

Samy A.G. Essa

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PhD thesis:

VU University - Amsterdam, Department of Accounting
PhD in Management Accounting and Control (2014).

Thesis title: “The role of uncertainty, accounting information, control and trust in
buyer-supplier relationships- an experimental study”.

Supervisors: Prof. dr. Tom Groot and Prof. dr. Henri Dekker.

Pervious employment- Egypt:

Ain Shams University: Department of Accounting- Cairo-Egypt.
Assistant Professor, 1988 until 2006.

Teaching

At University of Twente

- Accounting & Financial Management (MSc BA).
- Accounting and Finance (Pre-MSc BA)
- Health Economics and Accounting (BSc BA)
- BSc Theses
- MSc Theses

At University of Ain Shams_Cairo, Egypt

- Management Accounting.
- Cost Accounting.
- Governmental Accounting.
- National Accounting.

Journal Articles:

Essa, S.A.G., Dekker, H. C., Groot, T.L.C.M. (2014). Improving Outsourcing Negotiations. *Amsterdam in Science, Business and Society*, 2, 28-29.

Working Papers:

1. Negotiating under uncertainty: The influence of accounting information and monitoring control on negotiation behavior and outcomes.
2. The influence of information and control on trust building in buyer-supplier negotiations.

Conference presentations:

- Essa, S.A.G., Dekker, H. C., Groot, T.L.C.M. (2014). The influence of information and control on trust building in buyer-supplier negotiations. AAA conference 2014 Management Accounting Section (MAS) Meeting, Orlando, Florida, January 9-11, 2014.
- Essa, S.A.G., Dekker, H. C., Groot, T.L.C.M. (2013). Negotiating under uncertainty: The influence of accounting information and monitoring control on negotiation behavior and outcomes. 9th International Management Control Research Conference 4-6th September 2013, Nyenrode University-The Netherlands, September 4-6, 2013.
- Essa, S.A.G., Dekker, H. C., Groot, T.L.C.M. (2013). Negotiating under uncertainty: The influence of accounting information and monitoring control on negotiation behaviour and outcomes. EAA 2013 conference, Paris-France, May 6-8, 2013.
- Essa, S.A.G., Dekker, H. C., Groot, T.L.C.M. (2013). Negotiating under uncertainty: The influence of accounting information and monitoring control on negotiation behaviour and outcomes. ARCA seminar, VU University, March 11, 2013.
- Essa, S.A.G., Dekker, H. C., Groot, T.L.C.M. (2013). The role of accounting information and monitoring controls in buyer-supplier negotiations under conditions of uncertainty. AAA conference 2013 Management Accounting Section (MAS) Meeting, New Orleans, Louisiana, January 10-12, 2013.
- Essa, S.A.G., Dekker, H. C., Groot, T.L.C.M. (2012). The influence of task uncertainty, accounting information, and monitoring systems on buyer-supplier negotiations. IAAER conference on Mastering Change. Amsterdam, The Netherlands, June 20-21, 2012.
- Essa, S. A. G., Dekker, H. C., Groot, T.L.C. M. (2008). The influence of task uncertainty, information sharing, and control systems on buyer-supplier relationships. 10th PREBEM conference on Business Economics, Management and organization science. Amersfoort, The Netherlands, November 10, 2008.

Academic qualifications:

- Passed the examination of the one year study (1999) in partial fulfilment of the requirement for PhD degree in Accounting, Faculty of commerce, Ain Shams University- Cairo- Egypt.
- M.Sc.: (1997) title of master thesis: Determinant the costs of postal service for pricing decisions-an empirical study, Faculty of commerce, Ain Shams University- Cairo-Egypt.
- B.Sc: (1987) Bachelor of commerce (Accounting), Very Good with honour degree- Faculty of commerce, Ain Shams University- Cairo-Egypt.

Courses and training:

- Individual English Language Coaching- improving oral English language skills for teaching tasks. Taalcentrum, VU University- Amsterdam, The Netherlands, from 23rd July until 29th August, 2013.
- Dutch language summer course. Taalcentrum, VU University- Amsterdam, The Netherlands, from Monday July the 8th until August the 16th, 2013.
- Academic Paper & Successful Publishing, by Amsterdam Business Research Institute (ABRI), VU University- Amsterdam, The Netherlands, from 17th January until 1st of May 2011.
- Writing English for publications course, by Taalcentrum, VU University- Amsterdam, The Netherlands, from 10th January until 14th March, 2007.
- Structural Equation modelling (SEM) course by Prof. Anne Boomsma (University of Groningen), by International Organization of Pension Supervisors (IOPS), Leiden University, The Netherlands, February 12-13, 2007.
- Methodology of Research and Design course in Business Economics and Management, by Netherlands Organization for research (NOBEM), The Netherlands, from 30 Oct. - 2 Nov. 2006, 18 & 19 December 2006, and 29 & 30 January 2007.
- Advanced Financial Accounting course by Prof. Peter D. Easton (USA), Limperg Institute, The Netherlands, December 11-15, 2006.
- Design and Analysis of Experiments course by Prof. James E. Hunton (USA), Limperg Institute, The Netherlands, October 23-27, 2006.
- Case research methodology course by Prof. Robert W. Scapens and Prof. Christopher Humphrey (UK), University of Groningen, September 4-6, 2006.
- Management accounting course by Prof. Christopher D. Ittner (USA), Limperg Institute, The Netherlands, June 26-30, 2006.
- Supply chain management course, Graduate School of Economics- department of management science, Osaka University, Japan, October 1st, 2003 until September 27th, 2004.

Conference participation:

- The 10th PREBEM conference on Business Economics, Management and organization science, “Battle or synergy? Applying different methods to business research”, November 10th 2008, Amersfoort, The Netherlands.
- The 9th PREBEM conference on business economics, management and organization science, “Back to business: creating and translating knowledge”, October 5th 2006, Amersfoort, The Netherlands.
- The 31st Annual Congress of the European Accounting Association (EAA), Rotterdam, The Netherlands April 23-25, 2008.
- Participant at 4th EIASM workshop on trust within and between organizations, VU University, Amsterdam, The Netherlands, October 25-26, 2007.

Other academic activities

- Organizing 11th PREBEM conference on Business Economics, Management and organization science, “Blurring Boundaries–Within and Between Organizations and Institutions”, March 19th 2010, Nyenrode Business Universiteit, the Netherlands.

Other teaching activities

- During the period as PhD student At VU University-Amsterdam, I had been involved in various teaching-related activities such as grading exams, compiling grade lists and supporting supervision of inspections