

Dear Sir /Madam,

16 February 2013

RESEARCH QUESTIONNAIRE: PROJECT SELECTION IN ORGANIZATIONS

To understand the decision making processes of project selection in organizations better I respectfully request your participation in my research study. This research is supported by SKEMA Business School in France (www.skema.edu), please see the attached letter from the Prof. Rodney Turner, the programme director.

This is a study of the process that takes place when a decision maker must decide whether or not to stop a project that appears to be in trouble. The study is designed to help me understand the process of the interaction between stakeholders who are responsible for selecting and managing projects.

The research is conducted through an online survey which should take approximately 15 minutes to complete. Participants must read a short case study of a project and must then decide whether they want to continue with the project or not. After making their choice, participants must indicate their support for a number of statements to motivate their decision.

Thank you for your consideration and for your support of this research. Should you need any further information, please do not hesitate to contact me.

Yours faithfully,

Werner Meyer

Doctoral Student, SKEMA Business School, France

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Thesis Supervisors:

1st supervisor: Dr. Ginger Levin

2nd supervisor: Dr. Ralf Müller

Lille, March 2nd, 2012

To whom it may concern

I, the undersigned Professor Rodney TURNER, Professor of Project Management and Director of the PhD in Strategy, Programme and Project Management, certify that :

Mr Werner MEYER is enrolled at SKEMA Business School
in the PhD in Strategy, Programme and Project Management from 01/10/2009 to 30/09/2013.

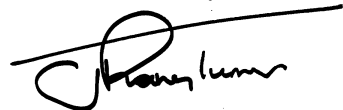
Mr Werner MEYER is conducting a PhD research under the title "Project Selection and termination in Organizations". This is a study of the decision-making process that takes place when a decision maker or group of decision makers must decide whether or not to stop a project that is not performing according to expectation. The study is designed to help him understand the process and structure of the interaction between decision makers who are responsible for selecting a portfolio of projects in an organization.

I have discussed this matter with him and granted him permission to conduct his research in order to obtain a clearer understanding on his research topic. I hope that he will manage to obtain important information on his research topic in order to develop a more effective research in his area of interest. If you have any enquires on this pertaining matter, please feel free to contact me through my email, rodney.turner@skema.edu without any hesitations.

Please make all efforts to facilitate and cooperate with Mr Werner MEYER to full fill his PhD degree requirements. Therefore, I would like to request for your kind assistance in providing relevant information for his research project. All information provided by your organization will be used only for academic purposes. I am more than happy to answer to any question you may have regarding the programme or this PhD student activities. I thank you for your support.

Yours faithfully,

Professor Rodney TURNER, PhD



Director
PhD in Strategy, Programme & Project Management

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