

Publication List Prof. dr. D. M. van Gorp LL.M, May 2019

Publications in review

Zhou, C., Zhang, J. and Gorp, D. M. van and Witteloostuijn, A. van, *Willingness to Work for Emerging Multinationals: A Country-of-Origin Perspective*.

Zhang, J. Deephouse, D., Gorp, D. M. van and Ebbers, H. *Towards a Validated Measure of the Legitimacy of EMNEs --- at the Individual Level of Analysis*.

Journal articles:

Zhang, J., Zhou, C, He, X and Gorp, D. M. (2019). *Antecedents of corporate image: The case of Chinese multinational enterprises in the Netherlands*. Journal of Business Research, 101:389-401.

Zhang, Jianhong, van Gorp, Désirée M. van, and Ebbers, Haico A. (2018). *What determines trade between China and India during the recession of 2008-2012?* Contemporary Economic Policy. doi: 10.1111/coep.12282.

Zhang, J., He, X., and Gorp, D.M. van (2017). *Economic freedom and cross-border acquisitions from emerging markets into developed economies*. Thunderbird International Business Review, 59(3): 313-331. doi: 10.1002/tie.21872.

Gorp, D. M. van and Jagersma, P. K. (2010). *Offshoring tijdens de crisis*. Economisch Statistische Berichten, 4588: 406-408.

Jagersma, P. K. and Gorp, D. M. van (2008). *Offshoring en outsourcing: Het '4M-model'*. Holland Management Review, special, 45-52.

Gorp, D. M. van, Jagersma, P. K. and Livshits, A. (2007). *Offshore behavior of service firms: Policy implications for firms and nations*. Journal of Information Technology Case and Application Research, 9(1): 7-19.

Jagersma, P. K. and Gorp, D. M. van (2007). *Offshoring en outsourcing: Het '4Mmodel'*. Holland Management Review, 111: 39-46.

Avendaño-Canto, C. and Gorp, D. M. van (2007). *Offshoring's legal dimension: a comparative study of EU and US policy responses*. Journal of IT Case and Application Research (JITCAR), 9(3): 31-48.

Gorp, D. M. van and Jagersma, P. K. (2007). *Redefining the paradigm for global competition: Offshoring of service firms*. Business Strategies Series, 8(1): 35-52.

Jagersma, P. K. and Gorp, D. M. van (2006). *Mondiale migratie van diensten*. Economisch Statistische Berichten, 4496: 520-522.

Gorp, D. M. van (2006). *Mondiale migratie van Nederlandse dienstondernemingen*. Holland Management Review, 109: 8-16.

Jagersma, P. K. and Gorp, D. M. van (2006). *Offshoring en outsourcing in de dienstensector*. Holland Management Review, 109: 8-15.

Jagersma, P. K. and Gorp, D. M. van (2003). *International divestment: An empirical perspective*. Journal of General Management, 29(1): 47-67.

Jagersma, P. K. and Gorp, D. M. van (2003). *International divestments: An empirical perspective*. Business Horizons, 46(6): 61-70.

Jagersma, P. K. and Gorp, D. M. van (2003). *Spin-out management: Theory and practice*. Business Horizons, 46(2): 15-24.

Gorp, D. M. van and Jagersma, P. K. (2003). *Still searching for the pot of gold: Doing business in today's China*. Journal of Business Strategy, 24(5): 27-35.

Gorp, D. M. van and Jagersma, P. K. (2002). *International HRM: The Dutch experience*. Journal of General Management, 28(2): 75-87.

Jagersma, P. K. and Gorp, D. M. van (2001). *Internet: Stuwende kracht van nieuwe businessmodellen*. Holland Management Review, 76: 78-87.

Jagersma, P. K. and Gorp, D. M. van (2001). *Op weg naar nieuwe organisatie principes*. Holland Management Review, 75: 80-86.

Jagersma, P. K. and Gorp, D. M. van (2001). *Strategie in de 21e eeuw*. Holland Management Review, 78: 80-86.

Books:

Gorp, D. M. van (2010). *Offshoring in the service sector: An empirical investigation on the offshoring behavior of service firms and its influence on their foreign entry mode choice*. LAP Lambert Academic Publishing, Saarbrücken, Germany. ISBN: 9783838367576.

Gorp, D. M. van (2007). *Offshoring by service firms: innovation and global sourcing: Reality or Myth?* Nyenrode Business Universiteit, Breukelen, the Netherlands. ISBN: 9789073314993.

Gorp, D. M. van (2005). *Offshoring in the service sector: creating competitive advantage*. Nyenrode Business Universiteit, Breukelen, the Netherlands. ISBN: 9073314836.

PhD Dissertation:

Gorp, D. M. van (2008). *Offshoring in the service sector: An empirical investigation on the offshoring behavior of service firms and its influence on their foreign entry mode choice*. Dissertation. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Inaugural lecture:

Gorp, D. M. van (2012). *The Fall of the Roman Empire Myth or Reality?* Nyenrode Business Universiteit, Breukelen, the Netherlands. ISBN 9789089800435. Abridged version given in acceptance of the Professorship in International Business at Nyenrode Business Universiteit on Friday, September 14th, 2012 [\[Link\]](#)

Chapters in books:

Gorp, D.M. van. (2018). *Business diplomacy: its role for sustainable value chains*. Chapter 3 in Research Handbook on Economic Diplomacy. Edited by Peter van Bergeijk and Selwyn Moons.

Gorp, D.M. van, & Chamlou, N. (2016). *Offshoring and the availability of female labor in the MENA region*. In N. Chamlou & M. Karshenas (Eds.). *Women, work and welfare in the Middle East and North Africa: The Role of Socio-demographics, Entrepreneurship and Public Policies*. Imperial College Press. ISBN 9781783267330.

Gorp, D. M. van and Welsum, D. van (2013). *The impact of offshoring by service firms on a country's comparative advantage* in *The Oxford Handbook of Offshoring and Global Employment* edited by Bardhan, Ashok, Dwight Jaffee and Cynthia Kroll.

Gorp, D. M. van (2009). *Global sourcing: political and economical implications*. Chapter 4. *Kluwer Outsourcing Handbook: International Outsourcing Law and Practice*. Alphen aan den Rijn, the Netherlands. ISBN: 9789041125422.

Gorp, D. M. van (2008). *Offshoring and outsourcing: political and economical implications*. Chapter 4. *Kluwer Outsourcing Handbook: International Outsourcing Law and Practice*. Kluwer Law International, Alphen aan den Rijn, the Netherlands. ISBN 9041125426.

Gorp, D. M. van; Ebbers, H.; Thomassen, M. and Ike'e, M. (2006). *Kan het CBS (National Office for Statistics) offshoring meten: bevindingen van een pilotstudie*. Chapters 6 and 7. CBS, Heerlen, the Netherlands.

Jagersma, P. K. and Gorp, D. M. van (2006). *Offshoring and outsourcing: the 4M approach*. *The Oxford Handbook of Strategy: A strategy overview and competitive strategy*. Oxford University Press. New York, United States. ISBN 9780199275212.

Conferences:

Zhang, Jianhong, Xinming He, Chaohong Zhou, Désirée van Gorp. (2018). *Examining the Antecedents of Corporate image of Chinese multinational*. (2018). Accepted by ABI conference in US Aug 2018.

Zhang, Jianhong, Chaohong Zhou, Désirée van Gorp. (2017). *Willingness to Work for Emerging Multinational Enterprises ---A Country-of-Origin Perspective*. Presented at 11th China Goes Global Conference, June 15-17, 2017. Kristiansand, Norway. Nominated for Best Paper Award.

Zhang, J., Ebbers, H. and Van Gorp, D. (2015). *Why is trade intensity between China and India declining?* Presented at the conference of the Chinese Economists Society in Chongqing, China, June 12-14, 2015.

Gorp, D.M. van, Brandt, M., Kievit, H. (2014). *Bangladesh as an ICT Offshoring Destination*. Presented at the Asian Conference on Business & Public Policy, Osaka, Japan, November 19-23, 2014.

Gulyaz, E., Venugopal, V., Veen, J. A. van der, Gorp, D. M. van (2013), *Decision Support Framework for Estimating Return on Lean Six Sigma Projects*, 20th EurOMA Conference, Dublin, Ireland, June 7-12, 2013: Conference proceedings: Operations Management at the Heart of the Recovery.

Editors: Doorne-Huiskens, A. van, Gorp, D. M. van, Dolsma, G., Westerlaak, L. van, Chamlou, N., Peters, P. and Aafjes, S. (2009). Presented at the International conference 24 or More: Increasing female labour participation Amsterdam, the Netherlands, November 5-6, 2009: Conference proceedings: *Increasing female labor participation*.

Gorp, D. M. van and Livshits, A. (2006). *Offshoring by service firms: Creating a competitive advantage*. Presented at the Fifth Annual International Smart-Sourcing Conference, Los Angeles, USA, September 21-23, 2006.

Gorp, D. M. van; Jagersma, P. K. and Ike'e, M. (2005). *Offshoring in the service sector: A European perspective*. Presented at the Offshoring and Outsourcing Conference, Texas USA, October 6-8, 2005. Conference proceedings: *A global review of offshore manufacturing and services outsourcing: past, present and future*.

Gorp, D. M. van and Jagersma, P. K. (2004). *Spin-out business model: a strategic tool for innovative growth, entrepreneurship and flexibility in the service sector*. Presented at the 8th International Conference on Global Business and Economic Development, Guadalajara, Mexico, January 7-10, 2004. Conference proceedings: *Managing Business in a volatile environment: balancing local and global challenges*. 2004: 240-252.

Others:

2011-2014: trade and foreign direct investments in Bangladesh, four research studies focusing on the following four sectors: logistics, ICT, water, agri and food; all in the framework of the "From aid to trade development" in a unique partnership with the Ministry of Foreign Affairs, the Dutch Embassy in Dhaka.

Gorp, D. M. van (2010). *Offshoring by manufacturing and service firms in the Netherlands: Offshoring behavior in times of a financial crisis*. Research report submitted to the Ministry of Economic Affairs. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Gorp, D. M. van and Ebbers, H. (2009). *Eureka case study: Eureka: Corporate history and main challenges ahead*. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Gorp, D. M. van; Jagersma, P. K. and Ike'e, M. (2006). *Offshoring in the service sector: a European perspective*. NRG working paper series. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Gorp, D. M. van; Ebbers, H.; Beukenkamp, T.; Gerritsen, D. F.; Thomassen, M. M.; Urk, M. van; Breg T. and Dzambo, I. (2005). *Invloed van adviesbronnen op keuzegedrag consumenten*. NRG working paper series. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Jagersma, P. K. and Gorp, D. M. van (2004). *Competition in the airline industry*. NRG working paper series. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Gorp, D. M. van; Robben, H. S. J.; Breg, T. and Kooten, J. van (2004). *Consumentenadviezen en concurrentieverhoudingen: Een verkennend onderzoek naar de relatie tussen adviezen van consumentenorganisaties, het beslissingsproces van consumenten en de concurrentieverhoudingen tussen bedrijven*. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Gorp, D. M. van; Breg, T. and Kooten, J. van (2004). *Literacy and the knowledge economy: A surveying research into the activities of businesses to have low-literate persons participate in the knowledge economy*. Reading and Writing Foundation, The Hague, the Netherlands.

Jagersma, P. K. and Gorp, D. M. van (2004). *Many roads lead abroad*. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Gorp, D.M. van (2003). *Merger control: The future of deal making*. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Jagersma, P. K. and Gorp, D. M. van (2003). *Alliance management: KLM/Alitalia*. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Jagersma, P. K. and Gorp, D. M. van (2001). *Competing with pirates*. Nyenrode Business Universiteit, Breukelen, the Netherlands.

Jagersma, P. K. and Gorp, D. M. van (2001). *De winstgevende kern van een onderneming*. *Holland Management Review*, 81: 81-86. (book review)