

Bo Bernhard Nielsen
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EDUCATION

- 2003 Doctor of Philosophy in International Business, Department of International Economics and Management, Copenhagen Business School, Copenhagen, Denmark.
Dissertation on Management of Knowledge in International Strategic Alliances. Committee: Dr. Peter Buckley, University of Leeds, Dr. Lars Haakanson, Copenhagen Business School (Chair), Dr. Niels Noorderhaven, University of Tillburg.
- 1998 Pacific Lutheran University, Tacoma Washington. MBA with emphasis on Technology Innovation Management (TIM). Graduated Summa Cum Laude with distinction (4.0 GPA).
- 1997 University of California, Davis. Specialization (part of MBA) in Human Resource Management (HRM).
- 1995 Copenhagen Business School, Denmark. Bachelor of Science in International Business Administration and Modern Languages B.Sc. (Econ).
- Language Skills* Danish (native), English (fluent), Swedish (intermediate), Norwegian (intermediate), German (intermediate), French (beginners)

ACADEMIC AND PROFESSIONAL POSITIONS

- 2012-Present Copenhagen Business School, Department of Strategic Management and Globalization, Professor in Strategic Management.
- 2010-Present University of Technology Sydney, Australia, Research Associate.
- 2010-Present University of Tasmania, School of Management, Honorary Associate.
- 2007-2012 Copenhagen Business School, Department of Strategic Management and Globalization, Associate Professor of Strategy and International Business.
- 2003-2007 Western Washington University, Department of Management, Assistant Professor in International Business and Strategy.
- 2002-2003 Copenhagen Business School, Department of International Economics and Management, Assistant Research Professor in International Business.
- 2000-2002 University of Washington, Department of Management and Organization, Visiting Scholar.
- 1999 Pacific Lutheran University, School of Education, Administrator for Advising, Recruitment and International Programs.
- 1998 Pacific Lutheran University, International Student Services, Assistant to International Advisor.
- 1997 Pacific Lutheran University, School of Business, Assistant to Dean.
- 1996 Management Trainee, Hvissinge Maskinvaeksted ApS, Danish high-tech manufacturing company.

REFEREED JOURNAL PUBLICATIONS

- Nielsen, B.B. & Nielsen, S. "Top Management Team Nationality Diversity and Firm Performance: A Multilevel Study", *Strategic Management Journal*, forthcoming.
- Wilden, R., Gudergan, S. Nielsen, B.B. & Lings, I. "Dynamic Capabilities and Performance: Strategy, Structure and Environment", *Long Range Planning*, forthcoming.
- Nielsen, B.B. & Gudergan, S. "Exploration and Exploitation Fit and Performance in 2012 International Strategic Alliances", *International Business Review*, 21(4): 558-574.
- Foss, N.J. & Nielsen, B.B. "Researching Multi-Level Phenomena: The Case of Collaborative Advantage (and Related Concepts)", *Journal of CENTRUM Cathedra*, 5(1): 11-23.
- Nielsen, B.B. "What determines joint venture termination? A commentary essay", *Journal of Business Research*, forthcoming.
- Nielsen, B.B. "Trust in strategic alliances: Toward a co-evolutionary research model", *Journal of Trust Research*, 1(2): 159-176.
- Nielsen, B.B. & Nielsen, S. "The Role of Top Management Team International Orientation in Strategic Decision-Making: The Choice of Foreign Entry Mode", *Journal of World Business*, 46(2): 185-193.
- Nielsen, B.B. & Knudsen, L.G. "Creating value through effective governance of knowledge sharing processes in inter-organizational partnerships", *International Journal of Strategic Business Alliances*, 2(1/2): 1-6.
- Nielsen, B.B. "Strategic fit, contractual and procedural governance in alliances", *Journal of Business Research*, 63(7): 682-689.
- Nielsen, B.B. "Knowledge Governance in Strategic Alliances", *International Journal of Strategic Change Management*, 2(2/3): 102-127.
- Nielsen, S. & Nielsen, B.B. "Why do Firms Employ Foreigners on Their Top Management Teams: An Exploration of Human Capital, Similarity Attraction, and Strategic Fit Perspectives", *International Journal of Cross-Cultural Management*, 10(2): 195-209.
- Knudsen, L.G. & Nielsen, B.B. "Collaborative Capability in R&D Alliances: Exploring the Link Between Organizational and Individual Dimensions", *International Journal of Knowledge Management Studies*, 4(2): 152-175.
- Nielsen, B.B. & Nielsen, S. "Learning and Innovation in International Strategic Alliances: An Empirical Test of the Role of Trust and Tacitness", *Journal of Management Studies*, 46(6): 1031-1056.
- Andersen, T.J. & Nielsen, B.B. "Adaptive Strategy-Making: The Performance Effects of Innovative and Integrative Processes.", *European Management Review*, 6(2): 94-106.

- Nielsen, B.B. & Michailova, S. "Knowledge Management Systems in Multinational Corporations: Typology and Transitions", *Long Range Planning*, 40(3): 314-340.
2007
- Globerman, S. & Nielsen, B.B. "Equity Versus Non-Equity International Strategic Alliances Involving Danish Firms: An Empirical Investigation of the Relative Importance of Partner and Host Country Determinants", *Journal of International Management*, 13: 449-471.
2007
- Nielsen, B.B. "Determining International Strategic Alliance Performance: A Multi-Dimensional Approach", *International Business Review*, 16: 337-361.
2007
- Globerman, S. & Nielsen, B.B. "Trust and Governance in International Strategic Alliances", *Corporate Ownership and Control*, 3(4): 199-215.
2006
- Michailova, S. & Nielsen, B.B. "MNCs and Knowledge Management: A typology and key features", *Journal of Knowledge Management*, 10(1): 44-54.
2006
- Nielsen, B.B. "The role of knowledge embeddedness in the creation of synergies in strategic alliances", *Journal of Business Research*, 58(9): 1194-1204.
2005
- Nielsen, B.B. "Strategic Knowledge Management Research: Tracing The Co-evolution Strategic Management and Knowledge Management Perspectives", *Competitiveness Review*, 15(1): 1-14.
2005
- Nielsen, B.B. "The role of trust in collaboration: A multi-dimensional perspective", *Management*, vol. 7(3): 239-256.
2004
- Nielsen, B.B. "Cooperative Strategies and Alliances: A Review", Farok Contractor and Peter Lorange (Eds.), Oxford: Elsevier Science, Ltd. 2002, in *Journal of International Business Studies*, Vol. 34(5).
2003
- Nielsen, B.B. "An Empirical Investigation of the Drivers of International Strategic Alliance Formation", *European Management Journal*, Vol. 21(3): 301-322.
2003
- Nielsen, B.B. & Ciabuschi, F. "Siemens ShareNet: knowledge management in practice", *Business Strategy Review*, Vol. 14(2): 33-40.
2003
- Nielsen, B.B. "Synergies in International Strategic Alliances: Motivation and Outcomes of Complementary and Synergistic Knowledge Networks", *Journal of Knowledge Management Practice*, Vol. 3, 2002.
2002
- Nielsen, B.B. "International Joint Ventures: Theory and Practice: A review", Amin Yan and Yadong Luo (Eds.), New York: M.E. Sharpe, Inc. 2000, in *Journal of International Business Studies*, Vol. 32(2).
2001

BEST PAPER PROCEEDINGS

- Nielsen, S. & Nielsen, B.B. "The effects of TMT and Board Nationality Diversity and Compensation on Firm Performance", *Best Paper Proceedings, Business Policy and Strategy Division, Academy of Management (AOM)*, Anaheim.
2008
- Nielsen, B.B. & Nielsen, S. "International Diversification Strategy and Firm Performance: A Multi-Level Analysis of Firm and Home Country Effects", *Best Paper Proceedings, Academy of International Business (AIB)*, Milan. Nominated for Haynes Prize for Best paper.
2008
- Nielsen, B.B. "Why do International Joint Ventures Fail? A Strategic Mismatch Explanation", *Best Paper Proceedings, Academy of International Business*, San Juan, June 28-July 1. Nominated for Haynes Prize for Best Paper and the AIB best paper award.
2002

JOURNAL ARTICLES UNDER REVIEW

- Asmussen, C.G., Goerzen, A. & Nielsen, B.B. "Multinational corporation investment: Global cities and international location strategy", R&R at *Journal of International Business Studies*.
- Christoffersen, J., Globerman, S. & Nielsen, B.B. "Cultural Distance and the Performance of International Joint Ventures: A Critical Assessment of Model Specifications and Variable Measurement", R&R at *Journal of Strategic Business Alliances*.
- Nielsen, B.B. & Nielsen, S. "International Diversification and Firm Performance: A Multi-Level Contextual Framework and Analysis", R&R at *Journal of International Marketing*.

WORK-IN-PROGRESS

- Nielsen, S. & Nielsen, B.B. "The Effects of Top Management Team and Board Nationality Diversity and Compensation Systems on Performance", targeted at *Academy of Management Journal*.
- Estrin, S., Meyer, K., Nielsen, B.B. & Nielsen, S. "What determines internationalization of developed versus emerging multinationals? A multilevel analysis of country, industry and firm level predictors", targeted at *Journal of International Business Studies*.
- Asparouhov, T. & Nielsen, B.B. "Upward causation in management research", targeted for *Organizational Research Methods*.
- Louviere, J.J. & Nielsen, B.B. "Stated choice modeling in strategic management", targeted for *Strategic Management Journal*.

Nielsen, B.B. & Nielsen, S. "Modeling complex nesting structures in international business research: An illustration of cross-nested multilevel analysis of the multinationality-performance relationship", targeted at *Organizational Research Methods*.

BOOK CHAPTERS

Woods, M. & Nielsen, B.B. "Developing and Managing Collaborative-Know in Firms and Strategic Alliances: A Multilevel Model" in T.K. Das (Ed.): *Managing Knowledge in Strategic Alliances*, Information Age Publishing.

Foss, N.J. & Nielsen, B.B. "Researching Collaborative Advantage: Some Conceptual and Multi-Level Issues" in H.C.G. Johnsen and R. Ennals, *Creating Collaborative Advantage*, Gower Applied Research.

Nielsen, B.B. & Nielsen, S. "Understanding the Internationalization-Performance Relationship: A Multilevel Approach", in T. DeVinney, T. Pedersen & L. Tihanyi (Eds.): *Advances in International Management*, Emerald.

Nielsen, B.B. "Multilevel Issues in Strategic Alliance Research", in T.K. Das (Ed.): *Researching Strategic Alliances: Emerging Issues*, Information Age Publishing.

Knudsen, L.G. & Nielsen, B.B. "Antecedents of Procedural Governance in Knowledge-Sharing Alliances", in W.R. King (Ed.): *Annals of Information Systems: Knowledge Management and Organizational Learning*, Springer.

Rasmussen, E., Servais, P., Nielsen, B.B. & Madsen, T.K. "Internationalisation of Danish SMEs: Toward a classification of International New Ventures", in L. P. Dana, M. Han, V. Ratten & I. Welppe (Eds.): *Handbook of Research on International Entrepreneurship: A European Perspective*, Edward Elgar.

Ciabuschi, F. & Nielsen, B.B. "Knowledge-Sharing Between Units and Across Markets: Seizing Opportunities from IT Systems in MNEs", in Hadjikhani, Lee & Johanson, (Eds.) *Business Networks and International Marketing*, Doo Yang Sage Publishing Co: 365-383.

Nielsen, B.B. "Synergies in Strategic Alliances: Motives and Outcomes of Complementary and Synergistic Knowledge Networks", in R.K. Suri (Ed.): *International Encyclopaedia of OB*, New Delhi.

Nielsen, B.B. "Vidensledelse i Internationale Strategiske Alliancer", in P.N. Bukh (Ed.): *Knowledge Management*, Copenhagen: Børsen Forum.

Nielsen, B.B. "Strategic Knowledge Management: A New Research Agenda", in S. Lundan (Ed.): *Network Knowledge in International Business*, Cheltenham: Edward Elgar.

Nielsen, B.B. "Experiences from an External Coach based Abroad", in *Distance Learning White Book*, Copenhagen: Copenhagen Business School Press. 2002

PROFESSIONAL NON-REFEREED JOURNAL ARTICLES

Knudsen, L.G. & Nielsen, B.B. "Når virksomheder samarbejder: De nødvendige kompetencer", *Ledelseidag*, 10, November. 2008

Johannsen, H.D. and Nielsen, B.B. "Global Maksimering af Lokale Ressourcer: Nyt Internationalt Virtuelt Læringsamarbejde", *Kræmmerhuset*, 6, Sept. 29. 2006

Johannsen, H.D. and Nielsen, B.B. "Internationalt Virtuelt Læringsamarbejde", *Kræmmerhuset*, December 2005. 2005

Nielsen, B.B. "Managing Collaborative Trust: When Alliance Management gets Personal", *CriticalEyeReview*, December 2004. 2004

Nielsen, B.B. "Coming to America: Reflections on working in the US academic system as a European", *Euram Newsletter*, October 2004. 2004

Nielsen, B.B. "Knowledge Management Processes in International Joint Ventures", *Knowledge Management Magazine*, 4, November 2003. 2003

Nielsen, B.B. "Managing Trust and Learning in International Strategic Alliances", *Mastering Management*, Spring 2003. 2003

Nielsen, B.B. "Management in Vietnam: foreign direct investment and joint venture management", *Mastering Management*, Spring 2003. 2003

Nielsen, B.B. "Managing International Joint Ventures", *Mastering Management*, 12: 2002

TEACHING MATERIALS

- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Ecco A/S - Global Value-Chain Management", 2011 selected to appear in C. Bartlett, S. Ghoshal & P. Beamish: *Transnational Management*.
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Coloplast A/S - Organizational Challenges in Offshoring", selected to appear in M. Peng & K. Meyer: *International Business*.
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "MAN B&W Diesel A/S - Managing Licensees in a Globalized World", Case 8B09M30 *Ivey Management Services*
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "MAN B&W Diesel A/S - Managing Licensees in a Globalized World: Teaching Note", Case 8B09M30 *Ivey Management Services*
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Ribe Maskinfabrik A/S - Developing New Business Areas", Case 9B09M012 *Ivey Management Services*
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Ribe Maskinfabrik A/S - Developing New Business Areas: Teaching Note", Case 9B09M012 *Ivey Management Services*
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Ecco A/S - Global Value-Chain Management", 2008 Case 9B08M014 *Ivey Management Services*.
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Ecco A/S - Global Value-Chain Management: Teaching Note", Case 8B08M014 *Ivey Management Services*.
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Coloplast A/S - Organizational Challenges in Offshoring", Case 9B08M031 *Ivey Management Services*.
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Coloplast A/S - Organizational Challenges in Offshoring: Teaching Note", Case 8B08M031 *Ivey Management Services*.
- Nielsen, B.B. "Intellectual Capital Management", interview series with Charles W.L Hill, published on CD accompanying Hill, C.W.L: *International Business: Competing in the Global Marketplace*, fifth edition, New York: McGraw-Hill/Irwin.
- Nielsen, B.B. "Intellectual Capital Management", interview series with Charles W.L Hill, published on CD accompanying Hill, C.W.L: *International Business: Competing in the Global Marketplace*, fourth edition, New York: McGraw-Hill/Irwin.

REFEREED CONFERENCE PRESENTATIONS

- Nielsen, B.B. & Nielsen, S. "Modeling complex nesting structures in strategy research: 2011 Cross-nested multilevel analysis of the internationalization-performance relationship", presented at the annual *Strategic Management Society (SMS)* conference, Miami.
- Nielsen, B.B. & Nielsen, S. "The interactive effects of upper echelons composition and 2011 compensation on performance: A latent growth model", presented at the annual *Strategic Management Society (SMS)* conference, Miami.
- Nielsen, B.B. & Nielsen, S. "International Diversification and Firm Performance: A Multi- 2010 Level Exploration of Firm and Home Country Institutional Factors", presented at the annual *Strategic Management Society (SMS)* conference, Rome.
- Nielsen, B.B., Schweitzer, J. & Gudergan, S. "The Mediating Role of Entrepreneurial Team 2010 Behavior Between Transformational Leadership and Performance of Alliances", presented at the annual *Strategic Management Society (SMS)* conference, Rome.
- Nielsen, B.B. & Nielsen, S. "The role of top management team cultural composition for 2009 international strategic decision-making, presented at the *Annual Meeting of the Academy of International Business (AIB)*, San Diego.
- Nielsen, B.B. "Knowledge Governance in Strategic Alliances: A Multi-level Perspective", 2009 presented at the *Annual Meeting of the Academy of Management (AOM)*, Chicago.
- Nielsen, S. & Nielsen, B.B. "Top management team nationality diversity, international 2009 strategic alliances and firm performance, presented at the *Annual Meeting of the Academy of Management (AOM)*, Chicago.
- Nielsen, B.B. & Nielsen, S. "International Diversification Strategy and Firm Performance: 2008 A Multi-level Analysis of Firm and Home Country Effects", *Annual Meeting of the Academy of Management (AOM)*, Anaheim.
- Nielsen, B.B. & Nielsen, S. "International Diversification Strategy and Firm Performance: 2008 A Multi-level Analysis of Firm and Home Country Effects", *Annual Meeting of the Academy of International Business (AIB)*, Milan.
- Nielsen, S. & Nielsen, B.B. "The effects of TMT and Board Nationality Diversity and 2008 Compensation on Firm Performance", *Annual Meeting of the Academy of International Business (AIB)*, Milan.
- Nielsen, S. & Nielsen, B.B. "Why do Firms Employ Foreigners on their Top Management 2008 Teams? A Multilevel Exploration of Individual and Firm Level Antecedents", *6th Annual EIASM Conference on International Strategy and Cross-Cultural Management*, Barcelona, Spain.
- Nielsen, B.B. & Nielsen, S. "Learning and innovation in international strategic alliances: 2007 An Empirical Test of the Role of Trust and Tacitness", Presented the *Copenhagen Partnership Conference*, Copenhagen.

- Nielsen, B.B. & Gudergan, S. "Strategic Fit and the Performance of International Strategic Alliances: The mediating role of Exploration and Exploitation", *Annual Meeting of the Academy of Management*, Philadelphia, US.
2007
- Globerman, S., Nielsen, B.B. "Equity Versus Non-Equity International Strategic Alliances Involving Danish Firms: An Empirical Investigation of the Relative Importance of Partner and Host Country Determinants", *Annual Meeting of the Academy of International Business*, Indianapolis, US.
2007
- Globerman, S., Nielsen, B.B. "Equity Versus Non-Equity International Strategic Alliances: The Role of Host Country Governance", *Proceedings, Annual Meeting of the Academy of International Business*, Beijing, China.
2006
- Globerman, S., Nielsen, B.B. "The relationship between social capital and governance infrastructure in International Strategic: Complementing or substituting?", *Proceedings, Annual Meeting of the Copenhagen Conference on Strategic Management*, Copenhagen, Denmark.
2005
- Nielsen, B.B. "Co-evolution of trust and alliances: The dynamic role of trust in collaborative relationships", *Proceedings, Annual Meeting of the European International Business Academy*, Oslo, Norway.
2005
- Nielsen, B.B. "The nature of international joint venture development: A knowledge management perspective", *Proceedings, Annual Meeting of the European International Business Academy*, Oslo, Norway.
2005
- Nielsen, B.B. & Michailova, S. "Designing Knowledge Management Systems in MNCs: A Managerial Framework", *paper presented at the Annual Meeting of the Academy of Management*, Honolulu, Hawaii.
2005
- Nielsen, B.B. "Exploring the joint effects of strategic motives and governance on alliance performance: A knowledge perspective", *paper presented at the Annual Meeting of the European International Business Academy*, Ljubljana, Slovenia.
2004
- Nielsen, B.B. "The role of trust in collaborative relationships", *paper presented at the Annual Meeting of the European International Business Academy*, Ljubljana, Slovenia.
2004
- Nielsen, B.B. & Michailova, S. "Managing Knowledge in the Multinational Corporation: Toward a Phase-Model of Global Knowledge Management Systems", *paper presented at the Annual Meeting of the Academy of Management*, New Orleans.
2004
- Nielsen, B.B. "Determining international strategic alliance performance: A multi-dimensional approach", *paper presented at the Annual Meeting of the Academy of International Business*, Stockholm, Sweden.
2003

- Kottaridi, C. & Nielsen, B.B. "The 'Knowledge Dichotomy': A knowledge-based explanation for choice of location by MNCs in EU peripheral regions, *paper presented at the Annual Meeting of the Academy of International Business, Stockholm, Sweden.*
2004
- Nielsen, B.B. "Determining International Strategic Alliance Performance", *paper presented at the Annual meeting of the Academy of Management, Seattle, US.*
2003
- Kottaridi, C. & Nielsen, B.B. "Determining FDI Flows into Scandinavia: The Role of Physical and Intellectual Infrastructure", *paper presented at the Annual meeting of the Academy of International Business, Monterey, US.*
2003
- Nielsen, B.B. "How do Firms Select their Partners for International Strategic Alliances?", *paper presented at the 28th European International Business Academy, Athens, Greece.*
2002
- Nielsen, B.B. "Why do International Joint Ventures Fail? A Strategic Mismatch Explanation", *paper presented at the Annual meeting of the Academy of International Business, San Juan, US. Nominated for Haynes Prize for Best Paper and the AIB best paper award.*
2003
- Nielsen, B.B. "Trust and Learning in International Strategic Alliances", *paper presented at the Annual meeting of the Academy of International Business, Sydney, Australia.*
2001
- Nielsen, B.B. "The Role of Embeddedness in the Process of Creation of Synergies in International Strategic Alliances", *paper presented at the 61st Annual meeting of the Academy of Management, Washington DC, US.*
2001
- Nielsen, B.B. "Strategic Knowledge Management: A New Research Agenda", *paper presented at the 60th Annual meeting of the Academy of Management, Toronto.*
2000
- Nielsen, B.B. "Synergies in International Strategic Alliances: Motivation and Outcomes of Complementary and Synergistic Knowledge Networks", *paper presented at the Annual meeting of the European International Business Academy, Maastricht, Netherlands.*
2000
- Nielsen, B.B. "The Evolution of Strategic Knowledge Management", *paper presented at the Annual meeting of the European International Business Academy, Maastricht, Netherlands.*
2000

WORKING PAPERS

- Nielsen, B.B. & Nielsen, S. "The Impact of Top Management Team Nationality Diversity and International Experience on Foreign Entry Mode" *Working Paper*, SMG (9), CBS. 2009
- Nielsen, S. & Nielsen, B.B. "Why do Firms Employ Foreigners on Their Top Management Teams: A Multi-level Exploration of Individual and Firm level Antecedents", *Working Paper*, SMG (21), CBS. 2008
- Knudsen, L.G. & Nielsen, B.B. "Organizational and Individual Level Antecedents of Procedural Governance in Knowledge Sharing Alliances", *Working Paper*, SMG (17), CBS. 2008
- Knudsen, L.G. & Nielsen, B.B. "Collaborative Capability in R&D Alliances: Exploring the Link between Organizational and Individual level Factors", *Working Paper*, SMG (10), CBS. 2008
- Nielsen, B.B. "Strategic Fit and the Role of Contractual and Procedural Governance in Alliances: A Dynamic Perspective", *Working Paper*, SMG (9), CBS. 2008
- Andersen, T.J. & Nielsen, B.B. "The Effective Ambidextrous Organization: A Model of Integrative Strategy Making Processes", *Working Paper*, SMG (12), CBS. 2007
- Globerman, S., Nielsen, B.B. "Equity Versus Non-Equity International Strategic Alliances: The Role of Host Country Governance Management", *Working Paper*, SMG (19), CBS. 2006
- Nielsen, B.B. & Michailova, S. "Toward a phase-model of global knowledge management systems in Multinational Corporations", *Working Paper*, CKG (3), CBS. 2004
- Kottaridi, C. & Nielsen, B.B. "Determining FDI Flows into Scandinavia: The Role of Physical and Intellectual Infrastructure", *Working Paper*, Department of International Economics and Management, Copenhagen Business School. 2003
- Nielsen, B.B. "Why do International Alliances Fail? A Strategic Mismatch Explanation", *Working Paper* Department of International Economics and Management, Copenhagen Business School. 2002
- Nielsen, B.B. "Determining International Strategic Alliance Performance", *Working paper*, Department of International Economics and Management, Copenhagen Business School. 2002
- Nielsen, B.B. "How do Firms Select their Partners for International Strategic Alliances?", *Working paper*, Department of International Economics and Management, Copenhagen Business School. 2002

TEACHING EXPERIENCE

My teaching experience includes a wide range of delivery methods:

- Traditional large-scale undergraduate and graduate class-room teaching (Copenhagen Business School, Western Washington University, and University of Washington)
- Lectures, seminars and tutorials (CBS, Western Washington University, Pacific Lutheran University, University of Washington, Drake University, Bond University, Uppsala University, University of Technology Sydney (UTS), Queensland University of Technology (QUT), University of Auckland, and Stanford University)
- Problem-based learning in groups of 10-15 students (University of Washington)
- Advising of master theses and senior projects (CBS and WWU)
- Distance learning (CBS, WWU and INSEAD)

I have taught the following subjects:

- Managing Intellectual Capital in Small and Medium Sized Enterprises (Distance Learning Module as part of Global Executive MBA, INSEAD)
- Organizational Behaviour (HRMOB300, University of Washington)
- Transnational Management (Distance Learning MA, Copenhagen Business School)
- Ethics, Competitive Analysis and Strategic Marketing Planning (Distance Learning MA, Copenhagen Business School)
- International Business Strategy (HAI330, BA capstone course, Copenhagen Business School)
- International Business Operation (HAI141, BA core course, Copenhagen Business School)
- Information Technology and International Business (MA elective, Copenhagen Business School)
- International Business Strategy (MGMT470, BA IB Major course, Western Washington University)
- Business Policy (MGMT495, Capstone course, Western Washington University)
- International Business Operations (MBA592, MBA core, Western Washington University)
- Special Topics in IB (Knowledge Management in MNCs, MGMT474, IB elective, Western Washington University)
- Special Topics in IB (Collaboration in International Business, MGMT474, IB elective, Western Washington University)
- International Management (SU51, BA Summer School, Copenhagen Business School)
- Cross-border Strategic Management (SU53, MA Summer School, Copenhagen Business School)
- EMBA Strategy Project, Copenhagen Business School
- EMBA Methodology, Copenhagen Business School
- Strategic Management (Core course as part of the CEMS programme), CBS
- Corporate Strategy (Core course as part of Masters of Science in Finance and Masters of Science in International Management), CBS
- Introduction to Structural Equation Modelling, PhD course, CBS
- Global Strategic Marketing, graduate level core course, University of Lugano, Switzerland

GRANTS AND STIPENDS

2011 – DKK 1.875.000 Industrial PhD grant in collaboration between Novozymes and Ministry of Science, Technology and Innovation.

2011 – DKK 12.000 research grant based on academic publications (Copenhagen Business School – Center for Strategic Management and Globalization).

2010 – DKK 12.000 research grant based on academic publications (Copenhagen Business School – Center for Strategic Management and Globalization).

2009 – DKK 120.000 FSE grant for 3rd Annual Partnership Conference (CBS).

2009 – DKK 40,000 research grant for visit at University of Technology Sydney (UTS), Otto Mønsted Foundation.

2009 – DKK 15.000 research grant based on academic publications (Copenhagen Business School – Center for Strategic Management and Globalization).

2008 – DKK 80.000 FSE grant for 2nd Annual Partnership Conference (CBS).

2008 – DKK 25,000 CBS Annual Teaching Award, Copenhagen Business School.

2007 – €80,000 Marie Curie (European Union) Competitive Re-integration Grant.

2007 – \$1,000 Dean's Annual Publication Award, College of Business and Economics, Western Washington University.

2007 – DKK 15.000 research grant based on academic publications (Copenhagen Business School – Center for Strategic Management and Globalization).

2005 – \$7,500 research travel grant (Western Washington University) based on competitive research program.

2005 – \$5,000 summer research grant (Western Washington University Bureau for Faculty Research) based on competitive research program.

2004 – \$5,000 summer research grant (Western Washington University Bureau for Faculty Research) based on competitive research program.

2001 – \$600,000 over a three-year period for the MANDI research project (Managing the Dynamic Interfaces between Culture and Knowledge). Funding provided by the Danish Government in collaboration with several private companies; Principal Investigator: Professor Snejina Michailova, CBS.

2000 – DKK 150.000 Tuborg Research Grant.

2000 – \$7,500 grant (Copenhagen Business School) to become a visiting scholar at University of Washington.

1999 – \$155,500 (Approx.) 3- year PhD full scholarship (Copenhagen Business School).

AWARDS AND HONORS

2011 – Journal of International Business Studies (JIBS) Best Reviewer Award.

2009 – Academy of International Business Best Reviewer Award.

2008 – Academy of Management Best Reviewer Award, International Management Division.

2008 – Haynes Prize Finalist at the Annual meeting of the Academy of International Business, Milan, June 2008

2008 – Best Strategy Course in Europe (CESM) Teaching Award, Paris, France.

2008 – Copenhagen Business School Teaching Award, Copenhagen Business School.

2007 – Dean Murphy's Annual Publication Award, College of Business and Economics, Western Washington University.

2006 – Academy of Management Best Reviewer Award, Business Policy and Strategy Division.

2005 – Summer Research Award, College of Business and Economics, Western Washington University.

2004 – Summer Research Award, Department of Management, Western Washington University.

2002 – Haynes Prize Finalist at the Annual meeting of the Academy of International Business, San Juan, June 2002.

2002 – AIB Best Paper Finalist at the Annual meeting of the Academy of International Business, San Juan, June 2002.

2000 – Most Promising Dissertation Proposal Finalist at the European International Business Academy annual meeting, Maastricht, December 2000.

2000 – Recipient of the Tuborg Research Grant, presented to the ten most promising PhD students in business in Denmark.

1998 – MBA with distinction; Summa Cum Laude (4.0 GPA).

MEMBERSHIP OF PROFESSIONAL ORGANIZATIONS

- Academy of Management (AOM)
- Academy of International Business (AIB)
- Strategic Management Society (SMS)
- European International Business Academy (EIBA)
- European Academy of Management (EURAM)
- Nordic Research School in International Business (NORD-IB)
- European Doctoral School of Knowledge Management (EUDOKMA)
- Innovative Collaborations, Alliances and Networks (ICAN)
- Association of Strategic Alliance Professionals (ASAP) (Board Member Scandinavia and President for the Academic Council, Europe)

SERVICE TO COMMUNITY

Editorial Board:

Journal of International Business Studies (Consulting Editor)

Journal of Trust Research

International Journal of Strategic Business Alliances

Reviewer:

Strategic Management Journal, Journal of International Business Studies, Journal of Management Studies, Organizational Studies, Journal of Management, Journal of World Business, Management International Review, International Business Review, Management, Long Range Planning, European Management Review, and the yearly conferences of the Academy of Management, Strategic Management Society, Academy of International Business, European Academy of Management and the European International Business Academy

Primary Advisor on PhD thesis

Jose Balarezo, Industrial PhD, Department of Strategic Management and Globalization and Novozymes A/S.

Co-Advisor on PhD theses

Line Gry Knudsen, Department of Strategic Management and Globalization, CBS

Degree of PhD in International Strategic Management awarded 2009.

Brian Karlson, University of Auckland, New Zealand. Degree of PhD in Business awarded May 2011.

Johanna Sax. Department of Strategic Management and Globalization, CBS. PhD student.

Dissertation Committee

2011: Simon Torp. Copenhagen Business School (Chair). Dissertation: "Employee Stock Ownership: Effect on Strategic Management and Performance" to be defended April, 2011.

2007: Jochen Schweitzer. University of Technology, Sydney. Degree of Doctor of Philosophy (PhD) in Business awarded 2008.

2006: Clemente Minonne. University of South Australia. Degree of Doctor of Business Administration (DBA) awarded 2006.

CONSULTING EXPERIENCE

- *Consultos.com* – Co-founder and Strategic Consultant. Editor of Newsletter
- *Foreningen af Danske Bestyrelses Advokater* – Board Strategy Development Workshop
- *Novozymes A/S* – Strategy Development
- *Dagrofa A/S* – Top Management Team-Building and strategy development
- *Carlsberg Breweries A/S* – Joint Venture Management, Vietnam
- *Siemens AG.* – Global Knowledge Management System
- *Dansk Erhverv* – Board Strategy Development
- *BruunHjejle* – Strategy Development
- *Getinge* – Strategy Development
- *StorageTek* – Partnership strategy
- *Inmobia* – Content and PR strategy
- *Equine Healthcare* – Development and Implementation of Business Plan
- *Office24-7* – Market Analysis and Strategy Development
- *BetBrain.com* – Internet Strategy Development
- *Pronosco A/S* – Knowledge Management in International Strategic Alliance

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Professor Bent Petersen was my dissertation chair and has known me since 1999, when I started my PhD programme at Copenhagen Business School. He is the best person to evaluate my academic achievements and character and can also evaluate my research standing from a European perspective.

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Professor Lee has been a mentor since I was a visiting scholar at University of Washington 2000-2002. Dr. Lee's course on Research Methods was one of my first courses at UW and ever since I have consulted regularly with him on issues ranging from methodology to career planning. Dr. Lee is familiar with my research capabilities as well as my personal character, ambitions and goals.

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Professor Steven Globerman was a colleague at Western Washington University. Dr. Globerman is an accomplished international scholar with more than 130 scholarly publications and a variety of professional experience. In addition to being a colleague, Dr. Globerman and I have collaborated on a number of articles and his experience, advice and personal friendship has enabled me to excel as a scholar.