

CURRICULUM VITAE
H. LANDIS GABEL

September 2006

The Novartis Chaired Professor of Management and the Environment
Professor of Economics and Management
INSEAD
Boulevard de Constance
77305 Fontainebleau Cedex, France
'phone: 33 (0)1 6072.4436
fax : 33 (0) 1 6074.5512
e-mail: landis.gabel@insead.edu

EDUCATION

University of Pennsylvania, PhD in Economics, 1977
University of Pennsylvania, MA in Economics, 1975
The London School of Economics and Political Science, MSc in Economics, 1973
University of Pennsylvania, MBA, 1967
University of Pennsylvania, BSc in Mechanical Engineering, Σ T engineering honor society, 1965

EMPLOYMENT

Professor of Economics and Management, INSEAD, 1991-present; Associate Professor, 1982-1991

Dean of Faculty and Deputy Dean of INSEAD, 2001-2006

Dean of the MBA Programme, 1998-2001

Associate Dean, Research and Development, 1995-1998

Area Coordinator of the Economics and Political Science faculty, 1989-1995; Area Coordinator of the Strategy and Environment faculty, 1985-1988

Founder and Co-Director of the Centre for the Management of Environmental Resources, INSEAD, 1989-1995; Director 2001 to 2005

Visiting Affiliate Professor, The Wharton School, University of Pennsylvania, 1988-1989

Associate Professor of Business Economics, The Colgate Darden Graduate School of Business Administration, University of Virginia, 1979-1982; Assistant Professor, 1976-1979

Lecturer in Business Economics and Operations Management, Graduate School of Business Administration, University of the Witwatersrand, Johannesburg, 1970-1972

Manufacturing Manager, Honeywell Inc., Industrial Products Division, 1967-1970

BOOKS, VOLUMES AUTHORED OR EDITED

Frontiers of Environmental Economics, with Folmer, Gerking, and Rose, eds., Edward Elgar, 2001

The Principles of Environmental and Resource Economics: A Guide to Students and Decision-Makers, 2nd edition, with Folmer, ed., Edward Elgar, 2000; 1st edition, with Folmer and Opschoor, eds., 1995

European Casebook on Industrial and Trade Policy, with Cadot, Story, and Webber (including Instructors' Manual), Prentice Hall, 1996

Special Issue on European Energy Markets, *The Energy Journal*, with Waverman, Masseron, and Kemp, eds. 1992

Competitive Strategies for Product Standards, McGraw-Hill, 1991

Product Standardization and Competitive Strategy, ed., North Holland, 1987

PUBLISHED PAPERS

"The Firm, its Procedures, and Win-Win Environmental Regulations", with B. Sinclair-Desgagné, in Folmer, Gabel, Gerking, and Rose, eds., *Frontiers of Environmental Economics*, Edward Elgar, 2001

"Corporate Responses to Environmental Concerns", with B. Sinclair-Desgagné, in Folmer, Gabel, and Opschoor, eds., *The Principles of Environmental and Resource Economics: A Guide to Students and Decision-Makers*, 2nd edition, Edward Elgar, 2000

"The Firm, its Routines, and the Environment", with B. Sinclair-Desgagné, in Tietenberg and Folmer, eds., *The International Yearbook of Environmental and Resource Economics 1998/1999: A Survey of Current Issues*, Edward Elgar, 1998; alternative version published in the *Earthscan Reader in Business and Sustainable Development*, Starkey and Welford, eds., Earthscan, 2001

"Environmental Auditing in Management Systems and Public Policy", with B. Sinclair-Desgagné, *Journal of Environmental Economics and Management*, 33(3) 1997; reprinted in Sinclair-Desgagné, ed., *Corporate Strategies for Managing Environmental Risk*, Ashgate Publishing, 2004

"Optimising Environmental Product Life Cycles: A Case Study of the European Pulp and Paper Industry", with P. Weaver, J. Bloemhof-Ruwaard, and L. Van Wassenhove, *Environmental and Resource Economics*, 9(2) 1997

"Life Cycle Analysis and Policy Options: The Case of the European Pulp and Paper Industry", with J. Bloemhof-Ruwaard, P. Weaver, and L. Van Wassenhove, *Business Strategy and the Environment*, 3(5) 1996

"An Environmental Life Cycle Optimization Model for the European Pulp and Paper Industry", with J. Bloemhof-Ruwaard, P. Weaver, and L. Van Wassenhove, *Omega, International Journal of Management Science*, 24(6) 1996

"Environmental Management as Competitive Strategy: The Case of CFCs", in Folmer, Gabel, and Opschoor, eds., *The Principles of Environmental and Resource Economics: A Guide to Students and Decision-Makers*, Edward Elgar, 1995

"Market-Based Instruments", in *Business and the Environment*, Joint Research Centre of the Commission of the European Communities, Macmillan, 1995

"From Market Failure to Organizational Failure", with B. Sinclair-Desgagné, *Business Strategy and the Environment*, 3(2) 1994

"The Environmental Effects of Trade in the Transport Sector", in *The Environmental Effects of Trade*, OECD, 1994

"Competitive Use of Technology Standards and Standardization", in Lawless and Gomez-Mejia, eds., *Advances in Global High-Technology Management*, JAI Press, 1994

"Managerial Incentives and Environmental Compliance", with B. Sinclair-Desgagné, *Journal of Environmental Economics and Management*, 24(3) May 1993; reprinted in

Tietenberg, *et.al.*, eds., *Environmental Instruments and Institutions*, Edward Elgar, 1998; and in Sinclair-Desgagné, ed., *Corporate Strategies for Managing Environmental Risk*, Ashgate Publishing, 2004

"A Primer on the Economics of Environmental Resources", in Koechlin and Müller, eds., *Green Business Opportunities*, Pitman Publishing - Financial Times, 1992

"Industry Restructuring through Alliances: Open Systems and the European Mainframe Computer Industry", with K. Cool, in Cool, Neven, and Walter, eds, *European Industrial Restructuring in the 1990s*, Macmillan, 1992

"Trade Liberalization, Transportation, and the Environment", with L-H. Röller, *The Energy Journal*, 13(3) 1992

"Privatization: Its Motives and Likely Consequences", in Preston, ed., *Research in Corporate Social Performance and Policy*, JAI Press, 1988

"Open Standards in the European Computer Industry: The Case of X/OPEN", in Gabel, ed., *Product Standardization and Competitive Strategy*, North Holland, 1987

"La Privatization: Est-elle Utile?" *L'Europeen Politique Economique*, April 1987

"The Economics of Antitrust Compliance", with A.R. Beckenstein, *Southern Economic Journal*, January 1986

"Predation Rules: An Economic and Behavioral Analysis", with A.R. Beckenstein, *Antitrust Bulletin*, Spring 1986

"An Executive's Guide to Antitrust Compliance", with A.R. Beckenstein and K. Roberts, *Harvard Business Review*, September/October 1983, and in *Legal Issues in Doing Business*, *Harvard Business Review Reprint Series*, 1984

"Competition in the European Information Technology Industry: The Role of the Foreign Multinationals", with Y. Doz *et.al.*, *European International Business Association Conference Proceedings*, 1984

"Antitrust Compliance: Results of a Survey of Legal Opinion", with A.R. Beckenstein, *Antitrust Law Journal*, Spring 1983

"The Role of Buyer Power in Oligopoly Models: An Empirical Study", *Journal of Economics and Business*, January 1983

"Experience Curve Pricing Strategy: The Next Target of Antitrust?" with A.R. Beckenstein, *Business Horizons*, September/October 1982, and in "Marketing Abstracts", *Journal of Marketing*, Summer 1983

"A New Job for Businessmen: Managing the Company's Environmental Resources", with S.E. Bodily, *Sloan Management Review*, Summer 1982; reprinted in Sinclair-Desgagné, ed., *Corporate Strategies for Managing Environmental Risk*, Ashgate Publishing, 2004

"A Theory of Antitrust Compliance", with A.R. Beckenstein, *Proceedings of the Ninth European Association for Research in Industrial Economics Conference*, 1982

"Reform of the Clean Air Act: An Efficient Approach", *Proceedings of the American Institute for Decision Sciences*, 1981

"Reform of the Clean Air Act: Another Decade of Waste?" *Sloan Management Review*, Fall 1981

"A Simultaneous Equation Analysis of the Structure and Performance of the United States Petroleum Refining Industry", *Journal of Industrial Economics*, September 1979

PUBLISHED CASE STUDIES

“Ecover”, with N. Dawar and G. Pauli, in Jobber, *Principles and Practice of Marketing*, 2nd ed., McGraw-Hill, 1998

“High Definition Television in Europe”

“Philips Consumer Products”

“Thomson Consumer Electronics”

Set of case studies with O. Cadot, in Cadot, Gabel, Story, and Webber, *European Casebook on Industrial and Trade Policy*, Prentice Hall, 1996

“The European Steel Industry in Crisis”, with O. Cadot, in Cadot, Gabel, Story, and Webber, *European Casebook on Industrial and Trade Policy*, Prentice Hall, 1996

“The Machine Tool Industry”, with D. Neven, in Cadot, Gabel, Story, and Webber, *European Casebook on Industrial and Trade Policy*, Prentice Hall, 1996

“Fair Trade in Commercial Aircraft: The Case of Boeing vs. Airbus Industrie”

“Boeing's Case against Airbus”

“In Defense of Airbus Industrie”

Set of case studies and teaching notes with D. Neven, in Cadot, Gabel, Story, and Webber, *European Casebook on Industrial and Trade Policy*, Prentice Hall, 1996; and Grunewald, ed., *Cases in Strategic Management*, Ginn Press, 1993

“Ford versus Greenpeace in the United Kingdom”, in Hosmer, ed., *Moral Leadership in Business*, Irwin, 1993

“Ford of Europe and Local Content Regulations” (runner-up in its field in European Case Clearing House “European Case of the Year” competition, 1995)

“General Motors Corporation”

“The Nissan Corporation”

“Peugeot S.A.”

“The European Economic Community”

“United Kingdom: Industrial Policy Towards the Automobile Industry”

Set of cases and teaching notes, some or all of which were published in the following: Cadot, Gabel, Story, and Webber, *European Casebook on Industrial and Trade Policy*, Prentice Hall, 1996; *Journal of Management Case Studies*, various issues, 1985; *A Collection of Outstanding Case Studies in Marketing Management*, 2nd ed., West 1986; Rowe, et.al., *Strategic Management and Business Policy*, Addison-Wesley, 1986; Wheelen and Hunger, *Strategic Management and Business Policy*, 2nd ed., Addison-Wesley, 1986; Byers, *Strategic Management: Cases and Concepts*, 2nd. ed., Harper and Rowe, 1987; McKenna, *Policy, Strategy, and Growth*, Addison-Wesley, 1988; Lowenstein and Bartlett, *Strategic Management for Business*, Dryden 1988; Certo and Peters, *Strategic Management: Concepts and Applications*, Random House, 1988; Certo and Peters, *Selected Cases in Strategic Management*, McGraw-Hill, 1988; Higgins and Vincze, *Strategic Management: Text and Cases*, 4th ed., Dryden, 1989; Hill and Jones, *Strategic Management*, 1st ed., Houghton Mifflin, 1989; and Kefalas, *Global Business Strategy: A Systems Approach*, Southwestern, 1989. Cases also available in French.

“The Privatization of British Airways” (winner in its field in European Case Clearing House “European Case of the Year” competition, 1993; runner-up, 1991)

“British Airways”

“British Caledonian Airways”

Set of cases and teaching notes, in Gabel, Story, and Webber, *European Casebook on Industrial and Trade Policy*, Prentice Hall, 1996; *Executive Digest* (in condensed form), forthcoming 1995; and Jauch, *Business Policy and Strategic Management*, 5th ed., McGraw-Hill, 1987

“The Hampton Roads Energy Company” and teaching notes, in Steiner, et.al., *Management Policy and Strategy: Text, Readings, and Cases*, Macmillan, 1982; Wheelen

and Hunger, *Strategic Management and Business Policy*, Addison-Wesley, 1983; and King and Chang, *Business Policy and Strategy: Text and Cases*, Scott Foresman, 1983

“Armco: The 1978 Wage and Price Guidelines” and teaching notes, in Wheelen and Hunger, *Strategic Management and Business Policy*, Addison-Wesley, 1983

“National Container Corporation” and teaching notes, with A.R. Beckenstein, in Dalrymple and Parsons, *Marketing Management: Strategy and Cases*, Wiley, 1983; Arnold, *et.al.*, *Business Strategy and Policy*, Houghton Mifflin, 1984; Dalrymple, *Sales Management: Concepts and Cases*, Wiley, 1985; and Lovelock and Weinberg, *Marketing Challenges: Cases and Exercises*, McGraw-Hill, 1985

“Armco, Inc.: The Bubble Policy” and teaching notes, with S.E. Bodily, in Latona, *et.al.*, *Cases in Business Strategy and Policy*, Southwestern, 1983

UNPUBLISHED CASE STUDIES, NOTES, WORKING PAPERS, REPORTS

“Monsanto and Genetically Modified Organisms”, with O. Cadot and D. Traça, INSEAD case study, 2001

“Semiconductors: A Case for Strategic Trade?”, with O. Cadot and D. Traça, INSEAD case study, 1999

“Reinventing Airbus”, with O. Cadot and D. Traça, INSEAD case study, 1998

“David and Goliath in European Power Battle”, with O. Cadot, INSEAD case study, 1996

“The Theory of Intra-Industry Trade”, with O. Cadot, INSEAD, 1995

“Technical Note on the Theory of Trade Policy”, with O. Cadot, INSEAD, 1995

“Regulation, Innovation and Competition: Towards an Integration of Environmental Concerns into European Industry”, with F. Lévêque, *et.al.*, a report to the Commission of the European Communities (contract EV5V-CT92-0148), 1994

“Ford of Europe and Local Content Regulations (B)”, INSEAD case study, 1994

“The Privatization of British Airways (B)”, INSEAD case study, 1994

“Barriers to Business Acceptance of Market-Based Instruments for Environmental Protection”, a report to the Commission of the European Communities (contracts 4645-92-03 EI ISP F and 5047-92-11 ED ISP F), 1993

“Industry CFC Replacement Strategies”, INSEAD case study and teaching notes, 1992

“PLM AB”, INSEAD case study, 1992

“European Exhaust Emission Standards for Small Cars”, INSEAD case study and teaching notes, 1991

“Open Systems and the European Mainframe Computer Industry in 1990”, INSEAD case study with K. Cool, 1990 (winner in its field in European Case Clearing House “European Case of the Year” competition, 1994; runner-up, 1993)

“Environmental Policy in the European Community”, INSEAD, 1990 (included in *The Greening of Strategy: Creating an Environmentally Competent Workforce*, a teaching module created by the Management Institute of Environment and Business)

“Product Standards and Competitive Strategy: An Analysis of the Principles”, INSEAD Working Paper, 1988

“Technical Note on EC Antitrust”, with D. Neven, INSEAD, 1988

“Technical Note on US Antitrust”, with D. Neven, INSEAD, 1988

“Technical Note on Antitrust in Japan”, with D. Neven, INSEAD, 1988

“Technical Note on the Classical Theory of International Trade”, INSEAD, 1987

“Technical Note on the Neoclassical Theory of International Trade”, INSEAD, 1987

“The Microfoundations of Competitive Strategy”, INSEAD mimeo, 1984

“The Activities and Role of the IT-Multinationals in the European Community”, with E. Penrose, *et.al.*, a report to the Commission of the European Communities, 1984

“An Information Processing Approach to the Development of Compliance Programs”, with A.R. Beckenstein, N. Boyacigiller, and K. Roberts, University of Virginia mimeo, 1982

SELECTED CONFERENCE PRESENTATIONS

“The Firm, its Procedures, and Win-Win Environmental Regulations”, with B. Sinclair-Desgagné, presented to the European Association of Environmental and Resource Economists annual meeting, 1999

“The Firm and the Environment”, with B. Sinclair-Desgagné, presented at a conference on “Frontiers of Environmental Economics”, 1998

“Optimising Environmental Product Life Cycles: A Case Study of the European Pulp and Paper Sector”, with J. Bloemhof-Ruwaard, P. Weaver, and L. Van Wassenhove; presented to the Second Toulouse Conference on Environment and Resource Economics, 1997; the European Association of Environmental and Resource Economists annual meeting, 1995; and to The Greening of Industry Third International Research Conference, 1995

“Environmental Audits and Incentive Compensation”, with B. Sinclair-Desgagné, presented to the Second Toulouse Conference on Environment and Resource Economics, 1997; and to the European Association of Environmental and Resource Economists annual meeting, 1994

“From Market Failure to Organizational Failure”, with B. Sinclair-Desgagné, presented at The Greening of Industry Second International Research Conference, 1993

“Environmental Regulation and Firm Structure”, with B. Sinclair-Desgagné, presented to the European Association of Environmental and Resource Economists annual meeting, 1993

“Managerial Systems and Environmental Performance: A Research Agenda”, with B. Sinclair-Desgagné, presented to the European Association of Environmental and Resource Economists annual meeting, 1992

“Trade Liberalization, Transportation, and the Environment”, with L-H. Röller, presented to the International Association of Energy Economists annual meeting, 1992; and to the European Association of Environmental and Resource Economists annual meeting, 1992

“The Implications of International Trade Liberalization for the Environment: The Case of the Transport Sector”, paper presented to the OECD conference on Trade and the Environment, 1991

“Managerial Incentives and Environmental Compliance”, with B. Sinclair-Desgagné, presented to the European Association of Environmental and Resource Economists annual meeting, 1991; and to the Strategic Management Society annual meeting, 1991

“Standardization and Competition in European High Technology Network Industries”, with K. Cool, presented at a conference on European Industrial Restructuring in the 1990s, 1990

“The Competitive Factors Influenced by Standardization”, presented to the International Symposium on Information Technology Standardization, 1989

“Europe 1992: The Economic Dimension”, presented to the Academy of International Business, 1988

“Open Standards in the European Computer Industry: The Case of X/OPEN”, presented at a conference on standards and competitive strategy, INSEAD, 1986

“Standards and Competitive Strategy”, presented to the Strategic Management Society, 1986

“Competition in the European Information Technology Industry”, with Y. Doz and J. de la Torre, presented to the Strategic Management Society, 1985

“Competition in the European Information Technology Industry: The Role of the Foreign Multinationals”, with Y. Doz, *et.al.*, presented to the European International Business Association and to the Academy of International Business, 1984

“The Microfoundations of Competitive Strategy”, presented to the Strategic Management Society, 1984

“A Theory of Antitrust Compliance”, with A.R. Beckenstein, presented to the European Association for Research in Industrial Economics, 1982

“An Information Processing Approach to the Development of Compliance Programs”, with A.R. Beckenstein, N. Boyacigiller, and K. Roberts, presented to the Academy of Management, 1982

“Antitrust Compliance: Results of a Survey of Legal Opinion”, with A.R. Beckenstein, presented to the American Bar Association Antitrust Law Section, 1982

“One View of the Business Environment Curriculum”, presented to the American Assembly of Collegiate Schools of Business, Conference on Business Environment/Public Policy and the Business School of the 1980s, 1981

“Reform of the Clean Air Act: An Efficient Approach”, presented to the American Institute for Decision Sciences, 1981

“Decision Making in a Bubble: An Optimization Model for Compliance with Environmental Regulations”, with S.E. Bodily, presented to the American Institute for Decision Sciences, 1981

“A Theory of Antitrust Enforcement and Compliance”, with A.R. Beckenstein, presented to the Econometric Society, 1980

“Organizational Compliance Processes and the Efficiency of Antitrust Enforcement”, with A.R. Beckenstein, presented to the Law and Society Association, 1980

“Predation Rules: An Economic and Behavioral Analysis”, with A.R. Beckenstein, presented to the American Economic Association annual meeting, 1979, and to the Telecommunications Policy Research Conference, 1980

SOCIETIES AND PROFESSIONAL MEMBERSHIPS

American Economic Association

European Association of Environmental and Resource Economists
 European Association for Research in Industrial Economics (member of the Executive Committee, 1984-1985, 1990-1994)
 European Economic Association

OTHER

Member of the Academic Advisory Committee of the World Bank IFC Global Business School Network, 2005-present

Member of the Supervisory Board of the European Academy of Business in Society (EABiS), 2004-present

Member of the Board of Directors of the ECCH, 1998-present

Member of the Board of Directors of the International Schools of Business Management, 2004-present

Member of the Academic Council, EIASM, 2002-present

Member of the MBA Directors Steering Committee, efmd, 1999-2001

Co-organizer of a conference on "Frontiers of Environmental Economics", Washington DC, 1998

Series Editor for a case/text book series entitled *The Global Management Series*, published by McGraw-Hill, 1999

Member of the Editorial Board of the *International Yearbook of Environmental and Resource Economics: A Survey of Current Issues*, Edward Elgar, published annually 1996-2004

Member of the Board of Directors and Executive Committee of ECCH (Europe and USA), 1996-present

Co-chairman of the Programme Committee and organizer of the fourth annual conference of the European Association of Environmental and Resource Economists, 1993; Programme Committee member for the fifth, seventh, and eighth annual conferences, 1994, 1996, and 1997; referee, ninth and tenth annual conferences, 1999 and 2000

Member of the Executive Committee of the European Association for Research in Industrial Economics, 1984-1985, 1990-1994

Winner of the ECCH "European Case of the Year" award in 1994 ("Open Systems and the European Mainframe Computer Industry in 1990") and 1993 ("The Privatization of British Airways"); runner-up in 1995 ("Ford of Europe and Local Content Regulations"), 1993 ("Open Systems and the European Mainframe Computer Industry in 1990"), 1991 ("The Privatization of British Airways")

Winner of the INSEAD teaching award, 1994, 1990, 1988; nominee 1994, 1993, 1991 (twice), 1989

Member of the Board of Directors of CAWSL Corporation, 1985-1991, Vice-President, 1988-1989

Member of the Industry Initiative for Environmental Management Education Committee, International Chamber of Commerce, 1990-1991

Organizer of an international conference on "Environmental Resource Management: Educating the Business Leaders of Tomorrow", INSEAD 1990

Member of the Program Committee of the International Symposium on Information Technology Standardization, West Germany, 1989

Organizer of a conference on product standards and competitive strategy, INSEAD, 1986

Chairman of the Program Committee and organizer of the 11th Annual Conference of the European Association for Research in Industrial Economics, 1984, and member of the Program Committee of the 12th Annual Conference, 1985

Referee for the *California Management Review*, *Economics of Innovation and New Technology*, *The Energy Journal*, *Environment and Development Economics*, *Environment and Planning*, *Environmental and Resource Economics*, *International Journal of Industrial Organization*, *Journal of Economics*, *Journal of Economics and Business*, *Journal of Environmental Economics and Management*, *Journal of Industrial Ecology*, *Journal of Industrial Economics*, *Journal of Law and Economics*, *Journal of Management Studies*, *Oxford Economic Papers*, *Regulation and Governance*, *Review of Industrial Organization*, *Strategic Management Journal*; book reviews for Earthscan and Edward Elgar publishers