



UNIVERSITY OF GOTHENBURG
SCHOOL OF BUSINESS, ECONOMICS AND LAW

Curriculum Vitae Henrik Agndal

Department of Business Administration
Accounting
henrik.agndal@handels.gu.se

Academic experience

International academic experience:

2017 -

Publications

Journal article (peer-reviewed)

Agndal, Henrik, Åge, Lars-Johan, Eklinder Frick, Jens (2017) Two Decades of Business Negotiation Research: An Overview and Suggestions for Future Studies. *The journal of business & industrial marketing*, 32:4, p. 487-504.

Agndal, Henrik, Elbe, Jörgen (2007) The internationalization process of small and medium-sized Swedish tourism firms. *Scandinavian Journal of Hospitality and Tourism*, 7:4, p. 301-327.

Book

Agndal, Henrik, Axelsson, Björn (2012) *Professional Marketing*. Lund: Studentlitteratur.

Eriksson, Sören, Agndal, Henrik, Brunninge, Olof, Bäckström, Marie, Karlsson, Charlie (2000) *Jönköpingsregionens näringsliv*. Jönköping: Jönköping International Business School.

Doctoral thesis

Agndal, Henrik (2004) *Internationalisation as a process of strategy and change*. Doct. thesis, Jönköping: Internationella Handelshögskolan.

Conference paper

Agndal, Henrik, Borgström, Benedikte, Hertz, Susanne, Jensen, Leif-Magnus, Pereseina, Veronika, Cui, Lianguang (2015) Market innovation in the transport and heavy vehicle market. *Proceedings of the 27th Annual NOFOMA-Conference, Molde, 3-5 June, 2015.*

Agndal, Henrik, Nilsson, Ulf (2014) Controlling inter-organizational relationship transformation. *Nordic Accounting Conference proceedings.*

Hertz, Susanne, Jensen, Leif-Magnus, Agndal, Henrik, Pereseina, Veronika, Borgström, Benedikte (2012) The development of extended service models through business relationships.

Nordin, Fredrik, Agndal, Henrik (2008) Effects of Outsourcing on Organisational Capabilities. *GBID 2008 Global Business Innovation Conference, 2008.*

Research review

Nordin, Fredrik, Agndal, Henrik (2008) Business Service Sourcing. *The International Journal of Integrated Supply Management*, 4:3/4, p. 378-405.

Other publication

Sayed, Zehra, Agndal, Henrik (2016) Knowledge Transfer from the West to the East: An Empirical Investigation of Mimicry and Hybridization in the Third Space of MNCs. *"Connecting Eastern & Western Perspectives on Management", Journal of Management Studies Conference, 21-23 March 2016.*

Agndal, Henrik, Borgström, Benedikte, Cui, Lianguang, Hertz, Susanne (2015) Business model paradigms in road transport service sector and truck market. *NOFOMA conference proceedings.*

Borgström, Benedikte, Agndal, Henrik, Pereseina, Veronika (2014) From product through service and solution to performance. *Workshop on performance-based contracting.*

Agndal, Henrik, Borgström, Benedikte, Harborn, Mats, Jobenius, Maria (2013) Barriers to performance-based contracting: A multiple case study in the transport industry. *NOFOMA conference proceedings.*

Agndal, Henrik, Borgström, Benedikte, Pereseina, Veronika (2013) From product through service and solution to performance. *Naples Forum on Services, Naples, 18-21 June 2013.*

Borgström, Benedikte, Agndal, Henrik, Cui, Lianguang, Jensen, Leif-Magnus (2012) Framing of a business model named total operating economy. *Paper presented at the 28th IMP conference, Rome.*

Kumra, Rajeev, Agndal, Henrik, Nilsson, Ulf (2012) Open-book practices in buyer-supplier relationships in India. *Journal of Business and Industrial Marketing*, 27(3): 196-210.

Selviaridis, Kostas, Agndal, Henrik, Axelsson, Björn (2011) Business services "in the making". *Journal of Purchasing and Supply Management, Elsevier*, 17:2, s. 73-86.

Axelsson, Björn, Agndal, Henrik (2011) Professionell Marknadsföring. *Lund: Studentlitteratur.*

Tolstoy, Daniel, Agndal, Henrik (2010) Network resource combinations in the international venturing of small biotech firms. *Technovation, Elsevier Ltd*, 30:1, s. 24-36.

Agndal, Henrik, Nilsson, Ulf (2010) Different open book accounting practices for different purchasing strategies. *Management Accounting Research*, 21:147-166.

- Agndal, Henrik, Nordin, Fredrik (2009) Consequences of outsourcing for organisational capabilities: Some experiences from best practice. *Benchmarking: An International Journal*, 16(3): 316-334.
- Agndal, Henrik, Nilsson, Ulf (2009) Interorganisational cost management in the exchange process. *Management Accounting Research*, 20: 85-101.
- Agndal, Henrik, Chetty, Sylvie, Wilson, Heather (2008) Social capital dynamics and foreign market entry. *International Business Review*, 17(6): 663-675.
- Agndal, Henrik, Nilsson, Ulf (2008) Supply chain decision making supported by an open books policy. *International Journal of Production Economics*, 116: 154-167.
- Chetty, Sylvie, Agndal, Henrik (2008) The role of interorganizational networks and interpersonal networks in an industrial district. *Regional Studies*, 42(2): 175-187.
- Nordin, Fredrik, Agndal, Henrik (2008) Business service sourcing—A literature review and agenda for future research. *International Journal of Integrated Supply Management*, 4(3/4): 378-405.
- Agndal, Henrik, Axelsson, Björn, Lindberg, Kristina, Nordin, Fredrik (2007) Trends in service sourcing practices. *Journal of Business Market Management*, 1(3): 187-207.
- Agndal, Henrik, Chetty, Sylvie (2007) The impact of relationships on changes in internationalisation strategies of SMEs. *European Journal of Marketing*, 41(11/12): 1449-1474.
- Agndal, Henrik, Nilsson, Ulf (2007) Activity-based costing: Effects of long-term buyer-supplier relationships. *Qualitative Research in Accounting and Management*, 4(3): 222-245.
- Chetty, Sylvie, Agndal, Henrik (2007) Social Capital and its influence on internationalization mode change among SMEs. *Journal of International Marketing*, 15(1): 1-29.
- Agndal, Henrik (2006) The purchasing market entry process—A study of ten Swedish industrial small and medium-sized enterprises. *Journal of Purchasing and Supply Management*, 12(4): 182-196.
- Agndal, Henrik, Nilsson, Ulf (2006) Generation of human and structural capital: Lessons from knowledge management. *Electronic Journal of Knowledge management*, 4(2): 91-98.