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A / BIOGRAPHY

- CURRENT POSITION

Full time Assistant Professor at Champagne School of Management, France.

- EDUCATION

- **Ph.D. in Management**, University of Paris XIII, 2006, with distinction.
- **Postgraduate Degree** in Economics Research (Organization, Strategy & Innovation), University of Paris XIII, 1999, with Distinction.
- **M.S., Business Management**, University of Paris IX Dauphine, 1998.
- **Business School degree**, INT School of Management, 1998, Field: IT, Telecommunications.
- **B.A.**, Economics, University of Aix-Marseille III, 1995.

- ACADEMIC POSITIONS HELD

- Feb 08 – May 09: **Post-doctoral Researcher at Queensland University of Technology**, School of Management, Brisbane, Australia.
- Oct 06 – Jan 08: **Associated Researcher at CEPN** (Centre d'Economie de l'Université Paris Nord), Paris 13, France.
- Sept 05 – Aug 06: **Full time Assistant Professor at Clermont Graduate School of Management**, France.

- PROFESSIONAL AFFILIATION

- Member of the Academy Of Management.

B / RESEARCH ACTIVITIES

- RESEARCH AREA

Strategic Management, Management of Innovation, Entrepreneurship, with a particular emphasis on Business models, Intellectual property rights Strategies, Open Innovation, Open Source, Software Industry, High Technology Industries:

- PUBLICATIONS

- o journal articles
 - **2008, Revue Française de Gestion**, n°181 / 2008 , “Le rôle des licences dans les modèles économiques des éditeurs de logiciels open source”, (trad. “Open source software publishers’ business models. The strategic role of licenses”).
 - **2004, Réseaux**, vol.22, n°125 / 2004, “Les licences informatiques – Un instrument stratégique des éditeurs de logiciels”, (trad. “ Software licenses – A strategic tool for software publishers”).
- o books and book chapters
 - **2007**, in P. Vialle (ed.), Management des technologies. STIC : mutation des acteurs, des ressources et des activités, Hermes Publishing, « Licences informatiques, régime d’appropriabilité et stratégies d’ouverture des éditeurs de logiciels : Le cas de Sun Microsystems », (trad. “ Software licenses, regime of appropriability and software publishers’ strategies of openness – The case of Sun Microsystems”).
- o Refereed conferences
 - **Academy of Management Annual Meeting 2009 (Accepted)**, BPS division, Chicago, USA – August 7-11 2009, “Business Model Construction: the importance of Regime of Appropriability Strategies”, with Stephane Tywoniak.
 - **Australian and New Zealand Academy of Management 2008**, University of Auckland, New Zealand – December 2-5, “Value creation, value network, value capture: determinants of business models”.
 - **ICMIT 2008**, 4th IEEE International Conference on Management of Innovation and Technology Bangkok, Thailand, “Open source software publishers’ business models: the strategic role of licenses”.
 - **AIM 2007**, 12th Conference of the AIM – Association Information et Management (Lausanne, Switzerland), “Les licences informatiques : un outil de modulation du régime d’appropriabilité dans les stratégies d’ouverture. Une interprétation de la licence SCSL de Sun Microsystems” (trad. “Software Licenses : a tool to modulate the regime of appropriability in open strategies. An interpretation of the Sun Microsystems SCSL license”).
 - **ASAC 2007**, Conference of the Administrative Sciences Association of Canada (Ottawa, Canada), “Business models et rémunération des éditeurs de logiciels open source – La mutualisation : un business model original” (trad. “Business models and the payment of open source software publishers – Mutualisation : an original business model”).
 - **AIMS 2005**, 14th International Conference of Strategic Management (Pays de la Loire, France), “Open source, création et captation de valeur” (trad. “Open source, value creation and value capture”).
 - **AIMS 2004**, 13th International Conference of Strategic Management (Normandie, France), “Licences informatiques et modèles d’affaires open source” (trad. “Software licenses and open source business models”).
- WORK IN PROGRESS

- "Business Models Construction : the Importance of Regime of Appropriability Strategies", submitted to Industrial & Corporate Change, in collaboration with Stéphane Tywoniak.
- "Mutualization : An Emergent Business Model for Open Source Software Developers", submitted to the Babson College Entrepreneurship Conference 2010.

C / TEACHING ACTIVITIES

- TEACHING AERAS

Strategy, Management of Innovation, Entrepreneurship

- TEACHING EXPERIENCE

Clermont Graduate School of Management, France, 2005-2006

- ◆ Postgraduate Corporate Strategy,
- ◆ Postgraduate Strategic Management,
- ◆ Postgraduate (Executive MBA) Corporate Strategy,
- ◆ Postgraduate (Master in Management Program) Management of Innovation,
- ◆ Supervision of small groups of students in creating business plans for new venture projects,

University of Paris XIII, Department of Economics, France, 1999-2007

- ◆ Undergraduate Microeconomics, Fall 1999,
- ◆ Undergraduate Business information, from Fall 1999 to Spring 2004,
- ◆ Undergraduate Economic Methodology, Spring 2003 and Spring 2004,
- ◆ Undergraduate Introduction to business management, Fall 2004, Fall 2007.

University of Evry, Department of Management, France, 2007

- ◆ Undergraduate Marketing, Fall 2007.

INT School of Management, France, 1999-2006

- ◆ Undergraduate Marketing,
- ◆ Postgraduate (Master) Marketing,
- ◆ Postgraduate Strategy,
- ◆ Graduate marketing studies,
- ◆ Postgraduate e-marketing,
- ◆ Supervision of small groups of students in an entrepreneurship challenge,