

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s) **Peter Reinhard Haiss**
Address(es) Josefgasse 18, A-2340 Mödling
Mobile: ++43 (0) 664 812 29 90
Fax(es) ++43 (0)50505 89 4214
E-mail peter.haiss@wu.ac.at or peter.haiss@unicreditgroup.at
Nationality Austria
Date of birth May 6, 1960
Gender Male

Practical Work experience

Dates	Current since 6/2016
Occupation or position held	Job title: corporate banking product development; job level: senior professional, Department Corporate Strategy (formerly Corporate Business Intelligence; since 6/2016)
Main activities and responsibilities	Developing and implementing a credit workflow tool and a credit decision engine for corporate banking; credit risk and credit process-issues in corporate banking; credit policies and regulatory framework-issues
Name and address of employer	UniCredit Bank Austria AG, Rothschildplatz 1, A-1020 Vienna, Austria
Type of business or sector	Bank
Dates	2010-2016
Occupation or position held	6/2016 Department Corporates Network Austria, respectively Department Segment Management Corporates Austria, Division Commercial Banking (till 1/2014) sales management and product management with an emphasis on lending, risk and finance & advisory
Name and address of employer	UniCredit Bank Austria AG, Lassallestrasse 5, 1, A-1020 Vienna, Austria
Type of business or sector	Bank
Dates	2007-3/2010
Occupation or position held	Job title: sales management; job level: senior business consultant, Department Corporates and Public Sector, Division Corporate & Investment Banking
Main activities and responsibilities	Customer segment management, projects on share-of-wallet, risk management, rating and cross-border banking
Name and address of employer	UniCredit Bank Austria AG, Schottengasse 6-8, A-1010 Vienna, Austria
Type of business or sector	Bank

Dates	1996-2007
Occupation or position held	Project and Investment Finance (line job as “chief expert”) and Basel II-project on “specialised lending” and “change management” (as Basel-II-head for 5 departments in corporate & investment banking, parallel project jobs)
Main activities and responsibilities	Project finance transactions, risk analysis, corporate and market analyses, project finance and corporate finance rating systems; analyse complex information, dossiers and investment memoranda. Project management in Basel II-monitoring; Basel II-specialised lending task force; development of a rating system for the public sector; Basel-II-head for 5 departments
Name and address of employer	Bank Austria Creditanstalt AG, Am Hof 2, A-1010 Vienna, Austria
Type of business or sector	Bank
Dates	4/1995 to 4/1996
Occupation or position held	Economics Department
Main activities and responsibilities	EU adaptation of the Austrian economy and business, EMU, EU structural funds, systemic risks
Name and address of employer	Bank Austria AG, Am Hof 2, A-1010 Vienna, Austria
Type of business or sector	Bank
Dates	3/1991 to 4/1995
Occupation or position held	Secretariat to the Managing Board, assistant to the CEO
Main activities and responsibilities	assistant to the CEO, representing the bank in internal and external meetings; EU issues
Name and address of employer	Bank Austria AG, Vordere Zollamststrasse 13, A-1030 Vienna, Austria
Type of business or sector	Bank
Dates	3/1988 to 3/1991
Occupation or position held	Strategic Planning Department, staff
Main activities and responsibilities	Development of planning & controlling system and implementing the new methodology; competitive analyses, technological and structural concepts; industry analysis
Name and address of employer	Länderbank Aktiengesellschaft, Am Hof 2, A-1010 Vienna, Austria
Type of business or sector	Bank
Dates	1987-1992
Occupation or position held	Part-time journalist at business monthly “Gewinn”
Main activities and responsibilities	writing and researching
Name and address of employer	Gewinn Wailand & Waldstein GmbH, Stiftgasse 31, A-1070 Vienna, Austria
Type of business or sector	business journal
Dates	Summer 1987 and Summer 1984
Occupation or position held	Traineeship / job rotation
Main activities and responsibilities	Controlling and international marketing
Name and address of employer	Mercedes Benz of North America, Inc., One Mercedes Drive, Montvale, NJ 07645, USA Daimler-Benz AG, Stuttgart-Untertürkheim, Mercedesstraße 137, D-70327 Stuttgart, Germany
Type of business or sector	automotive sector
Dates	1982-1985 and 1987/1988
Occupation or position held	Part-time high school teacher
Main activities and responsibilities	Teaching computer science, shorthand and typewriting
Name and address of employer	Bundes-Bildungsanstalt für Erzieher, Dr. Theodor Körner-Strasse 8, A-3100 St. Pölten, Austria
Type of business or sector	College

Academic Work experience

Dates	Fall semester 1999 to fall 2016
Occupation or position held	Lecturer and researcher, supervising bachelor, master and doctoral theses and teaching graduate courses
Main activities and responsibilities	Chairing a research project on "the financial sector and its relationships with the wider economy" (finance-growth-nexus) financed by the Jubiläumsfonds of the OeNB (Austrian National Bank) Teach (in English and German), conduct and chair research, review scientific work (both as reviewer for scholarly journals as well as doctoral and master theses), publish and give presentations (e.g. at the OECD, the EU Commission, and at scholarly conferences; participate in expert meetings Research and teach on the finance-real sector interaction, particularly how the financial sector, its internationalization and regulation influence the wider economy (systemic risks, macroeconomic development, and economic growth) with an emphasis on EU/Central, Eastern and South-Eastern Europe. Teach a thesis working group on financial-real sector interaction (including systemic risks). Teach and research on the automotive sector, European Integration in the financial and the real sector, EU enlargement to the East, European Monetary and Economic Union, foreign direct investment, and scientific research methods. Teach on competitive strategy (WU MBA program, Bukarest, Romania)
Name and address of employer	Vienna University of Economics and Business, Welthandelsplatz 1, A-1020 Vienna, Austria - (current: Institute of Production Management / Department of Information Systems and Operations Management - formerly at Institute of Export Management / Department of Global Business and Trade; previously Research Institute for European Affairs and Institute of Institutional and Heterodox Economics / Economics Department
Type of business or sector	University
Dates	Since Spring semester 1989 (current)
Occupation or position held	Lecturer in international finance
Main activities and responsibilities	Teach and supervise scientific with a focus on European financial integration, EMU, and the global financial crisis
Name and address of employer	IES Abroad Vienna / Institute of European Studies, Johannesgasse 7, A-1010 Vienna, Austria
Type of business or sector	Undergraduate university (study abroad) programme
Dates	2010, 2008, 2005
Occupation or position held	Member of the scientific program development committee / institutional review & audit committee
Main activities and responsibilities	Curriculum development for bachelor program in "Banking and Finance" and for the master program in "European Economics and Finance" (FH bfi); institutional evaluation & audit of both universities
Name and address of employer	University of Applied Sciences bfi Vienna (FH bfi), Wohlmutthstrasse 22, A-1020 Wien, Austria; Management Center Innsbruck Internationale Hochschule GmbH (MCI), Universitätsstrasse 15, A-6020 Innsbruck, Austria
Type of business or sector	University of Applied Sciences ("Fachhochschule")
Dates	Spring 1996 to Spring 1998
Occupation or position held	Lecturer
Main activities and responsibilities	Teach graduate courses on strategic management and supervise related research
Name and address of employer	Innsbruck University School of Management, Department of Strategic Management, Marketing and Tourism, Universitätsstrasse 15, A-6020 Innsbruck, Austria
Type of business or sector	University
Dates	Fall 1991 to Fall 2000
Occupation or position held	Lecturer
Main activities and responsibilities	Teach graduate courses on strategic management and supervise related research
Name and address of employer	University of Graz, Institute for Strategic Management and Entrepreneurship, Universitätsplatz 3, A-8020 Graz, Austria
Type of business or sector	University

Education and training

Dates	2000-2003
Title of qualification awarded	Habilitation as "Universitätsdozent" in Business Administration
Principal subjects/occupational skills covered	Venia docendi in business administration; title of professoral dissertation: "Bank Strategies, Restructuring and Financial Sector Reform". Criteria: sound methodology applied in empirical research, new findings produced, contributed to the development of the field of research, proof of expert knowledge; proven teaching (didactical and paedagogical) capabilities and experience.
Name and type of organisation providing education and training	Wirtschaftsuniversität Wien (Vienna University of Economics and Business), Welthandelsplatz 1, A-1020 Wien, Austria
Level in national or international classification	Habilitation (PhD)
Dates	1992-1993
Title of qualification awarded	Certified Management Consultant (CMC; „Gewerbeprüfung Betriebsberater einschliesslich Betriebsorganisatoren“)
Principal subjects/occupational skills covered	Applied graduate courses in consulting, contracting, finance, business administration, accountancy, law etc.
Name and type of organisation providing education and training	AFU Akademie für Unternehmensberatung, WKO Fachgruppe Unternehmensberatung, Prüfungsstelle der Kammer der Gewerblichen Wirtschaft für Wien, Salesianergasse 1, A-1030 Wien, Austria
Level in national or international classification	Austrian requirement to become consultant ("Befähigungsprüfung zur Ausübung des Gewerbes der Unternehmensberater")
Dates	1985-1987
Title of qualification awarded	Doctorate in Business Administration (Dr. rer.soc.oec; with honors)
Principal subjects/occupational skills covered	Doctoral courses in business administration; special concentration on banking and finance; doctoral thesis on "Cultural Influences on Strategic Bank Planning" received the "1990 Barry Mr. Richman Best Dissertation Award in International Business" by the (U.S.) Academy of Management
Name and type of organisation providing education and training	Wirtschaftsuniversität Wien (Vienna University of Economics and Business Administration), Welthandelsplatz 1, A-1020 Wien, Austria
Level in national or international classification	Doctoral level
Dates	1985-1987
Title of qualification awarded	Master of Business Administration (MBA)
Principal subjects/occupational skills covered	As a Fulbright study grant scholar, I took master level courses in all fields of economics, business administration, finance, organizational behaviour, international business, stats & math, accountancy, law etc. special concentration on international business and marketing strategy
Name and type of organisation providing education and training	University of Illinois at Urbana-Champaign (UIUC), Graduate School of Business, 1206 South Sixth Street, Champaign, IL 61820-697, USA
Level in national or international classification	Masters level
Dates	1979-1985
Title of qualification awarded	Magister in Business Administration (Mag.rer.soc.oec)
Principal subjects/occupational skills covered	Double degree program in business administration and business education; master level courses in all fields of economics, finance, business administration, organizational behaviour, international business, stats & math, computer science, accountancy, law, paedagogics, teaching practice etc. special concentration on marketing, auditing and computer science.
Name and type of organisation providing education and training	Wirtschaftsuniversität Wien (Vienna University of Economics and Business Administration), Welthandelsplatz 1, A-1020 Wien (previously Althanstrasse 6-8, A-1010 Wien), Austria

Level in national or international classification | Masters level

Dates | 1974-1979

Title of qualification awarded | Matura (~ German "Abitur" / School leaving certificate)

Principal subjects/occupational skills covered | diploma from Austrian higher level secondary commercial college school qualifying for university admission (matriculation). Graduate and undergraduate courses in finance, economics, business administration, accountancy, business & trade, applied computer science, English, French, geography, physics, chemistry etc.; special area of concentration: stats/math and computer science

Name and type of organisation providing education and training | Bundeshandelsakademie St. Pölten, Waldstraße 1, 3100 St. Pölten, Austria

Level in national or international classification | College / High School

Dates | 1974-1979

Title of qualification awarded | College admission

Principal subjects/occupational skills covered | Secondary school with an emphasis on social and natural sciences

Name and type of organisation providing education and training | Bundesrealgymnasium St. Pölten, Josefstrasse 84, A-3100 St. Pölten, Austria

Level in national or international classification | Secondary school

Dates | 1966-1974

Title of qualification awarded | Secondary school admission

Principal subjects/occupational skills covered | Primary school

Name and type of organisation providing education and training | Volksschule St. Pölten Grillparzer I, Grillparzerstraße 8, A-3100 Sankt Pölten, Austria

Level in national or international classification | Primary school

Personal skills and competences

Mother tongue(s) | **German**

Other language(s)

Self-assessment

European level (*)

English Language

French Language

Understanding		Speaking		Writing	
Listening	Reading	Spoken interaction	Spoken production		
C2	C2	C2	C2	C2	
A1	A2	A1	A1	A1	

(*) [Common European Framework of Reference for Languages](http://www.cedefop.europa.eu)

Social skills and competences

From working in an international organization (UniCredit Bank Austria) and from teaching and researching in international university networks, I am used to teamwork in cross-disciplinary, international teams. I also taught on cross-cultural issues in management. I network with a broad group of scholarly colleagues particularly on financial market issues in Central, Eastern and South-Eastern Europe, many of which I got to know in the about 100 presentation I was involved at scientific workshops and conferences. Among others, I am a member of the European Community Studies Association (ECSA) and of the European Finance Group SUERF.

Organisational skills and competences	Already while I was a student, I gained experience in handling diversity as a leader of a Boy Scout & Girl Guide group. As a member of the respective program committees, I contributed in organizing scholarly conferences e.g. in Bratislava, Berlin, Istanbul, Bukarest. Over 1992-1995, I served as deputy general secretary of the Austrian chapter of the European League for Economic Cooperation and Development (ELEC), organizing, preparing and co-chairing international meetings.
Technical skills and competences	In my papers I apply sound econometric models (please see list of publications), particularly widening the application of the production function approach and of data envelopment analysis.
Reviewer	I served as reviewer for the following scholarly journals: African Journal of Business Management, Applied Economics Letters, British Journal of Economics Management, Bulletin of Economic Research, Comparative Economic Studies, Eastern European Economics, Economic Inquiry, Economic Change and Restructuring, Economics Bulletin, Emerging Markets Finance and Trade, European Integration Online Papers, European Journal of Finance, Financial Theory and Practice, Geneva Papers on Risk and Insurance – Issues and Practice, German Economic Review, International Review of Economics and Finance, Journal of Economics and Management, Journal of Financial Stability, Journal of International Money and Finance, Journal of Multinational Financial Management, Journal of Risk and Insurance, Lecturas de Economía, South Eastern Europe Journal of Economics, and World Development.
Computer skills and competences	I am familiar with software packages typically used by bank practitioners and university researchers.
Driving licence	I hold an Austrian driving licence for cars and motorbikes
Annex	List of scholarly publications

Contributions to Reviewed Scholarly Journals

- Haiss, Peter / Mahlberg, Bernhard & Michlits, Daniel (2021): Industry 4.0—the future of Austrian jobs. *Empirica* 48, 5–36 (2021), <https://doi.org/10.1007/s10663-020-09497-z>
- Haiss, Peter / Juvan, Hannes / Mahlberg, Bernhard (2016): The Impact of Financial Crises on the Finance–Growth Relationship: A European Perspective, *Economic Notes* 45(3): 423–444.
- Haiss, Peter / Rainer, Wolfgang (2012): Credit Euroization in Eastern Europe: The “Foreign Funds” Channel at Work, *Comparative Economic Studies* 54(3): 471-505, <http://www.palgrave-journals.com/ces/journal/v54/n3/pdf/ces201227a.pdf>
- Haiss, Peter (2010): Bank Herding and Incentive Systems as Catalysts for the Financial Crisis, *IUP Journal of Behavioral Finance* 7(1&2): 30-58, http://www.iupindia.in/310/Behavioral_Finance.asp?mag=http://www.iupindia.in/310/Behavioral_Finance_sub.asp
- Sammer, Bernhard / Haiss, Peter (2010): The Impact of Derivative Markets on Asset Management and the Economy, *SUERF Studies* 2008/5: 133-170, <http://www.suerf.org/download/studies/study20085.pdf>
- Fink, Gerhard / Haiss, Peter / Paripovic, Ina (2009): Country risk of Croatia and the Euro Zone. Is the pressure sustainable, *Oxford Journal* 8(1): 65-80.
- Haiss, Peter / Paulhart, Andreas / Rainer, Wolfgang (2009): Verbreiten Ausländische Banken Fremdwährungskredite in der CEE-Region?, *Bankarchiv* 57(11): 786-798, http://www.springer.com/cda/content/document/cda_downloadaddocument/11_2009.pdf?SGWID=0-0-45-827198-p1180388
- Fink, Gerhard / Haiss, Peter / Vuksic, Goran (2009): Contribution of Financial Market Segments at Different Stages of Development: Transition, Cohesion and Mature Economies Compared, *Journal of Financial Stability* 5(4): 431-455, <http://dx.doi.org/10.1016/j.jfs.2008.05.002>
- Fasiangova Lucia / Haiss, Peter (2009): Lessons from the Financial Crisis: Is National Supervision of International Markets to Blame? *Wirtschaftspolitische Blätter* 03/09: 389-405, http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1477388
- Fink, Gerhard / Haiss, Peter / Paripovic, Ina (2009): Pressure on the Euro: country risk of Croatia, Latvia and the Euro Zone, *Les Cahiers de Recherche de l'ESCE*, No. 11 , http://www.esce.fr/web_fr/cahiers-recherche.php,
- Pantel, Nikolai / Haiss, Peter (2008): The Growth of Hedge Funds and Implications for Financial Markets, *Revue bancaire et financière / Bank-en Financiewezen*, 2008/6-7: 395-403.
- Haiss, Peter / Sümegi, Kjell (2008): The Relationship of Insurance and Economic Growth in Europe - A Theoretical and Empirical Analysis, *Empirica* 35(4): 405-431, <http://dx.doi.org/10.1007/s10663-008-9075-2>.
- Sümegi, Kjell / Haiss, Peter (2008): The Relationship Between Insurance and Economic Growth: Review and Agenda, *The Icfai Journal of Risk & Insurance*, Vol. V, No. 2, pp. 32-56, May 2008, http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1116123
- Fink, Gerhard / Haiss, Peter / Oeberseder, Lena / Rainer, Wolfgang, (2007): Dollar Depreciation - Euro Pain, *Journal of Policy Modeling* 29(5): 739-763.
- Fink, Gerhard / Haiss, Peter / von Varendorff, Mina (2007): Serbia´s Reform of the Banking Sector – Implications for Economic Growth and Financial Development, *Southeast European and Black Sea Studies* 7(4): 609-639.
- Hagmayr, Bettina / Haiss, Peter (2007): Financial Sector Development in South-Eastern Europe, *Beyond Transition* 18(2): 9, <http://siteresources.worldbank.org/INTTRANSITION/Newsletters/21492432/AprilJune2007.pdf>
- Eller, Markus / Haiss, Peter / Steiner, Katharina (2006): Foreign Direct Investment in the financial sector and economic growth in Central and Eastern Europe: The crucial role of the efficiency channel, *Emerging Markets Review* 7(4): 300-319.
- Haiss, Peter / Steiner, Katharina / Eller, Markus (2005): How do foreign owned banks contribute to economic development in transition economies – how much do we know about challenges and opportunities? *Osteuropa Wirtschaft* 50(3-4/2005): 232-247.

- Fink, Gerhard / Haiss, Peter / Kirchner, Herwig (2005): Die Finanzierung über Anleihenemissionen und Zusammenhänge zum Wirtschaftswachstum, Kredit und Kapital 38(3/2005): 351-375.
- Haiss, Peter / Rizzi, Regina (2004): Ist US-Type „Fiscal Federalism“ eine Option für die Europäische Wirtschafts- und Währungsunion? Wirtschaftspolitische Blätter 4/2004: 483-494.
- Breuss, Fritz / Fink, Gerhard / Haiss, Peter (2004): How well prepared are the New Member States for the European Monetary Union? Journal of Policy Modeling 26(7): 769-791.
- Fink, Gerhard / Haiss, Peter (2003): Industry Disequilibrium: Why banks fall prey to the “new economy” and other business bubbles, Wirtschaftspolitische Blätter 2/2003: 263-270.
- Eller, Makus / Haiss, Peter (2003): Strukturschwächen im Finanzsektor der Bewerberstaaten als Verstärker spekulativer Blasen: Implikationen für die EU-Erweiterung, Bankarchiv 51(4): 253-264.
- Haiss, Peter / Marin, Stefan (2002): Unternehmensanleihen als Finanzierungsinstrument in den MOEL, Bankarchiv 12/2002: 981-986.
- Haiss, Peter / Marin, Stefan (2002): Corporate Bonds: Entwicklung in Österreich und Euroland, Bankarchiv 11/2002: 847-864.
- Eller, Markus / Haiss, Peter (2002): Integrationstheoretische, aussenhandelsseitige und finanzsektorspezifische Analyse der Teilnahme der Mittel- und Osteuropäischen Länder am Euro-Währungsraum, Osteuropa-Wirtschaft 2/2002: 200-215.
- Eller, Markus / Haiss, Peter (2002): Anpassungsmaßnahmen am Weg der EU-Beitrittskandidaten in die Wirtschafts- und Währungsunion, Wirtschaftspolitische Blätter 2/2002: 181-193.
- Fink, Gerhard / Haiss, Peter (2002): Lemming Banking: Conflict Avoidance to Eliminate Excess Capacity by Herd Instinct? Bankarchiv 1/2002: 9-20.
- Haiss, Peter / Marin, Stefan (2000): Corporate Bonds als Wachstumssegment in der Eurozone, Bankarchiv 9/2000: 775-786.
- Fink, Gerhard / Haiss, Peter (2000): Accession Countries' Banking Markets from an EU Perspective: Review of the Commissions' Progress Reports on Enlargement, Part 2 on BUL, CYP, RO, TK, MA, Bankarchiv 2/2000: 29-37.
- Fink, Gerhard / Haiss, Peter (2000): Accession Countries' Banking Markets from an EU Perspective: Review of the Commissions' Progress Reports on Enlargement, Part 1 on CZ, H, PL, SLO, SK and Baltics, Bankarchiv 1/2000: 122-128.
- Fink, Gerhard / Haiss, Peter (1999): Bank failure and lemming behaviour, European Business Journal 4/1999: 208-211.
- Fink, Gerhard / Haiss, Peter / Orlowski, Lucjan / Salvatore, Dominick (1999): Privileged Interfirm/Bank Relationships in Central Europe: Trigger or Trap for Corporate Governance, CASE Studies & Analysis Working Paper Nr. 170/1999, Centrum Analiz Spoleczno-Ekonomicznych (Center for Social and Economic Research), Warsaw: pp. 5-35.
- Fink, Gerhard / Haiss, Peter / Orlowski, Lucjan / Salvatore, Dominick (1999): Financial Restructuring and Bank Privatization in Central European Transition Countries: The Case of Poland's Bank Handlowy, Osteuropa-Wirtschaft 3/1999, S. 284-297.
- Fink, Gerhard / Haiss, Peter (1999): Der Finanzplatz Wien im Wettbewerb mit der Finanzmarktreform in Zentraleuropa, Bankarchiv 2/1999, S. 133-148.
- Fink, Gerhard / Haiss, Peter / Orlowski, Lucjan / Salvatore, Dominick (1998): Central European Banks and Stock Exchanges: Capacity Building and Institutional Development, European Management Journal 16(4): 431-446.
- Fink, Gerhard / Haiss, Peter (1998): Seven Years of Financial Market Reform in Central Europe, SUERF Studies No. 3: 54-95, <http://www.suerf.org/download/studies/study3.pdf>.
- Fink, Gerhard / Haiss, Peter / Inagawa, Nobuko (1998): Financial Markets in the Baltic States: Fit for the EU?, Journal of International Development 10(1998): 659-679.
- Al-Ani, Ayad / Haiss, Peter (1996): Personalmanagement im Virtual Banking, in: Bank Magazin 7/1996.
- Fink, Gerhard / Haiss, Peter (1996): Finanzmarktreform in Osteuropa, Teil 1: Erbschaft und organisatorischer Ablauf, in: Bankarchiv 6/1996, S. 8-13.
- Fink, Gerhard / Haiss, Peter (1996): Finanzmarktreform in Osteuropa, Teil 2: Transformationsprobleme und Lösungsansätze, in: Bankarchiv 7/1996, S. 535-543.

- Fink, Gerhard / Haiss, Peter (1995): Western Strategies in Central Europe, in: Journal of East-West Business 3/95, pp. 37-45.
- Haiss, Peter (1995): Handlungsalternativen für die (Re)Strukturierung der Finanzmärkte in Zentraleuropa, in: Bankarchiv 2/1995, pp. 100-112.
- Haiss, Peter (1995): Die EU braucht eine rasche Ostvertiefung, in: Wirtschaftspolitische Blätter 1/1995, S. 65-71.
- Haiss, Peter (1994): Unternehmensberatung als Bankgeschäftsfeld, in: Bankarchiv 6/1994, S. 423-435.
- Haiss, Peter (1994): The (Re)Creation of Financial Markets in Central Europe: Which Way to Choose? in Wirtschaftspolitische Blätter 5-6/1994, pp. 551-566.
- Haiss, Peter (1994): The Evolution of Strategy and Strategy as Evolution, in: World Futures, vol. 36, 1/1993, pp. 21-29.
- Haiss, Peter (1993): Banken unter Stress: Diagnose und Therapie, in: Bankarchiv 10/1993, pp.757-772.
- Haiss, Peter (1993): Kredit- und Risikopolitik unter Umweltaspekten, in: Bankarchiv 6/1993, pp. 435-444.
- Haiss, Peter (1993): Bankfunktionen in grenzüberschreitenden Wirtschaftsregionen, in: Wirtschaftspolitische Blätter 2/1993, pp. 253-262.
- Haiss, Peter (1992): The Twin Challenges to Austrian Banking: the Environment and the East, in: Long Range Planning, 4/1992, pp. 47-53.
- Haiss, Peter (1992): Banken im Binnenmarkt, in: Bankarchiv 11/1992, pp. 1032-1034.
- Haiss, Peter / Schicklgruber, Werner (1992): Bankstrategien unter geänderten Rahmenbedingungen, in: Bankarchiv 10/1992, pp. 871-885.
- Haiss, Peter (1992): EG-Auswirkungen auf Anleger am Beispiel Österreichs, in: Bankarchiv 1/1992, pp. 28-41.
- Haiss, P. / Rumpold, K. / Schicklgruber, W. / RumAllfinanz versus Universalbank (with W. Schicklgruber und K. Rumpold), in: Versicherungs-rundschau 3/1992, pp. 65-71.
- Haiss, Peter (1992): Die neue Bedeutung der Regionen, in: Europäische Rundschau 3/1992, pp. 103-111.
- Haiss, Peter (1992): Notwendige Randbedingungen für die Reformen in Osteuropa, in: Wirtschaftspolitische Blätter 1/1992, pp. 139-147.
- Haiss, Peter (1991): A Cultural Link of Strategic Heuristics, in Prasad, B. (ec.): Advances in International Comparative Management, JAI Press, New York 1991, pp. 35-55.
- Haiss, Peter (1991): Internationale Aktivitäten öst. Banken, in Zeitschrift für das gesamte Kreditwesen 18/1991, pp. 850-856.
- Haiss, Peter (1991): Öko-Strategien österreichischer Banken, in Bankarchiv 9/1991, pp. 641-650.
- Haiss, Peter (1991): Central European Strategies of Austrian Banks, in Bankarchiv 5/1991, pp. 327-335.
- Haiss, Peter (1991): Auswirkungen von EG und EWR auf den österreichischen Handel, in: der markt 3/91, pp. 116-121.
- Haiss, Peter (1991): Finanzplatz Österreich, in Bankarchiv 2/1991, . 96-105.
- Haiss, Peter (1989): Bank Rankings: Comparing Like with Alike? in: Bankarchiv 12/1989, pp. 1170-1181.
- Haiss, Peter (1988): Restructuring the U.S. Banking Industry, in: der markt 4/1988, pp. 173-179.
- Haiss, Peter (1987): Subliminal Software, in: der markt 3-4/1987.

Books

- Cultural Influences on Strategic Planning - Empirical Findings in the Banking Industry
 - in englischer Sprache veröffentlicht durch Physica-Springer, Heidelberg 1990
 - in japanischer Sprache veröffentlicht durch Seimei Hokun Bunka Kenkyusha, Osaka 1995.

Contributions to Edited Books and Conference Proceedings

- Haiss, Peter / Brandstaedter, Alexandra (2019): Implications of IFRS 9-based Multi-Year Risk Parameters for Bank Management, Proceedings of the the 16th International Scientific Conference "European Financial Systems", Brno: Masary University, Czech Republic, June 24-25, 2019, <http://www.efs.econ.muni.cz/>
- Haiss, Peter / Pammer, Bettina (2019): The UK's Role in the Global Financial Crisis – Stabilizing or Destabilizing Financial Markets?, Proceedings of the 10th International Conference on Currency, Banking and

International Finance: Overcoming Economic Inequalities – Role of European Financial System, April 4-5, Stary Smokovec, Slovakia, <http://iccbif.kbmf.nhf.euba.sk/>

- Haiss, Peter / Schmid Schmidsfelden, Jakob (2018): Bitcoin compared on Price, Liquidity and Volatility: Crypto “Currencies” or an Asset Class of their own? In: European Financial Systems 2018. Proceedings of the 15th International Scientific Conference, Brno: Masaryk University, Czech Republic, 2018, pp. 128-138, ISBN-13 978-80-2010-890-8, <https://munispace.muni.cz/library/catalog/book/1016>
- Haiss, Peter / Moser, Andreas (2017): Blockchain-Applications in Banking & Payment Transactions: Results of a Survey. In: European Financial Systems 2017. Proceedings of the 14th International Scientific Conference, Brno: Masaryk University, Czech Republic, 2017, part 2, pp. 141-150. ISBN 978-80-210-8609-8, ISBN 978-80-210-8610-4 (online: <https://is.muni.cz/do/econ/sborniky/70896034/EFS2017-Proceedings-2.pdf> respectively <https://is.muni.cz/do/econ/sborniky/70896034/>).
- Fink, Gerhard / Rainer, Wolfgang / Haiss, Peter (2016): The Euro as International Currency: Euro-Loans in Central and South-Eastern European Countries, in Guderzo, Max & Bosco, Andrea (eds.): A Monetary Hope for Europe, Firenze University Press, Firenze, Italy: 201-220.
- Haiss, Peter / Binder, Franz / Hajzeri, Kushtrim / Kalmykov, Wadim (2016): Foreign Trade Finance: What is the Impact of the Global Financial Crisis of 2007-2009? In Kajurová, Veronika & Krajicek, Jan (eds.): European Financial Systems 2016. Proceedings of the 13th International Scientific Conference, Brno: Masaryk University, Czech Republic: 214-221, <http://www.efs.econ.muni.cz/>
- Haiss, Peter / Rainer, Wolfgang / Fink, Gerhard (2015): Foreign Currency Loans in Central and Eastern Europe: Did Regional Euro Internationalization Worsen Credit Quality? In Kajurová, Veronika & Krajicek, Jan (eds.): European Financial Systems 2015. Proceedings of the 12th International Scientific Conference, Brno: Masaryk University, Czech Republic: 166-174, <http://www.efs.econ.muni.cz/>
- Haiss, Peter / Schwaiger, Reinhard (2013): History Compared: Austrian Banks’ Internationalization during the Monarchy and after the Fall of the Iron Curtain, in Aspey, Melanie et al (eds.): Foreign Financial Institutions & National Financial Systems, Studies in Banking and Financial History, 2013 EABH Annual Conference, Warsaw, Poland, The European Association for Banking and Financial History e.V.: 371-402.
- Haiss, Peter / Balási, Zsolt / Meissl, Christine (2012): Automotive Industry Strategies by CEE Governments: Who does what to attract business? In Springer, Reiner & Chadraba, Petr (eds.): Proceedings of the 20th Annual Conference on Business and Marketing Strategies for CEE, Vienna: 87-106.
- Haiss, Peter / Haunschmid, Patrick / Stockhammer, Christoph (2012): How did the Automotive Industry in CEE Fight the Crisis? In Springer, Reiner & Chadraba, Petr (eds.): Proceedings of the 20th Annual Conference on Business and Marketing Strategies for CEE, Vienna: pp. 373-389
- Haiss, Peter / Ziegler, Andrea (2011): Transition Results and Perspectives of (Un)Healthy Credit Growth in Central, Eastern and South-Eastern Europe (December 4, 2011). Proceedings of the 19th Annual Conference on Marketing and Business Strategies for CEE, December 2011, Vienna. Available at SSRN: <http://ssrn.com/abstract=1968135>
- Haiss, Peter / Winkler, Alissa (2011): Financial Crisis in Central and Eastern Europe: How did Foreign Banks Adapt? in Ugurlu, Mete (ed.) Proceedings of the International Financial Symposium 2010 (Uluslararası Finans Sempozyumu 2010 “Kriz Sonrası Rüçte Finans Sektörü – Reel Sektör İlişkisi”), Marmara University, Istanbul: 261-285, <http://bsy.marmara.edu.tr>
- Haiss, Peter / Schellander, Elisabeth (2010): Knowledge Transfer by Austrian Banks to the Transition Economies of Central, Eastern and South Eastern Europe, in Springer, Reiner / Chadraba, Petr (eds.): Proceedings of the 18th Annual Conference on Marketing and Business Strategies for Central and Eastern Europe, WU Wien: 271-290.
- Philipp, Sean / Haiss, Peter (2010): Competitive warfare – the impact of electric cars on the oil & refinery industry and their consequences, in: Gupta, Atul / Grant, Joy (eds.): CD Proceedings of the 10th Global Conference on Business and Economics (GCBE), Rome, ISBN 978-0-9830451-1-2
- Mnatsakanova, Elizaveta / Haiss, Peter (2010): Benefits and Drawbacks of Bank Ownership – Is the Comparison between Private and Public Banks a Matter of Efficiency versus Stability?, CD Proceedings of the International Scientific Conference “Money, Banking and Financial Markets Conference”, Smolenica Castle, Slovakia, Oct. 2009, by the Economic University Bratislava, ISBN 978-80-225-2863-4.

- Haiss, Peter / Dimitrieva, Ina (2010): Foreign Bank Strategies and Their Impact on the Latin American Crisis, in Ugurlu, Mete (ed.) Proceedings of the International Financial Symposium 2009 "The Search for New Financial Architecture after the Global Crisis" (Uluslarasi Finans Sempozyumu 2009 "Küresel Kriz Sorasi Yeni Finansal Mimari Arayislar", Marmara University, Istanbul: 100-119, <http://bsy.marmara.edu.tr>
- Ibrahim, Daniel / Haiss, Peter / Mahlberg, Bernhard (2010): The Internationalization of Banking: A Micro-Macro Approach with a Focus on Romania" CD Proceedings of the International Conference on "Finance and Growth in CEE" by the Institute of Public Finance, Zagreb, Croatia, April 29-30, 2010, <http://www.ijf.hr/conf2010/index.php?ime=239>.
- Haiss, Peter / Pichler, Andreas / Steiner, Katharina (2009): Austrian and Spanish Banks Abroad – A Comparison of Responsible Regional Integration Strategies in Gadziyev, S., Grundey, D., Bilan, Y. and Sergi, B. (eds.): Business Development and Markets in the European Economic Area, Foundations of International Studies Publ.Co., Kyiv, Ukraine: 93-108.
- Haiss, Peter / Rauscher, Maria (2009): The Lure of Growth Potential and Market Entry via Acquisition in Central and Eastern Europe: The Fatal Case of the Maculan Construction Group, in Gadziyev, S., Grundey, D., Bilan, Y. and Sergi, B. (eds.): Business Development and Markets in the European Economic Area, Foundations of International Studies Publ.Co., Kyiv, Ukraine:176-192.
- Haiss, Peter / Mahlberg, Bernhard / Molling, Mike (2009): The Automotive Industry in Central and Eastern Europe – Engine of Growth or Free Rider? In Springer, Reiner / Chadraba, Petr (eds.): Proceedings of the 17th Annual Conference on Marketing and Business Strategies for Central and Eastern Europe, WU Wien: 113-128.
- Paulhart, Andreas / Rainer, Wolfgang / Haiss, Peter (2009): Do Foreign banks raise the risk of foreign currency lending in Central and Eastern Europe? Proceedings of the International Finance Symposium 2008 "Global Volatility and Its Repercussions on the Finance Sector" (Uluslararası Finans Sempozyumu 2008, „Küresel Dalgalanmalar ve Finans Sektörüne Yansımaları“, Marmara University, Istanbul: 271-295, <http://bsy.marmara.edu.tr>
- Haiss, Peter / Mahlberg, Bernhard / Molling, Mike (2009): The Automotive Industry in Central and Eastern Europe - Engine of Growth or Free Rider, Proceedings of the 2009 OBEC (Oxford Business & Economics) Conference, Oxford, UK, June 2009, ISBN : 978-0-9742114-1-9, http://gcbe.us/2009_OBEC/data/confcd.htm
- Haiss, Peter (2009): Bank Herding as Management Challenge, in Balsanova, Krisitina (ed.): Proceedings of the Conference "Management Challenges in the 21st Century, Vysoká Škola Managmentu v Trenčine /College of Management City University Bratislava, April, <http://ssrn.com/abstract=1430344>
- Kichler, Elisabeth / Haiss, Peter (2009): The Relevance of Leasing for the Banks' Market Entry and Reach in Central and South Eastern Europe, in Szymura-Tyc, Maja (ed.): International Marketing and Business in the CEE Markets, The Karol Adamecki University of Economics, Katowice, PL: 241-268.
- Krumhuber, Peter / Haiss, Peter (2009): Austrian-Turkish Business Relations – Why Way Behind Central and Eastern European Level? In Szymura-Tyc, Maja (ed.): International Marketing and Business in the CEE Markets, The Karol Adamecki University of Economics, Katowice, PL: 128-156.
- Roessl, Petra / Haiss, Peter (2009): Does Foreign Bank Entry Stimulate Trade and Investment? Evidence from the European Union (Extended Abstract), Proceedings of the International Academy of Management and Business (IAMB) 2009 Conference, New Orleans, Louisiana, USA, Jan. 2009, <http://iamb.net/CD/CD09-IAMB/MS/12%20Roessl.pdf> or http://iamb.net/CD/CD09-IAMB/Proc_IAMB09_main.htm
- Timmerer, Annina / Haiss, Peter (2008): Is FDI into China's Automotive Industry dangerous? How to Avoid Counterfeiting by Intellectual Property Protection in Transition Economies, in Springer, R. and Chadraba, P. (eds.): Proceedings of the 16th Annual Conference on Marketing and Business Strategies for CEE, De Paul University & WU Wien: 391-411.
- Pantel, Nikolai / Rössl, Petra / Sammer, Bernhard / Sümegi, Kjell / Haiss, Peter (2008): Welche Rolle spielen Hedge-Fonds für das Wirtschaftswachstum, und welche sollten sie tragen? Eine empirische Untersuchung, in Klein, Wolfgang and Franke, Günter (eds.): Hedge-Fonds Chancen und Risiken, FAZ-Verlag, Nov. 2008, <http://www.fazbuch.de>
- Haiss, Peter / Steiner, Katharina / Eller, Markus (2008): Foreign Banks in Central Europe: Do They Contribute to Economic Development, in: Chadraba, Petr / Springer, Reiner (2008): Business Strategies for Economies in Transition: Book of Readings on CEE Countries, Cambridge Scholars Publishing: 342-364, www.c-s-p.org
- Fink, Gerhard / Haiss, Peter / von Varendorff, Mina (2008): Banking Transition Progress, Foreign Bank Entry and Economic Development: Case of Serbia", in: Chadraba, Petr / Springer, Reiner (2008): Business Strategies for Economies in Transition: Book of Readings on CEE Countries, Cambridge Scholars Publishing: 464-496, www.c-s-p.org.

- Chadraba, Petr / Haiss, Peter / Rauscher, Maria (2008): Maculan Group: International Growth through Acquisitions, in: Chadraaba, Petr / Springer, Reiner (2008): Business Strategies for Economies in Transition: Book of Readings on CEE Countries: 676-689.
- Fink, Gerhard / Haiss, Peter / Rainer, Wolfgang / Oeberseder, Magdalena (2008): Monetary Integration and Country Risk of the EU-Newcomers Bulgaria and Romania, in: Stavárek, D. and Polouček, S. (ed) Consequences of the European Monetary Intergration on Financial Markets. Newcastle: Cambridge Scholars Publishing: 217-241, ISBN 978-1-4438-0068-6.
- Roessl, Petra / Haiss, Peter (2008): FDI as Signal for Competitive Advantage: Does Financial Sector FDI Attract Real Sector FDI, Portfolio Investment and Trade? In Kowalewski, O. and Weresa, M. (eds.): The Role of Foreign Direct Investment in the Economy, Rainer Hampp, Munich, <http://www.hampp-verlag.de/> DOI10.1688/9783866183070, pp. 9-41.
- Haiss, Peter / Chou, Natalie (2008): Developing Emerging Bond Markets: Rationale and Choices in Central and Eastern Europe and Southeast Asia in Pickles, John (ed.): Globalization and Regionalization in Post-Socialist Economies, Palgrave MacMillan: 101-126.
- Steiner, Katharina / Haiss, Peter / Eller, Markus (2008): Auslandsdirektinvestitionen im Finanzsektor Osteuropas – Treiber für Wirtschaftswachstum, Effizienz und Unternehmensentwicklung, in Moser, Reinhard (ed.): Ausländische Direktinvestitionen, MIR Edition Gabler, Wiesbaden, 213-236.
- Haiss, Peter / Weichselbraun, Jennifer (2008): FSFDI and GDP Growth in the Czech Republic and Poland: Theory and Empirical Evidence for the Impact of Foreign Bank-Induced Technology Transfers, Improved Corporate Governance and Pull Effects on Economic Growth, in 23rd World Congress of Czechoslovak Society of Arts and Science. SVU, České Budějovice.
- Pichler, Andreas / Steiner, Katharina / Fink, Gerhard / Haiss, Peter (2008): Financial Integration in Europe: Effects on Markets and Economic Growth, in: F. Breuss, G. Fink, St. Griller (eds.): Services Liberalisation in the Internal Market, Springer-Verlag, Wien-New York, pp. 168-224, <http://www.springer.com/springerwiennewyork/economics/book/978-3-211-22401-4> <http://www.wu-wien.ac.at/europainstitut/forschung/pichleretal.pdf>
- Fink, Gerhard / Haiss, Peter / Vuksic, Goran (2008): Importance of Financial Sectors for Growth in EU Accession Countries, in: A. Kumar Pain / N. Karmakar (eds): Financial Sector and Economic Growth – The Linkage, The Icfai University Press, Hyderabad, India.
- Armstrong, David / Haiss, Peter (2007): Ethnic Banking: Identifying the Capacity and Future Implications of the Ethnic Banking Market, in Gupta, Atul (ed.): Proceedings of the 2007 Oxford Business & Economics Conference (OBEC), Oxford, UK, ISBN 978-0-9742114-7-3, <http://www.facultyforum.com/obec/> or <http://trintrin.com/obec/confcd.htm>
- Bolzano, Johannes / Haiss, Peter (2007): Minority M&A in Chinese banks – competitive challenges for foreign capital, Proceedings of the International Finance Symposium 2007 „Foreign Capital in the Finance Industry“ (Uluslararası Finans Sempozyumu 2007, „Finans Sektöründe Yabancı Sermaye“, Marmara University, Istanbul: 13-34, <http://bsy.marmara.edu.tr>,
- Bradacs, Eva / Haiss, Peter (2007): Das eklektische Paradigma im Bankensektor: Ergänzungen notwendig, in Zschiedrich, H. / Christians, U. (eds.): Banken in Mitteleuropa im Spannungsfeld von Transformation und Innovation, Hampp Verlag, München, pp. 175-196, 2007
- Edelenyi, Tímea / Haiss, Peter / Olimalayil, Sindhu (2007): Does Foreign Direct Investment Always Foster Development? The Case of IPB and the Need for Prudence in Transition, in Zschiedrich, H. / Christians, U. (eds.): Banken in Mitteleuropa im Spannungsfeld von Transformation und Innovation, Hampp Verlag, München, pp. 337-355, 2007
- Eller, Markus / Haiss, Peter / Steiner, Katharina: How can Financial Sector FDI Spur Growth in Emerging Europe? in: Altzinger, Wilfried / Petkova, Ivanka (2007): Impacts of Foreign Direct Investments on Banking Sectors in Southeast European Countries, Economic Policy Institute (EPI), Sofia, pp. 30-63.
- Fink, Gerhard / Haiss, Peter / Paripovic, Ina / Aschauer, Daniel (2008): Pressure on the Euro: Country Risk of Croatia, Latvia and the Euro Zone, in Sivak, Rudolf / Lisy, Jan / Horvatova, Eva (eds.): Proceedings of the International Conference „Money, Banking and Financial Markets“ of the University of Economics in Bratislava, 27-28. Sept, 2007, Smolenice, Slovakia: 123-150
- Fink, Gerhard / Haiss, Peter / von Varendorff, Mina (2007): Banking Transition Progress, Foreign Bank Entry and Economic Development: The Case of Serbia, in: Altzinger, Wilfried / Petkova, Ivanka (2007): Impacts of Foreign Direct Investments on Banking Sectors in Southeast European Countries, Economic Policy Institute (EPI), Sofia: 64-94.
- Fink, Gerhard / Haiss, Peter / Vuksic, Goran (2007): Importance of Financial Sectors for Growth in EU Accession Countries, in Karmakar, N. (ed.): Financial Sector Development and Economic Growth: The Interlinkage, ICFAI Books, Kolkata, India: 158-193.

- Hagmayr, Bettina / Haiss, Peter (2007): Financial Sector Development and Economic Growth - Evidence for Southeastern Europe, in: Altzinger, Wilfried / Petkova, Ivanka (2007): Impacts of Foreign Direct Investments on Banking Sectors in Southeast European Countries, Economic Policy Institute (EPI <http://www.epi-bg.org/>), Sofia, pp. 7-29.
- Haiss, Peter / Pichler, Andreas / Steiner, Katharina (2007): Internationalization Strategies of Austrian and Spanish Financial Institutions: Continued Regional Ties?, in Zschiedrich, H. / Christians, U. (eds.): Banken in Mitteleuropa im Spannungsfeld von Transformation und Innovation, Hampp Verlag, München, pp. 257-279.
- Haiss, Peter / Weidinger, Jennifer (2007): FSFDI and GDP Growth in the Czech Republic and Poland – Theoretical and empirical evidence for the impact of foreign bank-induced technology transfers, improved corporate governance and pull effects on economic growth, in Zschiedrich, H. / Christians, U. (eds.): Banken in Mitteleuropa im Spannungsfeld von Transformation und Innovation, Hampp Verlag, München, pp. 356-375, 2007
- Haiss, Peter / Weichselbraun, Jennifer (2007): Financial Sector Foreign Direct Investment and GDP Growth in Poland and the Czech Republic, Proceedings of the International Conference „Money, Banking and Financial Markets“ of the University of Economics in Bratislava, 27-28. Sept, 2007, Smolenice, Slovakia: 429-445
- Resch, Elisabeth / Haiss, Peter (2007): Transformation and Privatization of the Automotive Industry in CEE: Do's and Don'ts and Lessons Learned, in Springer, Reiner / Chadraba, Petr (eds.): Proceedings of the 15th Annual Conference on Marketing and Business Strategies for Central & Eastern Europe, WU Wien: 324-342.
- Rössl, Petra / Haiss, Peter (2007): Impact of foreign capital in the banking industry on real sector FDI and foreign trade: the case of Bulgaria, Proceedings of the International Finance Symposium 2007 „Foreign Capital in the Finance Industry“ (Ululararasi Finans Sempozyumu 2007, „Finans Sektöründe Yabancı Sermaye“, Marmara University, Istanbul: 35-55, 14th Dec. 2007, <http://bsy.marmara.edu.tr>
- Ziegler, Andrea / Haiss, Peter (2007): The Volume Channel: Do Foreign Banks Grant More Loans (Too Fast), Proceedings of the International Finance Symposium 2007 „Foreign Capital in the Finance Industry“ (Ululararasi Finans Sempozyumu 2007, „Finans Sektöründe Yabancı Sermaye“), Marmara University, Istanbul: 259-274, <http://bsy.marmara.edu.tr>
- Haiss, Peter (2006): Projektfinanzierung als Finanzierungsalternative, in N. Kailer & Pernsteiner, H. (eds.): Wachstumsmanagement für Mittel- und Kleinbetriebe, Erich Schmidt Verlag, Linz, 243-261.
- Foreign Direct Investments in the Financial Sector: The Engine of Growth for Central and Eastern Europe? (with M. Eller and K. Steiner), in Gupta, A. & Merchant, S. (eds.), 5th Global Conference on Business and Economics Proceedings, Cambridge, U.K., July 2006.
- Internationalisation Strategies Following Regional Ties: Austrian and Spanish Banks Abroad (with A. Pichler and K. Steiner), in Gupta, A. & Merchant, S. (eds.), 5th Global Conference on Business and Economics Proceedings, Cambridge, U.K., July 2006.
- Eller, Markus / Haiss, Peter / Steiner, Katharina (2006): FDI in the Financial Sector: The Engine of Growth for Central and Eastern Europe (with M. Eller & K. Steiner), in Berk, N. (ed.): Financial Sector Integration: Review and Steps Ahead, Proceedings of the International Finance Symposium 2006, Marama University, Istanbul, pp. 407-428.
- Changing Importance of Financial Sectors for Growth from Transition to Cohesion and European Integration (with G. Fink, G. Vuksic & B. Hagmayr), in Berk, N. (ed.): Financial Sector Integration: Review and Steps Ahead, Proceedings of the International Finance Symposium 2006, Marama University, Istanbul, pp. 429-442.
- Haiss, Peter / Marin, Stefan (2006): Bond Markets and Economic Integration: Asia and Europe Compared (with S. Marin), in Berk, N. (ed.): Financial Sector Integration: Review and Steps Ahead, Proceedings of the International Finance Symposium 2006, Marama University, Istanbul, pp. 513-534.
- Hagmayr, Bettina / Haiss, Peter (2006): Foreign Banks in Turkey and other EU Accession Countries – does Minority and Majority Ownership Make the Difference? in Berk, N. (ed.): Financial Sector Integration: Review and Steps Ahead, Proceedings of the International Finance Symposium 2006, Marama University, Istanbul, pp. 649-669.
- Haiss, Peter / Staeva, Milena (2005): Banking and Financial Liberalisation: Do Foreign Banks Contribute to Growth? in Poloucek, S. / Stavarek, D. (eds.): Future of Banking after the Year 2000 in the World and in the Czech Republic (volume X – Finance and Banking), Karvina: Silesian University, 2005, pp. 47-67 in Part 1, ISBN 80-7248-342-0, <http://www.opf.slu.sz/pb2000/2005/sbornik.html>
- Haiss, Peter / Steiner, Katharina / Eller, Markus (2005): Foreign Banks in Central Europe: Do They Contribute to Economic Development? in: Chadraba, Petr and Springer, Reiner (eds.): Proceedings of the 13th Annual Conference on Marketing and Business Strategies for Central and Eastern Europe, Vienna, Dec. 2005: 82-94.

- Fink, Gerhard / Haiss, Peter / von Varendorff, Mina (2005): Banking Transition Progress, Foreign Bank Market Entry and Economic Development: The Case of Serbia, in: Chadraha, Petr and Springer, Reiner (eds.): Proceedings of the 13th Annual Conference on Marketing and Business Strategies for Central and Eastern Europe, Vienna, Dec. 2005: 62-80.
- Haiss, Peter / Staeva, Milena (2005): Banking and Financial Markets: Do Foreign Banks Contribute to Growth? Proceedings of the 5th Conference on Money, Banking and Financial Markets (Mena, Bankovníctvo a Finančné Trhy) Ekonomická Univerzita v Bratislave, Aug. 2005.
- Fink, Gerhard / Haiss, Peter / Peytcheva, Svetlana (2005): Strategiewahl, ökonomische Motive und Zwänge zur Internationalisierung, in G. Fink (ed.): Prozeß der Unternehmensinternationalisierung, Facultas, Wien 2005: 4-34.
- Haiss, Peter / Steiner, Katharina / Eller, Markus (2005): How do foreign banks contribute to economic development in transition economies – how much do we know about challenges and opportunities? in K. Erdener, H. Talha (ed.), International Management Development Yearbook XIV, 414-421
- Fink, Gerhard / Haiss, Peter / Ugljesic, Mina (2005): Serbia's Reform of the Banking Sector – Implications for Economic Growth and Financial Development, Proceedings of the 2005 IPSI Conference, Belgrade, June 2005.
- Fink, Gerhard / Haiss, Peter / Hristoforiva, Sirma (2005): Bond Markets and Economic Growth, in: Dreger, Ch., Galler, H. (Hrsg.), Advances in macroeconomic modelling, Papers and Proceedings of the 4th IWH Workshop in Macroeconometrics, Schriften des Instituts für Wirtschaftsforschung Halle, Bd. 19, Nomos, Baden-Baden, 2005.
- Florschütz, Monika / Haiss, Peter / Meier, Gisela (2004): EU-Enlargement from the U.S. Perspective: Outcomes and Drawbacks to the U.S. Economic Position, Proceedings of the 12th Annual Conference on Business and Marketing Strategies for Central and Eastern Europe, Dez. 2004, Wien.
- Rauscher, Maria / Haiss, Peter (2004): The Breakdown of the Maculan Group – a Case Study on the Fatal Experience of a Western Firm in CEE, Proceedings of the 12th Annual Conference on Business and Marketing Strategies for Central and Eastern Europe, Dez. 2004, Wien.
- Frank, Martin / Haiss, Peter / Handrich, Martin (2004): Projektfinanzierung in der Bankenpraxis, in Guserl, R. / Pernsteiner, H. (Hrsg.), Handbuch Praxis Finanzmanagement, Gabler, Wiesbaden, 2004: 1085-115.
- Frank, Martin / Haiss, Peter / Tempsch, Herbert / Ransmayr, Gottfried (2004): Integrated Corporate Finance aus Bankensicht, in Guserl, R. / Pernsteiner, H. (Hrsg.), Handbuch Praxis Finanzmanagement, Gabler, Wiesbaden, 2004: 965-993.
- Fink, Gerhard / Haiss, Peter / Hristoforova, Sirma (2004): Growth Triggers in the European Union, in: Dreger, Ch., Hansen, G. (Hrsg.), Advances in macroeconomic modelling, Papers and Proceedings of the 3rd IWH Workshop in Macroeconometrics 2004, Schriften des Instituts für Wirtschaftsforschung Halle, Band 15: 205-237, Nomos, Baden-Baden
- Fink, Gerhard / Haiss, Peter / Mantler, Christian (2004): Financial sector macro-efficiency: concepts, measurement, theoretical and empirical evidence, in Balling, M., Lierman, F. and Mullineux, A. (eds.), Financial Markets in Central and Eastern Europe, 2004, Routledge.
- Haiss, Peter / Tempsch, Herbert (2004): Bonitätsmanagement als Serviceleistung, in: Achleitner, A. / Everling, O. (Hrsg.): Handbuch Ratingpraxis, Gabler, Wiesbaden, 2004.
- Haiss, Peter (2004): Finanzierung in Österreich: Integrated Corporate Finance am Beispiel Projektfinanzierung, Corporate Bonds und Public Private Partnerships, in: Weber, Stefan (Hrsg.): Sammelband Public Private Partnerships, Wien, Orac, 2004.
- Haiss, Peter / Marin, Stefan (2003): Corporate Bonds as Financing Vehicle in Central and Eastern Europe, in: Chadraha, P. and R. Springer (eds.): Proceedings of the 11th Annual Conference on Marketing and Business Strategies for Central and Eastern Europe, Vienna, 2003.
- Haiss, Peter / Tempsch, Herbert (2003): Bonitätsmanagement als Serviceleistung, in Achleitner, Ann-Kristin / Everling, Oliver (Hrsg.): Rating Advisory, Gabler, S. 117-147.
- Breuss, Fritz / Fink, Gerhard / Haiss, Peter (2003): Monetary Union and Enlargement – Constrained by the Financial Sector? In Breuss, F. / Fink, G. / Griller, S. (Hrsg): Economic and Monetary Union, Springer, Wien-New York, 2003, S. 279-344.
- Change Monitoring: Die Messung von Veränderungsmaßnahmen und -prozessen, in: Gattermeyer, W. / Al-Ani, A. (Hrsg.): Change Management und Unternehmenserfolg, 2. Auflage, Gabler, Wiesbaden, 2001, S. 57-80.
- Major achievements and open issues in financial market transition of Eastern European candidate countries (with G. Fink). European Commission / European Community Studies Association (ECSA) CD on conference papers presented at the Fifth ECSA World Conference, Dec. 2000, Brussels, pp. 1-9.

- Reengineering und Organizational Learning als Ansätze des Change Management, in: Hinterhuber, H. / Friedrich, S. / Al-Ani, A. / Handlbauer, G. (Hrsg.): Das Neue Strategische Management, 2. Auflage, Gabler, Wiesbaden 2000, S. 261-294.
- Change Monitoring: Die Messung von Veränderungsmaßnahmen und -prozessen, in: Gattermeyer, W. / Al-Ani, A. (Hrsg.): Change Management und Unternehmenserfolg, 1. Auflage, Gabler, Wiesbaden, 2000, S. 57-80.
- Finanzmarktreform in Zentraleuropa im Wettbewerb mit dem Finanzplatz Wien (with G. Fink), in: W. Clement (Hrsg.): Kompetenz-Zentrum Wien, Jahrestagung 1998 der Wirtschaftsuniversität Wien, Service-Fachverlag, Wien 1998, S. 165-176.
- Lobbying für Universalbanken: Chancen und Risiken vernetzter Unternehmensstrukturen, in: Scheff, J./Gutschelhofer, A. (Hrsg.): Das Lobby-Management: Chancen und Risiken vernetzter Machtstrukturen im Wirtschaftsgefüge, Linde Verlag, 1998, S. 167-204.
- Financial Market Reform in Central Europe (with G. Fink) in: Salvatore/Orlowski (Hrsg.): Trade and Payments in Central and Eastern Europe's Transforming Economies; Handbook of Comparative Economic Policies vol. 6, Greenwood Press, Westport, CT, 1997, pp. 170-204.
- Central Europe: Are Financial Institutions fit for Corporate Governance? (with G. Fink) in: Hlavata, I. (ed.): Pripravenost' bankovej sústavy na vstup do EU - How is the Banking System Prepared to Join the EU, Bydavatel'sto Ekonóm, Bratislava, SK 1997, pp.133-157.
- Auswirkungen von Business Reengineering und Organizational Learning auf die Unternehmensstrategie, in: Hinterhuber/Al-Ani/Handlbauer (Hrsg.): Das Neue Strategische Management –Elemente und Perspektiven einer zukunftsorientierten Unternehmensführung, 1. Auflage, Gabler, Wiesbaden 1996, S. 128-157.
- Parameteränderungen als Auslöser des Lean Banking und des Business Reengineering, in: Al-Ani (Hrsg.): Business Reengineering in Banken - Erfahrungen aus der Praxis, Orac/Bankwissenschaftliche Schriftenreihe Bd. 82, Wien 1996, S. 13-32.
- Options for Financial Systems and Financial Markets within Central Europe, in: Fink, G. (Hrsg.): Österreich in neuer Nachbarschaft, Gesellschaft f. Ostkooperation, Linz 1996, pp. 275-308.
- Merger Management am Beispiel der Bank Austria (with R. Haiden) in: Mosser A. (Hrsg.): Konzentration und Ausgliederung im Unternehmensbereich, Veröffentlichung der Österreichischen Gesellschaft für Unternehmensgeschichte Band 18, Wien 1996, S. 113-130.
- Strategische Planungskonzepte- von der rationalen Planung zur lernenden Umsetzung, in: Wagenhofer/Gutschelhofer (Hrsg.): Controlling und Unternehmensführung, Linde, Wien 1995, S. 55-86.
- Western Strategies in Central Europe (with G. Fink), in: Chadraba (ed.): The Central and Eastern European Markets, Haworth, New York 1995, pp. 37-45.
- Western Financial Markets Offer Choices for the East, in: Saunders (ed.): Eastern Europe in Crisis and the Way Out, Macmillan/WIIW, London 1995, pp. 180-197.
- A Case Study on Business Strategies of Austrian Banks (with G. Fink and R. Petschnigg) in: Fair/Raymond (ed.): The Competitiveness of Financial Institutions and Centres in Europe, Financial and Monetary Policy Studies 28, Kluwer/ Société Universitaire Européenne de Recherches Financières (SUIERF), London 1994, pp.151-170.
- Total Quality Management in Finanzdienstleistungsunternehmen, in: Müller, M. (Hrsg.): Lean Banking, Ueberreuter, Wien 1994, S. 235-252.
- Die Fusion der Bank Austria Aktiengesellschaft, in: Nemeč/Reichender (Hrsg.): Der Unternehmenskauf und seine Abwicklung, Service Verlag, Wien 1994, S. 523-542.
- Lean Banking: Reengineering the Financial Services Industry, in: Filkus (ed.) FINEX Financial Institutions and Markets, ZSVTS Univerzity Mateja Bela, Banská Bystrica/SK 1994, pp. 51-54.
- The Cultural Relativity of Strategic Planning, in: Marcic, Dorothy / Puffer, Sheila (eds.): Management International, Instructors Manual, West Publishing, Minneapolis 1994, pp. 186-193.
- Options for Developing Financial Markets in Central Europe, in: FINEX Financial Institutions and Markets '93, ZSVTS Univerzity Mateja Bela, Banská Bystrica/SK 1993, pp. 9-12.
- Options for Developing Financial Markets in Central Europe, in: Korcmáros/Mesáros (Hrsg.): Management ad Podnikanie '93, University of Kosice, Stara Lesna, SK 1993, pp. 25-29.
- Managerial Behavior in Austria (with W. Schicklgruber), in: Peterson, R. (ed.): Managers and National Culture, Quorum/Greenwood, London 1993, pp. 142-155.
- Western Strategies in Central Europe (with G. Fink), in: Chadraba/Springer (eds.): Proceedings of the Conference on Strategies for Entering Eastern European Markets, Wien, Nov. 1993, pp. 210-217.

- Catalysts of Reform in Eastern Europe, in: Kaplan, Eileen / Pieper, Rüdiger (eds.): Managing in a Global Economy V, Proceedings of the Fifth International Conference of the Eastern Academy of Management, Berlin/D 1993, pp. 33-36.
- Die Kredit- und Risikopolitik der Banken unter umweltökonomischen Gesichtspunkten, in: Trapp/Hinterhuber/Socher (Hrsg.): Banken und Umwelt, 7. Churburger Wirtschaftsgespräch, Churburg, Italien 1992, S. 16-36.
- Was erwartet den Anleger im Falle eines EG-Beitritts Österreichs? in: Lehr (ed.): Vom Sicherheitsdenken zum Risikobewußtsein - neue Entwicklungen im nationalen Börsegeschäft, Verband österreichischer Wirtschaftsakademiker (VÖWA) 1991, S. 71-89.