

## **Kristian Steensen Nielsen**

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### **Current Position**

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2023 – Assistant Professor (tenure track), Department of Management, Society and Communication, Copenhagen Business School.

### **Education**

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2016 – 2019 PhD Fellow, Department of Management, Society and Communication, Copenhagen Business School.  
*Dissertation: The Role of Self-Regulation in Environmental Behavior Change.*

2012 – 2015 MSc in Consumer Affairs Management, Aarhus University, Denmark  
*Thesis: Can a Carbon Label Influence Consumers' Purchasing Behavior on Coffee*

2009 – 2012 BSc in Business Administration, Aarhus University, Denmark

2011 Study Abroad, University of Auckland, 5th semester

### **Previous Employment**

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2021 – 2022 Research Associate, Department of Psychology, University of Cambridge  
*Individual postdoctoral research grant funded by the Carlsberg Foundation.*

2019 – 2020 Research Associate, Department of Zoology, University of Cambridge  
*Postdoctoral researcher on the 'Nudging for Nature' project.*

2015 – 2016 Research Assistant, Copenhagen Business School, Centre for CSR

2015 Project and Knowledge Coordinator, Worldwatch Institute Europe

2013 – 2014 Board Member, SustaIN (Sustainable Initiatives Network)

2013 – 2014 Knowledge Coordinator, SustaIN (Sustainable Initiatives Network)

2012 – 2013 Student Assistant, WorldPerfect

### **Grants**

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2023 Reintegration Fellowship, Carlsberg Foundation (DKK 1,450,000)

2020 Internationalization Fellowship, Carlsberg Foundation (DKK 700,000)

2017 Elite Research Travel Grant, Danish Ministry of Education and Science (DKK 200,000)

## Publications

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(† Shared first authorship)

25. Nielsen, K. S. (2023). Organizational change for biodiversity. *Nature Food*, 1-2.
24. Lange, F., Berger, S., Byrka, K., Brügger, A., Henn, L., Sparks, A. C., **Nielsen, K. S.**, & Urban, J. Beyond self-reports: A call for more behavior in environmental psychology. *Journal of Environmental Psychology*, 101965.
23. Stern, P. C., Dietz, T., **Nielsen, K. S.**, Peng, W., & Vandenberg, M. P. (2022). Feasible climate mitigation. *Nature Climate Change*, 1-3.
22. Kukowski, C. A., Bernecker, K., **Nielsen, K. S.**, Hofmann, W., & Brandstätter, V. (2022). Regulate me! Self-control dissatisfaction in meat reduction success relates to stronger support for behavior-regulating policy. *Journal of Environmental Psychology*, 101922.
21. **Nielsen, K. S.**, Brick, C., Hofmann, W., Joanes, T., Lange, F., & Gwozdz, W. (2022). The motivation-impact gap in pro-environmental clothing consumption. *Nature Sustainability*, 5, 665-668.
20. Taufique, K. M. D. †, **Nielsen, K. S.** †, Dietz, T., Shwom, R., Stern, P.C., & Vandenberg, M. P. (2022). Revisiting the promise of carbon labeling. *Nature Climate Change*, 12, 132-140.
19. Bauer, J. M., **Nielsen, K. S.**, Reisch, L., & Hofmann, W. (2022). Healthy eating in the wild: An experience-sampling study of how food environments and situational factors shape out-of-home dietary success. *Social Science & Medicine*, 299, 114869.
18. **Nielsen, K. S.**, Nicholas, K., Creutzig, F., Dietz, T., & Stern, P.C. (2021). The role of high socioeconomic status people in locking-in or rapidly reducing energy-driven greenhouse gas emissions. *Nature Energy*, 6, 1011-1016.
17. Balmford, A., Bradbury, R., Burgess, G., Trevelyan, R., Bauer, J. M., Burgman, M., Broad, S., Byerly, H., Clayton, S., Espelosin, D., Ferraro, P., Fisher, B., Garnett, E., Jones, J. P. G., Marteau, T. M., Otieno, M., Polasky, S., Ricketts, T., Sandbrook, C., Sullivan-Wiley, K., van der Linden, S., Verissimo, D., & **Nielsen, K. S.** (2021). Making more effective use of behavioural science in conservation interventions. *Biological Conservation*, 261, 109256.
16. Sohn, J. †, **Nielsen, K. S.** †, Birkved, M., Gwozdz, W., & Joanes, T. (2021). The environmental impacts of clothing: Evidence from United States and three European countries. *Sustainable Production and Consumption*, 27, 2153-2164.
15. **Nielsen, K. S.**, Marteau, T. M., Bradbury, R., Burgess, G., Trevelyan, R., Bauer, J. M., Burgman, M., Broad, S., Byerly, H., Clayton, S., Clements, T., Espelosin, D., Ferraro, P., Fisher, B., Garnett, E., Jones, J. P. G., Otieno, M., Polasky, S., Ricketts, T., Sandbrook, C., van der Linden, S., Verissimo, D., & Balmford, A. (2021). Biodiversity conservation as a promising frontier for behavioural science. *Nature Human Behaviour*, 5, 550-555.
14. Lange, F., **Nielsen, K. S.**, Cologna, V., Brick, C., & Stern, P. C. (2021). Making theory useful for understanding high-impact behavior. A response to van Valkengoed et al. (2021). *Journal of Environmental Psychology*, 75, 101611.
13. **Nielsen, K. S.**, Cologna, V., Lange, F., Brick, C., & Stern, P. (2021). The case for impact- focused environmental psychology. *Journal of Environmental Psychology*, 74, 101559.

12. **Nielsen, K. S.**, & Hofmann, W. (2021). Motivating sustainability through morality: A daily diary study on the link between moral self-control and clothing consumption. *Journal of Environmental Psychology*, 73, 101551.
11. Creutzig, F., Callaghan, M., Ramakrishnan, A., Javaid, A., Niamir, L., ... **Nielsen, K. S.**, ... & Wilson, C. (2021). A Typology of 100,000 Publications on Demand, Services and Social Aspects of Climate Change Mitigation. *Environmental Research Letters*, 16, 033001.
10. **Nielsen, K. S.**, Clayton, S., Stern, P. C., Dietz, T., Capstick, S., & Whitmarsh, L. (2021). How Psychology Can Help Limit Climate Change. *American Psychologist*, 76, 130- 144.
9. **Nielsen, K. S.**, Stern, P. C., Dietz, T., Gilligan, J. M., van Vuuren, D., Figueroa, M., Folke, C., Gwozdz, W., Ivanova, D., Reisch, L., Vandenbergh, M. P., Wolske, K., Wood, R. (2020). Improving Climate Change Mitigation Analysis: A Framework for Examining Feasibility. *One Earth*, 3, 325-336.
8. **Nielsen, K. S.**, van der Linden, S., & Stern, P. C. (2020). How Behavioral Interventions Can Reduce the Climate Impact of Energy Use. *Joule*, 4, 1613-1616.
7. **Nielsen, K. S.**, Bauer, J. M., & Hofmann, W. (2020). Examining the Relationship Between Trait Self-Control and Mental Health: Evidence on Generalizability and Outcome Variability. *Journal of Research in Personality*, 84, 103901.
6. **Nielsen, K. S.**, Gwozdz, W., & De Ridder, D. T. D. (2019). Unravelling the Relationship Between Trait Self-Control and Subjective Well-Being: The mediating role of four self- control strategies. *Frontiers in Psychology*, 10, 706.
5. Vandenbergh, M. P., & **Nielsen, K. S.** (2019). From Myths to Action, *Nature Climate Change*, 9, 8-9.
4. **Nielsen, K. S.** & Bauer, J. M. (2019). The Merits of Goal Support as a Self-Control Strategy. *Social Psychological and Personality Science*, 10, 671-680.
3. **Nielsen, K. S.** (2017). From Prediction to Process: A Self-Regulation Account of Environmental Behavior Change. *Journal of Environmental Psychology*, 51, 189-198.
2. Gwozdz, W., **Nielsen, K. S.**, & Müller, T. (2017). An Environmental Perspective on Clothing Consumption: Consumer Segments and Their Behavioral Patterns. *Sustainability*, 9, 762.
1. Thøgersen, J., & **Nielsen, K. S.** (2016). A Better Carbon Footprint Label. *Journal of Cleaner Production*, 125, 86-94.

## **Reports**

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- Joanes, T., **Nielsen, K. S.**, & Gwozdz, W. (2019). *Fostering Sustainable Clothing via Social Marketing Tools*. Report for Mistra Future Fashion Phase II.
- Nielsen, K. S.**, & Gwozdz, W. (2019). *Consumer Policy Recommendations*. Report for Mistra Future Fashion Phase II.
- Nielsen, K. S.**, & Gwozdz, W. (2018). *Report on Geographic Differences in Acceptance of Alternative Business Models*. Report for Mistra Future Fashion Phase II.
- Gwozdz, W., **Nielsen, K. S.**, Gupta, S., & Gentry, J. (2017). *The Relationship Between Fashion and Style Orientation and Well-Being*. Report for Mistra Future Fashion Phase II.

Nielsen, K. S., & Gwozdz, W. (2016). *Field Report – Consumer Survey*. Report for Mistra Future Fashion Phase II.

Reisch, L., Nielsen, K. R., & Nielsen, K. S. (2016). *Reality test: Users, Innovation and Sustainability*. *European Policymakers' View on Sustainable User Innovation and Entrepreneurship*. EU-Innovate: Deliverable A6.2.

## Conference Presentations

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Nielsen, K. S. (2021). *Making more effective use of behavioural science in conservation interventions*. Presented at International Congress for Conservation Biology (ICCB), Kigali, Rwanda.

Nielsen, K. S., & Hofmann, W. (2021). *Motivating sustainability through morality: A daily diary study on the link between moral self-control and clothing consumption*. Presented at International Conference for Environmental Psychology (ICEP), Siracusa, Italy.

Nielsen, K. S., Birkved, M., Gwozdz, W., Ivanova, D., & Stern, P. C. (2019). *Technical Potential of Food Consumption: European Evidence*. Presented at Behavioral Wedge +10 conference, Vanderbilt University, organized by Michael P. Vandenbergh and Jonathan Gilligan.

Nielsen, K. S. & Bauer, J. (2017). *Goal Facilitating Agents Improve the Intention-Behavior Relationship on Environmentally Friendly Clothing Consumption*. Presented at International Conference on Environmental Psychology (ICEP), University of A Coruna, Spain.

Nielsen, K. S. & Thøgersen, J. (2016). *A Better Carbon Footprint Label*. Presented at *Nordic Conference on Consumer Research*, Aarhus University, Denmark.

## Invited Talks

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2022	University of Glasgow, School of Psychology and Neuroscience
2022	University of Saarland, Department of Psychology
2022	University of Zürich, Department of Psychology
2022	Karolinska Institute, Department of Psychology
2022	European Commission, DG Research & Innovation (Knowledge for SDGs)
2022	University of Exeter, Global Systems Institute
2021	Online workshop, London School of Economics and University College Dublin
2021	London School of Economics, Department of Psychological and Behavioural Science
2021	Conservation workshop, Gorongosa National Park, Mozambique
2021	ETH Zurich, The Consumer Behavior Group
2021	Aarhus University, Center for Integrative Business
2021	The Centre for Climate Change and Social Transformations (CAST)
2020	University of Bern, Department of Social Neuroscience and Social Psychology
2019	Lund University, Lund University Centre for Sustainability Studies

## Lecturing Experience

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- 2018 Smart Cities Urban Challenges, Summer School Elective  
Guest lecture: *Environmental Behavior Change*
- 2017 Responsible Management, International Market Communication, 5th semester  
Guest lecture: *Consumer and Marketing Ethics*
- 2016 Philosophy of Science, Business Communication, 3th semester  
Teaching assistant

## Supervision

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Master Thesis. Ditte Ibsen (2017). Nudging af Forbrugernes Fødevalg i en Bæredygtig Retning.  
*Winner of Relations People Price for best Cand.Merc.(kom) thesis.*

Extensive supervision of bachelor, second-year and first-year projects for BSc Intercultural Communication.

## Research Stays

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- 2018 Vanderbilt University – Vanderbilt Institute for Energy & Environment  
Contact person: *Professor Michael P. Vandenbergh*
- 2018 University of Chicago – Booth School of Business  
Contact person: *Professor Ayelet Fishbach*

## Reviewing

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- 2021 – Member of the Early-Career Editorial Board at the Journal of Environmental Psychology

Ad Hoc Reviewer:

Conservation Biology; Energy Research & Social Science; Environment & Behavior; Global Environmental Change; International Journal of Psychology; Journal of Cleaner Production; Journal of Consumer Policy; Journal of Environmental Psychology; Journal of Macromarketing; Journal of Personality; Journal of Research in Personality; Nature Climate Change; Nature Energy; Nature Food; Nature Sustainability; One Earth; Resources, Conservation and Recycling; Technological Forecasting & Social Change

## Other Research Activities

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- 2020 Co-organizing the ‘Nudging for Nature’ workshop on behavior change for nature conservation. Attendees: *Theresa Marteau, Brendan Fisher, Andrew Balmford, Sander van der Linden, Julia Jones, Taylor Ricketts, Mark Burgman, Paul Ferraro, Stephen Polasky, Susan Clayton, Rosie Trevelyan, Jan Michael Bauer, Diogo Verissimo, Richard Bradbury, Gayle Burgess, Tom Clements, Emma Garnett, Mark Otieno, Dulce Espelosin, Hilary Byerly, & Steven Broad.*
- 2018 Co-organizing a workshop with Wencke Gwozdz on *Climate Change Mitigation and Behavior Change*. Attendees: *Thomas Dietz, Maria Figueroa, Carl Folke, Jonathan Gilligan, Wencke Gwozdz, Diana Ivanova, Lucia Reisch, Katherine Richardson, Paul C. Stern, Detlef van Vuuren, Kimberly Wolske, & Richard Wood.*
- 2017 Summer School on Theories in Environmental Psychology, University College Dublin.

