

Christophe BOUTEILLER

Professor

Finance, Tax & Control Department

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Education

- 2011, Postdoctoral Fellow, Finance (Technology and Policy Program), MIT (Massachusetts Institute of Technology), USA
- 1995, Doctorat, Sciences de Gestion, IAE (Institut d'Administration des Entreprises) Nancy, France

Déterminants Processuels et Contextuels de la Coopération Interentreprise, sous la direction de SCHMIT Jean-Louis

- 1983, DESS, Audit interne des organisations, IAE (Institut d'Administration des Entreprises) Aix-en-Provence, France
- 1982, I.E.P Diploma, Sciences Politiques, IAE (Institut d'Administration des Entreprises) Aix-en-Provence, France

Honors and Awards

- 2001, Golden Pen Award in Finance from CCMP (Centrale de Cas et de Médias Pédagogiques), Paris, France

Teaching Areas at RMS

- Entrepreneurship
- Strategy
- Management Control
- Corporate Finance
- Research Methodology

Teaching Languages

- English
- French

Main courses taught at RMS

- Majeure finance d'entreprise, CESEM 4
- Management stratégique (Marketplace), CESEM 4
- Analyse politique et financière, TEMA 4
- Simulation financière CREAMIN, Sup de Co Cycle Bachelor
- Créativité entrepreneuriale, Sup de Co Cycle Bachelor
- Simulation financière CAFIN, Sup de Co Prépa. Cycle Master
- Stratégie, Sup de Co Cycle Master
- Méthodologie de la recherche, Sup de Co Cycle Master
- Research methodology, Sup de Co Cycle Master
- Mécanismes financiers fondamentaux, MS AFI
- Politique d'investissements, MS AFI
- Evaluation des actifs intangibles, MS AFI
- Venture capital simulation, MSc Finance and International Banking
- Simulation in Behavioral Finance, MSc Finance and International Banking

Course Coordination at RMS

- Analyse et politique financière, TEMA 4
- Behavioral finance, MSc Finance and International Banking
- Study tour, MSc Finance and International Banking

A. RESEARCH ACTIVITY

Areas of research

- Financial evaluation
- Entrepreneurs, Networks

Membership of Scientific Organizations

- Since 1998, Member of Association Française de Finance
- Since 1998, Member of European Accounting Association

Research Programs Participation

- 2000-2001, The Evaluation of Intangibles, Technology and Policy Program, MIT - FNEGE - RMS, USA - France

Research Laboratories Participation

- 1999, GREFIGE (Groupe de Recherche en Economie Financière et Gestion des Entreprises), Université de Nancy II, France

Editorial Participation and Scientific Reviewing

- 2007-2008, Reviewer for congress of Academy of Management
- 2006, Reviewer for AGRH congress
- 2006, Reviewer for RMEM

B. PUBLICATIONS / COMMUNICATIONS

Peer-Reviewed Articles

- BOUTEILLER Christophe, KARYOTIS Catherine, 2010, *The evaluation of intangibles : introducing the optional capital*, Investment Management and Financial Innovations, (Vol 7, issue 4) : pp.85-92.

Books

- BOUTEILLER Christophe, KARYOTIS Catherine, 2011, *L'essentiel du Private Equity et des LBO*, Paris : Gualino, 123 pages.
- BOUTEILLER Christophe, LE GUIRRIEC-MILNER Gaëlle, KARYOTIS Catherine, BOUSLAMA Ghassen, VERNIER Eric, 2009, *La crise financière en 40 concepts clés*, KARYOTIS Catherine (eds), Paris : Revue Banque, 152 pages.
- BOUTEILLER Christophe, COULAUD Alain, 2004, *Gestion de trésorerie : prévision et gestion du B.F.R.*, Collection Finance, .

Chapters in Books

- BOUTEILLER Christophe, 2008, *L'évaluation de l'entreprise*, in GUIDICI Sylvie, COULAUD Alain (eds), Transmission et reprise d'entreprise, Paris : Ellipses, pp.201-226.
- BOUTEILLER Christophe, ASSENS Christophe, 2006, *Mesurer la création de la valeur réticulaire*, in AZAN W, BARES F, CORNOLTI C (eds), Logiques de création - Enjeux théoriques et management, Paris : L'Harmattan.
- BOUTEILLER Christophe, 2003, *The evaluation of intangibles: monetary and non monetary measurements*, in PESQUEUX Yvon (eds), Points de vue sur les sciences de gestion, Paris : L'Harmattan, pp.245-300.
- BOUTEILLER Christophe, COULAUD Alain, ANTOINE Joseph, MAROYE Rose-Marie, 1999, *Comptabilité - Cours programmés avec tests et corrigés*, in ANTOINE Joseph, CORNIL Jean-Paul (eds), Lexique thématique de la comptabilité : dictionnaire spécialisé explicatif, Brussels : De Boeck, Collection Comptabilité, contrôle & finance.

Study Reports (publicly available)

- BOUTEILLER Christophe, 2001, *Rapport de recherche au Technology and Policy Program, Massachusetts Institute of Technology (MIT)*.
- BOUTEILLER Christophe, 2000, *Education à distance : un survey des activités développées par le Massachusetts Institute of Technology (MIT)*.

Published Case Studies

- BOUTEILLER Christophe, HERVE Laurent, September 2011, *The case of Rémy Cointreau: expensive or speculative buy?*.
- BOUTEILLER Christophe, RUIZ Maria, August 2011, *Financial modelling for a Business Plan*.
- BOUTEILLER Christophe, 01 June 2007, *EVALUATRIX : trois cas d'évaluation d'entreprise à travers une OPA, une OPE, une OPR*.
- BOUTEILLER Christophe, 01 June 2006, *Le cas M6*.
- BOUTEILLER Christophe, 01 June 2004, *Evaluatrix : l'évaluation d'une offre publique d'achat, d'échange et de retrait*.
- BOUTEILLER Christophe, EVANS David, ASSENS Christophe, 01 January 2004, *La compagnie générale des eaux: the dynamics of corporate networking*.
- BOUTEILLER Christophe, ASSENS Christophe, 01 March 2000, *La Française des Eaux*.

Non-Refereed Articles

- BOUTEILLER Christophe, 2004, *Gestion de trésorerie, prévision et gestion du besoin de fonds de roulement*, e-book.

Peer-Reviewed Proceedings

- BOUTEILLER Christophe, BOUSSAGUET Sonia, *Témoignage d'une pédagogie innovante : le séminaire de 'créativité entrepreneuriale'*, 1e Conférence Internationale "Culture Entrepreneuriale et Création d'Entreprises à l'Université", Monastir, Tunisia, March 27 - March 30 2008.
- BOUTEILLER Christophe, *The Entrepreneur in the Knowledge Economy: Old Lessons for the new Economy*, EURAM 2007 (European Academy of Management), Paris, France, May 16 - May 19 2007.
- BOUTEILLER Christophe, *Mesurer la création de la valeur réticulaire*, 4e colloque Métamorphose des Organisations, France, October 22 - October 24 2004.
- BOUTEILLER Christophe, *The evaluation of intangibles: advocating for an option based approach*, 6e Congrès Alternative Perspectives on Finance Conference, Hamburg, Germany, August 01 2002.
- BOUTEILLER Christophe, *L'entrepreneuriat est-il une maladie contagieuse ? L'entrepreneur comme sujet d'imitation et le séminaire de création comme mode de contagion*, 6th World Congress IFSAM (The International Federation of Scholarly Associations of Management), Brisbane, Australia, July 10 - July 13 2002.
- BOUTEILLER Christophe, *La valorisation du capital immatériel*, Colloque en gestion ressources humaines - Thème gestion des compétences & knowledge management, Ecole Supérieure de Commerce de Rouen, Rouen, France, March 25 2002.
- BOUTEILLER Christophe, *New trends in evaluating intangibles*, 14e colloque de l'European Accounting Association Conference, April 01 2001.
- BOUTEILLER Christophe, *Théorie de la ressource et réseaux d'entreprises. Le cas de la télévision haute définition*, Colloque La Métamorphose des Organisations, Nancy, France, November 01 1999.
- BOUTEILLER Christophe, *Mise en oeuvre d'un enseignement obligatoire de création et développement d'entreprise par un public volumineux : une démarche sympathique*, 1er Congrès de l'Académie de l'Entrepreneuriat, Lille, France, November 01 1999.
- BOUTEILLER Christophe, DEROY Xavier, *Théorie de la ressource et réseaux d'entreprises. Le cas de la télévision haute définition*, Colloque La Métamorphose des Organisations, Nancy, France, November 1999.

Peer-Reviewed Paper presentation without proceedings

- BOUTEILLER Christophe, KANYINDA-KASANDA Aloïs, KARYOTIS Catherine, *Human capital : assessing the financial value of football players on the basis of real options theory*, 2010 Allied Academies Spring International Conference, New Orleans, USA, April 14 - April 16 2010.

Research Seminars

- BOUTEILLER Christophe, *Recréation d'entreprises et stimulation du désir d'entreprendre : le cas d'une Grande Ecole*, January 01 2004.
- BOUTEILLER Christophe, *The evaluation of intangibles*, October 17 2002.

C. PROFESSIONAL EXPERIENCE

Teaching

- 09/1992 - To date, Professor, Reims Management School, Reims, France
- 09/2005 - 07/2008, Visiting professor, ESA (Ecole Supérieure des Affaires), Beirut, Lebanon
- 09/2000 - 09/2001, Visiting scholar, Massachusetts Institute of Technology, Boston, USA
- 09/1996 - 06/2004, Visiting professor, Université Catholique de Louvain, Louvain, Belgium
- 01/1990 - 06/1992, Expert professor, INSCAE, Antananarivo, Madagascar
- 10/1984 - 12/1989, Professor, Reims Management School, Reims, France

Executive Education

- 09/2010 - To date, Lecturer in Marketplace, Executive managers in MS Business Development and Key Account Management, Casablanca, Morocco, Paris Executive Campus
- 09/2009 - To date, Lecturer in 'Contrôle de la performance', Management controllers, Casablanca, Morocco, Paris Executive Campus
- 09/2009 - To date, Lecturer in networks and cooperations, Public hospital executives in the Champagne-Ardenne Region, Reims, France, Reims Management School
- 11/2006 - To date, Lecturer in financial modelling, Executive MBA, Reims, France, Reims Management School
- 04/2006 - 04/2006, Lecturer in cash management, Executive managers, Beirut, Lebanon, ESA (Ecole Supérieure des Affaires)
- 04/2006 - 10/2007, Coaching executives in finance and budgeting, CNEP Bank, Alger, Algeria, Reims Management School
- 09/2004 - 09/2005, Cost and control of physical activities, Faculté de médecine, Université Catholique de Louvain, Louvain, Belgium
- 01/2001 - 12/2003, Lecturer in networks in labor: strategy, structure and behavior, Sonacotra, Reims, France, Reims Management School
- 01/2001 - 12/2007, Lecturer in networks and partner cooperations, Public hospital executives in the Champagne-Ardenne Region, Paris, Reims, France, Reims Management School
- 03/2011 - 05/2011, Lecturer in 'Analyse et contrôle des états financiers' and 'venture capital', Champagne céréales, Reims, France, Paris Executive Campus
- 09/2008 - 08/2009, Lecturer in cash management and finance, Executives, Beirut, Lebanon, ESA (Ecole Supérieure des Affaires) pro
- 05/2008 - 06/2008, Lecturer in Financial Analysis, Executives, Beirut, Lebanon, ESA (Ecole Supérieure des Affaires)
- 09/2006 - 08/2009, Lecturer in Cost and Management Control and Scorecards, Reims, France, MSc Retailing, Reims Management School
- 07/2006 - 07/2007, Lecturer in asset management, Executive managers, Beirut, Lebanon, ESA (Ecole Supérieure des Affaires)

Consulting

- 07/2010 - To date, Consultant in seeding capital, CKAB, Paris, France, Independent consultant
- 09/2008 - To date, Consultant in finance, Training agency, Paris, France, Skilltank
- 04/2007 - 09/2007, Consultant in development of a profitable activity, Conforama, Paris, France, Reims Management School
- 05/2006 - 06/2007, Expert in New Emerging Sciences and Technologies, European Commission, Brussels, Belgium
- 01/2005 - 12/2005, Consultant in "Project assessment for the New Emerging Sciences and Technologies program, pathfinder "Measuring the Impossible" and "Qu'est-ce qu'être Humain ?", Scientific Expert, Brussels, Belgium, European Commission
- 01/2005 - 12/2005, Consultant in formulating plans of action (coaching of 3 central managers), CNEP Bank, Algiers, Algeria, Reims Management School
- 01/2004 - 12/2004, Consultant in formulating middle term strategies (coaching of 3 central managers), CNEP Bank, Algiers, Algeria, Reims Management School
- 01/1988 - 12/2004, Consulting, training and coaching, CIC, Roussel Uclaf, EDF, Ministère de l'Education Nationale, Public hospital executives in the Champagne-Ardenne Region, Paris, France, CCREGÉ

Company Experience

- 09/2008 - To date, Head of the Master in Finance and International Banking, Reims Management School, Reims, France
- 09/2008 - To date, Founder and Owner, Skilltank, Reims, France
- 09/2007 - To date, Co-founder and member of the board, Discinet Labs, Paris, France
- 01/1995 - 12/1996, Co-Founder and member of the board, Bellême (KAPPA) I.C.E, Paris, France
- 09/1992 - 06/1998, Sup de Co Director, Reims Management School, Reims, France
- 01/1990 - 06/1992, Expert professor in global banking, FNEGE (Fondation Nationale pour l'Enseignement de la Gestion), Antananarivo, Madagascar
- 09/1989 - 06/1992, Director, MBA Program, INSCAE (Institut National des Sciences Comptables et de l'Administration d'Entreprises), Antananarivo, Madagascar
- 09/1988 - 06/1989, 3rd cycle finance and control director, IGS (Institut de Gestion Sociale), Paris, France
- 09/1988 - 06/1989, Head of finance and accounting department, ESC (Ecole Supérieure de Commerce), Reims, France
- 08/1983 - 09/1985, Chief financial officer, B Development, Marseille, France
- 09/1982 - 07/1983, Internal auditor, SCIC caisse des dépôts, Paris, France

D. PROFESSIONAL AND PERSONAL DEVELOPMENT

Continuing education and Self-Development Activities (Training and seminars)

- 09/2006 - To date, Séminaires Vie des affaires et Séminaire création, Ecole de Paris du Management, Paris, France
- 05/2007 - 05/2007, Conférences, EURAM, Paris, France
- 12/2006 - 12/2006, Conférence de l'AFFI, AFFI (Association Française de Finance), Paris, France
- 11/2006 - 11/2006, 5e congrès des Métamorphoses des organisations, Université de Nancy, Nancy, France
- 11/2006 - 11/2006, 4e congrès des journées de l'entrepreneuriat, Académie de l'entrepreneuriat, Paris, France
- 05/2006 - 05/2006, Islamic Finance, Congrès de RMEM, Beirut, Lebanon
- 04/2006 - 04/2006, Human Capital, AGRH
- 10/2011 - 10/2011, Attended meeting on 'Construal Level Theory: State-of-art and future research', Coffee and Theory, Reims Management School, Reims, France
- 10/2010 - 10/2010, Conference on Hedge Funds, New York University and Reims Management School, New York, USA
- 09/2010 - 09/2010, Conference on Financial English and case study "animation", St Gilles College, London, United Kingdom
- 07/2010 - 07/2010, Conférence sur les pratiques de l'enseignement du management, IFSAM (International Federation of Scholarly Association of Management), Paris, France
- 11/2009 - 11/2009, 6e congrès des journées de l'entrepreneuriat, Académie de l'entrepreneuriat, Paris, France
- 09/2009 - 09/2009, Conférence de l'AFFI, AFFI (Association Française de Finance), Paris, France
- 09/2009 - 03/2010, Conferences on the banking sector, Reims Management School, Reims, France
- 12/2008 - 12/2008, Conférence de l'AFFI, AFFI (Association Française de Finance), Paris, France
- 11/2008 - 11/2008, 6e congrès des métamorphoses des organisations, Université de Nancy, Nancy, France

Other Accomplishments (not reported elsewhere)

- 2003 - To date, PNL Practitioner certified
- 2000 - To date, MIT (Massachusetts Institute of Technology) certified