

Dr. Don Osborn

PERSONAL DETAILS

Status: Professor of Management and Strategy
Appointment: Full time
Origin: British
Year joined: 2010
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RESEARCH INTERESTS

Internationalisation of the small business, management education, financial & demographic crises

TEACHING

Courses and tutoring in HR Management, Business Strategy, Small Business Management at undergraduate and graduate level

AFFILIATIONS AND MEMBERSHIPS

Member of the British Academy of Management

ACADEMIC EXPERIENCE

11/2010- Professor of Management and Strategy at the European Business School Paris
2010 Professor of Global Organisational Behaviour at ESC Rennes (part time)
2010 Responsable pédagogique de l'IFAG Caen (interim)
2004-2010 Professor, Head of Management & Strategy Department at ESCE, Paris La Défense
1999-2003 Programme Director at ESC Rennes
1985-1999 Head of academic department at ESC Rouen
1979-1986 Lecturer at the University of Paris XII & XIII, Business English and Anglo-Saxon Law
1976-1985 Head of English Department at the « Cycle Supérieur de Gestion », Paris Chambre de Commerce

PROFESSIONAL EXPERIENCE AND CONSULTING

2003-2004 International Training Consultant, SDG Euromanager, Paris
Creation and development of in-house training in Corporate Strategy, creation of website and promotional documents, research into the future of in-house training, advice and development of a management simulation game, launch and sales of training programmes.
1971-1974 Assistant Manager of a branch of Julian S. Hodge Ltd, Bankers (Standard Chartered Group), Staines, Middlesex, U.K., small business financial advisor

EDUCATION AND QUALIFICATIONS

- 1992 Ph.D. at the University of Aston in Birmingham, UK. Sujet: "The Development of Cross-Cultural In-house Training"
- 1986 Master's degree (Maîtrise) in Medieval Studies at the Sorbonne (Paris)
- 1985 Bachelor's degree (Licence) in American Literature at the Sorbonne (Paris)
- 1979 Diploma of the Royal Society of Arts (London). Sujet: The Teaching of English as a Foreign Language
- 1977 B.T.S. (two-year HE diploma) in International Business (Paris)
- 1974 Diplôme of the Finance Houses Association, (London)
- 1971-1973 AIB of the Institute of Bankers, (London)
- 1968-1971 B.A. in Economics at the University of Reading, UK.

ADDITIONAL

Languages: Native Language: English, fluent in French

INTELLECTUAL CONTRIBUTIONS

Articles in scientific journals (*blind peer review)

- (4)* Osborn, D. (2008) Institutionalising Quality in Higher Education. *The International Journal of Quality and Standards*, 1 (1), 303-329.
- (3)* Osborn, D. (2008) A Business Plan for Success in Europe. *Strategic Innovators*. A journal of the Indian Institute of Planning and Management, October 2008.
- (2)* Osborn, D. (2003) La Mobilité Internationale du Cadre Français. *Revue de l'Association des Médecins des Industries des Produits de Santé*, 66 (2nd quarter 2003).
- (1)* Osborn, D. (1997) The international mobility of French managers. *European Management Journal*, 15 (5), 584-590.

Articles in practitioner journals

- (1) Osborn, D. (2006) The Faculty Scorecard. *BizEd*, January/February 2006, 38-41.

Books and edited volumes

- (2) Osborn, D./Bailey, J. (1999) *Expand: a guide to small business economics*. Higher Education Funding Council: London.
- (1) Osborn, D. (1993) *A Study in Britain and France of the Development of Cross-Cultural In-House Sales Training Using Distance Learning (in 2 volumes)*. PhD thesis at University of Aston.

Teaching Cases and Material

- (5) Osborn, D./Monteferrante, M. (2007) *Société Pierre Vivier, a case study in English*. French Case Clearing House (CCMP), Paris, France
- (4) Osborn, D./Monteferrante, M. (2007) *Société Pierre Vivier, une étude de cas en langue française*. Central des Cas et de Médias Pédagogiques, Paris, France
- (3) Osborn, D (2005) *Idéal Gourmet: a case study*.

- (2) Osborn, D./Stone, P. (1997) The B-B Business Game.
- (1) Osborn, D./Lee, G.L. (1988) Cross-Cultural Differences in the Perceptions of Open and Distance Learning in Britain & France, Lancaster: Cumbria Open Learning.

Further publications

Conference papers

- (4) Osborn, D./Davila, A. (2010) Searching for New Markets Abroad. Paper presented at the Workshop of In-Depth Case Studies in Entrepreneurship and Small Business Management in Brussels, of the European Institute for Advanced Management Studies, December 2nd& 3rd, 2010.
- (3) Osborn, D. (2009) Education, Training and the Demographic Issue to 2050 in les Cahiers de Recherche (peer reviewed) of ESCE in May 2009.
- (2) Osborn, D./Ward, M. (2002) E-learning and the Business School. Paper presented at the NIBS Conference (Network of International Business Schools) in Rennes, March 2002.
- (1) Osborn, D./Selle, J.-M. (1998) La Gestion du Retour de l'Expatrié. Paper presented at the International Institute of Research following a presentation at the International Relocation Exhibition, Palais de Congrès, Paris, March 4, 1998.

Working papers (* = peer reviewed)

- (7)* Osborn, D./Beaumont, F. (2010) The Well-Educated Manager. In: Les Cahiers de Recherche de ESCE, May 2010.
- (6)* Osborn, D. (2009) Education, Training and the Demographic Issue to 2050. In: Les Cahiers de Recherche de ESCE, in May 2009, (12), 155-180.
- (5)* Osborn, D./Simeral, R. (2008) The Dollar Crisis published. In: Les Cahiers de Recherche of ESCE, May 2008, (10), 191-217.
- (4)* Osborn, D. (2007) International Outsourcing – Exporting Employment? In: Les Cahiers de of ESCE, April 2007, (8), 143-168.
- (3)* Osborn, D. (2007) Institutionalising Quality in Higher Education in Europe. In: Les Cahiers de of ESCE, April 2007, (8), 169-186.
- (2)* Osborn, D. (2006) The Professor as a Human Asset of the Business School. In: Les Cahiers de Recherche of ESCE, May 2006, (6), 83-104.
- (1)* Osborn (2005) The Concept of Value Creation in Mergers and Acquisitions. In: Cahiers de Recherche of ESCE, May 2005, (5), 45-68.