




Virginie VIAL

Associate Professor in Development Economics

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EDUCATION

- 2004 London School of Economics and Political Science, **Ph.D.**, Economic History, Thesis supervisor N.F.R. Crafts.
- 2000 London School of Economics and Political Science, **MSc.**, Economic History, with Distinctions, Thesis supervisor Bishnu Gupta.
- 1999 Université Paris 1 Panthéon-Sorbonne, **D.E.A.** (Ph.D. qualifiers), International and Development Economics, Thesis supervisor J-C. Berthélemy.
- 1998 Université Paris 1 Panthéon-Sorbonne, **Master**, International Trade.

PROFESSIONAL EXPERIENCE IN TEACHING AND RESEARCH

Positions held

- Since 2009 Associate Professor, Kedge Business School, Marseilles, France.
- Since 2014 Affiliate Researcher at Lyons Institute of East Asian Studies (IAO), Ecole Normale Supérieure de Lyon.
- 2009-2014 Affiliate Researcher at GREQAM, Aix Marseille School of Economics (AMSE), Aix Marseille University (AMU).
- 2006-2009 Assistant Professor, Euromed Management, Marseilles, France
Part-time lecturer in Knowledge Management, Institut d'Administration des Entreprises d'Aix-en-Provence, France.

- 2004-2005 ATER (Attaché Temporaire d'Enseignement et de Recherche), Université d'Auvergne Clermont-Ferrand 1, France, Economics Department.
- 2001-2003 Teaching Assistant, London School of Economics and Political Science, Economic History Department.
- 2001-2002 Research Assistant, London School of Economics and Political Science, Interdisciplinary Institute of Management, Research in Management with Pf. P. Abell and Sir Geoffrey Owen.
- 2000-2001 Research Assistant, London School of Economics and Political Science, Economic History Department, Research in Economic Growth and Development with Pf. N. Crafts.

Courses taught

Kedge Business School

Elective courses (built & taught)

- Sustainable Entrepreneurship, Master, MBA (since 2013)
- Exploring Southeast Asia, Master (since 2011)
- Measuring Sustainable Performance, Master (since 2010)
- Corporate Social Responsibility, Master (since 2006)
- Social Entrepreneurship, Master (since 2008)
- Economic Development, Master (since 2007)
- Education and Learning for Development, International Master in Management, track Economic Development (2006-2010)
- Good Governance or Corruption, International Master in Management, track Economic Development (2006-2010)
- Knowledge Management, MBA Teheran (2007-2008)
- Knowledge Management, MBA (2006)

Core courses (built & taught)

- Business Ethics and Social Responsibility, MBA Marseille, Bordeaux, Shanghai (since 2008)
- Organizational Behavior, ESC and Cesemed Bachelor program (2006-2008)
- Organizational Behavior, MBA (2007-2008)
- Knowledge Management, MBA, Ecole Supérieure Algérienne des Affaires (ESAA, Alger) (2006)

Institut d'Administration des Entreprises d'Aix-en-Provence

Knowledge Management (core course), Master in Information Technologies (2006-2009)

Université d'Auvergne Clermont-Ferrand 1

Macroeconomics (core course), Bachelor program (2004-2005)

London School of Economics and Political Science

The Internationalisation of Economic Growth, 1870 to the Present Day (core course), Bachelor program (2001-2003)

Research Grants

- 2015-2016 Korea Foundation Research Grant, \$ 70,000 (with Korea University).
- 2000-2004 London School of Economics and Political Science Departmental Ph.D. Research Scholarship, £ 15,000
- 2002-2003 Chevening Scholarship, British Council Ph.D. Research Scholarship, £ 5,000

Other Professional Activities

- Since 2007 Editorial Advisory Board Member of *Global Business and Organizational Excellence*
Regular reviewer for *World Development, Bulletin of Indonesian Economic Studies, Papers in Regional Science, Journal of African Economies.*
- 2009-2015 Founder and Academic coordinator of the *Sustainable Entrepreneurship Major, MBA* Executive, Marseille
- 2007-2010 Academic animator and content provider for the “*Réseau du Management Responsable*”
- 2006-2010 Academic and International Partnerships Coordinator for the International Master in Management, Euromed Management
Head of the track Economic Development, International Master in Management, Euromed Management

Honours / Distinctions

- 2003 Seminar Teaching Prize, London School of Economics and Political Sciences, Economic History Department, Teaching Prize in Economic History, nominated by the department, and based on students' evaluation.

PUBLICATIONS

Articles in refereed journals

- Vial V. and K. Richomme-Huet, **(forthcoming)**, "Women entrepreneurs in France", *International Journal of Entrepreneurship and Small Business*.
- Richomme-Huet K. et Vial. V. **(forthcoming)**, "Le mouvement des Mampreneurs en France : phénomène féministe libéral ou radical ? ", *Revue de l'Entrepreneuriat*.
- Vial, Virginie **(2016)** "A Business Model Canvas for Social Enterprises." *Sains Humanika*, Vol. 8, N°1-2.
- Vial, V. and J. Hanoteau, **(2015)** "Returns to micro-entrepreneurship in an emerging economy: A quantile study of entrepreneurial Indonesian households' welfare", *World Development*, Vol. 74.
- Vial, V. and J. Hanoteau, **(2014)**, "Grease or Sand The Wheel? Individual Bribes Effect on The Drivers Of Aggregate Productivity Growth", *Journal of Indonesian Economy and Business*, Vol. 29, N° 1.
- Richomme-Huet, K., & Vial, V. **(2014)**. "Business Lessons From a "Momprenuers" Network." *Global Business and Organizational Excellence*, Vol. 33, N°4, 18-27.
- Vial, V. and F. Prévot, **(2013)** « Faut-il payer pour rester ? Effet de la corruption sur la survie des filiales de multinationales dans un pays émergent », *Management International*, Vol. 18, No 1.
- Vial V., with K. Richomme-Huet and A. d'Andria, **(2013)**, "Mumpreneurship: a new concept for an old phenomenon?", *International Journal of Entrepreneurship and Small Business*, Vol. 19, No 2.
- Vial V., **(2011)**, "Entrepreneurship in a hostile environment: Indonesian evidence", *Bulletin of Indonesian Economic Studies*, Vol. 47, No 2.
- V. Vial, **(2011)**, "Responsible Management Network: Taking a Stakeholders' Approach to Corporate Social Responsibility", *Global Business and Organizational Excellence*, Vol.30, No 6

Vial, V. and J. Hanoteau, (2010) "Corruption, manufacturing plant growth and the Asian paradox: Micro-level evidence from Indonesia", *World Development*, Vol. 38, No 5

V. Vial, (2008), "How Socially Responsible Engagement Can Change Your Business Model: The Radical Experience of Armor Lux", *Global Business and Organizational Excellence*, Vol.28, No 1

V. Vial, (2008), "The Universal Postal Union's Strategy for Fighting "Snail Mail" Fraud May Be the Key to Making E-Commerce Safer", *Global Business and Organizational Excellence*, Vol. 27, No 4

Vial V., (2008), "How much does turnover matter? Evidence from Indonesian Manufacturing Total Factor Productivity Growth, 1975-95", *Oxford Development Studies*, Vol. 36, No 3.

V. Vial, (2007), "Corporate Social Responsibility: A Third Way", *Global Business and Organizational Excellence*, Vol.26, No 6

Vial V., (2006), "New Estimates of Total factor Productivity Growth in Indonesian Manufacturing", *Bulletin of Indonesian Economic Studies*, Vol. 42, No 3.

Book chapters

Castillo M. and Vial V. (forthcoming), Exploring CSR digital communications by MNE's in Mexico, *CSR in the Post-Financial Crisis*, Grigore G., Stancu A., and Theofilou A. (Editors), Palgrave Macmillan.

Vial V., (2014), Survival of the Fittest: Productivity versus Corruption Effects, *Innovation, Globalization and Firm Dynamics: Lessons for Enterprise Policy*, Ferragina A., Taymaz E. and Yilmaz K. (Editors), Routledge Studies in the Modern World Economy, Routledge.

Communications published in conference proceedings

Richomme-Huet K., Vial V. (June 2015), Women and Mother Entrepreneurs in France *60th Annual ICSB World Conference* June 6-9, 2015 - Dubai, UAE, 6-9 June 2015

Vial V. (Feb. 2015) A Business Model Canvas for Social Enterprises. *ICHCKM Conference*, Bandung, Indonesia, 11-13 Feb. 2015

Hanoteau J. & Vial V. (Jul. 2014) Grease or sand the wheel? The effects of individual bribe payments on aggregate productivity growth. *ECOMOD Conference*, Bali, 16-18 Jul. 2014

Hanoteau J. & Vial V. (Jul. 2014) Institutions, Entrepreneurship and the mediating effect of Corruption. *ECOMOD Conference*, Bali, 16-18 Jul. 2014

Richomme-Huet K., Vial V. (June 2014) The French mumpreneurship movement: a radical feminist phenomenon or an adaptive practice? **Babson College Entrepreneurship Research Conference (BCERC)**, Ivey Business School, Western University, London, Ontario, Canada, June 4-7.

Richomme-Huet K., Vial V. (May 2014), Les femmes entrepreneurs en France, **Journée AEI/AIREPME** « Entrepreneuriat et PME : enjeux et perspectives », Marseilles, May 23rd.

Vial V. & Richomme-Huet K. (Feb. 2014) Social entrepreneurship as an emotional phenomenon. **ACERE Conference**, Sydney, Australia, 4-7 Feb. 2014

Hanoteau J. & Vial V. (Feb. 2014) Institutions, corruption, and entrepreneurship. **ACERE Conference**, Sydney, Australia, 4-7 Feb. 2014

Vial V., (June 2013), “A Business Model Canvas For Social Enterprises”, 2013 **Babson College Entrepreneurship Research Conference**, Lyon, France, June 5-8 2013

Vial V. and Wihardja, M. M., (Sept. 2012), “Multi-dimensional approach to well-being: Reconciling measurement with Sen’s capabilities approach”, **The Human Development and Capability Association (HDCA) 2012 International Conference "Revisiting Development: Do We Assess It Correctly?"** Jakarta, 5 - 7 September 2012

Hanoteau, J., Vial, V. & Prévot, F., (Sept. 2012), “Does Entrepreneurship Improve Economic Well-Being? A Study of Indonesian Entrepreneurial Households’ Income, Consumption, and Assets”, **The Human Development and Capability Association (HDCA) 2012 International Conference "Revisiting Development: Do We Assess It Correctly?"** Jakarta, 5 - 7 September 2012

Vial, V. & Prévot, F. (June 2012), “Pay to stay? Corruption and FDI survival in emerging economies”, **Academy of International Business Annual Meeting**, Washington DC, USA.

Richomme-Huet K. & Vial V. (June 2012), « Opportunity recognition in social entrepreneurship: the effect of entrepreneurs personal histories », **57th ISCB World Conference**, Wellington, New-Zealand. **(Best paper award)**

Prévot, F., Vial, V. (2012) Faut-il payer pour rester ? Effet de la corruption sur la survie des filiales de multinationales dans un pays émergent, **ATLAS-AFMI Association Francophone de Management International**, Lyon, 31 mai et 1^{er} juin 2012

Hanoteau J., Vial V. & Prévot F. (March 2012), “Institutions, corruption and entrepreneurship”, **2nd World meeting of the Public Choice Society**, Miami, USA.

Vial V., Hanoteau J. & Prévot F., (September 2011), “Does entrepreneurship improve well-being?”, International Conference on **“Institutional, Corporate, and Individual Behaviours in Emerging and Subsistence Marketplaces”**, Aix-en-Provence, France

Hanoteau J., Vial V. & Prévot F., (September 2011), “How do institutions impact entrepreneurship? Indonesian evidences”, International Conference on “***Institutional, Corporate, and Individual Behaviours in Emerging and Subsistence Marketplaces***”, Aix-en-Provence, France

Prévot, F. & Vial. V. (June 2011), "The Effect of Firm-Level Corruption on Foreign Direct Investment Survival in Emerging Economies: Empirical Evidence from Indonesia", ***Academy of International Business***, 2011 Annual Meeting Nagoya, Japan, June 24-28, 2011

Vial, V., Hanoteau J., Prévot, F. (June 2011), “Does entrepreneurship improve well-being?”, 2011 ***Babson College Entrepreneurship Research Conference***, Syracuse, NY, June 18-21 2011

Vial, V., Prévot, F., Hanoteau J. (June 2011), “The effects of bribes payment on the liability of newness in a corrupted environment”, 2011 ***Babson College Entrepreneurship Research Conference***, Syracuse, NY, June 18-21 2011

Hanoteau, J., Vial, V., & Prévot, F. (April 2011) “How do institutions affect entrepreneurship? Indonesian evidences”, ***Meeting of the European Public Choice Society***, Rennes, France, 28-30 April 2011.

Vial V. & Garonne C. (June 2010), “Micro-family-owned businesses: future engine for growth?”, ***Babson College Entrepreneurship Research Conference***, June 3 – 6, 2010

Vial V. (Feb. 2009), “Social Capital Uncovered: Entrepreneurship Networks and Cronyism Effects on Indonesian Manufacturing Wealth Creation, Destruction and (re)-Distribution”, ***6th AGSE International Entrepreneurship Research Exchange***, University of Adelaide, South Australia, 3-6 Feb. 2009

Vial V., (Sept. 2008), “Entrepreneurship networks effects on Indonesian manufacturing wealth creation, destruction and (re)-distribution”, ***The Social Capital Foundation Conference***, Malta, 19-22 Sept 2008

Vial V., and J. Hanoteau, (July 2008), “Bribes, Indirect Taxes and Plant Growth in Indonesian Manufacturing during the Suharto Period”, ***International Schumpeter Society Conference***, Rio de Janeiro, Brazil, July 1-6 2008

Vial V, and J Hanoteau J, (March 2008), "Corruption, growth and the Asian paradox: Micro-level evidence from Indonesia" ***Annual meeting of the European Public Choice Society (EPCS)***, Jena, Germany 27th-30th March 2008

V.Vial, and Naude M. (Jan. 2008), “Nature and Structure of Business Shaping Corporate Social Responsibility”, ***5th ADERSE Conference***, Grenoble, France, Jan. 10th and 11th, Environmental, Economic, and Social Behaviours of Business

J. Hanoteau & V. Vial, (March. 2007), “Bribery and Competition: Evidence from a (very) Corrupt Country”, *First World Meeting of the Public Choice Societies*, 29 March- 1st April, Amsterdam, the Netherlands,

V. Vial, (Sept. 2006), “Survival and Exit in a Distorted Environment: Indonesian Manufacturing in the Suharto Era, 1975-1995”, *International Comparative Analysis of Enterprise (Micro) Data Conference*, 18-19 Sept. 2006, Chicago, IL, USA,

V. Vial, (June 2006), “Industrial Demography and Total Factor Productivity Growth: The Case of Indonesian Manufacturing, 1975-95”, *International J. A. Schumpeter Society 11th ISS Conference*. Innovation, competition and growth: Schumpeterian perspectives, 21-24 June 2006, Nice-Sophia Antipolis, France

V. Vial, (April 2004), “Industrial Demography and Total Factor Productivity Growth: The Case of Indonesian Manufacturing, 1975-95”, *Economic History Society Conference*, 2-4 April 2004, Royal Holloway University, London, UK

Invited communications and/or presentations

Vial V. (2016), “Corruption in Indonesia: A review”, *Workshop of the EAAS*, European Alliance for Asian Studies, Institut d’Asie Orientale, Lyon, May 20-21st 2016

Vial V. & Lollo E., (2016), “South Korean soft power in Indonesia: geopolitical and economic regionalisation in the digital age”, *South Korean Soft Power in Southeast Asia Workshop, Korea University, Seoul, South Korea*, April 13th 2016

Vial V., Hanoteau J. & Wihardja, M. M., (2016), “Multi-dimensional approach to well-being: Reconciling measurement with Sen’s capabilities approach”, *Work in Progress Workshop, CAGE, Economics Department, Warwick University, UK*, March 8th 2016.

Vial, V. and J. Hanoteau, (2016) "Is micro-business worth it?", *Lunchtime Talk, Lee Kwan Yew School of Public Policy, National University of Singapore*, February 2nd 2016
http://lkyspp.nus.edu.sg/wp-content/uploads/2016/02/02.02.16_lunchtime_talk_by_virginie_vial.pdf

Hanoteau J. & Vial V. (2016) Institutions, Entrepreneurship and the mediating effect of Corruption. *Séminaire Institut d’Asie Orientale*, 14 Janvier 2016
http://iao.cnrs.fr/documents/Affiche/SeminaireIAO_2016_01_14.jpg

Hanoteau J. & Vial V. (2014) Institutions, Entrepreneurship and the mediating effect of Corruption. *Forum Kajian Pembangunan, ANU-Indonesia Project-Jakarta Seminars, Jakarta*, 15 Jul. 2014

Vial, V. & Prévot, F. (April 2012), “Pay to stay ? Corruption and FDI survival in emerging economies”, *Euromed Management lunch seminar*.

V. Vial & F. Prévot, (Apr. 2010), “Identifier, cartographier et gérer les parties prenantes dans une démarche de développement durable: Théories et pratiques”, **GRIDS/DEFI lunch seminar**, Marseille/Aix-en-Provence

Hanoteau J. & Vial V., (Feb. 2010), “Micro versus macro effects of corruption on productivity growth: Indonesian evidence”, **Australian National University Lunch Seminar, Indonesia Project**, Canberra, Australia

V. Vial (June 5th, 2009), “The Bright and Dark Sides of Social Capital: Entrepreneurship Networks and Corruption Effects on Indonesian Manufacturing Wealth Creation, Destruction and (re)-Distribution”, **DEFI lunch seminar**, Centre de Recherche en Développement Economique et Finance Internationale, Université de la Méditerranée, Aix-en-Provence

V. Vial (June, 10th, 2008), “Does social capital promote human development?”, **Workshop on Metatheorizing the Sustainable Economy**, Umea School of Business, Sweden

V. Vial (Nov., 19th 2007), “ Dynamique de réseaux dans le développement” (*network dynamics for development*), invited speech at the **7^{ème} Rencontres Annuelles de Medcoop**, La Coopération non gouvernementale dans le développement économique : Bilan et perspectives, Marseille, France

V. Vial (June, 18th 2007), “On Corruption”, invited speech at the **Bentley Global Business Ethics Symposium**, “Business Ethics and Corporate Social Responsibility: Different Sides of the Same Coin? A comparison of European and North American perspectives, Madrid, Spain

V. Vial, (Feb., 19th 2007), “Survival and Exit in a Distorted Environment: Indonesian Manufacturing in the Suharto Era, 1975-1995”, **Business History Unit seminar, London School of Economics**, London, UK

V. Vial, (Dec., 19-20, 2005), “Total Factor Productivity Growth in Indonesian Manufacturing, 1975-1995: Issues in Measurement”, **International workshop on Innovation, Competition, and Productivity: Evidence from firm-level datasets**, Sophia-Antipolis (Nice-Côte-d'Azur), France

V. Vial, (May 2004), “Industrial Demography and Total Factor Productivity Growth: The Case of Indonesian Manufacturing, 1975-95”, long version of the article presented at the Economic History Society Conference in April 2004, **Economic History Workshop, Department of Economics, University of Warwick**, Coventry, UK,

V. Vial, (June 2002), “Total Factor Productivity Growth in Indonesian Manufacturing, 1975-1995: the Plant-Level Capital Stock Measurement Problem”, **PhD Workshop, Economic History Department, London School of Economics**, London, UK.

Other Publications

V. Vial, (November 2004), “Industrial Demographics, Industrial Dynamics, and Aggregate Total Factor Productivity Growth in Indonesian Manufacturing, 1975-95”, *Ph.D. Thesis, London School of Economics, Economic History Department*, London, UK.

P. Abell, G. Owen, V. Vial, (February 2003), “Strategic decision-making in companies : two case studies”, *Interdisciplinary Institute of Management (IIM) and Centre for Analysis of Risk and Regulation (CARR), London School of Economics*, London, UK

V. Vial, (September 2000): “Financial market development, firms’ financing patterns and ownership structure: The case of Indonesia 1880-1998”, *MSc Thesis, London School of Economics, Economic History Department*, London, UK.

V. Vial, (September 1999): “Institutions, Structure de Propriété et Performance des Firmes – Le Cas Indonésien”, (Institutions, Ownership Structure and Firms’ Performance: The Indonesian Case), *DEA (M.Phil Thesis), Université Paris I Panthéon-Sorbonne, Economics Department*, Paris, France.

RESEARCH OUTREACH ACTIVITIES

July 2016 - Xerfi Canal ‘Precepta Stratégiques’ 3-minute video on the theme of [“Corruption, entrepreneurship and value creation”](#).

June 2016 – Xerfi Canal ‘Precepta Stratégiques’ 3-minute video on the theme of [“Soft power”](#)

May 2016 - Participation to the 50-minute South Korean TV program *Upfront* on the Arirang channel on the theme [“South Korean Soft Power”](#).

OTHER PERSONAL INFORMATION

Quantitative data analysis:

Panel data analysis (advanced), demographic analysis (intermediate), cross-section (advanced), time series (intermediate), Programming on Stata (advanced)

Qualitative data analysis:

Web data harvesting (Python: basic), mass textual data analysis (Tropes software: intermediate)

Languages spoken, written and read:

French (mother tongue),
English (bilingual),
German (read: fluent, spoken & written: intermediate),
Bahasa Indonesia (read: intermediate, spoken & written: basic).