- SUBMISSION GUIDELINES -

Your Abstract should be submitted using this template as an attachment to an email sent to: *bsre@sussex.ac.uk*, using the subject line 'POMS 2019 ABSTRACT SUBMISSION'.

We look forward to receiving your abstract!

- AUTHOR INFORMATION -

Abstract Title: Learning to contract differently: How a multinational business adapted their contracting capabilities to local requirements

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Please note:
- Identify the corresponding author with an asterisk (*) after their surname.
- In the case of more authors, please continue listing them as above.

- ABSTRACT -

Please include in 50 words your research, this might include aims, methods or key results and findings.

Our study explores how multinational corporations (MNCs) learn to contract in a new country. Through in-depth study of a French MNC and its boilerplates, we posit that MNCs use problem-solving approach to adapt their contracting capabilities to a new country and simultaneously continue to contract traditionally in their own country.

Discipline/Area:
Please select up to two areas from the following topics where you research might fit best by putting an "x".

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Operations Strategy	
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Project Management	
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Thank you for your abstract – we will respond soon.