

**Recent Articles**

*Future Perspectives of Corporate Social Responsibility – Where we are coming from? Where we are heading?* Ulrich Steger The Oxford Handbook of Corporate Social Responsibility Chapter 27 (2008)

*Determinants of Corporate Sustainability Management: An Empirical Contingency Approach.* Oliver Salzmann, Ulrich Steger and Aileen Ionescu-Somers ZFB Journal of Business Economics Issue 3 (2008)

*Corporate Responsibility: Behind the Hype.* Ulrich Steger, Oliver Salzmann, Aileen Ionescu-Somers EBF Issue 32 (Spring 2008)

*Seize the Day: Eco-Carbene and Business Opportunities from Climate Change.* Ulrich Steger, Aileen Ionescu-Somers and Paul Strebler, OWP – Anticipating the Future (2007)

*Managing External Pressures through Corporate Diplomacy* Wolfgang Amann, Shiban Khan, Oliver Salzmann, Aileen Ionescu-Somers Journal of General Management Vol.33 No. 1 (Autumn 2007)

*The Economic Foundations of Corporate Sustainability.* Ulrich Steger, Aileen Ionescu-Somers, Oliver Salzmann Corporate Governance Vol.7 No.2 (2007)

*Climate Change: Threat or Opportunity?* Ulrich Steger, Aileen Ionescu-Somers, Oliver Salzmann European Business Forum (Winter 2006)

*Inside the Mind of the Stakeholder.* Ulrich Steger, Aileen Ionescu-Somers, Oliver Salzmann Perspectives for Managers No. 139 (November 2006)

*The Business Case for Corporate Sustainability: Literature Review and Research Options.* Ulrich Steger, Aileen Ionescu-Somers, Oliver Salzmann European Management Journal (February 2005)

*What is the Business Case for Corporate Sustainability?* Ulrich Steger Perspectives for Managers No. 109 (June 2004)

*Performing Under Pressure: Managers Embracing New Realities.* Hans-Dieter Lochmann and Ulrich Steger European Management Journal (August 2002)

*Gestion Environnementale et Application de la Loi dans le Cadre des Entreprises Industrielles Chinoises.* Ulrich Steger, Lu Wei and Fang Zhaoben Revue Economique et Sociale (June 2002)

*Moving Business/Industry Towards Sustainable Consumption: The Role of NGOs.* Ulrich Steger, Nancy Kong, Aileen Ionescu-Somers, and Oliver Salzmann European Management Journal (April 2002)

*'Green' Bottlenecks in China's Transition.* Ulrich Steger European Business Forum (Spring 2002)

*The Experience of EMAS in Three European Countries: A Cultural and Competitive Analysis.* Ulrich Steger, Claudia Schindel and Helga Krapf. Business Strategy and the Environment (January 2002)

*The Roles of Supervisory Support Behaviors and Environmental Policy in Employee "Ecoinitiatives" at Leading-Edge European Companies.* Cathie Ramus and Ulrich Steger. Academy of Management Journal (August 2000)

*Environmental Management Systems – Empirical Evidence and Further Perspectives.* Ulrich Steger European Management Journal (February 2000)



selected publications

selected publications

## IMD Research Working Papers

### Business Case for Sustainability Research (sector specific):

*The Business Case for Sustainability – Establishing a sound research base for the development of a case-building tool.*  
Oliver Salzmann, Aileen Ionescu-Somers and Ulrich Steger (June 2002)  
*Automotive Industry Sector Report* – Marc Brunner (2003)  
*Aviation Industry Sector Report* – Achim Gebel (2003)  
*Chemical Industry Sector Report* – Claudia Schindel (2003)  
*Financial Services Sector Report* – Hans-Joerg Hess (2003)  
*Food & Beverage Sector Report* – Aileen Ionescu-Somers (2003)  
*Pharmaceutical Industry Sector Report* – Oliver Eckelmann (2003)  
*Oil & Gas Sector Report* – Oliver Salzmann (2003)  
*Technology Sector Report* – Henri Bourgeois (2003)  
*Utilities Sector Report* – Oliver Salzmann (2003)  
*The business Case for Sustainability – Put to the Test* - Oliver Salzmann (September 2004)

### Other Working Papers

*Corporate Sustainability in the Brazilian Banking Sector*  
Clarissa Lins, Danniell Wajnberg, Ulrich Steger, Aileen Ionescu-Somers (2008)

*Sustainable Banking with the Poor: Evolution, Status Quo and Prospects*  
Alexander Schwandt, Matthieu Perissé & Ulrich Steger (2007)

*Corporate Sustainability – Food & Beverage*  
Clarissa Lins, Aileen Ionescu-Somers, Oliver Salzmann & Ulrich Steger (2007)

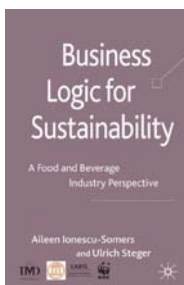
*Inside the Mind of Stakeholders – Are they Driving Corporate Sustainability?*  
Oliver Salzmann, Ulrich Steger, Aileen Ionescu-Somers & Fabian Baptist (2006)

*Research Project Effectiveness of Strategic Early Awareness Activities: Success Factors and Barriers.*  
Alexander Nick & Ulrich Steger (2006)

*The Challenge of Sustainable Consumption and the Role of Business as a Solution.*  
Oliver Salzmann, Heike Leitschuh Fecht, Ulrich Steger & Aileen Ionescu-Somers (2006)

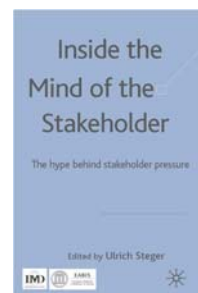
*Quantifying Economic Effects of Corporate Sustainability Initiatives – Activities and Drivers.*  
Oliver Salzmann, Ulrich Steger & Aileen Ionescu-Somers (2005)

## Books



[Business Logic for Sustainability](#)  
[A Food & Beverage Industry Perspective](#)  
Aileen Ionescu-Somers & Ulrich Steger (2008)  
Palgrave MacMillan

[Inside the Mind of the Stakeholder](#)  
Ulrich Steger (2006) Palgrave  
[www.palgrave.com](http://www.palgrave.com)



[Sustainability Partnerships: The Manager's Handbook](#)  
Ulrich Steger, Aileen Ionescu-Somers, Oliver Salzmann & Stephanie Mansourian (2008) Palgrave MacMillan

[The Business of Sustainability](#)  
[Building industry cases for corporate sustainability](#)  
Ulrich Steger (2004) Palgrave MacMillan

