

CALL FOR PAPERS

**THE ASSOCIATION OF BUSINESS HISTORIANS  
20<sup>th</sup> ANNUAL CONFERENCE 2012**

“DECISION-MAKING AND DECISION-MAKERS”

Friday 6<sup>th</sup> – Saturday 7<sup>th</sup> July 2012  
Aston Business School

Business history has frequently focused on the role of strategy and decision-makers, and its long-term impact on the organisation and its wider environment, both nationally or internationally. Conversely, the potential to make decisions is often limited, and constrained by economic, political and social factors, while recent shocks to the economy have been seen as politicians and business leaders taking the wrong strategic decisions when trying to manage risks.

Themes for the conference may include, but are not limited to:

- Decision-makers in business, politics and regional economies
- Risk management and economic crises
- Strategic decisions such as outsourcing, offshoring and downsizing
- Market entry and product development decisions
- Entrepreneurs and entrepreneurial managers
- Leadership and the ethics of decision-making
- Regulation and compliance
- Trends, fashions and the passing of generations
- Intermediaries of decision-making: financial markets, management consultants, accountants, lawyers and other professions
- Business schools: education for judgement?
- Making decision in networks and clusters
- Strategy, structure and the decision-making functions
- Intercultural differences in decision-making

As is traditional, the organizer also welcomes papers on any topic related to business history, even where it does not focus on the conference theme, and on any time period or country.

Proposals are welcome for either individual papers or entire sessions (normally of one-and-a-half hours). Each paper proposal should include a short (one-page) abstract, a list of 3 to 5 keywords and a brief CV. Proposals for sessions should also include a cover letter containing a session title and a brief description of or rationale for the proposed sessions. If you have any questions, please contact the local organiser Stephanie Decker at [s.decker@aston.ac.uk](mailto:s.decker@aston.ac.uk).

Deadline for submission is 31<sup>st</sup> January 2012. Please send proposals electronically to [abhconference@aston.ac.uk](mailto:abhconference@aston.ac.uk), or by mail to:

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