



บันทึกข้อความ

ส่วนราชการ คณะบริหารธุรกิจและเทคโนโลยีสารสนเทศ เขตพื้นที่จักรพงษ์อนุารถ โทร. ๘๑๗
ที่ อว.๐๖๕๑.๒๐๘(๑)/๒๓๖๐ วันที่ ๑๙ ตุลาคม ๒๕๖๖
เรื่อง ขอส่งแบบอนุมัติรางวัลแก่นักวิจัยที่มีผลงานวิจัยตีพิมพ์ในวารสารวิชาการระดับชาติและระดับนานาชาติ
เรียน ประธานคณะกรรมการบริหารกองทุนมหาวิทยาลัยเทคโนโลยีราชมงคลตะวันออก

ด้วย คณะบริหารธุรกิจและเทคโนโลยีสารสนเทศ มหาวิทยาลัยเทคโนโลยีราชมงคล
ตะวันออก มีความประสงค์ขออนุมัติรางวัลแก่นักวิจัยที่มีผลงานวิจัยตีพิมพ์ในวารสาร/บทความวิชาการ
ระดับชาติและระดับนานาชาติ จำนวน ๑ ราย ได้แก่ นางสาวกัญญารัตน์ นิมตระกูล ที่มีบทความวิจัยตีพิมพ์
ประเภทบทความวารสารวิชาการที่ปรากฏในฐานข้อมูล ระดับนานาชาติ นั้น

ในการนี้ คณะบริหารธุรกิจและเทคโนโลยีสารสนเทศ ขอนำส่งเอกสารเพื่อขออนุมัติรางวัล
แก่นักวิจัยที่มีผลงานวิจัยตีพิมพ์ในวารสาร/บทความวิชาการระดับชาติและระดับนานาชาติ ตามเอกสารที่แนบ
มาพร้อมนี้

จึงเรียนมาเพื่อโปรดพิจารณา

ลลนาณี เหนียงแจ่ม

(นางสาวละอองศรี เหนียงแจ่ม)

คณบดีคณะบริหารธุรกิจและเทคโนโลยีสารสนเทศ
มหาวิทยาลัยเทคโนโลยีราชมงคลตะวันออก

เอกสารแนบ

**ข้อมูลงานวิจัยตีพิมพ์ในวารสารวิชาการ ของคณาจารย์
สังกัด คณะบริหารธุรกิจและเทคโนโลยีสารสนเทศ
มหาวิทยาลัยเทคโนโลยีราชมงคลตะวันออก**

ลำดับ	ชื่อบทความวิจัย	ชื่อ - นามสกุล นักวิจัย	ระดับบทความ	จำนวนเงิน
๑	Role of trust in cooperative logistics projects emergence. Cases of Urban Consolidation Centers (UCC)	นางสาวกัญญารัตน์ นิมตระกูล Miss Claire Capo Miss Valerie Michon	นานาชาติ	๑๘,๐๐๐

ข้อมูล ณ วันที่ ๑๙ ตุลาคม ๒๕๖๖
เวลา ๑๑.๐๐ น.

ข้อมูลงานวิจัยตีพิมพ์ในวารสารวิชาการ ของคณาจารย์
สังกัด คณะบริหารธุรกิจและเทคโนโลยีสารสนเทศ
มหาวิทยาลัยเทคโนโลยีราชมงคลตะวันออก

ลำดับ	ชื่อบทความวิจัย	ชื่อ - นามสกุล นักวิจัย	ระดับบทความ	จำนวนเงิน
๑	Role of trust in cooperative logistics projects emergence. Cases of Urban Consolidation Centers (UCC)	นางสาวกัญญารัตน์ นิมตระกูล Miss Claire Capo Miss Valerie Michon	นานาชาติ	๑๘,๐๐๐

ข้อมูล ณ วันที่ ๑๙ ตุลาคม ๒๕๖๖
เวลา ๑๑.๐๐ น.



แบบขออนุมัติรางวัลแก่นักวิจัยที่มีผลงานวิจัยตีพิมพ์ในวารสารวิชาการ
ระดับชาติและระดับนานาชาติ

ชื่อการประชุมวิชาการ/วารสารวิชาการ Gestion et Management Public journal 2310

ชื่อบทความ (ไทย) ไม่มี

ชื่อบทความ (อังกฤษ) Role of trust in cooperative logistics projects emergence. Cases of Urban Consolidation

Cneters (UCC)

ประเภทบทความ การประชุมวิชาการ วันที่จัดการประชุม

นำเสนอใน session วันที่ เวลา

เทคนิคการรายงานวารสารปริทัศน์

วารสารวิชาการที่ปรากฏในฐานข้อมูล

TCI 1 TCI 2 SCOPUS (Q1,2) SCOPUS (Q3,4) ISI

อื่นๆ

วารสาร Gestion et Management public เป็นวารสารฝรั่งเศส ไม่ปรากฏในฐานข้อมูล SCOPUS แต่ปรากฏในฐานข้อมูล CAIRN ของประเทศฝรั่งเศส และฐานข้อมูล EBSCO Essentials ระดับนานาชาติ

วารสารนี้ได้ถูกจัดอันดับโดย “มูลนิธิแห่งชาติเพื่อการศึกษาด้านการบริหารธุรกิจ” (National Foundation for Business Management Education : FNEGE) ให้อยู่ในอันดับ 2 (อันดับ 1 - 4 อันดับ 1 คือดีที่สุด) และถูกจัดอันดับโดย “สภาระดับสูงเพื่อการประเมินผลการวิจัยและการศึกษาระดับอุดมศึกษา” (The High Council for the Evaluation of Research and Higher Education : HECERES) อันดับ B (อันดับ A - C อันดับ A คือดีที่สุด)

เอกสารแนบ 1. การจัดอันดับของวารสารตามมูลนิธิแห่งชาติเพื่อการศึกษาด้านการบริหารธุรกิจ” (National Foundation for Business Management Education : FNEGE)

เอกสารแนบ 2. การจัดอันดับของวารสารตามสภาระดับสูงเพื่อการประเมินผลการวิจัยและการศึกษาระดับอุดมศึกษา” (The High Council for the Evaluation of Research and Higher Education : HECERES)

เอกสารแนบ 3. ข้อมูลหน้าเว็บไซต์ของวารสาร Gestion et Management Public

อนุสิทธิบัตร เลขที่อนุสิทธิบัตร _____

สิทธิบัตร เลขที่สิทธิบัตร _____

ระดับบทความ ระดับชาติ ระดับนานาชาติ

ตีพิมพ์เผยแพร่ Gestion et Management public หน้า 45 - 69 Vol_11 No_1 ปี 2566

ลำดับที่	ชื่อผู้แต่ง / ผู้ร่วมแต่ง	จำนวนเงิน (บาท)	ลายมือชื่อ
1	กัญญารัตน์ นิมตระกูล	18,000	<i>Kanyarat</i>
2	Miss Claire Capo	0	66๓๗ <i>Kanyarat</i>
3	Miss Valerie Michon	0	66๓๗ <i>Kanyarat</i>
รวมเป็นเงิน(ตัวหนังสือ) (หนึ่งหมื่นแปดพันบาทถ้วน)		18,000	

Kanyarat
(นางสาวกัญญารัตน์ นิมตระกูล)

วันที่ 05 / 10 / 2566

[Signature]
(ดร.จिरาย อัครวิบูลย์กิจ)

วันที่ 05 / 10 / 66

ผู้ยื่นเรื่อง

หัวหน้าสาขาวิชา

[Signature] รองคณบดีฝ่ายวิชาการฯ

วันที่ 19 / ๑๐ / ๖๖
[Signature] คณบดี

วันที่ ๑๗ ตุลาคม ๒๕๖๖

<p style="text-align: center;">ผู้อำนวยการสถาบันวิจัยและพัฒนา (เลขานุการคณะกรรมการ)</p> <p style="text-align: center;">_____</p> <p style="text-align: center;">(_____)</p> <p>วันที่ _____ / _____ / _____</p>	<p style="text-align: center;">ผลการพิจารณาของอธิการบดี/ผู้รับมอบอำนาจ (ประธานคณะกรรมการ)</p> <p style="text-align: center;"><input type="checkbox"/> อนุมัติ <input type="checkbox"/> ไม่อนุมัติ</p> <p style="text-align: center;">_____</p> <p style="text-align: center;">(_____)</p> <p>วันที่ _____ / _____ / _____</p>
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

หลักฐานแนบ

1. สำเนาหน้าปกและบทความที่ได้ตีพิมพ์และเผยแพร่ในการประชุม/วารสาร ฉบับสมบูรณ์
2. Proceedings การประชุม (Hard Copy และ/หรือ CD)
3. หลักฐานที่มีค่า ISI Impact Factor หรือการจัดอยู่ในควอไทล์ (กรณีเป็นวารสาร)

ข้อมูลหน้าเว็บไซต์วารสาร Gestion et Management Public

<http://gmp-revue.org/en/home>

The screenshot shows the homepage of the journal. At the top, there is a navigation bar with the email address contact@airmap.fr on the left and social media icons on the right. The main navigation menu includes: Home, Presentation, Reasons for choosing GMP, Submit an article, Publications, Editorial Team, and Contact us. Below the navigation is a large banner with the journal's title "Gestion et Management Public" and a detailed description of the journal's scope and support by AIRMAP. At the bottom of the banner, there are three call-to-action buttons: "Calls for new papers" (with a megaphone icon), "Submit an article" (with a paper plane icon), and "Accessing the platform directly" (with a computer monitor icon).

contact@airmap.fr

Home Presentation Reasons for choosing GMP Submit an article Publications Editorial Team Contact us

Gestion et Management Public

Gestion et Management Public ("Management and Public Administration", hereafter referred to as GMP) is an academic journal supported by the *Association Internationale de Recherche en Management Public* ("International Association for Public Administration Research", hereafter referred to as AIRMAP). Intended for the benefit of researchers, academics and specialists with an interest in this field of study, GMP's four annual issues are free of charge and published simultaneously in English (on the platforms) and in French (on). GMP (ISSN: 2116-2867) received a tier 2 classification in FNEGE's June 2022 ranking of management journals.

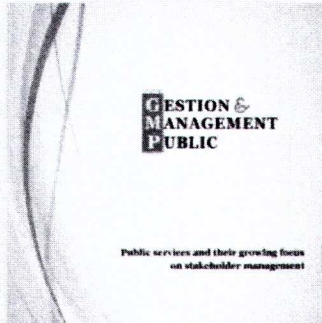
Special Issue

Calls for new papers

Submit an article

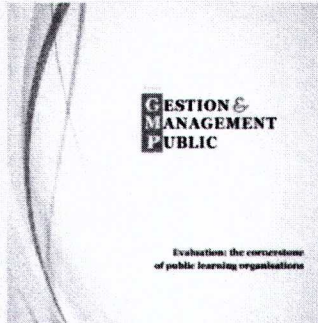
Accessing the platform directly

OUR LATEST PUBLICATIONS



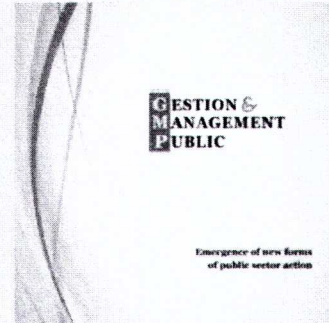
VOL.10, Issue 4, 2022

Summary [[Clic there](#)] Gestion et Management Public vol.10, issue 4, 2022/4. Editorial: Public services and their growing focus on stakeholder management [[Clic there](#)] Annie BARTOLI, Stéphane TREBUCQ. Gestion et Management Public, vol.10, Issue 4, 2022/4, pp. 6-8. Public...



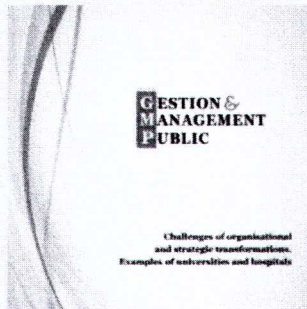
VOL. 10, Issue 3, 2022

Summary [[Clic there](#)] Gestion et Management Public vol.10, Issue 3, 2022/3. Editorial: Evaluation: The cornerstone of public learning organisations [[Clic there](#)] Corinne ROCHETTE. Gestion et Management Public, Vol.10, Issue 3, 2022/3, pp. 6-9. Integrating the stakes of a...



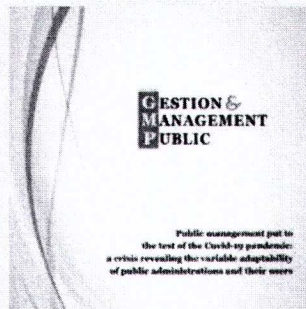
VOL.10, Issue 2, 2022

Summary [[Clic there](#)] Gestion et Management Public Vol.10, Issue 2, 2022/2. Editorial: Emergence of new forms of public sector action [[Clic there](#)] Annie BARTOLI, Stéphane TREBUCQ. Gestion et Management Public, Vol.10, Issue 2, 2022/2, pp. 6-8. Digitalization, an...



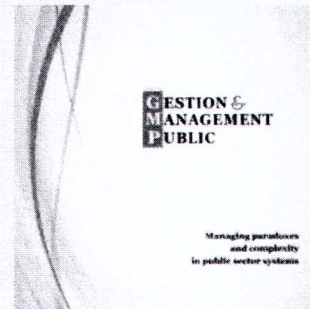
VOL.10, Issue 1, 2022

Sommaire [[Clic here](#)] Gestion et Management Public vol.10, Issue 1, 2022/1. Editorial: Challenges of organisational and strategic transformations. Examples of universities and hospitals [[Clic here](#)] Annie BARTOLI, Stéphane TREBUCQ. Gestion et Management Public, vol.10,...



VOL.9, Issue 4, 2021

Summary [[Clic here](#)] Gestion et Management Public, Vol.9, Issue 4, 2021/4. Public management put to the test of the Covid-19 pandemic: a crisis revealing the variable adaptability of public administrations and their users [[Clic here](#)] Stéphane TREBUCQ. Gestion et...



VOL.9, Issue 3, 2021

Summary [[Clic here](#)] Gestion et Management Public, Vol.9, Issue 3, 2021/3. Editorial: Managing paradoxes and complexity in public sector systems [[Clic here](#)] Annie BARTOLI, Stéphane TREBUCQ. Gestion et Management Public, Vol.9, Issue 3, 2021/3, pp. 6-8. Integrating...



Kanyarat Nimtrakool <kanyarat_ni@rmutto.ac.th>

Now available - Role of trust in cooperative logistics projects emergence. Cases of Urban Consolidation Centers (UCC)

2 messages

Cairn.info <auteurs@cairn.info>

28 September 2023 at 23:30

To: Kanyarat Nimtrakool <kanyarat_ni@rmutto.ac.th>

[View this email in your web browser](#)

Hello Kanyarat,

The following article has been uploaded on Cairn International:

Role of trust in cooperative logistics projects emergence. Cases of Urban Consolidation Centers (UCC)

Kanyarat Nimtrakool, Claire Capo, Valérie Michon

Gestion et management public 2023/1 (Volume 11)

It is now available for free, full-text included.

Yours,

The Cairn team

Authors department

Cairn International

You received this message because the publisher gave us your email address as an author or contributor to this article, in order to inform you of its publication. See our [privacy policy](#) for more details.

Cairn International Edition | [Contact](#) | [Help](#) | [Privacy Policy](#)

Cairn SA - 26 rue Édouard-Lockroy, 75011 Paris, France

Kanyarat Nimtrakool <kanyarat_ni@rmutto.ac.th>

29 September 2023 at 16:50

To: Claire CAPO <claire.capo@univ-lehavre.fr>, MICHON Valerie <valerie.michon@univ-amu.fr>

Bonjour Claire et Bonjour Valérie,

J'espère que vous allez bien et que la rentrée s'est bien passée.

Je vous transfère le mail de CAIRN pour notre article en anglais.

Bises,



AIRMAP
Association Internationale de
Recherche en Management Public

Role of trust in cooperative logistics projects emergence. Cases of Urban Consolidation Centers (UCC)

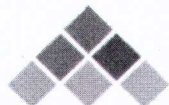
Kanyarat Nimtrakool, Claire Capo, Valérie Michon

IN GESTION ET MANAGEMENT PUBLIC VOLUME 11, ISSUE 1, 2023, PAGES 45 TO 69
PUBLISHERS AIRMAP

ISSN 2116-8865

Article available online at

<https://www.cairn-int.info/revue-gestion-et-management-public-2023-1-page-45.htm>



CAIRN.INFO
MATIÈRES À RÉFLEXION

Discovering the outline of this issue, following the journal by email, subscribing...
Click on this QR Code to access the page of this issue on Cairn.info.



Electronic distribution Cairn.info for AIRMAP.

Reproducing this article (including by photocopying) is only authorized in accordance with the general terms and conditions of use for the website, or with the general terms and conditions of the license held by your institution, where applicable. Any other reproduction, in full or in part, or storage in a database, in any form and by any means whatsoever is strictly prohibited without the prior written consent of the publisher, except where permitted under French law.

The role of trust in cooperative logistics project emergence Case studies of urban consolidation centres (UCC)

*Le rôle de la confiance dans l'émergence des projets logistiques coopératifs
Cas des centres de consolidation urbains (CCU)*

Kanyarat NIMTRAKOOL

Department of Logistics Technology and Transportation System Management
Faculty of Business Administration and Information Technology, Rajamangala University of Technology Tawan-Ok, Thailand
kanyarat_ni@rmutto.ac.th

Claire CAPO

Université Le Havre Normandie, Normandie Univ, NIMEC UR 969, F-76600 Le Havre, France
claire.capo@univ-lehavre.fr

Valérie MICHON

Aix-Marseille Université / CRET-LOG | valerie.michon@univ-amu.fr

ABSTRACT

Theme. Trust between public and private actors in urban logistics as a lever for the success of urban consolidation centres (UCC).

Context and objectives. Faced with the growing difficulties caused by the increase in the flow of goods in cities (congestion, pollution, loss of economic activities), collaborative logistics projects are emerging as innovative solutions to promote more sustainable logistics. This research aims to identify the levers of success for implementing urban consolidation centres (UCC), which represent a solution to the challenge of logistics mutualization. However, this logistics project involves a complex form of cooperation among multiple private and public actors, which is challenging to implement.

Problem. By focusing on the preadoption phase of a UCC, i.e., the genesis of the project and the corresponding relationships among actors, we study the existence of different forms of trust relationships between actors and their impact on the construction of multiactor urban projects.

Main theoretical anchors. UCCs are character-

ized by cooperative interorganizational relationships (IORs) and represent innovations for urban logistics actors. Within these relationships, we mobilize the three forms of trust, i.e., interpersonal, institutional, and interorganizational trust (Zucker, 1986; Rousseau *et al.*, 1998), and highlight their positive impact on the preadoption phase of UCC projects with respect to the actors involved.

Methodological protocol. A qualitative methodology featuring multiple case studies is used to study lived events and actors' perspectives (Miles & Huberman, 2003), allowing us to understand the context, processes, and IORs that emerge among different actors. Three case studies were selected and conducted via semistructured interviews with direct actors in the UCCs of Bristol-Bath (UK), SimplyCité (Saint-Étienne), and Les Cordeliers (Lyon). Different IOR structures are available in this context: public-private, public-public, and private-private. This empirical research is part of a comprehensive approach (Dumez, 2016), which involves content analysis through coding, with the purpose of analysing the qualitative data. Then, we quantified the occurrences of the variables, which consisted of a count of similar variables (Espeland & Stevens, 2008). For this trust analysis study, the appearance of the variables in speeches and

related quotations was identified. This content analysis allows us to identify the characteristics and impacts of trust expressed by the actors. Quantification eases these comparisons.

Main results. UCCs are still rare, and their emergence remains fragile due to their cooperative nature and the diversity of stakeholders. Trust among project actors, particularly interorganizational trust, facilitates the implementation of UCCs. Trust among actors in urban logistics projects is based on many va-

riables at different levels. Moreover, the actors' discourses revealed variables that have not been specifically identified in the literature on public actors. In this context, public actors appear to be trust inducers. Under these conditions, they maintain this trust over time (sustainability and recurrence).

Key-words

City logistics; Urban Consolidation Center (UCC); Interorganizational relationship; Trust; Preadoption

RÉSUMÉ

Thème. La confiance entre les acteurs publics et privés de la logistique urbaine comme levier de réussite des Centres de Consolidation Urbains (CCU).

Contexte et objectifs. Face aux difficultés grandissantes nées de l'accroissement des flux de marchandises en ville (congestion, pollution, perte d'activités économiques), des projets logistiques collaboratifs émergent et apparaissent comme des solutions innovantes pour une logistique plus durable. L'objectif de cette recherche est d'identifier les leviers de réussite de la mise en place de Centres de Consolidation Urbains (CCU), lesquels représentent une solution de mutualisation logistique. Ce type de projet logistique, constitue une forme de coopération complexe entre de multiples acteurs privés et publics, difficile à mettre en place.

Problématique. En nous intéressant spécifiquement à la phase de pré-adoption d'un CCU, c'est-à-dire la genèse du projet et des relations entre acteurs, nous étudions l'existence de différentes formes de relations de confiance entre les acteurs et leurs impacts sur la construction de projets urbains multi-acteurs.

Principaux ancrages théoriques. Les CCU se caractérisent par des relations interorganisationnelles (RIO) coopératives et représentent des innovations pour les acteurs de la logistique urbaine. Au sein de ces relations, nous mobilisons les trois formes de confiance interpersonnelle, institutionnelle et interorganisationnelle (Zucker, 1986 ; Rousseau *et al.*, 1998) afin de proposer un impact positif

de chacune d'elles sur la phase de pré-adoption des projets de CCU par les acteurs.

Protocole méthodologique. Une méthodologie qualitative avec études de cas multiples, visant l'étude d'événements vécus et des perspectives des acteurs (Miles & Huberman, 2003) nous permet de comprendre le contexte, les processus et les RIO entre différents acteurs. Trois études de cas ont été choisies et menées avec des entretiens semi-directifs auprès des acteurs directs des CCU de : Bristol-Bath (Royaume-Uni), SimplyCité (Saint-Étienne) et des Cordeliers (Lyon), et disposent de différentes structures de RIO : publiques-privées ; publiques-publiques et privées-privées. Cette recherche empirique s'inscrit dans une démarche compréhensive (Dumez, 2016) au travers d'une analyse de contenu par le codage pour analyser les données qualitatives. Puis, nous avons quantifié les occurrences d'apparition des variables, ce qui consiste à un comptage des variables similaires (Espeland & Stevens, 2008). Dans le cas de l'analyse de la confiance, les occurrences d'apparition des variables, dans le discours et les verbatim afférents, ont été déterminées et permettent d'identifier les caractéristiques et les impacts de la confiance exprimée par les acteurs. La quantification facilite la comparaison.

Principaux résultats. Les CCU sont encore rares et leur émergence reste fragile du fait de leur nature coopérative et de la multiplicité des parties prenantes. La confiance entre les acteurs du projet facilite la mise en place du CCU, en particulier la confiance interorganisationnelle. La confiance entre les acteurs des projets de logistique urbaine repose sur de nombreuses variables, à différents niveaux.

Le discours des acteurs a, de plus, révélé des variables non-identifiées dans la littérature impliquant particulièrement les acteurs publics. Dans ce cadre, les acteurs publics apparaissent comme des inducteurs de confiance à condition de la maintenir dans le temps (durabilité et récurrences)

Mots-clés

Logistique urbaine ; Centre de Consolidation Urbain (CCU) ; Relation interorganisationnelle ; Confiance ; Pré-adoption

INTRODUCTION

The increased demand for public space in the city by residents, visitors, and business users in relation to urban goods movement (UGM) has led to a congested situation (Sullet & Dossou, 2018; Pilecka *et al.*, 2018), and the economic and environmental impacts stemming from this situation are on the rise (Wang *et al.*, 2018). This major challenge associated with urban areas, as highlighted by the United Nations (2018), is accelerating due to the demographic growth of cities (68% of the world population will be urban by 2050). Furthermore, urban travel, which causes a great deal of pollution, already produces approximately 40% of CO₂ and more than 70% of other greenhouse emissions (European Centre for Government Transformation, 2015). Therefore, urban areas represent a challenge for public authorities. In this context, urban freight transport (UFT), which accounts for between 6 and 18% of total trips in cities (Figliozzi, 2010), must now be integrated into public policies since it remains necessary to ensure the economic, social, and environmental development of a territory (Nimtrakool, Chanut & Grandval, 2014).

The planning and use of urban spaces are increasingly taking into account UFT, a process which involves many actors (service providers, merchants, municipalities, consumers, etc.). The need to restructure freight movements also involves technological, economic, and social transformation and the reclassification of land use (Russo & Comi, 2012). This situation also refers to the improvement of UFT by private actors (Russo & Comi, 2012). Appropriate public policies, referred to by the term “*urban logistics*” or “*city logistics*”, must be considered. City logistics takes into account urban areas' complex and multi-dimensional characteristics (Nathanail *et al.*, 2018)

and proposes ways to improve them. Its complex characteristics arise from the diversity of the attributes of cities (geographical, political, socioeconomic, demographic, structural), from the dynamics of various urban projects, and from the fact that this approach leads to multistage processes of reconversion (Brun *et al.*, 2014). Urban projects with logistical purposes result from these reflections on the role of UFT and the need for transformation in pursuit of varied and sometimes divergent objectives, in line with heterogeneous rhythms and governances (Russell & Smorodinskaya, 2018). Urban actors are becoming aware of the importance of improving UFT from a social and environmental perspective (Zanni & Bristow, 2010) and acting to create new urban logistics schemes (Sullet & Dossou, 2018). However, local or national actors from different economic, private, or public spheres, who thus have different expectations and objectives, must find common solutions (Taniguchi *et al.*, 2001; Capo & Chanut, 2015). Local authorities seek to reduce the number of vehicles entering the city to ensure the inhabitants' quality of life and mitigate social and environmental problems (Witkowski & Kiba-Janiak, 2014). Simultaneously, private actors aim to optimize their performance and reduce the costs of the last mile (Gonzalez-Feliu *et al.*, 2013). Each urban logistics project mobilizes forms of steering that multiply the involvement of expertise and stakeholders of multiple natures (public and private) (Russell & Smorodinskaya, 2018).

Therefore, several logistics projects in urban areas have been tested and even implemented to reduce the negative impacts of UFT. Including urban logistics spaces (ULS), click&collect spaces, and urban lockers, these projects have been more or less successful. Some such projects have even become permanent. They correspond to certain types of consumers

of certain goods and have two main objectives: to organize the delivery of goods using a form of mutualization and to offer consumers increased and rapid availability of their goods. In this way, urban actors can collaborate to test new strategies for improving UFT. Most work on this issue has focused on optimizing the delivery of goods in city centres and developing appropriate routes (Quak, 2008). Indeed, public and private actors and researchers have focused on this issue (Cherrett *et al.*, 2012). Despite the emergence of many solutions for UFT, many cities have yet to find the right solution that meets their needs (Dabanc, 2012). Among the solutions currently being tested to meet these emerging needs, freight consolidation has been identified as a strategy that can be used to reduce the negative impacts of UFT and improve freight delivery in cities (Conway *et al.*, 2012; Nathanail *et al.*, 2018). The platform facilitating freight consolidation in the city corresponds to an urban consolidation centre (UCC) (Triantafyllou, Cherrett & Browne, 2014). The interest in this type of urban project, the UCC, is explained by the fact that it has been identified as a sustainable solution in the city and is suitable for satisfying the different interests of multiple urban actors. UCC projects are characterized as interorganizational relationships (IORs) among different actors in the city regarding the implementation of this type of project. However, interorganizational collaboration (IOC) faces certain challenges and many obstacles that require time and resources to overcome (Aunger, Millar & Greenhalgh, 2021). These challenges include the impact of historical relationships among partners, the difficulty of overcoming conflicts, building trust, and navigating complex regulations (Casey, 2008). In addition, IOC requires time to establish and sustain. Unsurprisingly, the implementation of such collaboration often encounters temporary delays or abandonment or even failure to achieve the benefits sought by some parties (Pettigrew *et al.*, 2019). Many studies have focused on understanding IOCs, but few have focused on the adoption of UCC projects. Lescar *et al.* (2015) classified innovation adoption into 3 phases: preadoption, adoption, and postadoption. Preadoption, the phase of realizing and recognizing needs, gathering information, and assessing the capacity to meet a need, is characterized by a state of fragility that is explained by a structuring of relationships that is not self-evident.

Numerous studies have investigated UCCs (Kin *et al.*, 2016), but few have focused on the preadoption phase of the logistics project, which is nevertheless critical and features fragile relationships among actors. Thus, our research focuses on the preadoption phase of the UCC. This phase highlights the diversity of dedicated and committed urban actors in this context, whose interests are sometimes incompatible. These potential divergences highlight the fragility of the preadoption phase. Indeed, over the last 25 years, 150 UCCs have been launched in Europe. Only five projects have survived (Dabanc, 2011, p.249). Ninety-six percent of UCC projects encountered difficulties during this preadoption phase. This research explores the factors influencing the preadoption phase of urban consolidation projects such as UCCs, in particular the relationship of trust and the role that it can play in their success; thus, this research investigates the interest of public actors in multiplying actions aimed at reinforcing trust in the framework of urban mutualization projects. Indeed, Pérez-Bernabeu *et al.* (2015) demonstrated that trust among urban actors is essential to their collaboration. Trust influences IORs and their modes of governance (Makaoui, 2010), thereby reducing opportunistic behaviour and increasing the duration of the relationship, which promotes mutual learning (Ring & Van de Ven, 1992) and increases the predictability of actors' behaviours among themselves (Van Meerkerk & Edelenbos, 2014).

After defining the UCC as a logistics project that requires cooperative IORs, we examine the different forms of trust involved and their potential impacts on the project actors. This research focuses on three multiactor UCCs, for which we analyse the forms of trust identified and their role in the actors' IORs through an intercase analysis.

1. COLLABORATIVE LOGISTICS PROJECTS WITH HIGH STAKES FOR THE CITY

In the field of management sciences, the oldest works on urban logistics focus on flow simulation and engineering aspects (Nimtrakool, Chanut & Grandval, 2014). However, another, more recent strand of research has shown particular interest in urban logistics actors' strategic and organizational dynamics (Capo & Chanut, 2015). Our theoretical framework is situated in this paradigm and focuses on the impact of trust on the preadoption phase of a logistics project such as a UCC. First, we define UCCs, following which we focus on the relational components of this type of initiative, particularly the concept of trust.

1.1. Urban consolidation centres (UCCs) within cities: A typology

Several definitions of UCC have been proposed. Björklund, Abrahamsson, and Johansson (2017, p.37) claimed that they are “*systems that decouple long-distance transport, typically with large trucks, and last-mile transport within urban areas, often with vehicles designed for urban transport.*”

Browne *et al.* (2005, p.4) defined a UCC as “*a logistics facility that is situated in relatively close proximity to the geographic area that it serves be that a city centre, an entire town or a specific site (e.g., shopping centre), from which consolidated deliveries are carried out within that area*”. These authors characterized a UCC in terms of infrastructure located close to a concentration of multiple delivery destinations in the city. A UCC can vary from a small area to a more extensive form in the urban space. Our research builds on this comprehensive and detailed definition.

However, several typologies of UCCs exist, which are based on the forms of cooperation involved (Köhler, 2001) and the country in which the UCC is located, such as the Monaco model, the German model (Routhier, 2002), the forms of organization of internal freight transport (Klaus, 2005) or inter-organizational relationships (BEST Urban Freight Solutions – BESTUFS 2002). Nevertheless, the latter

classification, which involves the description and role of public and private actors, is retained:

1. Private or semiprivate UCC refers to UCC projects in which carriers or shippers initiate the project and are involved in its internal operations. Public authorities do not influence the organization of the hub. However, they may subsidize the hub either directly or indirectly. In this type of UCC, there is only one carrier or shipper per hub.
2. Multiuser UCC refers to projects in which the initiators are public authorities and/or a group of private actors. The objective is to provide services to potential adopters. In this framework, the potential users are often several transporters or shippers on the same platform, unlike the previous type of UCC.
3. Special UCC refers to projects that are dedicated to specific areas, such as the airport or work zones.

Our theoretical framework is therefore based on the UCC classification of types (1) and (2). However, type (3) is too specific and does not fall within the scope of this research.

Within the UCC, many activities occur as part of which different urban actors use resources and a collaborative platform, including capabilities and processes, that are essential components of value creation (Shafer, Smith & Linder, 2005). Thus, the services included in UCC activities can be offered through different forms of value provision (Björklund, Abrahamsson & Johansson, 2017). Several forms of benefits for direct actors (initiators) and indirect actors (UCC users) exist. The benefits for UCC initiators and users are (1) the ability to split large deliveries into smaller deliveries by changing the type of vehicle and the frequency of delivery, thereby meeting the needs of the recipients of the goods most effectively (Triantafyllou, Cherrett & Browne, 2014), (2) dramatically increasing the reliability and flexibility of deliveries (Browne *et al.*, 2014), and finally (3), providing access to value-added service offerings such as reverse logistics, warehouse management, brokerage, and express shipping (Van Rooijen & Quak, 2010).

1.2. The urban consolidation centre (UCC): A form of cooperative interorganizational relationship (IOR)

The definition and naming of a UCC refer to the consolidation processes that take place to enable it to function: consolidation at the level of the logistics organization and the construction of a consultation process with the main UCC actors (Gonzales-Feliu *et al.*, 2013). This approach takes the form of horizontal cooperation (among shippers)—or even cooptation (Bengtsson & Kock, 1999) in the case of competing firms – and vertical cooperation (between shippers and UCC initiators). Of course, UCCs vary greatly from one project to another, which makes it impossible to transpose a model that has been applied in one city or country to another city or country (Dablanc, 2012). Nevertheless, one constant remains in all the forms observed: the very organization of the platform. That is, the UCC requires interorganizational cooperation, although varied and hybrid cooperation models are emerging (Armand, Evrard-Samuel & Cung, 2013).

Interorganizational cooperation can be defined (Nagati, Rebolledo & Jobin, 2009) by reference to six dimensions drawn from the literature: (1) shared common goals, (2) information exchange and the implementation of tools and information transfer, (3) the joint planning of activities, (4) trust and commitment, (5) risk sharing and (6) benefits. The components of cooperation take on a specific meaning when applied to UCCs, especially in the preadoption phase. Indeed, this cooperation unifies several unrelated entities: shippers and the public or private actors responsible for creating the UCC and organizing and consolidating the corresponding flows. This situation leads to a complex form of cooperation despite shared operational objectives: facilitating delivery in city centres despite regulations and restrictions. The complexity of such cooperation has a particular impact on communication and information sharing among actors. Because of the diversity of the actors and their economic spheres, their interests may be divergent or even competing, making cooperation difficult. The sharing of information through, among other things, the implementation of integrated tools to facilitate an optimized exchange becomes necessary for the joint planning of activities. Close to the models of logistical mutualization, the UCC encounters that occur during

this preadoption phase the same problems of communication and information sharing among different entities (Michon & Capo, 2019).

Moreover, cooperation implies sharing benefits as well as its corollary, i.e., risk-taking (Ha, Park & Cho, 2011). The preadoption phase involves preparing for this sharing through the contractualization of relationships. Finally, the two notions of commitment and trust are inseparable from the evolution of relationships towards cooperation (Macneil, 1977). The notion of commitment refers to the temporal component of the IOR (Des Garets, 2000). The parties wish to cooperate for a long time, and this goal entails a real commitment that pushes the actors to create a UCC and to work on it to make it sustainable by meeting the needs and requirements of “the users”. Trust plays a role in the cooperation and development of IORs by facilitating the emergence of a logistics project. Therefore, trust is identified as a major antecedent to cooperative IORs.

1.3. Trust: The antecedent of the interorganizational relationship within a logistics project

Trust, as a central concept used to explain behaviour in an interorganizational context (Bachmann & Inkpen, 2011), has been the subject of research in multiple disciplines, particularly psychology, sociology, and economics (Brinkhoff, Özer & Sargut, 2015). Several works, which are already old, have proposed numerous definitions of trust (Laequddin *et al.*, 2010). Trust is multidimensional (Holland, 1998) and has sometimes been described as a fuzzy concept (Mothe & Ingham, 2000). In management science, the definition provided by Rousseau *et al.* (1998, p.395) insists on two necessary conditions for the development of trust: the existence of a risk and interdependence. Indeed, trust is strongly linked to risk: if a risk exists, there is an interest in trust (Lewis & Weigert, 1985), but trusting each other also corresponds to risk-taking. Moreover, if the interdependence among actors is unbalanced and one of the actors is more dependent than the others, the need for trust is stronger. Conversely, if the interdependence among actors is equal, there is less need for trust (Sheppard & Sherman, 1998).

In the literature, three types of trust have commonly been proposed (Zucker, 1986) as playing a role in relationships among organizations. For Rousseau *et al.* (1998), these three types of trust complement or substitute each other.

1.3.1. Interpersonal trust: The basis for developing trust

Interpersonal trust pertains to trust among individuals (Luhmann, 1979; Giddens, 1990; Zaheer *et al.*, 1998) and can be based either on their intentions or their skills (Sako, 1997) (Table 1). It is based on several variables that can be grouped into four categories: (1) the existence of a history among individuals either due to shared experiences or to a friendly or

filial bond; (2) the good faith of the actors, which is based on their willingness to respect the promises made, taking into account the interests of the other parties, in an attitude based on honesty, integrity, and openness; (3) the recognition of the actors who are individually perceived as competent; and (4) an acceptance of vulnerability concerning the other actors.

1.3.2. Institutional trust: A peaceful environment for building trust

Institutional trust is based on a social structure and is exercised in the context of the relationship more than in the relationship itself (Table 2). This notion

VARIABLE	MEANING	SOURCE
Existence of friendship, kinship, or affinity ties	Trust requires familiarity, a mutual understanding that depends on interactions over time.	Williamson, 1993; Brinkhoff, Özer & Sargut, 2015
Personal experience	Trust is established based on personal experience and community.	Tan & Thoen, 2002; Laeequddin <i>et al.</i> , 2010
Expectation of good behaviour from others	Behaviour that is in the best interest of the trustor (reliability or predictability).	Tschannen-Moran & Hoy, 2000; Rousseau <i>et al.</i> , 1998
Insurance (confidence)	Efforts to follow through on promises, exhibit honesty in acting, and not take advantage of others.	Cumming & Bromiley, 1996
Benevolence / goodwill	The extent to which one believes that the other wants to do good apart from a self-centred profit motive.	Mayer, Davis & Shoorman, 1995; Ring & Van de Ven, 1994; Makaoui, 2010
Honesty	Hope that one can trust the word or writing of the other.	Rotter, 1971; Hoy & Kupersmit, 1985
Integrity	The perception that the set of principles possessed by the other is at an acceptable level.	Mayer, Davis & Shoorman, 1995; Hosmer, 1995
Information sharing	The tendency to share information.	Tschannen-Moran & Hoy, 2000
Personal competence	When a person is considered to have the ability to accomplish what is expected (in their field).	Barber, 1983; Mayer, Davis & Shoorman, 1995
Acceptance of vulnerability (risk)	A psychological state in which one accepts vulnerability to others only because one expects a certain type of behaviour from others.	Tschannen-Moran & Hoy, 2000; Mishra, 1996

Table 1 – Interpersonal trust variables (literature synthesis)

Source: the authors

includes, for example, trust in the terms of the transaction because of an ethical code, a contract, or a norm. A third party, such as the state, can guarantee it. It is based on the expressed need of the actors to control risks, particularly those related to the behaviour of other actors. To accomplish this goal, information sharing and collective planning lead to contractualization, a set of administrative and legal rules, and an adequate environment, all of which are established and guaranteed by the public authorities (Cai *et al.*, 2010).

1.3.3. Interorganizational trust: The importance of organizational interactions in the development of trust

For Ramonjavelo *et al.* (2007, p.142), organizational trust is “the extent of trust placed in the partner organization by members of a core organization”.

It involves individuals within at least two organizations and depends on several determinants: reputation, skills, expertise, past experiences, the relative power of the organizations (dependence), size, and culture (Koenig & Van Wijk, 1992). It manifests in relationships through acts of good faith, benevolence, compliance with rules without formal control, and the adoption of a cooperative mode. Since positive expectations can result from familiarity between two organizations, those that have been allies in the past would have the opportunity to deepen their knowledge and could assure themselves of the reliability of their partner or a future partnership (Brinkhoff, Özer & Sargut, 2015) (Table 3).

These impacts on relationships have been extensively developed. Trust has also been identified as an important component of IORs (Jenssen & Nybakk, 2013) and as essential to collaborative behaviour (Ring & Van de Ven, 1992) or transactions

VARIABLE	MEANING	SOURCE
Adaptation to risk	A risk adaptation mechanism (institutional trust) becomes imperative beyond the level of characteristic trust and rational trust about controlling risk and inducing trust among supply chain members.	Laequddin <i>et al.</i> , 2010
Information sharing	A culture of sharing information about the project context.	Cai <i>et al.</i> , 2010; Brinkhoff, Özer & Sargut, 2015
Collaborative planning	Cooperation within the project organization. Collaborative planning is enhanced by information sharing and communication.	Cai <i>et al.</i> , 2010; Brinkhoff, Özer & Sargut, 2015
Compliance with rules, standards, laws, regulations, and warranty, insurance, and contract	Confidence in institutions increases due to administrative rules, standards, laws, and regulations related to the services and information provided as well as improvements and increased use of information and communication technologies.	Welch, Hinnant & Moon, 2005; Zucker, 1986; Laequddin <i>et al.</i> , 2010
Legal structure	The legal structure and government support can create a very diverse competitive environment.	Brinkhoff, Özer & Sargut, 2015
Government support	The legal structure and government support can create a very diverse competitive environment.	Brinkhoff, Özer & Sargut, 2015

Table 2 – Variables of institutional trust (literature synthesis)

Source: the authors



2. RESEARCH DESIGN

The theoretical framework allows us to identify three research proposals based on the three types of trust. Each such proposal influences the relationships among actors in the preadoption phase of the UCC project towards an effective realization of the project:

- **Proposition 1:** Interpersonal trust positively influences IORs in the preadoption phase of UCC.
- **Proposition 2:** Interorganizational trust positively influences IORs during the preadoption phase of the UCC.
- **Proposition 3:** Institutional trust positively influences IORs during the preadoption phase of the UCC.

Each proposition argues that trust influences IORs by reinforcing them and aiming in the direction of implementing the UCC logistics project. To analyse the impact of personal, relational, and institutional trust on the adoption of UCC, three exploratory case studies were conducted to investigate three UCCs: Bristol-Bath UCC (UK), SimplyCité (Saint-Étienne) and Les Cordeliers (Lyon).

2.1. Data collection and UCC case studies

We adopted a qualitative methodology featuring multiple case studies, as we aimed was to study lived events and actors' perspectives (Miles & Huberman, 2003). IORs, in the sense of UCCs, were considered to be events at which multiple actors were present. In addition, the qualitative method allowed us to observe these events to understand their context, their processes, and the IORs among different actors. Multiple case studies allowed us to gain a deeper understanding of the processes and outcomes of each case (Miles & Huberman, 2003) and to take advantage of the opportunity to conduct a cross-case study to propose elements of convergence and divergence. Our unit of analysis focused on the relationships among the organizations involved in the preadoption of UCC, according to Yin (2014), including both

public and private organizations. Three case studies were selected and conducted through semistructured interviews. During our field study, we reviewed the interviews in parallel with verbatim transcripts to analyse the results of each case. Saturation in terms of the number of cases occurred when we encountered repetitive results and no or very little additional information was found in the case studied. The results obtained from each case were analysed in light of our initial theory. Our choice of cases was based on four criteria: the richness of the case, the representativeness of the case (Stake, 1994), literal replication, and theoretical replication (Yin, 2003). Thus, our three cases were selected by differentiating the initiators (public or private), the type of direct actors (all public, public/private, and all private), and the financial situation (majority public, public/private, and majority private) (Table 4). To answer our research question regarding the role of trust in the preadoption of UCCs, our data collection consisted of collecting elements related to the concept of trust in the relationships among the actors involved.

The data were obtained through individual semistructured interviews with 13 direct actors associated with the three UCCs, which featured an average duration of 70 minutes (see the details in Appendix 1). Thus, the interview guide, based on our literature review, featured two parts: a general part on the development of the preadoption phase of the project, a description of the actors and their perceived objectives, and a description of the strategic and operational part as well as a second part on the relationships among the actors at three levels: interpersonal, interorganizational and institutional. In the framework of our research, the trust variables at these three levels were questioned. The direct actors and stakeholders associated with the UCCs of Bristol-Bath (UK), SimplyCité (Saint-Étienne), and Les Cordeliers (Lyon) have different IOR structures: public-public (P/P), public-private (P/Pr) and private-private (Pr/Pr). Table 4 presents the details of the three case studies.

2.2. Data analysis

This empirical research is part of a comprehensive approach (Dumez, 2016). This approach is based on the confrontation between a desire for understanding

	URBAN CONSOLIDATION CENTRES		
	Bristol-Bath (UK)	SimplyCité (Saint-Étienne - France)	Cordeliers (Lyon - France)
Initiators	Two municipalities	Two municipalities and four private companies	Two private companies
Direct actors	Public actors	Public-private actors	Private actors
Operator	Logistics service provider	New private company	Logistics service provider (LSP)
Cities served	Two cities (Bristol-Bath)	One city (Saint-Étienne)	One city (Lyon)
Users	Retailer	Distributor and retailer	Distributor and retailer
Vehicles used	Two electric vehicles	Two gas vehicles	Two electric vehicles
Funding	Mostly public subsidies	Public subsidy and private partners	Private partners and public funding support (for location)

Table 4 – Description of the three case studies

Source: based on Nimtrakool (2018)

by the researcher and an event in the phenomenal world (Paillé & Muchielli, 2012, p.117). We conducted content analysis through coding to analyse the qualitative data. This method is suitable when the data are unstructured, irregular, and entail potential ambiguities (Aureli, 2017). Moreover, the coding of the collected materials aimed to conduct rigorous analysis (Glaser & Strauss, 1967) through theoretical coding, according to Miles and Huberman (2003), which consisted of coding concerning predefined questions. However, the risk of circularity, which is the danger of seeing only what the data confirm within a predefined theoretical framework and eliminating all other data that might constitute a finding, represented a potential risk with regard to the researcher's informed subjectivity (Ayache & Dumez, 2011). This risk was reduced by the researchers' consideration of all interviews (during the interviews, in the transcripts, and as part of the general proofreading), thus enabling them to obtain a holistic view of all observed IORs (floating attention in the sense of Ayache and Dumez, 2011). The researchers conducted a thematic content analysis of the 13 in-depth interviews after coding with the support of

NVivo software to facilitate immersion in the emergent phenomena (Thomas, 2006). To process the primary data, we conducted a content analysis. The data coding (double coding) was performed in two steps. First, we established a list of codes that reflected the mentioned themes in our interview guide. Second, we developed a second list of codes based on new themes that emerged from our empirical analysis. At the end of this work, we grouped the themes into summary sheets to present our findings (Table 7). The coding was based on an analysis grid that was divided into the main themes and variables summarized in Tables 5, 6, and 7. Subsequently, we quantified the variables' occurrences in terms of a count of similar variables (Espeland & Stevens, 2008). In the case of complex analysis (at the level of variables and whole sentences), manual counting can ensure a more reliable analysis and was thus applied (Royer, Garreau & Roulet, 2019). The percentages proposed here reflect the share of occurrences for each type of trust across all mentions made in the interviews and identified in the content analysis. Bernard *et al.* (2018) used this method in their study of sustainability report editorials to identify societal performance. Quantifying

qualitative data can make sense (Espeland & Stevens, 2008). In the case of trust analysis, the variety of variables/themes and phrases used by actors made this type of quantification relevant. The occurrences of the variables in the discourse and related quotations were determined, allowing us to identify the characteristics and impacts of the trust expressed by the actors. Quantification facilitated comparison. Finally, we cross-checked all the occurrences regarding the content analysis to identify more precisely the context, the relationships among the types of actors, and the conditions of emergence of these occurrences in the discourse. The methods of analysis were, therefore, inseparable and complementary.

The data collection, analysis, and literature review took into account the ethical rules specific to research in the social sciences and humanities: recording of interviews with the consent of the interviewees, protection of anonymity, citation of the authors of the literature review, and clear presentation of the methodology.

3. RESULTS: TRUST AS SUPPORT FOR URBAN LOGISTICS PROJECTS

The results of the interviews with direct UCC actors show that all three types of trust play a role (numerous occurrences) but differ across the three UCCs of Bristol-Bath, Lyon, and Saint-Étienne. Indeed, interorganizational trust, the form of trust most frequently cited by direct UCC actors, appears in 47.6% of the speeches, followed by institutional trust (42.9%) and interpersonal trust (9.5%). Furthermore, all three types of trust appear during the preadoption phase regardless of the configuration of actors: public-public (P/P), private-private (Pr/Pr) and public-private (P/Pr) (Table 5). Table 6 shows that trust in general was mentioned most often by P/Pr relationship (62.8%), followed by P/P relationship (24.8%) and Pr/Pr relationship (12.4%).

The actors addressed each type of trust in their speeches in different proportions (Table 6). For example, interorganizational trust was mentioned in the majority of speeches by actors in the P/Pr relationship (66%), followed by those involved in the P/P relationship (22%) and finally those in the Pr/Pr relationship (12%). Similarly, institutional trust was cited most often by actors in the P/Pr relationship (64.4%), then P/P (22.2%) and finally Pr/Pr (13.3%). On the other hand, concerning interpersonal trust, the direct actors in the P/P relationship mentioned this notion at a rate of 50%, followed closely by the actors involved in the P/Pr relationship (40%).

TYPE OF TRUST	OCCURRENCE	
	<i>Frequency</i>	<i>% presence in the speech</i>
Organizational trust	50	47.6
Institutional trust	45	42.9
Interpersonal trust	10	9.5
Total	105	100

Table 5 – Occurrence of trust variables in the verbatim reports

Source: the authors

TYPE OF TRUST	TYPE DE RELATION		
	P/P	Pr/Pr	P/Pr
<i>Interorganizational trust</i>	22	12	66
<i>Institutional trust</i>	22.2	13.3	64.4
<i>Interpersonal trust</i>	50	10	40
Total	24.8	12.4	62.8

Table 6 – Proportion of relationship types between direct actors in each type of trust (in %)

Source: the authors

However, this notion was rarely mentioned in the Pr/Pr relationship (10%). Trust is, therefore, more present in the discourse when public actors are involved in the relationship and less when only private actors are involved.

The in-depth analysis of each type of trust also allowed us to highlight the role of public actors in this project phase.

3.1. *Interpersonal trust: Experiences and good faith of public and private actors*

Interpersonal trust is composed of different variables that positively influence UCC preadoption in different ways (Table 7). In this context, six variables were identified and qualified as necessary by the actors during preadoption: (1) *expectation of good behaviour from others*; (2) *acceptance of vulnerability (risk)*; (3) *existence of friendship, kinship, or affinity ties*; (4) *integrity*; (5) *benevolence/goodwill*; and (6) *personal experience*.

In particular, the first four variables appear to be equally important for direct actors:

1. *Expectation of good behaviour from others:*

“There was a lot of engagement with this message in Broadmead just to try to help them deliver according to the scheme that retailers in Broadmead wanted and

Broadmead is an area [...]” (Elbis) (Local Authority Planning Officer).

2. *Acceptance of vulnerability (risk):*

*“If people don't trust us, we don't do anything. It's no coincidence that *** [Space Landlord Company] came to get me because, as the head of the transport interface (company B), as I said, we're behind just about every urban logistics experiments. So, we know all these actors by heart. And there is also this trust that exists [...]”* (E6) (Public-Private Organization).

3. *Existence of ties of friendship, kinship, or affinity:*

*“We knew the transport interface design office well, which at the time was run by Mr. ***, who is now in charge of Research & Development at *** [Space Landlord Company]”* (E4) (Carrier).

4. *Integrity:*

*“It's also *** (carrier) who is in a very positive frame of mind: I don't have volumes that I need to saturate; I only use it over a period of time that is not 24 hours. So, there you have it; I'm open to mutualizing”* (E5) (Home Delivery Manager).

Moreover, these variables are found in P/P as well as in P/Pr relationships. Eighty percent of the discourse on interpersonal trust emphasizes these four variables (Table 7).

However, the remaining 20% of the variables pertain to (5) *goodwill* and (6) *personal experience*. In contrast, direct actors do not directly address variables such as (7) *confidence*, (8) *personal competence*, (9) *honesty* and (10) *information sharing*, which were identified in the literature review (Table 7).

3.2. Institutional trust: The creation of a favourable environment for the project by the public authorities

Institutional trust was the most frequently cited type of trust after interorganizational trust (42.9%) and was linked to a positive influence on the preadoption of the UCC.

Indeed, we found five out of the six variables identified from the literature review in the respondents' discourses. Half of their discourse cited (1) *compliance with rules, standards, laws, regulations, warranty, insurance and contract* as important variables in all types of IORs.

"So, every month, the Scheme Operator produces a report with things like emission savings, the number of deliveries made, and something like that on a spreadsheet they're required to send us. It's part of the contract" (E2bis) (Planning Manager).

Similarly, *the contract* has a positive influence on the Pr/Pr relationship: "We contracted; we made a specific commercial agreement for the UCC" (E5) (Home Delivery Manager).

Indeed, institutional trust relies mainly on the establishment of a contract among actors in all types of IORs. However, *the contract* was not the only relevant factor. *Rules, norms, laws, regulations, guarantees, and insurance* were also included in this variable as a variable that positively influences the relationship. In particular, rules related to urban planning and transportation in the city generate, through constraint, a need to collaborate as well as *guarantees*. Thereafter, the respondents cited the *social and organizational context* as important. These guarantees and this context are essentially based on the public authorities, which

offer resources (material, financial, etc.), a legal framework, and a framework for negotiation to urban actors.

In addition, (2) *collaborative planning* (18%) is a second variable associated with institutional trust that was attributed great importance. In particular, it reflects the collaboration between actors and public institutions with regard to joint planning found in P/Pr relations: "We have formal meetings, and we also have informal conversations... Monthly meetings, we have monthly meetings, and we have a quarterly meeting, and we have updates sent by emails used in the quarterly meeting when we meet *** (operator)" (E1) (Local Government).

However, this situation appeared in the other two types of relationships, even Pr/Pr: "So, we meet regularly. We see each other regularly approximately 2-3 months or so" (E7) (Local Authority).

(3) *Governmental support* was discussed as an essential variable in the preadoption of the UCC (13%) by the actors in a P/Pr relationship: "A partner from the moment in particular, for example, the city of Saint-Étienne or Saint-Étienne – the institutional actors in fact – Saint-Étienne Métropole decides to withdraw from this experimentation, the experimentation is no longer relevant because it means that the institutional actors are in a position to implement a regulation that will come and change the operating scheme" (E12) (Federation of Transporters).

We note that government support was one of the most important variables pertaining to the implementation of this logistics project. The variables cited least frequently by the actors were (4) *information sharing* (7%) and (5) *legal structure* (4%). Variable (8), *adaptation to risks*, was not identified at all in the actors' discourse.

Other variables that were absent in the literature emerged in the discourse. These variables included (6) *foresight* and (7) *power*. The *foresight* variable pertains to the individual's confidence in a vision of the future of freight transport in the city and the political *power* of the local public authorities involved in the project. Finally, the *power* exercised by the authorities, whether coercive or not, guarantees the

actors' behaviour. The respondents addressed these variables to a lesser extent than the other variables mentioned above (at a rate of 2% each).

Beyond interpersonal and institutional trust, trust among organizations plays the most visible and dominant role in project implementation.

3.3. Interorganizational trust: Experience and competence with good intentions

The interorganizational trust variables were cited most frequently by direct actors in all three UCCs. Of the nine variables (Table 7), five influence UCC preadoption most strongly: (1) *commitment*; (2) *prior experience*; (3) *acceptance of vulnerability (risk/uncertainty)*; (4) *goodwill*; and (5) *organizational reputation*.

Honesty/commitment (1) was cited most often in the discourses of all three IOR types (30%). It was the only variable to be cited in all three types of relationships. This variable was expressed in the P/Pr relationship and the Pr/Pr relationship: “So, that's where we see the role of the federations. We have our role to play in trying to make things evolve and make them more relevant” (E8) (Carrier Association). Next, interorganizational trust was expressed through the existence of (2) *previous experiences* (19%). It was addressed in the P/P and P/Pr relationships: “Between Bristol, Bath and Company C (LSP), we have an excellent partnership with good communication and good understanding” (E1) (Local Authority).

Acceptance of vulnerability (risk/uncertainty) (3), *benevolence/goodwill* (4), and *organizational reputation* (5) were cited an equal number of times and at the same level of importance by respondents (10%). Similar to *prior experience* (2), these three variables appeared in all case studies and for both forms of IOR, namely, P/P and P/Pr. (3) *Acceptance of vulnerability (risk/uncertainty)* appeared in both P/P and P/Pr relationships: “But for each operator who wanted to work with the CDU, to get them in, we had a bilateral discussion to discuss what they wanted. So, each time, we discuss the conditions...it's still trust” (E6) (Research and Development Director).

Goodwill (4) refers to the goodwill of the other parties: “It is viable, provided that the community makes an effort, as it does with A [Local public firm of the Lyon Métropole] on the price of land. For A, it was essential. Otherwise, we wouldn't go ahead” (E4) (Transporter).

Finally, *the organization's reputation* (5) appeared to be necessary to trust and involvement in logistics projects. Such a reputation is often based on technical and operational knowledge and know-how in logistics and their implications for local urban planning: “They have been monitoring over the year and getting feedback from *** (***) operator) and people who use the scheme; these two can be developed to improve it” (E1) (Local Authority).

The other variables were discussed less often in the actors' discourse (at a rate of only 4%): *information sharing* (7), *respect for the formal and informal contract* (8), and *the existence of informal interpersonal links* (9).

Other variables emerged from the discourse without being previously identified in the literature. The existence of a *converging interest* (6) was cited by these actors (6%), albeit only in the P/Pr relationship. The actors were aware of the need to make efforts and concessions. Indeed, this variable positively influences the preadoption of the UCC. One Research & Development Director mentioned “a meeting of two converging interests” (E6) (R&D Director). Simultaneously, the representative of a transporter federation recalled that “the urban distribution centre is a project that enables professionals to be federated around an action, an experiment” (E12) (Federation of Transporters).

This factor expresses the actors' awareness a core of common objectives: in this case, to make the city centre more fluid to make everyone's activities more efficient economically, ecologically, and socially. This converging interest is accompanied by two other variables: *the legal structure* (10) and *the power* (11) shared by the actors. These variables were identified as the two variables that positively influence the preadoption of the UCC for P/P and Pr/Pr relationships: “The real power is with the shippers. It's not with the carriers. So, the shippers are the decision-makers” (E4) (Carrier).

Type of trust	N°	Variable	Type of relationship			Occurrence	
			P/P	Pr/Pr	P/Pr	Nbr.	%
Inter-organizational trust	1	Honesty / commitment / nontimeliness	x	x	x	15	31
	2	Previous experience	x		x	9	19
	3	Acceptance of vulnerability (risk / uncertainty)	x		x	5	10
	4	Benevolence / goodwill	x		x	5	10
	5	Reputation of the organization			x	5	10
	6*	Converging interest*			x	3	6
	7	Information sharing	x		x	2	4
	8	Respect for the formal and informal contract			x	2	4
	9	Existence of informal interpersonal relationships	x		x	2	4
	10*	Legal structure	x			1	2
	11*	Power		x		1	2
TOTAL 1			11	6	33	50	100
Institutional trust	1	Compliance with rules, standards, laws, regulations, guarantees, insurance, contracts	x	x	x	24	53
	2	Collaborative planning	x	x	x	8	18
	3	Government support			x	6	13
	4	Information sharing	x		x	3	7
	5	Legal structure	x		x	2	4
	6*	Foresight watch			x	1	2
	7*	Power	x			1	2
	8	Adaptation to risks				0	0
TOTAL 2			10	6	29	45	100
Interpersonal trust	1	Expectation of good behaviour from others	x		x	2	20
	2	Acceptance of vulnerability (risk)			x	2	20
	3	Existence of friendship, kinship, or affinity ties	x		x	2	20
	4	Integrity	x	x		2	20
	5	Benevolence / goodwill	x			1	10
	6	Personal experience	x			1	10
	7	Insurance (confidence)				0	
	8	Personal competence				0	0
	9	Honesty				0	0
	10	Information sharing				0	0
TOTAL 3			5	1	4	10	100

* Variables identified during the analysis of the interviews

Table 7 – Analysis of trust variables in the discourse of UCC actors

Source: the authors

4. DISCUSSION OF THE RESULTS

The study of the three UCC cases reveals several variables and numerous characteristics associated with trust as well as their impact and level of influence on the preadoption of the UCC. Thus, for all UCCs, the three types of interpersonal, interorganizational, and institutional trust exist and have different levels of influence on their preadoption. Interorganizational trust particularly influences the direct actors of the UCC in all types of relationships.

At the interorganizational level, *honesty/commitment/nontimeliness* in relationships among organizations positively influences relationships by the whole of stakeholders in all types of UCCs. This result is confirmed by the conclusions of Brinkhoff *et al.* (2015), who found that trust is a key success factor in interorganizational projects and that its success is based on stakeholder commitment and communication. While these variables play key roles in the Pr/Pr UCC, other variables complement them for the P/Pr and P/P UCCs. Moreover, in Pr/Pr relationships, the power of actors is also cited with regard to its impact on governance. The presence of public actors increases the complexity of IORs, which then rely on several trust variables: *prior experience among organizations, acceptance of vulnerability (risk), goodwill, and organizational reputation*. This finding echoes the conclusions of Mayer *et al.* (1995) and Tan and Thoen (2001): trust is based on the partner's willingness to take risks, goodwill, and shared experience. However, the variables seem to complement each other in the sense of Rousseau *et al.* (1998). In addition, a new variable appears in the case of P/Pr relationships: the existence of converging interests. These converging interests express the existence of common benefits, which are identified as such. It would be interesting to highlight the role of federative bodies, such as transport federations (respondents having mentioned this variable), in expressing these converging interests in the context of urban logistics projects. Thus, organizational trust positively influences relationships, especially through actors' belief (across economic spheres) that each organization respects its commitments (Brinkhoff *et al.*, 2015) without engaging in opportunistic behaviour. This result is supported by Molm

et al. (2000), for whom the degree of commitment and attachment reinforcement among organizations reduces uncertainty. Given these results, Proposition 2 is accepted, particularly by identifying the characteristics of IORs: *honesty/commitment/nonopportunism, previous experience* among organizations, *acceptance of vulnerability (risk), goodwill, the organization's reputation*, and the identification of *converging interests*. The latter shows that interorganizational trust positively influences IORs in the preadoption phase of UCC.

Compliance with rules, standards, laws, regulations, guarantees, insurance, and contracts was identified as a key variable by all respondents with regard to the preadoption of the UCC. Institutional trust is based primarily on contractualization, which is present in the three logistics projects. This result was confirmed by Welch *et al.* (2005): institutional trust in public organizations is based on administrative rules, norms, laws, and regulations with the help of contractualization. This result is accompanied by a sense of trust emerging from collaborative planning involving meetings among the different parties. Public actors often initiate these meetings. Cai *et al.* (2010) already linked the level of trust developed between organizations to the extent of information integration, including collaborative planning among stakeholders.

Furthermore, guarantees resulting from contractualization enhance institutional trust in the sense of Cai *et al.* (2010): organizations enter into contractualization to regulate their transactions and intertransactions in the context of a long-term relationship. However, the influence of institutional trust on relationships is based on other variables when public actors are actively involved, as in the Cordeliers and SimplyCité UCCs. Thus, the political *power* of public actors can positively influence the preadoption of the UCC by reinforcing trust among them concerning the project's feasibility. However, in the Bristol-Bath and SimplyCité UCCs, which are characterized by the strong presence of public actors, trust is expressed primarily by the ability of the actors (especially public actors) to create favourable conditions for cooperation among actors, including regulations, laws, and standards, as well as their ability to influence and convince others of their common objectives and good intentions. The variable *power*, which was

identified in the discourse, supports the establishment of trust and reduces the actor's perception of risk in relation to such projects. Thus, some organizations project themselves into the future by monitoring new regulations and potential changes in urban logistics projects.

Moreover, joint risk-taking appears to be a source of trust in the Pr/Pr relationship (Les Cordeliers UCC). In summary, institutional trust plays a role in guaranteeing behaviours that positively influence the relationships among actors during the preadoption phase of the project. It also requires the promotion of expertise in urban logistics and/or transport as well as the existence of political power of public actors to reinforce the confidence of private actors in the project. Proposition 3 is accepted because all respondents identified the variables constituting institutional trust.

Finally, at the interpersonal level, the variables associated with trust appeared in the actors' discourses to a lesser extent. Among the variables, the actors identified the expectation of *good behaviour* from others, the acceptance of *vulnerability* (risk), the *existence of ties of friendship, kinship or affinity*, and *integrity* as the most important variables in the preadoption of the UCC. These variables reflect the direct links among individuals that enable them to create a bond of trust. The other variables identified from the literature review that did not appear in the discourse could also reveal the weaknesses of these collaborative logistics projects: *confidence, personal competence, honesty, and information sharing* are extremely low at the interpersonal level. Thus, Proposition 1 is not retained due to the lack of occurrence of the variables constituting interpersonal trust.

Finally, if we focus on the role of public actors, all the variables positively influence trust, thus favouring the preadoption of the UCC. This finding indicates that public actors have a positive impact on the preadoption of the UCC despite the diverse nature of IORs.

5. CONCLUSION

Trust among actors in urban logistics projects is based on many variables at different levels. In addition, the actors' discourse revealed variables that have not been identified in the literature, particularly variables involving public actors. For interorganizational trust, the existence of *common benefits*, the importance of the *power* of certain actors in decision-making, and the planned *legal structure* of UCCs emerge as explanatory variables. The most important variables in this category are *honesty, commitment, and nonopportunistic behaviour*. These characteristics are unsurprising regarding trust, as they help people deal with an uncertain, potentially risky situation. Such trust is also a prerequisite for cooperation among stakeholders, some of whom are competitors, leading to cooptation. Trust is, therefore, an "*invisible institution*" (Arrow, 1974), that facilitates IORs. *Prior experience* is also an important variable for initiatives involving a public stakeholder, reinforcing interorganizational trust.

Regarding institutional trust, the importance of *foresight* and the *political power* of public actors emerges with regard to the visibility of the project's viability (reduction of perceived risks). However, the variables that were most frequently cited by and most essential to actors (*compliance with rules or norms/laws, the perceived honesty of actors concerning their commitment, previous experiences, and collaborative planning*) invite actors to implement managerial mechanisms that facilitate the creation, reinforcement and protection of the common regulatory/normative framework as well as modes of interaction that are identical over time (repetition) with the aim of establishing trust, which may arise from habit or constraint (Mangematin & Thuderoz, 2003). Future research can consider these institutional variables to examine issues related to the implementation of other urban consolidation practices, particularly in emerging countries. In this framework, the role of public actors appears clearly in the construction of trust at several levels: rules and norms, political power, creation of convergent interests, financial support, and collaborative planning. Such actors appear as the guarantors of many variables of institutional as well as interorganizational trust. They participate in the creation of a recurrence of exchanges (meetings,

collaborative planning) just as much as in the creation of common norms and rules.

However, the absence or low number of citations of some variables identified managerial weaknesses with regard to the establishment of greater trust among actors, which could have been avoided. Personal expertise, for example, was not cited. However, the *perceived competence* of actors corresponds to an important variable associated with interpersonal trust (Barber, 1983). Is this situation due to a lack of relevant expertise on the part of the individual actors or a lack of knowledge about it? Is this personal expertise passed over in silence because it is invisible to the actors, or is its anteriority still too weak? Interpersonal trust is only slightly represented. It does not seem to have the same weight as the other two types of trust. This type of trust is delicate because it is built over time. Such a relationship is established based on a certain amount of learning about the other. According to Bennis and Nanus (1985), trust must include a social dimension, which is difficult to verify here. For example, the *existence of friendship, kinship, or affinity ties* was mentioned only rarely in the respondents' discourse.

Similarly, does the lack of *information sharing* at the interpersonal and organizational levels indicate a weakness at the level of an information system? However, information sharing, particularly via information technology, appears to be a key success factor in cases of logistics pooling (Özer *et al.*, 2011). Such sharing allows us to make advantage of this type of logistics solution most effectively and optimize the corresponding processes. Moreover, an efficient technology that respects the sensitive data of an actor facilitates the reinforcement of the trust between the actors, giving guarantees. However, it appeared extremely rarely in the actors' discourse, thus indicating a track for future exploration.

This research confirms the importance of trust in the emergence of the UCC logistics solution. The latter, which is based on a high level of cooperation among stakeholders and cooperation in certain schemes with public and private stakeholders, simultaneously and primarily requires interorganizational trust, institutional trust, and, to a lesser extent, interpersonal trust with very complementary variables.

One limitation of this research work is inherent to the specificities already discussed, which pertain UCC initiatives, namely, the difficulty in reproducing and transferring experiences. On the other hand, the preadoption phase sheds light on the conditions for the success of such logistics organization projects. The fact remains that the more UCCs that are studied and the more qualified the respondents are, the greater the understanding of the phenomenon when the results are consolidated. Therefore, it is necessary to continue to identify and study new UCCs in the development process to strengthen the results thus obtained. A second limitation is the risk of the data analysis method of quantifying qualitative data. Indeed, the simplification of the data is not compensated for by the possibility of enumerating frequencies of occurrence of phenomena, especially for a small number of cases. The richness of the number of case studies can reduce this risk and facilitate more qualitative data analysis. A final limitation is that this research was conducted over a short period of time, whereas interpersonal trust takes time to build. It is possible that by following these experiences over a longer period of time, interpersonal trust may become more important.

At the managerial level, this research reflects on the importance of trust while developing a UCC logistics solution. UCCs are still rare, and their emergence remains fragile due to their cooperative nature and the diversity of actors. For example, SimplyCité, which was established in 2014, disappeared as such in 2017, leaving the activity it previously performed to a historical player in city logistics, La Poste, albeit with the continued support of the City and Metropolis of Saint-Étienne. A great deal of uncertainty emerged due to the project, its stakes, and the corresponding high investments. Additionally, trust among the project's actors can smooth relations among the various stakeholders and facilitate the implementation of the UCC.

Moreover, the presence of a public actor seems to be a facilitating factor in the establishment of trust, provided that such presence is maintained over time (sustainability and recurrence). The presence of such an actor probably provides some guarantees to other stakeholders, notably with regard to regulatory and financial support, which reduces uncertainty and suggests that the UCC logistical solution

has a greater probability of success. Indeed, the characteristics of UCCs are such that, due to their location in constrained urban spaces, they are subject to increasingly stringent regulations regarding the circulation and distribution of goods. The presence of a public actor, a regulatory body, is an asset for the effectiveness of a UCC. It would be interesting to study in greater depth the relationships between the specific actions of the public actor as the organizer of urban flows and the functioning, effectiveness, and sustainability of UCCs.

[English translation by the authors]

BIBLIOGRAPHY

Armand, P.; Evrard-Samuel, K.; Cung, V.-D. (2013). Logistique urbaine: une création de valeur par des partenariats multi-acteurs. *Revue Française de Gestion Industrielle*, 32(4), p.53-72.

Arrow, K.J. (1970). *Essays in the theory of risk-bearing*. Oxford North-Holland.

Arrow, K.J. (1974). *The Limits of Organization*. W.W. Norton & Company.

Aunger, J.A.; Millar, R.; Greenhalgh, J. (2021). When trust, confidence, and faith collide: refining a realist theory of how and why inter-organizational collaborations in healthcare work. *BMC health services research*, 21(1), p.1-20.

Aureli, S. (2017). A comparison of content analysis usage and text mining in csr corporate disclosure. *The International Journal of Digital Accounting Research*, 17, p.1-32.

Ayache, M.; Dumez, H. (2011). Le codage dans la recherche qualitative une nouvelle perspective? *Le Libellio d'Aegis*, 7(2), p.33-46.

Bachmann, R.; Inkpen, A.C. (2011). Understanding institutional-based trust building processes in inter-organizational relationships. *Organization Studies*, 32(2), p.281-301.

Barber, B. (1983). *The logic and limits of trust*. New Brunswick, NJ: Rutgers University Press.

Bengtsson, M.; Kock, S. (1999). Cooperation and competition in relationships between competitors in business networks. *Journal of Business & Industrial Marketing*, 14(3), p.178-194.

Bennis, W.; Nanus, B. (1985). *The strategies for taking charge*. Leaders, New York: Harper.

Bernard, Y.; Godard, L.; Herve, F.; Zouaoui, M. (2018). Les éditos des rapports de développement durable servent-ils à quelque chose? Une étude empirique de leur capacité à prédire la performance RSE. *Finance Contrôle Stratégie*, NS-4.

BESTUFS (2002). *Best Practice Handbook Year 3. Road Pricing and Urban Freight Transport, and Urban Freight Platforms, Deliverable D2.3*. Rapport.

Björklund, M.; Abrahamsson, M.; Johansson, H. (2017). Critical factors for viable business models for urban consolidation centres. *Research in Transportation Economics*, 64, p.36-47.

Blau, P.M. (1964). Social exchange theory. Retrieved September, 3, p.62.

Brinkhoff, A.; Özer, Ö.; Sargut, G. (2015). All You Need

Acknowledgements

This research is co-financed by the European Union (FEDER, European Regional Development Fund) and the Normandy Regional Council.

- Is Trust? An Examination of Inter-organizational Supply Chain Projects. *Production and Operations Management*, 24(2), p.181-200.
- Browne, M.; Allen, J.; Woodburn, A.; Piotrowska, M. (2014). The Potential for Non-road Modes to Support Environmentally Friendly Urban Logistics. *Procedia - Social and Behavioral Sciences*, 151, p.29-36.
- Browne, M.; Sweet, M.; Woodburn, A.; Allen, J. (2005). Urban freight consolidation centres final report. *Transport Studies Group*, University of Westminster, 10.
- Brun, A.; Coursiere, S.; Casetou, E. (2014). Eau et urbanisme à Lyon. Le projet de renaturation du Ruisseau des Planches. *Territoire en Mouvement*, 22, p.112-126.
- Cai, S.; Jun, M.; Yang, Z. (2010). Implementing supply chain information integration in China: The role of institutional forces and trust. *Journal of Operations Management*, 28(3), p.257-268.
- Capo, C.; Chanut, O. (2015). Clusterisation territoriale de la logistique urbaine par le levier de la proximité. *Logistique & Management*, 23(1), p.31-50.
- Casey, M.-P. (2008). Success factors of interorganizational relationships. *Journal of Nursing Management*, 16(1), p.72-83.
- Cherrett, T.; Allen, J.; McLeod, F.; Maynard, S.; Hickford, A.; Browne, M. (2012). Understanding urban freight activity – key issues for freight planning. *Journal of Transport Geography*, 24, p.22-32.
- Conway, A.; Fatisson, P.-E.; Eickemeyer, P.; Cheng, J.; Peters, D. (2012). Urban micro-consolidation and last mile goods delivery by freight-tricycle in Manhattan: opportunities and challenges. *Transportation Research Board 2012 Proceedings*, Annual Meeting, p.1-17.
- Cumming, L.L.; Bromiley, P. (1996). The organizational trust inventory OTI: Development and validation. Dans M. Kramer & T. Tyler (éd.), *Trust in organizations: Frontiers in theory and research*, Thousand Oaks, CA: Sage Publications, p.302-330.
- Dablanc, L. (2011). *Sugar: city logistic best practices: a handbook for authorities*. French Institute of Sciences and Technology for Transport, Development, and Networks – IFSTTAR/INRETS, Interreg IVC Programme, Bologna.
- Dablanc, L. (2012). La livraison des marchandises en ville: enjeux d'action locale. *Annuaire des Collectivités Locales*, 32(1), p.61-86.
- Dasgupta, P. (1988). Trust as a commodity. Dans D. Gambetta (éd.), *Trust: Making and breaking cooperative relations*. Basil Blackwell, New York, p.49-72.
- Des Garets, V. (2000). Les relations distributeur-fabricant et les modalités de leur coordination. Dans N. Fabbe-Costes, J. Colin & G. Pache (éd.), *Faire de la recherche en logistique et distribution*, Vuibert, p.109-126.
- Dumez, H. (2016). *Méthodologie de la recherche qualitative*. France, Vuibert.
- Dyer, J.; Singh, H. (1998). The relational view cooperative strategy and sources of interorganizational competitive advantage. *Academy of Management Review*, 23(4), p.660-674.
- Espeland, W.N.; Stevens, M.L. (2008). A sociology of quantification. *European Journal of Sociology/Archives Européennes de Sociologie*, 49(3), p.401-436.
- European Centre for Government Transformation (2015). *Boosting innovation in cities to deliver better public services – A view from tomorrow's leaders*. Final report, College of Europe student case studies.
- Figliozzi, M.A. (2010). The impacts of congestion on commercial vehicle tour characteristics and costs. *Transportation Research Part E: Logistics and Transportation Review*, 46(4), p.496-506.
- Galaskiewicz, J.; Shatin, D. (1981). Leadership and networking among neighborhood human service organizations. *Administrative Science Quarterly*, 26(3), p.434-448.
- Garfinkel, H. (1963). A Conception and experiments with "Trust" as a condition of stable concerted actions. Dans O.J. Harvey (éd.), *Motivation and social interaction*, Ronald Press, New York, p.187-238.
- Giddens, A. (1990). *Consequences of Modernity*. Stanford University Press, California.
- Glaser, B.G.; Strauss, A.L. (1967). *The discovery of grounded theory: strategies for qualitative research*. Chicago: Aldine publishing company.
- Gonzalez-Feliu, J.; Malhéné, N.; Morganti, E.; Trentini, A. (2013). Développement des espaces logistiques urbains. CDU et ELP dans l'Europe du sud-ouest. *Revue Française de Gestion Industrielle*, 32(4), p.73-92.
- Ha, B.C.; Park, Y.K.; Cho, S. (2011). Suppliers' affective trust and trust in competency in buyers: Its effect on collaboration and logistics efficiency. *International Journal of Operations & Production Management*, 31(1), p.56-77.
- Holland, C.P. (1998). The importance of trust and business relationships in the formation of virtual organizations. *Organizational virtualness*, 3, p.53-54.
- Hosmer, L.T. (1995). Trust: the connecting link between organizational theory and philosophical ethics. *Academy of*

Management Review, 20(2), p.379-403.

Hoy, W.K.; Kupersmith, W.J. (1985). The meaning and measure of faculty trust. *Educational and psychological research*, 5(1), p.1-10.

Jenssen, J.I.; Nybakk, E. (2013). Inter-organizational networks and innovation in small, knowledge-intensive firms: a literature review. *International Journal of Innovation Management*, 17(2), p.1-26.

Kin, B.; Verlinde, S.; Lier van, T.; Macharis, C. (2016). Is there life after subsidy for an urban consolidation centre? An investigation of the total costs and benefits of a privately-initiated concept. *Transportation Research Procedia*, 12, p.357-369.

Klaus, P.(2005). German experiences with urban consolidation centres – Do they have a future role. Approaches to urban consolidation. *BESTUFS II Workshop*, University of Westminster, London.

Koenig, C.; Van Wijk, G. (1992). Alliances inter-entreprises: le rôle de la confiance. Dans A. Noël (éd.), *Perspectives en management stratégique*, Economica, p.305-327.

Köhler, U. (2001). City logistics in Germany. Dans E. Taniguchi & R. Thompson (éd.), *City Logistics II*, Institute for City Logistics (2nd International Conference on City Logistics), ISTE, Wiley, p.203-214.

Laequuddin, M.; Sahay, B.S.; Sahay, V.; Waheed, K.A. (2010). Measuring trust in supply chain partners' relationships. *Measuring Business Excellence*, 14(3), p.53-69.

Lesca, N.; Caron-Fasan, M.L.; Loza Aguirre, E.; Chalut-Sauvannet, M.C. (2015). Drivers and barriers to the pre-adoption of strategic scanning information systems in the context of sustainable supply chain. *Système d'information et Management*, 20(3), p.1-38.

Lewis, J.D.; Weigert, A. (1985). Trust as a social reality. *Social forces*, 63(4), p.967-985.

Luhmann, N. (1979). Trust: a mechanism for the reduction of social complexity. Dans N. Luhmann & J. Wiley (éd.), *Trust and power*, Chichester v Nueva York, p.1-103.

Macneil, I.R. (1977). Contracts: adjustment of long-term economic relations under classical, neoclassical, and relational contract law. *Northwestern University Law Review*, 72(6), p.854-905.

Makaoui, N. (2010). La fidélité coopérative: point d'aboutissement des relations inter-organisationnelles. *Logistique & Management*, 18(2), p.21-33.

Mangematin, V.; Thuderoz, C. (2003). *Des modes de confiance: un concept à l'épreuve de la réalité sociale*, CNRS Éditions.

Mayer, R.C.; Davis, J.H.; Schoorman, F.D. (1995). An integrative model of organizational trust. *Academy of Management Review*, 20(3), p.709-734.

Michon, V.; Capo, C. (2019). La volonté des acteurs de la supply chain face au défi de la mutualisation logistique concertée: le rôle clé du PSL. *Logistique & Management*, 27(2), p.88-107.

Miles, M.; Huberman, A.M. (2003). *Analyse des données qualitatives*. Bruxelles, De Boeck.

Mishra, A. (1996). Trust in organizations: Frontiers of theory and research. Dans R. Kramer & T. Tyler (éd.), *Trust in Organizations: Frontiers of Theory and Research*, Sage, Thousand Oaks, p.261-287.

Molm, L.-D.; Takahashi, N.; Peterson, G. (2000). Risk and trust in social exchange: an experimental test of a classical proposition. *American Journal of Sociology*, 105(5), p.1396-1427.

Mothe, C.; Ingham, M. (2000). *La confiance au sein de coopérations interfirmes: une étude de cas*. Conférence de l'Académie Internationale de Management Stratégique (AIMS), 24-26 mai, Montpellier.

Nagati, H.; Rebolledo, C.; Jobin M.-H. (2009). Collaboration entre les acteurs de la chaîne logistique: conditions de succès. *Gestion*, 34(1), p.27-36.

Nathanail, E.; Mitropoulos, L.; Karakikes, I.; Adamos, G. (2018). Sustainability framework for assessing urban freight transportation measures. *Logistics and Sustainable Transport*, 9(2), p.16-36.

Nimtrakool, K. (2018). *Les antécédents à l'adoption de la mutualisation de la logistique urbaine en tant qu'innovation interorganisationnelle: une étude de cas multiple*. Thèse en Sciences de Gestion, Normandie Université.

Nimtrakool, K.; Chanut, O.; Grandval, S. (2014). Analyse thématique de la mutualisation urbaine au travers d'une étude bibliométrique et des entretiens exploratoires. *Logistique & Management*, 22(3), p.51-66.

Ouchi, W.G. (1980). Markets, bureaucracies, and clans. *Administrative Science Quarterly*, 25(1), p.129-141.

Özer, Ö.; Zheng, Y.; Chen, K.-Y. (2011). Trust in forecast information sharing. *Management Science*, 57(6), p.1111-1137.

Paille, P.; Mucchielli, A. (2012). *L'analyse qualitative en sciences humaines et sociales* (3^e éd.). Paris: Armand Colin.

Pérez-Bernabeu, E.; Juan, A.A.; Faulin, J.; Barrios, B.B. (2015). Horizontal cooperation in road transportation: a case illustrating savings in distances and greenhouse gas emissions. *International Transactions in Operational Research*, 22(3), p.585-606.

- Pettigrew, L.M.; Kumpunen, S.; Rosen, R.; Posaner, R.; Mays, N. (2019). Lessons for "large scale" general practice provider organizations in England from other interorganizational healthcare collaborations. *Health policy (New York)*, 123(1), p.51-61.
- Pilecka, J.; Grinfelde, I.; Valujeva, K.; Straupe, I.; Purmalis, O. (2018). The temporal and spatial analysis of transport impact on trace elements in show samples. *International Multidisciplinary Scientific GeoConference: SGEM: Surveying Geology & mining Ecology Management Proceedings*, 18, p.671-677.
- Powell, W.; Di Maggio, P.(1983). The iron cage revisited: Institutional isomorphism and collective rationality. *American Sociological Review*, 48, p.147-160.
- Quak, H.J. (2008). *Sustainability of urban freight transport retail distribution and local regulations in cities*. Rotterdam, ERIM (ERIM Ph.D. series research in management).
- Ramonjavelo, V.; Préfontaine, L.; Skander, D. (2007). *La capacité partenariale comme pilier pour la réussite d'une relation durable et efficace dans une collaboration publique-privée: résultats d'une étude pancanadienne*. Colloque ACFAS, Trois-Rivières, Canada.
- Ring, P.S.; Van de Ven, A.H. (1992). Structuring cooperative relationships between organizations. *Strategic management journal*, 13(7), p.483-498.
- Ring, P.S.; Van de Ven, A.H. (1994). Developmental processes of cooperative interorganizational relationships. *Academy of management review*, 19(1), p.90-118.
- Rotter, J.B. (1971). Generalized expectancies for interpersonal trust. *American Psychologist*, 26(5), p.443-452.
- Rousseau, D.M.; Sitkin, S.B.; Burt, R.S.; Camerer, C. (1998). Not so different after all: a cross-discipline view of trust. *Academy of Management Review*, 23, 3, p.393-404.
- Routhier, J-L. (2002). *Du transport de marchandises en ville à la logistique urbaine*. Centre de Prospective et de veille scientifique; DRAST, 67 p., 2002, Coll. 2001 plus, Série Synthèses et Recherches, n° 59.
- Royer, I.; Garreau, L.; Roulet, T. (2019). La quantification des données qualitatives: intérêts et difficultés en sciences de gestion. *Finance Contrôle Stratégie*, NS-6.
- Russell, M.G.; Smorodinskaya, N.V. (2018). Leveraging complexity for ecosystemic innovation. *Technological Forecasting and Social Change*, 136, p.114-131.
- Russo, F.; Comi, A. (2012). City characteristics and urban goods movements: a way to environmental transportation system in a sustainable city. *Procedia - Social and Behavioral Sciences*, 39, p.61-73.
- Sako, M. (1998). Does trust improve business performance?. Dans C. Lane & R. Backmann (éd.), *Trust within and between organizations: conceptual issues and empirical applications*, Oxford University Press, p.88-117.
- Shafer, S.M.; Smith, H.J.; Linder, J. (2005). The power of business models. *Business Horizons*, 48(3), p.199-207.
- Sheppard, B.H.; Sherman, D.M. (1998). The grammar of trust: a model and general implications. *Academy of Management Review*, 23(3), p.422-437.
- Simon, E. (2007). La confiance dans tous ses états. *Revue Française de Gestion*, 6, 175, p.83-94.
- Stake, R. (1994). Case studies. Dans N.K. Denzin & Y.S. Lincoln (éd.), *Strategies of Qualitative Inquiry*, Sage, p.86-109.
- Sullet, C.H.; Dossou, P.E. (2018). Sustainable logistics and mobility in cities: Paris south-east area. *Procedia Manufacturing*, 17, p.1128-1135.
- Tan, Y.H.; Thoen, W. (2002). Formal aspects of a generic model of trust for electronic commerce. *Decision Support Systems*, 33(3), p.233-246.
- Taniguchi, E.; Thompson, E.; Yamada, T.; Duin van, J. (2001). *Network Modelling and Intelligent Transport Systems*. Pergamon, Oxford.
- Thomas, D.R. (2006). A general inductive approach for analyzing qualitative evaluation data. *American Journal of Evaluation*, 27(2), p.237-246.
- Triantafyllou, M.K.; Cherrett, T.J.; Browne, M. (2014). Urban freight consolidation centers. a case study in the UK retail sector. *Transportation Research Record: Journal of the Transportation Research Board*, 2411(1), p.34-44.
- Tschannen-Moran, M.; Hoy, W.K. (2000). A multidisciplinary analysis of the nature, meaning, and measurement of trust. *Review of Education Research*, 70(4), p.547-593.
- Tummala, V.M.R.; Phillips, C.L.M.; Johnson, M. (2006). Assessing supply chain management success factors: a case study. *Supply Chain Management: An International Journal*, 11(2), p.179-192.
- Van Meerkerk, I.; van Edelenbos, J. (2014). The effects of boundary spanners on trust and performance of urban governance networks: findings from survey research on urban development projects in the Netherlands. *Policy Sciences*, 47(1), p.3-24.
- Van Rooijen, T.; Quak, H. (2010). Local impacts of a new urban consolidation centre – the case of Binnenstadservice.nl.

Procedia - Social and Behavioral Sciences, 2(3), p.5967-5979.

Wang, J.; Lim, M.K.; Tseng, M.L.; Yang, Y. (2019). Promoting low carbon agenda in the urban logistics network distribution system. *Journal of Cleaner Production*, 211, p.146-160.

Welch, E.W.; Hinnant, C.C.; Moon, M.J. (2005). Linking citizen satisfaction with e-government and trust in government. *Journal of Public Administration Research and Theory*, 15(3), p.371-391.

Williamson, O.E. (1993). Calculativeness, trust, and economic organization. *The Journal of Law and Economics*, 36(1), Part 2, p.453-486.

Witkowski, J.; Kiba-Janiak, M. (2014). The role of local governments in the development of city logistics. *Procedia - Social and Behavioral Sciences*, 125, p.373-385.

Yin, R.K. (2003). *Case study research: design and methods*. Sage Publications.

Yin, R.K. (2014). *Case study research: design and methods* (5e éd.). Los Angeles, Sage Publications, Inc.

Zaheer, A.; McEvily, B.; Perrone, V. (1998). Does trust matter? Exploring the effects of interorganizational and interpersonal trust on performance. *Organization Science*, 9(2), p.141-159.

Zanni, A.M.; Bristow, A.L. (2010). Emissions of CO₂ from road freight transport in London: Trends and policies for long run reductions. *Energy Policy*, 38(4), p.1774-1786.

Zucker, L.G. (1986). Production of trust: institutional sources of economic structure: 1840-1920. *Research in Organization Behaviour*, 8, p.53-111.

APPENDIX 1

Sample of Interviewees

Code	UCC	Actor interviewed	Role of the respondent	Duration
E1	Bristol-Bath UCC	Local Authority	Staff in charge of planning transportation in the city	1h18m
E1bis				1h08m
E2				1h49m
E2bis				1h27m
E3		Private Company	Responsible party for the UCC	1h10m
E4	Les Cordeliers UCC	Carrier (Private)	Administrative Director	1h25m
E5		Distributor (Private)	Delivery Manager	1h00m
E6		Public/Private Actor	R&D Director Urban Logistics Project	1h09m
E7	SimplyCité UCC	Local Authority	Deputy-Director of Transportation and Mobility	1h15m
E8		Private Company	Regional Delegate	0h58m
E9		Public-Private Company	Responsible party for the UCC	0h51m
E10		Local Authority	Director of Urban Planning	1h50m
E11		Federation of Transporters (private)	General Manager	1h09m
E12		Carrier (private)	Secretary General-Regional Delegate	0h54m
E13		Carrier (private)	Secretary General - Regional Delegate	0h41m

Source: the authors

FR
 (https://www.fnege.org/classement-des-revues-scientifiques-en-sciences-de-gestion/)

EN
 (https://www.fnege.org/en/fnege-journal-quality-list/)



Fondation Nationale pour l'Enseignement de La Gestion des Entreprises

(https://www.fnege.org/)

w s:/ w /vi
 w /t w. m
 w.f wit ink yo eo
 ac ter ed ut .co
 b .com in bn/
 oo m/ co e.c fn
 k.c Ac m/ o eg
 o tu co m/ e
 m/ FN m us m
 FN EG pa er/ ed
 EG E) ny FN ias
 (fn EG)
 eg E)
 e/)



Accueil (https://www.fnege.org/) » Classement des Revues scientifiques de Gestion

Classement des Revues scientifiques de Gestion

Présentation du Classement FNEGE

La FNEGE en partenariat avec le Collège Scientifique (https://www.fnege.org/college-scientifique/) publie tous les 3 ans, le classement des revues scientifiques en sciences de gestion. Le classement précédent avait été établi en 2019. La prochaine révision aura lieu en 2025.

La liste des revues scientifiques du Classement FNEGE est ainsi soutenue par les 24 associations scientifiques membres du Collège Scientifique (https://www.fnege.org/college-scientifique/) : AAIG, ADERSE, AEI, AFC, AFFI, AFM, AFMAT, AGeCSO, AGRH, AHMO, AIM, AIMS, AIREPME, AIRL-SCM, AIRMAP, ARAMOS, ARIHME, ATLAS-AFMI, GEM&L, IAS, I.P&M, RIODD, SFM, SPSG. L'objectif partagé est d'obtenir une catégorisation :

- Qui soit le reflet le plus exact possible de la spécificité des recherches développées par les enseignants-chercheurs exerçant leur activité dans les écoles de management, qu'elles relèvent de la sphère public ou privée et plus largement dans l'ensemble des établissements et laboratoires où les problématiques relatives à la conduite des organisations (entreprises, administrations, associations, etc.) sont traitées avec pour prisme dominant les sciences de gestion ;
- Qui prenne en considération la pluralité des enseignements, des recherches et des corps facultaires au sein des écoles de management, d'où l'ouverture nouvelle à l'occasion du classement 2022 aux meilleures revues internationales de disciplines connexes aux sciences de gestion comme l'économie, la sociologie, la psychologie ou plus généralement les sciences sociales auxquelles les sciences de gestion empruntent assez fréquemment des méthodes ou des concepts, ce dès lors que la conduite des organisations est concernée ;

- Qui se fonde sur des critères de qualité et de rigueur scientifique, mais aussi sur la prise en compte de la diffusion et de l'impact tant scientifique que sociétal des recherches. En effet, les recherches en sciences de gestion, en tant que sciences de l'action et de la décision, doivent enrichir la compréhension et la pratique de la conduite des organisations et contribuer aux évolutions sociétales.
- Qui ne privilégie pas d'approches épistémologiques, théoriques ou méthodologiques, mais au contraire rend compte de leur variété ;
- Qui soutient une reconnaissance de l'expression des spécificités des recherches publiées dans des revues issues de la communauté francophone des sciences de gestion, notamment lorsque la langue française a été privilégiée par celles-ci et qui sont défavorisées par les métriques internationales traditionnelles de mesure de la qualité scientifique. Cela permet également de les inscrire dans une perspective d'amélioration continue et de contribuer à leur rayonnement international.

Cette liste a vocation à servir de référence pour les chercheurs, les laboratoires, l'ensemble des institutions d'enseignement et de recherche en gestion, et pour les organismes d'évaluation. Bien entendu, cette liste présente un caractère générique et il appartient aux différents destinataires de s'emparer de cette liste et de l'utiliser en fonction de leurs besoins propres. Par ailleurs, cette liste ne doit pas être utilisée comme un outil automatique de mesure de la qualité individuelle des papiers publiés en s'abstenant de les lire ou encore pour choisir le support d'une publication sans tenir compte des spécificités des lignes éditoriales respectives des revues. Il convient également de rappeler que les articles publiés dans des revues scientifiques ne sont qu'une forme de diffusion des activités de recherche et des contributions intellectuelles des enseignants chercheurs et d'ailleurs la FNEGE et le Collège Scientifique (<https://www.fnege.org/college-scientifique/>) en reconnaissent la diversité et l'importance au travers d'autres modalités (labellisation des ouvrages et des colloques notamment).

La procédure de classement 2022 et les perspectives 2025 sont téléchargeables ici (<https://www.calameo.com/read/0019301713927a87ac05a>)

Afficher éléments

Rechercher:

pISSN (Print)	eISSN	TITLE	DOMAINE	Classement 2019	Classement 2022
2034-9130	2295-9149	'@GRH	HRM	3	3
0001-3072	1467-6281	ABACUS	ACC	2	2

pISSN (Print)	eISSN	TITLE	DOMAINE	Classe ment 2019	Classe ment 2022
1359-432X	1464-0643	EUROPEAN JOURNAL OF WORK & ORGANIZATIONAL PSYCHOLOGY	HRM	3	3
0263-2373	1873-5681	EUROPEAN MANAGEMENT JOURNAL	GEN MAN	3	3
1740-4754	1740-4762	EUROPEAN MANAGEMENT REVIEW	GEN MAN	2	2
0965-4313	1469-5944	EUROPEAN PLANNING STUDIES	REG&ENV		4
1356-3890	1461-7153	Evaluation: The International Journal of Theory, Research and Practice	PUB SEC	3	3
0957-4174	1873-6793	EXPERT SYSTEMS WITH APPLICATIONS	MIS	3	3
0263-2772	1758-7131	FACILITIES	SECTOR		4
0894-4865	1741-6248	FAMILY BUSINESS REVIEW	INNOV	2	2
0752-6180	2101-0145	FINANCE	FIN	2	2
0949-2984	1432-1122	FINANCE AND STOCHASTICS	FIN	2	2
	2555-6231	FINANCE BULLETIN	FIN	EM	EM
1287-1141	2261-5512	FINANCE CONTRÔLE STRATEGIE	FIN	3	3
1544-6123	1544-6131	FINANCE RESEARCH LETTERS	FIN	3	3
0267-4424	1468-0408	FINANCIAL ACCOUNTABILITY AND MANAGEMENT	ACC	3	3
0015-198X	1938-3312	FINANCIAL ANALYSTS JOURNAL	FIN	2	2
0968-5650	1474-0052	FINANCIAL HISTORY REVIEW	BUS HIST	4	4
0046-3892	1755-053X	FINANCIAL MANAGEMENT	FIN	2	2
1555-4961		FINANCIAL MARKETS AND PORTFOLIO MANAGEMENT	FIN	4	4
0963-8008	1468-0416	FINANCIAL MARKETS, INSTITUTIONS AND INSTRUMENTS	FIN	3	3
0732-8516	1540-6288	FINANCIAL REVIEW	FIN	3	3
1936-6582	1936-6590	FLEXIBLE SERVICES AND MANUFACTURING JOURNAL (Formerly: International Journal of Manufacturing Systems)	LOG	3	4
0306-9192	1873-5657	FOOD POLICY	SECTOR		3
0016-3287	1873-6378	FUTURES	INNOV	3	3
0891-2432	1552-3977	GENDER AND SOCIETY	SOC		3
0968-6673	1468-0432	GENDER, WORK AND ORGANIZATION	HRM	3	2
1018-5895	1468-0440	GENEVA PAPERS ON RISK AND INSURANCE: ISSUES AND PRACTICE	FIN	3	3
0295-4397	2271-7943	GERER ET COMPRENDRE	GEN MAN	3	3
1465-6485	1468-0475	GERMAN ECONOMIC REVIEW	ECON		4
0773-0543	2406-4734	GESTION 2000	GEN MAN	4	3
	2116-8865	GESTION ET MANAGEMENT PUBLIC	PUB SEC	3	2
1872-9495	1872-9495	GLOBAL ENVIRONMENTAL CHANGE	GEN MAN		3
0959-3780	1872-9495	GLOBAL ENVIRONMENTAL CHANGE	REG&ENV		3
1044-0283	1873-5665	GLOBAL FINANCE JOURNAL	FIN	4	4
2042-5791	2042-5805	GLOBAL STRATEGY JOURNAL	STRAT	3	2
0952-1895	1468-0491	GOVERNANCE	PUB SEC	3	3
1059-6011	1552-3993	GROUP AND ORGANIZATION MANAGEMENT	HRM	2	2
0926-2644	1572-9907	GROUP DECISION AND NEGOTIATION	HRM	3	3
1089-2699	1930-7802	GROUP DYNAMICS: THEORY, RESEARCH AND PRACTICE	ORG STUD	3	3
1368-4302	1461-7188	GROUP PROCESSES AND INTERGROUP RELATIONS	ORG STUD	3	3
0017-4815	1468-2257	GROWTH AND CHANGE	REG&ENV		4
0017-8012	0017-8012	HARVARD BUSINESS REVIEW	GEN MAN	2	2
0278-2715	1544-5208	HEALTH AFFAIRS	HLTH	1	1
0361-6274	1550-5030	HEALTH CARE MANAGEMENT REVIEW	HLTH	3	3
1386-9620	1572-9389	HEALTH CARE MANAGEMENT SCIENCE	HLTH	3	3
0168-8510	1872-6054	HEALTH POLICY	HLTH	2	2
0268-1080	1460-2237	HEALTH POLICY AND PLANNING	HLTH	3	4
0951-4848	1758-1044	HEALTH SERVICES MANAGEMENT RESEARCH	HLTH	4	4
0017-9124	1475-6773	HEALTH SERVICES RESEARCH	HLTH	2	2
0018-2702	1527-1919	HISTORY OF POLITICAL ECONOMY	BUS HIST		3
0895-9285	1532-7043	HUMAN PERFORMANCE	HRM	3	3
0018-7267	1741-282X	HUMAN RELATIONS	HRM	1	1
1044-8004	1532-1096	HUMAN RESOURCE DEVELOPMENT QUARTERLY	HRM		4
1534-4843	1552-6712	HUMAN RESOURCE DEVELOPMENT REVIEW	HRM	4	4
0090-4848	1099-050X	HUMAN RESOURCE MANAGEMENT	HRM	1	1
0954-5395	1748-8583	HUMAN RESOURCE MANAGEMENT JOURNAL	HRM	2	2
1053-4822	1873-7889	HUMAN RESOURCE MANAGEMENT REVIEW	HRM	2	2



Liste des revues et des produits de la recherche **HCÉRES** pour le domaine SHS1 « ÉCONOMIE et GESTION »

Mise à jour le 09/07/2021

Les listes des revues constituent des outils d'évaluation propres à chacune des disciplines de recherche et dont l'usage demeure à l'appréciation des comités d'experts. Ces listes sont mises en ligne au fur et à mesure de leur actualisation.

Elles sont complétées par un guide des autres activités et productions d'une unité de recherche retenues pour l'évaluation. Ce guide est lui aussi actualisé par la commission d'actualisation.

I. La commission d'actualisation

En 2014 une Commission plénière paritaire réunissant des représentants de l'Économie et des représentants de la Gestion était chargée de l'établissement et de l'actualisation d'une liste commune de revues pour ces deux disciplines. Le 10 septembre 2014, elle avait voté les principes de constitution d'une liste commune de revues pour l'Économie et la Gestion :

- la liste est constituée par fusion des listes classées de revues du Collège scientifique de la FNEGE (dernière version publiée) et de la section 37 du CoNRS (dernière version publiée). Le classement se fait en 3 catégories : A pour les revues classées 1*, 1e, 1g, 1eg, 1 et 2 par le CoNRS ou la FNEGE, B pour les revues classées 3 et C pour les revues classées 4. On retient pour chaque revue son meilleur classement dans ces deux listes ;
- à cela s'ajoutent quatre exceptions votées par la Commission plénière (trois revues voyant leur classement amélioré, une quatrième revue étant ajoutée à la liste commune).

Des dissensions ont cependant abouti à la publication sur le site du Hcéres, à partir de 2015, de deux listes distinctes « Hcéres Économie » et « Hcéres Gestion » qui soulevaient des difficultés du fait de leurs nombreuses différences.

En décembre 2016, le Hcéres a fixé comme objectif à une Commission plénière de revenir à une liste unique de revues pour le domaine SHS1 « Économie et Gestion » et de définir les conditions d'actualisation de celle-ci. Cette Commission réunit deux représentants du CNU 05, deux représentants du CNU 06, deux représentants des associations scientifiques en économie, deux représentants des associations scientifiques en gestion, le Conseiller scientifique économie, la Conseillère scientifique gestion. La section 37 du CoNRS, bien qu'invitée à participer pour faire suite à sa présence dans la Commission de septembre 2014, a indiqué qu'elle ne souhaitait pas s'associer aux travaux de la Commission.

La Commission plénière de janvier 2017 a confirmé les principes de constitution d'une liste commune de revues pour l'Économie et la Gestion : fusion des listes classées de revues du Collège scientifique de la FNEGE (dernière version publiée) et de la section 37 du CoNRS (dernière version publiée), en retenant pour chaque revue son meilleur classement dans ces deux listes ; maintien des reclassements et de l'ajout d'une revue introduits par la Commission de septembre 2014. En outre, une liste de 15 revues supplémentaires, établie et classée par un accord au sein de la communauté des économistes (section 37 CoNRS, AFSE, AFEP) en mai 2016, a été soumise à l'accord de la Commission de janvier 2017. Cette proposition a recueilli la majorité des suffrages exprimés.

Des mises à jour annuelles de la liste ont été réalisées le 25 janvier 2018, le 30 janvier 2019 et le 3 mars 2020.

En 2021, la Commission s'est réunie le 9 juillet. Elle était composée des personnes suivantes :

- Éric AVENEL, Université Rennes 1, Vice-Président de la 5^e section du CNU

- Jérôme CABY, IAE - Sorbonne Business School, délégué général de la FNEGE
- Aude DEVILLE, Université Nice Côte d'Azur, Présidente de la 6^e section du CNU
- Jean-Paul DOMIN, Université de Reims, représentant Florence JANY CATRICE, Université de Lille, Présidente de l'AFEP
- Jean-Fabrice LEBRATY, Université de Lyon, Assesseur collègue A du bureau de la 6^e section du CNU
- Valérie MIGNON, Université Paris Nanterre, Présidente de la 5^e section du CNU
- Valérie MIGNON, Université Paris Nanterre, représentant Olivier GARNIER, Banque de France, Président de l'AFSE
- Damien SAUZE, Université Lyon 2, invité par la présidente de la 5^e section du CNU
- Hervé STOLOWY, HEC Paris, représentant du Collège scientifique de la FNEGE

Conseillers scientifiques :

- William BERTOMIERE, conseiller scientifique du Hcéres, coordinateur des SHS
- Stéphanie CHATELAIN-PONROY, conseiller scientifique du Hcéres, pilote de SHS1
- François-Charles WOLFF, conseiller scientifique du Hcéres

La section 37 du CoNRS, invitée à participer pour faire suite à sa présence dans la Commission de septembre 2014, a indiqué qu'elle ne souhaitait pas s'associer aux travaux de la Commission.

II. La liste commune de 2021

La liste Hcéres « Économie et Gestion » présentée ci-dessous (mise à jour le 9 juillet 2021) comprend 937 revues parmi lesquelles 485 revues de gestion proprement dites provenant de la liste du Collège scientifique de la FNEGE, et 841 figurant sur la liste du CoNRS.

Les 937 revues classées se répartissent en 353 revues classées A (38%), 342 classées B (36%), et 242 classées C (26%). Les revues ayant cessé de paraître sont signalées par une « petite croix » (†).

III. Principes d'actualisation

Le principe régissant la gestion des listes de revues au Hcéres est celui d'une révision annuelle de ces listes, effectuée en vue de la campagne d'évaluation qui doit suivre. Cette révision annuelle est décidée lors d'une réunion de la commission compétente qui a lieu au cours de la phase de préparation de la nouvelle campagne d'évaluation. Ainsi, la prochaine réunion de la Commission plénière compétente pour les sciences de gestion et les sciences économiques devra avoir lieu entre décembre 2021 et juin 2022 pour que ses décisions soient appliquées lors de la campagne d'évaluation de la vague D.

Lors des prochaines réunions de la Commission plénière, la méthodologie d'actualisation sera la suivante. Une mise à jour de la liste sera réalisée par les conseillers scientifiques économie et gestion à partir des versions les plus récentes des listes du CoNRS et du Conseil scientifique de la FNEGE et adressée à l'avance aux membres de la Commission plénière. Toutes les revues qui ne feront pas partie de cette liste FNEGE ou de celle de la section 37 du CoNRS (car ne figurant ni dans la liste du CoNRS, ni dans celle du Conseil scientifique de la FNEGE) seront examinées par la commission plénière d'actualisation : une à une pour les nouvelles revues s'il y a lieu et sur la base d'un tirage aléatoire d'un tiers pour les revues déjà présentes (les exceptions acceptées lors de la commission plénière de septembre 2014 et les 15 acceptées en janvier 2017). Cet examen reposera sur des éléments factuels établis par les délégués scientifiques, après une instruction préalable commune et adressés à l'avance aux membres de la Commission plénière. La liste mise à jour et les éléments factuels sur les autres revues doivent être adressés aux membres de la Commission plénière au moins deux semaines (en excluant les périodes de congés) avant sa réunion. Il est convenu qu'aucune revue ne sera traitée par la Commission plénière si les éléments factuels la concernant n'ont pas été transmis à cette date.

Pour tout renseignement, s'adresser aux conseillers scientifiques chargés de l'actualisation des listes de revues. Pour les travaux effectués par les unités de recherche dans d'autres champs disciplinaires, il convient de se reporter aux listes établies par les commissions d'actualisation correspondantes (sous réserve de leur existence).

0929-1261	European Journal of Law and Economics	2	-	A
0309-0566	European Journal of Marketing	3	3	B
0377-2217	European Journal of Operational Research	1	1	A
0176-2680	European Journal of Political Economy	2	-	A
0168-6577	European Journal of Population	3	-	B
1101-1262	European Journal of Public Health	3	3	B
0967-2567	European Journal of the History of Economic Thought	1	3	A
1359-432X	European Journal of Work & Organizational Psychology	4	3	B
0263-2373	European Management Journal	3	3	B
1740-4754	European Management Review	3	2	A
0165-1587	European Review of Agricultural Economics	2	-	A
2495-991X	European Review of Service Economics and Management	4	-	C
1361-4916	European Review of Economic History	2	-	A
1356-3890	Evaluation: The international journal of theory, research and practice	3	3	B
1386-4157	Experimental Economics	1	-	A
0957-4174	Expert Systems with Applications	3	3	B
0014-4983	Explorations in Economic History	2	-	A
0894-4865	Family Business Review	2	2	A
1354-5701	Feminist Economics	3	-	B
0752-6180	Finance	2	2	A
0949-2984	Finance and Stochastics	3	2	A
1287-1141	Finance Contrôle Stratégie	3	3	B
1544-6123	Finance Research Letters	3	3	B
0267-4424	Financial Accountability and Management	3	3	B
0015-198X	Financial Analysts Journal	-	2	A
0968-5650	Financial History Review	3	4	B
0046-3892	Financial Management	2	2	A
1555-4961	Financial Markets and Portfolio Management	-	4	C
0963-8008	Financial Markets, Institutions & Instruments	3	3	B
0732-8516	Financial Review	4	3	B
0015-2218	FinanzArchiv	4	-	C
0143-5671	Fiscal Studies	3	-	B
1936-6582	Flexible Services and Manufacturing Journal (ex International Journal of Flexible Manufacturing Systems)	3	3	B
0306-9192	Food Policy	3	-	B
0759-6340	Formation Emploi	4	-	C
0016-3287	Futures	-	3	B
0899-8256	Games and Economic Behavior	1	-	A
0968-6673	Gender, Work and Organization	3	3	B
1018-5895	Geneva Papers on Risk and Insurance - Issues and Practice	3	3	B
1295-926X	Géographie Économie Société	4	-	C
0295-4397	Gérer et Comprendre	4	3	B
1465-6485	German Economic Review	3	-	B
0701-0028	Gestion - Revue Internationale de Gestion	-	4	C
0773-0543	Gestion 2000	-	4	C
2116-8865	Gestion et Management Public	-	3	B
0959-3780	Global Environmental Change	3	-	B
1044-0283	Global Finance Journal	-	4	C