

CURRICULUM VITAE

Henrik Agndal

Biographical Data

Full Name: Jan Henrik Agndal

Date of birth: 1 August 1972

Work address: University of Gothenburg, School of Business, Economics and Law, PO Box 610, SE-405 30, Gothenburg, SWEDEN

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Academic Degrees & Titles

2013.01 Professor of Business Administration specializing in inter-organizational relationships (University of Gothenburg)

2009.03 Associate Professor (oavlönad docent) (Stockholm School of Economics)

2004.10 Ph D (Jönköping International Business School)

1997.03 M Sc in Business Administration (University of Gothenburg)

Academic Positions

Since 2020.01: Head of Department (Prefekt), Department of Business Administration

2016.01-2019.12: Deputy Head of Department (Proprefekt), Department of Business Administration

Since 2013.01: Professor at School of Business, Economics and Law at University of Gothenburg

2005.08-2012.12: Researcher at Stockholm School of Economics

2005.02-2005.07: Research Fellow at Jönköping International Business School

2004.08-2005.01: Lecturer at Jönköping International Business School

1998.09-2004.07: Ph D Student at Jönköping International Business School

Articles in Peer-Reviewed Journals

-Sayed, Z. & Agndal, H. (2021). Offshore outsourcing of R&D to emerging markets: information systems as tools of neocolonial control. *Critical Perspectives on International Business*. (AJG 2)

-Sayed, Z. & Agndal, H. (2020). Neo-colonial dynamics in global professional service firms: a periphery perspective. *Culture and Organization*, 26 (5-6): 425-443. (AJG 2)

-Agndal, H. & Nilsson, U. (2019). The Fast and the Furious: The Role of Entrainment in Controlled Inter-organizational Relationship Development. *Management Accounting Research*, 43: 15-28. (AJG 3)

-Agndal, H., Åge, L.-J. & Eklinder Frick, J. (2017). Two Decades of Business Negotiation Research: An Overview and Suggestions for Future Studies. *Journal of Business and Industrial Marketing*, 32 (4): 487-504. (AJG 2)

-Kumra, R., Agndal, H. & Nilsson, U. (2012). Open-book practices in buyer-supplier relationships in India. *Journal of Business and Industrial Marketing*, 27(3): 196-210. (AJG 2)

-Selviaridis, K., Agndal, H. & Axelsson, B. (2011). Business Services 'in the Making': (De)Stabilisation of Service Definitions during the Sourcing Process. *Journal of Purchasing and Supply Management*, 17 (2): 73-86. (AJG 3)

-Agndal, H. & Nilsson, U. (2010). Different open book accounting practices for different purchasing strategies. *Management Accounting Research*, 21:147-166. (AJG 3)

-Tolstoy, D. & Agndal, H. (2010). Network resource combinations in the international venturing of small biotech firms. *Technovation*, 30: 24-36. (AJG 3)

-Agndal, H. & Nilsson, U. (2009). Interorganisational cost management in the exchange process. *Management Accounting Research*, 20: 85-101. (AJG 3)

-Agndal, H. & Nordin, F. (2009). Consequences of outsourcing for organisational capabilities: Some experiences from best practice. *Benchmarking: An International Journal*, 16(3): 316-334. (AJG 1)

-Agndal, H., Chetty, S. & Wilson, H. (2008). Social capital dynamics and foreign market entry. *International Business Review*, 17(6): 663-675. (AJG 3)

-Agndal, H. & Nilsson, U. (2008). Supply chain decision making supported by an open books policy. *International Journal of Production Economics*, 116: 154-167. (AJG 3)

-Chetty, S. & Agndal, H. (2008). The role of interorganizational networks and inter-personal networks in an industrial district. *Regional Studies*, 42(2): 175-187. (AJG 4)

- Nordin, F. & Agndal, H. (2008). Business service sourcing—A literature review and agenda for future research. *International Journal of Integrated Supply Management*, 4(3/4): 378-405 (both authors contributed equally to this article). (AJG 1)
- Agndal, H., Axelsson, B., Lindberg, K. & Nordin, F. (2007). Trends in service sourcing practices. *Journal of Business Market Management*, 1(3): 187-207.
- Agndal, H. & Elbe, J. (2007). The internationalisation processes of small and medium-sized Swedish tourism firms. *Scand. Journal of Hospitality and Tourism*, 7(4): 301-327. (AJG 2)
- Agndal, H. & Chetty, S. (2007). The impact of relationships on changes in internationalisation strategies of SMEs. *European Journal of Marketing*, 41(11/12): 1449-1474. (AJG 3)
- Agndal, H. & Nilsson, U. (2007). Activity-based costing: Effects of long-term buyer-supplier relationships. *Qualitative Research in Accounting and Management*, 4(3): 222-245. (AJG 2)
- Chetty, S. & Agndal, H. (2007). Social Capital and its influence on internationalization mode change among SMEs. *Journal of International Marketing*, 15(1): 1-29. (AJG 3)
- Agndal, H. (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. (AJG 3)
- Agndal, H. & Nilsson, U. (2006). Generation of human and structural capital: Lessons from knowledge management. *Electronic Journal of Knowledge management*, 4(2): 91-98.

Books, Book Chapters and Research Reports

- Axelsson, B. & Agndal, H. (2019). *Professionell Marknadsföring. Fjärde upplagan*. Lund: studentlitteratur.
- Agndal, H. & Axelsson, B. (2012). *Professional Marketing*. Lund: studentlitteratur.
- Axelsson, B. & Agndal, H. (2011). *Professionell Marknadsföring. Tredje upplagan*. Lund: studentlitteratur.
- Agndal, H., Axelsson, B. & Nilsson, U. (2010). *Öppna Kalkyler i Dagligvarubranschen*. Stockholm: Handelns Utvecklingsråd.
- Agndal, H. (2007). Current trends in business negotiation research. *SSE/EFI Working Paper Series in BA*, No. 2007:3. Available at <<http://swobo.hhs.se/hastba/>>
- Agndal, H. (2007). Internationalisering som en förändringsprocess. In Melander, A. & Nordqvist, M. (Eds.). *Att förstå strategi: Process och kontext*, pp. 177-204. Lund: Studentlitteratur.

- Agndal, H. & Axelsson, B. (2005). Upstream internationalisation: How do small and medium-sized firms meet their foreign suppliers? In Ancarani, A. & Raffa, M. (Eds.). *Sourcing decision management*, pp. 59-73. Naples & Rome: Ingegneria Economico-Gestionale.
- Agndal, H., Axelsson, B., & Melin, L. (2005). Understanding strategic change. In Axelsson, B., Rozemeijer, F. & Wynstra, F. (Eds.). *Developing sourcing capabilities: Creating strategic change in purchasing and supply management*, pp. 33-57. Chichester: Wiley.
- Axelsson, B. & Agndal, H. (2005). *Professionell Marknadsföring. Andra upplagan*. Lund: Studentlitteratur.
- Agndal, H. (2004). *Internationalisation as a process of strategy and Change: A study of 16 Swedish SMEs*. JIBS Dissertation Series No. 23. Published Doctoral Thesis. Jönköping: Jönköping International Business School.
- Agndal, H. & Axelsson, B. (2002, Eds.). *Networks and Business Renewal*. JIBS Research Reports, No. 2002-4. Jönköping: Jönköping International Business School.
- Agndal, H. & Axelsson, B. (2002). Internationalization of the firm—The influence of relationship sediments. In Havila, V., Forsgren, M. & Håkansson, H. (Eds.). *Critical perspectives on internationalisation*, pp. 437-456. Oxford: Elsevier Science.
- Agndal, H. (1999). Individual learning among entrepreneurs – Towards a research agenda. In Salvato, C., Davidsson, P. & Persson, A. (Eds.). *Entrepreneurial Knowledge and Learning. Conceptual Advances and Direction for Future Research* (pp. 48–63).

Conference Papers

- Pazirandeh, A., Agndal, H. & Nilsson, U. Integration and isolation as governance strategies in complex client-vendor relationships. *IPSERA*, Jönköping, 10-13 April, 2022.
- Agndal, H. & Nilsson, U. Inter-organizational trust in control domains. *Academy of Management* (local section), Istanbul, 25-26 July, 2021.
- Agndal, H. & Nilsson, U. Control domains and spillover effects: Extending the trust-control debate. *EGOS*, Edinburgh, 3-5 July, 2019.
- Sayed, Z. & Agndal, H. Knowledge situatedness and hybridization: The (im)possibility of International knowledge transfer and the selective nature of knowledge spillover. *Critical Management Studies Conference*, Liverpool, 3-5 July, 2017.

- Agndal, H. & Nilsson, U. Trust, distrust and inter-organizational management control. *European Accounting Association*, Valencia, 10-12 May 2017.
- Sayed, Z. & Agndal, H. 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*, Warwick, 21-23 March 2016.
- Agndal, H., Borgström, B., Cui, L., Hertz, S., Jensen, L-M., & Pereseina, V. Business model paradigms in road transport service sector and truck market. *NOFOMA*, Molde, 3-5 June 2015.
- Agndal, H. & Nilsson, U. Controlling inter-organizational relationship transformation. *Nordic Accounting Conference*, Copenhagen, 13-14 November 2014.
- Agndal, H., Borgström, B. & Pereseina, V. From product through service and solution to performance: Value propositions, interaction patterns and capabilities. *Workshop on performance-based contracting*, Munich, 7 July 2014.
- Agndal, H., Borgström, B., Harborn, M., Jobenius, M. & Su, S-I. Barriers to performance-based contracting: A multiple case study in the transport industry. *NOFOMA*, Gothenburg, 3-5 June 2013.
- Agndal, H., Borgström, B. & Pereseina, V. From product through service and solution to performance: Value propositions, interaction patterns and capabilities. *Naples Forum on Services*, Naples, 18-21 June 2013.
- Agndal, H. & Nilsson, U. Distrust and Management Control: Extending the Debate. *International Federation of Scholarly Associations of Management*, Limerick, 26-29 June 2012.
- Borgström, B., Agndal, H., Cui, L., Jensen, L-M., Hertz, S. & Pereseina, V. Framing a business model named total operating economy. *Industrial Marketing and Purchasing Group*, Rome, 13-15 September 2012.
- Hertz, S., Jensen, L-M., Agndal, H., Pereseina, V. & Borgström, B. The development of extended service models through business relationships: A Swedish trucking industry study. *International Purchasing and Supply Education Research Association*, Naples, 1-4 April 2012.
- Agndal, H. & Nilsson, U. Determinants of Business Service Sourcing Control System Design. *International Association of Business and Public Administration Disciplines*, New Orleans, 21-24 October 2010.
- Agndal, H. & Nilsson, U. Problems in implementing supply chain cost transparency: An interaction perspective. *GBATA*, Mpumalanga, 5-9 July 2010.
- Agndal, H. & Nilsson, U. Open book accounting in different buyer-supplier exchange arrangements. *American Accounting Association*, New York, 1-5 August 2009.
- Agndal, H. & Nilsson, U. Factors facilitating and impeding the process of implementing open-book accounting in the retailing industry. *World Accounting Frontiers Series*, Macau, 15-18 July 2009.
- Molin, J., Agndal, H. & Axelsson, B. Client-Provider relationship processes in a facility management context – A typology. *Industrial Marketing and Purchasing Group*, Uppsala, 4-6 September 2008.
- Agndal, H. & Nilsson, U. Cost management decision making supported by open book accounting. *American Accounting Association*, Anaheim, 3-6 August 2008.
- Agndal, H. & Nilsson, U. Open books in the exchange processes. *Technology and Innovation in Marketing*, Ghaziabad, 18-19 April 2008.
- Agndal, H. & Nordin, F. Effects of service outsourcing on organisational capabilities. *Global Business Innovation and Development*, Rio de Janeiro, 16-19 January 2008.
- Tolstoy, D. & Agndal, H. Network resource combinations in new international ventures. *Global Business Innovation and Development*, Rio de Janeiro, 16-19 January 2008 (winner of best paper award).
- Agndal, H. & Nilsson, U. Cost management practices in interorganizational exchange. *SGBED*, Kyoto, 8-11 August 2007.
- Agndal, H. & Chetty, S. Social capital, strength of ties and foreign market entry. *Academy of International Business*, Indianapolis, 25-28 June 2007.
- Agndal, H. & Chetty, S. Social Capital and the new international market entry process. *European Marketing Academy*, Reykjavik, 22-25 May 2007.
- Agndal, H. & Nilsson, U. Activity based costing – Effects of supplier-buyer relationships. *ABRC*, South Padre Island, 2-6 January 2007.
- Agndal, H. & Chetty, S. Changing international operating modes: The role of social capital. *Academy of Int. Business*, Beijing, 23-26 June 2006.
- Agndal, H., Axelsson, B., Lindberg, N. & Nordin, F. Current trends in service sourcing practices. *International Purchasing and Supply Education and Research Association*, San Diego, 6-8 April 2006.
- Nordin, F., Agndal, H. & Lindberg, N. The sourcing of business services – An overview of empirical research. *International Purchasing and Supply Education and Research Association*, San Diego, 6-8 April 2006.
- Agndal, H. How Swedish SMEs meet their East Asian business partners – Proactivity and reactivity in partnering strategy. *IMP Asia*, Phuket, December 2005.

- Agndal, H. & Chetty, S. Relationships and strategic change in the internationalisation of SMEs. *IMP Asia*, Phuket, December 2005.
- Agndal, H. & Nilsson, U. Investing in intellectual capital through relationship transformation – A framework. *Intellectual Capital and Knowledge Management Conference*, Dubai, 21-22 Nov. 2005.
- Agndal, H. & Chetty, S. Interorganizational and interpersonal networks and the development of a boat building district in New Zealand. *ICSB*, Johannesburg, July 2004.
- Agndal, H. & Axelsson, B. Upstream Internationalisation: How do small and medium-sized firms meet their foreign suppliers? *International Purchasing and Supply Education and Research Association*, Catania, 4-7 April 2004.
- Agndal, H. & Axelsson, B. First Contact – The influence of serendipity, planning and antecedent relations in the internationalisation of SMEs. *IMP Asia*, Perth, 11-13 December 2002.
- Agndal, H. The role of antecedent relations in the internationalisation of SMEs. *Australia and New Zealand Marketing Association Conference*, Melbourne, 2-4 December 2002.
- Agndal, H. & Nilsson, U. Relationship transformation – The development of social and structural capital. *Australia and New Zealand Marketing Association Conference*, Melbourne, 2-4 December 2002.
- Agndal, H., Axelsson, B. & Karlsson, T. The role of marketing management in fast-growing small enterprises – Planning or managing critical opportunities? *Australia and New Zealand Marketing Association Conference*, Albany, 1-5 December 2001.
- Agndal, H., Axelsson, B. & Larsson, J. Developing purchasing and supply management skills in SMEs – An innovative concept for transfer and development of urgently needed knowledge. *Australia and New Zealand Marketing Association Conference*, Albany, 1-5 December 2001.
- Axelsson, B. & Agndal, H. Internationalisation of the firm: A note on the crucial role of the individual's contact network. *IMP*, Bath, 7-9 September 2000.

Main Research Projects and International Research Network

- Ongoing since 2013: Inter-organizational control. With Ulf Nilsson (Sabanci University, Istanbul, Turkey), Christian Ax, Johan Dergård (Lund University), Ala Pazirandeh (Chalmers) and Zehra Sayed (University of Gothenburg).
- 2012-2016: Market making of a high-value Business Model in Low Cost Markets. With Susanne Hertz, Leif-Magnus Jensen, Benedikte Borgström,

Lianguang Cui, Ivan Su (Soochow University, Taiwan) and company representatives of Scania. Financed by Vinnova within FFI Transport Efficiency Prog.

- Ongoing since 2006: Transparency in sourcing, implementation and obstacles. With Björn Axelsson, Ulf Nilsson (Sabanci University, Istanbul, Turkey) and Rajeev Kumra (Indian Institute of Management, Lucknow, India). Focus on different services (logistics, human resources, ICT, professional services and MRO) in various contexts (domestic, international). Financed by Handelsbankens forskningsstiftelser, Torsten och Ragnar Söderbergs Forskningsstiftelser, Riksbankens Jubileumsfond and Handels Utvecklingsråd.
- 2006-2007: Business Negotiation Research. Financed by Sveriges Inköpare och Logistikers Förbund.
- 2003-2008: Networks and internationalisation strategies of SMEs. Primarily with Sylvie Chetty (Massey University, Auckland, New Zealand). Financed by Handelsbankens Forskningsstiftelser.
- 2005-2009: Strategic service sourcing. With Björn Axelsson, Frida Pemer, Konstantinos Selviaridis (Lancaster University, Lancaster, UK), Fredrik Nordin, Frank Ulbricht, Johan Molin and Wendy van der Valk (Eindhoven University of Technology, Eindhoven, Netherlands). Financed by Handelsbankens Forskningsstiftelser.
- 1999-2004: Changes in SME's internationalisation strategies (Dissertation project).

Main Research Funding

- 2019, SEK 0.4M from Torsten Söderbergs Stiftelse. Project Title: Controlling Complex Inter-organizational Relationships. Main applicant.
- 2016, SEK 2.1M from Torsten Söderbergs Stiftelse. Project Title: Controlling Complex Inter-organizational Relationships. Main applicant.
- 2015, SEK 0.3M from Stiftelse Forskning i Väst. Project title: Interorganizational control (grant to develop research group and write research applications).
- 2011, SEK 6.5M from Vinnova within FFI Transport Efficiency Program. Project title: Market making of a high-value business model in low cost markets. Co-applicant.
- 2009, SEK 1.2M from Handelsbankens Forskningsstiftelser. Project title: Transparens vid inköp av tjänst och funktion (Transparency in service and function sourcing).
- 2007, SEK 3M from Handelsbankens Forskningsstiftelser. Project title: Effektiv

marknadsorganisering (Effective and efficient marketing organization). Co-applicant.

- 2007, SEK 0.4M from Handelsns Utvecklingsråd. Project title: Effekter på strategier för varuförsörjning (Effects on supply strategy), speciell betoning på öppna kalkyler vid inköp. Co-applicant.

- 2005, SEK 1.5M from Riksbankens Jubileumsfond. Project title: Sourcing in the United States of China. Co-applicant.

- 2004, SEK 2.25M from Handelsbankens Forskningsstiftelser. Project title: Inköp av tjänst och funktion (Sourcing of services and functions). Co-applicant.

Scholarships, Awards, etc.

- Recipient of 3-year personal research grant 07.2005-06.2008 (Handelsbankens Wallander-stipendium).

- Best paper award at Academy of International Business, Global Special Interest Group at the *Global Business Innovation and Development Conference*, Rio de Janeiro, 1/16-19, 2008.

- In 2002 scholarship of SEK 20 000 for studies abroad, from Jönköping Chamber of Commerce.

- In 2002 Winner of SEK 50 000 award from KIL: Kunskap i Ledning.

Academic Review Assignments

- Ad hoc reviewer at International Journal of Production Economics, European Journal of Marketing, International Business Review, Industrial Marketing Management, Journal of Purchasing and Supply Management, Journal of Business Venturing.

Other Academic Assignments

2004-2005: Responsible for organizing research seminars.

2000-2001: Co-organizer of the tenth conference of the International Purchasing and Supply Education and Research Association (Jönköping, April 2001).

Supervision of Ph D Students

- 2007-2009 co-supervisor of Lars-Johan Åge at Stockholm School of Economics. Thesis title: Business Menoeuvring. A Grounded Theory of Complex Selling Processes. Date of defense: 2 Oct 2009.

- 2011-2013 Co-supervisor of Ebba Laurin at Stockholm School of Economics. Thesis topic: Innovation processes.

- Since 2013 co-supervisor of Joakim Wahlberg at School of Business, Economics and Law (University

of Gothenburg). Thesis topic: Entrepreneurial orientation and dynamic capabilities.

Other Assignments Relating to Ph D Education

- Member of examining committee for Ph D Student Lisa Källström (20 September 2019), University of Lund. (main supervisor: Professor Jens Hultman).

- Preliminary Examiner for Ph D Student Antti Yli-Kujala, Lappeenranta University of Technology (2018). Thesis title: Inter-organizational Mediums: Current State and Underlying Potential (main supervisor: Professor Timo Kärri).

- Member of examining committee for Ph D Student Mats Carlbäck (12 December 2017), School of Business, Economics and Law, University of Gothenburg. (main supervisor: Professor Tommy Andersson).

- Member of examining committee for Ph D Student Caroline Teh (12 December 2017), School of Business, Economics and Law, University of Gothenburg. (main supervisor: Professor Inga-Lill Johansson).

- Member of examining committee for Ph D Student Nojan Najafi, Chalmers University of Technology (20 August 2015). Thesis title: Economizing on Supply Network Development (main supervisor Associate Professor Frida Lind).

- Member of examining committee for Ph D student Marie Héléne Laurell, Halmstad University (24 April 2015). Thesis title: The Importance of Industry Context for New Venture Internationalization: Two Cases from the Medical Technology Sector (main supervisor Professor Svante Andersson).

- Discussant at final seminar of Ph D student Nurgül Özbek, Stockholm School of Economics (16 April, 2015). Thesis title: Entering a global stage: Insights into the organizational legitimacy of small technology-based firms in international networks (main supervisor Professor Deo Sharma).

- Discussant at final seminar of Ph D student Marie Héléne Laurell, Halmstad University (25 June 2014). Thesis title: The Importance of Industry Context for New Venture Internationalization: Two Cases from the Medical Technology Sector (main supervisor Professor Svante Andersson).

- Member of examining committee for Ph D Student Ingrid Hessel, Chalmers University of Technology (28 May 2014). Thesis title: Organising Purchasing and Supply Management Across Company Boundaries (main supervisor Professor Lars-Erik Gadde).

- Discussant at final seminar of Ph D student Mats Carlbäck, Gothenburg School of Business, Economics and Law (20 June 2013). Thesis title: To Be or Not to Be: Brand Affiliation in the Hospitality

Industry (main supervisor Professor Tommy Andersson).

- Faculty opponent at public defense of Ph Lic Nojan Najafi, Chalmers University of Technology (1 Feb 2013). Thesis title: Initiating and developing a supplier base in a new context (main supervisor Professor Anna Dubois).

- Member of examining committee for Ph D Student Jenny Balkow, Jönköping International Business School (30 Mar 2012). Thesis title: In the Middle: On Sourcing from China and the Role of the Intermediary (main supervisor Professor Helén Andersson).

- Discussant at final seminar of Ph D student Nishant Kumar, Stockholm University (10 Feb 2012). Thesis title: An Integrated Analysis of the Survival and Growth of Born Global Firms (main Supervisor Professor Ali Yakhlef).

- Faculty opponent at public defense of Ph Lic Alfred Eklöf, Gothenburg Business School (9 Sep 2011). Thesis title: Management Control Change in Inter-Organizational relationships: The Case of Outsourcing (main Supervisor Professor Christian Ax).

- Discussant at half-way seminar for Ph D student Nishant Kumar, Stockholm University (2011 March 9). Title: Dynamic Capabilities and the Growth of Early Internationalizing Knowledge Intensive Service Firms (Main Supervisor Professor Ali Yakhlef).

- Discussant at final seminar of Ph D Student Jenny Balkow, Jönköping International Business School (2011 December 6). Thesis title: In the Middle - On Intermediaries in Sino-Swedish Business Relationships (main supervisor Professor Helén Andersson).

- Faculty opponent at public defense of Ph D Ellinor Torsein, Gothenburg School of Business, Economics and Law (3 May 2010). Thesis title: International Business Negotiations: Cultural Distance and Adaptation. Swedish Businessmen Negotiating with Norwegian and Spanish Counterparts (main supervisor Associate Professor Josef Molnár).

- Discussant at research proposal seminar of Ph D student Lars-Johan Åge, Stockholm School of Economics, 2006 (main supervisor Professor Björn Axelsson).

- Discussant at research proposal seminar of Ph D student Sara Melén, Stockholm School of Economics, 2005 (main supervisor Professor D Deo Sharma).

- Discussant at research proposal seminar for Ph D Student Lucia Naldi, Jönköping International

Business School, 2005 (main supervisor Professor Leif Melin).

- Discussant at research proposal seminar for Ph D Student Miriam Garvi, Jönköping International Business School, 2003 (main supervisor Professor Leif Melin).

Involvement in Ph D courses

Lectures on: Publishing (Stockholm School of Economics), Transaction Cost Economics (University of Gothenburg), Resource-Based View and Dynamic Capabilities (University of Gothenburg).

Evaluations

- 2021: Evaluation of Sara Melén (Stockholm School of Economics) for "oavlönad docent" (Associate Professor).

- 2016: Nishant Kumar (University of Stockholm) for "oavlönad docent" (Associate Professor).

- 2014: Evaluation of Emilia Rovira Nordman (Stockholm School of Economics) for "oavlönad docent" (Associate Professor).

- 2015: Evaluation of candidates for position in Management Accounting at Gävle University.

Main Undergraduate Teaching Experience

My total teaching experience (1999-2022) corresponds to more than three years full-time teaching. I have been involved in undergraduate teaching at the bachelor and master level, taking on all positions incl. teacher (lecturer, seminar teacher), coordinator, examiner, and course manager, according to the following:

1999 (S): International Marketing (Bachelor/Master level, 7.5 ECTS credits). Course development, teacher, de factor course director.

2000 (S): International Marketing (Bachelor/Master level, 7.5 ECTS credits). Course development, teacher, de factor course director.

2000: Entreprenörskap och affärsplanering (Bachelor level, 7.5 ECTS credits), teacher.

2000 (F): Principles of marketing (Bachelor level, 7.5 ECTS credits). Teacher.

2001 (S): International Marketing (Bachelor/Master level, 7.5 ECTS credits). Course development, teacher, de factor course director.

2002 (S): International Marketing (Bachelor/Master level, 7.5 ECTS credits). Course development, teacher, de factor course director.

2004 (S): Two full days of a block course in International Marketing at Massey University, Auckland, New Zealand.

2004 (F): Marketing Management (Bachelor level, 7.5 ECTS credits). Course development, teacher, course director.

2005 (S): International Marketing (Bachelor/Master level, 7.5 ECTS credits). Course development, teacher, course director.

2000-2005: Supervisor of c. 30 bachelor theses. Developed teaching methods for bachelor thesis supervision.

2002-2005: Supervisor of c. 15 master theses.

1999-2005: Large number of lectures and seminars in various courses, incl. Supply Chain Management, International Management, Professional Marketing, Marketing Management, and Strategy & Technology

2006 (S): Course 2109 - Purchasing Management (Bachelor/Master level, 7.5 ECTS credits). Teacher (2%).

2006 (F): Course 2104 - Business-to-Business Marketing (Bachelor/Master level, 7.5 ECTS credits). Teacher (3%).

2007 (S): Course 2109 - Purchasing Management (Bachelor/Master level, 7.5 ECTS credits). Teacher (2%).

2007 (F): Course 2104 - Business-to-Business Marketing (Bachelor/Master level, 7.5 ECTS credits). Teacher (3%).

2008 (S): Course 2109 - Purchasing Management (Bachelor/Master level, 7.5 ECTS credits). Teacher (3%).

2008 (F): Course 622 - Business-to-Business Marketing (Bachelor level, 6.0 ECTS credits). Teacher (4%).

2009 (S): Course 2109 - Purchasing Management (Bachelor/Master level, 7.5 ECTS credits). Teacher (3%).

2009 (F): Course 622 - Business-to-Business Marketing (Bachelor level, 6 ECTS credits). Teacher (6%).

2009 (F): Course 2302 - Strategic Marketing and Bus. Development (Master level, 15 ECTS credits). De factor course director, teacher, examiner (5%).

2009 (F): Course 210 - Marketing I (Bachelor level, 7.5 ECTS credits). Course director, teacher, examiner (5%).

2010 (S): Course 2303 - Frontiers in Marketing Management (Master level, 15 ECTS credits). De factor course director, coordinator, examiner (5%).

2010 (F): Course 2302 - Strategic Marketing and Business Development (Master level, 15 ECTS

credits). De factor course director, teacher, examiner (5%).

2010 (F): Course 210 - Marketing I (Bachelor level, 7.5 ECTS credits). Course director, teacher, examiner (5%).

2011 (F): Course 2302 - Strategic Marketing and Business Development (Master level, 15 ECTS credits). De factor course director, teacher, examiner (4%).

2006-2011: Supervisor of 4 master theses (@30 ECTS credits) (6%).

2006-2011: Examiner of 5 bachelor and master theses (2.5%).

2012 (S): Supervisor of 5 master thesis (@15 ECTS credits) at Jonkoping International Business School.

2013 (S): Course 2302 - Strategic Marketing and Business Development (Master level, 15 ECTS credits). Course coordinator, teacher, examiner. (2%)

2013 (F): Course 2302 - Strategic Marketing and Bus. Development (Master level, 15 ECTS credits). Course coordinator, teacher, examiner. (2%)

2013 (F): Operational Management Accounting (Master level, 7.5 ECTS credits). Teacher. (3%).

2014 (F): Operational Management Accounting (Master level, 7.5 ECTS credits). Teacher. (3%).

2014 (F): Creating, Developing and Dissolving Business Relationships (Master level, 7.5 ECTS credits). Course Director, teacher, examiner. (6%).

2015 (F): Creating, Developing and Dissolving Business Relationships (Master level, 7.5 ECTS credits). Course Director, teacher, examiner. (8%).

2015 (F): Operational Management Accounting (Master level, 7.5 ECTS credits). Course Director, teacher, examiner. (8%).

2016 (F): Creating, Developing and Dissolving Business Relationships (Master level, 7.5 ECTS credits). Course Director, teacher, examiner. (8%).

2017 (F): Creating, Developing and Dissolving Business Relationships (Master level, 7.5 ECTS credits). Course Director, teacher, examiner. (8%).

2018 (F): Creating, Developing and Dissolving Business Relationships (Master level, 7.5 ECTS credits). Course Director, teacher, examiner. (8%).

Note: Teaching activities 2006-2015 are expressed as percentages of full-time position.

Teaching Administration and Development

2009-2011: Responsible for developing and managing two 15-ECTS credit courses in new Master Program in Marketing and Media Management at Stockholm School of Economics.

2004-2005: Thesis Benchmarking Program (the purpose of which was to benchmark thesis grading, involving various universities)

2003: ECTS grading program (development of guidelines in connection with introduction of ECTS grading system for theses).