



## Publications at the Chair of Microeconomics

### Monographs

- Kesting, Peter. Handlungsalternativen: Eine Untersuchung zur Gestalt und Gestaltung ökonomischer Entscheidungen (Habilitationsschrift). Marburg: Metropolis-Verlag, 2003
- Kesting, Peter. Zwischen Neoklassik und Historismus: Das ökonomische Werk Joseph A. Schumpeters aus methodologischer und theoriegeschichtlicher Perspektive. In: Beiträge zur Geschichte der deutschsprachigen Ökonomie, Marburg: Metropolis-Verlag, 1997
- Vilks, Arnis. Neoklassik, Gleichgewicht und Realität. Eine Untersuchung über die Grundlagen der Wirtschaftstheorie. Heidelberg: Physica-Verlag, 1991
- Vilks, Arnis. Aggregation und Kausalität im Modell des allgemeinen Konkurrenzgleichgewichts. Eine Untersuchung über den epistemologischen Status mikroökonomisch fundierter Makroökonomik. Göttingen: Vandenhoeck & Ruprecht, 1984

### Edited books

- Vilks, Arnis; Priddat, Birger P., eds. Wissenschaftstheorie und Wirtschaftswirklichkeit, Marburg: Metropolis-Verlag, 1998

### Articles in peer-reviewed journals and books

- Vilks, Arnis. Axiomatization, Immunization, and Convention in Economics. In: Erasmus Journal for Philosophy and Economics (accepted subject to revision)
- Vilks, Arnis; Kelly, Martin. Global Economic Difficulties. In: The International Journal of Interdisciplinary Social Sciences, (2009), 231-244
- Kesting, Peter. Why Innovations Have to Overcome Routine. In: History of Economic Ideas, 15 (2007), 137-156
- Yuan, Chun. Models of Corporate Governance and Capital Structure in China. In: Finance and Accounting Research, China, 2007
- Smolinski, Remigiusz. Capturing Attitudes and Behavior in International Negotiations: Lessons from the European Union Enlargement Negotiations. 2006 abstract available at SSRN: <http://ssrn.com/abstract=948384>
- Kesting, Peter. Why It Is Possible that Wages and Pensions Can Increase Simultaneously in an Aging and Stagnating Economy. 2006 submitted research paper abstract available at SSRN: <http://ssrn.com/abstract=887331>
- Kesting, Peter; Smolinski, Remigiusz. A Routine-based View on Organizational Change and Dynamic Capabilities. 2006 submitted research paper abstract available at SSRN: <http://ssrn.com/abstract=905526>

- Kesting, Peter; Smolinski, Remigiusz. When Negotiations become Routine. 2006 submitted research paper  
abstract available at SSRN: <http://ssrn.com/abstract=880424>
- Kesting, Peter. The Interdependence between Economic Analysis and Methodology in the Work of Joseph A. Schumpeter.  
to appear in: European Journal of the History of Economic Thought, (2006), 3<sup>rd</sup> issue
- Kesting, Peter. Vision, Revolution, and Classical Situation: Schumpeter's Theory of Scientific Development. In: History of Economics Review (2005), 1<sup>st</sup> issue, 1-21
- Kesting, Peter. Changing Routine: Mechanisms, Opportunities, and Obstacles. 2005 re-submission accepted by Industrial and Corporate Change
- Kesting, Peter. Die Routinefalle – The Routine Trap. In: think act. The Executive Magazine of Roland Berger Strategy Consultants, Vol. 2, 3rd issue, 2005, 36–37
- Kesting, Peter. Das Konzept der Routine in der Betriebswirtschaftslehre: Eine Bestandsaufnahme (The Concept of Routine in Management Science: A Survey).2005  
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- Yuan, Chun. The Current Situation of the Leasing Industry and its Prospects for Development in China. In: Commercial Times; (2004) 5, 41-42
- Kesting, Peter. Schumpeters Theorie der Innovation und der wirtschaftlichen Entwicklung. In: WiSt - Wirtschaftswissenschaftliches Studium, 32 (2003) 1, 34-39
- Vilks, Arnis; Clausen, Thorsten. Evolutionäre Spieltheorie. In: wisu: das wirtschaftsstudium, 28 (Oktober 1999) 10, 1386-1400
- Viki, Arnis. Game Theory meets Formal Logic: Ein neuer Ansatz in der Spieltheorie. In: Homo Oeconomicus, 12 (1995) 1, 185-205
- Vilks, Arnis. On Mathematics and Mathematical Economics. In: Greek Economic Review, 17 (1995), 177-204
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- Vilks, Arnis. 'Empirical Content' and Formal Economic Theory. In: Methodus, 5 (1993) 1, 47-50
- Vilks, Arnis. A Set of Axioms for Neoclassical Economics and the Methodological Status of the Equilibrium Concept. In: Economics and Philosophy, 8 (1992), 51-82
- Vilks, Arnis. 'Empirischer Gehalt' und formale Wirtschaftstheorie. In: Zeitschrift für Wirtschafts- und Sozialwissenschaften, 112 (1992), 587-606.
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- Vilks, Arnis. Approximate Aggregation of Excess Demand Functions. In: Journal of Economic Theory, 45 (1988) 2, 417-424
- Vilks, Arnis. Zur Klein-Nataf-Aggregation bei limitationalen Produktionsfunktionen. In: Methods of Operations Research, 48 (1984), 285-293

## Book chapters

- Kesting, Peter. Oops – Could we have done better? Efficiency in many-issue negotiations and how to realize it. In: Kaczmarek, R.; Zabicki, P., eds. *Psychologia Biznesu: Negocjacje, komunikacja, podejmowanie decyzji*. Poznan: Rebis, 2007
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- Smolinski, Remigiusz. Fundamentals of International Negotiation. In: Paluchowski, W. J., eds. *Negocjacje: Wsrod jawnych zagrozen i ukrytych mozliwosci*. Poznan, Rebis, 2006, 175-189  
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- Vilks, Arnis. Zum erkenntnistheoretischen Status formaler Modelle in der Wirtschaftswissenschaft. In: Bauer, Leonhard, ed. *Gesellschaft denken: Eine erkenntnistheoretische Standortbestimmung der Sozialwissenschaften*. Wien/New York: Springer-Verlag, 2002, 19-31
- Vilks, Arnis. What is a Game? In: Bolle, Friedel, ed. *Advances in Behavioral Economics: Essays in Honor of Horst Todt*. Heidelberg: Physica-Verlag, 2001, 87-96
- Vilks, Arnis. A Logic for Changing Beliefs with Applications to Reasoning about Choice and Games. In: De Swart, Harrie, ed. *Logic, Game Theory and Social Choice*. Tilburg, 1999, 68-76
- Vilks, Arnis. On the Relation between Ordinary Language and Formal Theory. In: Rossini, R., ed. *Economics: Incommensurability and Translation*. Elgar: Aldershot-Verlag, 1999, 157-171
- Kesting, Peter. Wirtschaftswissenschaft und Wirtschaftswirklichkeit. In: Priddat, Birger P.; Vilks, Arnis, ed. *Wirtschaftswissenschaft und Wirtschaftswirklichkeit*. Marburg: Metropolis-Verlag, 1998
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- Vilks, Arnis. A Logic of Rational Play for Games of Perfect Information. In: Karmann, A., ed. *Operations Research '92*. Heidelberg, 1993, 443-445
- Vilks, Arnis. Zur Frage der Währungsordnung der baltischen Staaten. In: Meissner, Boris., ed. *Die Wirtschaft der baltischen Staaten im Umbruch*. Köln: Verlag Wissenschaft und Politik, 1993, 47-54
- Vilks, Arnis. Erwartungsbildung und die Dynamik der Beschäftigungsentwicklung. In: Scherf, Harald, ed. *Beschäftigungsprobleme hochentwickelter Volkswirtschaften: Schriften des Vereins für Socialpolitik. Neue Folge Band 178*, Berlin: Duncker & Humblot-Verlag, 1989, 119-129

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### Dictionary/ Encyclopedia articles

- Vilks, Arnis. (Entry on:) C. G. Hempel: Aspects of Scientific Explanation. In: Volpi, F., ed. Großes Werklexikon der Philosophie. Stuttgart: Kroener-Verlag, 1999
- Vilks, Arnis. (Entry on:) Axiomatization. In: Davis, John B., ed. The Handbook of Economic Methodology. Elgar: Aldershot-Verlag, 1998, 28-32
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### Doctoral theses

- von Stechow, Conrad. Wertschöpfung in Private Equity Transaktionen: Analyserahmen effizienter Vereinbarungen in Akquisitions-Verhandlungen. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2012
- Yuan, Chun. The End of Peasants' Poverty in China: A Study on Peasants' Poverty, Peasants' Economic Behavior, and the Efficiency of National Funds Allocation in China. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2011  
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- Wuttke, Martina. Poverty Alleviation through Corporate Social Responsibility - An Empirical Study on Transnational Corporations in India. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2011
- Federowski, Richard. Unternehmensroutinen im Turnaround-Management: Analyse der Wirkungen von Routinen und routinebewusste Gestaltung der Krisenbewältigung. (supervised by Peter Kesting). Doctoral thesis, HHL – Leipzig Graduate School of Management, 2009
- Eymer, Burkhard. Aspects of Corporate Self-Regulation and Non-Market Management (Co-supervision with Ludo van der Heyden). Doctoral thesis, HHL – Leipzig Graduate School of Management, 2007
- Araci, Latif. Game-Theoretical Modelling of an Airport Market Based on Data of Berlin Airports and Airports of the „Mitteldeutsche Flughafen AG“. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2007
- Smolinski, Remigiusz. European Union Accession Negotiations: Analysis of Negotiating Profiles and Post-negotiation Economic Performance of Member States. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2007
- Herfert, Matthias. Entropy Analysis with Applications to Consumer Theory. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2006
- Baumann, Michael. Outsourcing von Transaction Services im Kontext des Lean Bankings. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2006
- Krecek, Michael. Die Beziehung zwischen Investoren und Venture Capitalist: Strukturen, Vertragsklauseln und ihre entscheidungstheoretische Analyse. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2004
- Niemeier, Stefan. The German UMTS-Auction from a Game Theoretical Perspective. Doctoral thesis, HHL – Leipzig Graduate School of Management, 2002
- Clausing, Thorsten. The Logical Modelling of Reasoning Processes in Games. Doctoral thesis, HHL – Leipzig Graduate School of Management, 1999

## Research papers

- Smolinski, Remigiusz. How was the Fifth European Union Enlargement Actually Negotiated? A Comparative Analysis of Selected Traits, 2006  
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- Kesting, Peter. The Meaning of Intentionality for Decision Making. 2006  
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- Kesting, Peter. Stability and Changeability of Routines: Mechanisms, Opportunities, and Obstacles.  
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## HHL Working papers

- Wuttke, Martina. Analyse der Markteintrittsstrategien chinesischer Unternehmen in Mitteldeutschland am Beispiel von chinesischen Unternehmen im MaxicoM in Leipzig. HHL Working paper 78. Leipzig: HHL – Leipzig Graduate School of Management, 2007
- Vilks, Arnis. Logic, Game Theory, and the Real World. HHL Working paper 73. Leipzig: HHL – Leipzig Graduate School of Management, 2006  
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- La Mura, Pierfrancesco; Herfert, Matthias. Estimation of Consumer Preferences via Ordinal Decision-Theoretic Entropy. HHL Working paper 64. Leipzig: HHL – Leipzig Graduate School of Management, 2004  
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- Vilks, Arnis. Knowledge of the Game, Rationality, and Backwards Induction. HHL Working paper 9. Leipzig: HHL – Leipzig Graduate School of Management, 1997  
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### Conference papers/ Conference contributions

- Vilks, Arnis. Leadership and Meditation. In: Gupta, A., ed., Cambridge Business and Economics Conference (CBEC), Cambridge University, Murray Edwards College, Cambridge, UK, June 27 – 29, 2011
- Vilks, Arnis. Religion and Economics: The Gradual encroachment of Positivism and the Clash of Worldviews. Conference on ‘Religious-Secular Distinction’. British Academy, London, January 14–16, 2010
- Wuttke, Martina. Corporate Social Responsibility as an Integral Part of Core Business and the Third Sector: The Case of the Indian Construction Services Industry. Invited Talk at 6th ISTR Asia and Pacific Regional Conference on the Third Sector, Taipei (Taiwan), November 1-4, 2009
- Vilks, Arnis. Global Economic Difficulties. 4th International Conference on Interdisciplinary Social Sciences, Athens, July 8–11, 2009
- Vilks, Arnis. Wirtschaftstheorie: Mathematik, Sozialwissenschaft oder Ideologie? Invited Talk at Center for Philosophy and Ethics of Science, Leibniz University Hanover, Hanover, April 28, 2009
- Wuttke, Martina. Global Poverty Alleviation: Contribution of Corporate Citizenship as Integral Part of Corporate Strategy. Conference “Market-based Poverty Alleviation: Corporations as agents of development”, Wittenberg, September 29 – October 1, 2008
- Vilks, Arnis. Kripke’s Wittgenstein, Rules and Rationality. Conference “Logic of Change, Change of Logic”, Prague, September 10–14, 2008
- Vilks, Arnis. Some Roots of Western Immorality. SPT Seminar, RSSH, ANU, Canberra, 26 November 2007
- Vilks, Arnis. Axiomatization, Immunization, and Convention in Economics. ECHE – European Conference on the History of Economics, Siena, October 4–6, 2007
- Vilks, Arnis. Leadership and Meditation. OBCE – Oxford Business and Economics Conference, July 8–11, 2007 (published in Oxford: Reason in Practice)
- Vilks, Arnis; Kelly, M. The Case of Global Business and Terror: Philosophy of Management. June 24–26, 2007 (Published in Lynchburg, VA (USA): ABER)
- Vilks, Arnis. Economics and Sustainability. SCEME Seminar ‘Economics as a Moral Science’, Stirling, 19 May 2007
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- Vilks, Arnis. Logic and the Foundation of Game Theory. Invited Talk at the Workshop 'Games in Logic' of the Amsterdam Colloquium, Amsterdam, 1997

### Other publications

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