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Academic Vita in Brief

A Danish citizen with residence in Denmark and Norway, Nicolai J(uul) Foss (b. 1964) is a Professor of Strategy and Organization at the Copenhagen Business School, a part-time Professor of Knowledge-based Value Creation at the Norwegian School of Economics and Business Administration, and the Head of Department of the Department of Strategic Management and Globalization at CBS. Foss is also a part-time Professor of Management at Warwick University. He has held part-time and visiting professorships at the Lund University, Luiss Guido Carli-Roma, ERC Rennes, 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 1 Febr. 2010, and again from August 2011, building it from a 5 faculty center to a currently 19 faculty (and 11 PhD students) department. He directed the “Strategic Management and Globalization” World Class Environment at CBS (2008-2015) and is a co-director of the new “Human Capital, Organization Design and Performance” World Class Environment at CBS (2014-2019).

Foss has served as a member of the Senate of the CBS, is a panel member of the European Research Council, serves as a member of the Bocconi University Tenure Review Committee, and is one of the very few Danish social science members of Academia Europaea.

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 170 journal articles, 100 book chapters and 23 books (edited as well as monographs), his work has been published in the *Academy of Management Review*, *Academy of Management Journal*, *Organization Science*, *Strategic Management Journal*, *Journal of International Business Studies*, *Journal of Management Studies*, and several other leading journals. He has published books 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 Erik Brynjolfsson, Giovanni Dosi, Kathleen Eisenhart, Robert Gibbons, Robert Grant, Paul Milgrom, Richard Nelson, Ikujiro Nonaka, C.K. Prahalad, Andrew Pettigrew, 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 citations are above 18,000 and his citations is close to 4,000, making him one of the most cited Danish social scientists.

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. He is a senior scholar at the Norwegian Center for Service Innovation at the Norwegian School of, which is supported by a 20 million Euros grant (over 8 years), and core faculty at the Norwegian Research School in Innovation. Since 2000, Foss has raised approximately 2 million Euros in external funding as research leader, and has participated in several other research projects. He was listed as the “best Danish economist” by the Danish newspaper, Børsen, in 2013 and 2014.

Personal

- Born October 12, 1964.
- Married to Kirsten Foss (Professor, Norwegian School of Economics) since 1995.

- One daughter (Elisabeth; 13 years old).
- Private addresses:
 - Frydenlund Park 1 • 2950 Vedbæk • Denmark
 - Stølegaten 4A, 3 fl. • 5001 Bergen • Norway

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.

Current and past positions

- Full Professor of Management (part time), Warwick University Business School, Entrepreneurship and Innovation Group, 1. September, 2013-
- Department Head, Department of Strategic Management and Globalization, CBS, 2011-2015.
- Co-director, “Human Capital, Organization Design, and Performance” World Class Research Environment at the Copenhagen Business School, 2014-2019.
- Director, SMG World Class Research Environment at the Copenhagen Business School, 2008-2013.
- Copenhagen Business School, Full Tenured Professor, 1. Jan. 1998 - present.
- Norwegian School of Economics, Full Professor (part time), 2007 – present.
- Agder University, Full Adjunct Professor, 2005-present.
- Visiting Professor, Lund University, 2009 - 2012 (sponsored by Svenska Handelsbanken).
- Visiting Professor, LUISS, Roma, 2009-2012.
- 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 (at the peak) 20 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 Department of Strategic Management and Globalization (in 2011).
- Professor II, 2001-2007, Department of Strategy and Management, Norwegian School of Economics, Bergen, and again 2014- (a 20% professorial position).
- Associate Professor, October 1, 1996, Copenhagen Business School.
- Assistant Professor, April 1, 1993. Copenhagen Business School.

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.
- Institutions, growth and entrepreneurship—How the institutional matrix influences entrepreneurship, the effect of entrepreneurship on total factor productivity.
- The theory of science—Mechanism-based explanation; realism.

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; Norwegian School of Economic.
- Publishing Academic Research, PhD level; Warwick Business School.
- Theory Building in Management, PhD level; Warwick Business School (with Jerker Denrell).
- Technology Management, PhD level; NORSI (with Keld Laursen).

Past teaching

- Organized and taught courses on Law and Economics, Industrial Organization, Theory of Science, Strategic Management, and Knowledge Management at Bachelor, Master and PhD level at the Copenhagen Business School, starting in 1989 (standard teaching load at CBS: 66% of work hours).
- Numerous lectures at the Norwegian School of Economics, Luiss Rome, Bocconi University, Lund University, Bodø University, Caen Business School.

Honors, recognition, etc.

- The Richard Beckhard Memorial Prize for the 2014 *MIT Sloan Management Review* article (with Julian Birkinshaw and Siegwart Lindenberg), “Combining Purpose With Profits.”
- Knight of the Order of the Dannebrog (2015).
- The 2014 Society for the Development of Austrian Economics Prize for *Organizing Entrepreneurial Judgment* (Cambridge University Press, 2012; with Peter G Klein).
- Recognized by Denmark’s leading business newspaper, Børsen, as the “best” Danish economist (measured in terms of a composite academic influence index); Børsen, May 16, 2013 and June 12, 2014.
- Member, Academia Europaea (2012-).
- 18,000+ citations in Google Scholar; more than 2,000 ISI and more than 4,000 Scopus cites (as of August 08, 2015).
- #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.
- Invited to nominate candidates for The Global Award for Entrepreneurship Research since 2011.
- Biographed in *KRAKs Blå Bog* since 2005, *Who’s Who in the World*, *Who is Who in the Management Sciences*.
- 2011 Emerald Citations of Excellence Awards for “The Emerging Knowledge Governance Approach,” *Organization* 14: 29-52 (2007) and for “Networks, Capabilities, and Competitive Advantage”, *Scandinavian Journal of Management* 155: 1-15 (1999).
- 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 the year.

Keynote and Other Major Talks

- “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”, keynote talk to a 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.
- “Micro-foundations of Capabilities,” DRUID conference, June 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
- “Motivational Microfoundations for Macro Management Research,” Opening address to the Yearly Meeting of the Association of Spanish Professors in Management, ACEDE, Toledo, 9-11 September, 2009.
- “The Organization of Entrepreneurial Firms,” The Crafoord Memorial Lecture (with Jay Barney, Peter Klein and John Matthews), Lund University, 07 September, 2010.
- “Understanding Open Entrepreneurship,” The Sherlock Hibbs Memorial Lecture, University of Missouri, 6 March, 2012
- “The Continuing Relevance of Austrian Capital Theory,” Hayek Lecture, The Ludwig von Mises Institute, 8 March, 2012.
- “The Role of Business Schools in the Growth Process,” FIBE Conference, Norwegian School of Economics, 10. January 2013.
- “Collective Motivation and the Theory of the Firm.” German Association for University Professors in Management, 24. May 2013.
- “What is Collective Motivation?”, 10th CORS conference, Ribeirão Preto, Brazil, 8 October, 2013.
- “The Microfoundations Project,” AIMS Conference, Rennes, France, 27 May 2014.
- About 30 paper presentations, symposia, and PDWs at the Academy of Management since 2000, some as co-organizer; about 10 paper presentations, symposia and PDWs at the Strategic Management Society Conference since 2005.
- Organized several international conferences at CBS, such as the DRUID 1998 conference and the 2014 Strategic Management Society Special Conference on “Microfoundations” (CBS, June 2014).

PhD students

The following persons are those for whom I have served as the *main* supervisor. In addition, I have been secondary supervisor for a number of other PhD students (not listed), as well as several visiting PhD students (not listed). Degree year in parantheses.

1. Volker Mahnke (1999; Full Professor, CBS and Heriot-Watt University; deceased).
2. Mikael Iversen (2000; Senior Strategist; Danish Postal Office)
3. Hans Chr. Garmann Johnson (2001; Full Professor, Agder University)
4. Jukka Kaisla (2002; Associate Professor, Helsinki Metropolia University of Applied Sciences Business School)
5. Lasse Lien (2003; Full Professor, Norwegian School of Economics)
6. Dana Minbaeva (2004; Full Professor, CBS)
7. Mia Reinholdt (2008; Associate Professor, CBS; as of 2015 project manager Novo Nordisk)
8. Line Gry Knudsen (2009; Senior Consultant, DEA)
9. Mie Harder (2011)
10. Stefan Linder (2011; Assistant Professor, ESSEC)
11. Jakob Lyngsie (2013; Assistant Professor, CBS).
12. Diego Stea (2013; Assistant Professor, CBS)
13. Kåre Moberg (2014; Senior Analyst; Danish Foundation of Entrepreneurship)
14. Andreas Distel (2015)
15. Klement Rasmussen (2015)
16. Henrik Jensen (2015)
17. Nausheen Niaz (2015)
18. Matilde Fogh Kirkegaard (2017).
19. Kristine Ringvold (2017)

Editorial boards

- Departmental editor, *Journal of International Business Studies*, 2002-2006.
- Associated Series Editor, Routledge Studies in Industrial Dynamics, 2011-.
- Series Editor, Pickering & Chatto, Modern Heterodox Economics, 2012-
- Associate editor
 - *Journal of Management and Governance* 2003-2006
 - *European Management Review* 2007-2013.
- Member of the editorial/advisory board
 1. *Nordic Journal of Business* 2015-
 2. *International Journal of Entrepreneurial Behaviour and Research* 2015-
 3. *Oxford Research Reviews: Business and Management* 2012-.
 4. *Contemporary Economics* 2012-
 5. *Organization Science* 2008-
 6. *Strategic Management Journal* 2007 –
 7. *Academy of Management Perspectives*, 2012-
 8. *Journal of Management* 2008-2011.
 9. *Journal of Management Studies* 2009-2011.
 10. *Long Range Planning* 2004-
 11. *Strategic Organization* 2002-
 12. *Economia e Politica Industriale* 2009 -
 13. *Industry and Innovation* 2005-
 14. *International Studies of Management and Organization* 2000-
 15. *Journal of Economic Methodology* 2001-2009.

16. *Journal of Institutional Economics* 2003-
17. *Journal of Management and Strategy* 2007-
18. *International Journal of Strategic Change Management* 2005-
19. *International Journal of Intelligent Enterprise* 2006 -
20. *Russian Management Journal* 2005-
21. *Nankai Management Review* 2006 –
22. *Nankai Business Review International*, 2009-
23. *European Business Forum*, 2005-2007.
24. *Quarterly Journal of Austrian Economics* 1999-
25. *Review of Austrian Economics* 1999-
26. *Journal des Economistes et des Etudes Humaines* 2001-2006.
27. *Nordiske Organisasjonsstudier* 1999-

Board memberships

- Member of the Prize Committee for the Solvay Prize, Belgium (2015).
- Board of Directors, Strategic Management Society, 2014-
- Advisory Board, School of Management, Politecnico di Milano, 2013-
- European Research Council (Panel Member, Economics and Management Panel, Advanced Grants), 2011-.
- Steering Committee, Center for Service Innovation, Norwegian School of Economics and Business Administration, 2011-2012.
- 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, 2002-2004
- 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

- “Human Capital, Organization Design, and Performance” World Class Research Environment at the Copenhagen Business School, 2014-2019 (5 mio DKK (approx. 650k EUR); internal CBS grant).
- “SMG World Class Research Environment at the Copenhagen Business School,” 2008-2013 (5 mio DKK; internal CBS grant).
- 2008 - 2012: 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 was 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 reviewer

- National Science Foundation, US; Economic and Social Research Council, UK; European Research Council; Swiss National Science Foundation; European Research Council.
- 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, Journal of Law, Economics, and Organization, 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, Management and Organization Review, 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

Submitted

1. (with Oscar Llopis Corcoles). "Moderating Influences on the Cooperative Climate-Knowledge Sharing Relation: Intrinsic Motivation and Job Autonomy." *European Management Journal*.
2. (with Nausheen Niaz and Thomas Ramsøy). "Managing goals when we are only partly in control: a decision neuroscience perspective on goal setting theory." *Journal of Business Research*.
3. (with Tina Saebi). "Fifteen Years of Research on Business Model Innovation." *Journal of Management*.
4. (with Massimo Colombo, Jacob Lyngsie and Christina Rossi Lamastra). "Delegation and Absorptive Capacity: Schumpeterian and Hayekian Mechanisms." *Strategic Management Journal*.

Revise and resubmit

1. (with Siegwart Lindenberg and Rafael Wittek). "Why Routines Decline." *Academy of Management Review*.
2. (with Christian Asmussen, Kirsten Foss and Peter G Klein). "A Transaction Cost Theory of Strategizing." *Strategic Management Journal*.

3. (with Jay Barney and Jacob Lyngsie). "Opportunity Creation, Employee Diversity and the Decentralization of Entrepreneurial Activities." *Strategic Management Journal* (reject & resubmit).
4. (with Jacob Lyngsie). "The More, the Merrier? The Role of Gender in Explaining Firms' Entrepreneurialism." *Strategic Management Journal*.
5. (with Tina Saebi and Lasse Lien). "What Drives Business Model Change?" *Long Range Planning* (2nd round).
6. (with Peter Møllgaard). "Steering Evolution in a Loosely Coupled System: The Case of the Copenhagen Business School." *Long Range Planning*.
7. (with Bongsun Kim and Eensoo Kim). "Balancing absorptive capacity and inbound open innovation for sustained competitive advantage: an attention-based view." *European Management Journal*.

Work in progress (with submission targets).

1. (with Toke Fosgaard and Mia Reinholt Fosgaard). "Citizen or Consumer? An Experimental Investigation." (Full paper exists)
2. (with Henrik Jensen): "Managerial Meta-knowledge and Contractual Relations" (first draft exists; *Academy of Management Review*).
3. (with Maria Carmela Annosi, Mats Magnusson and Federica Brunetta). "The Interaction of Control Systems and Stakeholder Networks in Shaping the Identities of Self-Managed Teams". (Full paper exists). *Organization Studies*.
4. (with Niklas Hallberg). "Changing Assumptions, Changing Theory: The Case of the Resource-based View". Full paper exists; *Journal of Management Studies*.
5. (with Christian Asmussen and Phillip Nell). "A Double-Edged Sword: Procedural Justice and Parenting in Multi-business Firms." *Journal of International Business Studies*.
6. (with Thorbjørn Knudsen, Tobias Kretschmer and Florian Engelhardt). "The Role of Organizational Design in Strategic Management Theory." (Full paper exists, but need substantial rewriting). *Organization Science*.
7. (with Jens Schmidt) "Integration Capabilities and the Integration of Complements." Emerging paper.
8. (with Magdalena Dobrajska and Jacob Lyngsie.) "Knowing me, knowing you: Organizational practices that support delegation" (complete paper exists but is in need of revision; *Strategic Management Journal*).
9. (with Diego Stea and Torben Pedersen): "The Relational Antecedents of Interpersonal Helping: "Quantity," "Quality," or Both?" (complete manuscript exists; in need of revision).
10. (with Peter Klein, Lasse Lien and Todd Zenger). "The Buck Stops Here: The Role of Ownership in Strategy Research." Full paper exists; *Academy of Management Review*.
11. (with Nils Stieglitz and David Teece). "Handling the Roadblocks to Business Model Innovation." *Harvard Business Review*.
12. (with Massimo Colombo and Christina Rossi Lamastra). "Organizing for Knowledge Absorption When Source Characteristics Differ." (Complete paper exists; *Strategic Management Journal*; to be submitted August 2015).
13. (with Marcel Bogers and Jacob Lyngsie). "The Role of Educational Diversity and Openness for Firm Performance." (First draft exists).
14. (with Marcel Bogers and Jacob Lyngsie). "Human Capital and Openness". (First draft exists).

15. (with Teppo Felin). *The Social Construction of Markets: An Alternative View*. Book proposal accepted by the University of Chicago Press. Manuscript under development. Expected publication in 2016.
16. “Hierarchy and the (Near) Impossibility of Honest Disagreement: Aumann Meets Williamson” (Emerging paper) .
17. (with Stefan Linder). “Creating Shared Value: Making Conceptual Room for Shared Intentions and Actions in Strategy Research” (emerging paper).
18. (with Siegwart Lindenberg). “Obliquity and embedded social responsibility” (first draft exists).
19. (with Peter G Abell and Jacob Lyngsie). “Methodological Challenges of Microfoundations.” *Strategic Organization*.
20. (with Kirsten Foss) “A Property Rights Analysis of Entry Barriers”) (complete paper exists, but in need of revision) *Managerial and Decision Economics*.
21. (with Mie Harder and Michael Mol). “Peeking Inside the Management Innovation Production Function.” (*Research Policy*) (Results exist; paper in the upstart phase).
22. (with Christian Bjørnskov). “The Role of Entrepreneurship in the Catching-Up Process.” (Results exist; paper in the upstart phase; *Industrial and Corporate Change*).
23. (with Niklas Hallberg and Jack Vromen). “Reduction and Theoretical Progress in Strategic Management Research.” (substantial portions of the manuscript have been written; *Strategic Management Journal*).
24. (with Nils Stieglitz). “Managerial Judgment and the Choice of Complexity” (paper is in the upstart phase).

Articles in refereed journals

1. (with Libby Weber) “Putting Opportunism in the Back Seat: Bounded Rationality, Costly Conflict and Hierarchical Forms.” *Academy of Management Review* (2016).
2. (with Francesco Rullani and Lars Frederiksen). “Problem-solving Behaviors in Community Forms.” *Strategic Management Journal* (2016).
3. (with Christian Bjørnskov). “Entrepreneurship, Institutions and Economic Growth.” *Academy of Management Perspectives* (2016).
4. (with Diego Stea and Peter Holdt Christensen). “Revisiting Physical Separation in the Workplace: Separation Cues, Sensemaking and Behavioral Responses.” *European Management Journal*. (2016).
5. (with Kirsten Foss and Diego Stea). “The Role of Organizational Design in Making Delegation Credible” *Journal of Organizational Design* (2016).
6. (with Diego Stea, Mia Reinholt Fosgaard and Torben Pedersen). “Why Complementary HRM Practices Impact Performance: The Case of Rewards, Job Design and Work Climate in a Knowledge Sharing Context”. *Human Resource Management* (2016).
7. (with Norman Sheehan): “The “other” Penrose + Porter = heterogeneity in capabilities” *Long Range Planning* (2016).
8. (with Morten Bennedsen). “Innovation and the Family Firm: How Family Assets May Become Roadblocks to Innovation.” *California Management Review* (2016).
9. (with Peter Johnson). “What Is Optimal Strategy? A Control Theory Approach.” *Managerial and Decision Economics* (2016).

10. (with Stefan Linder, Jacob Lyngsie and Shaker Zahra). "Free to Choose? Organizational Determinants of Opportunity Evaluation." *IEE Transactions on Engineering and Management* (2015).
11. (with Peter G Klein). "The judgment-based approach to entrepreneurship: Accomplishments, challenges, new directions." *Journal of Institutional Economics* (2015).
12. (with Magdalena Dobrajska). Valve's way: Vayward, visionary, or vogueish? *Journal of Organizational Design* (2015).
13. (with Jonatan Lenells and Diego Stea). "Mentalizing and Soft Information in Principal-Agent Theory." *Contemporary Economics* (2015).
14. (with Stefan Linder and Diego Stea). "The Organizational Advantage: How the Theory of Mind Complements the Attention-based Theory of the Firm." *Advances in Strategic Management* , 32: 279-301 (2015)
15. (with Teppo Felin and Peter Abell). "Microfoundations of social theory: a response to Jepperson and Meyer." *Sociologica* (2015).
16. (with Jacob Lyngsie and Shaker Zahra): "Organizational Design Correlates of Opportunity Realization." *Strategic Organization*, 13: 32-60 (2015).
17. (with Teppo Felin and Rob Ployhart). "Microfoundations for Management Research." *Academy of Management Annals* 9: 575–632 (2015).
18. (with Tina Saebi). "Business Models for Open Innovation: Matching Heterogeneous Open Innovation Strategies With Business Model Dimensions." *European Management Journal* (2015).
19. (with Kirsten Foss). "Coasian and Modern Property Rights Economics." *Journal of Institutional Economics* 11: 391-411 (2015).
20. (with Marco Piovesan and Alessandro Bucciol). "Pay Dispersion and Team Performance: The Role of Team Definition, Cooperation, and Individual Performance." *PLOS One* (2014).
21. (with Peter G Klein). "Why Managers Still Matter". *MIT Sloan Management Review*, 56 (1) 73-81 (2014). (Spanish language version in *Harvard Deusto Business Review*, 2015).
22. (with Jacob Lyngsie). "The Strategic Organization of the Entrepreneurial Established Firm." *Strategic Organization*, 12: 208-215 (2014).
23. (with Rosileia Milagres). "Pro-Social Motivation Beyond Firm Boundaries: The Case of the Eucalyptus Network." *Brazilian Administration Review*, 11: 364-384 (2014).
24. (with Julian Birkinshaw and Siegwart Lindenber). "Purpose With Profits: How to Make Your Pro-Social Goals Pay." *MIT Sloan Management Review*, 55 (2): 49-56 (2014).
25. (with Christian G Asmussen). "Competitive Advantage and the Existence of the MNC: Earlier Research and the Role of Frictions." *Global Strategy Journal*, 4: 49-54 (2014).
26. (with Niklas Hallberg). "How Symmetrical Assumptions Facilitate Theoretical Advance in Strategic Management: the Case of the Resource-based View." *Strategic Management Journal*, 35: 903–913 (2014).
27. (with Diego Stea). "Putting a Realistic Theory of Mind into Agency Theory: Implications for Reward Design and Management in Principal-Agent Relations," *European Management Review*, 11: 101-116 (2014).
28. "Towards an Organizational Economics of Organizational Capability," *International Journal of the Economics of Business*, 21: 15-19 (2014)
29. (with Jacob Lyngsie and Shaker Zahra). "The Role of External Knowledge Sources and Organizational Design in the Process of Opportunity Exploitation." *Strategic Management Journal*, 34: 1453–1471 (2013).

30. (with Jenn-Maw Cheng). "How Cognitive Coordination Promotes Collaborative Knowledge-Sharing Performance: The Mediating Role of Interorganizational Knowledge Flows." *International Journal of Learning and Intellectual Capital*, 10: 326-346 (2013).
31. (with Libby Weber). "Putting Opportunism in the Back Seat: Bounded Rationality, Costly Conflict and Hierarchical Forms." *Academy of Management Best Paper Proceedings* (2013).
32. (with Christian Bjørnskov) "How Strategic Entrepreneurship and the Institutional Context Drive Total Factor Productivity," *Strategic Entrepreneurship Journal*, 7: 50-69 (2013).
33. (with Siegwart Lindenberg). "Strategy in a Goal-Framing Perspective." *Academy of Management Perspectives*, 27: 85-102 (2013).
34. (with Christian Asmussen and Torben Pedersen). "Knowledge Transfer and Accommodation Effects in Multinational Corporations: Evidence from European Subsidiaries" *Journal of Management*, 39: 1397-1429 (2013).
35. (with Teppo Felin, Koen Heimeriks, and Tammy Madsen). "Origins of Routines and Capabilities: Why and How?" *Journal of Management Studies*, 49: 1352-1373 (2012).
36. (with Nicholas Argyres, Teppo Felin, and Todd Zenger) "The Organizational Economics of Organizational Capability: a Research Agenda". *Organization Science* 23: 1213-1226 (2012).
37. "The Continuing Relevance of Austrian Capital Theory," *Quarterly Journal of Austrian Economics*, 15: 151-171 (2012).
38. "On the Scope of Resource-advantage Theory," *Contemporary Economics* 6: 4-9 (2012)
39. (with Kirsten Foss and Phillip Nell). "MNC Organizational Concepts and Incentive Conflicts." *Journal of International Management* 18: 247-259 (2012).
40. (with Teppo Felin). "The (Proper) Microfoundations of Routines and Capabilities: A Response to Winter, Pentland, Hodgson and Knudsen," *Journal of Institutional Economics* 8: 271-288 (2012).
41. (with Siegwart Lindenberg). „Teams, Team Motivation, and the Theory of the Firm. *Managerial and Decision Economics*, 33: 363-389.
42. (with Bo Nielsen). „Collaborative Advantage: Multi-level Issues,“ *Journal of CENTRUM Cathedra*, 5: 11-23 (2012).
43. (with Koen Heimeriks, Maurizio Zollo and Sidney G Winter). "A Hegelian Dialogue on the Micro-foundations of Organizational Routines," *European Management Review* 9: 173-197 (2012).
44. (with Anna Jonsson). "International Expansion Through Flexible Replication: Learning From the Internationalization Experience of IKEA," *Journal of International Business Studies* 42, 1079–1102 (2011).
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