



Literature used as references

Ackoff, R. 1971. Towards a system of system concepts. *Management Science*, 17 (11), pp. 661 – 671.

Alexander, P.M. 2002. Towards reconstructing meaning when text is communicated electronically. *PhD thesis*, University of Pretoria, Pretoria.

Allen, D.K. & Colligan, D. & Finnie, A. & Kern, T. 2000. Trust, power and interorganizational information systems: the case of the electronic trading community translease. *Information Systems Journal*, 10 (1), pp. 363 - 386.

Amit, R. & Schoemaker, P.J. 1993. Strategic assets and organizational rent. *Strategic Management Journal*, 14 (1), pp. 33 – 46.

Amit, R. & Zott, C.H. 2001. Value creation in e-Business. *Strategic Management Journal*, 22 (6 / 7), pp. 493 - 520.

Andren, L. & Sjolander, S. 2002. Opportunistic adaptation in start-up companies – exploring the links between business model learning and the resource base. *Proceedings from the 3rd European conference on organizational knowledge, learning and capabilities*, Athens, Greece, April 5 - 6.

Archrol, R.S. 1997. Changes in the theory of interorganizational relations in marketing: towards a network paradigm. *Journal of the Academy of Marketing Science*, 25 (1), pp. 56 - 71.

Archol, R.S. & Kotler, P. 1999. Marketing in the Network Economy. *Journal of Marketing*, 63 (Special issue), pp. 146 - 163.

Avison, D.E. & Myers, M.D. 1995. Information Systems and Anthropology: an Anthropological Perspective of IT and Organizational Culture. *Information Technology and People*, 8 (3), 43 - 56.

Avital, M. 2003. Reexamining information systems success through the information technology professionals perspective. *Proceedings of the 11th Conference on Information Systems (ECIS)*, Naples, 2003, 3 (2), pp. 122 - 136.



- Axelsson, B. & Easton, G. 1992. *Industrial networks: a new view of reality*. London: Routledge.
- Axelsson, K. & Goldkuhl, G. 2004. Theory modelling – Action focus when building a multi-Grounded theory. *Proceedings of the 3rd European conference on Research methods in Business and Management*. Reading, UK, 2004.
- Baba, N. 1999. Utilizing of GA's in order to make game playing much more exciting. Proceedings from 3rd International conference of Knowledge-based Intelligent Information Engineering Systems, Adelaide, SA Australia, December 1999.
- Barnatt, C. 1996. Virtual organization in the small business sector: The case of Cavendish Management Resources. *International Small Business Journal*, 15(1), pp. 41-52.
- Barney, J.B. 1991. Firm resources and sustained competitive advantage. *Journal of Management*, 17(1), pp.175 - 190.
- Barney, J.B. & Hansen, M.H. 1994. Trustworthiness as a source of competitive advantage. *Strategic Management Journal*, 15 (1), pp.127 - 137.
- Baskerville, R. & Pries-Heje, J. 1999. Grounded action research: A method for understanding IT in practice. *Accounting, Management and Information Technology*, 9 (1), pp. 1 - 23.
- Belussi, F. & Arcangeli, F. 1998. A typology of networks: flexible and evolutionary firms. *Research Policy*, 27 (4), pp. 415 - 428.
- Belussi, F. & Garibaldi, F. 1996. Variety of Post-Fordist Economy. Waiting for the future, a possible modelization of the Post-Fordist Society. *Futures*, 28 (2), pp. 153 -172.
- Benjamin, R. & Wigand, T. 1995. Electronic markets and virtual value chains on the information superhighway. *Sloan Management Review*, 36 (2), p. 62-72.
- Berendt, A. 1998. The virtual enterprise gets real. *Telecommunications*, 32 (4), pp. 32 - 36.



- Bhatt, G.D. & Emdad, A.F. 2001. An analysis of the virtual value chain in electronic commerce. *Logistics Information Management*, 14 (1), pp.78 – 84.
- Black, J.A. & Edwards, S. 2000. Emergence of virtual or network organizations: fad or feature? *Journal of Organizational Change Management*, 13 (6), pp. 567 - 576.
- Boudreau, M.C., Loch, K.D., Robey, D. and Straud, D. 1998. Going Global: Using information technology to advance the competitiveness of the virtual transnational organization. *The Academy of Management Executive*, 12 (4), pp. 120 – 128.
- Boyson, S., Corsi, T., Dresner, M. & Rabinovich, E. 1999. Managing effective third party logistics relationships: What does it take. *Journal of Business Logistics*, 20 (1), pp. 73 - 100.
- Bryman, A. 1999. The dabate about quantitative and qualitative research. In: A.Bryman & R.G. Burgess, editors, *Qualitative Research – Fundamental issues in Qualitative Research*, volume 2, Sage Publications, Routledge, London.
- Bryson, J.R. & Rusten, G. 2004. Knowledge intensive business service firms and regional development in Norway. *University of Birmingham School of geography and Environmental Science*, Birmingham, 2004.
- Buchel, B. & Raub, S. 2002. Building knowledge – creating value networks. *European Management Journal*, 20 (6), pp. 587 - 596.
- Bultje, R. & Van Wijk, J. 1998. Taxonomy of Virtual Organizations: based on definitions, characteristics and typology. *VoNet, - newsletter*, 2 (3), pp. 7 – 19; online at <http://www.virtual-organization.net>.
- Bunduchi, R. 2005. Business relations in internet-based electronic markets: the role of goodwill trust and transaction costs. *Information Systems Journal*, 15 (4), pp. 321 – 341.
- Burn, J.M. & Barnett, M.L. 1999. Communicating for advantage in the virtual organization. *IEEE Transactions on Professional Communication*, 42(4), pp. 215 - 222.



- Burn, J.M. & Hackney, R.A. 2002. Creating virtual alliances through value chain management: An innovative approach to eBusiness strategy: In Varkentin, M., Editor, *Business to Business Electronic Commerce: Challenges and Solutions*, IDEA Group Publishing, .
- Burn, J., Marschall, P. & Barnett, M. 2002. *E-business Strategies for Virtual Organizations*, Butterworth-Heinemann, Oxford.
- Busby, J.S. & Payne, K. 1998. Computer-based instruction in qualitative research practices. *Journal of Computer Assisted Learning*, 14 (1), pp. 59 - 70.
- Byrne, J., Brandt, R. & Port, O. 1993. The virtual corporation. *Business Week*, 8 February, pp. 36 - 40.
- Caldeira, M.M. & Ward, J.M. 2002. Understanding the successful adoption and use of IS/IT in SME's: an explanation from Portuguese manufacturing industries. *Journal of Information Systems*, 12 (2), pp. 121 – 152.
- Caldeira, M.M. & Ward, J.M. 2003. Using resource-based theory to interpret the successful adoption and use of information systems and technology in manufacturing small and medium-sized enterprises. *European Journal of Information Systems*, 12 (2), pp. 127 – 141.
- Callon, M. 1986. *Some Elements of a sociology of Translation: domestication of the Scallops and the fishermen of St. Briuec Bay*. Routledge & Kegan Paul, London, UK.
- Carvalho, L., Scott, L. & Jeffery, R. 2002. An exploratory study into the use of qualitative research methods in descriptive process modelling. *Information and Software Technology*, 47 (2), pp. 601 – 616.
- Castells, M. 1996. *The Rise of the Network Society*. Oxford, Blackwell Publishers, Inc., Cambridge, MA, USA.
- Castells, M. 1989. *The Informational City: Information Technology, Economic Restructuring, and the Urban Regional Process*, Basil Blackwell, Oxford, UK.
- Chesbrough, H.W. & Teece, D.J. 1996. When is virtual virtuous? Integrated virtual alliances organizing for innovation. *HBR*, 74 (1), pp.65 - 74.



- Ching, C., Holsapple, C.W. & Whinston, A.B. 1996. Toward IT support for coordination in Network Organization. *Information & Management*, 30 (4), pp.179 - 199.
- Ching, C., Holsapple, C.W. & Whinston, A.B. 1993. Modeling network organizations: a basis of exploring computer support coordination possibilities. *Journal of Organizational Computing*, 3 (3), pp. 279 – 394.
- Christiaanse, E. & Kumar, K. 2000. ICT-enabled coordination of dynamic supply webs. *International Journal of Physical Distribution & Logistics Management*, 30 (3/4), pp. 120 - 128.
- Christiaanse, E. & Van Diepen, T. & Damsgaard, J. 2004. Proprietary versus internet technologies and the adoption and impact of electronic marketplaces. *Journal of Strategic Information Systems*, 13 (2), pp. 151 - 165.
- Christie, P.M.J. & Levary, R.R. 1998. Virtual corporations: recipe for success. *Industrial Management*, 40 (4), pp. 7 – 12.
- Clemons, E.K., Reddi, S.P. & Row, M.C. 1993. The impact of information technology on the organizing of economic activity: The move to the middle hypothesis. *Journal of Management Information Systems*, 10(2), pp. 75 - 83.
- Cronbach, L.J. 1975. Beyond the two disciplines of scientific psychology. *American Psychologist*, 30 (2), pp. 116 - 127.
- Crowston, K. & Malone, T.W. 1994. The interdisciplinary study of coordination. *ACM Computing Surveys*, 26 (1), pp. 87 - 104.
- Currall, S. & Judge, T. 1995. Measuring trust between organization boundary role persons. *Organization Science*, 64 (2), pp. .
- Cwik, P. 1998. Strategie der fokussierung auf kernkompetenzen brodbeck, K.-H (eds.) *Praxis perspektiven*, 3. Verlag BWT, Wurzburg.
- Dai, Q. & Kauffman, R.J. 2001. *Business models for Internet-based E-procurement Systems and B2B Electronic Markets: An exploratory assessment*. Proceedings from the 34 th Hawaiian International Conference on System Sciences, Maui, Hawaii, 2001.



- Darke, P., Shanks, G. & Broadbent, M. 1998. Successfully completing case study research: Combining rigour, relevance and pragmatism. *Information Systems Journal*, 8 (4), pp. 273 - 290.
- Darling, M.S. 1996. Building the Knowledge Organization. *Business Quarterly*, 61 (2), pp. 61 - 66.
- Davidow, W.H. & Malone, M.S. 1992. *The Virtual Corporation: Customization and Instantaneous Response in Manufacturing and Service, Lessons from the World's Most Advanced Companies*, Harper Business, New York.
- Davenport, T.H. & Prusak, L. 1998. *Working knowledge: How Organizations Manage What They Know*. Boston, Harvard Business School Press, Boston, MA.
- Debreceeny, R., Gray, G.L. & Rahman, A. 2002. The determinants of internet financing reporting. *Journal of Accounting and Public Policy*, 21 (4), pp. 371 - 394.
- De Vos, A. 1998. *Research at Grass Roots. A Primer for the Caring Professions*, Van Schaik Publishers, Pretoria.
- Dibben, M.R. 2000. *Exploring Interpersonal Trust in the Entrepreneurial Venture*, Macmillan Business, Hampshire, UK.
- Doolin, B. & Lowe, A. 2002. To reveal is to critique: Actor-network theory and critical information systems research. *Journal of Information Technology*, 17 (2), pp. 69 - 78.
- Dyer, J. & Singh, H. 1998. The relational view: Cooperation strategy and sources of interorganizational competitive advantage. *Academy of Management Review*, 23 (4), pp. 660 - 679.
- Emerson, R.M. 1981. Social Exchange Theory. In: M. Rosenberg & R. Turner, Editors, *Social psychology: Sociological Perspectives*, New Brunswick, New York, NY.
- Fitzpatrick, W.M & Burke, D.R. 2001. Virtual venturing and entry barriers: Redefining the strategic landscape. *SAM Advanced Management Journal*, 6 (4), pp. 22 - 30.



- Fletcher, D. 2000. Learning to 'think global and act local: experience from the small business sector'. *Education and Training*, 42 (4), pp. 211 - 219.
- Fouche, C. & de Vos, A. 1998. Problem Formulation. In: De Vos, Editor, *Research at Grass Roots. A primer for the Caring Professions*, Van Schaik Publishers, Pretoria.
- Foss, N. 1999. Networks, capabilities and competitive advantage. *Scandinavian Journal of Management*, 15 (1), pp. 1-15.
- Franke, U.J. 1999. Virtual web as a new entrepreneurial approach to network organizations. *Entrepreneurship and Regional Development*, 11 (3), pp. 203 - 230.
- Franke, U.J. 2002. *The Competence-based View on the Management of Virtual Web Organizations. Managing Virtual Web Organizations in the 21st Century: Issues and Challenges*, Idea Group Publishing, Hershey, PA, US.
- Franke, U.J. & Hickmann, B. 1999. Is the net-broker an entrepreneur? What role does the net-broker play in virtual webs and virtual corporations? *Proceedings from the 2nd International VoNet – Workshop*, Zurich, Switzerland, September 1999, pp. 117 – 134.
- Galbraith, J.R. 1977. *Organization Design*, Addison-Wesley Publishers, Reading, MA.
- Gallivan, M.J. & Depledge, G. 2003. Trust, control and the role of interorganizational systems in electronic partnerships, *Information Systems Journal*, 13 (2), pp. 159 – 190.
- García-Dastugue, S. & Lambert, D. 2003. Internet-enabled coordination in the supply chain. *Industrial Marketing Management*, 32, pp. 251 – 263.
- Gartner, W. & Bird, B. & Starr, J. 1992. Acting as if: differentiating entrepreneurial behavior from organizational behavior. *Entrepreneurship Theory and Practice*, 17, pp. 13 – 31.
- Geluti, R. & Garino, J. 2000. Get the right mix of bricks and clicks. *Harvard Business review*, 78 (3), pp. 107 – 117.



- Gillian, S. 2000. Information and communication technologies and the network organization: A critical analysis. *Journal of Occupational & Organizational Psychology*, 73 (4), pp. 389 – 415.
- Glaser, B.G. & Strauss A. 1967. *The Discovery of Grounded Theory: Strategies for Qualitative Research*, Weidenfeld and Nicholson, Aldine, New York.
- Glaser, B.G. 1992. *Basics of Grounded Theory Analysis: Emergence versus Forcing*, Sociology Press, Mill Valley, CA.
- Grant, R.M. 1991. The resource-based theory of competitive advantage: Implications for strategy formulation. *California Management Review*, 33 (3), pp. 114 - 135.
- Grenier, R. & Metes, G. 1995. *Going virtual: moving your organisation into the 21 st century*, Prentice-Hall Printers, Upper Saddle River, New York.
- Grewal, D., Lyer, G.R. & Levy, M. 2004. Internet retailing: Enablers, limiters and market consequences. *Journal of Business Research*, 57 (7), pp. 703 - 713.
- Grover, V. & Teng, J. & Cheon, M. 1998. Towards a theoretically-based contingency model of information systems outsourcing. In *Strategic Outsourcing of Information Systems*, Willcocks, L. & Lacity, M. (eds.), Wiley, Anchester, pp. 79 – 101.
- Gummesson, E. 1987. The new marketing-developing long-term interactive relationships. *Long Range Planning*, 20 (4), pp. 10 - 20.
- Gunasekaran, A., Sarkis, J., Sundarraj, R.P. & Burn, J.M. 2004. E-commerce enabled manufacturing operations: issues and analysis, Editorial. *Journal for Information Systems*, 14 (2), pp. 87.
- Hackney, R., Burn, J. & Salazar, A. 2002. Strategies for value creation in electronic markets: Towards a framework for managing evolutionary change. *Journal of Strategic Information Systems*, 13 (2), pp. 91 - 103.
- Hagel, J. & Singer, M. 1999. *Net Worth: Shaping Markets when Customers Make the Rules*, Harvard Business School Press, MA, US.



- Hakansson, H. & Snehota, I. 1995. *Developing Relationships in Business Networks*, Routledge, London.
- Hallberg, L. 2006. The 'core category' of grounded theory: Making constant comparisons. *International Journal of Qualitative Studies on Health and Well-being*, 1, pp. 141 – 148.
- Hamel, G. 2000. *Leading the Revolution*, Harvard Business School Press, MA, US.
- Headrick, D.R. 2000. *When information came of age: Technologies or knowledge in the age of reason and revolution, 1700 – 1850*, Oxford University Press, Oxford.
- Hedberg, B., Dahlgren, G. & Olve, N.G. 1997. *Virtual Organizations and Beyond: Discover Imaginary Systems*, J. Wiley and Sons, Chichester, West Sussex, UK.
- Hinsterhuber, H.H. & Levin, B.M. 1994. Strategic networks – The organization of the future. *Long Range Planning*, 27 (3), pp. 43 - 53.
- Hinterhuber, A. 2002. Value chain orchestration in action and the case of the global agrochemical industry. *Long Range Planning*, 35 (6), pp. 615 - 635.
- Hoepfl, M.C. 1997. Choosing qualitative research: A primer for technology education researchers. *Journal of Technology Education*, 9 (1), pp. 47 - 63.
- Holland, C.P. 1995. Cooperative supply chain management: the impact of interorganizational information systems. *Journal of Strategic Information Systems*, 4 (1), pp. 117 - 133.
- Hughes, J. 2004. Reflections on the use of Grounded theory in interpretive Information Systems research. *Electronic Journal of Information Systems Evaluation*, 2 (1); online at www.ejise.com.
- Hughes, J. & Howcroft, D. 2000. Grounded theory: Never knowingly understood. *Information Systems Review*, 4 (1), pp. 181 - 197.



- Hughes, J. & Jones, S. 2003. Reflections on the use of Grounded theory in interpretive Information Systems research. *Proceedings of the 11th European Conference on Information Systems*. Naples, Italy, 2003.
- Ibbott, C.J. & O'Keefe, R.M. 2004. Trust, planning and benefits in a global interorganizational system. *Information Systems Journal*, 14 (2), pp. 131 – 152.
- Introna, L. 2000. Recognizing the limitations of virtual organizations. In: S. Barnes and B. Hunt, Editors, *E-Commerce and V-Business*, Butterworth-Heinemann, Oxford, Boston.
- Jagers, H., Jansen, W. & Steenbakkens, W. 1998. Characteristics of virtual organizations. In Sieber, P. & Griese, J. (Eds.) *Organizational virtualness*, proceedings of the VONet – Workshop, April 27 -28, Simowa Verlag Bern; online at www.virtual-organization.net.
- Jarillo, J.C. 1993. *Strategic networks – Creating the borderless organization*, Butterworth-Heinemann Ltd., Oxford.
- Jarvenpaa, S.L. & Tanriverdi, H. 2002. Leading virtual knowledge networks. *Organizational Dynamics*, 31 (4), pp. 403 - 412.
- Jarvenpaa, S. & Tractinsky, N & Vitale, M. 2000. Consumer trust in an internet store. *Information Technology and Management*, 1 (1/2), pp. 45 - 72.
- Jarvenpaa, S. & Todd, P.A. 1997. Consumer reactions to electronic shopping on the world wide web. *International Journal of Electronic Commerce*, 1 (2), pp. 59 - 88.
- Jin, L. & Robey, D. 1999. Explaining cybermediation: An organizational analysis of electronic retailing. *International Journal of Electronic Commerce*, 3, pp. 47 - 66.
- Johannisson, B. 1986. Network strategies: management technology for entrepreneurship and change. *International Small Business Journal*, 1, pp. 19 – 30.
- Johanson, J. & Mattsson, L.G. 1987. Interorganizational relations in industrial systems: a network approach compared with the transaction-cost

approach. *International Journal of Management and Organization*, 17 (1), pp. 34 - 48.

Jones, G.R. & George, J.M. 1998. The experience and evolution of trust: Implications for cooperation and teamwork. *Academy of Management Review*, 23 (3), pp. 531 - 546.

Kaghan, W.N. & Bowker, G.C. 2001. Out of machine age: complexity, sociotechnical systems and actor – network theory. *Journal of Engineering Technological Management*, 18, pp. 253 - 269.

Kamel, S. & Hussein, M. 1999. Internet in Egypt: a tool for development: *Proceedings of the 2nd BITWorld Conference*, Cape Town, July 1999.

Kasper-Fuehrer, E.C. & Ashkanasy, N.M. 2000. Communicating trustworthiness and building trust in interorganizational virtual organizations. *Journal of Management*, 27 (3), pp. 235 - 254.

Katzy, B. 1998. Design and implementation of virtual organizations. *Proceedings of the Hawaii International conference on System Sciences*. IEEE Institute of Electrical and Electronics, 31 (4), pp. 142 - 153.

Katzy, B.R. & Horodyskiy, V.I. 2002. Virtual organization types – towards a state-of-the-art compendium on European Developments. *Proceedings of the eBusiness and eWork Conference*. Prag, October 2002.

Kemp, J.L.C., Moerman, P.A. & Prieto, J. 2001. On the nature of knowledge-intensive organizations: Strategy and organization in the new Economy. *Proceedings of the ICE 7th International Conference on Concurrent Enterprising*. Bremen, Germany, 27 – 29 June 2001.

Kinder, T. 2003. Go with the flow – a conceptual framework for supply relations in the era of the extended enterprise. *Research Policy*, 32 (2), pp. 503 - 523.

Klein, H. & Myers, M.D. 1999. A set of principles for conducting and evaluating interpretive field studies in information systems. *Management Information Systems Quarterly*, 23 (1), pp. 67 – 94.

Kotha, S. 1998. Competing on the Internet: The Case of Amazon.com. *European Management Journal*, 16 (2), pp. 212 – 222.



Kumar, K. & Dissel, H.G. 2001. Sustainable collaboration: Managing conflict and cooperation in interorganizational systems. *MIS Quarterly*, September 1996, pp. 199 – 226.

Larsson, R., Bengtson, L., Henriksson, K. & Sparks, J. 1998. The interorganizational learning dilemma: Collective knowledge development in strategic alliances. *Organisation Science*, 9 (3), pp. 285 - 305.

Law, J. 1992. Notes on the theory of the actor-network: Ordering, strategy and heterogeneity. *Systemic Practice and Action Research*, 5 (4), pp. 379 – 393.

Lee, H.G. & Clark, T.H. 2001. Market process reengineering through electronic market systems: Opportunities and challenges. *Journal of Management Information Systems*, 13 (3), pp. 113 - 136.

Lefebvre, L.A. & Lefebvre, E. 2000. E-commerce and virtual enterprises: Issues and challenges for transition economics. *Technovation*, 22 (5), pp. 313 - 325.

Lehman, H. 1999. *Researching information systems for multinationals: grounded theory and causal networks*. Proceedings of a paper presented at 15th Triennial Conference of the International Federation of Operational Research Societies (IFORS '99). Beijing, December 1999.

Lehman, H. 1999. *Taxonomy of Grounded Theory Research Elements*. Proceedings of a paper presented at 15th Triennial Conference of the International Federation of Operational Research Societies (IFORS '99). Beijing, December 1999.

Le Roux, D.C. 2002. Towards understanding dissatisfaction with explanations of IT value. *PhD thesis*, University of Pretoria, Pretoria

Levitt, T. 1983. The globalization of markets. *Harvard Business Review*, 61 (3), pp. 2 - 11.

Lewicki, R.J. & Bunker, B.B. 1995. Trust in relationships: a model of development and decline. In: B.B. Bunker, Editor, *Conflict, Cooperation and Justice*, Jossey-Bass, San Francisco, CA.



- Lewicki, R.J. & Bunker, B.B. 1996. Developing and maintaining trust in work relationships. In: R. Kramer and T. Tyler, Editors, *Trust in Organizations*, Sage Publications, Thousand Oaks, CA.
- Loeser, B.O. 1999. How to set up a cooperation network in the production industry. *Industrial Marketing Management*, 28(5).
- Lorenzoni, G & Baden-Fuller, C. 1995. Creating a strategic center to manage a web of partners. *California Management Review*, 37 (3), pp. 146 - 163.
- Lorenzoni, G. & Lipparini, A. 1999. The leveraging of interfirm relationships as a distinctive organizational capability: A longitudinal study. *Strategic Management Journal*, 20 (4), pp. 317 - 338.
- Lucas, H.C.J. & Baroudi, J. 1994. The role of information technology in organizational design. *Journal of Management Information Systems*, 10 (4), pp. 9 - 20.
- Lumpkin, G.T. & Scott, B.D. & Dess, G.G. 2002. Achieving sustainable competitive advantage and avoiding pitfalls. *Organizational Dynamics*, 30 (4), pp. 325 - 340.
- Malhotra, Y. 2000. Knowledge assets in the global economy: Assessment of national intellectual capital. *Journal for Global Information Management*, 8 (3), pp. 5 – 15.
- March, J.G. & Simon, H.A. 1958. *Organizations* (2nd edition) 1993. Blackwell Publishers.
- Magretta, J. 1998. The power of virtual integration: an interview with Dell Computer's Michael Dell. *Harvard Business Review*, 76 (2), pp. 72 – 85..
- Marshall, P., McKay, J. & Burn, J. 2000. *Structure, Strategy and success factors for the virtual organization*. In: S. Barnes and B. Hunt, Editors, *E-Commerce and V-business*, Butterworth-Heinemann, Oxford, Boston.
- Martin, A. 1996. Effective project management. *The Journal of Strategic Information Systems*, 5 (4), pp. 337 - 338.



- McAdam, R. & McCormack, D. 2001. Integrating business processes for global alignment and supply chain management. *Business Process Management Journal*, 7 (2), pp. 113 - 129.
- McElroy, M.W. 2003. *The New Knowledge Management: Complexity, Learning, and Sustainable Innovation*, Butterworth-Heinemann, Boston.
- McMaster, T., Vidgen, R.T. & Wastell, D.G. 1997. *Technology Transfer: Diffusion or translation?* Proceedings of the IFIP International working conference on diffusion, adoption and implementation of information technology: 25-27. June 1997.
- Metes, G. & Gundry, J. & Bradish, P. 1998. *Agile Networking: Competing through the Internet and Intranets*, Prentice Hall PTR, Upper Saddle River, New Jersey, USA.
- Mews, M. 1997. Virtuelle Unternehmen zwischenn anspruch und wirklikchkeit. *IT Management*, 3, pp. 12 - 17.
- Meyerson, D., Weick, K.E. & Kramer, R.M. 1996. Swift trust and temporary groups. In: R.M. Kramer & T.R. Tyler, Editors, *Trust in Organizations: Frontiers of Theory and Research*, Sage Publications, Thousand Oaks, CA.
- Miles, R.E. & Snow, C.C. 1992. Causes of failure in network organizations. *California Management Review*, 34 (4), pp. 68 - 73.
- Mintzberg, H. 1979. *The Structuring of Organisations: A Synthesis of the Research*. Englewood Cliffs, Prentice – Hall, USA.
- Mirijamdotter, A. and Somerville, M. 2003. *Toward creative systemic thinking processes: an information competency based transformation model for organizational leadership*. Paper read at Information Technology, Transnational democracy and gender – Reloaded (ITDG), Nov. 14-16, at Lule University of Technology, Sweden.
- Mirijamdotter, A. and Somerville, M. 2004. *Systems thinking in the workplace: implications for organizational leadership*. Paper read at International conference of systems thinking in management (ICSTM04), May 19-21, 2004, at University of Pennsylvania, Philadelphia, USA.



- Moller, K., Rajala, A. & Svahn, S. 2005. Strategic business nets – Their type and management. *Journal of Business Research*, 58 (1), pp. 1274 – 1283.
- Morse, J. & Richards, L. 2002. *A Users Guide to Qualitative Methods*. Thousand Oaks, California, Sage.
- Moller, K.E. & Wilson, D.T. 1995. *Business Marketing: An Interaction and Network Perspective*, Kluwer Academic Publishers, Boston.
- Moules, J. 2002. Hermeneutic inquiry: Paying heed to history and hermesan ancestral, substantive and methodological tale. *International Journal of Qualitative Methods*, 1 (3).
- Myers, M.D. & Avison, D.E. 1997. *Qualitative Research in Information Systems* (2nd edition), MISQ Discovery, June 1997.
- Naisbitt, J. 1984. *Megatrends: Ten New Directions for Transforming Our Lives*, Warner Books, New York, USA.
- Newell, S. & Swan, J. 2000. Trust and inter-organizational networking. *Human Relations*, 53 (10), pp. 1287 - 1328.
- Nonaka, I. & Takeuchi, H. 1995. *The Knowledge-creating Company: How Japanese Companies Create the Dynamics of Innovation*, Oxford University Press, New York, USA.
- Ohmae, K. 1989. The global logic of strategic alliances. *Harvard Business Review*, 67 (2), pp. 143 - 154.
- Ojasalo, J. 2002. Customer commitment in key account management. *The Marketing Review*, 2 (3), pp. 301 - 318.
- Ojasalo, J. 2003. Key network management. *Industrial Marketing Management*, 33 (3), pp. 195 - 203.
- Olesen, K. & Myers, M. 1999. Trying to improve communication and collaboration with information technology. *Information Technology and People*, 12 (4), pp. 317 - 332.



- Ordanini, A. & Pol, A. 2001. Infomediation and competitive advantage in b2b digital marketplaces. *European Management Journal*, 19 (3), pp. 276 – 285.
- Orlikowski, W.J. 1993. Case tools as organizational change: Investigating incremental and radical changes in systems development. *Management Information Systems Quarterly*, 17 (3), pp. 309 – 340.
- Orlikowski, W.J. & Baroudi, J.J. 1991. Studying information technology in organizations: Research approaches and assumptions. *Information Systems Research*, 2 (1), pp. 1 - 28.
- Pandit, N.R. 1996. The creation of theory: A recent application of the Grounded Theory method. *The Qualitative Report*, 2 (4).
- Panteli, N. & Dibben, M.R. 2001. Revisiting the nature of virtual organizations: reflections on mobile communications systems. *Futures*, 33 (5), pp. 379 - 391.
- Panteli, N. & Sockalingham, S. 2004. Trust and conflict within virtual inter-organizational alliances: a framework for facilitating knowledge sharing. *Decision Support Systems*, 39 (4), pp. 599 – 617.
- Papazoglou, M.P. & Ribbers, P. & Salgaidou, A. 2000. Integrated value chains and their applications from a business and technology standpoint. *Decision Support Systems*, 29 (1), pp. 323 – 342.
- Parolini, C. 1999. *The Value Net: A Tool for Competitive Strategy*, John Wiley Books, Chichester.
- Patton, M.Q. 1990. *Qualitative Evaluation and Research Methods* (2nd edition), Sage Publications, Newbury Park, CA.
- Pavlou, P.A. 2002. Evidence of the effect of trust building technology in electronic markets: price premiums and buyer behavior. *Management Information Systems Quarterly*, 26 (3), pp. 243 – 268.
- Peteraf, M. 1993. The cornerstones of competitive advantage: a resource – based view. *Strategic Management Journal*, 14 (3), p. 179.



- Phatt, G.D. & Emdad, A.F. 2001. An analysis of the virtual chain in electronic commerce. *Logistics Information Management*, 14 (1 / 2), pp. 78 - 84.
- Pihkala, T & Varamaki, E. & Vesalainen, J. 1999. Virtual organization and the sme's: a review and model development. *Entrepreneurship & Regional Development*, 11 (4), pp. 335 – 349.
- Pitt, M. & Clarke, K. 1999. Competing on competence: A knowledge perspective on the management of strategic innovation. *Technology Analysis and Strategic Management*, 11 (3), pp. 301 - 316.
- Porter, M. 1985. *Competitive Advantage: Creating and Sustaining Superior Performance*, Free Press, New York, USA.
- Porter, M.E. 2001. Strategy and the internet. *Harvard Business Review*, 79 (3), pp. 62 - 79.
- Prahalad, C.K. & Hamel, G. 1990. The core competence of the corporation. *Harvard Business Review*, 163 (8), pp. 79 - 92.
- Quinn, J., Doorley, T. & Paquette, P. 1990. Beyond products: Services – based strategy. *Harvard Business Review*, 68 (2), 58 - 68.
- Ratnasingam, P. 2004. The impact of collaborative commerce and trust in Web services. *Journal of Enterprise Information Management*, 17 (5), pp. 382 – 387.
- Rayport, J.F & Swiokla, J.J. 1995. Exploiting the virtual value chain. *Harvard Business Review*, 73 (6), pp.75.
- Rennie, D.L. 2000. Grounded Theory method as methodical hermeneutics: Reconciling realism and relativism. *Theory and Psychology*, 10 (4), pp. 481 – 502.
- Rich, M. & Ginsburg, K.R. 1999. The reason and rhyme of qualitative research: why, when and how to use qualitative methods in the study of adolescent health. *Journal of Adolescent Health*, 25 (6), pp. 371 - 379.
- Robertson, R. 1992. *Globalization, Social Theory and Global Culture*, Sage Publications, London, UK.



- Robey, D. 1991. *Designing Organizations*, Richard D. Irwin, Homewood, ILL, USA.
- Roebuck, D.B. & Britt, A.C. 2002. Virtual teaming has come to stay – Guidelines and strategies for success. *Southern Business Review*, 28 (1), pp. 29 - 39.
- Roode, J.D. 1993. Implications for teaching a process-based research framework for information systems. *Proceedings of 8th annual conference of the International Academy for Information Management*, Orlando, Florida, December 1993.
- Rowlands, B.H. 2005. Grounded in practice: Using interpretive research to build theory. *The Electronic Journal of Business Research Methodology*, 3 (1), pp. 81 – 92.
- Rugman, A. & Hodgetts, R. 1995. *International Business: A Strategic Management Approach*, McGraw-Hill, Maidenhead, NY, USA.
- Sabeel, W., Verduijn, T.M., Hagdorn, L. & Kumar, K. 2000. A model of virtual organization: A structure and process perspective. *Electronic Journal of Organizational Virtualness*, 4.
- Sarker, S., Lau, f. & Sahay, S. 2001. Using an adapted Grounded Theory approach for inductive theory building about virtual team development. *Database for Advances in Information Systems*, 32 (1), pp. 38.
- Savage, C.M. 1996. *5th Generation Management: Integrating Enterprises through Human Networking*. The Digital Press, Bedford, MA, USA.
- Scholtz, C. 1996. Virtuelle organisationen: konzeption und realisation. *Zeitschrift fur Organisation*, 4.
- Scholtz, C. 1997. Das virtuelle Unternehmen Schlagwort oder echte Vision. *Bilanz Manager*, 1.
- Schultze, U. & Orlikowski, W.J. 2001. Metaphors of virtuality: Shaping an emergent reality. *Information and Organization*, 11 (1), pp. 45 - 77.



- Seaman, C.B. 1999. Qualitative methods in empirical studies in software engineering. *IEEE Transactions on Software Engineering*, 25 (4), pp. 557 - 572.
- Serve, M and Yen, D. 2002. B2B - Enhanced supply chain process: toward building virtual enterprises. *Business Process Management Journal*, 8(3), pp. 245 - 253.
- Shamir, B. 2000. Leadership in boundaryless organizations: Disposable or indispensable. *European Journal of Work and Organizational Psychology*, 8 (1), pp. 49 - 71.
- Sjostrand, F. 2000. *The role of information technology in coordination of network organizations*. Unpublished article, available at: www.scholar.google.com
- Skyrme, D. 2000. The networked organisation: Management insight 1. Available at: <http://www.skyrme.com/insights/1netorg.thm>.
- Soliman, K.S. & Janz, B.D. 2003. An exploratory study to identify the critical factors affecting the decision to establish internet-based interorganizational information systems. *Information & Management*, 41 (6), pp. 679 - 706.
- Staber, U. 2004. Networking beyond organizational boundaries: The case of project organizations. *Creativity and Innovation Management*, 13 (1), pp. 30 - 40.
- Starr, J.A. & MacMillan, I.C. 1990. Resource cooptation via social contracting: Resource acquisition strategies for new ventures. *Strategic Management Journal*, 11 (5), pp. 79 - 92.
- Stewart, T.A. 1993. Welcome to the revolution. *Fortune*, 28.
- Strader, T.J., Lin, R.F. & Shaw, M.J. 1998. Information infrastructure for electronic virtual organization management. *Decision Support Systems*, 23 (1), pp. 75 - 94.
- Strader, T.J. & Shaw, M.J. 1997. Characteristics of electronic markets. *Decision Support Systems*, 21 (3), pp. 185 - 198.



- Straub, D.W. & Watson, R.T. 2001. Research commentary: Transformational issues in researching information systems and net-enabled organizations. *Information Systems Research*, 12 (4), pp. 337 – 345.
- Strauss, A. & Corbin, J. 1990. *Basics of Qualitative Research: Grounded Theory Procedures and Techniques*, Sage Publications, London, UK.
- Strauss, A. & Corbin, J. 1994. Grounded Theory Methodology: An Overview. In: N.K. Denzin and Y. Lincoln, Editors, *Handbook of Qualitative Research*, Sage Publishers, London, UK.
- Strauss, A. & Corbin, J. 1998. Grounded Theory Methodology: An Overview. In: N.K. Denzin and Y.S. Lincoln, Editors, *Strategies for Qualitative Inquiry*, Sage Publishers, Beverly Hills, CA, USA.
- Suomi, R. 2003. *Different conceptual approaches to virtual organizations*. In: *Organisation and Work beyond 2000*. Physica-Verlag.
- Tapscott, D. 1996. *The Digital Economy*, McGraw – Hill, New York, USA.
- Taylor, M.J. & McWilliam, J. 2003. Skills required in developing electronic commerce for small and medium enterprises: case based generalization approach. *Electronic Commerce Research and Applications*, 3 (3), pp. 253 – 265.
- Teece, D.J. 1998. Capturing value from knowledge assets: The new economy, markets for know-how, and intangible assets. *California Management Review*, 40 (3), pp. 55 - 79.
- Teece, D.J. 2000. *Managing Intellectual Capital: Organizational, Strategic, and Policy Dimensions*, Oxford University Press, Oxford, New York, USA.
- Tetteh, E. & Burn, J. 2001. Global strategies for SME-business: applying the small framework. *Logistics Information Management*, 14 (1 / 2), pp. 171 - 180.
- Turban, E., Lee, J., King, D. & Chung, M.H. 1999. *Electronic Commerce: A Managerial Perspective*, Prentice-Hall, Upper Saddle River, NJ, USA.

- Urquhart, C. 2001. *An Encounter with Grounded theory: Tackling the Practical and Philosophical Issues*, Idea Group Publishing, Hershey, DA, USA.
- Van Hoek, R. 2001. E-supply chains: virtually non-existing. *Supply Chain Management: An International Journal*, 6 (1), pp. 21 - 28.
- Venkatraman, N. 1994. It-enabled business transformation: from automation to business scope redefinition. *Sloan Management Review*, 35 (2), pp. 73.
- Von Biedermann, A. 2004. *Network's 2004: Networks and networks strategies of U.S. entrepreneurs*. In: Global Entrepreneurship Monitor. 2003. Executive report: Babson College, Babson Park, MA. USA and London Business School: London, U.K. Ewing Marion Kauffman Foundation, Kansas City, MO. USA.
- Voss, H. 1996. Virtual organizations: The future is now. *Strategy & Leadership*, 24 (4), pp. 12 – 17.
- Walker, G., Kogut, B. & Shan, W. 1997. Social capital, structural holes and the formation of an industry network. *Organization Science*, 8 (2), pp. 109 - 125.
- Walsham, G. 1993. *Interpreting Information Systems in Organisations* (1st edition), John Wiley and Sons, New York, USA.
- Walsham, G. 1995. Interpretive case studies in IS research: Nature and method. *European Journal of Information Systems*, 4 (2), pp. 74 - 80.
- Wang, S. 2000. Meta-management of virtual organisations: Toward information technology support. *Internet Research: Electronic Network Applications and Policy*, 10 (5), pp. 451 - 458.
- Watson, R. & Akselson, S & Pitt, L. 1998. Attractors: Building mountains in the flat landscape of the World Wide Web. *California Management Review*, 40 (2), pp. 36 – 56.
- Weigand, H. & Van den Heuvel, W. 2002. Cross-organizational workflow integration using contracts. *Decision Support Systems*, 33 (3), pp. 247 – 265.



Whetten, D.A. 1989. What constitutes a theoretical contribution? *Academy of Management Review*, 14 (4), p. 490 – 495.

Wilson, T.D. 2002. The nonsense of 'knowledge management'. *Information Research*, 8 (1), pp. 32- 54.

Winograd, T. & Flores, F. 1986. *Understanding Computers and Cognition: A New Foundation for Design*. Addison-Wesley Longman Publishing Co., Boston, MA, USA.

Wuthrich, H. & Phillip, A. 1998. Virtuelle unternehmens netwerke: Agilitat als alternative zur unternehmensgrosse. *Praxis Aktuelle*, 11.

Yin, R.K. 1989. *Case Study Research, Design and Methods*. Newbury Park, Sage Publications, Thousand Oaks, CA, USA.

Zack, M.H. 1993. Interactivity and communication mode choice in ongoing management groups. *Information Systems Research*, 4 (3), pp. 207 - 239.

Zack, M.H. 1999. Developing a knowledge strategy. *California Management Review*, 41 (3), pp. 125 - 145.



Literature consulted, but not specifically referred to

Achrol, R. 1991. Evolution of the marketing organisation: new forms for turbulent environments. *Journal of Marketing*, 55 (4), pp. 77 – 93.

Augustine, N. 1997. Reshaping an industry: Lockheed Martin's survival story. *Harvard Business Review*, 75 (3), pp. 83 - 96.

Axelsson, B. & Johanson, J. 1992. Foreign market entry – The Textbook vs the Network View in Industrial Networks. In B. Axelsson and G. Easton , Editors, *A New View of Reality*, Routledge, London, pp. 122 - 136.

Bahrami, H. 1992. The emerging flexible organization: perspectives from Silicon Valley. *California Management Review*, 34 (4), pp. 33 – 46.

Barnatt, C. 1995. Office space, cyberspace and virtual organization. *Journal of General Management*, 15 (4), pp.36 – 42.

Becker, L. 1996. Trust as noncognitive security about motives. *Ethics*, 107, pp. 43 - 61.

Bleecker, S. 1994. The virtual organization *The Futurist*, 28 (3), pp. 9 - 14.

Bitner, M. & Brown, W.N. 1995. Building service relationships: it's all about promises. *Journal of the Academy of Marketing Science*, 23 (4), pp. 21 - 35.

Blackburn, S. 2002. The project manager and the project-network. *International Journal of Project Management*, 20 (3), pp. 199 - 204.

Borgatti, S.P. & Foster, P.C. 2003. The network paradigm in organizational research: a review and typology. *Journal of Management*, 29 (6), pp. 991 - 1013.

Braa, K. & Vidgen, R. 1999. Interpretation, intervention, and reduction in the organizational laboratory: a framework for in-context information system research. *Accounting, Management and Information Technology*, 9 (1), pp. 25 - 47.

Brenkert, G.G. 1998. Trust, business and business ethics: an introduction. *Business Ethics*, 8 (2), pp. 195 - 204.



- Bryant, A. 2002. Re-grounding Grounded Theory. *The journal of Information Technology Theory and Application*, 4 (1), pp. 25 - 42.
- Burn, J.M., Marshall, P. & Wild, M. 1999. When does virtual have value. In: Romm, C.T. & Sudweeks, F., Editors, *Doing Business on the Internet: Opportunities and Pitfalls*, Springer Verlag. London, UK.
- Cadili, S. & Whitley, E.A. 2005. On the interpretative flexibility of hosted ERP systems. *Journal of Strategic Information Systems*, 14 (2), pp. 167 - 195.
- Calton, J. & Lad, L. 1995. Social contracting as a trustbuilding process of network governance. *Business Ethics Quarterly*, 5 (2), pp. 271 – 295.
- Chiarvesio, M., Di Maria, E. & Micelli, S. 2004. From local networks of SME's to virtual districts. Evidence from recent trends in Italy. *Research Policy*, 33 (10), pp. 1509 - 1528.
- Chiasson, M. & Saunders, C. 2005. Reconciling diverse approaches to opportunity research using the structuration theory. *Journal of Business Venturing*, 20, pp. 747 - 767.
- Christiaanse, E., Rooijackers, B. & Sinnecken, R. 2003. Elemica: Connect once connect to all (A). *University of Amsterdam Case Study Series*, UvA, Amsterdam, pp. 1 - 24.
- Clements, P. 1997. Standards support for the virtual enterprise. *Assembly Automation*, 17 (4), pp. 307 - 314.
- Comber, A., Fisher, P. & Wadsworth, R. 2003. Actor-network theory: a suitable framework to understand how land cover mapping projects develop. *Land Use Policy*, 20 (4), pp. 299 - 309.
- Conklin, J. 2000. Second-generation technology will unleash the global potential for business-to-business e-commerce. *Call Center Solutions*, 19 (5), pp. 70 – 74.
- Cooper, R. 1995. *When Lean Enterprises Collide*. Harvard Business School Press, Boston.
- Corbitt, B.J., Thanasankit, T. & Yi, H. 2003. Trust and e-commerce: a study of consumer perceptions. *Electronic Commerce Research and Applications*, 2, pp. 203 - 215.

- Coughlan, J., Lycett, M. & Macredie, R.D. 2005. Understanding the business – IT relationship. *International Journal of Information Management*, 25 (4), pp. 303 – 319.
- Coyle, J. & Schnarr, N. 1995. The soft-side challenge of the ‘virtual-corporation’. *Human Resource Planning*, 18 (1), pp. 41 - 42.
- Davenport, T.H. & Short, J.E. 1990. The new industrial engineering: information technology and business process redesign. *IEEE Engineering Management Review*, 26 (3), pp. 46 – 60.
- Debreceny, R., Putterill, M., Tung, L. & Gilbert, A.L. 2001. New tools for the determination of e-commerce inhibitors. *Decision Support Systems*, 34 (2), pp. 177 – 195.
- De Burca, S. & McLoughlin, D. 1996. The grounded theory alternative in business network research. DCUBS Research Papers, 4.
- Dechow, N. & Mouritsen, J. 2005. Enterprise resource planning systems, management control and the quest for integration. *Accounting, Organizations and Society*, 30 (1), pp. 691 - 733.
- Dess, G. & Rasheed, A. 1995. The new corporate architecture. *The Academy of Management Executive*, 9 (3), pp. 7 - 20.
- Detlor, B. 2003. Internet-based information systems use in organizations: an information studies perspective. *Journal of Information Systems*, 13, pp. 113 – 132.
- De Vos, A. & Van Zyl, C. 1998. *The Grounded Theory Methodology*, In De Vos, 1998.
- Dey, I. 1999. *Grounding Grounded Theory*. Academic Press, San Diego, CA.
- Dibrell, C.C. & Miller, T.R. 2002. Organization design: the continuing influence of information technology. *Management Decision*, 40 (6), pp. 620 - 627.
- Doney, P.M. & Cannon, J.R. 1997. An examination of the nature of trust in buyer – seller relationships. *Journal of Marketing*, 61 (2), pp. 35 - 51.



- Drucker, P. 1988. The coming of the new organisation. *Harvard Business Review*, 66 (1), pp. 45 -53.
- Dutta, S. & Evrard, P. 1999. Information technology and organisation within European small enterprises. *European Management Journal*, 17 (3), pp. 239 - 251.
- Dyer, J.H. 1996. Specialized supplier networks as a source of competitive advantage: Evidence from the auto industry. *Strategic Management Journal*, 17 (4), pp. 271- 291.
- Dyer, W. 1995. *Team Building: Current Issues and New Alternatives* (third edition), Addison-Wesley. Reading. MA.
- Eisenhardt, K. & Brown, S. 1999. Patching: Restitching business portfolios in dynamic markets. *Harvard Business Review*, 77 (3), pp. 72 - 84.
- Eisner, E.W. 1991. *The Enlightened Eye: Qualitative Inquiry and the Enhancement of Educational Practice*. New York, Macmillan Publishing Company, New York, NY.
- Elmes, M.B., Strong, D.M. & Volkoff, O. Panoptic empowerment and reflective conformity in enterprise systems – enabled organizations. *Information and Organization*, 15 (1), pp. 1 - 37.
- Faisst, W. & Birg, O. 1997. Die rolle des brokers in virtuellen unternehmen und seine unterstutzung durch die iformationsverarbeitung. Arbeitspapier der reihe 'informations – und kommunikationssysteme als estaltungselement virtueller unternehmen. Institutu fur wirtschaftsinformatik der universitat Bern / Institut fur Wirtuschaftsinformatik der Unviersitat Leibzig, Bereich Wirtschafts – informatik I der Universitat Erlangen – Nurnberg.
- Fitzgerald, B. 1997. The use of systems development methodologies in practice. A field study. *Information Systems Journal*, 7 (4), pp. 201.
- Flores, F. & Solomon, R. 1998. Creating trust. *Business Ethics Quarterly*, 8 (2), pp. 205 - 232.
- Ford, D. & McDowell, R. 1999. Managing Business relationships by analyzing the effects and value of different actions. *Industrial Marketing Management*, 28 (5), pp. 429 - 442.



Fox S. 2000. Communities of practice, Foucault and Actor-network theory. *Journal of Management Studies*, 37 (6), pp. 853 - 867.

Francalanci, C., Willcocks, L. & Kern, T. Internet and the horizontal integration of IT businesses. *European Management Journal*, 19 (2), pp. 145 - 156.

Frey, S. & Schlosser, M. 1993. ABB and Ford: Creating value through cooperation. *Sloan Management Review*, 35 (1), pp. 65.

Fukuyama, F. 1995. *Trust: The Social Virtues and the Creation of Prosperity*. Free Press, New York, USA.

Fulk, J. & deSanctis, G. 1995. Electronic communication and changing organisational forms. *Organisation Science*, 6 (4), pp. 32 - 45.

Gadde, L.E. & Hakansson, H. 2001. *Supply network strategies*, Wiley, New York, US.

Gao, P. 2005. Using actor-network theory to analyse strategy formulation. *Journal of Information Systems*, 15 (3), pp. 255 - 275.

Garvin, D.A. 1998. The processes of organisation and management. *Sloan Management Review*, 39 (4), pp. 33 - 50.

Geber, B. 1995. Virtual teams: It's not easy getting to work like a well-oiled machine when its gears and logs are scattered across the globe. *Training*, 32 (4), pp. 36.

Gergen, K.J. & Thatchenkery, T.J. 1996. Organisation science as social construction: postmodern potentials. *Journals of Applied Behavioral Science*, 32 (4), pp. 356 - 377.

Ghoshal, S. & Moran, P. 1996. Bad for practice: A critique of the transaction cost theory. *The Academy of Management Review*, 21 (1).

Giaglis, G.M., Klein, S. & O'Keefe, R.M. 2002. The role of intermediaries in electronic marketplaces: Developing a contingency model. *Information Systems Journal*, 12 (3), pp. 231 - 246.

Gilbert, D. 1996. The prisoner's dilemma and the prisoners of the prisoner's dilemma. *Business Ethics Quarterly*, 6 (2), pp. 165 - 1178.

- Glacel, B. 1997. Teamwork's top ten lead to quality. *The Journal for Quality and Participation*, 20 (1), pp. 12 - 19.
- Goldman, S. & Nagel, R. 1995. *Agile Competitors and Virtual Organisations: Strategies for Enriching the Customer*. Von Nostrand Reinhold, New York, NY, USA.
- Goulding, C. 1999. *Grounded Theory: Some Reflections on paradigm, procedures and misconceptions*. Wolverhampton Press, Wolverhampton Business School, Management Research Centre, UK.
- Grabowski, M. & Roberts, K. 1999. Risk mitigation in virtual organizations. *Organisational Science. A Journal of the Institute of Management Sciences*, 10 (6), pp. 704 - 721.
- Greis, N.P. & Kasarda, J.D. 1997. Enterprise logistics in the information era. *California Management Review*, 39 (4), pp. 55 -79.
- Gronhaug, K. & Nordhaug, O. 1992. Strategy and competence in firms. *European Management Journal*, 10 (4), pp. 438.
- Grover, V. & Saeed, K.A. 2004. Strategic orientation and performance of internet-based businesses. *Journal of Information Systems*, 14 (1), pp. 23 - 42.
- Hamel, G. 1991. Competition for competence and inter-partner learning within international strategic alliances. *Strategic Management Journal*, 12, pp. 83 – 103.
- Handy, C. 1995. Trust and virtual organization: How do you manage people who you do not see. *Harvard Business Review*, 73 (3), pp. 40 - 63.
- Hardin, R. 1996. Trustworthiness. *Ethics*, 107 (1), pp. 26 – 42.
- Hardwick, M. & Spooner, D.L. & Rando, T. & Morris, K.C. 1996. Sharing manufacturing information in virtual enterprises. *Communications of the ACM*, 39 (2), pp. 46 - 54.
- Hatch, C. 1995. *The network brokers handbook*. US Department of Commerce, National Institute of Standards and Technology. Manufacturing Extension Partnership. Gaithersburg.



- Hill, C.W.L. 1990. Cooperation, opportunism, and the visible hand: Implications for transaction cost theory. *The Academy of Management Review*, 15 (3), pp. 500 - 513.
- Hill, C.W.L. 1995. National institutional structures, transaction cost economizing and competitive advantage. The case of Japan. *Organization Science*, 6 (1), pp. 119.
- Hiltz, S.P. & Turoff, M. 1978. *The Network Nation: Human Communication via Computer*. Addison-Wesley Publishing Company. ACM Press, New York, NY, USA.
- Hinds, P. & Kiesler, S. 1995. Communication across boundaries: Work, structure, and use of communication technologies in a large organisation. *Organization Science*, 6 (4), p. 373.
- Holmstrom, J. & Stalder, F. 2001. Drifting technologies and multi-purpose networks: the case of the Swedish cashcard. *Information and Organization*, 11 (3), pp. 187 - 206.
- Holton, J. 2001. Building trust and collaboration in a virtual team. *Team Performance Management*, 7 (3/4), pp. 36 - 47.
- Hosmer, L. 1995. Trust: the connection link between organisational behaviour and philosophical ethics. *Academy Management Review*, 20 (2), pp. 379 - 403.
- Hughes, J. & Wood-Harper, A. 1999. Systems development as a research act. *Journal of Information Technology*, 14 (1), pp. 69 - 82.
- Hutchins, R. 1996. Global work: bridging distance, culture and time. *Human Resources Development Quarterly*, 7 (3), pp. 297 - 299.
- Jarillo, J.C. 1989. Entrepreneurship and growth: The strategic use of external resources. *Journal of Business Venturing*, 4 (2), pp. 749 - 760.
- Jarvenpaa, S. & Knoll, K. 1998. Is anybody out there? Antecedents of trust in global virtual teams. *Journal of Management Information Systems*, 14 (4), pp. 29 - 64.



- Jarvenpaa, S.L. & Leidner, D.E. 1999. Communication and trust in global virtual teams. *Organization Science*, 10(6), pp. 791 - 815.
- Jones, T. 1995. Instrumental stakeholder theory: a synthesis of ethics and economics. *Academy of Management Review*, 20 (2), pp. 404.
- Kasper – Fuehrer, E.C. & Ashkanasy, N.M. 2003. The interorganizational virtual organization. *International Studies of Management and Organization*, 33 (4), pp. 34 - 64.
- Kimberley, J. & Quinn, R. 1984. *New Futures: The Challenge of Managing Corporate Transitions*, Dow Jones-Irwin, Homewood, Illinois.
- Kotler, P. 1994. *Marketing Management: Analysis, Planning, Implementation, and Control*. USA: Prentice – Hall, Saddle River, New Jersey, USA.
- Kraemer, K.L. & Dedrick, J. 2001. Strategic use of the internet and e-commerce: Cisco Systems. *The Journal of Strategic Information Systems*, 11 (1), pp. 5 - 29.
- Kramer, R.M. & Tyler, T.R. 1999. *Trust in Organisations: Frontiers of Theory and Research*. Thousand Oaks, London.
- Lal, K. 2002. E-business and manufacturing sector: a study of small and medium-sized enterprises in India. *Research Policy*, 31 (7), pp. 1199 - 1211.
- Lehmann, H. & Gallupe, B. 2004. Information systems for multinational enterprises – some factors at work in their design and implementation. *Journal of International Management*, 11 (2), pp. 163 - 186.
- Levinson, N. & Asahi, M. 1995. Cross-national alliances and interorganisational learning. *Organizational Dynamics*, 24 (2), pp. 50.
- Lyer, L.S., Taube, L. & Raquet, J. 2002. Global e-commerce: rationale, digital divide, and strategies to bridge the divide. *Journal of Global Information Technology Management*, 5 (1), pp. 43 - 58.



- MacKay, N. & Paert, M. & Gemino, A. 2004. A model of electronic commerce adoption by small voluntary organizations. *European Management Journal*, 7 (2), pp. 147 - 159.
- MacKay, N. & Parent, M. & Gemino, A. 2004. A model of electronic commerce adoption by small voluntary organizations. *European Journal of Information Systems*, 13 (2), pp. 147 – 159.
- Malone, T. 1988. *What is Co-ordination Theory*. Working paper, Sloan School of Management. ACM Press, New York, NY, USA.
- Mark, G. & Poltrock, S. 2004. Groupware adoption in a distributed organization: transporting and transforming technology through social worlds. *Information and Technology*, 14 (3), pp. 297 - 327.
- Mayer, R. & Davis, J. 1995. An integrative model of organisational trust. *Academy of Management Review*, 20 (3), pp. 709 - 734.
- McAllister, D. 1995. Affect and cognition based trust as foundations for interpersonal cooperation in organizations. *Academic Management Journal*, 38 (1), pp. 24.
- McKnight, D. & Cummings, L. 1998. Initial trust formation in new organisational relationships. *Academy of Management Review*, 23 (3), pp. 473 - 490.
- Means, G. & Schneider, D. 2000. *Metacapitalism: The E-business Revolution and the Design of 21st – Century Companies and Markets*, John Wiley & Sons Inc., New York, USA.
- Miesenbock, K. 1988. Small business and exporting: a literature review. *International Small Business Journal*, 6 (2), pp. 42 - 61.
- Miles, R.E. & Snow, C.C. 1986. Network organizations: new concepts for new forms. *California Management Review*, 28 (3), pp. 53 - 64.
- Milliken, F.J. & Martins, L.L. 1996. Searching for common threads: understanding the multiple effects of diversity in organizational groups. *Academy of Management Review*, 21 (2), pp. 402 - 433.



- Moller, K. & Halinen-Keila, A. 1999. Business relationships and networks: Managerial challenge of network era. *Industrial Marketing Management*, 28 (5), pp. 413 - 427.
- Monteiro, E. 2000. *Actor-network Theory and Information Infrastructure. In: From Control to drift: The dynamics of corporate information infrastructures.* Oxford University Press, Oxford.
- Moorman, C. & Zaltman, G. & Deshpande, R. 1992. Relationships between providers and users of market research: the dynamics of trust within and between organisations. *Journal of Marketing Research*, 29 (3), pp. 314 - 328.
- Morgan, R.M. & Hunt, S.D. 1994. The commitment-trust theory of relationship marketing. *Journal of Marketing*, 58 (3), pp. 20.
- Mouritsen, J. & Thrane, S. 2005. Accounting, network complementarities and the development of inter-organisational relations. *Accounting, Organizations and Society*, Article in press.
- Mowshowitz, A. 1993. On the theory of virtual organisation. *System Research Behaviour Science*, 14 (4).
- Mowshowitz, A. 1997. Virtual organization. *Communications of the ACM*, 40 (9), pp. 30 - 37.
- Mowshowitz, A. 1999. *The Switching Principle in Virtual Organisation.* Proceedings of the 2nd international VONet – Workshop. Sept 23 – 24. Zurich. Switzerland.
- Mowshowitz, A. & Walsham, G. 1994. Virtual organization: a vision of management in the information age. *The Information Society*, 10 (4), pp. 267 - 284.
- Murdoch, J. 1998. *The spaces of actor-network theory.* *Geoforum*, 29 (4), pp. 357 - 374.
- Nelson, K.M. & Coopridge, J.G. 1996. The contribution of shared knowledge to IS group performance. *MIS quarterly*, 20 (4), pp. 409 - 432.



Nohria, N. & Berkley, J. 1994. *The Virtual Organisation: Bureaucracy, Technology, and the Implosion of Control*. In *The Post-Bureaucratic Organisation: New Perspectives on Organizational Change*. Edited by Anne Donnellon and Charles C. Heckscher. Thousand Oaks, California, Sage Publications.

Nunamaker, J. 1997. Future research in group support systems: needs, some questions and possible directions. *International Journal of Human-Computer Studies*, 47 (3), pp. 357 – 386.

Orton, J.D. From inductive to iterative grounded theory: zipping the gap between process theory and process data. *Scandinavian Journal of Management*, 13 (4), pp. 419 - 438.

Osterwalder, A. & Pigneur, Y. 2002. *An eBusiness Model Ontology for Modeling eBusiness*. Proceedings from the 15th Bled Electronic Commerce Conference eReality: constructing the eEconomy. Bled, Slovenia, June 17 – 19, 2002.

Pace, S. 2004. A grounded theory of the flow of experiences of web users. *International Journal of Human-Computer Studies*, 60 (3), pp. 327 - 363.

Palmer, J. & Speier, C. 1997. *A Typology of Virtual Organisations: An Empirical Study*. Proceedings of the Association for Information Systems Americas Conference. Association for Information Systems, Indianapolis, August 1997.

Papadopoulou, P. & Kanellis, P. 2000. *Trust Formation in E-commerce Relationships*. Proceedings from the 7th research symposium on emerging electronic markets. Appenzell.

Parasuraman, A. & Zeithuml, V.A. & Berry, L.L. 1985. A service quality model and its market implications. *Journal of Marketing*, 49 (4), pp. 41 – 50.

Prahalad, C.K. 1997. *Strategies for Growth in Rethinking the Future*, Nicholas Brealey Publishing, London, UK.

Ratnasingham, P. 2002. Trust in inter-organizational exchanges: a case study in business to business electronic commerce. *Decision Support Systems*, 39, pp. 525 – 544.



Reichheld, F. & Scheffer, P. 2000. E-loyalty. Your secret weapon on the Web. *Harvard Business Review*, 78 (4), pp. 105 - 113.

Ring, S.P. & Van de Ven, A.H. 1994. Developmental processes of cooperative interorganisational relationships. *Academy of Management Review*, 19 (2), pp. 90 - 118.

Rockart, J.F. 1998. Towards survivability of communication – intensive organisational forms. *Journal of Management Science*, 35 (1), pp. 63.

Rousseau, D. & Sitkin, S. 1998. Not so different after all: a cross-discipline view of trust. *Academy of Management Review*, 23 (3), pp. 393 - 404.

Rycroft, R.W. & Kash, D.E. 2004. Self-organizing innovation networks: implications for globalization. *Technovation*, 24 (3), pp. 187 - 197.

Schutz, A. 1967. *The phenomenology of the social world*, Northwestern University Press, Evanston, IL, USA.

Schultze, U. & Boland, R. J. Knowledge management technology and the reproduction of knowledge work practices. *Journal of Strategic Information Systems*, 9 (2/3), pp. 193 - 212.

Schurnik, E. 1998. *Designing Qualitative Research*. In De Vos, 1998.

Senge, P. & Kleiner, A. 1990. *The Fifth Discipline Fieldbook: The Art and Practice of the Learning Organization*. Doubleday Currency, New York, NY, USA.

Shane, S. 1994. The effect of national culture on the choice between licensing and direct foreign investment. *Strategic Management Journal*, 15, pp. 627.

Shao, Y. & Liao, S. 1998. A model of virtual organisations. *Journal of Information Science*, 24 (5), pp. 305 - 312.

Shi, Y. & Gregory, M. 1998. International manufacturing networks – to develop global competitiveness capabilities. *Journal of Operations Management*, 16 (2/3), pp. 195 - 214.



- Sieber, P. & Griese, J. 1999. *Organisational Virtualness and Electronic Commerce*. Proceedings from the 2nd International VoNet – workshop. Zurich. Article at : [www. Virtual-organization.net](http://www.Virtual-organization.net).
- Smit, J. 1999. Grounded theory methodology in IS research: Glaser vs Strauss. *South African Computer Journal*, 24, pp. 195 - 214.
- Smith, F. 2000. New connections change how you connect in the network economy. *Executive Excellence*, 17 (1), pp. 6.
- Snow, C.C., Miles, R.E. & Coleman, H.J. 1992. Managing 21st century network organizations. *Organizational Dynamics*, 20 (3), pp. 5 - 20.
- Sockalingam, S. 2004. Discontinuity in change: an exploration of the role of conflict in business process reengineering. PhD thesis, Caledonian University, Glasgow.
- Staber, U. 1998. Inter-firm co-operation and competition in industrial districts. *Organization Studies*, 19 (4), pp. 701 - 724.
- Stebbins, M. & Sena, J. & Shani, A.B. 1995. Information technology and organizational design. *Journal of Information Technology*, 10 (2), pp. 101.
- Straub, D. & Klein, R. 2001. E-competitive transformations. *Business Horizons*, 44 (3), pp. 3 - 15.
- Stuart, I., McCutcheon, D. Handfield, R., McLachlin, R. & Samson, D. Effective case research in operations management: a process perspective. *Journal of Operations Management*, 20 (5), pp. 419 - 433.
- Symon, G. 2000. Information and communication technologies and the network organisation: a critical analysis. *Journal of Occupational & Organizational Psychology*, 73 (4), pp. 389 – 415.
- Tapscott, D. 1997. Strategy in the new economy: Twelve overlapping themes that characterize the new economy and proposes how business and organizations must respond in light of these factors. *Strategy and Leadership*, 25 (6), pp. 8 - 15.
- Tapscott, D., Lowy, A. & Ticoll, D. 1998. *Blueprint to the Digital Economy: Creating Wealth in the Era of the E-business*, McGraw-Hill, New York, USA.



- Thornton, J. & Marche, S. 2003. Sorting through the dot bomb rubble: how did the high-profile e-tailers fail? *International Journal of Information Management*, 23 (2), pp. 121 - 138.
- Upton, D. & McAfee, A. 1996. *The Real Virtual Factory*. Harvard Business School Press, Boston, MA, USA.
- Urban, G.L., Sultan, F. & Qualls, W.J. Placing trust at the center of your internet strategy. *MIT Sloan Management Review*, 42 (1), pp. 39 - 47.
- Urquhart, C. 2001. Analysts and clients in organisational contexts: a conversational perspective. *Journal of Strategic Information Systems*, 10 (3), pp. 243 - 262.
- Van Alstyne, M. 1997. The state of network organisation: a survey in three frameworks. *Journal of Organizational Computing and Electronic Commerce*, 7 (2/3), pp. 83 - 152.
- Venkatraman, N. & Henderson, C. 1996. *The Architecture of Virtual Organising: Leveraging Three Independent Vectors*. Discussion paper, Systems Research Center. Boston University, School of Management Information Technology, MA, USA.
- Venkatraman, N. & Henderson, J.C. 1998. Real strategies for virtual organising. *Sloan Management Review*, 40 (1), pp. 33 - 48.
- Vidgen, R.T. & McMaster, T. 1996. *Black Boxes, Non-human Stakeholders and the Translation of IT through Mediation*. In Information Technology and changes in organizational work. Orlikowski *et al.* (Ed). Chaptman & Hall, London.
- Voss, C.A. 2003. Rethinking paradigms of service: service in a virtual environment. *International Journal of Operations & Production Management*, 23 (1), pp. 88 - 104.
- Wang, S. 1997. Impact of information technology on organizations. *Human Systems Management*, 16 (2), pp. 83 - 90.
- Warrington, T. & Abgrab, N. & Caldwell, H.M. 2000. Building trust to develop competitive advantage in e-business relationships. *Competitiveness Review*, 10 (2), pp. 160 - 168.



- Wastell, G. 2001. *Global Co-operation in the New Millennium*. Proceedings from the 9th European Conference on Information Systems. Bled, Slovenia, June 27 – 29, 2001.
- Wicks, A.C & Berman, S.L. & Jones, T.M. 1999. The structure of optimal trust: moral and strategic implications. *Academy of Management Review*, 24 (1), pp. 99 - 116.
- Wigand, R. & Picot, A. 1997. *Information, Organisation and Management: Expanding Markets and Corporate Boundaries*. John Wiley and Sons, New York, NY, USA.
- Wildeman, L. 1998. Alliances and networks: the next generation. *International Journal of Technology Management*, 15 (1/2), pp. 96 - 108.
- Williamson, O. 1993. Calculativeness, trust and economic organisation. *Journal of Law and Economics - Chicago*, 36 (1), pp. 453.
- Zaheer, A. & McEvily, B. Does trust matter? Exploring the effects of interorganisational and interpersonal trust on performance. *Organisation Science*, 9 (2), pp. 141 - 159.
- Zheng, J., Caldwell, N., Harland, C., Powell, P., Woerndl, M. & Xu, S. 1998. Small firms and e-business: cautiousness, contingency and cost-benefit. *Journal of Purchasing and Supply Management*, 10, pp. 27 – 39.