

CURRICULUM VITAE

Prof. Dr. Lydia Bals

External Post Doctoral Research Fellow



EBS Universität für Wirtschaft und Recht
EBS Business School
Department of Operations
Gustav-Stresemann-Ring 3
65189 Wiesbaden

Primary fields of interest

Sustainable Supply Chain Management, Sustainable Sourcing, Procurement Organization, Offshoring/Reshoring, Outsourcing/Insourcing, Global Sourcing, Supply Chain Finance (in the context of sustainability), Social Businesses (in relation to sustainable supply chains), Biomimicry (in relation to the circular economy).

Teaching experience

Supply Chain and Operations Management (Master), Introduction to Procurement/Logistics/Production (Bachelor), Global Sourcing (Bachelor), Logistics Management (Bachelor)

University employment and affiliation

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|-------------------|---|
| Since 2019 | External Post Doctoral Research Fellow (Externe Habilitandin), EBS Universität für Wirtschaft und Recht, EBS Business School, Department of Operations Wiesbaden, Germany |
| Since 2014 | Tenured Professor for Supply Chain & Operations Management, Mainz University of Applied Sciences, School of Business, Mainz, Germany |
| Since 2008 | Visiting Professor/Visiting Scholar, Department of Strategy and Innovation (former Department for Strategic Management and Globalization), Copenhagen Business School, Frederiksberg, Denmark |

Education

- 2005 - 2008** Doctoral degree in Supply Chain Management (“summa cum laude”)
European Business School (EBS), Oestrich-Winkel, Germany
- 2004** Exchange Master’s Student, Administración y Dirección de Empresas (EGADE) of the
Tecnológico de, Campus Monterrey, Monterrey, Mexico
- 2003 - 2004** Exchange Master’s Student, Helsinki University of Technology (HUT), Espoo, Finland
- 2001 - 2005** Master of Science in Business Administration/Dipl.-Kffr. (“excellent”),
European Business School (EBS), Oestrich-Winkel, Germany

Research activities

Visiting positions

- 07/09 2008** Post-doc Visiting Scholar, Columbia Business School, Columbia University, New York,
USA
- 01/05 2008** Visiting Scholar, The Wharton School, University of Pennsylvania, Pennsylvania, USA

Research grants and scholarships

- 07/09 2008** Chazen Scholarship by Columbia University, New York
- 01/05 2008** EBS Research Scholarship
- 2007** CAPS Research Scholarship for the North American Research & Teaching
Symposium (NARTS)
- 2003 - 2004** Erasmus Scholarship (EU funding for semester abroad)
- 2002 - 2003** e-fellows.net (funding for talented students by a joint initiative of McKinsey, Deutsche
Bank, Accenture among others)

Awards

- 2020** Top cited paper in Journal of Business Logistics (JBL) 2018/2019
- 2019** Top 20 most downloaded paper in Journal of Business Logistics (JBL) 2017/2018
- 2018** Best Reviewer 2017 (IJPDLM) Emerald Literati Awards
- 2018** Best Paper 2017 Journal of Purchasing & Supply Management (JPSM)
- 2017** Commended Paper 2016 (IJPDLM) Emerald Literati Awards
- 2015** Nominated for AOM Carolyn Dexter (Best International Paper) award
- 2010** Nomination Best Paper 2009 Journal of Supply Chain Management

Scientific affiliations

Verband der Hochschullehrer für Betriebswirtschaft (VHB)
Hochschullehrerbund (HLB)
Academy of Management (AOM)
Academy of International Business (AIB)
International Purchasing & Supply Education & Research Association (IPSERA)
Industrial Marketing and Purchasing Group (IMP Group)
International Sustainable Value Chains (ISVC)

Academic research collaboration

Editorial Board Member

Journal of Purchasing & Supply Management (JPSM), associate editor since 2015; editorial reviewer 2014 - 2015
International Journal of Physical Distribution & Logistics Management (IJPDLM), editorial board member, since 2016
Journal of Supply Chain Management (JSCM), editorial reviewer since 2015
Journal of East-West Business (WJEB), editorial reviewer 2011-2012

Ad-hoc for Journals

Journal of Business Ethics, since 2019
International Journal of Logistics Management, since 2017
International Journal of Operations and Production Management (IJOPM), since 2017
International Journal of Integrated Supply Management, since 2017
Global Strategy Journal (GSJ), since 2015
Journal of Operations Management (JOM), since 2008
Journal of Supply Chain Management (JSCM), 2008-2014
Journal of Purchasing and Supply Management (JPSM), 2007-2013
Journal of International Management (JIM), since 2010
International Journal of Production Economics (IJPE), since 2009
Journal of Management Studies (JMS), guest reviewer

Teaching activities

At EBS: Supply Chain and Operations Management, Master in Business Administration, summer 2020

At Hochschule Mainz: 37 courses on Bachelor and Master levels (status 2014-2020)

Student supervision

At Hochschule Mainz: 44 supervisions of Bachelor and Master Theses; 1 supervision of Doctoral Thesis

Business experience

Since 2013 Independent Consultant, Moderator and Speaker (<https://source4future.de/>)

2011 - 2013 Head of Procurement Solutions (Vice President level), Global Procurement, Bayer CropScience AG

2008 - 2011 Senior Consultant/Project Manager at Bayer Business Consulting, Bayer Business Services GmbH

Languages

German Native Language

English Fluent

Spanish Advanced

PUBLICATIONS

Prof. Dr. Lydia Bals

External Post Doctoral Research Fellow

EBS Universität für Wirtschaft und Recht
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Gustav-Stresemann-Ring 3
65189 Wiesbaden

Monographs and chapters

- Tate, W., Bals, L., & Ellram, L. (2019), Supply Chain Finance: Risk Management, Resilience and Supplier Management, Kogan Page.
- Tate, W., Ellram, L., & Bals, L. (2019), Supply chain finance: solutions for financial sustainability, risk management and resilience in the supply chain, In: Tate, W., Bals, L., & Ellram, L. (2019), Supply Chain Finance: Risk Management, Resilience and Supplier Management, Kogan Page, pp. 1-12.
- Bals, C., & Bals, L. (2019), Exploring Fragmentation in the SCF Ecosystem. In: Tate, W., Bals, L., & Ellram, L. (2019), Supply Chain Finance: Risk Management, Resilience and Supplier Management, Kogan Page, pp. 207-224.
- Ochoa, P., & Bals, L. (2017), PYMES y la eficiencia de programas públicos de promoción de exportaciones en Argentina, In: Deutsch-Argentinische Wirtschaftsstudien, herausgegeben von Musacchio, A., & Schüle, U., Band 2, Shaker Verlag.
- Synnatschke, A., & Bals L. (Forthcoming), La externalización de servicios der TI: ¿Cómo influye el comportamiento organizacional de compra en la selección del país de destino? Un enfoque de casos múltiples analizando compradores internacionales en la Argentina. In: Ochoa, P., & Bals, L. (Eds.), PYMES y la eficiencia de programas públicos de promoción de exportaciones en Argentina, Aachen, Shaker Verlag, pp. 114-144.
- Bals, L., & Tate, W. (2017), What Hybrid Business Models can Teach Sustainable Supply Chain Management: The Role of Entrepreneurs' Social Identity and Social Capabilities. In: Brandenburg, M., Hahn, G., & Rebs, T. (Eds.), Social and Environmental Dimensions of Organizations and Supply Chains – Tradeoffs and Synergies, Greening of Industry Networks Studies, Cham, Springer, pp. 259-282.
- Schulze, H., & Bals, L. (2017), Implementing sustainable supply chain management – a literature review on required purchasing and supply management competences. In: Brandenburg, M., Hahn, G., & Rebs, T. (Eds.), Social and Environmental Dimensions of Organizations and Supply Chains – Tradeoffs and Synergies, Greening of Industry Networks Studies, Cham, Springer, pp. 171-194.
- Bals, L., & Tate, W. (2016), Implementing Triple Bottom Line Sustainability into Global Supply Chains, Sheffield, UK: Greenleaf Publishing.

- Bals, L., & Tate, W. (2016), The journey from triple bottom line (TBL) sustainable supply chains to TBL shared value chain design. In: Bals, L., Tate, W. (Eds.), *Implementing Triple Bottom Line Sustainability into Global Supply Chains*, pp. 1-12, Sheffield, UK: Greenleaf Publishing.
- Bals, L. (2015), Argentina as a Global Sourcing Destination: Status Quo and Opportunities. In: Schüle, Ulrich (Ed.), *International Trade, Finance, and Investment Policies in Argentina: Trends and Issues*, pp. 119-129, Shaker.
- Bals, L., Berry, H., Hartmann, E., & Rättich, G. (2013), What Do We Know About Going Global Early? Liabilities of Foreignness and Early Internationalizing Firms (authors are listed alphabetically). In: Devinney, T., Pedersen, T., & Tihanyi, L. (Eds.), *Advances in International Management*, pp. 401-437, Volume 26, Springer.
- Bals, L., Kneis, K. C., Lemke, C., & Pedersen, T. (2013), Towards a Flexible Breathing Organization: R&D Outsourcing at Bayer. In: Pedersen, T., Bals, L., Jensen, P. O., & Moeller-Larsen, M. (Eds.), *The Offshoring Challenge: Strategic Design and Innovation for Tomorrow's Organization*, pp. 211-226, Springer.
- Bals, L., Jensen, P. O., Moeller-Larsen, M., & Pedersen, T. (2013), Exploring Layers of Complexity in Offshoring Research and Practice. In: Pedersen, T., Bals, L., Jensen, P. O., & Moeller-Larsen, M. (Eds.), *The Offshoring Challenge: Strategic Design and Innovation for Tomorrow's Organization*, pp. 1-18, Springer.
- Pedersen, T., Bals, L., Jensen, P. O., & Moeller-Larsen, M. (Eds.) (2013), *The Offshoring Challenge: Strategic Design and Innovation for Tomorrow's Organization*, Springer.
- Bals, L. (2012), Climate Change's Impact on Procurement: Risks and Opportunities. In: Stoner, J., Wankel, C. (Eds.), *Managing climate change business risks and consequences: Leadership for global sustainability*, pp. 101-119, Palgrave-MacMillan.
- Bals, L. (2010), *Einkauf von Marketingdienstleistungen – Identifikation und Systematisierung von Optimierungspotenzialen*, 2nd revised and extended edition, Verlag Wissenschaft und Praxis, St. Gallen.
- Moscho, A., Bals, L., Kämper, M., & Neuwirth, S. (2010), Implementing Change Management Successfully – Reinventing an Innovation Company: The Bayer Case. In: Gerybadze, A., Hommel, U., Reiners, H.W., & Thomaschewski, D. (Eds.), *Innovation and Corporate Growth – Strategy, Processes and Performance*, pp. 175-190, Springer.
- Moscho, A., Bals, L., Neuwirth, S., & Tobies, I. (2009), Aufbau und Etablierung eines professionellen Inhouse Consulting in einem globalen Konzern. In: Moscho, A., & Richter, A. (Eds.), *Inhouse-Consulting in Deutschland. Markt, Strukturen, Strategien*, pp. 31-50, Gabler, Wiesbaden.
- Bals, L. (2008), *Sourcing of Services: International Aspects and Complex Categories*, Dissertation, Gabler, Wiesbaden.
- Bals, L., & Hartmann, E. (2008), *Sourcing of Services*, Nova Science Publishers, Inc., New York.
- Bals, L., & Hartmann, E., Gruner, J. R. (2008), Management of the Innovation Process: A Comparison of Theoretical and Practical Approaches. In: Specht, Dieter (Ed.), *Produkt- und Prozessinnovationen in Wertschöpfungsketten*, pp. 125-162, Gabler, Wiesbaden.
- Jahns, C., Hartmann, E., & Bals, L. (2007), Offshoring – Analyse der Hintergründe und Potenziale. In: Specht, Dieter (Ed.): *Insourcing, Outsourcing, Offshoring, Beiträge zur Produktionswirtschaft*, pp. 85-106, Gabler: Wiesbaden.
- Blaj, L. (2005), *Einkauf von Marketingdienstleistungen – Identifikation und Systematisierung von Optimierungspotenzialen*, Verlag Wissenschaft und Praxis, St. Gallen.

Educational books

Tate, W., Fawcett, S., Schoenherr, T., Ashenbaum, B., Carter, C., & Bals, L. (2016), *Purchasing & Supply Management: Enhancing Competitiveness and Customer Value*, My Educator, LLC: Orem, UT.

Refereed journals

Schulze, H., & Bals L. (forthcoming), Implementing sustainable purchasing and supply management (SPSM): A Delphi study on competences needed by purchasing and supply management professionals, accepted at *Journal of Purchasing & Supply Management*.

Wieland, A., Bals, L., Mol, M., & Handfield, R. (2020), Global Sourcing: Taking Stock and Moving Forward, *Journal of International Management*, 26(1), pp. 100709.

Bals, L., Schulze, H., Kelly, S., & Stek, K. (2019), Purchasing and supply management (PSM) competencies: Current and future requirements, *Journal of Purchasing & Supply Management*, 25(5), pp. 100572.

Tate, W., Bals, L., Bals, C., & Foerstl, K. (2019), Seeing the Forest and Not the Trees: Learning from Nature's Circular Economy, *Resources, Conservation & Recycling*, Volume 149, pp. 115-129.

Tate, W., Bals, L., & Marshall, D. (2019), Supply chain management at the base of the pyramid, *International Journal of Physical Distribution & Logistics Management*, 49(5), pp. 438-450.

Schulze, H., Bals, L., & Johnsen, T. (2019), Individual Competences for Sustainable Purchasing and Supply Management (SPSM): A Literature and Practice Perspective, *International Journal of Physical Distribution & Logistics Management*, 49(3), pp. 287-304.

Lashitew, A., Bals, L., & van Tulder, R. (2020), Inclusive Business at the Base of the Pyramid: The Role of Embeddedness for Enabling Social Innovations, *Journal of Business Ethics*, 162(2), pp. 421-448.

Goebel, P., Reuter, C., Pibernik, R., Sichtmann, C., & Bals, L. (2018), Purchasing Managers' Willingness to Pay (WTP) for Attributes that Constitute Sustainability, *Journal of Operations Management*, Volume 62, pp. 44-58.

Fayezi, S., Zomorodi, M., & Bals, L. (2018), Procurement Sustainability Tensions: An Integrative Perspective, *International Journal of Physical Distribution & Logistics Management*, 48(6), pp. 586-609.

Tate, W., & Bals, L. (2018), Achieving Shared Triple Bottom Line (TBL) Value Creation: Toward a Social Resource-Based View (SRBV) of the Firm, *Journal of Business Ethics*, 152(3), pp. 803-826.

Bals, L., Laine, J., & Mugurusi, G. (2018), Evolving Procurement Organizations: External and Internal fit Considerations, *Journal of Purchasing & Supply Management*, 24(1), pp. 41-58.

Bals, L., & Tate, W. (2018), Sustainable Supply Chain Design (SSCD) in Social Businesses: Advancing the Theory of Supply Chain, *Journal of Business Logistics*, 39(1), pp. 57-79.

Bals, L., & Turkulainen, V. (2017), Achieving Efficiency and Effectiveness in Purchasing and Supply Management: Organization Design and Outsourcing, *Journal of Purchasing & Supply Management*, 23(4), pp. 256-267. JPSM best paper 2017 award.

Mugurusi, G., & Bals, L. (2017): Purchasing and Supply Organization in Transition: An Exploratory case of Offshoring Within a Global Engineering Company, *Operations Management Research*, 10(1), pp. 64-83.

- Tate, W., & Bals, L. (2017), Outsourcing/Offshoring Insights: Going Beyond Reshoring to Rightshoring, Special Issue Editorial in of International Journal of Physical Distribution & Logistics Management, 47(2/3), pp. 106-113.
- Bals, L., Kirchoff, J. F., & Foerstl, K. (2016), Exploring the Reshoring and Insourcing Decision Making Process: Toward an Agenda for Future Research, *Operations Management Research*, 9(3-4), pp. 102-116.
- Foerstl, K., Kirchoff, J. F., & Bals, L. (2016), Reshoring and Insourcing: Drivers and Future Research Directions, *International Journal of Physical Distribution and Logistics Management*, 46(5), pp. 492-515. *Nominated for AOM Carolyn Dexter (Best International Paper) award 2015. "Highly Commended" by the Emerald Literati Awards for Excellence 2017.*
- Coates, M., & Bals, L. (2013), External Innovation Implementation Determinants and Performance Measurement: A Case Study from the Pharmaceutical Industry. *Technology and Investment*, 4(2), pp. 131-143.
- Tate, W., Ellram, L., Bals, L., Hartmann, E., & Van der Valk, W. (2010), An Agency Theory Perspective on the Purchase of Marketing Services. *Industrial Marketing Management*, 39(5), pp. 806-819.
- Bals, L., Hartmann, E., & Ritter, T. (2009), Barriers of Purchasing Involvement in Marketing Service Procurement. *Industrial Marketing Management*, 38(8), pp. 892-902.
- Tate, W., Ellram, L., Bals, L., & Hartmann, E. (2009), Offshore Outsourcing of Services: An evolutionary perspective, *International Journal of Production Economics*, 120(2), pp. 512-524.
- Trautmann, G., Turkulainen, V., Hartmann, E., & Bals, L. (2009), Integration in the Global Sourcing Organization: An information processing perspective. *Journal of Supply Chain Management*, 45(2), pp. 57-74. *Nominated for best paper award JSCM 2009.*
- Trautmann, G., Bals, L., & Hartmann, E. (2009), Global Sourcing in Integrated Network Structures: The Case of Hybrid Purchasing Organizations. *Journal of International Management*. 15(2), pp. 194-208.
- Schmidberger, S., Bals, L., Hartmann, E., & Jahns, C. (2009), Development of a Performance Measurement System for the Benchmarking of Ground Handling Services at European Hub Airports. *International Journal of Production Economics*, 117(1), pp. 104-116.
- Hartmann, E., Bals, L., & Kaiser, G. (2008), The Impact of Internal Purchasing Resources and Capabilities on Low-cost Country Sourcing. *Zeitschrift für Betriebswirtschaft (Journal of Business Economics)*, 78(4), pp. 31-54.
- Jahns, C., Hartmann, E., Lockström, M., & Bals, L. (2007), The Quest for Competitive Advantage: Empirical Evidence of the Role of Resources in a Global Sourcing Context. *Die Unternehmung (Swiss Journal of Business Research and Practice)*, 61(3), pp. 213-226.
- Jahns, C., Hartmann, E., & Bals, L. (2006), Offshoring: Dimensions and diffusion of a new business concept. *Journal of Purchasing and Supply Management*, 12(4), pp. 218-231.

Recent Conference Contributions

- Rosca, E., Bals, L., Tate, W., & Huang, F. (2020), Resource Management in BOP contexts: Toward a Social Resource Orchestration Theory (SROT), accepted at the Academy of Management Annual Meeting (AOM), Vancouver, Canada.
- Bals, L., & Turkulainen, V. (2020), Managing the Buyer-Supplier Interface: Organizational Implications of Global Sourcing, accepted at the Academy of Management Annual Meeting (AOM), Vancouver, Canada.

- Kelly, S., Bals, L., Schulze, H., & Stek, K. (2020), The role of knowledge conversion in developing operational capabilities: An organisational routines perspective, accepted at the 29th IPSERA conference, Tennessee, United States.
- Bals, L. (2020), Information Processing for Sustainable Supply Chain Management: A Biomimetic Perspective on Organizational Design in the Circular Economy Context, accepted at the 82th VHB annual conference, Frankfurt am Main, Germany.
- Tate, W., Bals, L., Foerstl, K., & Bals, C. (2020), Using biomimicry in network research, accepted at the 31st POMS conference, Minneapolis, United States.
- Rosca, E., Bals, L., Tate, W., & Huang, F. (2020), New Research Frontiers in a Resource Constrained Poverty-Stricken Context: Moving Toward a Social Resource Orchestration Theory, accepted at the 29th IPSERA conference, Tennessee, United States.
- Schulze, H., & Bals, L. (2020), Implementing sustainable purchasing and supply management (SPSM): A Delphi study on competences needed by purchasing and supply management (PSM) professionals, accepted at the 82th VHB annual conference, Frankfurt am Main, Germany.
- Bals, L., Tate, W., Bals, C., & Kreis, Y. (2019), Exploring Financial Flows, Contagion, and the Financial Bullwhip in the Context of Greece, accepted at the Academy of Management Annual Meeting (AOM), Boston, USA.
- Mol, M., Wieland, A., Bals, L., & Handfield, R. (2019), Overcoming the Blind Spots of Global Sourcing: How Supply Chain Management Can Inform International Business, accepted at the Academy of International Business Annual Meeting (AOM), Copenhagen, Denmark.
- Bals, L., Tate, W., Gelsomino, L., & Bals, C. (2019), Implementing sustainable purchasing and supply management (SPSM): Exploring the Financial Flows in Sustainable Supply Chains and the Role of Supply Chain Finance, accepted at the 28th IPSERA conference, Milano, Italy.
- Bals, L., & Turkulainen, V. (2019), Global sourcing organization designs and their implications for the buyer-supplier interface – The case of project operations, accepted at the 28th IPSERA conference, Milano, Italy.
- Schulze, H., & Bals, L. (2019), Implementing sustainable purchasing and supply management (SPSM): A Delphi study on skills and competences needed by purchasing and supply management professionals, accepted at the 28th IPSERA conference, Milano, Italy.
- Schulze, H., & Bals, L. (2018), Implementing sustainable purchasing and supply management (SPSM): A Delphi study on skills and competences needed by purchasing and supply management professionals, presented at the 8th International Conference for Sustainability and Responsibility, Cologne, Germany.
- Tate, W., Bals, L., Bals, C., & Foerstl, K. (2018), Seeing the Forest and Not the Trees: Learning from Nature's Circular Economy, presented at the 9th European Decision Sciences Institute (EDSI) Conference, Udine/Venice, Italy.
- Tate, W., Bals, L., Bals, C., & Foerstl, K. (2018), Seeing the Forest and Not the Trees: Learning from Nature's Circular Economy, presented at Academy of Management Annual Meeting (AOM), Chicago, USA.
- Bals, C., & Bals, L. (2018), From Islands to Networks: Exploring Fragmentation in the SCF Ecosystem, presented at the 27th IPSERA conference, Athens, Greece.
- Tate, W., Bals, L., Foerstl, K., Bals, C. (2018), Seeing the Forest and Not the Trees: Learning from Nature's Circular Economy, presented at the 27th IPSERA conference, Athens, Greece.

- Bals, L., Kelly, S., Schulze, H., & Klaas, S. (2018), Purchasing and Supply Management (PSM) competencies today and in future: Taking stock and moving forward, presented at the 27th IPSESA conference, Athens, Greece.
- Synnatschke, A., & Bals, L. (2018), Country attractiveness in IT service outsourcing – How do country-related factors influence respective buying decisions? Accepted at the 27th IPSESA conference, Athens, Greece.
- Tate, W., & Bals, L. (2017), Outsourcing/offshoring insights: Going beyond reshoring to rightshoring, presented at the DSI 2017 Annual Meeting in Washington, DC, USA
- De Boer, R., Bals, L., Tate, W., Gelsomino, L., Steeman, M., & Bals, C. (2017), Exploring the Financial Flows in Sustainable Supply Chains: The Hidden Potential of Supply Chain Finance, presented at the 24th *International Conference on Production Research (ICPR)*, Poznan, Poland.
- De Boer, R., Bals, L., Tate, W., Gelsomino, L., Steeman, M., & Bals, C. (2017), Exploring the financial flows in sustainable supply chains: Toward a conceptualization of sustainable supply chain finance (SSCF), presented at the 8th *European Decision Sciences Institute (EDSI) Conference*, Granada, Spain.
- Bals, L., Tate, W., Foerstl, K., & Bals, C. (2017), Transmission in supply chain networks: On the brink to another evolutionary stage?, presented at the 8th *European Decision Sciences Institute (EDSI) Conference*, Granada, Spain.
- Bals, L., Kelly, S., Schulze, H., & Stek, K. (2017), The role of explicit and tacit knowledge in Purchasing and Supply Management (PSM) today and in future, presented at the 8th *European Decision Sciences Institute (EDSI) Conference*, Granada, Spain.
- Schulze, H., & Bals, L. (2017), Ensuring sustainability in global value chains: A systematic literature review of current and future buyer competencies, presented at the 8th *European Decision Sciences Institute (EDSI) Conference*, Granada, Spain.
- Kreis, Y., Tate, W., Bals, L., & Bals, C. (2017), Toward a Theory of the Financial Supply Chain: Exploring Contagion and the Financial Bullwhip During the Greek Debt Crisis, working paper, presented at the 26th *IPSESA conference*, Budapest/Balatonfüred, Hungary.
- Bals, L., Kelly, S., Schulze, H., & Stek, K. (2017), The role of explicit and tacit knowledge in Purchasing and Supply Management (PSM) today and in future, working paper, presented at the 26th *IPSESA conference*, Budapest/Balatonfüred, Hungary.
- Schulze, H., & Bals, L. (2017), Ensuring sustainability in global value chains: A systematic literature review of current and future buyer competencies, working paper, presented at the 26th *IPSESA conference*, Budapest/Balatonfüred, Hungary.
- Synnatschke, A., & Bals, L. (2016), La externalización de servicios de TI: ¿Cómo influye el comportamiento organizacional de compra en la selección del país de destino? Un enfoque de casos múltiples analizando compradores internacionales en la Argentina. *Simposio La integración de empresas argentinas en cadenas globales de valor*, Buenos Aires, Argentina.
- Schulze, H., & Bals, L. (2016), Implementing sustainable supply chain management: Which skills and competencies do we need for Purchasing and Supply Management? accepted at 7th *International Conference on Corporate Sustainability and Responsibility*, Berlin, Germany.
- Turkulainen, V., & Bals, L. (2016), Modular Designs in Purchasing and Supply Organizations, accepted for presentation at the 76th *Academy of Management Annual Meeting (AOM)*, Anaheim, United States.
- Kreis, Y., Tate, W., & Bals, L. (2016), Advancing Theory on Support Chains: Balancing Financial, Information and Material Flows, presented at the 7th *European Decision Sciences Institute (EDSI) Conference*, Helsinki, Finland.

- Tate, W., & Bals, L. (2016), What Hybrid Business Models can Teach Sustainable Supply Chain Management: The Role of Social Identity and Capabilities, presented at the 7th *European Decision Sciences Institute (EDSI) Conference*, Helsinki, Finland.
- Bals, L., & Turkulainen, V. (2016), Modular Designs in Purchasing and Supply Organizations, presented at the 7th *European Decision Sciences Institute (EDSI) Conference*, Helsinki, Finland.
- Bals, L., & Tate, W. (2016), Sustainable Supply Chain Design: Configuration Archetypes of Physical and Support Chains, presented at the 11th *CSCMP European Research Seminar (ERS)*, Vienna, Austria.
- Kreis, Y., Tate, W., & Bals, L. (2016), Advancing Theory on Support Chains: Balancing Financial, Information and Material Flows, presented at the 2016 *POMS Annual Conference*, Orlando, United States.
- Tate, W., & Bals, L. (2016), What Hybrid Business Models can Teach Sustainable Supply Chain Management: The Role of Entrepreneurs' Social Identity and Social Capabilities, working paper, presented at the 25th *IPSERA conference*, Dortmund, Germany.
- Bals, L., & Turkulainen, V. (2016), Organizing for Outsourcing – The Case of Purchasing & Supply Management, competitive paper, presented at the 25th *IPSERA conference*, Dortmund, Germany.
- Tate, W., & Bals, L. (2016), Conceiving and Executing Sustainable Supply Chains: Towards a Social Resource-Based View of the Firm, competitive paper, presented at the 25th *IPSERA conference*, Dortmund, Germany.
- Bals, L., & Tate, W. (2015), Sustainable Supply Chain Design: Configuration archetypes of physical and support chains for triple bottom line objectives, presented at the *International Forum of Sustainable Value Chains (ISVC) conference*, Eschborn/Frankfurt, Germany.
- Foerstl, K., Kirchoff, J.F., & Bals, L. (2015), Reshoring and Insourcing: Drivers and Future Research Directions, presented at the *DSI Annual Meeting*, Seattle, United States.
- Bals, L., & Tate, W. (2015), Shared Value Chain Design: Sustainable Outputs Versus Sustainable Outcomes, presented at the 26th *POMS Production and Operations Management Society conference*, Washington, United States.
- Tate, W., & Bals, L. (2015), Incubating and Implementing Successful and Sustainable Programs for Social Benefit: Towards a Social Resource-based View of the Firm, presented at the 26th *POMS Production and Operations Management Society conference*, Washington, United States.
- Bals, L., & Tate, W. (2015), Shared Value Chain Design: Sustainable Outputs versus sustainable outcomes, presented at 10th *European Research Seminar (ERS) on Logistics and SCM*, Copenhagen, Denmark.
- Bals, L., & Tate, W. (2015), Sustainable Supply Chain Management: Changing the World one Social Business at a time, *EDSI European Decision Sciences Institute 6th conference*, Taormina, Italy.
- Bals, L., & Turkulainen, V. (2015), Centralized, decentralized, and hybrid purchasing organizations: What lies beyond? presented at *Academy of Management Annual Meeting*, Vancouver, Canada.
- Foerstl, K., Kirchoff, J.F., & Bals, L. (2015), Towards a Unified Conceptualization of Reshoring and Insourcing Decisions and Their Drivers, presented at *Academy of Management Annual Meeting*, Vancouver, Canada. *Nominated for AOM Carolyn Dexter (Best International Paper) award 2015.*
- Bals, L., & Turkulainen, V. (2015), Organizing for Global Sourcing: The Hybrid Organization, presented at the 24th *Annual IPSERA Conference*, Amsterdam, Netherlands.

- Foerstl, K., Kirchoff, J.F., Bals, L. (2015), Towards a unified conceptualization of reshoring and insourcing decisions and directions for future research, presented at the *24th Annual IPSERA Conference*, Amsterdam, Netherlands.
- Bals, L., & Tate, W. (2015), Shared Value Chain Design: Sustainable Outputs Versus Sustainable Outcomes, presented at the *24th Annual IPSERA Conference*, Amsterdam, Netherlands.
- Bals, L., & Tate, W. (2014), Sustainable Supply Chain Management: Changing the World one Social Business at a time, presented at *6th International Conference on Corporate Sustainability and Responsibility*, Berlin.
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