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FONCTION

Pôle	Management et Stratégie
Responsabilités pédagogiques	Directeur Master Conseil en Management, Organisation et Stratégie

CARRIERE

Année d'entrée dans l'établissement	2001
Diplôme(s) distinction(s) et	<ul style="list-style-type: none">• Doctorat Sciences de Gestion : 1994• Agrégation des Universités : 1999
Ancien élève de l'établissement	<ul style="list-style-type: none">• DEA Sciences de Gestion : 1990-1991• Doctorat Sciences de Gestion : 1991-1994
Expérience(s) professionnelle(s) antérieure(s)	<ul style="list-style-type: none">• Conseil en Stratégie• Conférencier

LANGUES

Langue(s) étrangère(s) maîtrisée(s)	Anglais
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ENSEIGNEMENT

Domaine d'enseignement	Management Stratégique
Section CNU	Sciences de Gestion

RECHERCHE

Domaine(s) de recherche	<ul style="list-style-type: none">• Management Stratégique• Innovation
Laboratoire(s) de rattachement	<ul style="list-style-type: none">• MRM• Labex Entreprendre
Habilitation à diriger des recherches	Oui
Responsabilité(s) scientifique(s)	<ul style="list-style-type: none">• Direction Groupe MRM-Management Stratégique• Direction Programme Labex-Sinov• Direction de thèses soutenues : 18• Direction de thèse en cours : 3• Direction de HDR soutenues : 8• Organisation de congrès et workshop : 18 dont 11 internationaux

PUBLICATIONS

Publications plus récentes	les Articles : <ul style="list-style-type: none">• Granata J., Lasch F., Le Roy F., Dana L-P. (2018), "How do micro-firms manage competition? A study of the wine sector in France", <i>International Small Business Journal</i>, Vol. 36, 3, pp. 331-355.• Le Roy F., Robert M., Guliani P. (2018), "The concept of management innovation: definition, state of the art and future research avenues", <i>International Journal of Entrepreneurship and Small Business</i>, Vol. 35.
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- Robert M., Chiambaretto P., Mira B., Le Roy F. (2018), "Better, faster, stronger: the impact of market-oriented coopetition on commercial product performance", *M@n@gement*, Vol. 21, n°1, p. 574-610.
- Pellegrin-Boucher E., Le Roy F., Gurau C. (2018), "Managing Selling Coopetition: a case study of the ERP industry", *European Management Review*, Vol. 15, n°1, p. 37-56.
- Guliani P., Robert M., Le Roy F. (2018), "Reinvention of management innovation for successful implementation", *International Journal of Entrepreneurship and Small Business*, Vol. 34, n°3, p. 343-361.
- Fernandez A.-S., Le Roy F., Chiambaretto P. (2018), "Implementing the right project structure to achieve cooperative innovation projects", *Long Range Planning*, Vol. 51, n°2, p. 384-405.
- Pellegrin-Boucher E., Le Roy F., Gurau C. (2017), Managing Selling Coopetition: a case study of the ERP industry, *European Management Review* (HCERES A, CNRS 2, FNEGE 2).
- Mira B., Le Roy F., Robert M. (2017), La Coopétition dans les petites entreprises : une question de proximité, *Revue Internationale PME (RIPME)* (CNRS 4, FNEGE 3, HCERES B).
- Pellegrin-Boucher E., Le Roy F., Gurau C. (2017), Managing Selling Coopetition: a case study of the ERP industry, *European Management Review* (HCERES A, CNRS 2, FNEGE 2).
- Le Roy F., Sentis P., Jerson A. (2017), The impact of conviction for anti-competitive practices on firm valuation: a contingency approach, *Managerial and Decision Economics* (HCERES B, CNRS 3).
- Chiambaretto P., Calin G., Le Roy F., (2016), Cooperative branding: Definition, typology, benefit and risks, *Industrial Marketing Management*, Vol. 57, p. 86-96. (HCERES A, CNRS 2, FNEGE 2).
- Le Roy F., Czakon W. (2016), Managing Coopetition: the missing link between strategy and performance,

Industrial Marketing Management, Vol. 53, p. 3-6 (HCERES A, CNRS 2, FNEGE 2).

- Sanou H. Le Roy F., Gnyawali D. (2016), How Does Centrality in Coopetition Network Matter? Empirical Investigation in the Mobile Telephone Industry, *British Journal of Management*, Vol. 27, 143-160 (HCERES A, CNRS 2, FNEGE 2)
- Le Roy F., Robert M., Lasch F. (2016), Choosing the best partner for product innovation: Talking to the enemy or to a friend?, *International Studies of Management Organisation*, vol. 46, n°2-3, p. 136-158 (HCERES C, CNRS 3).
- Le Roy F., Fernandez A.S. (2015), Managing cooperative tensions at the working-group level: The rise of the Cooperative Project Team, *British Journal of Management*, Vol. 26, 671-688 (HCERES A, CNRS 2, FNEGE 2)
- Le Roy F., Robert M., Giuliani P. (2015), Exploring the link between technical and management innovation: the moderating effects of firm size and type of innovation, *International Journal of Entrepreneurship & Small Business*, Vol. 25, n°2, pp .171-191 (CNRS 4)
- Le Roy F., Sanou F.H. (2014), Does Coopetition Strategy improve Market Performance: an Empirical Study in Mobile Phone Industry, *Journal of Economics and Management*, Vol. 17, p. 63-94
- Granata J., Le Roy F, (2014), Le management de la coopération en PME : le cas des vignerons du Pic Saint-Loup, *Revue Finance-Contrôle-Stratégie*, 17-2, URL : <http://fcs.revues.org/1489>.

Chapitres d'ouvrage :

- Le Roy F., Fernandez A.-S., Chiambaretto P. (2018), "From strategizing to managing coopetition", in Fernandez A-S, Chiambaretto P., Le Roy F., Czakon W. (eds), *The Routledge companion to competition strategies*, Routledge, London
- Fernandez A.-S., Le Roy F. (2018), "Organizational design to manage coopetition: the rise of the Cooperative-Project-Team", in Fernandez A-S, Chiambaretto P., Le Roy F., Czakon W. (eds), *The*

	<p><i>Routledge companion to coopetition strategies</i>, Routledge, London.</p> <ul style="list-style-type: none"> • Le Roy F., Robert M., Lasch F. (2018), "Are competitors the best partners in innovation network?" in Fernandez A-S, Chiambaretto P., Le Roy F., Czakon W. (eds), <i>The Routledge companion to coopetition strategies</i>, Routledge, London. • Le Roy F., Chesbrough H. (2018), "Open Co-opetition", in Fernandez A-S., Chiambaretto P., Le Roy F., Czakon W. (eds), <i>The Routledge companion to coopetition strategies</i>, Routledge, London. • Gurau C., Chiambaretto P., Le Roy F. (2018), "The emergence of cooperative marketing", in Fernandez A-S, Chiambaretto P., Le Roy F., Czakon W. (eds), <i>The Routledge companion to coopetition strategies</i>, Routledge, London • Le Roy F., Fernandez A.-S., Pierrot F. (2018), « La coopération entre le FASB et l'IASB pour la normalisation comptable », in Spring S., Naro G. (eds.), <i>Les mutations du reporting financier. Enjeux et perspectives</i>, Editions EMS, Caen, p. 63-81. <p>Ouvrages :</p> <ul style="list-style-type: none"> • Blavet L., Pellegrin-Boucher E., Le Roy F. (2019), <i>L'Alliance Manager en Action : Libérez le potentiel des alliances</i>, EMS, Caen. • Fernandez A-S, Chiambaretto P., Le Roy F., Czakon W. (2018), <i>The Routledge companion to coopetition strategies</i>, Routledge, London.
<p>Publications classées</p>	<ul style="list-style-type: none"> • Granata J., Lasch F., Le Roy F., Dana L-P. (2018), "How do micro-firms manage cooperation? A study of the wine sector in France", <i>International Small Business Journal</i>, Vol. 36, 3, pp. 331-355 • Le Roy F., Robert M., Guliani P. (2018), "The concept of management innovation: definition, state of the art and future research avenues", <i>International Journal of Entrepreneurship and Small Business</i>, Vol. 35.

- Robert M., Chiambaretto P., Mira B., Le Roy F. (2018), "Better, faster, stronger: the impact of market-oriented coopetition on commercial product performance", *M@n@gement*, Vol. 21, n°1, p. 574-610.
- Pellegrin-Boucher E., Le Roy F., Gurau C. (2018), "Managing Selling Coopetition: a case study of the ERP industry", *European Management Review*, Vol. 15, n°1, p. 37-56.
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- Fernandez A.-S., Le Roy F., Chiambaretto P. (2018), "Implementing the right project structure to achieve cooperative innovation projects", *Long Range Planning*, Vol. 51, n°2, p. 384-405.
- Fernandez AS., Le Roy F., Chiambaretto P. (2017), Implementing the right project structure to achieve cooperative innovation projects. *Long Range Planning*.
- Robert M., Chiambaretto P., Mira B., Le Roy F. (2017), "Better, faster, stronger: the impact of market-oriented coopetition on commercial product performance", *M@n@gement* CNRS 2, FNEGE 2, HCERES A
- Granata J., Lasch F., Le Roy F., Dana L-P. (2017), How do micro-firms manage coopetition? A study of the wine sector in France, *International Small Business Journal* CNRS 2, FNEGE 2, HCERES A
- Pellegrin-Boucher E., Le Roy F., Gurau C. (2017), Managing Selling Coopetition: a case study of the ERP industry, *European Management Review* (HCERES A, CNRS 2, FNEGE 2).
- Guliani P., Robert M., Le Roy F. (2017), Reinvention of management innovation for successful implementation, *International Journal of Entrepreneurship and Small Business* (HCERES C, FNEGE 4, CNRS 4)
- Le Roy F., Sentis P., Jerson A. (2017), The impact of conviction for anti-competitive practices on firm valuation: a contingency approach, *Managerial and*

Decision Economics (HCERES B, CNRS 3).

- Chiambaretto P., Calin G., Le Roy F., (2016), Coopetitive branding: Definition, typology, benefit and risks, *Industrial Marketing Management*, Vol. 57, p. 86-96. (HCERES A, CNRS 2, FNEGE 2).
- Le Roy F., Czakon W. (2016), Managing Coopetition: the missing link between strategy and performance, *Industrial Marketing Management*, Vol. 53, p. 3-6 (HCERES A, CNRS 2, FNEGE 2).
- Sanou H. Le Roy F., Gnyawali D. (2016), How Does Centrality in Coopetition Network Matter? Empirical Investigation in the Mobile Telephone Industry, *British Journal of Management*, Vol. 27, 143-160 (HCERES A, CNRS 2, FNEGE 2)
- Le Roy F., Robert M., Lasch F. (2016), Choosing the best partner for product innovation: Talking to the enemy or to a friend?, *International Studies of Management Organisation*, vol. 46, n°2-3, p. 136-158 (HCERES C, CNRS 3).
- Le Roy F., Fernandez A.S. (2015), Managing coopetitive tensions at the working-group level: The rise of the Coopetitive Project Team, *British Journal of Management*, Vol. 26, 671-688 (HCERES A, CNRS 2, FNEGE 2)
- Le Roy F., Robert M., Giuliani P. (2015), Exploring the link between technical and management innovation: the moderating effects of firm size and type of innovation, *International Journal of Entrepreneurship & Small Business*, Vol. 25, n°2, pp .171-191 (CNRS 4)
- Fernandez A-S., Le Roy F., Gnyawali D. (2014), Sources and Management of Tension in Co-opetition - Case Evidence from Telecommunications Satellites Manufacturing in Europe, *Industrial Marketing Management*, Vol. 43, N°2, p. 222-235
- Le Roy F., Sanou F.H. (2014), Stratégie de coopération et performance de marché : une étude empirique, *Management International*, Vol. 18, n°2, p. 124-139.
- Hamouti R., Robert F. et Le Roy F., (2014), Stratégie individuelle, stratégie de coopération verticale ou stratégie de coopération : Quelle est la meilleure stratégie pour l'innovation produit ?, *Revue Innovation*, n°43, p. 135-161

COMMUNICATIONS**Communications
principales**

- Le Roy F., Mira B., Robert M. (2018), "Coopetition by Micro-Firms: A Proximity-Based Theory", *SMS Conference*, Paris, France.
- Le Roy F., Robert M. (2018), "Size Matters: When Small and Large Firms Look for the Best Partners to Innovate", *SMS Conference*, Paris, France.
- Bez M., Le Roy F. (2018), "Managing coopetition: implement knowledge transparency between competitors", *Academy of Management Meeting*, Chicago, Illinois, USA.
- Le Roy F., Mira B. (2018), "Looking for the historical origins of coopetition: back to Antique Romans traders", *Vingt-sixième Conférence de l'AIMS*, Montpellier, France.
- Le Roy F., Chesbrough H., Bez M. (2018), "Open Coopetition: a research program", *Vingt-sixième Conférence de l'AIMS*, Montpellier, France.
- Le Roy F., Chesbrough H., Bez M. (2018), "Open Coopetition: a research program", *EURAM 18th Conference*, Reykjavik, Iceland.
- Le Roy F., Mira B. (2018), "Looking for the historical origins of coopetition: back to Antique Romans traders", *EURAM 18th Conference*, Reykjavik, Iceland.
- Bez M., Le Roy F., Gnyawali D. Dameron S., (2016), "Open Innovation between competitors: A 100 billion dollars case study in the pharmaceutical industry", *3th World Open Innovation Conference*, Barcelona, Spain.
- Mira B., Le Roy F., Robert M. (2016), "Coopetition by micro-firms: a proximity-based theory", *61st Annual World Conference*, New-York, USA.
- Mira B., Robert M. Le Roy F., (2016), "Management principles of a cooperative network of SMEs", *61st Annual World Conference*, New-York, USA.

- Engsig J., Chiambaretto P., Le Roy F. (2016), "Aggregating at the country level firm's partner selection decisions in international alliance: a gravity perspective" 6ème Conférence Atlas-AFMI, Nice, France.
- Fernandez A-S, Le Roy F. (2016), "Why firms implement Coopetitive-Project Teams?", *EURAM 16th Conference*, Paris, France.
- Hamouti R., Le Roy F. (2016), "Types of coopetition strategy and market performance of product innovation", *SMS Special Conference: Strategy Challenges in the 21st Century: Innovation, Entrepreneurship and Coopetition*, Roma, Italy.
- Fernandez A-S, Le Roy F. (2016), "Why firms implement Coopetitive-Project Teams?", *Vingt-cinquième Conférence de l'AIMS*, Hammamet, Tunisie.
- Le Roy F., Robert M., Chiambaretto P. (2015), « Size matters: When small and large firms look for the best partners to innovate", *2nd World Open Innovation Conference*, Santa Clara, USA.
- Mira B., Robert M., Chiambaretto P., Le Roy F. (2015), "Coopetition and Commercial Performance: A Product Level Analysis", *SMS Conference*, Denver, USA.
- Mira B., Robert M., Chiambaretto P., Le Roy F. (2015), "Marketing and Selling Coopetition and Commercial performance: a product level analysis", *Aims 24th Conference*, Paris Dauphine University, Paris.
- Le Roy F., Robert M., Chiambaretto P. (2015), « Size matters: When small and large firms look for the best partners to innovate", *Aims 24th Conference*, Paris Dauphine University, Paris.
- Bez S., Fernandez A.S., Le Roy F., Dameron S. (2015), "Integration of coopetition paradox by individuals: A case study within the banking sector", *Aims 24th Conference*, Paris Dauphine University, Paris.
- Fernandez A-S, Le Roy F. (2015), "The controversy roles of the third-party in coopetition: Stimulating collaboration or competition?", *Aims 24th Conference*, Paris Dauphine University, Paris.
- Mira B., Robert M., Chiambaretto P., Le Roy F. (2015), "Marketing and Selling Coopetition and Commercial performance: a product level analysis", *EURAM 15th Conference*, Warsaw, Poland..

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- Le Roy F., Robert M., Chiambaretto P. (2015), "Size matters: When small and large firms look for the best partners to innovate", *EURAM 15th Conference, Warsaw, Poland*.
- Hamouti R., Le Roy F. (2015), "Types of coepetition strategies and product innovation: the case of the video game industry", *EURAM 15th Conference, Warsaw, Poland*.