Biography

Dr. Roger Moser is an entrepreneurial scholar working at the interface between academia & industry. His research focuses on how senior executives improve their decision making based on the concept of "Decision Intelligence". In particular, he researches how senior executives use small data and big data to improve their "Framework Proficiency" and extend their "Intelligence Access".

Qualifications

Management, Dr. rer. pol., EBS European Business School
Economics & Management, lic. oec. HSG (MSc, University of St.Gallen), University of St. Gallen

Journal Articles

Sharing app for farm mechanization: Gold Farm’s digitized access based solution for financially constrained farmers

Access-based business model innovation in frontier markets: Case study of shared mobility in Timor-Leste

Access-based services for the base of the pyramid

Performance of low-cost country sourcing projects – Conceptual model & empirical analysis

Assessing the readiness to implement lean in healthcare institutions – A case study

The networking behavior of Indian executives under environmental uncertainty abroad: An exploratory analysis

Indian healthcare value chain – status quo not a sustainable solution

Decision-making framework for investing in emerging market: A demonstration on the cocoa industry in Ivory Coast

When western entrepreneurs meet rural India: preparing the set-up of a water shop in Udaipur

Information processing fit in the context of emerging markets: An analysis of foreign SBUs in China

No vehicle means no aid: A paradigm change for the humanitarian logistics business model

Coping with strategic uncertainty: framework development and scenario derivation for a JV decision in the Russian truck industry

Biases in future-oriented Delphi studies: A cognitive perspective

Middle East luxury retail sector – opportunities or uncertainties in the future?

Decision making in emerging markets: The Delphi approach’s contribution to coping with uncertainty and equivocality

Managing dynamic business environments: India’s future automotive industry

The impact of institutions on the resources of foreign companies: the case of third party logistics service providers in Russia

Cross-functional integration and functional coordination in purchasing and supply management: Antecedents and effects on purchasing and firm performance

How institutional change reconfigures successful value chains: The case of Western pharma corporations in China

The impact of rent-based supplier management activities on purchasing performance

Multidimensional supply performance framework: A conceptual development and empirical analysis: A conceptual development and empirical analysis

Scenario development for an evolving health insurance industry in rural India: INPUT for business model innovation

Supply risk management: model development and empirical analysis

Supply network configuration benchmarking
Low-cost country sourcing competence: a conceptual framework and empirical analysis

Domestic supplier integration in the Chinese automotive industry: the buyer's perspective

Purchasing competence: A stakeholder-based framework for Chief Purchasing Officers

Performance evaluation of purchasing and supply management using value chain DEA approach

Successful supplier integration in the Chinese automotive industry: A theoretical framework

Antecedents to supplier integration in the automotive industry: A multiple-case study of foreign subsidiaries in China

The Effects of purchasing and supply management on performance: a structural model

Process-based relational perspective: A framework for buyer-supplier interactions

Strategic alignment and purchasing efficacy: an exploratory analysis of their impact on financial performance

Contributions to Conferences
Die Wertschätzung von Netzwerken und Clustern bei der Internationalisierung von Schweizer KMUs

Lokale und globale Netzwerke: Neue Wege der regionalen und internationalen Entwicklung für Unternehmen

Books / Book Chapters
Non-ownership commercial mobility and humanitarian logistics: new perspectives to improve response times and long-term impact

Readiness for supply chain collaboration and supplier Integration: findings from the Chinese automotive industry
Solution: convergence engineering

Information processing in emerging markets: industry intelligence activities in China

Supplier evaluation at EADS

RFX: Fallen und Tricks

Working Papers & other Contributions
Decision intelligence: concept summary & application

Decision model innovation: concept summary & application

Die Zukunft der Schweiz: Luftfahrtindustrie 2020: Eine Analyse des CfAC-HSG in Zusammenarbeit mit dem ACC-HSG an der Universität St.Gallen

Leadership in unfamiliar environments: Airbus’ establishment of an engineering center in India

Crossroads Inc. (Part A): Entering the Indian retail market

Crossroads Inc. (Part B): In need of a strong supply chain in India

Providing access to water in remote areas: Trunz Watersystems AG in India

Providing access to water in remote areas: Trunz Water Systems in India

Switzerland global enterprise: developing market entry strategies for the Indian luxury & lifestyle retail sector

Switzerland global enterprise: evaluating the future FDI attractiveness of India

The successful market entry of Belcolor Ltd Flooring into China