

## **ANNOUNCEMENT & CALL FOR PAPERS**

### **22nd ANNUAL INTERNATIONAL CONFERENCE ON REAL OPTIONS**

*Düsseldorf, Germany, June 20 –23, 2018*

*Organized by*

*Real Options Group and WHU – Otto Beisheim School of Management*

*in cooperation with King's College London, Northwestern University and UCLA*

**Submission deadline: February 2, 2018**

**AIM:** To bring together academics and practitioners at the forefront of real options and decision making under uncertainty to discuss recent developments and applications. The conference features academic and professional presentations of theoretical and applied work, workshops and case discussions, experiences from the field and panel discussions.

**TOPICS:** Any paper on the theory or application of real options. Possible topics include: R&D, entrepreneurship and innovation, new product development, capabilities, infrastructure and network (tel, power) investments, valuation of natural resources, commodities and power investments, growth options, competition and strategy, corporate valuation and IPOs, investments involving learning, agency issues and incentives, public infrastructure, environment and public policy, case studies etc. We expect to have sessions on telecoms, oil/energy, innovation, and various public policy issues. We are generally interested in applied or empirical papers, and case studies in these and various other industries.

#### **KEYNOTE SPEAKERS:**

2018 Arnd Huchzermeier (WHU)  
2017 Carliss Baldwin (Harvard U.)  
2016 Peter Kort & Kuno Huisman (Tilburg U.)  
2015 Bart Lambrecht (U. Cambridge)  
2014 Marco Dias (Petrobras)  
2013 Lenos Trigeorgis (U. Cyprus & King's College London)  
2012 Avinash Dixit (Princeton U.)  
2011 Dean Paxson (U. Manchester)  
2010 John Kensinger (U. North Texas)  
2009 Michael J. Brennan (U. Manchester)  
2008 Tom Copeland (MIT)  
2007 Mark Rubinstein (U.C. Berkeley)  
2006 Robert C. Merton (Harvard U.)  
2005 Robert S. Pindyck (MIT)  
2004 Stewart C. Myers (MIT)  
2003 Alex Triantis (U. Maryland)  
2002 Gordon Sick (U. Calgary)  
2001 Eduardo Schwartz (UCLA)  
2000 Myron Scholes (Stanford U.)  
1999 Stephen A. Ross (MIT)  
1998 Robert L. McDonald (Northwestern U.)  
1997 Michael J. Brennan (UCLA)

**SUBMISSION:** Please register on the conference website by filling the paper submission form at [www.realoptions.org](http://www.realoptions.org) and submit a (nearly) completed paper or detailed abstract by **February 2, 2018**. The online submissions form provides a way for you to submit an Adobe® Acrobat® PDF file. The title page should include the affiliation, address, phone, and e-mail of each author. You can replace your file with an updated version at any time up until the conference (using your ID on the website).

**REVIEW COMMITTEE:** Submitted papers will be reviewed by a committee headed by Professors Luiz Brandao (PUC/Rio, Brazil), Marco Dias (PUC/Rio, Brazil), Stein-Erik Fleten (NTNU, Norway), Yuri Lawryshyn (U. Toronto, Canada), Dean Paxson (U. Manchester, UK), Gordon Sick (U. Calgary, Canada), Afzal Siddiqui (University College London, UK), Sigbjorn Sodal (Agder U., Norway), Lenos Trigeorgis (U. Cyprus & KCL, UK), Andrianos Tsekrekos (AUEB, Greece), and Motoh Tsujimura (Doshisha U., Japan).

**PUBLICATION OPPORTUNITY:** Articles that relate to any aspects of innovation may be considered for publication, after a standard review process, in a forthcoming edited book by Lenos Trigeorgis to be published by The MIT Press, titled “Innovation: Flexibility, Organization and Strategy.” Please contact the editor with your interest or submission at [lenos@mit.edu](mailto:lenos@mit.edu).

**BEST STUDENT PAPER AWARD:** Submissions for best papers by Ph.D. students are encouraged. Interested students should submit a complete draft via the Real Options Conference Website by the same deadline and indicate they wish to be considered for the best student paper award. Papers should be no more than thirty pages in length and be written only by the student or at most co-authored with a single supervisor. Submissions will be assessed by a panel headed by Prof. Afzal Siddiqui, UCL. In advance of the conference, authors of the top three papers will be notified and asked to present their work in a special session during the conference. The winner of the best student paper will be announced during the conference and receive an award of US\$500.

**REGISTRATION FEES:** €470 by April 18; €565 thereafter.

Note that registration fees go up by 20% after April 18. No fees can be waived for presenters.

**DISCUSSANT:** Submission of a paper is with the understanding that one of the (co)authors will present at the conference as well as serve as a discussant. Each academic paper will be discussed by an assigned discussant.

**VENUE:** The conference will take place at the WHU campus in Düsseldorf, Germany, with its excellent executive education facilities. Düsseldorf is an international financial, commercial and arts center, renowned for its fashion industry, boutique shops, trade fairs and art scene.

**ORGANIZERS:** Lenos Trigeorgis (U. Cyprus, KCL, MIT & ROG) and Arnd Huchzermeier (WHU).  
*VP Program:* Gordon Sick (U. Calgary).

**NOTIFICATION & INQUIRIES:** paper acceptance and a detailed program description will be communicated later to all those registered by April 18. For more information, on-line registration or previous years’ programs see the real options conference website [www.realoptions.org](http://www.realoptions.org). Please address all registration and other conference-related inquiries to [conference.registration@realoptions.org](mailto:conference.registration@realoptions.org). For local inquiries and logistics, please contact [Kerstin.Wickel@whu.edu](mailto:Kerstin.Wickel@whu.edu)

***RELATED BACK-TO-BACK PRACTITIONER CONFERENCE:*** Academics (only) attending this conference are entitled to receive a 50% discount on the accompanying back-to-back practitioner conference on ***Real Options Valuation in the European Economy*** (June 20-21, 2018) in the same location. Practitioners, company executives or consultants interested to share their application experiences as speakers or panelists at the practitioner conference should contact the organizers via the conference website or email a proposal to Lenos Trigeorgis at lenos@ucy.ac.cy