

Terence TSE

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## ACADEMIC QUALIFICATIONS

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**PhD in Business Administration**, (Doctorat ès Sciences de gestion), (2005), **Cambridge Judge Business School, Cambridge University**, United Kingdom.

**Master**, (Master - Corporate Strategy and Governance), (1998), **University of Nottingham**, United Kingdom.

**Master**, (Master of Economics-Europe), (1998), **Universität des Saarlandes**, Germany.

**Bachelor of Arts**, (Bachelor of Arts - Germans with Economics), (1995), **University of Western Ontario**, Canada.

## ACADEMIC EXPERIENCE

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### *Teaching*

**ESCP Europe** Paris,  
London, Berlin, Madrid,  
Torino

### **Executive MBA**

"Understanding Competitiveness", Elective course

### **MEB - Master in European Business**

, Core course

### **Master (MIM)**

"Business Consulting", Major course (specialisation mention)

## INTELLECTUAL CONTRIBUTIONS

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### Peer-reviewed Articles

ESPOSITO, M., K.SOUFANI, T.TSE, "Reverse Logistics for Postal Services within a Circular Economy", *THUNDERBIRD INTERNATIONAL BUSINESS REVIEW*, 2018, vol. 60 (5), no. Companies in the Circular Econom, pp. 741-745

TSE, T., M.ESPOSITO, "DRIVE: The Five Megatrends that Underpin the Future Business, Social, and Economic Landscapes", *THUNDERBIRD INTERNATIONAL BUSINESS REVIEW*, 2018, vol. 60(1), pp. pp. 121-129

TSE, T., M.ESPOSITO, K.SOUFANI, "Introducing a Circular Economy", *CALIFORNIA MANAGEMENT REVIEW*, 2018

TSE, T., M.ESPOSITO, K.SOUFANI, "Is the Circular Economy a New Fast-Expanding Market?", *THUNDERBIRD INTERNATIONAL BUSINESS REVIEW*, 2017, vol. 51 (1), pp. 9 - 14

TSE, T., M.ESPOSITO, K.SOUFANI, "Fast-Expanding Markets: The Revolution of the Microeconomy", *THUNDERBIRD INTERNATIONAL BUSINESS REVIEW*, 2016, vol. Vol. 58, Issue 1, pp. pp. 5-11 (7 p.)

TSE, T., M.ESPOSITO, G.HADDAD, "The Social Cluster of Gender, Agency and Entrepreneurship", *INTERNATIONAL JOURNAL OF ENTREPRENEURSHIP AND SMALL BUSINESS*, 2016, vol. 28 (4)

SOUFANI, K., M.ESPOSITO, T.TSE, "Food waste and the circular economy: no stinky business", *CALIFORNIA MANAGEMENT REVIEW*, 2016

COLE, O., T.TSE, M.ESPOSITO, "Did Nigeria and Angola manage their oil windfalls well between 1970 and 2000: what lessons can be learned for new oil producers?", *INTERNATIONAL JOURNAL OF ECONOMIC POLICY IN EMERGING ECONOMIES*, 2015, vol. Vol. 8, Issue 1, pp. pp. 1-19 (20 p.)

SOUFANI, K., T.TSE, M.ESPOSITO, "How companies can benefit from the circular economy", *CALIFORNIA MANAGEMENT REVIEW*, 2015

SOUFANI, K., T.TSE, M.ESPOSITO, "Why the circular economy matters ?", *EUROPEAN BUSINESS REVIEW*, 2015

TSE, T., G.OLAF J, M.ESPOSITO, "The Future of the Global Corporation: From Fortress Firms to Cambrian Corporations", *THUNDERBIRD INTERNATIONAL BUSINESS REVIEW*, 2015, vol. 57 (3), pp. 255-260

TSE, T., "Paradox resolution as a pathway to strategic innovation", *EUROPEAN MANAGEMENT JOURNAL*, 2013, vol. Vol. 31, Issue 6, pp. pp. 682-696 15 p.

SOUFANI, K., M.ESPOSITO, T.TSE, "Fast Expanding Markets: Where New Growth Can Be Found", *EUROPEAN BUSINESS REVIEW*, 2013

COUTURIER, J., L.ROUX, T.TSE, "Resilience of a business: The case of Yellow Pages Directories", *INTERNATIONAL JOURNAL OF MANAGEMENT PRACTICE*, 2012, vol. Vol.5, n° 2, pp. pp. 149-169 20 p.

SOLA, D., R.GHEORGHITA, T.TSE, "Factors determining the investment strategies of family wealth", *INTERNATIONAL JOURNAL OF MANAGEMENT CASES*, 2011, vol. Vol 13, Issue 1, pp. pp. 101-110 9 p.

TSE, T., "Shareholder and stakeholder theory: After the financial crisis", *QUALITATIVE RESEARCH IN FINANCIAL MARKETS*, April 2011, vol. Vol. 3, No. 1, pp. pp. 51-63 13 p.

TSE, T., K.SOUFANI, "Achieving strategic innovation through dilemma reconciliation", *INTERNATIONAL JOURNAL OF MANAGEMENT PRACTICE*, 2010, vol. Vol.4, Issue 2, pp. pp.117-133 16 p.

TSE, T., K.SOUFANI, "The effects of economic conditions on takeover bid premiums", *INTERNATIONAL ECONOMICS AND FINANCE JOURNAL*, 2008, vol. Vol.3, Issue 1, pp. pp.91-106 16p.

EVANS, A. J., T.TSE, "Emerging Market Trends from Europe", *APPLIED CLINICAL TRIALS*, June 2008, pp. pp.60-68 9p.

SOUFANI, K., T.TSE, Q.CHEN, "Performance of venture backed and non venture backed IPO: Evidence from Canada and the UK", *JOURNAL OF INTERNATIONAL FINANCE AND ECONOMICS*, 2008, vol. Vol.8, Issue 2, pp. pp.1-22 21p.

TSE, T., "Reconsidering the source of value of e-business strategies", *STRATEGIC CHANGE*, May 2007, vol. Vol. 16, Issue 3, pp. pp. 117-126 10 p.

TSE, T., J.TIONG, V.KANGASLAHTI, "The effect of cultural norms on the uptake of information and communication technologies in Europe : a conceptual analysis", *INTERNATIONAL JOURNAL OF MANAGEMENT*, September 2004, vol. Vol. 21, Issue 3, pp. pp. 382-390 9 p.

TSE, T., K.SOUFANI, "Business strategies for small firms in the new economy", *JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT*, 2003, vol. Vol. 10, Issue 3, pp. pp. 306-320 15 p.

SOUFANI, K., T.TSE, "Small Firm's Business Strategies in the New Economy: Theoretical Considerations", *JOURNAL OF SMALL BUSINESS AND ENTERPRISE DEVELOPMENT*, 2003, vol. 10 (3), pp. 306-320

SOUFANI, K., T.TSE, "Wealth effects of takeovers in merger activity eras : empirical evidence from the UK", *INTERNATIONAL JOURNAL OF THE ECONOMICS OF BUSINESS*, November 2001, vol. Vol. 8, Issue 3, pp. pp. 365-377 13 p.

## Books and Book Editor

TSE, T., M.ESPOSITO, D.GOH, *The AI Republic*, Lioncrest, 2019

TSE, T., M.ESPOSITO, *Understanding How the Future Unfolds*, Lioncrest, 2017

TSE, T., *Corporate Finance*, Routledge, 2017

## Chapters in book

TSE, T., K.SOUFANI, L.ROUX, "The ethical and social dimensions of executive compensation" in *Business Ethics. A critical approach: Integrating Ethics Across the Business World.*, O'SULLIVAN P., ESPOSITO M., SMITH M. Eds, Routledge, pp. 367 p., 2012

SOUFANI, K., T.TSE, "Economic efficiency in traditional and dot.com firms" in *International entrepreneurship in small and medium size enterprises: Orientation, environment and strategy.*, ETEMAD H. (ed.), Edward Elgar, pp. pp. 178-188 11 p., 2004

## Non-Peer Reviewed Journals articles

SOUFANI, K., T.TSE, M.SABR, "Are Islamic banks systematically riskier than conventional banks? An empirical investigation" *Proceedings of 2nd International Conference of the Financial Engineering and Banking Society*. 2012, Londres, United Kingdom

SOUFANI, K., T.TSE, "Economic Efficiency Model for Traditional and Small dot-com firms" *Proceedings of Small Business and Enterprise Development Conference*. 2001, Leicester, United Kingdom

## Research Monograph

TSE, T., "Sources of Value of E-Commerce Strategies: What are they Exactly?", *ESCP-EAP Working Paper*, 2006

TSE, T., K.SOUFANI, "The Impact of Merger Activity on Takeover Bid Premium's", *ESCP-EAP Working Paper*, 2006

## Non-Peer Reviewed Articles

EVANS, A., J., T.TSE, "A strategic plan for the East Belarus mechanical engineering cluster", *INTERNATIONAL JOURNAL OF COMPETITIVENESS*, 2018, vol. Vol. 1, Issue 3, pp. pp. 221-237

SOUFANI, K., T.TSE, M.ESPOSITO, J.SANTORA, L.ROUX, "Are we falling asleep at the switch, again? Some propositions for executive compensation", *INTERNATIONAL JOURNAL OF TRADE AND GLOBAL MARKETS*, 2014, vol. 7 (1)

SOUFANI, K., T.TSE, O.COLE, "Notes on Islamic economics and finance", *INTERNATIONAL JOURNAL OF TRADE AND GLOBAL MARKETS*, 2013, vol. Vol. 6, Issue 1, pp. pp. 83-91 9 p.

SOUFANI, K., T.TSE, "Achieving Strategic Innovation Through Dilemma Reconciliation", *International Journal of Management Practice*, 2010, vol. 2-4 (2)

## Published Case Studies

TSE, T. - "Small investment in Big Hotel" - 2009, *European Case Clearing House*, United Kingdom

TSE, T., J.COUTURIER - "Lenovo's acquisition of IBM's PC division" - 2009, *European Case Clearing House*, United Kingdom

COUTURIER, J., D.SOLA, T.TSE - "The Merger of Alliance UniChem and Boots the Chemists", *European Case Clearing House*, United Kingdom

## Articles in Professional Journals

TSE, T., M.ESPOSITO, T.MIZUNO, D.GOH, "The Dumb Reason Your AI Project Will Fail", *HARVARD BUSINESS REVIEW*, 2020

EVANS, A., J., T.TSE, "The Great EU Debt Write-Off", *Simulation and Gaming*, 2016

ESPOSITO, M., T.TSE, "Le Strade Obbligate Dell' Europa", *HARVARD BUSINESS REVIEW ITALIA*, March 2012, pp. pp. 78-84 17 p.

TSE, T., "What are hybrid bonds?", *GUAN LI XUE JIA*, February 2008, vol. 95

## Press Articles

SOUFANI, K., T.TSE, M.ESPOSITO, "Companies are working with consumers to reduce waste", *HARVARD BUSINESS REVIEW*, 2016

SOUFANI, K., T.TSE, M.ESPOSITO, "Pourquoi vous devez miser sur le gaspillage alimentaire", *Harvard Business Review France*, 2016

SOUFANI, K., M.ESPOSITO, T.TSE, "The circular economy takes on food waste", *Stanford Social Innovation Review*, 2016

SOUFANI, K., M.ESPOSITO, T.TSE, "How businesses can support a circular economy", *HARVARD BUSINESS REVIEW*, 2016

SOUFANI, K., T.TSE, M.ESPOSITO, "Entreprise, consommateur: pourquoi l'économie circulaire est la voie à suivre", *Harvard Business Review France*, 2016

SOUFANI, K., T.TSE, M.ESPOSITO, "L'avanzata dell'economia circolare", *HARVARD BUSINESS REVIEW ITALIA*, 2015

SOUFANI, K., T.TSE, M.ESPOSITO, "Ballando con la crescita", *HARVARD BUSINESS REVIEW ITALIA*, 2015

TSE, T., W.SEIDEL, D.SOLA, L.ROUX, G.PATTANARO, "Le determinanti non finanziarie della gestione della ricchezza familiare", *FAMILY OFFICE REVIEW*, July 2010, vol. Vol. 24, n° 3, Anno VII, pp. pp. 24-29 6 p.