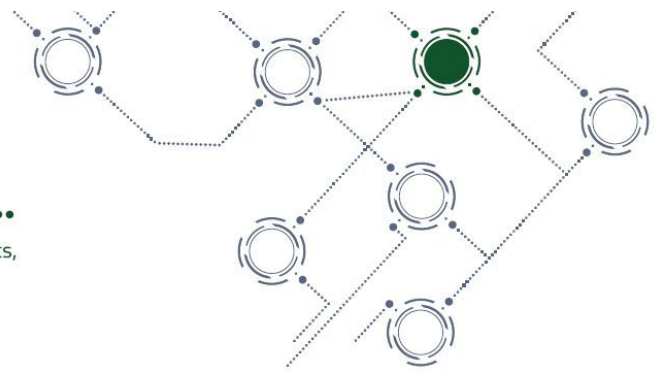




ANNUAL IMP CONFERENCE

Change and Transformation of Markets,
Networks and Relationships

30.08-3.09.2016



CALL FOR PAPERS

The IMP Group is an international group of scholars concerned with developing concepts and knowledge in the field of business-to-business marketing and purchasing. The Poznan University of Economics and Business is happy to invite you to join the 32nd IMP Conference – the leading scientific event on business relationships and networks in the world.

The main focus of the 32nd IMP Conference is **transformation**. The main areas include:

- change in relationships,
- new business networks,
- new business models,
- relationships as a source of technological change and innovation,
- the impact of changing relationships on the surrounding network,
- networks and the changing internationalisation processes,
- relationships as a source of new management strategies and competitive advantage.

Location: Poznań, Poland – vibrating with life, culture and business (<http://poznan.travel/en/>).

Submission: please submit an abstract of competitive or work-in-progress paper using the registration form on www.imp2016.com/registration/.

Important deadlines:

11th January, 2016 – abstract submission

4th April, 2016 – paper submission

26th May, 2016 – confirmation of paper's acceptance

11th July, 2016 – corrected paper submission

Business Day: special event to create a platform for discussion between researchers and business representatives.

Doctoral Colloquium: in-depth discussions and workshops for PhD students led by experienced researchers (please see Call for Doctoral Proposals).

Special tracks: if you are interested in organising a special track please contact: Milena Ratajczak-Mrozek (milena.ratajczak@ue.poznan.pl) no later than **21st December, 2015**.

Publication opportunities: all accepted papers will be published on the IMP Group website. Selected competitive papers will be considered for publication in the special issues of 'Industrial Marketing Management' and 'The IMP Journal'.

Registration fees: early bird (before 20th June, 2016): 590 EUR, late bird: 650 EUR, Doctoral Colloquium: 350 EUR, Business Day: 50 EUR.

More information can be found on: www.imp2016.com/

Best wishes,
The Organising Committee



POZNAŃ UNIVERSITY
OF ECONOMICS
AND BUSINESS

