

Hugues POISSONNIER
PhD

Professor - Grenoble Ecole de Management

Vulgarization expert - Visibility of research developer - Lecturer

Teacher in several Business schools, Engineer schools and Universities in Europe, Africa, North America

Director of IRIMA (Institut de Recherche et d'Innovation en Management des Achats)

Member of the Economic Peace Research Chair

RESEARCH AND CONTRIBUTIONS

ACADEMIC PUBLICATIONS

Author or co-author of several academic publications in academic journals (Journal of Intercultural Management, Strategic Direction, Management et Gouvernance, Logistique et Management, Revue Française de Gestion, Revue Française de Gestion Industrielle, Revue Internationale de Management et de Stratégie, Revue des Sciences de Gestion,...)

Guest editor for several academic journals:

Strategic Direction (2017), vol. 33, n° 2. Strategic Management of External Resources, vol. 33, n° 2.

Logistique & Management (2017), Achats et création de valeur durable (with Oihab Allal-Chérif), vol. 25, n° 4.

Management s Gouvernance (2014), Les relations clients-fournisseurs en Europe: un facteur majeur de compétitivité, n° 11.

Revue Française de Gestion (2014), La collaboration entre client et fournisseur – Comment créer de la valeur au delà des frontières de l'entreprise? (with Richard Calvi, Karine Evrad-Samuel & Nathalie Merminod), n° 239.

ALMOST 30 BOOKS AND BOOK CHAPTERS (among which)

Oruezabala G. & Poissonnier H. (coord.) (2021), Cas en Management des Achats, Editions EMS.

Servajeau-Hilst R., Poissonnier H. & Pierangelini G. (2018), Collaborer pour Innover – Le Management stratégique des ressources externes, De Boeck.

De Hemmer O. & Poissonnier H. (coord.) (2013), Valeur(s) et Management, Editions EMS.

MORE THAN 400 ARTICLES AND CONTRIBUTIONS IN NEWSPAPERS

Many articles in the economic press (Le Monde, Les Echos, La Tribune, Huffington Post)

Many articles in the press focused on purchasing (Lettre des Achats, Profession Achat, Décision Achats)

Several articles online on Harvard Business Review France <https://www.hbrfrance.fr/experts/hugues-poissonnier/>
and The Conversation <https://theconversation.com/profiles/hugues-poissonnier-194991>

Many interviews in the economic press, on TV and radio

COURSES AND TRAINING SESSIONS FOR COMPANIES

COURSES FOCUSED ON

Managerial accounting and control
Purchasing and collaboration with suppliers
Strategy and innovation
Economy and Geopolitics

COURSES DEVELOPED FOR SEVERAL SCHOOLS AND UNIVERSITIES

Kedge Business School (FR)
EM Strasbourg (FR)
HEG Fribourg (CH)
HEC Montréal (CA)
Université Catholique de Louvain la Neuve (BE)
Aix-Marseille Université (FR)
FGES Lille (FR)
Grenoble INP (FR)
Sup de Co Marrakech (MO)
Silesian International Business School (PL),...

TRAINING SESSIONS DEVELOPED FOR MANY COMPANIES (among which)

Groupe Safran (Collaborative Purchasing)
Michelin (Collaborative Purchasing)
Conforama (Strategy)
CHRU of Lille (Purchasing),...
Renault (Strategy)
EQIP (Strategy),...

CONFERENCES

More than 20 academic conferences (IPSERA, IMP Group, AIMS,...)

More than 150 conferences for practitioners (ISM Japan, Procure.CH in Switzerland, CNA in France,...)

SCIENTIFIC RESPONSIBILITIES

President of the scientific committee of Excellence HA

Reviewer for several academic journals (Logistique et Management, Supply Chain Forum : an International Journal, Revue d'Economie et de Management de l'Innovation, RIPCO, Management International,...)

Reviewer for several annual academic conferences (CIFEPME, AFC, IMP, ADERSE, GBATA,...)