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NEWSLETTER

Interview of the month - Books that create impact for 2020 - Impact of the Executive DBA - Opening of an Executive DBA in Abidjan - New member of the management team - Social media networks - EBSCO Ultimate - Photo highlights - Agenda - Admissions - Management research news

INTERVIEW OF THE MONTH



Interview with [Bérangère Deschamps](#), Full University Professor at IUT2 University of Grenoble Alpes, research fellow at CERAG research laboratory and member of the [Business Science Institute](#) Academic Council, and [Thierry Lamarque](#), Chairman of Althéo, and Doctor in Business Administration from the [Business Science Institute](#) (Paris n°1 cohort, 2016-2019).

Hello Professor Deschamps, hello Dr Lamarque, could you briefly introduce yourselves?

BD: *I'm a professor at the University of Grenoble, where I'm in charge of developing entrepreneurship in the IUTs (ed. University institutes teaching mainly two-year technical programmes). I'm a fellow of the CERAG laboratory where I'm in charge of research done in the field of Innovation and Organisational Complexity (ICO). I'm also the co-founder and head of research in Business Transfer and Entrepreneurship (BeT), which is co-sponsored by AEI and AIREPME.*

TL: *I'm the founder and CEO of ALTHEO Consultancy, which was created in 2004 and is a specialist in the area of company takeovers. Over the course of more than 500 assignments carried out by my company, I've been able to measure the vital importance played by negotiations in the process. Even though I'd already published two books on the subject (Maxima, 2008 and 2013), I felt I needed to "add some theory to my practice" by enrolling on the DBA programme at the [Business Science Institute](#).*

- How did you meet each other?

TL: *I was already aware of Bérangère's work and her numerous publications on business transfers, but we'd never actually met before. So, I decided to ask Professor [Michel Kalika](#) if he could contact Bérangère to see if she'd agree to be my thesis supervisor.*

- Professor Deschamps, what persuaded you to supervise Dr Lamarque's thesis, and vice versa Dr Lamarque, why did you choose Professor to be your thesis supervisor?

BD: *Thierry seemed to be already pretty well-informed about the topic. He'd already read around the subject and had come up with a few plans, which he showed me during our first encounters. I was interested in working with a practitioner on my preferred area of research. And Thierry's research topic had hardly been explored by academic scholars.*

TL: *I chose Bérangère for the specific areas of her research (repreneurship), and because I wanted to work with an expert on this subject. For me, Bérangère was the leading academic in this field.*

- How did your collaboration go?

BD: *the first few months were not easy for him for the very reason that because of his job Thierry had very specific ideas on the subject, which he needed to get away from. My role as a supervisor involved introducing him to academic research, in other words to help him discover situations or opinions that he would never have thought of exploring before doing a DBA. Thierry worked very hard. He also turned out to be very attentive and impressed me with his regular work and commitment to the DBA.*

TL: *It was ideal and I'm not just saying that with hindsight! Each time Bérangère told me 'Not so fast', she encouraged me to take a step back from my managerial practice and to question any prejudices that came from my business experience, and ultimately to challenge me. Thanks to her expertise, ability to listen, empathy and her kindness, Bérangère played a major role in helping me succeed.*

- Dr Lamarque, you were awarded the 2018 Business Science Institute DBA Managerial Impact prize for your thesis 'The negotiation process in outside takeovers of SMEs: key success factors for buyers'. What did this award represent for both of you?

TL: *For me, it was a form of recognition for research that enabled me to generate knowledge and recommendations that were immediately operable in a management context. Even if it's not really the 'done thing' in academia to say so, I'd also be a hypocrite to say I wasn't proud of the award!*

- What are the outputs?

TL: *I hope my work will offer a better knowledge and understanding of negotiations, which are a critical phase in the takeover of businesses and often considered as a bit of a black box. The*

result is concepts and tools that can be used by those taking over business and by those that advise them in the process.

- Do you have any other joint projects in the pipeline?

TL: Yes, there are plenty of projects on the go! Just recently, we were pleased to learn that one of our jointly-written articles will be published in the [Revue Française de Gestion](#). Another paper has also been submitted to the [Finance Contrôle et Stratégie](#) journal. We'll also be contributing to a Canadian book edited by Professor Louise Cadieux, aimed at business owners. I'm now also a member of the Franco-Quebécois research group on business takeovers run by Bérangère. And other projects are also on the go ...



BOOKS THAT CREATE IMPACT FOR 2020

[The book collection](#)

[The IQSOG video channel](#)

[The DBA Managerial Impact award](#)

[Business Science Institute - XERFI Groupe - IQSOG](#)

And many other videos.

IMPACT DE L'EXECUTIVE DBA

The [Business Science Institute](#) spoke to two graduates about the impact on their lives of the Executive DBA in Business Administration. Fadoua Tahari ([Paris cohort n°2, 2017-2020](#)) is a Chartered Accountant, and [Mohamed Gakou](#) ([Dakar cohort n°2, 2015-2018](#)) is Managing Director of the Institute for Political Sciences, International Relations and Communications (ISPRIC), Managing Director of the GAKOU School and University Complex (CSUG) and Chairman & CEO of Nexus Holding, including Nexus Trading, Nexus Technologie, Nexus



What has been the impact of the DBA on your life?

FT: *My DBA was a real transformation for me. It was a solitary journey because the vast majority of the work is done by the DBA researcher, but it was also a journey that offered me amazing opportunities to meet some very special people with unparalleled intellectual qualities and unbelievable kindness:*

- My thesis supervisor Professor [Al Arkoubi](#), with whom I spent endless hours talking over the three years.

-The distinguished professors, as well as the administrative support staff at the [Business Science Institute](#), who shone by their rigor, availability, ideas and their critical minds.

- The respondents to my thesis questions, who gave up their valuable time and energy, and who shared the bulk of their experience with me. It was a long journey that really transformed me.

MG: *The scientific dimension of my thesis topic, which could be summarised as being about the management of stakeholders for the sustainability of organisations, also makes sense from a social perspective.*

- And the impact on your family?

FT: *I could see pride in my parents' and husband's eyes. My daughter on the other hand, who is still young, understood just one thing – that Mummy studies, goes to school and does her homework... and that in our house we never stop learning.*

MG: *Understanding the meaning of stakeholders at a family level, enables you to maintain a nice balance at home, make the most of the presence of your children and parents – in short, the overlooked delights that life has to offer and the support we offer to one another. In a word, I now make the most of life in harmony with my family environment.*

- And on your career?

FT: *The DBA offered me the opportunity to reflect deeply on my career strategy, a bit like a window looking out on my fast-moving life allowing me to ask the right sort of questions for when you're in the middle of your career path. This offered me the foundations I needed to prepare properly for a career change.*

MG: *With seven business organisations to manage at the same time, I can now miraculously find the time to take holidays and enjoy my family with complete peace of mind. The various articles I read on the institutionalisation of organisations was quite simply a real discovery and treasure for me. I had my finger in every pie at every level of my organisations, and I was on exactly the same path as those entrepreneurs who pass away with their companies without even having*

been able to benefit from the 20 hours of work per day whilst never taking a single holiday, to finally see their company collapse little by little under the weight of advancing age and other natural phenomena. Today, three years after my thesis viva, each of my companies are on the road to institutionalisation and are enjoying healthy growth. This result is the fruit of me being able to capitalize on the knowledge acquired during my Executive Doctorate in Business Administration at the [Business Science Institute](#).

- On your way of thinking?

FT: *You develop new instincts when you work on a DBA thesis. I learned to link my 'solutions-oriented' experience in the field to a more structured research methodology. This taught me to go beyond Quick-Wins to explore more meaningful possibilities.*

MG: *Way of thinking? No, I don't think anymore! Now, I check and I take note, but I certainly don't think. As a scientific manager, scientific reasoning now leads all of my managerial cogitations and decisions, and the result is quite simply optimal.*

- What have you taken away from this experience?

FT: *That's a difficult question to answer! It was a rewarding experience, during which you learn something new about yourself and the world around you every day. I've also learned that in research sharing is the best way to improve your knowledge.*

MG: *It was a unique life experience, for which I can't honestly find the right words to explain exactly what it means for me. Perhaps I could list just a few of the many rewarding experiences I had:*

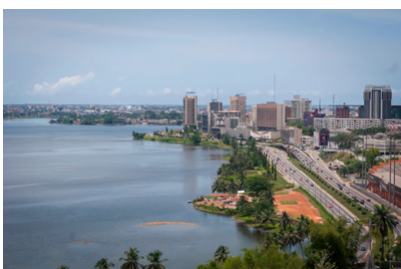
- *Benefitting from a worldwide network of high-level managers.*
- *Rubbing shoulders with, and even after graduating benefitting from the advice of world-class faculty members, who I only dreamt of meeting one day, but who today have become friends, if I may say so.*
- *Obtaining a certificate in management research from among the best internationally accredited Business Schools in the world.*
- *Obtaining an Executive Doctorate in Business Administration awarded by two leading universities.*

- If you had to give our doctoral candidates one piece of advice, what would it be?

FT: *Don't be afraid to take risks and be intellectually curious!*

MG: *Read, read and read again to develop your mind!*

OPENING OF AN EXECUTIVE DBA IN ABIDJAN



In partnership with the [CAMPC](#) (African Centre for the Management & Training of Executives), the [Business Science Institute](#) is opening an Executive DBA in Abidjan. The first group - [Executive DBA Abidjan – Cohort n°1 \(2020-2023\)](#) will begin in September 2020.

Admissions are now open.

[Click here to download the Abidjan Executive DBA prospectus](#)

NEW MEMBER OF THE MANAGEMENT TEAM

FREDERIC BRANGER



Frederic has a Masters in Teaching French as a Foreign Language and a Post Graduate Certificate of Education (PGCE) awarded by the University of Pau (France) and the University of Nottingham (UK). He began his career as a professor of French and Business English for professionals. Since 2005 at ESC Pau Business School, he was in succession Teaching Co-ordinator, Head of Training and then Director of *Langues & Conseils* Training Centre. He then became Head of International Partnerships and Director of the *Grande Ecole* Masters programme in Management at the Business School. He will work as an administrative and teaching support team member at the [Business Science Institute](#).

SOCIAL MEDIA NETWORKS

new Community Manager **Hugo** recently joined the [Business Science Institute](#). Keep up with all of the latest [Business Science Institute](#) news on the social media networks:



LinkedIn



Twitter: [@EDBA_BSI](#)

Linkedin and Facebook: [@BusinessScienceInstitute](#)

EBSCO Ultimate

Since December 2019, the [Business Science Institute](#) subscribes to [EBSCO Ultimate](#) : [Business Source Ultimate](#), which offers our candidates access to a broad array of peer-reviewed journals in full-text format, as well as [Regional Business News](#), a full-text database of more than 80 regional economic publications covering metropolitan and rural zones across the USA.

RETOUR EN IMAGES



DAKAR

Executive DBA Dakar– Cohort n°6 (2019-2022).

Seminar 5: Quantitative research methodologies: **6-8 December 2019.**

The doctoral candidates are pictured with professor [Jean Moscarola.](#)

GENEVA

Executive DBA Geneva – Cohort n° 6 (2019-2022).

Seminar 2: Thematic Paradigms I: **12-14 December 2019**

The doctoral candidates are pictured with Professor [Pierre-Jean Benghozi](#)



AGENDA



BAMAKO

Executive DBA Bamako - Cohort n°2 (2019-2022).

Seminar 1: Managing a DBA thesis: **16-18 January 2020**

DAKAR



Executive DBA Dakar - all Cohorts

Seminar 6: **25-26 January 2020**

DOUALA

Executive DBA Douala - Cohort n°2 (2019-2022).

- Seminar 5: Quantitative research methodologies: **23-25 January 2020**



PARIS

Executive DBA Paris - Cohorts n°1 to 4

- Séminar 6 : follow-up : **23 January 2020**



ADMISSIONS



ABIDJAN

Executive DBA Abidjan – Cohort n°1 (2020-2023)



ALGIERS

Executive DBA Alger – Cohort n°1 (2020-2023)



DAKAR

Executive DBA Dakar - Cohort n° 7 (2020-2023)

PARIS

Executive DBA Paris – Cohort n°5 (2020-2023)



MANAGEMENT RESEARCH NEWS

ANVIE

"Vers un management des compétences plus agile et proactif" (*"Towards a more agile and proactive management of talent"*) 4 February, 12 March and 2 April 2020, presented by Christian Defélix: Director of Grenoble IAE and Head of the Chair in Human Capital and Innovation at Grenoble INP- University of Grenoble Alpes.

Fenêtres ouvertes sur la gestion (*An open window on management*)

La lettre du 7 décembre 2019

The criteria for a successful "Call for Papers" in the *Revue Française de Gestion*

Xerfi Canal welcomed Nathalie Dubost, full professor at the University of Orléans, and joint Chief Editor of the *Revue française de gestion* (French Management Review) *to talk about the journal.*

The meaning of a DBA in (and for) Africa

Xerfi Canal welcomed [Yvon Pesqueux](#), professor of Management at the CNAM, to talk about DBA programmes in Africa. Interviewed by [Jean-Philippe Denis](#).

See the 14 December 2019 edition

Ranking and popularity of management thinkers

Xerfi Canal welcomed [Sébastien Liarte](#), full professor in Management at the University of Lorraine to talk about the notorious "thinkers 50" ranking, which aims to distinguish the most influential 50 management thinkers. Interviewed by [Jean-Philippe Denis](#).

[Revue française de gestion](#) 2019/6 (N° 283) **Sciences, techniques et pratiques de gestion (*Management sciences, techniques and practices*)**

Revue française
de gestion



SCIENCES, TECHNIQUES
ET PRATIQUES DE GESTION

[Lavoisier](#)

EXECUTIVE DBA A DISTANCE (in French) & DIGITAL DBA (in English)



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***The Business Science Institute team wish you all the best for
2020!***



Nous vous souhaitons Joyeux Noël & Bonne Année 2020!
Wir wünschen Ihnen frohe Weihnachten & Gutes Neues Jahr 2020!
We wish you a Merry Christmas & Happy New Year 2020!



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Turn your Experience into Knowledge, and Share it

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