



RESEARCH

LECTURES IN

ECONOMIC GEOGRAPHY

5 May | 4-6 pm

Berliner Straße 48 | room 211



**WILLIAM HARVEY**

William Harvey (Ph.D Cambridge) is Research Director and Senior Lecturer at the University of Exeter Business School and an Honorary Senior Lecturer at the University of Sydney. Will's research focuses on three main areas: on how reputation and leadership is built and sustained within professional service firms, on the mobility, economic impact and social networks of talented workers, and on the practical challenges with interviewing business and political elites – topics he has published in a range of journals in business and management, sociology, geography and industrial relations.

**Sinking and swimming down under?  
Localisation and internationalisation strategies of executive search firms in Sydney**

Based on original analysis of secondary data as well as interviews with managing partners before and during the global financial crisis in 2009 and 2013 in Sydney, this talk investigates into the localisation and internationalisation strategies of executive search firms. The results show differences in the importance of local proximity to clients and candidates in senior- or middle-level appointments, as well as in the attributed values of being part of a global executive search firm network. Furthermore, the results imply a disconnect between the economic importance and the reputation of the Asia Pacific as a focus region.



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