

Irina Heim, AFHEA

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Areas of Interest: International business, Strategy, Innovations, Public-Private Policy

By industry: ICT, Oil and Gas

Qualifications:

Diploma in Chemistry from Lomonosov Moscow State University, 1992

Master's in Economics from the Finance University at the Government of the RF, 2000

MA in Management from Henley Business School, 2014

University of Reading-funded PhD in Management: Local content policy and value co-creation: adopting information technologies in the oil and gas industry (viva voce with no amendments on 16.01.2019, PhD awarded on 31.01.2019).

Teaching experience:

Teaching assistant, Henley Business School, University of Reading, 2016-2019

Teaching assistant, University College London, 2016-2019

Courses taught:

Business in a Competitive Environment MSIN7002b

International Trade ECON0023

Innovations and Market Entry MM256

Economics of Regulation ECON7006

Introduction to Microeconomics SESS1003

Introduction to Macroeconomics SESS1004

Economics of the Public Sector ECON0050

Effectual Entrepreneurship MM301

Management Skills MM256

Publications:

Heim, I. and Sardar-Drenda, N. Organisational willingness and ability to change in the global service sector. (**Working paper**).

Heim, I. and Kalyuzhnova, Y. Win-win strategies for the oil and gas industry in resource-rich countries: value co-creation approach. (**Working paper**).

Heim, I. (ed). (**expected in 2019**). *Investing in Kazakhstan, a junction on the New Silk Road*. Dallas, USA: Business Expert Press.

Heim, I., Kalyuzhnova, Y., Li, W. (V.) and Liu, K. (**Forthcoming**) Value co-creation between foreign firms and indigenous SMEs in Kazakhstan's oil and gas industry: the role of information technology spillovers. *Thunderbird International Business Review*.

Heim, I., Han, T. and Ghobadian, A. (2018). Value co-creation in ICT service company: a case study of a cross border acquisition. *Journal of East-West Business*, 24 (4):319-338. <https://doi.org/10.1080/10669868.2018.1467841>.

Ambalov, V. and Heim, I. (2018). Cluster nodes as a unit for value co-creation: the role of information technologies in competitiveness of the oil and gas industry. In: Liu, K., Nakata, K., Li, W. (V.) and Bararnauskas, C. (eds.) *Digitalisation, Innovation, and Transformation*. Springer, pp. 155-163. ISBN 9783319945415 https://doi.org/10.1007/978-3-319-94541-5_16.

Heim, I. (2018). Local content policies: global versus national? In M. Munoz (Ed.), *Globalization alternatives* (pp. 73-84). Dallas, USA: Business Expert Press.

Delevic, U. and Heim, I. (2017). Institutions in transition: Is the EU integration process relevant for inward FDI in Transition European Economies? *Eurasian Journal of Economics and*

Finance, 5 (1): 16-32.

Supervision of EMBA research projects:

Hemingway, S. (2018). Achieving a high-performance environment through engagement in a pharmaceutical sales and marketing team. (with distinction).

Sardar-Drenda, N. (2019). Assessment of willingness and ability to change and their predictors in Atos IDM Germany. (with distinction).

Kirkelung, M. (2019). Adaptive leadership in the integration of mergers and acquisitions. (with distinction).

Conference presentations:

Academy of International Business Annual Conference 2016, 2017, 2018

British Academy of Management Conference 2016, 2017, 2018

Academy of International Business Western-USA Chapter Annual Conference 2017

American Conference on the Information Systems AMCIS, 2017

European International Business Academy Conference 2017, 2018

Reviewer for:

Academy of International Business Conferences

British Academy of Management Conferences

Academy of Management Conferences

Journal of East-West Business

International Entrepreneurship and Management Journal

Memberships:

Associate Fellow of The Higher Education Academy

Academy of International Business (2016 to date)

British Academy of Management (2016 to date)

Academy of Management (2017 to date)

Association for Information Systems (2017-2018).

Grants:

Women in International Business (WAIB) grant 500\$ (2016)

University of Reading travel grant £450 (2016, 2017, 2018)

Academy of International Business (AIB) travel grant \$1000 (2017).

Prior business experience:

IDS Scheer Consulting,
a company of Software AG (Germany)

IDS Scheer Consulting (Russia)

Firmenich SA

Bacardi-Martini Group

Finance Manager 2009 - 2016

Finance Director 2005 – 2008.

Finance Manager 2004 – 2005

Auditor 2003-2004

Business Trainings and Consulting:

UCL Consulting online economic course development for the Foreign and Commonwealth Office organised by the UCL Department of Economics (2018).

Business connections, a course, organized by the National Chamber of Entrepreneurs of Kazakhstan *Atameken* and the German Ministry of Economic Affairs and Energy *Fit for the partnership with Germany* (2017).

Digital Leadership, a MOOC course hosted by Henley Business School on the Future Learn

platform (2016)

Kazakh-British Centre for Competitiveness, contribution in the development of the policy recommendations for the Government of Kazakhstan. *Enhancing Competitiveness and Prosperity: Does Local Content Policy Improve Competitiveness in Kazakhstan?* (2016).

