

# NICOLAI J. FOSS

Department of Strategy and Innovation  
Copenhagen Business School  
Kilevej 14, 2<sup>nd</sup> fl.; 2000 Frederiksberg; Denmark  
Njf.si@cbs.dk

## Academic Vita in Brief

Nicolai J. Foss (b. 1964) is a Professor of Strategy at the Department of Strategy and Innovation, CBS, Honorary Adjunct Professor, Department of Marketing & Management, Southern Denmark University, and External Chair, Danish Institute for Advanced Studies, 2020-2025. He is a Knight of the Order of the Dannebrog. Trained as an economist at the Copenhagen University (M.Sc., 1989), Foss has received his PhD degree from the Copenhagen Business School in 1993, where he was Assistant, Associate and Full Professor, before he moved to Bocconi University 1 September 2016. From 2016-2019 he was the Rodolfo Debenedetti Chaired Professor of Entrepreneurship at the Bocconi University, Milano. He has held part-time and visiting professorships at the Warwick Business School, Hong Kong Polytechnic University, Norwegian School of Economics, Lund University, Luiss Guido Carli-Roma, ERC Rennes, and Agder University. He founded the Center (later Department) of Strategic Management and Globalization at the Copenhagen Business School in 2005, and served as its Director/HoD until 1 April, 2015. He managed two CBS “World Class Environment” programs at CBS (2008-2015; 2014-2016). Foss has served as a panel member of the European Research Council and on the Board of Directors of the Strategic Management Society. Foss is a member of Academia Europaea, and a Fellow of the Strategic Management Society. He was the 2020 Chairperson of the Behavioral Strategy Interest Group. Encompassing 227 journal articles, 102 book chapters and 26 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 Management*, *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. Many 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 41k, and his H-index is 101. He is a Clarivate Highly Cited Researcher. 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 was listed as the “best Danish economist” by the newspaper, *Børsen*, in 2013, 2014, and 2015. He has been a columnist at *Børsen* and currently writes a monthly column for *Berlingske*.

## Personal

- Born October 12, 1964.
- Married to Kirsten Foss (Professor, Norwegian School of Economics) since 1995.
- One daughter (Elisabeth; 18 years old).
- Private address: Frydenlund Park 1 • 2950 Vedbæk • Denmark

## 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

- Visiting Virtual Professor, Hong Kong Polytechnic University, 2021.
- Chaired Professor of Strategy and Organization, Copenhagen Business School, 1 January, 2020 -

- The Rodolfo Debenedetti Chaired Professor of Entrepreneurship, Università Bocconi, May 30, 2017.
- Full Professor of Organization Theory and Human Resource Management, Università Bocconi, 1. September, 2016-May 30, 2017.
- Full Professor of Management (part time), Copenhagen Business School, 1. Sept. 2016 -2019.
- Distinguished Research Environment Professor (part time), Warwick University Business School, Entrepreneurship and Innovation Group, 1. September, 2013-1 Sept 2019.
- 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, 2014-2016.
- Director, SMG World Class Research Environment at the Copenhagen Business School, 2008-2013.
- Copenhagen Business School, Full Tenured Professor, 1. Jan. 1998 – 2016.
- Norwegian School of Economics, Adjunct Professor, 2007 – present.
- Agder University, Full Adjunct Professor, 2005-2014.
- 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 (i.e., I had full personnel and budget 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—The role of organizational design and human capital.
- Institutions, growth and entrepreneurship—How the institutional matrix influences entrepreneurship, the effect of entrepreneurship on total factor productivity.

### **Current teaching**

- The Theory of the Firm, Master in Strategy and Finance, CBS.

### **Past teaching**

- Organization Theory, Master level (International Management Program; Course Director), Bocconi University, 2018-2019
- Organization Theory, DBA, SDA Bocconi, 2018-2019.
- Theory of the Firm, PhD level, Bocconi University, 2016-2018.
- Organization Theory and Analysis, 3rd year undergraduate; international management. Bocconi University, 2016-2018.
- 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, 2013-
- Theory Building in Management, PhD level; Warwick Business School (with Jerker Denrell); 2014.
- Technology Management, PhD level; NORSI (with Keld Laursen), 2014, 2015.
- 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, 1989 - 2016 (standard teaching load at CBS: 66% of work hours).
- Numerous lectures at all levels at the Norwegian School of Economics, Luiss Rome, Bocconi University, Lund University, Bodø University, Caen Business School.

### Honors, recognition, etc.

- “Second Award” (2<sup>nd</sup> place) in the 2019 UAM-Accenture Chair Award for Foss, Lee, Murtinu and Scalera: “The XX Factor: Female managers and innovation in a cross-country setting.”
- Highly Cited Researcher 2018, 2019, 2020 Clarivate Analytics (Thomson Reuters/Web of Science).
- 42,160 citations in Google Scholar (as of 3 July 2021).
- Honorary Adjunct Professor, Department of Marketing & Management, Southern Denmark University, and External Chair, Danish Institute for Advanced Studies, 2020-2025.
- Fellow of the Strategic Management Society (2017).
- *Strategic Organization* Best Paper Award for 2020 (for “Organizational Design Correlates of Opportunity Realization.” *Strategic Organization*, 13: 32-60 (2015).
- The Richard Beckhard Memorial Prize for 2015 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 and May 2015.
- Research Excellence Award, Bocconi University 2017, 2019.
- Member, Academia Europaea (2012- ).
- #6 economics blogger in the world measured by scholarly impact (cf. Mixon 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 master thesis of the year.

## Conference Organization

- Track director, “behavioral strategy,” Strategic Management Society conference, Minneapolis, 19-22, 2019.
- Organized (with Anna Grandori and Margaret Blair) the 18th International Summer School on Adaptive Economic Dynamics at the University of Trento on “New Thinking on the Firm,” 5-17 June 2017.
- Organized the 2017 Strategic Management Society Special Conference on “Strategic Human Capital” in Milano (Bocconi U., 31. March to 1 April; with Alfonso Gambardella, Russ Coff, and Patrick Wright).
- Organized the 2014 Strategic Management Society Special Conference on “Microfoundations” (CBS, June 2014; with Torben Pedersen).
- Organized several major international conferences at the CBS, such as the DRUID 1998 conference.
- About 30 paper presentations, symposia, and PDWs at the Academy of Management since 2000, many as co-organizer; about 15 paper presentations, symposia, panels and PDWs at the Strategic Management Society Conference since 2005.

## Keynote Talks

- “The XX Factor in Firm Innovation.” “Innovation and Entrepreneurship Conversations,” Imperial College, 12. September, 2019
- “Employees Behaving Badly: Hierarchical Form and Opportunism,” Paris Business School, 17. May, 2019.
- “Understanding Integrator Firms.” Leeds University Business School Distinguished Speaker Series, 11. November, 2018
- “Linking Top Managers and Business Model Innovation,” Business Model Society Conference, Firenze, 7. June 2018.
- “The Microfoundations Project,” AIMS Conference, Rennes, France, 27 May 2014.
- “What is Collective Motivation?”, 10th CORS conference, Ribereiro Preto, Brazil, 8 October, 2013.
- “Collective Motivation and the Theory of the Firm.” German Association for University Professors in Management, 24. May 2013.
- “The Role of Business Schools in the Growth Process,” FIBE Conference, Norwegian School of Economics, 10. January 2013.
- “The Continuing Relevance of Austrian Capital Theory,” Hayek Lecture, The Ludwig von Mises Institute, 8 March, 2012.
- “Understanding Open Entrepreneurship,” The Sherlock Hibbs Memorial Lecture, University of Missouri, 6 March, 2012.
- “The Organization of Entrepreneurial Firms,” The Crafoord Memorial Lecture (with Jay Barney, Peter Klein and John Matthews), Lund University, 07 September, 2010.
- “Motivational Microfoundations for Macro Management Research,” Yearly Meeting of the Association of Spanish Professors in Management, ACEDE, Toledo, 9-11 September, 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
- “Micro-foundations of Capabilities,” DRUID conference, June 2009.
- “The Entrepreneurial Theory of the Firm”, Conference on Market, Marketing, Entrepreneurship: Creating and Capturing Value in the 21st Century, Antalya, 6-9 April, 2009.
- “Social Capital in the Multinational Corporation”, “Social Capital in International Business,” Norwegian School of Economics and Business Administration, 10-12 November, 2008.

- “The Future of Knowledge Management,” Strategic Management Society Conference, Köln, 12-15 October, 2008.
- “Property Rights and Competitive Strategy,” BYU-UUtah Conference on Strategy,” February 2008.
- “Capabilities and Transaction Costs: The Problem of Micro-Foundations,” keynote speech, “Shifting Boundaries,” Bristol University Business School, 3 September 2004.
- “Knowledge and Organization in the Theory of the Multinational Corporation: Some Foundational Issues,” European International Business Academy, Copenhagen, 10 December 2003.
- “Austrian Economics and Business Administration,” German Association of University Professors in Management, Freiburg, 8 June 2001.
- “Capabilities, Confusion, and Interfirm Coordination,” “Cooperation Industrielle: Diversité et Synthèse,” 3 May 1999, Université Paris-Sud.

### 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; 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 and Vice-President, CBS)
7. Mia Reinholdt (2008; Associate Professor, CBS; currently senior HR manager, Leo Pharma)
8. Line Gry Knudsen (2009; Senior Consultant, DEA)
9. Mie Harder (2011; Consultant, Grace).
10. Stefan Linder (2011; Associate Professor, ESSEC)
11. Jakob Lyngsie (2013; Professor, Southern Denmark University).
12. Diego Stea (2013; Associate Professor, CBS)
13. Kåre Moberg (2014; Senior Analyst; Danish Foundation of Entrepreneurship)
14. Andreas Distel (2016; Assistant Professor, RSM)
15. Henrik Jensen (2016; senior purchasing officer, Oslo).
16. Klement Rasmussen (2017) (Senior Strategist, Danske Bank)
17. Matilde Fogh Kirkegaard (2018; Head of Behavioral Research Unit, Nordea Bank)
18. Jang Woo Kim (Bocconi U) (2020)
19. Kristine Ringvold (NHH) (2021) (Senior consultant, Price Waterhouse Coopers)

### Post Docs

1. Tina Saebi (NHH), 2012-2014.
2. Chloe Xu (CBS), 2020-
3. Timo Ehrig (CBS), 2020-

### Editorial and Editorial Review Board Service

- 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-
- Advisory Board member, Cambridge University Press Element series on Reinventing Capitalism in the 21<sup>st</sup> Century, 2021-
- Associate editor
  - *Journal of Management and Governance* 2003-2006

- *European Management Review* 2007-2013.
- *Journal of Organization Design*, 2020-
- Member of the editorial/advisory/review board
  1. *Strategic Management Review*, 2018-
  2. *Academy of Management Review*, 2018-2020
  3. *Academy of Management Journal*, 2016-2019.
  4. *Nordic Journal of Business* 2015-
  5. *International Journal of Entrepreneurial Behaviour and Research* 2015-
  6. *Oxford Research Reviews: Business and Management* 2012-
  7. *Contemporary Economics* 2012-
  8. *Organization Science* 2008-2018
  9. *Strategic Management Journal* 2007 –
  10. *Academy of Management Perspectives*, 2012-18.
  11. *Journal of Management* 2008-2011.
  12. *Journal of Management Studies* 2009-2011.
  13. *Long Range Planning* 2004-
  14. *Strategic Organization* 2002-
  15. *Economia e Politica Industriale* 2009 -
  16. *Industry and Innovation* 2005-
  17. *International Studies of Management and Organization* 2000-
  18. *Journal of Economic Methodology* 2001-2009.
  19. *Journal of Institutional Economics* 2003-
  20. *Journal of Management and Strategy* 2007-
  21. *International Journal of Strategic Change Management* 2005-
  22. *International Journal of Intelligent Enterprise* 2006 -
  23. *Russian Management Journal* 2005-
  24. *Nankai Management Review* 2006 –
  25. *Nankai Business Review International*, 2009-
  26. *European Business Forum*, 2005-2007.
  27. *Quarterly Journal of Austrian Economics* 1999-
  28. *Review of Austrian Economics* 1999-
  29. *Journal des Economistes et des Etudes Humaines* 2001-2006.
  30. *Nordiske Organisasjonsstudier* 1999-2019.

### **Board and Committee Memberships**

- Chair (2020), Program Chair (2019). Behavioral Strategy Interest Group, Strategic Management Society (Associate Program Chair, 2018).
- Member of the Prize Committee for the Solvay Prize, Belgium (2015).
- Board of Directors, Strategic Management Society, 2014-2016
- Advisory Board, School of Management, Politecnico di Milano, 2013-2016.
- European Research Council (Panel Member, Economics and Management Panel, Advanced Grants), 2011-2016.
- Academic Advisory Council, RSB Rennes (2014-2019).
- 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](http://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

### Selected Other Outreach

- Bi-weekly columnist, *Børsen*, 2016-2017.
- Columnist, *Berlingske*, 2020-

### Major grants

- “Human Capital, Organization Design, and Performance” World Class Research Environment at the Copenhagen Business School, 2014-2016 (5 mio DKK (appr. 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

- **Funding bodies:** National Science Foundation, US; European Science Foundation; Economic and Social Research Council, UK; European Research Council; Swiss National Science Foundation; European Research Council; Flemish Research Council; The Research Council of Norway.
- **Book publishers:** University of Chicago Press, Cambridge University Press, Oxford University Press, Michigan University Press, Routledge, Kluwer, Edward Elgar, Elsevier, SAGE.
- **Journals:** *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, Strategic Management Review; Sociological Methods and Research.*

### **Submitted**

1. (with Anders Ørding Olsen). “Girls Just Wanna Have Funding! How applicant gender and project characteristics predict funding success.” *Journal of Management Studies*.
2. (with Ambra Mazzelli). “The Imitation Game: A synthesis of organizational learning and neo-institutional explanations.” *Industrial and Corporate Change*.
3. (with Kristin Ringvold and Tina Saebi). “Sustainability-oriented business model innovation processes: A microfoundational perspective.” *Organization & Environment*.
4. (with Maria Halbinger and Toke Reichstein). “Decision-Making Timing and Quality: Do Entrepreneurs Differ?” *Entrepreneurship Research Journal*.
5. (with Magne Angelshaug and Tina Saebi). “Steering Managerial Attention Towards Business Model Design.” *Journal of Management Studies*.

### **Revise and resubmit**

1. (with Peter G Klein and Samuele Murtinu). “Entrepreneurial Finance Under Knightian Uncertainty.” *Journal of Business Venturing*.
2. (with Caleb Bernacchio and Siegwart Lindenberg). “The Virtues of Joint Production.” *Academy of Management Review*.
3. (with Shuping Li). “Clipping the Wings of the Golden Goose? The Adverse Impact of Hard Information-based Monitoring on High-tech Firms’ R&D Investments.” *Journal of Management Studies* (3<sup>rd</sup> round).
4. (with Francesco Appio). “Learning by Deviating and the Emergence of Scientific Breakthroughs.” *Journal of Management Studies*.
5. (with Frederik Anseel and Lien Versaet). “Top Down and Bottom-Up HR: Relations and Performance Implications.” *Journal of Management Studies*.
6. (with José Balazero and Bo B. Nielsen): “Overcoming Barriers to Organizational Learning: Behavioral Microfoundations of the 4I Learning Framework” *Long Range Planning*.
7. (with Christian Bjørnskov and Chloe Xu). “From Nascency to Founding: The Impact of Institutions in the Early Entrepreneurial Process.” *Industrial and Corporate Change*.

### **Working Papers (completed papers; under revision)**

1. (with Jens Schmidt). “Lending a Visible Hand: The Interface Problem and Integrator Firms.”
2. (with Jacob Lyngsie). “Top Manager Divorce and the Firm Context.”
3. (with Francesca Melilo, Toke Reichstein and Virgilio Failla). “When Does Inequality Mean Equity? Horizontal Wage Dispersion and Employee Mobility.”
4. (with Jens Schmidt and David J Teece). “The Microfoundations of Integration in Innovation Ecosystems.”
5. (with Peter Klein and Samuele Murtinu). “The Great Reset and Management Theory.”
6. (with Timo Ehrig). “Rationality-out-of equilibrium: A theory of judgment and the origin of advantage.”



7. (with Claudio Panico) “Who controls what and when? How timing and control influence coordination and incentives in joint projects.”
8. (with Eric Mota and Peter G Klein). “Capability Creation in Public-Private Interaction: An Ethnographic Study.”
9. (with Magne Angelshaug, Lasse Lien and Tina Saebi). “Searching widely and deeply over a rugged fitness landscape: The link between external knowledge search and business model innovation.”
10. (with Tina Saebi and Stefan Linder). “Entrepreneurship and Business Models”.
11. (with Fabio Zona). “Strategic Investments and Executive Compensation: Putting Ambiguity Into the Behavioral Agency Model.”
12. (with Ambra Mazzelli). “Problemistic search: mental representations and courses of action.”
13. (with Ambra Mazzelli, Daniel Mack, and Libby Weber). “In Search of the Soul of Behavioral Strategy.”
14. (with Sabra Khajehnejad and Stefan Linder). “Gossip, transparency and the manipulation of reported performance.”
15. (with Jang Woo Kim). “Inventor Mobility and Transportation Costs: Centripetal and Centrifugal Forces.”
16. (with Siegwart Lindenberg and Rafael Wittek). “Protecting Vulnerable Organizational Routines: The Central Role of Shielding Capability.”
17. (with Luca Mongelli and Francesco Rullani). “Recombining knowledge for coping with radical technological changes: Relatedness of knowledge domains and firm innovative performance.”
18. (with Massimo Colombo and Cristina Rossi). “Internal organization for building absorptive capacity in open innovation contexts: Gate-keeping, specialization, and delegation.”
19. (with Kristin Ringvold and Frank Elter). “Business Model Change: A Problem-solving Approach.”
20. (with Kristin Ringvold and Tina Saebi). “Sustainability-oriented business model innovation processes: A microfoundational perspective.”
21. (with Kristin Ringvold and Frank Elter). “Managing Business Model Replication in a Digital World: The Case of Telenor.”

### **Emerging paper projects**

1. (with Peter G Klein). “Discovery or Creation? Isn’t the Question.” (invited paper).
2. (with Libby Weber). “Behavioral Transaction Cost Economics.”
3. (with Jacob Lyngsie and Chloe Xu). “Tournaments and Firm Performance: The Role of Familiarity.”
4. (with Toke Reichstein and Chloe Xu). “What Determines Entrepreneurial Task Allocation?.”
5. (with Jackson Nickerson and Libby Weber). “Adapting to Disturbances: Processes of Inquiry and Internal Organization.”
6. (with Peter G Klein, Ram Mudambi and Samuele Murtinu). “The Dark Side of Diversification.”
7. (with Stefan Linder and Tina Saebi). “Managing the hybrid venture: matching heterogeneous business model designs with goal-framing mechanisms.”
8. (with Kristian Sund). “Business Model Innovation: The Role of Conflict.”
9. (with Stefan Linder and Siegwart Lindenberg). “Corporate Governance in a Goal-Framing Perspective.”
10. (with Christian Asmussen). “Power and Efficiency in International Business Theory.”

### **Articles in reviewed journals**

1. (with Christian Asmussen). “Strategizing and Economizing in the Theory of the MNC. (invited paper). *Global Strategy Journal*.
2. (with Matthew McCaffrey, Peter G Klein, and Joseph Salerno). “Breaking Out of the Kirznerian Box: A Reply to Sautet.” *Review of Austrian Economics*.
3. (with Siegwart Lindenberg and Libby Weber). “The role of cognition and motivation in understanding Internal governance and hierarchical failure: A discriminating alignment analysis.” *Academy of Management Review*.
4. (with Carmen Dorobat and Matt McCaffrey). “Adaptive Strategy and Tacit Knowledge: Why Mintzberg Needs Hayek.” *Journal of Management Inquiry*.
5. (with Peggy M Lee, Samuele Murtinu, and Vittoria Scalera). “The XX Factor Female Top Managers and Innovation in an International Context.” *Leadership Quarterly*.
6. (with Daniela Andreini, Cristina Bettinelli, Marco Mismetti). “Business Model Innovation: A Review of the Process-based Literature and Prospects for Research.” *Journal of Management and Governance*.
7. (with Julian Birkinshaw, David Collis, Robert Hoskisson, Sven Kunisch and Markus Menz). “Digitalization, Corporate Strategy, and the Theory of the Firm.” *Journal of Management Studies* (2021).
8. (with Lars Bo Jeppesen and Francesco Rullani). “The Online Garbage Can.” *Industrial and Corporate Change* (2021).
9. (with Massimo Colombo, Jacob Lyngsie and Christina Rossi Lamastra). “What Drives the Delegation of Innovation Decisions?” The Roles of Firm Innovation Strategy and the Nature of External Knowledge. *Research Policy*, 50 (2021).
10. (with Timo Ehrig). “Unknown unknowns and the future of strategic management research.” *Strategic Management Review* (2021).
11. (with Michael Holmes, Peter G Klein, Justin Pepe and Siri Terjesen). “Capitalism, Cronyism, and Management Scholarship: A Call for Clarity”. *Academy of Management Perspectives* (2021).
12. (with Christian Asmussen, Kirsten Foss and Peter G Klein). “Economizing and Strategizing: How Coalitions and Transaction Costs Shape Value Creation and Appropriation.” *Strategic Management Journal* , 42: 413-434 (2021).
13. (with Peter Klein, Lasse Lien, Thomas Zellweger, and Todd Zenger). “Ownership Competence.” *Strategic Management Journal*: 42: 392-328 (2021).
14. (with Peter Holdt Christensen). “Present-but-Online: How Mobile Devices May Harm Purposeful Co-presence in Organizations (And What to Do About It).” *European Management Journal*, 39: 84-94 (2021).
15. (with Phillip Nell and Peter G Klein). “Avoiding Digitalization Traps”. *Business Horizons*, 64: 163-169 (2021).
16. (with Matilde Fogh Kirkegaard). “Blended Ambidexterity: The Co-Presence of Structural and Contextual Ambidexterity in William Demant Holding.” *Long Range Planning*, 53: (2020).
17. “The Impact of the Covid-19 Pandemic on Firms’ Organization Designs.” *Journal of Management Studies*. (2020).
18. (with Peter G Klein). “Entrepreneurial Opportunities: Who Needs Them?” *Academy of Management Perspectives*, 34: 366-370 (2020)
19. (with Maria Carmela Annosi and Antonella Martini). “When Agile Harms Learning and Innovation (and What Can Be Done About It).” *California Management Review*, 63: 61-80 (2020).
20. “Behavioral Strategy and the Covid-19 Disruption.” *Journal of Management*, 46: 1322-1329 (2020).

21. (with Anna Grandori). "Dialogue on the Entrepreneurial Theory of the Firm." *Industrial and Corporate Change*, 29: 581-598 (2020).
22. (with Peter Møllgaard). "Strategy-making in a loosely coupled organization: The guided evolution of the Copenhagen Business School." *Beta*, 34: 68-88 (2020).
23. (with Christian Bjørnskov). "Well-Being and Entrepreneurship: Using Establishment Size to Identify Treatment Effects and Transmission Mechanisms" *PLOS One* (2020). <https://bit.ly/2JTLbMT>
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