Free University of Berlin.

- 9) Sillince, J.A., and M. Manochin. 2008. Group Identity and trust discourse in a negotiation setting. *31st Congress European Accounting Association* 23 – 25 April, Erasmus University. Rotterdam, The Netherlands.
- 10) Jarzabkowski P., Sillince J.A.A., and Shaw D. 2008. Internationalization in a business school: Co-existing and entwined professional and organizational narratives. *ANZAM 2008 Conference, University of Canberra*. Best Paper Award for Organizational Change track.
- 11) Shipton H. and Sillince J.A.A. 2007. Organizational learning and organizational self-efficacy. *5th International Conference of the Dutch HRM Network*. Tilburg University. 9-10 November
- 12) Jarzabkowski, P., Sillince, J.A.A., and Shaw D. 2007. Internationalization in a business school: Co-existing and entwined professional and organizational narratives. *EGOS Standing Working Group 3: Professional service organizations and knowledge-intensive work*. Vienna. July 5-7.
- 13) Hall M., Clegg S., and Sillince J.A.A., 2006. Constructing 'hard' and 'soft' knowledge: implications for the power/knowledge relation. *Academy of Management, Atlanta August 11-16*.
- 14) Sillince J.A.A., 2006, 'The rhetoric of strategic commitment', *Presenter Symposium on Rhetorical Theory and Processes of Organizational Change*, (Invited Speaker), *Academy of Management, Atlanta August 11-16*.
- 15) Shipton H., and Sillince J.A.A., 2005. A comparative framework for categorizing organizational learning literature. *European Association of Work and Organizational Psychology Conference*. Istanbul, May.
- 16) Sillince J.A.A., and Mueller F., 2005, 'Switching strategic perspective: the reframing of accounts of responsibility', *Strategy Process Track, 21st EGOS Colloquium*, Berlin, July 3-5.
- 17) Hall, M & Sillince, J 2005 Politics, learning and the garbage can: A structure-agency approach to an extended theory *In Proceedings of BAM 2005 Said Business School, Oxford 13-15 September* (CD ROM). Best paper in the Knowledge and Learning Track.
- 18) Mantere S., Schild H., and Sillince J.A.A., 2005, 'Narrating the future: prospective and novelistic narratives as anchors in organizational identity transformation' *Strategy as practice Track, 21st EGOS Colloquium*, Berlin, July 3-5.
- 19) Jarzabkowski P., and Sillince J.A.A., 2005, 'Shifting Commitment To Multiple Strategies: A Process Framework For Pluralistic Contexts', *4^{ème} colloque international de l'A2ID: Décision: Mesures et évaluations, 17 et 18 mai 2005*, Bordeaux.
- 20) Sillince J.A.A., and Mueller F., 2005, 'Switching strategic perspective: the reframing of accounts of responsibility', *EURAM 2005 Conference, Track 15 "The Management of Projects: Reconciling Uncertainty and Responsibility"*. May 4-7 Munich.
- 21) Sillince J.A.A., and Jarzabkowski P., 2004, 'From organizational identity to strategic action: a process of rhetoric and rationality', *20th EGOS Colloquium*, Ljubjana, July 3-5.
- 22) Sillince J.A.A., and Mueller F., 2004, 'Multiple identities in a professional organization: the role of authentic and inauthentic rhetoric', *20th EGOS Colloquium*, Ljubjana, July 3-5.

- 23) Sillince J.A.A., Mueller F., Harvey C., and Howorth C., 2003, 'Multiple identities in board members' discourse', *X Apros International Colloquium*: Oaxaca, Mexico, 7-10 December.
- 24) Sillince J.A.A., Mueller F., 2003, 'Strategy as problematized discourse and relativized commitment: the case of an e-business transformation project team', *19th EGOS Colloquium*, Copenhagen, July 3-5.
- 25) Sillince J.A.A., Mueller F., 2003, 'Strategy as problematized discourse and relativized commitment', *3rd Annual Conference of the European Academy of management: Managing through variety: the European Style?* April 3-5, Milan.
- 26) Sillince J.A.A., and Mueller F., 2002, 'The structuration of discourse: a theoretical synthesis', *18th Colloquium of the European Group for Organizational Studies*, July 5-7 2002, Barcelona.
- 27) Mantere S., Hamalainen V., and Sillince J.A.A., 2002, 'Performing organizational identity change through building and releasing tension - exploring the music in organization studies', *18th Colloquium of the European Group for Organizational Studies*, July 5-7 2002, Barcelona
- 28) Duh C., Hirsch L., Cornillon J., Litosseliti L., Saeedi M., Sillince J.A.A., 2002, 'Knowledge transformation and interaction in argumentation', *Writing 02 Conference*, Staffordshire University, June 3-6 2002.
- 29) Hirsch L., Saeedi M., Litosseliti L., Cornillon J., Duh C-M., Sillince J.A.A., 2002, 'Argumentative learning', *Hawaii International Conference on Business*, June 18-22, Honolulu.
- 30) Sillince J.A.A., 2001, 'Organisation as a linguistic construct', *17th Colloquium of the European Group for Organizational Studies 'The Odyssey of Organizing'*, July 5-7 , Lyon, France.
- 31) Sillince J.A.A., 2001, 'Linguistic coherence in organisations', *Hawaii Conference on Business*, June 14-17, Honolulu.
- 32) Sillince J.A.A., 2001, 'The coherence of argumentation within organisations', *Ontario Society for the Study of Argumentation (OSSA) Conference on Argumentation and its Applications*, May 17-19, University of Windsor, Ontario.
- 33) Duh C.M., Saeedi M., Sillince J.A.A., Wen L.R., 2000, 'The role of information communication technology in self-managing teams: an organizational learning perspective' in *Proceedings of International Conference on Innovation and Technology, ICMIT 2000*, Nov 12-15 2000, Singapore (in press).
- 34) Sillince J.A.A., 'Coherence in organisational communication: theoretical issues', *International Symposium on Communication in Organizations*, March 29-31, 2001, University of Mannheim (invited speaker).
- 35) Duh C.M., Sillince J.A.A., Saeedi M., 2000, 'Human-computer interface for collaborative argumentation', *International Symposium on Multimedia Software Engineering*, December 11-13, Tamkang University, Taiwan, IEEE Computer Society.
- 36) Duh C.M., Sillince J.A.A., Saeedi M., Wen L.R., 2000, 'The impact of information communication technology on self-managing teams: an organizational learning perspective', *The 11th International Conference on Comparative Management, ICCM 2000*, December 12-13, National Sun-Yat Sen University, Taiwan, ROC.

- 37) Duh C.M., Sillince J.A.A., Saeedi M., 2000, 'Learning apart together in distance education', *Asia Pacific Conference on Multimedia Technology and Applications, APCMTA'2000*, December 17-19, Kaohsiung, I-Sue University, Taiwan, ROC.
- 38) Duh C.M., Saeedi M., Sillince J.A.A., 2000, 'Organizational knowledge transformation by computer-assisted collaborative argumentation systems', *4th Human Centred Technology Postgraduate Workshop*, Brighton, October 3-4 2000.
- 39) Duh C.M., and Sillince J.A.A., 2000, 'A web-based computer supported collaborative argumentation system', *Proceedings of Computational Dialectics: Models of Argumentation, Third International Workshop*, Humboldt University, Berlin, August 22; [63-71 in Brewka G., Jennings N., and Vreeswijk G., (eds), *Proceedings, Computational Dialectics: Models of Argumentation, Negotiation, and Decision Making*].
- 40) Sillince J.A.A. and Saeedi M.H., 2000, 'Linguistic coherence in organisational argumentation', in *Fourth International Conference on the Design of Cooperative Systems*, [61-84 in *Proceedings Vol 1: Models of argumentation in cooperation*, Sophia Antipolis, France, 23-26 May, IOS Publishers, Amsterdam].
- 41) Rosenberg D., and Sillince J.A.A., 1999, 'Common ground in computer-supported collaborative argumentation', *Workshop on Computer-Supported Collaborative Argumentation for Learning Communities, CSCL99 Conference*, 20-24 December, Department of Education, Stanford University, California.
- 42) Sillince J.A.A., and Rosenberg D., 1999, 'A model of common ground for browsing, tracking and summarising computer-mediated communication', [in *Proceedings of Innovative Intranet Information Systems IIIS-99, Beyond the Desktop Workshop*].
- 43) Sillince J.A.A., & Saeedi M.H., 1999, 'A committee effectiveness evaluation support system', *Decision Sciences International Conference DSI'99* Athens, July 5-8, 1999 [also 657-659 in Despotis D.K., and Zopounidis C., (eds) 1999, *Proceedings DSI'99 5th International Conference: Integrating technology and human decisions: global bridges into the 21st century*, Decision Sciences Institute New Technologies Publications, Athens].
- 44) Saeedi M.H., & Sillince J.A.A., 1999, 'Incorporating rhetorical and plausible reasoning in an electronic conferencing system', *International Conference on Human Computer Interaction, HCI'99* Munich, August 22-27.
- 45) Sillince J.A.A., & Saeedi M.H., 1999, 'An intelligent agent which uses argumentation analysis for searching the Internet', *International Conference on Industry, Engineering and Management Systems, IEMS'99* Cocoa Beach, Florida, March 8-10.
- 46) Sillince J.A.A., 1999, 'Power and topic shifts in strategic management argumentation' *Conference on Argumentation at the Century's Turn*, Brock University Ontario, 13-15 May.
- 47) Sillince J.A.A., 1998, 'Institutionalisation of argumentation in organisational settings' *4th International Conference on Argumentation*, Amsterdam, June 16-19, [also 736-741 in van Eemeren F.H., Grootendorst

- R., Blair J.A., and Willard C., (eds) 1998, *Proceedings of the 4th International Conference of the International Society for the Study of Argumentation*, International Centre for the Study of Argumentation, Amsterdam].
- 48) Sillince J.A.A., 1998, 'Support for collaborative policy construction and argumentation', *9th International Conference on Systems Research, Informatics and Cybernetics*, Baden-Baden, 16-23 August, 1997 [also 13-17 in Lasker G.E., (ed) *Advances in support systems research, Volume III: Decision support systems & intelligent information systems*, International Institute for Advanced Studies, University of Windsor].
- 49) Sillince J.A.A., Campbell C., and Saeedi M., 1996, 'A decision support system for personal injuries litigation', *8th International Conference on Systems Research, Informatics and Cybernetics*, Baden-Baden, 13-18 August, [31-35 in Lasker G.E., (ed) *Advances in support systems research, Vol. II*, International Institute for Advanced Studies in Systems Research and Cybernetics, Baden-Baden, 1997].
- 50) Sillince J.A.A., 1997, 'Argumentation with talk-back in collaborative document writing', *7th International Conference on Human-Computer Interaction, HCI '97*, San Francisco, CA., August 24-29.
- 51) Sillince J.A.A., 1995, 'Visual presentation of general and current design graphs', *From 'Model world' to 'Magic world',: Making Visual Objects the Medium for Intelligent Design Assistance, Computer and Human Interface, Conference on Human Factors in Computing Systems 1995 (CHI 95)*, Denver, May 7-8.
- 52) Sillince J.A.A., 1995, 'Task allocation using electronic coordination mechanisms and argumentation', *6th International Conference on Human-Computer Interaction (HCI '95)*, Yokohama, July 9-14.
- 53) Sillince J.A.A. and Wilks Y., 1995, 'From numerical tables to political arguments', *International Symposium on Intelligent Data Analysis, (IDA-95)*, Baden-Baden, Germany, 17-19 August.
- 54) Sillince J.A.A., 1994, 'A computational model of argumentation', *3rd International Conference on Argumentation, June 21-24*, Amsterdam. [382-409 in van Eemeren F.R., Grootendorst R., Blair J.A., and Willard C.A., *Proceedings of the 3rd International Conference on Argumentation, Volume II: Reconstruction and Application*, International Centre for the Study of Argumentation, 1994, Amsterdam.]
- 55) Sillince J.A.A., Minors R.H., 1993, 'Using argumentation to overcome hypertext's HCI's failings', *HCI International '93, 5th International Conference on Human-Computer Interaction jointly with 9th Symposium on Human Interface (Japan)*, August 8-13, Orlando, Florida, [Also 639-645 in Salvendy G. and Smith M.J. (eds.) *Human-computer interaction: software and hardware interfaces*, 1993, Elsevier Science Publishers B.V.]
- 56) Sillince J.A.A., Minors R.H., 1993, 'Extending hypertext for CAI using argumentation', in Terveen L. (ed.) *Proceedings of the Workshop on Collaborative Problem Solving: Theoretical Frameworks and Innovative Systems, August World Conference on AI and Education*, 1993, Edinburgh

International conferences (papers presented)

[B] MANAGEMENT INFORMATION SYSTEMS

- 55) Sillince J.A.A. and Harindranath G., 1999, 'Using discourse analysis to understand software development' *Eighth International Conference on Information Systems Development - ISD99*, Boise Idaho, August 11-13.
- 56) Sillince J.A.A. and Harindranath G., 1999, 'Risk in partnerships involving MIS development: lessons from a re-engineering case study', *10th Conference of the Information Resources Management Association (IRMA)*, Hershey, Pennsylvania, May 16-19.
- 57) Sillince J.A.A. and Harindranath G., 1998, 'Information systems development and business process reengineering: a case study' *Seventh International Conference on Information Systems Development - ISD98*, Bled, Slovenia, Sept 21-23.
- 58) Johnston S., Poole F., Al-Shaghana K., Shahidan M., Sillince J.A.A., and Sykes G.M.H., 1995, 'A study of EDI-mediated customer-supplier relationships', *2nd International Symposium on Logistics*, Nottingham, 11-12 July 1995. [Also 303-310 in Pawar K.S. (ed.), *Proceedings of the 2nd International Symposium on Logistics*, University of Nottingham].
- 59) Sillince J.A.A., and Sykes G.M.H., 1995, 'Do accountants help or hinder improvements in manufacturing technology?', *International Management Accounting Conference*, 19-21 Jan, Kuala Lumpur, Malaysia. [Also in Bakar M.A., *Proceedings of IMAC'95*, Universiti Kebangsaan Malaysia].
- 60) Sillince J.A.A., Sykes G.M.H., Deol P.Singh, 1995, 'A study of quality circle programmes in 95 UK organisations', *British Academy of Management Annual Conference (BAM 95)*, Sheffield 11-13 September; [165-171 in *Proceedings of the British Academy of Management Annual Conference*, University of Sheffield and Sheffield Business School].
- 61) Sykes G.M.H., Sillince J.A.A. and Simpson M., 1995, 'Should there be one or three standards for quality, safety and environment?', *International Conference on Industry, Engineering and Management, (IEMS 95)*, Cocoa Beach, Florida, March 13-15.
- 62) Sykes G.M.H., Sillince J.A.A., and Deol P.Singh, 1995, 'Objective and subjective measures of quality circle programme success', *2nd International EurOMA and 5th EIASM Conference on Management and New Production Systems*, May 28-31, University of Twente, The Netherlands. [Also 488-497 in Draarijer D., Boer H., and Krabbendam K., (eds) *Management and new production systems*, 1995, University of Twente.]
- 63) Sillince J.A.A., and Woodward D.G., 1995, 'Investigation into the potential for application of virtual reality to accounting', *Second Swedish Accounting & Auditing Research Colloquium*, Umea, Feb 24-25, 1995. [Also 29-33 in Burrowes A.W. (ed) *Proceedings of the Second Bi-Annual Swedish Accounting & Auditing Research Colloquium*, Department of Business Administration, Umea University].
- 64) Sillince J.A.A., and Sykes G.M.H., 1994, 'Linking operations management to performance measurement: when operations managers do their own cost accounting - a case study', *First International Conference on Operations Strategy and Performance*, Cambridge, June 27-29. [Also 533-535 in Platt K.W., Gregory M.J., and Neely A.D., (eds) *Operations strategy and performance: Papers from the 1st International Conference of the European Operations Management Association*, Manufacturing Engineering Group, University of Cambridge, and European Operations Management Association, 1994.]

- 65) Sillince J.A.A., and Sykes G.M.H., 1994, 'Management of a hybrid MRP/JIT system: some empirical evidence', *Annual International Conference on Industry, Engineering, and Management Systems, IEMS'94*, Cocoa Beach, Florida, March 14-16. [149-154 in Hosni Y.A. (ed.) *Proceedings of the First International IEMS Conference*, University of Central Florida, Orlando, Florida, 1994].
- 66) Sillince J.A.A., and Sykes G.M.H., 1994, 'Implementation of hybrid MRP/JIT systems:', *Fourth International Conference on Human Aspects of Advanced Manufacturing and Hybrid Automation, (HAAMHA '94)*, Manchester, July 6-8, [Also 210-214 in Kidd P.T. and Karwolski W., (eds) *Advances in agile Manufacturing: integrating technology, organisations and people*, IOS Press, Amsterdam, 1994.]
- 67) Sillince J.A.A., 1994, 'The impossibility of an integrated information policy in the European Community', *Proceedings of the Second ECSA-World Conference*, Brussels, 5-6 May.
- 68) Mouakket S., Sillince J.A.A., and Fretwell-Downing F.A., 1994, 'An empirical study of software requirements determination', *Proceedings of the Second European Conference on Information Systems*, Nijenrode University, The Netherlands Business School, May 30-31, [825-851 in Baets W.R.J.,(ed) *Proceedings, Second European Conference on Information Systems Part IV*, Nijenrode University, 30-31 May 1994, Nijenrode University Press, Breukelen, Netherlands].
- 69) Frost C.E.B., and Sillince J.A.A., 1994, 'Utilisation of IT by UK General Practitioners', *Proceedings of the Second International Conference on Strategic Issues in Healthcare Management*, St.Andrews, 29-31 March.
- 70) Frost C.E.B., Sillince J.A.A., 1993, 'Strategic information systems planning for primary care prescribing', *First International Conference on Strategic Issues in Health Care Management*, University of St.Andrews, Scotland, 1-3 April 1993. [Also 53-67 in M.Malek, P.Vacani, J.Rasquinha, and P.Davey., *Managerial issues in the reformed NHS*, Wiley, Chichester.]

International Conferences (prizes).

- 1) Sillince J.A.A., and Woodward D.G., 1995, 'Investigation into the potential for application of virtual reality to accounting', *Second Swedish Accounting & Auditing Research Colloquium*, Umea, Feb 24-25, Prize for Best Applied Paper.
- 2) Sillince J.A.A., Campbell C., and Saeedi M., 1996, 'A decision support system for personal injuries litigation', *8th International Conference on Systems Research, Informatics and Cybernetics*, Baden-Baden, 13-18 August, Prize for Best Technical Paper.
- 3) Jarzabkowski P., Sillince J.A.A., and Shaw D. 2008. Internationalization in a business school: Co-existing and entwined professional and organizational narratives. *ANZAM 2008 Conference, University of Canberra*. Best Paper Award for Organizational Change track.

Books.

- 1) Harindranath H., Rosenberg D., Sillince J.A.A., Woitowski G.W., Woitowski W., Wrycza S., Zupancic J., (eds), 2002, *New perspectives on information systems development: theory, methods and practice*, Plenum Pub Corp, New York.
- 2) Sillince J.A.A., 1996, *Business Expert Systems*, Technical Publications, Hitchin, pp. 50.

- 3) Sillince J.A.A., and Sillince M., 1991, *Molecular Databases : an introduction*, Springer Verlag, pp.253.
- 4) Sillince J.A.A., 1990, *Housing Policies in Eastern Europe and the Soviet Union*, (Editor) Routledge, London, pp.492.
- 5) Sillince J.A.A., 1986, *A Theory of Planning*, Gower, Aldershot, pp.218.

Chapters in books:

[A] MANAGEMENT COMMUNICATION

- 1) Sillince J.A.A., 2009. 'Organizational context and the discursive construction of organizing', [from *Management Communication Quarterly*. 20 (4): 363-394] in Clegg, S. (Ed). *Sage Directions in Organization Studies Vol. 1*. London. Sage. 349-378.
- 2) Sillince, J.A.A. 2006. 'Organizational rhetoric', in Clegg, S. and Bailey, J.R. (Eds) *Encyclopedia of Organization Studies*. Sage, London
- 3) Sillince, J.A.A. Harvey, C. and Harindranath, H. 2006. Conflicting rhetorical positions on trust and commitment. In D.Hodgson and S.Cicmil. *Making projects critical*. Palgrave Macmillan. Basingstoke.
- 4) Sillince J.A.A., 2006, 'Knowledge management', in Ritzer G., (ed), *Encyclopedia of Sociology*, 8 Vols. Blackwell, London.
- 5) Sillince J.A.A., 2006, 'The effect of rhetoric on competitive advantage: knowledge, rhetoric and resource-based theory', in Clegg S., Hardy C., Lawrence T. and Nord W. (eds) *Handbook of Organization Studies*, Sage, London.
- 6) Sillince, J.A.A., Mueller, F., Harvey, C., Howorth, C. 2006. Biographical identity, social self and the role of authenticity in organizations. 48-69 in: *Only Connect: Neat Words, Networks and Identities*. Edited by Kornberger, M., & Gudergan, S. *Advances in Organization Studies* series. Publisher: Liber and Copenhagen Business School Press.
- 7) Sillince J.A.A., 2003, 'Coherence as the regulation of four communicative processes: integration, progression, voice, and contextualization', 103-118 in Keiser A., and Muller A.P., (eds) *Communication in organizations: structures and processes*, Peter Lang, Frankfurt.
- 8) Sillince J.A.A., 2000, 'A user designed contextualisation method for an argumentation support tool', 339-346 in in Marsh J., Gorayska B. and Mey J.L.,(eds) *Humane Interfaces: Questions of methods and practice in cognitive technology*, (*Advances in Psychology Series*), Elsevier-North Holland, Amsterdam.
- 9) Sillince J.A.A., 1996, 'Would electronic argumentation improve your ability to express yourself?' 375-388 in Gorayska B. and Mey J.,(eds) *Cognitive technology : in search of a humane interface (Advances in Psychology Series, Vol. 113)*, Elsevier-North Holland, Amsterdam.
- 10) Sillince J.A.A., 1996, 'Intelligent argumentation', 176-217 in Kent A., (ed.) *Encyclopedia of Library and Information Science*, Martin Dekker Inc., New York.

Chapters in books:

[B] MANAGEMENT INFORMATION SYSTEMS

- 11) Harindranath G., and Sillince J.A.A., 2002, 'Risk in partnerships involving information systems development: lessons from a British NHS Hospital Trust' *Annals of Cases of Information Technology*, Vol. IV. pp316-327. Idea Group Publishing, Hershey PA. ISSN 1537-937X.

- 12) Sillince J. A.A., and Rosenberg D., 2001, 'Application of a cognitive model of collaboration to a user interface', 134-152 in Qiyang Chen , Editor *Human Computer Interfaces: Issues and Challenges*, Idea Publishing, Hershey PA.
- 13) Sillince J.A.A., and Harindranath G., 1999, 'Differing rates of progress in IS development and BPR: a case study', Zupancic J., Wojkowski G., Wojkowski W., and Wrycza S., (eds), *Systems development methods for the next century*, Vol. 2., Plenum Publishing Corp., New York.
- 14) Sillince J.A.A., 1997, 'European Union information policies', 139-140 in Feather J. and Sturges P., (ed), *Encyclopaedic Dictionary of Library and Information Science (EDLIS)*, Routledge, London.

Chapters in books:

[C] ENVIRONMENTAL MANAGEMENT

- 15) Sillince J.A.A., 1990, 'Hungary', 241-264 in '*International Handbook of Housing Policies and Practices*, W.Van Vliet (Ed.),Greenwood Press,.
- 16) Sillince J.A.A., 1990, 'Housing policy in Eastern Europe and the Soviet Union', 6-58 in Sillince J.A.A., (ed) *Housing policies in Eastern Europe and in the Soviet Union*, Routledge, London.
- 17) Locsmandi G., Sillince J.A.A., 1990, 'Housing policy in Hungary', 440-475 in Sillince J. A. A., (ed) *Housing policies in Eastern Europe and in the Soviet Union*, Routledge, London.

PhD STUDENTS SUPERVISED

(11 completed; 10 current).

- (A) At Coventry University Dept of Urban and Regional Planning, supervised 2 PhD students to completion
 1. Magauran: 'Cultural problems of Catalan and Sicilian immigrants in Charleroi', completed Oct. 1985;
 2. Ibadi: 'Mental models and skill levels of architecture students', completed Sept. 1984.

- (B) At Sheffield University, supervisor to 1 PhD student to completion
 3. Mouakket: Empirical studies of systems analysts in software industry, completed Aug 1996;

- (C) At Royal Holloway, supervisor to 4 PhD student to completion
 4. Ho: Core competences and strategy in software industry (started Oct 1996, completed Nov 2000);
 5. Al-Barrak: Evaluation of software development in three Kuwaiti organisations (started Oct 1996, completed Jan 2001).
 6. Duh: Argumentation-based knowledge transformation. (started Sept 1999, completed September 2001).
 7. Golant: Organizational identity and organisational founding (started Sept 1999, completed June 2005).

- (D) At Helsinki University of Technology, 2 PhD students completed and currently supervising 3 PhD students

8. Keijola: 'On Intelligent Support for Strategic Business Planning and the Prospects of Natural Language Text Processing' (started 1998, completed Dec 2002).
9. Mantere: 'Champion, citizen, cynic: social positions in the strategy process' (started 1998, completed Nov 2002).
10. Hamalainen: 'Discursive construction of strategic change' (started June 2002, completed Sept 2007).

(E) At Aston Business School, supervised 1 PhD student to completion

11. Keshavarzi: Middle managers as information barrier in the Iranian auto industry (started March 2002, completed April 2007).

(F) At Strathclyde Business School, supervising 6 PhD students

12. Furey: The role of communication in oil and gas industry disasters (started August 2002).
13. Yazid. The role of narrative in knowledge construction in Malaysian organizations (started September 2005).
14. Tevis. Impact of self-efficacy on sensemaking and enactment (started September 2007).
15. Lettig. Strategic innovation (started September 2007).
16. Ney. What is knowledge work? (started September 2007).
17. Liu. Negotiation in Sino-Chinese collaborations (started September 2007).

(G) At Strathclyde Business School, supervising 4 DBA students

18. Schreiber. Art collecting and identity formation among elite professionals (started September 2007).
19. Broomhuis. Organizational change management (started September 2007).
20. Jongepier. Reputation management as dynamic capability (started September 2007).
21. Vrettos. Power and legitimacy in a banking organization (started February, 2009).
22. Falk. Evolution of platform structures within a multinational (started September 2008).

LARGE RESEARCH GRANTS APPLICATIONS SUCCESSFUL

1. EU European Commission IST-1999-10664. Sillince J.A.A. (Project Coordinator from pre-application July 1998 until project start March 2001; passed coordination role over to Royal Holloway colleagues on appointment with Aston Business School) 'Internet-based intelligent tool to Support Collaborative Argumentation-based LEarning in secondary schools (SCALE)'; The project centres on the specification, design and implementation of an Internet-based software tool to support argumentation-based collaborative learning in secondary schools. Knowledge would be elicited from teachers in their classrooms and coded into the software, which would be continuously prototyped, tested within three schools in each of the applicants' countries, and then disseminated to a larger number of schools. Collaborative use of the software will be encouraged, including interactions between children from different countries via the Internet. Partners are (1) Royal Holloway University of London (lead partner, Sillince, Saedi,

Rosenberg, Saxton), (2) GRIC (*Groupe de Recherche sur les Interactions Communicatives* — Research Group on Communicative Interactions), Université Lumière Lyon 2; (3) Dept of Educational Sciences, Utrecht University; (4) University of Jyväskylä, Department of Education; (5) Departamento de Didáctica e Tecnologia Educativa, Campus Universitário de Santiago, Universidade de Aveiro; (6) Department of Computing and Management Science, Sheffield Hallam University; (7) Ecole Nationale Supérieure des Mines de St. Etienne; (8) Mediamatic Interactive Publishing, Amsterdam; (9) Szamalk Training and Consulting Centre, Budapest. Project number IST-1999-10664 2000-2003, 2.097 m Euro (Royal Holloway share £412,526; total £1,310,695 for period 2001-2003).

2. ESRC August 2005 Collaborative CASE Award. Sillince J.A.A. (Principal Investigator) and Cooper, S. ESRC Collaborative Studentship 'Effectiveness in Public and Private Partnership Working in Capital Based Projects', 2005-2009, £100,000, Aston Business School in collaboration with Balfour Beatty Capital Projects.

UNPUBLISHED THESES

Sillince J.A.A., *Psychological change and choice during house search: a personal construct approach to decision making*, PhD Thesis, London School of Economics, University of London, 1979.

Sillince J.A.A., *An application of the boundary element method to calculation of water seepage through an earth dam*, BSc Thesis, Department of Mathematics, Coventry Polytechnic, 1988.

Sillince J.A.A., *An interpreter for a transputer-PC graphics interface*, MSc Thesis, Department of Computer Science, University of Birmingham, 1989.

JOURNAL EDITING

- Member of Editorial Board, *Journal of Management Studies*.
- Member of Editorial Board, *Organization Studies*.
- Member of Editorial Board, *Management Communication Quarterly*.
- Guest Editor Special Issue on Organizational Rhetoric (2008) of *Management Communication Quarterly*.
- Member of Editorial Board, *International Journal of Information Technology and Management*.
- Guest Editor of Special Issue on Virtual Teamwork (1999) of *Information Systems Journal*.
- Member of Editorial Board, *Transactions in International Information Systems*.

CONTACTS

- Advisory Board member, Strategy as practice. Practices as enablers of meaningful work and strategy realization. Project application for Finnish national funding submitted September 2003, Helsinki University of Technology.
- Advisory Board Member, Knowledge Flow within Innovation Network Project (KnowFIN), 2003, Helsinki University of Technology

- Scientific Advisory Board Member, Managing Knowledge and Social Capital in Knowledge Intensive Organizations Project (MAKS), 2003, Helsinki University of Technology
- External Promotion Reviewer, Department of Management, WPI, Worcester, USA, 2000.
- Reviewer currently for *Communication Theory, Journal of Organizational Behaviour, Human Relations, Journal of Occupational and Organizational Psychology, Academy of Management Review, Organization Studies, Journal of Management Studies, Management Communication Quarterly, Journal of Management Inquiry, British Journal of Management, Artificial Intelligence for Engineering Design, Analysis and Manufacturing (AI EDAM), International Conference of Industrial Engineering and Management Systems (IEMS'94), International Journal of Information Management, Journal of Documentation, Journal of Forecasting, Management Information Systems Quarterly, Prometheus, European Journal of Information Systems, Knowledge Management Research and Practice.*
- PhD examiner of 'Investigation into the impact of software development technologies', N.M.Onodu, Dept of Manufacturing and Engineering, University of Birmingham, October, 1996; A.Karamanos, 'Stakeholder networks and the value of the firm', Judge Institute of Management Studies, University of Cambridge, 2001; S.Stumpf, 'Analysis and representation of rhetorical construction of understanding in design teams' experiential learning', Computer Science Dept, University College London, 2001; L.Carver, 'MESS Mod For More Effective Management of Information System Under Conditions of Centralisation / Decentralisation', School of Computer Science, University of New South Wales, 2001; Carol (W.Y.) Hsu, 'Contextual issues of online education that affect student appropriation of technology and the consequent learning outcomes', Information Systems Dept., LSE, 2003; Alexandra Steinberg, 'Making a difference: exploring emergent knowledge dynamics in entrepreneurial innovation', Dept. of Social Psychology, LSE. 2005; Ming Lim, 'Actor-Networks and Technology Development: Perspectives on e-learning in the Asia-Pacific', Judge Institute of Management Studies, Cambridge University, 2008; Andrew Kelly. 'Was Burns rights?: leadership and power in the knowledge economy'. Strathclyde University Business School. 2008.
- Research grant reviewer for several ESRC applications. Most recent ones were (Business Process Reengineering, £205K, June 1995); (Virtual teamwork, £196K, April 1996); (Team working in virtual environments, £152K, February 1997); (Dynamic multi-agent models for abstract organizational experiments, 130K, May 1997); (Priority networks proposal ESRC, Communication and performance in top management teams', £199K, Feb 1999); (Cross sectoral learning in the Virtual Enterprise, £110K, Mar 1999); (Ethnography of NICE, £220K, Jan 2001).
- Research grant reviewer for Netherlands Organization for Scientific Research (NOW) J.A.van Laar, 'One-sidedness in argument, criticism and public reasoning', July 13 2004.
- Referee for European Research and Technological Development Programme in Information Technologies (Esprit) for area of Long Term Research during 1997-2000.

- Session Chair at *IFIP WG8.2 Working Conference on Information Technology and New Emergent Forms of Organizations*, University of Michigan, August 13-15, 1994.
- Session Chair at the *International Conference on Information Systems Development (ISD'98)* Bled, Slovenia, September 1998.
- Member of Programme Committee for the *Second International Conference on Cognitive Technology '97, 'Humane Interfaces: Methodology and Practice'*, University of Aizu, Japan, 1997, (90 delegates from computer science, psychology, and technology management, thirty papers published in a book, a distinctly new approach to the subject of increasing user control of interface use and design).
- Organizer (with Dr Harindranath, Dr Saeedi, and Dr Rosenberg) of *International Conference on Information Systems Development (ISD 2001)* Royal Holloway, University of London, September 2001.
- Member of Program Committee of *9th International Conference on Information Systems Development (ISD 2000)*, Kristiansand, Norway 14-16 August 2000.
- Organizer (with Dr Saeedi, and Dr Rosenberg) of two day meeting on argumentation software 19/20th March 2001 at Royal Holloway (Visitors from University of Tokyo Civil Engineering Dept and University College London Computer Science Dept).
- Member of the International Advisory Committee of the *International Information Resource Management Conference* 18-21 May 2003 Philadelphia, USA.
- Member of Organizing Committee of *Knowledge Management at Aston Conference (KMAC 2003, 2004, 2005, 2006)*.

NOVEL CONTRIBUTIONS TO TEACHING

- Developed and teaching Worldwide management of IT course to final year UG students at Aston 2001-2006. Case study based with alternating lecturer and student presentations. Good student questionnaire feedback.
- Developed, marketed, validated MA Electronic Commerce aimed at young graduates wishing to acquire a management label plus topically relevant and up to date knowledge; September, 2000.
- Developed, marketed, validated MSc Business Information Systems in partnership with Computer Science Dept. aimed at science graduates wishing to become what British Computer Society called 'Hybrid Managers'; September, 1998. Initial intake was 20, rising to 33 by 2001.
- Developed new Risk Management Information Systems course for the new Flemings MBA run by the Royal Holloway Management School, 1998.
- Developed Advanced Topics in Information Systems final year course based on 4 mini-projects and taught as one-to-one supervisions; Sheffield University, 1994.

CURRENT TEACHING

- Management Development UG3
- Change Agency MBA
- Doctoral programme
- Strategy UG3
- Strategy UG4

PREVIOUS TEACHING

- MSc and MBA dissertation supervision on human resource management, e-marketing and information systems development; Aston Business School.
- Final Year UG ‘Worldwide Management of IT’ on business strategy, alliances, knowledge management, and organizational learning in multinationals; Aston Business School.
- Doctoral Programme. ‘Research Methods’.
- 3 courses to PhD students at Helsinki University of Technology Dept of Industrial Engineering and Management. (Began in 1999, continuing in 2006). Courses are: qualitative research methods; How to publish; Organizational discourse.

EDUCATION

- Birmingham University Sept 1988-Sept 1989;
- Coventry Polytechnic (Part time) Sept 1983-Sept 1988;
- London University Sept 1971-Sept 1973;
- Manchester University Sept 1963-Sept 1967.

QUALIFICATIONS

- M.Sc in Computer Science (1989 Birmingham University);
- 1st class BSc Hons in Mathematics (1988 Coventry University);
- PhD in Social Science (1979 London University);
- 2.1 class BA Hons in Town Planning (1967 Manchester University).

PREVIOUS APPOINTMENTS

1. Professor of Knowledge Management, Aston Business School, Aston University, Aston Triangle, Birmingham, (June 2001-May 2007).
2. Professor of Management Information Systems at the Management School, Royal Holloway, University of London, (Sept 1999-June 2001).
3. Reader at the Management School, Royal Holloway, University of London, (May 1998-Sept 1999).
4. Senior Visiting Fellow, Management School, University of Sheffield, (Feb 1996-Feb 1999).
5. Senior Lecturer at the Management School, Royal Holloway, University of London, (Feb 1996-May 1998).
6. Lecturer in Management Information Systems in the Management School at Sheffield University (1991 - Feb 1996).
7. Senior Lecturer in Department of Computer Science at Coventry Polytechnic (1988-1991);
8. Senior Lecturer in Department of Urban and Regional Planning at Coventry Polytechnic (1973-1988) department closed along with 3 other planning depts in “Thatcher cuts”;
9. Planning Assistant at East Sussex County Council (1968-1971);
10. Planning Assistant at Portsmouth City Council (1967-1968).

VISITING PROFESSORSHIPS

- 1) Dept of Speech Communication and Labor Studies and Industrial Relations, Penn State University, USA, 2000-2003.

- 2) Argumentatietheorie en Retorica, Faculty of Letters, University of Amsterdam, Amsterdam, Netherlands, 2000-2003.
- 3) Centre for Computer Assisted Management, School of Business, Carleton University, Canada, 2000-2003.
- 4) Department of Civil Engineering, Tokyo University, Japan, 2003-2004.
- 5) Bordeaux Business School, Bordeaux University, France, 2004-2005.
- 6) Department of Industrial Management and Engineering, Helsinki University of Technology, Finland, 2000-2006.
- 7) Department of Management and Organization, Swedish School of Economics and Business Administration, Helsinki. Finland. 2008.

CURRENT ADMINISTRATIVE DUTIES

Director of Research, Management Department, Strathclyde Business School.

PREVIOUS ADMINISTRATIVE DUTIES

- Member of Strategy Forum at Aston Business School 2001-2006.
- Research Convenor and Leader of Knowledge Management Group Aston Business School.
- Writer in residence at Writers Retreat July 2005 and April 2006 Aston Business School.
- Member of Executive Committee, Royal Holloway Management School.
- Developer of new course and then Course Director Msc in Business Information Systems Royal Holloway Management School which started in September 1998.
- Chairman of Sheffield University Management School Library Committee Sept 1994 to Sept 1996.
- Member of 1994 Visiting Course Validation Panel for the MSc Information Systems at Luton University Business School, June 1994.
- Member of Faculty of Social Science Library Committee as Sheffield University Management School representative Sept 1994 to Sept 1996.
- Member of Sheffield University Management School Undergraduate Admissions Group 1990 to 1996.
- Member of Computer Committee, Sheffield University Management School, Jan 1991- Dec 1991.
- Admissions Tutor, Urban and Regional Planning Department, Coventry Polytechnic, 1978-1982.
- Faculty Research Seminars Convener, Social Science Faculty, Coventry Polytechnic, 1977-1982.
- Short Course Administrator, Urban and Regional Planning Department, Coventry Polytechnic, 1977-82.
- Set up academic link between Coventry Polytechnic and Budapest Technical University for period 1984-87.

PREVIOUS TEACHING AND NEW COURSE DEVELOPMENT

- 1) At Royal Holloway University of London. Curriculum development. (1) First year Management Information Systems teaching. This course has involved substantial reworking by me. (2) Course initiator and developer of the Msc in Business Information Systems in the Management School which started in September 1998, run jointly by Management and Computer Science at Royal

Holloway. This involved inter-departmental coordination, curriculum development, validation, and marketing to get the course up and running. The first intake comprised 17 students. The second intake in Sept 1999 was 22 students. The third intake (Sept 2000) was 35 students. (3) Course developer of the MA Electronic Commerce. This involved discussions with 25 companies, 5 government departments to assess target market, curriculum development, and validation (in May 2000). (4) Development of a new Risk Management Information Systems course for the new Flemings MBA run by the Royal Holloway Management School, 1998. Teaching. All these courses have been newly developed or have involved substantial reworking by me. MBA module on Information Management. Final year Project Management teaching. Supervising MSc and MBA dissertations.

- 2) At the University of Sheffield Management School: Course Leader (Sole developer) Third Year Information Management (mgt331). Joint teacher on First Year Information Management (mgt109). Taught on full-time MBA course and part-time Executive MBA, Information Management subjects. Joint developer with Computer Science Dept. of new second year undergraduate course (mgt 327) covering Systems Analysis and CASE tools.
- 3) At the Dept of Computer Science, Coventry Polytechnic. Computer science to BSc undergraduates (1988-1991); software engineering and Programming (C and Pascal); data structures; operating systems with Unix as example; databases with Smart and DB2 as examples; formal methods, including specification using Z, VDM, and UNITY, and verification using Floyd-Hoare proofs. Wrote one new course for which I was Course Leader: Formal methods (a new first year undergraduate courses). Visited students in their software engineering placement posts in industry.
- 4) At the Dept of Urban and Regional Planning, Coventry Polytechnic. Urban and regional planning to BA and MA students (1973-1988); Analytical Methods; Planning Theory; Planning and Development; Design Methods. Supervised Third Year and MA dissertations.