

## Gaëlle LE GUIRRIEC-MILNER

Professor  
Strategy & Entrepreneurship Department  
Email : gaelle.leguirriec@reims-ms.fr

**Education** - 2003, Doctorat, Sciences économiques, Université de Paris II - Panthéon-Assas, France

*L'arbitrage autarcie-marché et la modélisation des décisions de production au sein de la famille : une analyse théorique et empirique*, sous la direction de LEMENNICIER Bertrand

**Honors and Awards** - 2004, Distinguished dissertation award, Université de Paris II - Panthéon-Assas, Paris, France

**Teaching Areas at RMS** - Economics

**Teaching Languages** - English  
- French

**Main courses taught at RMS** - Politique communautaire, CESEM 3  
- Economie internationale, CESEM 3  
- Entreprise et concurrence dans l'Union Européenne, CESEM 4  
- Préparation au CFA level 1, Sup de Co Cycle Master  
- Fondamentaux macro-économiques, MS Private and Professional Wealth Management

**Course Coordination at RMS** - Grands équilibres économiques, Sup'TG 1  
- Politique économique et contraintes internationales, Sup'TG 2  
- Economie - parties 1 et 2, CESEM 1  
- Etudes européennes, CESEM 1  
- Régimes politiques comparés, CESEM 1  
- Economie européenne, CESEM 2  
- Politique communautaire, CESEM 3  
- Droit européen en pratique, CESEM 3  
- Economie internationale, CESEM 3  
- Entreprise et concurrence dans l'Union Européenne, CESEM 4  
- Economie générale, TEMA 1  
- Acteurs et décideurs dans l'Union Européenne, TEMA 1  
- Union Européenne et autres blocs commerciaux, TEMA 1  
- Stratégies d'internationalisation des firmes, TEMA 5  
- Economics, Sup de Co Cycle Bachelor  
- Débat économique contemporains, Sup de Co Cycle Bachelor  
- Economie, Sup de Co Prépa. Cycle Master  
- Economics, Sup de Co Prépa. Cycle Master  
- Compétitivité économique et enjeux stratégiques des entreprises, Sup de Co Cycle Master  
- Economics, International MBA  
- Fondamentaux macro-économiques, MS Private and Professional Wealth Management

## A. RESEARCH ACTIVITY

**Areas of research** - Microeconomics (firms and families)  
- International and European economics

### Research Programs Participation

- Since 2010, Member of RMS 'ICE@RMS' research centre

## Editorial Participation and Scientific Reviewing

- Since 2004, Scientific reviewer for 'Review of Economics of the Household'

## B. PUBLICATIONS / COMMUNICATIONS

### Peer-Reviewed Articles

- LE GUIRRIEC-MILNER Gaëlle, VAILLANT Nicolas, 2005, *From libertinism to marital commitment: the economics of marital research with heterogeneous agents*, Journal of Bioeconomics, (Vol 7, n° 1) : pp. 85-98.

### Books

- LE GUIRRIEC-MILNER Gaëlle, 2009, *Economie Internationale*, Paris : GUALINO/Lextenso Editions, Collection "Memento LMD", 192 pages.
- LE GUIRRIEC-MILNER Gaëlle, 2009, *L'essentiel des mécanismes de l'économie - 2ème édition*, Paris : GUALINO/Lextenso Editions, Collection "Les Carrés", 111 pages.
- LE GUIRRIEC-MILNER Gaëlle, BOUTEILLER Christophe, KARYOTIS Catherine, BOUSLAMA Ghassen, VERNIER Eric, 2009, *La crise financière en 40 concepts clés*, KARYOTIS Catherine (eds), Paris : Revue Banque Edition, 152 pages.
- LE GUIRRIEC-MILNER Gaëlle, ERNEST Loïc, 2008, *L'Union Européenne - Ses institutions et ses politiques économiques*, Paris : Lextenso Editions, Collection "Manuels" Gualino, 680 pages.
- LE GUIRRIEC-MILNER Gaëlle, ERNEST Loïc, 2007, *Les politiques Européennes*, Paris : Lextenso Editions, Collection "Mementos LMD" Gualino, 175 pages.
- LE GUIRRIEC-MILNER Gaëlle, 2006, *L'essentiel des mécanismes de l'économie*, Paris : Gualino Editeur, Collection "Carrés Rouges" Gualino, 101 pages.

### Chapters in Books

- LE GUIRRIEC-MILNER Gaëlle, ERNEST Loïc, 2008, *L'union Européenne tente de faciliter la reprise/transmission d'entreprise*, in GUIDICI Sylvie, COULAUD Alain (eds), *Transmission et reprise d'entreprise*, Paris : Editions Ellipses, pp. 49-55.
- LE GUIRRIEC-MILNER Gaëlle, ERNEST Loïc, 2008, *L'Union Européenne incite au développement des politiques nationales en faveur de la reprise/transmission d'entreprise*, in GUIDICI Sylvie, COULAUD Alain (eds), *Transmission et reprise d'entreprise*, Paris : Editions Ellipses, pp. 41-48.

### Study Reports (publicly available)

- LE GUIRRIEC-MILNER Gaëlle, HATCHUEL Armand, PALLEZE Frédérique, Centre de Gestion Scientifique, Ecole des Mines de Paris, rapport pour le Ministère des PME (sous la direction du professeur HATCHUEL), 85 pages, 1999, *Services de proximité : les conditions de la croissance*.

### Peer-Reviewed Proceedings

- LE GUIRRIEC-MILNER Gaëlle, *A critique of the orthodox modeling of the household decision-making*, 3rd Hawaii International Conference on Social Sciences, Honolulu, Hawaii, USA, June 2004.
- LE GUIRRIEC-MILNER Gaëlle, *Allocation of time within households - Determinants of domestic production arrangements within French households*, SABE (Society for Advancement of Behavioral Economics) Annual Meeting, Lac Tahoe, Nevada, USA, June 2003.
- LE GUIRRIEC-MILNER Gaëlle, *Economics of the family and family policies: intra-household distribution of resources and labor market participation decisions*, Western Economic Association Meeting, CSWEP (Committee on the Status of Women in the Economics Profession) session, Seattle, Washington, USA, June 2002.
- LE GUIRRIEC-MILNER Gaëlle, VAILLANT Nicolas, *From libertinism to marital commitment: an economic analysis of marital research's differentiated objectives*, SABE (Society Advancement of Behavioral Economics)

- Annual Meeting, Industrial Relation Research Association Session, Atlanta, Georgia, USA, January 2002.
- LE GUIRRIEC-MILNER Gaëlle, *Modeling the household decision-making: collectivistic approaches Vs individual arrangements*, SABE (Society for Advancement of Behavioral Economics) Annual Meeting, Washington, Washington DC, USA, June 2001.
- LE GUIRRIEC-MILNER Gaëlle, VAILLANT Nicolas, LEMENNICIER Bertrand, *The second hand marriage market: a lemon market? New evidence from France*, American Economic Association, SABE (Society for advanced behavioral economics) session, New Orleans, Louisiana, USA, January 2001.
- LE GUIRRIEC-MILNER Gaëlle, *Lobbying et services de proximité : une analyse économique de la mise en place des réglementations publiques sur le marché des aides aux personnes et aux familles*, Congrès Annuel de l'AFSE (Association Française de Sciences Economiques), Marseille, France, May 2000.

## C. PROFESSIONAL EXPERIENCE

### Teaching

- 09/2010 - To date, Lecturer in microeconomics, Sciences Po campus euro-américain, Reims, France
- 10/2000 - To date, Professor, Reims Management School, Reims, France
- 09/2003 - 12/2005, Lecturer in european economics, Université Léonard de Vinci, La Défense, France
- 10/2001 - 10/2001, Visiting professor in european affairs, University of Balamand, Tripoli, Lebanon
- 06/2000 - 08/2000, Visiting professor in intermediate macroeconomics, San Diego State University, San Diego, USA
- 02/2000 - 05/2000, Lecturer in microeconomics, Université de Paris I - Panthéon Sorbonne, Paris, France
- 11/1999 - 02/2001, Lecturer in microeconomics, Université de Paris II - Panthéon-Assas, Paris, France
- 09/1997 - 12/2009, Lecturer, ESSEC, Cergy-Pontoise, France

### Executive Education

- 01/2007 - To date, Lecturer in 'La prise de décision en univers incertain, complexe et risqué', 'Sales development and management' BADGE participants, Reims, France, Reims Management School

### Company Experience

- 09/2008 - To date, Head of 'Strategy and Entrepreneurship' department, Reims Management School, Reims, France
- 10/2000 - To date, 'Economics' and 'European Affairs' academic discipline coordinator, Reims Management School, Reims, France

### Other activities : Board of Directors, Association Leadership, Guest speaker in professional meetings,...

- 10/2005, Guest speaker (with Loïc Ernest) in 'European union : to tell right from wrong and turn constraints into opportunities', CCCGare consular, Accounting and Management center of the CCI Reims et Epernay, Reims, France
- 10/2005, Guest speaker in 'Entreprendre en Europe', Innovact, Reims, France
- 04/2005, Guest speaker (with Loïc Ernest) in 'The consequences of european enlargement to central and far-east european countries on French agricultural business', CDJA Bouches-du-Rhône, Eyragues, France
- 12/2003, Guest speaker (with Loïc Ernest) in 'EuroMed association agreements', Elite Communication, Tunis, Tunisia
- 11/2003, Guest speaker (with Loïc Ernest) in 'Can Europe help small businesses to be successful?', Summer University of CGPME (Confédération Générale du patronat des Petites et Moyennes Entreprises), Paris, France