

# NICOLAI J. FOSS

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Blog: <http://www.organizationsandmarkets.com>

## Academic Vita in Brief

A Danish citizen with residence in Denmark and Norway, Nicolai J(uul) Foss is a Professor of Strategy and Organization at the Copenhagen Business School and a part-time Professor of Knowledge-based Value Creation at the Norwegian School of Economics and Business Administration, and holds part-time and visiting professorships at the Lund University, LUISS Roma, and Agder University. He founded the Center (now Department) of Strategic Management and Globalization at the Copenhagen Business School in 2005, and served as its Director/HoD until 2010, building it from a 5 faculty center to a 17 faculty department.

Educated as an economist from the Copenhagen University (1989), Foss has received his PhD degree from the Copenhagen Business School in 1993, where he has been Assistant, Associate and Full Professor.

Encompassing 130 journal articles, 81 book chapters and 21 books (edited as well as monographs), his work has been published in the *Academy of Management Review*, *Academy of Management Journal*, *Organization Science* (7), *Strategic Management Journal*, *Journal of International Business Studies*, *Journal of Management Studies* (4), *Strategic Organization* (4), *Industrial and Corporate Change* (3), *Organization Studies* (4) and several other leading journals, as well as with leading publishers, such as Cambridge University Press and Oxford University Press.

Foss work has been cited by leading scholars in economics and management, including Mary Crossan, Robert Gibbons, Robert Grant, Geoff Hodgson, Brian Pentland, C.K. Prahalad, Andrew Pettigrew, Richard Priem, Oliver Williamson, Sidney Winter, and many others. About a dozen of his papers have been reprinted in research handbooks, and several of his articles and books are translated into Chinese, Russian, and Spanish. His google scholar cites are above 8,300.

Foss was one of the founders of the Danish Research Unit for Industrial Dynamics and a co-founder of the industry-funded Center for Policy Studies, the most influential privately-funded think tank in DK.

Since 2000, Foss has raised approximately 2 million Euros in external funding for his research projects.

He blogs at the popular “Organizations and Markets” blog.

## Personal

- Born October 12, 1964.
- Married to Kirsten Foss (Professor, NHH ) since 1995.
- One daughter (Elisabeth) (nine years).
- Private addresses:
  - Frydenlund Park 1 • 2950 Vedbæk • Denmark
  - Stølegaten 4A, 3 fl. • 5001 Bergen • Norway

### **Current positions**

- Copenhagen Business School, Full Tenured Professor, 1. Jan. 1998 - present.
- Norwegian School of Economics and Business Administration, Full Professor (part time), 2007 – present. Agder University, Full Adjunct Professor, 2005-present.
- Visiting Professor, Lund University, 2009 -2011 (sponsored by Svenska Handelsbanken).
- Visiting Professor, LUISS, Roma, 2009-present.

### **Research areas**

- Strategic management – in particular, linking the resource-based view and organizational economics.
- The theory of the firm – The role of bounded rationality in the ToF; new organizational forms; delegation.
- Strategic entrepreneurship -- Multi-level issues in understanding firm-level entrepreneurship; the role of organizational design and human capital.
- Knowledge governance – The influence of formal governance mechanisms on knowledge processes, notably knowledge sharing.
- The theory of science – Mechanism-based explanation; realism; the analysis of boundary conditions.

### **Current teaching**

- The Theory of the Firm, Finance and Strategic Management Program, Master of Business Administration and PhD program, Copenhagen Business School.
- Economics of Organization, PhD program, LUISS, Roma; Norwegian School of Economics and Business Administration.

### **Past teaching**

- Law and Economics, Industrial Organization, Theory of Science, Strategic Management, Knowledge Management at Bachelor, Master and PhD level at the Copenhagen Business School, 1989 to 2005.
- Numerous lectures at the Norwegian School of Economics, Lund University, Bodø University, Caen Business School.

### **Education**

- Ph.D. June 11, 1993, Copenhagen Business School (enrolled as PhD student October 1, 1989).
- M.Sc. (Economics) (Cand. Polit.), January 1989, University of Copenhagen, Department of economics.

### **Past positions**

- Associate Professor, October 1, 1996, Copenhagen Business School.
- Assistant Professor, April 1, 1993. Copenhagen Business School.
- Director, 2005-2010, The Center for Strategic Management and Globalization (SMG), Copenhagen Business School. The Center had Department status, that is, I had full personnel and budgetary responsibilities. I developed the Center from a 5 faculty to a 17 faculty unit.
- Director, 2003-2005, the Center for Knowledge Governance, Copenhagen Business School. This was a research center based on external and internal grants. It later developed into the SMG.
- Professor II, 2001-2007, Department of Strategy and Management, Norwegian School of Economics and Business Administration (a 20%, adjunct position).

- Professor II, 2005 – present, Agder University (a 10% adjunct position).

### **Honors, recognition, etc.**

- 8,375 citations in Google Scholar (as of 15. February, 2011).
- # 6 economics blogger in the world measured by scholarly impact (cf. Mixon jr and Upadhyaya. 2010. *Eastern Economic Journal*).
- Invited to nominate candidates for the Nobel Prize in economics every year since 1998.
- Biographed in *KRAKs Blå Bog* since 2005, *Who's Who in the World*, *Who is Who in the Management Sciences*.
- 2011 *Journal of Private Enterprise* Best Paper Award for “Alertness, Judgment, and Entrepreneurship”, journal of private enterprise, 25: 145-165 (with Peter G Klein).
- 2010 SO!What award for scholarly contribution (for “strategic organization: a field in search of micro-foundations”, strategic organization 2005 (with teppo felin)).
- Academy of International Business, Best Paper Award 2003.
- Jorck’s Prize 2000 for research in social science.
- The Statoil Prize 1997 for research in management studies.
- Copenhagen Business School Prize 1996 for excellence in teaching.
- The Tietgen Prize 1993 for ph.d. dissertation
- The Frederik Zeuthen Prize 1989 for best economics masters thesis of 1989.
- Erdős #: 8.

### **Keynote speeches**

- “Capabilities, Confusion, and Interfirm Coordination,” keynote speech to “Cooperation Industrielle: Diversité et Synthèse,” 3 May 1999, Université Paris-Sud.
- “Austrian Economics and Business Administration,” keynote speech to the German Association of University Professors in management, Freiburg, 8 June 2001.
- “Knowledge and Organization in the Theory of the Multinational Corporation: Some Foundational Issues,” keynote talk to the European International Business Academy, Copenhagen, 10 December 2003.
- “Capabilities and Transaction Costs: The Problem of Micro-Foundations,” keynote speech, “Shifting Boundaries,” Bristol University Business School, 3 September 2004.
- “Property Rights and Competitive Strategy,” BYU-UUtah Conference on Strategy,” February 2008.
- “The Future of Knowledge Management,” Strategic Management Society Conference, Köln, 12-15 October, 2008.
- “Social Capital in Multinational Corporation”, Conference on “Social Capital in International Business,” Norwegian School of Economics and Business Administration, 10-12 November., 2008.
- “The Entrepreneurial Theory of the Firm”, Conference on Market, Marketing, Entrepreneurship: Creating and Capturing Value in the 21st Century, Antalya, 6-9 April, 2009.
- “Towards the micro-level origins of organizational routines and capabilities”, Conference on Routines and Capabilities, Rotterdam School of Management, 12-13 June, 2009. Also given as keynote talk to a Workshop on Routines and Capabilities, Lund University, 25 June, 2009
- Opening address to the Yearly Meeting of the Association of Spanish Professors in Management, ACEDE, Toledo, 9-11 September, 2009.
- Crafoord Lecture (with Jay Barney, Peter Klein and John Matthews), Lund University, 07 September, 2010.
- Numerous panels at the Academy of Management and Strategic Management Society Meetings.

## PhD students

These are students for whom I have served as the main supervisor. In addition, I have been secondary supervisor on a number of other PhD students (not listed). Degree year in paranthesis.

- Volker Mahnke (1999)
- Mikael Iversen (2000)
- Hans Chr. Garmann Johnson ( 2001)
- Jukka Kaisla (2002)
- Lasse Lien (2003)
- Dana Minbaeva (2004)
- Mia Reinholdt (2008)
- Line Gry Knudsen(2009)
- Mie harder (2011)
- Stefan Linder (2011)
- Jakob Lyngsie (2012)
- Kåre Moberg (2013)

## Editorial boards

- Departmental editor, *Journal of International Business Studies*, 2002-2006.
- Associate editor
  - *Journal of Management and Governance* 2003-2006
  - *European Management Review* 2007-
- Member of the editorial board
  1. *Organization Science* 2008-
  2. *Strategic Management Journal* 2007 –
  3. *Journal of Management* 2008-
  4. *Journal of Management Studies* 2009-
  5. *Long Range Planning* 2004-
  6. *Strategic Organization* 2002-
  7. *Economia e Politica Industriale* 2009 -
  8. *Industry and Innovation* 2005-
  9. *International Studies of Management and Organization* 2000-
  10. *Journal of Economic Methodology* 2001-2009.
  11. *Journal of Institutional Economics* 2003-
  12. *Journal of Management and Strategy* 2007-
  13. *International Journal of Strategic Change Management* 2005-
  14. *International Journal of Intelligent Enterprise* 2006 -
  15. *Russian Management Journal* 2005-
  16. *Nankai Management Review* 2006 –
  17. *Nankai Business Review International*, 2009-
  18. *European Business Forum*, 2005-2007.
  19. *Quarterly Journal of Austrian Economics* 1999-
  20. *Review of Austrian Economics* 1999-
  21. *Journal des Economistes et des Etudes Humaines* 2001-2006.
  22. *Nordiske Organisasjonsstudier* 1999-

## Board memberships

- Steering Committee, Center for Service Innovation, Norwegian School of Economics and Business Administration, 2011-
- Academic Advisory Council, Department of Innovation, University of Groningen, 2011-
- Academic Advisory Council, CORS, Universidade de São Paulo, 2011-
- Research Committee, Business Policy and Strategy Division, Academy of Management, 2008-2010
- Academic Council (Senate), Copenhagen Business School, 2005-2006
- Academic Advisory Board, Center for Policy Studies (www.cepos.dk), 2007-.
- Board of Directors, Center for Policy Studies (www.cepos.dk), 2004-2005.
- National Committee for the Evaluation of Dutch Management Research (2001-2002)
- Committee for the Research Prize, BI, Oslo, 1999-2003
- Board of Directors, Basisbank, 2001-2002
- Board of Directors, Danish Research Unit for Industrial Dynamics, 2002-2005
- Board of Directors, The European Association for New Institutional Economics, 2000-2003

### Major grants

- 2008 - 2,5 million DKK (appr. 320k EUR) grant from the Danish Social Science Research Council for a research program on “Entrepreneurship in an Organizational Context (ENOC)”.
- 2005-2009 : Established the Center for Strategic Management and Globalization (SMG) which had department status at CBS, and became a regular department 1. January 2011. SMG is supported with an annual grant of 500k EUR. Director of the SMG
- 2005-2008: 3,5 million DKK (appr. 450k EUR) grant from the Danish Social Science Research Council for a research program called ”Foundations of Knowledge Sharing” which ran from 1 April 2005 to 1 August 2008.
- 2003-2005: I established the Center for Knowledge Governance at Copenhagen Business School which funded internally by CBS (1,5 million Danish Kroner; appr. 200k EUR)..
- 2000-2003: 6 million DKK (appr. 800k EUR) grant from the Danish Social Science Research Council for a research program called ”Learning, Incentives and Knowledge” which ran from 1 January 2000 to 1 August 2003.

### Service as referee

- *National Science Foundation, US; Economic and Social Research Council, UK.*
- *University of Chicago Press, Cambridge University Press, Oxford University Press, Michigan University Press, Routledge, Kluwer, Edward Elgar, Elsevier, SAGE.*
- *Journal of Political Economy, Administrative Science Quarterly, Academy of Management Review, Academy of Management Journal, Strategic Management Journal Organization Science, European Management Review, The Economic Journal, Management Science, The Journal of Management Studies, Organization Studies, International Journal of the Economics of Business, International Journal of Industrial Organization, Industrial and Corporate Change, Management Science, Research Policy, Journal of Economic Behavior and Organization, Managerial and Decision Economics, Journal of Institutional and Theoretical Economics, Journal of Evolutionary Economics, Omega, Journal of Libertarian Studies, The Cambridge Journal of Economics, Journal of Economic Studies, Journal of Economic Methodology, Management International Review, R&D Management, The Review of Political Economy, The Review of International Political Economy, Economie et Institutions, Independent Review, Journal of Management and Governance, Review of Austrian Economics, Quarterly Journal of Austrian Economics, Journal of Cleaner Production, Scandinavian Journal of Management, International Studies of Management, Cultural Dynamics and Organization, Scottish Journal of Political Economy, Eastern Economic Journal.*

## Ongoing research

### Revise and resubmit

1. (with Anna Jonsson) “Aligning Organizational Learning and Replication-as-Strategy,” R&R (3<sup>rd</sup> round) for *Journal of International Business Studies*.
2. (with Christian Asmussen and Torben Pedersen). “Knowledge Complementarities and Tresholds,” R&R (3<sup>rd</sup> round) *Journal of Management*.

### Submitted

1. (with Christian Bjørnskov) “How Entrepreneurship and Institutions Impact Total Factor Productivity,” *Economic Journal*.
2. (with Niklas Hallberg). “Symmetry and Theoretical Isolation in the Resource-based View: Treating Product Markets Like Factor Markets.” *Strategic Management Journal*.
3. (with Kirsten Foss and Phillip Nell): “MNC Organizational Concepts and Incentive Conflicts.” *Journal of International Management*.
4. (with Jenn-Maw Cheng and Shih-Chieh Fang). “How Cognitive Coordination Promotes Collaborative Knowledge-sharing Performance: The Mediating Role of Interorganizational Knowledge Flows.” *Organization Studies*.
5. (with Jacob Lyngsie). “Organizational Design for Strategic Entrepreneurship.” *Strategic Entrepreneurship Journal*.

### Work in progress

1. (with Nicholas Argyres, Teppo Felin, and Todd Zenger) “The Organizational Economics of Organizational Capability: a Research Agenda”. Introductory Essay for Special Issue of *Organization Science* on “Capabilities and Organizational Economics” (2012)
2. (with Teppo Felin, Koen Heimeriks, and Tammy Madsen). “Origins of Routines and Capabilities: Why and How?” Introductory Essay for Special Issue of *Journal of Management Studies* on “The Microfoundations of Routines and Capabilities” (2012).
3. (with Libby Weber) “Bounded Rationality and Hierarchical Failure: Disagreements as a Source of Transaction Costs.” To be submitted to *Academy of Management Review*.
4. (with Kirsten Foss and Peter G Klein) “The Property Rights Foundations of Competitive Strategy.”
5. (with Toke Fosgaard and Mia Reinholt). “Using Pricing Mechanisms for Corporate Social Responsibility: An Experimental Approach.” To be submitted to *Management Science*.
6. (with Diego Stea).” The Principal’s Theory of Mind. The Role of Mentalizing Capability for Value Creation in Agency Relations.” To be submitted to *Academy of Management Review*.
7. (with Lasse Lien). “Ownership Competence: Construct Definition, Antecedents and Consequences.” To be submitted for *Corporate Governance*.
8. (with Christian Bjørnskov and Peter G. Klein). “Technology Gaps and Entrepreneurship: A Cross-Country Analysis”
9. (with Keld Laursen). “ICT and Flattening Hierarchies: Evidence from Danish Panel Data”
10. (with Teppo Felin). *The Social Construction of Markets: An Alternative View*. Book proposal.

### Articles in refereed journals

1. (with Mia Reinholt and Torben Pedersen). “Why a Central Network Position Isn’t Enough: the Moderating Roles of Motivation and Ability for Knowledge Sharing in Employee Networks.” *Academy of Management Journal* (2012).
2. (with Teppo Felin). “Behaviorist and Empiricist Approaches: Rejoinder,” *Journal of Institutional Economics* (2012).

3. (with Siegwart Lindenberg). „Team Agency and the Theory of the Firm.“ *Managerial and Decision Economics* (2012).
4. (with Siegwart Lindenberg). „Managing Motivation for Joint Production: The Role of Goal Framing and Governance Mechanisms.” *Academy of Management Review* (2011).
5. (with Keld Laursen and Torben Pedersen) “Linking Customer Interaction and Innovation: The Mediating Role of New Organizational Practices,” *Organization Science*. (2011).
6. “Micro-foundations for Resource-based Theory.” *Journal of Management* (2011).
7. (with Teppo Felin). “Experience and Repetition as Antecedents of Organizational Routines and Capabilities: A Critique of Behaviorist and Empiricist Approaches,” *Journal of Institutional Economics* (2011) (with comments by Sidney Winter and Brian Pentland).
8. (with Jose Santos). “The MNC as a Knowledge Structure.” *Advances in International Management* (2011).
9. (with Kirsten Foss). “Hayekian Knowledge Problems in Organizational Theory,” *Economia Industrial* (2011).
10. (with Koen Heimeriks, Sidney Winter and Maurizio Zollo). “A Hegelian Dialogue on Organizational Routines,” *European Management Review*. (2011).
11. (with Henk Volberda and Marjorie Lyles). "Absorbing the Concept of Absorptive Capacity: How To Realize Its Potential in the Organization Field," *Organization Science*, 21: 931-951 (2010)
12. (with Kenneth Husted and Snejina Michailova). “Governing Knowledge Sharing in organizations,” *Journal of Management Studies*, 47: 455-482. (2010)
13. (with Peter Abell and Teppo Felin). “Squaring Coleman’s Diagram,” *Erkenntnis* 73: 385-391. (2010).
14. (with Paola Gritti). “Customer Satisfaction and Competences: an Econometric Study of an Italian Bank,” *Applied Economics Letters* (2010).
15. “Micro-foundations for Management Research: What? Why? Whither?“, *Cuadernos de Economía y Dirección de la Empresa* 42: 11-34 (2010).
16. (with Peter G. Klein). “Alertness, Judgment, and Entrepreneurship”, *Journal of Private Enterprise*, 25: 145-165 (2010). (Awarded the 2011 *Journal of Private Enterprise Best Paper Award*).
17. (with Lasse Lien). “Ownership and Competitive Dynamics.” *Quarterly Journal of Austrian Economics*, 13: 3-30 (2010).
18. (with Ellen Roemer). “Real Options and the Theory of the Firm.” *International Journal of Strategic Change Management*, 2: 73-92 (2010).
19. (with Joseph T. Mahoney). “Exploring Knowledge Governance.” *International Journal of Strategic Change Management* 2: 93-101 (2010).
20. (with Joseph T. Mahoney and Patricia Ordonez de Pablos). “Knowledge Governance.: Contributions and Unresolved Issues,” *International Journal of Strategic Change Management* 2: 263-268 (2010).
21. (with Teppo Felin). “Social Reality, the Boundary of Self-Fulfilling Prophecy, and Economics,” *Organization Science* 20: 654-668 (2009).
22. (with Teppo Felin). “The Performativity of Theory, Arbitrary Conventions and Possible Worlds: A Reality Check.”,” *Organization Science* 20: 676-678. (2009).
23. (with Dana Minbaeva, Mia Reinholt, and Torben Pedersen). “Stimulating Knowledge Sharing Among Employees: The Contribution of Job Design”, *Human Resource Management* 48: 871-893. (2009).

24. (with Dana Minbaeva and Scott Snell). "Bringing the Knowledge Perspective into HRM," *Human Resource Management* 48: 477-483. (2009).
25. (with Rajshree Agarwal, Jay B. Barney and Peter G. Klein). "Heterogeneous Resources and the Current Crisis: Implications of Strategic Management Theory," *Strategic Organization* 7: 467-484. (2009).
26. (with Lasse Lien). "The Determinants of Industry Concentration: Two New Empirical Regularities." *Managerial and Decision Economics* 30: 503-511. (2009).
27. (with Mark Lorenzen). "Towards an Understanding of Cognitive Coordination," *Organization Studies* 30: 1201-1226. (2009).
28. "Alternative Research Strategies in the Knowledge Movement", *European Management Review* 6: 16-28. (2009).
29. (with Nils Stieglitz) "Entrepreneurship and Transaction Costs," *Advances in Strategic Management* 26: 67-96. (2009).
30. (with Teppo Felin) "Organizational Routines: Historical Drift, a Course-Correction, and Prospects for Future Work," *Scandinavian Journal of Management*, 25: 157-167 (2009).
31. (with Norman Sheehan). "Exploring the Roots of Porter's Activity-based View." *Journal of Management and Strategy* 2: 240-260 (2009).
32. (with Peter Abell and Teppo Felin). "Building Microfoundations for the Routines, Capabilities and Performance Link," *Managerial and Decision Economics* 29:489-502 (2008).
33. (with Peter G Klein, Yasemin Kor and Joe Mahoney). "Entrepreneurship, Subjectivism, and the Resource-Based View: Towards a New Synthesis", *Strategic Entrepreneurship Journal* 2: 73-94 (2008).
34. (with Kirsten Foss). "Understanding Opportunity Discovery and Sustainable Advantage: the Role of Transaction Costs and Property Rights," *Strategic Entrepreneurship Journal* 2: 191-207 (2008).
35. (with Christian Bjørnskov). "Economic Freedom and Entrepreneurship: a Cross-Country Analysis," *Public Choice* 134: 307-328 ((2008) (also published as a chapter in Andreas Freytag, ed. *Entrepreneurship and Culture*. Berlin: Springer, 2010.)
36. (with Peter G Klein "The Unit of Analysis in Entrepreneurship Studies: Opportunities or Investments?, *International Journal of Entrepreneurship Education* 6: 145-170 (2008).
37. (with Kirsten Foss, Peter G. Klein, and Sandra Klein) "Heterogenous Capital and the Organization of Entrepreneurship," *Journal of Management Studies* 44: 1165-1186 (2007).
38. (with Kirsten Foss and Peter G Klein) "Original and Derived Judgment: an Entrepreneurial Theory of Economic Organization," *Organization Studies* 28: 1893-1912 (2007).
39. (with Ibuki Ishikawa) "Toward a Dynamic Resource-based View," *Organization Studies* 28: 749-772.
40. "Strategic Belief Management," *Strategic Organization* 5: 249-258 (2007).
41. "The Emerging Knowledge Governance Approach," *Organization* 14: 29-52 (2007).
42. (with Giampaolo Gazzarelli) "Institutions as Knowledge: Ludwig Lachmann's Institutional Economics," *Cambridge Journal of Economics* 31: 789-804 (2007).
43. "Economic Governance in a Dynamic Global Context: The Center for Strategic Management at the Copenhagen Business School," *European Management Review* 4: 183-191 (2007).
44. "Awards as Compensation: Comment on Frey," *European Management Review* 4: 21-23 (2007).
45. (with Normann Sheehan) "Advancing the Resource-based View Through Porterian Activity Analysis." *Management Decision* 45: 450-461 (2007).

46. "The Resource-based View: an Instance of Scientific Progress in the Strategy Discipline," *International Journal of Learning and Intellectual Capital* 4: 29-46 (2007).
47. (with Kirsten Foss and José Vasquez-Vicente) "Tying the Manager's Hands: Credible Commitment and Firm Organization," *Cambridge Journal of Economics* 30: 797-818 (2006).
48. (with Teppo Felin) "Individuals and Organizations: Thoughts on a Micro-Foundations Project for Strategic Management," *Research Methodology in Strategy and Management* 3: 253-288 (2006).
49. "Knowledge and Organization in the Multinational Enterprise: Some Foundational Issues," *Journal of Management and Governance* 11: 3-20 (2006).
50. "Entrepreneurship, Transaction Costs, and Resource Attributes" *International Journal of Strategic Change Management* 1: 53-60 (2006).
51. (with Kirsten Foss) "The Limits to Designed Orders: Authority under "Distributed Knowledge,"" *Review of Austrian Economics* 19: 261-274 (2006).
52. (with Kirsten Foss) "Simon on Problem-Solving: Implications for New Organizational Forms," *International Journal of Learning and Intellectual Capital* 3: 339-356 (2006).
53. (with Kirsten Foss) "Value and Transaction Costs: How the Economics of Property Rights Furthers the RBV," *Strategic Management Journal* 26: 541-553 (2005).
54. (with Keld Laursen) "Performance Pay, Delegation, and Multitasking Under Uncertainty and Innovativeness: an Empirical Investigation," *Journal of Economic Behavior and Organization* 58: 246-276 (2005).
55. (with Teppo Felin) "Strategic Organization: a Field in Search of Microfoundations." *Strategic Organization* 3: 441-455 (2005).. (Awarded the "SO!WHAT" Awards for Scholarly Contribution for Volume 3 (2005) of SO!).
56. (with Torben Andersen) "Strategic Opportunity and Economic Performance in Multinational Enterprises: The Role and Effects of Information and Communication Technology," *Journal of International Management* 11: 293-310 (2005).
57. "Transaction Cost Economics in Scandinavia," *Scandinavian Journal of Management* 21: 5-17.
58. (with Torben Pedersen) "Governing Knowledge Processes in the Multinational Corporation," *Journal of International Business Studies* 35: 339-349 (2004).
59. (with Kirsten Foss) "The Next Step of Evolution of the Resource-based View: Integration with Transaction Cost Economics," *Management Revue* 15: 1-16 (2004).
60. (with Tore Kristensen and Ricky Wilke) "Corporate Communication in the Emerging Network Economy: A Provider of Common Knowledge," *Corporate Communication* 9: 43-49 (2004).
61. "Cognition and Motivation in the Theory of the Firm," *Journal des Economistes et des Etudes Humaines* 14 (2004).
62. "Selective Intervention and Internal Hybrids: Interpreting and Learning from the Rise and Decline of the Oticon Spaghetti Organization." *Organization Science* 14: 331-349 (2003).
63. "Herbert Simon's Grand Theme in the Economics of Organization: "Much Cited and Little Used'," *Journal of Economic Psychology* 24: 245-264 (2003).
64. (with Thorbjørn Knudsen). "The Resource-based Tangle: In Search of Sustainable Foundations," *Managerial and Decision Economics* 24: 291-307 (2003).
65. "The Strategic Management and Transaction Cost Nexus: Past Debates, Central Questions, and Future Research Possibilities," *Strategic Organization* 1: 139-169 (2003).
66. "Bounded Rationality and Tacit Knowledge in the Organizational Capabilities Approach: an Evaluation and a Stocktaking," *Industrial and Corporate Change* 12: 185-201 (2003).

67. "New HRM Practices, Complementarities, and the Impact on Innovation Performance" (with Keld Laursen), *Cambridge Journal of Economics* 27: 243-263 (2003).
68. "Sources of Subsidiary Knowledge and Organizational Means of Knowledge Transfer" (with Torben Pedersen). *Journal of International Management* 8: 49-67 (2002).
69. "Coase vs. Hayek: Economic Organization in the Knowledge Economy," *International Journal of the Economics of Business* 9: 9-36 (2002).. Reprinted (in a Russian translation) in Maxim Bruhanov, ed. *Socio-Economic Fundamentals of the Information Society*.
70. "New Organizational Forms - Critical Perspectives," *International Journal of the Economics of Business* 9: 1-8 (2002).
71. "Whither Economic Organization?," *Zeitschrift für Betriebswirtschaftsforschung*: 57-67 (2002).
72. "Organizing Economic Experiments: the Role of Firms," (with Kirsten Foss) *Review of Austrian Economics*, 15: 297-312 (2002).
73. (with Kirsten Foss, Peter Klein and Sandra Klein), "Heterogeneous Capital, Entrepreneurship, and Economic Organization," *Journal des Economistes et des Etudes Humaine* 12: 79-96 (2002).
74. (with Kirsten Foss), "Assets, Attributes and Ownership," *International Journal of the Economics of Business* 8: 19-37 (2001).
75. "Leadership, Beliefs and Coordination," *Industrial and Corporate Change* 10: 357-388 (2001).
76. "Bounded Rationality in the Economics of Organization: Present Use and Future Possibilities," *Journal of Management and Governance* 5: 401-425 (2001).
77. "Simon's Grand Theme and the Theory of Economic Organization," *Journal of Management and Governance* 5: 216-223 (2001).
78. (with Jens Frøslev Christensen). "Corporate Coherence: a Market Process Approach," *Managerial and Decision Economics* 22: 213-226 (2001).
79. "Misesian Ownership and Coasian Authority in Hayekian Settings: The Case of the Knowledge Economy," *Quarterly Journal of Austrian Economics* 4: 3-24 (2001). Spanish version in *Libertas* 2003.
80. (with Tom Elfring). "Competence Building: Understanding the Role of Internal Venturing and Spin-Offs," *Advances in Applied Business Strategy* 6: 97-119 (2000).
81. (with Kirsten Foss), "Theoretical Isolation in Contract Economics," *Journal of Economic Methodology* 7: 313-339 (2000).
82. (with Kirsten Foss), "Learning in Firms: Knowledge-Based and Property Rights Perspectives," *European Journal of Social and Economic Systems* 14: 119-142 (2000).
83. "The Dangers and Attractions of Eclecticism," *Journal of Macromarketing* 20: 65-67 (2000).
84. "Austrian Economics and Game Theory: An Evaluation and a Stocktaking," *Review of Austrian Economics* 13: 41-58 (1999).
85. "Research in the Strategic Theory of the Firm: "Integrationism" and "Isolationism", *Journal of Management Studies* 36: 725-755 (1999).
86. "The Use of Knowledge in Firms", *Journal of Institutional and Theoretical Economics* 155: 458-486 (1999). Reprinted in Sandye Gloria-Palermo, Peter Boettke and Stephan Boehm, *Modern Austrian Economics*, London: Pickering and Chatto, 2002).
87. "Edith Penrose, Economics, and Strategic Management," *Perspectives in Political Economy* 18: 87-104 (1999). Reprinted in Christos Pitelis, ed. 2001. *The Growth of the Firm: The Legacy of Edith Penrose*. Oxford: Oxford University Press.

88. "The Challenge of Business Systems and the Challenge to Business Systems", *International Studies of Management and Organization* 29: 9-24.
89. "Perspectives on Business Systems", *International Studies of Management and Organization* 29: 3-8.
90. "Capabilities and Governance: the Rebirth of Production in the Theory of Economic Organization" (with Richard N. Langlois). *KYKLOS* 52: 201-218. Reprinted in Richard N Langlois, Tony Fu-Lai Yu and Paul L Robertson, eds., *Alternative Theories of the Firm*, Cheltenham: Edward Elgar, 2003; and in John C. Wood and Michael C. Wood, eds. *Alfred Chandler: Critical Evaluations*, London: Routledge. 2007.
91. "Accounting for the Strengths of MNC Subsidiaries: The Case of Foreign-Owned Firms in Denmark" (with Torben Pedersen and Mats Forsgren), *International Business Review* 8: 181-196 (1999).
92. "Edith Penrose and the Penrosians - Or, Why There is Still so Much to Learn From The Theory of the Growth of the Firm", *Economies et Sociétés* 29: 143-164 (1999).
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