



STRATEGY & MANAGEMENT

PHUONG TRA TRAN

Assistant Professor of Management

CONTACT

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BIOGRAPHY

Phuong Tra Tran is an Assistant Professor of Management at IPAG Business School. She holds a Ph.D. in Management Sciences from the Sorbonne Business School, as well as a Master's degree in Applied Organizations from HEC and Sorbonne Business School. She worked previously as a researcher at the National Center for Scientific Research, where she was in charge of the coordination of two research projects on the topic of Smart Grids and Smart City. Specialized in the topic of public procurements, she currently collaborates with the research group "The Economics of Public Private Partnerships", the Ministry of Economy and Finance, the City of Paris and the French Energy Council. She also realizes frequent consultancy missions and training for the Government of Vietnam. She has published articles to peer-reviewed journals such as the International Journal of Industrial Organization and the Revue d'Economie Industrielle.

EDUCATION

2014: Ph.D. in Management Sciences (Sorbonne Business School)

2010: Master Degree in Applied Organizations (HEC and Sorbonne Business School)

2008: Master Degree in Tourism Management (IAE de Dijon)

2006: Bachelor Degree in Marketing (IAE de Dijon)

RESEARCH AREAS

- Organizational Forms (inter-firm and intra-firm)
- Inter-firm Relationships,
- Public Procurement
- Public Private Partnerships
- Contract Theories

TEACHING AREA

- Organization Theory
- Supply Chain Management
- Organizational Economics

TEACHING PROGRAMS

- Program “Grande Ecole”

PROFESSIONAL EXPERIENCES

Since 2017: Assistant Professor of Management (IPAG Business School)

2015-2017: Post-doctoral fellow (CNRS – University of Paris 1)

2013-2015: Teaching Assistant (University of Paris 1)

SELECTED PUBLICATIONS

Buso, M., Marty, F. et Tran, PT., 2017, Public Private Partnerships from Budget Constraints: Looking for Debt Hiding? International Journal of Industrial Organization, Vol. 51, pp. 56-84.

Marty, F. et Tran, PT., 2014. Le bouclage financier des contrats de partenariats public privé : Quelles perspectives d'évolution ? La préservation de la soutenabilité budgétaire au détriment du partage optimal des risques? Business Administration Review.

Saussier, S. et Tran, PT., 2012, La performance des contrats de partenariat en France : Une première évaluation quantitative, Revue d'Economie Industrielle, vol 140.

“Contrat de partenariat : Mieux connu, plus apprécié” - PPP Mag - January - March 2013 (with Stéphane Saussier, Sorbonne Business School)