

## Professor Glyn Watson

Senior Lecturer

The Department of Procurement and Operations Management

### Contact details

**Fax** +44 (0) 121 414 3217

**Email** [g.r.watson@bham.ac.uk](mailto:g.r.watson@bham.ac.uk) (<mailto:g.r.watson@bham.ac.uk>)

Birmingham Business School  
University House  
University of Birmingham  
Edgbaston  
Birmingham  
B15 2TT  
UK



### Qualifications

PhD (Bham)  
MA (Hull)  
BA (Hull)  
Member of the Chartered Institute of Purchasing and Supply (MCIPS)

### Biography

Glyn Watson first joined the University of Birmingham as a doctoral candidate in 1992. Initially he was located in the Department of Politics and International Studies (POLSIS), where he taught on both its undergraduate and post-graduate programmes. He transferred to the Business School in 1994 and received his PhD in 1996.

During his time in the School his specialist area of research has been governance in business networks. He has focused both on the structural properties of networks and how these properties, in turn, shape and constrain firms' management choices. This research has led him to work closely with industry and in 2001 he was a joint recipient (along with Andrew Cox and Chris Lonsdale) of a £278,000 research grant from the EPSRC. The output of this research led to the joint-publication of two books and the research itself was assessed by the EPSRC as 'tending to outstanding/tending to internationally leading'. More recently, he received a £78,000 award (along with Chris Lonsdale) from the Oxford Radcliffe Hospital Trust. This award was to investigate whether or not the Trust was obtaining value for money from its partner suppliers.

Between 2004 and 2007 he was the Programme Director of the subject group's MBA in Strategy and Procurement Management where he lectures on the subject of International Business Environment.

In June 2009, he was appointed Director of Education for the Birmingham Business School.

### Postgraduate supervision

Contracts and Incentives  
Conflict and Conflict Resolution  
Public Sector Purchasing  
Management Theory

### Research

Inter and Intra-Organisational Conflict, Economics and Law, Business Management Theory and Political Risk Analysis.

### Publications

#### Professional Journal Papers

A Cox (L), J Sanderson (L), G Watson (L). 1996. Buying into the Future, Supply Management, 15 August, 34.

#### Books

The Right Tools for the Job: On the Use and Utility of Management Tools and Techniques, Palgrave Macmillan, 2005, with Andrew Cox, Chris Lonsdale and Joe Sanderson (283 pages)

Business Relationships for Competitive Advantages, Palgrave 2004 (with Andrew Cox, Chris Lonsdale and Joe Sanderson)

Supply Chain Management - A Guide to Best Practice, 2003 (with Andrew Cox, Chris Lonsdale & Joe Sanderson).

Supply Chains, Markets and Power: Mapping Buyer and Supplier Power Regimes, Routledge, 2002 (with Andrew Cox, Chris Lonsdale, Joe Sanderson and Paul Ireland).

Power Regimes: Mapping the DNA of Business and Supply Chain Relationships, Earlsgate Press, 2000 (with Andrew Cox and Joe Sanderson).

Industrial Enterprise and European Integration - From National to International Champions in Western Europe, Oxford University Press, 1996 (with Andrew Cox).

#### Chapters In Edited Volumes

Thinking Strategically about Supply Chain Management, in Waters, D. (ed), Global Logistics and Distribution Planning: Strategies for Management, Kogan Page, 1999 (with Andrew Cox and Joe Sanderson).

Collective Goods Versus Private Interest: Lean Enterprise and the Free Rider Problem, in Cox and Hines (eds.), Advanced Supply Management, Earlsgate Press, 1997 (with Joe Sanderson).

## Short Works

G Watson (L). 1996. Intergovernmental Relations in the Member States of the European Community: a bibliographical study guide, Boston, Earlsgate Press. ISBN: 1873439601.

## Contributions to Edited Works

J Sanderson (L), G Watson (L). 1997. Towards a Theory of Optimal Sourcing Strategies in a World of Freer Trade in Advanced Supply Management: The Best Practice Debate, A Cox, P Hines, Eds. Boston, Earlsgate Press, 385 - 410. ISBN: 1873439512.

G Watson (L), J Sanderson (L). 1997. Collective Good Versus Private Interest: Lean Enterprise and the Free Rider in Advanced Supply Management: The Best Practice Debate, A Cox, P Hines, Eds. Boston, Earlsgate Press, 347 - 384. ISBN: 1873439512.

G Watson (L), A Cox (L), J Sanderson (L). 1999. Thinking Strategically about Supply Chain Management in Global Logistics and Distribution Planning: Strategies for Management, 3rd Edition, D Waters, Ed. London, Kogan Page, 125 - 138. ISBN: 0749427795.

## Refereed Conference Papers

Managing Appropriately within Supply Chain Power Regimes, British Academy of Management Conference, Cardiff, September 2001 (with Andrew Cox, Joe Sanderson and Chris Lonsdale).

Power Regimes: An Alternative to Managing in Supply Chains and Networks, 1st Hawaii Conference on Business, Honolulu, Hawaii, June 2001 (with Andrew Cox and Joe Sanderson).

Power Regimes: A New Perspective on Managing in Supply Chain Networks, 10th International IPSERA Conference, Jonkoping, Sweden, April 2001 (with Andrew Cox and Joe Sanderson).

Beyond the Core Competence Perspective: A Contingency Model for Effective Outsourcing, 8th IPSERA Conference, Dublin, March 1999 (with Andrew Cox and Chris Lonsdale).

Power, and its Impact on the Publishing Supply and Value Chain, 8th International IPSERA Conference, Belfast and Dublin, March 1999 (with Andrew Cox and Eleftheria Noula).

## Refereed Conference Proceedings

J Sanderson (L), G Watson (L). 1996. Global, Regional or National? Towards a Theory of Optimal Sourcing Strategies, Second International Conference on Managing Integrated Manufacturing, University of Leicester.

G Watson (L), J Sanderson (L). 1997. Creating and Expropriating Value: Transaction Idiosyncrasy and Free Riding in the Lean Enterprise, 6th Annual IPSERA Conference, University of Naples.

A Cox (L), C Lonsdale (L), G Watson (L). 1999. Beyond the Core Competence Perspective: A Contingency Model for Effective Outsourcing in 8th International Purchasing and Supply Research Association Conference,

A Cox (L), C Lonsdale (L), G Watson (L). 1999. Beyond the Core Competence Perspective: A Contingency Model for Effective Outsourcing in the Public and Private Sectors, 8th International Annual IPSERA Conference, Belfast and Dublin: 28-31 March, Perspectives on Purchasing and Supply for the Millennium (Proceedings of the 8th International Annual IPSERA Conference), 161 - 166.

A Cox (L), G Watson (L), E Noula (E). 1999. Power, and its Impact on the Publishing Supply and Value Chain, 8th International Annual IPSERA Conference, Belfast and Dublin: 28-31 March, Perspectives on Purchasing and Supply for the Millennium (Proceedings of the 8th International Annual IPSERA Conference), 795 - 804.

## Other Conference Proceedings

G Watson (L). 1996. Partnership Sourcing: Is There Meat in the Sandwich? Consortium Conference on Managing Strategic Sourcing, Lean Enterprise Research Centre, Cardiff Business School

