

NAME: *Magdolna Sass*

Only publications in English

BOOKS, BOOK CHAPTERS

Changes in the Competitiveness in the Service Sector of the New Member States. The Role of Business Process Outsourcing. Proceedings of the World Economy Research Institute Annual Conference "Competitiveness in the Service Sector. Establishing New Advantages in Poland and the European Union". Warsaw (forthcoming)

„*Is crowding-in a real option? The development of supplier linkages of local firms to multinational companies.*” In: Internationales Management in der Markten Mittel- und Osteuropas. Szerk.: Harald Zschiechrich. Rainer Hampp Verlag München-Mering. 2004. pp. 367-390. (Co-author: Miklós Szanyi)

„*The effectiveness of host country policy measures in attracting FDI: The case of Hungary.*” In. The Development Dimension of FDI: Policy and Rule-Making Perspectives. Proceedings of an Expert Meeting. UNCTAD, Geneva. 2003. pp. 49-58.

„*Sectoral analysis of Hungarian Foreign Trade and Trade Balance with the European Union*” (co-authors: Antalóczy K., Darvas Zs., Jánszky Á.) In: Enlarging the EU: the Trade Balance Effects. Ed. By Pavlos Karadeloglou. Palgrave- MacMillan, 2002

„*Changes in Hungarian Foreign Trade and Trade Balance with the European Union. A Time Series Analysis.*” (co-author: Darvas Zs.) In: Enlarging the EU: the Trade Balance Effects. Ed. By Pavlos Karadeloglou. Palgrave- MacMillan, 2002

„*Export promotion in Hungary: Rebuilding the system.*” In: Trade and Transition: Trade Promotion in Transitional Economies. Edited by Alasdair I. MacBean. London, Frank Cass and Co. January 2000.

„*Visegrad Co-operation: An Approach to Europe?*” (co-author: Pál Gáspár) In: Hettne, B.; A. Inotai; O Sunkel (eds.) National perspectives on the new regionalism in the South. International Political Economy Series. The New Regionalism Series, vol. 3. New York: St. Martin's Press; London: Macmillan Press; in Association with United Nations University/World Institute for Development Economics Research; 2000, pp. 117-136.

Commentary on Chapter 21. In: The Economics and Politics of International Trade, The freedom and Trade, Vol. Two; ed. By Gary Cook, pp. 236-238

„*Some aspects of Hungarian foreign trade performance in the period of transition.*” In: Macroeconomics of recovery in Eastern Europe. Edited by Pál Gáspár, Academic Publishing House, Budapest, 1997. pp. 171-186.

Motivations of Foreign Investors – FDI and Foreign Trade. The Hungarian Case. Results of an Empirical Survey. (co-author: Andrea Éltető) In: Motivations of Foreign Direct Investors and Their Propensity to Exports in the Context of the European Integration Process. Empirical

studies with special reference to Eastern and Central European Countries. Edited by Janina Witkowska and Zofia Wysokinska. University of Lodz. Lodz 1997. Pp. 77.-106.

Foreign Direct Investment: the Case of Hungary. In: Foreign Direct Investment – East and West. The Experiences of the Czech Republic, Hungary, Poland, Spain and Portugal. Edited by Cristina Corado, Zofia Wysokinska and Janina Witkowska. University of Lodz, Lodz 1996. pp. 101-123.

Developments in foreign trade and trade policy in the Visegrad countries and Slovenia in 1990-94. In: Changes and challenges: economic transformation in East Central Europe. Edited by Gáspár Pál, Institute for World Economics of the Hungarian Academy of Sciences, Akadémiai Kiadó, Budapest, 1995. 45.-67.o.

ARTICLES

„*FDI and relocation in business services – What are the locational factors? The case of Hungary*” Cuadernos de Relaciones Laborales. Vol. 8. Num. 1., 2010. pp. 52-74.

„*Tax competition and coordination within the EU, the case of the EU-10*”. Transfer: European Review of Labour and Research, Vol. 16, No. 1, 37-54 (2010) (co-author: Zoltán Pitti)

„*Emerging new locations of business services: offshoring in Central and Eastern Europe.*” Regions Vol. 274. No. 1. 2009. p. 18-22. (co-author: Zoltán Gál)

„*FDI in Hungary: the first mover's advantage and disadvantage.*” European Investment Bank Papers 2003 vol. 9, no. 2, pp. 62-90.

„*Greenfield investments in Hungary.*” Transnational Corporations, 2001/3. pp. 39.-60. (co-author: Katalin Antalóczy)

„*The determinants and impacts of FDI in Central and Eastern Europe: a comparison of survey and econometric evidence*” Transnational Corporations, December 2000. (co-authors: D. Holland, V. Benacek és M. Gronicki)

„*Trade and foreign investment: the case of Hungary and the EU.*” Journal of Transforming Economies and Societies. EMERGO. 1999.1. pp. 49.-64.

„*Economic Integration of the Visegrad countries. Facts and scenarios.*” Eastern European Economics, Vol. 32, No. 6 (Nov. - Dec., 1994), pp. 6-28 (with András Inotai) IF: 1.05

DISCUSSION PAPERS

FDI and relocation in business services – What are the locational factors? The case of Hungary. Working Papers ICEI, No. 3/10. Instituto Complutense de Estudios Internacionales, Universidad Complutense de Madrid. 2010.

Clusters and the development of supplier networks for transnational companies. IWE HAS Working Paper no. 187. March 2009. IWE HAS, Budapest. (with Miklós Szanyi, Péter Csizmadia, Miklós Illésy, Ichiro Iwasaki, Csaba Makó)

Services Trade of the Visegrad countries: data problems. ICEG European Center, News of the Month, July-August 2008, p. 4-7.

Cooperation with other economic actors and company competitiveness in the EU-8. ICEG European Center, News of the Month, April 2008, p. 6-9.

Outsourcing business services: the emergence of NMS. ICEG European Center, News of the Month, March 2008, p. 4-6.

http://www.iceg.hu/eng/publications/_docs/news/news_2008_march.pdf

The Use of Local Supplies by MNC affiliates – What Are the Determining Factors? ICEG European Center Opinion No. 10. September 2008.

http://www.iceg.hu/hun/_docs/KESZ_20060131/opinion_mnc_affiliates.pdf

Economic and Trade Policy Impacts of Sustained High Oil Prices. WIIW Research Report No. 346. April 2008. WIIW Vienna. <http://www.wiwi.ac.at/pdf/RR346.pdf> (co-authors: G. Pellényi, E. Christie (eds), . Barta, M. Hegedűs, M. Holzner, A. Oszlay)

Coming and Going: Gains and Losses from Relocations Affecting Hungary. WIIW Research Reports 323 November 2005. WIIW Vienna (with Gábor Hunya)

Competitiveness and Economic Policies Related to FDI. Finance Ministry Research Papers, September 2003.

The informal economy in Hungary. Institute of Economics of the Hungarian Academy of Sciences, Budapest, 1998.

Motivations and behaviour of Hungary's foreign investors in relation to exports. Institute for World Economics of the Hungarian Academy of Sciences Working Paper no. 88. Budapest, 1998. (with Andrea Élteti)

Reinforcing the modernisation role of foreign direct investments in Hungary. Institute for World Economics of the Hungarian Academy of Sciences Working Paper no. 62. Budapest, 1996. (with György Csáki and Andrea Szalavetz)

LECTURES, PRESENTATIONS

In international conferences:
2008

- The role of external actors and networking in the competitiveness of Hungarian companies, PODIM 2008, Maribor, Slovenia
- Changes in the Competitiveness of the Service Sector of the New Member States: The Role of Business Process Outsourcing World Economy Research Institute Annual Conference "Competitiveness in the Service Sector. Establishing New Advantages in Poland and the European Union" World Economy Research Institute, Warsaw School of Economics, Warsaw

- South-South FDI: the Case of Hungary, EADI General Conference, Geneva
- Clusters and the development of supplier networks for transnational companies ,EADI General Conference, Geneva
- Relocation and outsourcing of services activities to Hungary 10th Biannual EACES Conference: Patterns of Transition and New Approaches to Comparative Economics, Moscow
- Clusters and the development of supplier networks for transnational companies 10th Biannual EACES Conference: Patterns of Transition and New Approaches to Comparative Economics, Moscow
- Global trends in business service movements: the role of East Central Europe with special emphasis on related methodological problems, Seminar: Outsourcing and Offshoring Business Services: Theoretical Perspectives and Global Trends, Regional Studies Association Research Network: Regional Development and the Changing Geography of Outsourcing Business Services in an Enlarged Europe, Paisley, Scotland
- Emerging Multinationals: the Case of Hungary, Emerging Multinationals': Outward Foreign Direct Investment from Emerging and Developing Economies, Copenhagen Business School
- Relocation of manufacturing and services activities to the New Member Countries - the case of Hungary Bi-annual Conference of the Czech Economic Society, Prague, Czech Republic

2005

- Attracting FDI to SouthEastern Europe: Lessons from the Experience of East Central European Countries. Conference organised by ICEG EC, MGYOSZ and MKT „SouthEastern Europe between EU Enlargement and Accession”, Budapest, April.
- Cross-border mergers and acquisitions in Hungary. Facts, trends and typology Conference of the International Trade and Finance Association, Istanbul, May.
- The ICT Manufacturing Sector in Hungary, Evolution Since the 90s. „Enlargement and Globalisation: Location and Competitiveness of Firms in Europe. Conference organised by EUR-IFRI. Brussels, June.
- Relocation – Experiences of a Host Country. Workshop on “Re-location of production and jobs to CEE countries - who gains and who loses?”, organised by the HWWA, Hamburg, September.

2004

- FDI in Hungary – the first mover’s advantage and disadvantage. European Investment Bank conference on Economics and Finance, Luxemburg, January

2001

- FDI incentive policies of Estonia, the Czech Republic, Hungary, Poland, Slovakia and Slovenia. Seminar, held in Vienna, organised by the WIIW, Vienna, Austria.

2000

- Greenfield investment in Hungary. Seminar held in Vienna, in the Austrian National Bank, organised by UNCTAD.