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EDUCATION

- 2003 Doctor of Philosophy in International Business, Department of International Economics and Management, Copenhagen Business School, Copenhagen.
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 Tilburg.
- 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

- 2015-Present Professor of Business Strategy, University of Sydney, International Business Discipline.
- 2012-2014 Professor in Strategic Management, Copenhagen Business School, Department of Strategic Management and Globalization.
- 2010-Present Honorary Research Associate University of Tasmania, Australia.
- 2010-2013 Research Associate, University of Technology Sydney, Australia.
- 2007-2012 Associate Professor of Strategy and International Business, Copenhagen Business School, Department of Strategic Management and Globalization.
- 2003-2007 Assistant Professor in International Business and Strategy, Western Washington University, Department of Management.
- 2002-2003 Assistant Research Professor in International Business, Copenhagen Business School, Department of International Economics and Management.
- 2000-2002 Visiting Scholar, University of Washington, Department of Management and Organization.
- 1999 Administrator for Advising, Recruitment and International Programs, Pacific Lutheran University, School of Education.
- 1998 Assistant to International Director, Pacific Lutheran University, International Student Services.
- 1997 Assistant to Dean, Pacific Lutheran University, School of Business.

REFEREED JOURNAL PUBLICATIONS

- Nielsen, B.B., Wechtler, H., & Zheng, L. "Disasters and international business: Insights and
2023 recommendations from a systematic review, *Journal of World Business*, 58(4): 101458.
- Han, C., Liu, J., Zhang, S., & Nielsen, B. B. "Intermediate-level outside-in marketing
2023 capabilities, technological innovation, and management innovation.", *European Journal of Marketing*, forthcoming.
- Cortina, J. et al. "Restricted variance interactions in entrepreneurship research: A unique basis
2022 for context-as-moderator hypotheses", *Entrepreneurship Theory and Practice*, 1-22.
- Balarezo, J.D. and Nielsen, B.B. "Micro-foundations of organizational ambidexterity: An
2022 analysis of the design, actors and decisions at a multinational biotech firm", *IEEE Transactions on Engineering Management*, 69(4): 1477-1488.
- Nielsen, B. B., Asmussen, C. G., Weatherall, C. D., & Lyngemark, D. H. "Marshall vs Jacobs
2021 agglomeration and the micro-location of foreign and domestic firms". *Cities: The International Journal of Urban Policy and Planning*, 117, 103322.
- McWilliam, S.E., Nielsen, B.B. & Kottaridi, C. "Global value chains and liability of
2021 International connectivity: MNE strategy post Covid-19", *European Journal of International Management*, forthcoming.
- Miller, S., Chidlow, A., Welch, C., Nielsen, B.B., Pegoraro, D., and Karafyllia, M. "The
2021 adoption challenge: An analysis of research methodology innovations in the IB field", *AIB Insights*, 21(2): 1-8.
- Nielsen, B.B. "A multilevel lens to dealing with complexity in IB research", *Academia Letters*,
2021 587, May.
- Nielsen, B.B. et al., "50 years of methodological trends in JIBS: Why future IB research needs
2020 more triangulation", *Journal of International Business Studies*, 51: 1478-1499.
- Eden, L. & Nielsen, B.B. "Research methods in international business: The challenge of
2020 complexity", *Journal of International Business Studies*, 51: 1609-1620.
- Tacheva, S., and Nielsen, B.B. "The role of global dynamic managerial capability in the pursuit
2020 of global strategy and performance", *Journal of International Business Studies*, 22(6): 1-20.
- McWilliam, S.E., Kim, J.K., Mudambi, R., and Nielsen, B.B. "Global value chain governance:
2020 Intersections with international business", *Journal of World Business*, 55(4): 1-18.
- Asmussen, C.G., Nielsen, B.B., Weatherall, C., and Lyngemark, D.H. "Foreign ownership and
2019 global city characteristics: unpacking the connectivity of micro-locations", *Regional Studies*, 28(6), 1-14.

- Cortina, J., Kohler, T., Nielsen, B.B., and Keeler, K. "Restricted variance interaction effects: 2019 What they are and why they are your friends", *Journal of Management*, 45(7), 2779-2806.
- Nielsen, B.B., and Raswant, A. "The selection, use and reporting of control variables in 2018 international business research: A review and recommendations", *Journal of World Business*, 53 (6), 958-968
- Sorensen, B., & Nielsen, B.B. "Social capital as it pertains to international ventures in Asia: A 2018 comparative study of Confucian and Theravada Buddhist contexts", *International Journal of Cross Cultural Management*, 18 (2), 221-240.
- Torp, S. and Nielsen, B.B. "Psychological ownership and financial firm performance: The 2018 interplay of employee stock ownership and participative leadership, *Australian Journal of Management*, 43(3). 476-492. Runner up, Australian Journal of Management Best Paper Prize 2018.
- Asmussen, C.G., Goerzen, A., Nielsen, B.B., and Tegtmeier, S. "Global cities, ownership 2018 structures, and location choice: Foreign subsidiaries as bridgeheads', *Competitiveness Review*, 28(3): 252-276.
- Estrin S., Nielsen, B.B. and Nielsen, S. "Emerging Market Multinational Companies and 2017 Internationalization: The Role of Home Country Urbanization", *Journal of International Management*, 23(3): 326-339.
- Nielsen, B.B., Asmussen, C. and Weatherall, C. "The location choice of foreign direct 2017 investments: Empirical evidence and methodological challenges", *Journal of World Business*, 52(1): 62-82.
- Balarezo, J. and Nielsen, B.B. "Scenario Planning as organizational intervention: An 2017 integrative framework and future research directions", *Review of International Business and Strategy*, 27(1): 2-52.
- Cuervo-Cazurra, A, Brannan, M-Y., Andersson, U., Nielsen, B.B., and Reuber, B. "Can I trust 2016 your findings? Ruling out alternative explanations in international business research", *Journal of International Business Studies*, 47(8): 881-97.
- Estrin, S., Meyer, K., Nielsen, B.B. & Nielsen, S. "Home country institutions and the 2016 internationalization of state-owned enterprises: A cross-country analysis", *Journal of World Business*, 51(2): 294-307. Winner JWB best paper award 2016.
- Cortina, J.M., Kohler, T., & Nielsen, B.B. "Restriction of variance interaction effects and their 2015 importance for international business research", *Journal of International Business Studies*, 46(8): 879-885
- Asmussen, C.G., Nielsen, B.B., Osegowitsch, T. & Sammartino, A. "The dynamics of regional 2015 and global expansion", *Multinational Business Review*, 23(4): 306-327. Winner of 2015 Emerald Literati Network Award for Excellence

- Andersson, U., Cuervo-Cazurra, A., & Nielsen, B.B. "Explaining interaction effects within and between levels", *Journal of International Business Studies*, 45: 1063-1071.
2014
- Nielsen, B.B. "Construct measurement in management research: The importance of match between levels of theory and measurement", *Journal of Business Research*, 67: 403-406.
2014
- Nielsen, B.B. & Nielsen, S. "Top Management Team Nationality Diversity and Firm Performance: A Multilevel Study", *Strategic Management Journal*, 34(3): 373-382.
2013
- Goerzen, A., Asmussen, C.G., & Nielsen, B.B. "Global cities and multinational enterprise location strategy", *Journal of International Business Studies*, 44: 427-450.
2013
- Wilden, R., Gudergan, S. Nielsen, B.B. & Lings, I. "Dynamic Capabilities and Performance: Strategy, Structure and Environment", *Long Range Planning*, 46(1-2): 72-96.
2013
- 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", *International Journal of Strategic Business Alliances*, 3(1): 93-119.
2013
- Nielsen, B.B. & Gudergan, S. "Exploration and Exploitation Fit and Performance in International Strategic Alliances", *International Business Review*, 21(4): 558-574.
2012
- 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.
2012
- Nielsen, B.B. "What determines joint venture termination? A commentary essay", *Journal of Business Research*, 65(8): 1109-1111.
2012
- 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.
2011
- Nielsen, B.B. "Trust in strategic alliances: Toward a co-evolutionary research model", *Journal of Trust Research*, 1(2): 159-176.
2011
- 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.
2011
- Nielsen, B.B. "Strategic fit, contractual and procedural governance in alliances", *Journal of Business Research*, 63(7): 682-689.
2010
- Nielsen, B.B. "Knowledge Governance in Strategic Alliances", *International Journal of Strategic Change Management*, 2(2/3): 102-127.
2010

- 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.
- 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.
- Nielsen, B.B. "Determining International Strategic Alliance Performance: A Multi-Dimensional Approach", *International Business Review*, 16: 337-361.
- Globerman, S. & Nielsen, B.B. "Trust and Governance in International Strategic Alliances", *Corporate Ownership and Control*, 3(4): 199-215.
- Michailova, S. & Nielsen, B.B. "MNCs and Knowledge Management: A typology and key features", *Journal of Knowledge Management*, 10(1): 44-54.
- Nielsen, B.B. "The role of knowledge embeddedness in the creation of synergies in strategic alliances", *Journal of Business Research*, 58(9): 1194-1204.
- Nielsen, B.B. "Strategic Knowledge Management Research: Tracing The Co-evolution Strategic Management and Knowledge Management Perspectives", *Competitiveness Review*, 15(1): 1-14.
- Nielsen, B.B. "The role of trust in collaboration: A multi-dimensional perspective", *Management*, vol. 7(3): 239-256.
- Nielsen, B.B. "An Empirical Investigation of the Drivers of International Strategic Alliance Formation", *European Management Journal*, Vol. 21(3): 301-322.

- Nielsen, B.B. & Ciabuschi, F. "Siemens ShareNet: knowledge management in practice",
2003 *Business Strategy Review*, Vol. 14(2): 33-40.
- Nielsen, B.B. "Synergies in International Strategic Alliances: Motivation and Outcomes
2002 of Complementary and Synergistic Knowledge Networks", *Journal of
Knowledge Management Practice*, Vol. 3, 2002.

BOOKS (MONOGRAPHS)

Eden, L., Nielsen, B.B., & Verbeke, A. “*Research Methods in International Business*”, JIBS Special
2020 Collections, Palgrave Macmillan.

Nielsen, B.B. “*Management of Knowledge in International Strategic Alliances*”, CBS Press.
2003

BOOK REVIEWS

McWilliam, S. & Nielsen, B.B., “Global value chains and development: Redefining the con-
2020 tours of 21st century capitalism”, by Gary Gereffi (Ed.), Cambridge University
Press, Cambridge 2018, reviewed in *Journal of International Business Studies*,
51: 1347–1350.

Nielsen, B.B. “Cooperative Strategies and Alliances: A Review”, by Farok Contractor and
2003 Peter Lorange (Eds.), Oxford: Elsevier Science, Ltd. 2002, reviewed in *Journal of
International Business Studies*, Vol. 34(5).

Nielsen, B.B. “International Joint Ventures: Theory and Practice: A review”, by Amin Yan
2001 and Yadong Luo (Eds.), New York: M.E. Sharpe, Inc. 2000, reviewed in *Journal
of International Business Studies*, Vol. 32(2).

BEST PAPER PROCEEDINGS

- Day, C., Merket, R., & Nielsen, B.B. "Effective public procurement and strategic onshoring in
2023 specialised markets with limited buyers", *Proceedings of the 83rd Annual Meeting of the Academy of Management (AOM)*, Boston.
- Han, C., & Nielsen, B.B., " Management Innovation and Firm Performance: Toward
2018 Ambidextrous Product Innovation", *Proceedings of the 77th Annual Meeting of the Academy of Management (AOM)*, Chicago.
- Balarezo, J., & Nielsen, B.B.. "Organizational learning and its barriers: Extending the 4I
2016 learning framework", *Proceedings of the 75th Annual Meeting of the Academy of Management (AOM)*, Anaheim.
- Nielsen, B.B., & Nielsen, S. " A cross-classified analysis of the international diversification-
2016 performance relationship, *Proceedings of the 75th Annual Meeting of the Academy of Management (AOM)*, Anaheim.
- Estrin, S., Nielsen, B.B. & Nielsen, S. "Emerging Market Multinational Companies and
2015 Internationalization : A Multilevel Study of the Influence of Home Country and Industry Conditions", *Proceedings of the 56th Annual Meeting of the Academy of International Business (AIB)*, Bangalore.
- Nielsen, S. & Nielsen, B.B. "The effects of TMT and Board Nationality Diversity and
2008 Compensation on Firm Performance", *Best Paper Proceedings, Business Policy and Strategy Division, 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, *Best Paper Proceedings, Academy of International Business (AIB)*, Milan. Nominated for Haynes Prize for Best paper.
- Nielsen, B.B. "Why do International Joint Ventures Fail? A Strategic Mismatch
2002 Explanation", *Best Paper Proceedings, Academy of International Business*, San Juan, Nominated for Haynes Prize for Best Paper and the AIB best paper award.

BOOK CHAPTERS

- Nielsen, B., Eden, L., & Verbeke, A. Research Methods in International Business: Challenges and Advances. In Eden, Lorraine, Bo Bernhard Nielsen & Alain Verbeke, editors. *Research Methods in International Business*. JIBS Special Collections series, Palgrave Macmillan: 3-41.
- Andersson, U., Cuervo-Cazurra, A. & Nielsen, B.B. "Explaining interaction effects within and across levels of analysis" In Eden, Lorraine, Bo Bernhard Nielsen & Alain Verbeke, editors. *Research Methods in International Business*. JIBS Special Collections series, Palgrave Macmillan: 331-349.
- Cuervo-Cazurra, A., Andersson, U., Brannen, M.Y., Nielsen, B.B., Reuber, A.R. "From the Editors: Can I Trust Your Findings? Ruling Out Alternative Explanations in International Business Research" In Eden, Lorraine, Bo Bernhard Nielsen & Alain Verbeke, editors. *Research Methods in International Business*. JIBS Special Collections series, Palgrave Macmillan: 121-157.
- Han, C., & Nielsen, B. B. "Facilitating International Venturing of Emerging Market Firms Through Entrepreneurial Transformation: Contingent Role of Technological Environment." In R. van Tulder, A. Verbeke, & B. Jankowska (Eds.), *International Business in a VUCA World: The Changing Role of States and Firms: Progress in International Business Research*, Vol. 14: 313-336. Bingley: Emerald Publishing.
- Nielsen, B.B., Asmussen, C.G., & Goerzen, A. *Toward a Synthesis of Micro and Macro Factors that Influence Foreign Direct Investment Location Choice*. The Routledge Companion to the Geography of International Business.
- Asmussen, C.G., Goerzen, A. & Nielsen, B.B. "Global cities and multinational enterprise Location strategy", in J. Cantwell (Ed.): *Location of International Business Activities*, Palgrave Macmillan, pp 137-180.
- 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, pp. 275-299.
- 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. Welpé (Eds.): *Handbook of Research on International Entrepreneurship: A European Perspective*, Edward Elgar.
- 2008
- 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.
- 2006
- 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.
- 2004
- Nielsen, B.B. "Vidensledelse i Internationale Strategiske Alliancer", in P.N. Bukh (Ed.): *Knowledge Management*, Copenhagen: Børsen Forum.
- 2004
- Nielsen, B.B. "Strategic Knowledge Management: A New Research Agenda", in S. Lundan (Ed.): *Network Knowledge in International Business*, Cheltenham: Edward Elgar.
- 2002
- 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 AND REPORTS

- Aguzzoli, R., A. Chidlow, S.R. Miller, B. Nielsen & C. Welch. 2019. *AIB RM-SIG Panel. CARMA Research, Methods, and Better Science Series*.
- 2019
- Nielsen, B.B. "2012 Australian Census of Women in Leadership" (with M. Boersma, T. Clarke, A. Klettner & S. Nielsen), *Equal Opportunity of Women in Workplace Agency*, Australian Government: 1-58.
- 2012
- Nielsen, B.B. "Managing Collaborative Trust: When Alliance Management gets Personal", *CriticalEyeReview*, December 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

2002

WEBINARS

- 04.06.2021 Writing a Convincing Methodology Section, RM-SIG (AIB)
- 19.05.2021 Multilevel methods in IB research, RM-SIG (AIB)

MEDIA

- 31.10.2018 Fem grunde til at topchefer har ekstreme hobbyer, *Djof-bladet*
- 05.12.2016 Her er det mest attraktivt for udenlandske virksomheder at slå sig ned, *Berlingske Business*.
- 18.11.2016 Ingeniører indtager hjørnekontoret, *Ingeniøren*.
- 18.03.2016 State-owned and operated, *Sydney University Alumni Magazine*.
- 29.01.2016 Derfor er amba'erne vilde med joint ventures, *LandbrugsAvisen*, 1. section: 16.
- 09.06.2015 Kommuner går sammen i kampen om vækst, *Momentum*: 10.
- 03.06.2015 Danmark skal have en skarpere profil, *Topnyhed, Børsen*: 7.
- 09.09.2013 Globale byer kæmper om investeringer, *Kronik, Berlingske Tidende, Erhverv*: 23
- 10.07.2013 Arbejdsgejsten halter i USA, *Jyllands-Posten, Erhverv og Økonomi*: 12-13.
- 04.12.2012 Myte, at det danske sprog er udrydningstruet. *Politiken, Økonomi*: 11.
- 03.12.2012 Duo-ledelse øger kompetencen på toppen. *Mandag Morgen*: 26.
- 21.11.2008 Partnerskaber handler om mere end profit. *Børsen, Innovation*: 16
- 20.11.2008 Når virksomheder samarbejder: De nødvendige kompetencer (with L.G. Knudsen), *Ledelseidag*, 10.
- 29.09.2006 Global Maksimering af Lokale Ressourcer: Nyt Internationalt Virtuelt Læringssamarbejde (with H.J. Duus), *Kræmmerhuset*, 6.

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", 2011 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", 2009 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", 2009 Case 8B09M30 *Ivey Management Services*
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Ribe Maskinfabrik A/S - Developing New Business Areas", 2009 Case 9B09M012 *Ivey Management Services*
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Ribe Maskinfabrik A/S - Developing New Business Areas: Teaching Note", 2009 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", 2008 Case 8B08M014 *Ivey Management Services*.
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Coloplast A/S - Organizational Challenges in Offshoring", 2008 Case 9B08M031 *Ivey Management Services*.
- Nielsen, B.B., Pedersen, T. & Pyndt, J. "Coloplast A/S - Organizational Challenges in Offshoring: Teaching Note", 2008 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. 2005
- 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. 2003

TEACHING EXPERIENCE

My teaching experience includes a wide range of delivery methods:

- Traditional large-scale undergraduate and graduate class-room teaching (CBS, Western Washington University, University of Washington & Sydney University)
- Lectures, seminars and tutorials (CBS, WWU, 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, Stanford University, Melbourne University & Sydney University)
- Problem-based learning in groups of 10-15 students (University of Washington, Western Washington University, Copenhagen Business School & Sydney University)
- Advising of master theses and senior projects (CBS, WWU & Sydney U.)
- Distance learning (CBS, WWU and INSEAD)

I have taught the following subjects:

- Research Design, PhD course (Core), University of Sydney
- Advanced Strategy, CEMS core course (Nominated for best strategy course, 2018), University of Sydney
- International Strategic Alliances (BA core course), University of Sydney
- International Strategic Alliances (MA elective), University of Sydney
- E-MBA Strategic Management (Core course), Copenhagen Business School
- E-MBA Strategy Project, Copenhagen Business School
- E-MBA Methodology, Copenhagen Business School
- Strategic Management (Core course as part of the CEMS programme), CBS (winner, best strategy course in Europe 2008)
- Corporate Strategy (Core course in Masters of Science in Finance and IM), CBS
- Introduction to Structural Equation Modelling, PhD course, CBS
- Theory Construction and Model Building in Management, PhD course, CBS
- 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, CBS)
- International Business Strategy (HAI330, BA capstone course, CBS)
- International Business Operation (HAI141, BA core course, CBS)
- Information Technology and International Business (MA elective, CBS)
- International Business Strategy (MGMT470, BA IB Major course, WWU)
- 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, WWU)
- 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, CBS)
- Global Strategic Marketing, graduate level core course, University of Lugano, Switzerland

GRANTS AND STIPENDS

- 2018** – AUD\$ 12,000 research group start-up grant, Smart Cities and Global Value Chains, University of Sydney Business School.
- 2014** – DKK 1.250,000 research grant A city-centric analysis of balance of power within a region, Kraks Fond Institute for Urban Economic Research.
- 2014** – DKK 30,000 research grant for visit to UofS, Otto Mønsted Foundation.
- 2013** – DKK 24,000 research grant based on academic publications (Copenhagen Business School – Center for Strategic Management and Globalization).
- 2013** – AUD 90,000 as visiting scholar, University of Technology Sydney (2009-2013)
- 2012** – DKK 200,000 Jorcks Fonds Research Grant.
- 2011** – DKK 1,875,000 Industrial PhD grant in collaboration between Novozymes A/S 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 & Economics, WWU
- 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 (WWU) based on competitive research program.
- 2005** – \$5,000 summer research grant (WWU) based on competitive research program.
- 2004** – \$5,000 summer research grant (WWU) based on competitive research program.
- 2001** – DKK 4 million 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.
- 2000** – DKK 150.000 Tuborg Research Grant.
- 2000** – \$7,500 research travel grant (CBS) to visit University of Washington, US.
- 1999** – \$155,500 (Approx.) 3- year PhD full scholarship (Copenhagen Business School).

AWARDS AND HONORS

- 2022 – Nominated for SUPRA Supervisor of the Year Award, Sydney U.
- 2022 – Nominated for The Wayne Lonergan Outstanding Teaching Awards, Sydney U.
- 2021 – Recipient of USS Award for teaching Semester 2, 2021, Sydney U.
- 2021 – Nominated for The Wayne Lonergan Outstanding Teaching Awards, Sydney U.
- 2020 – Top 16 Leading researcher in business, economics and management in Australia based on highest number of citations from papers published in the last five years in the 20 top journals in their field.
- 2020 – Recipient of the Dean's Teaching Citation Merit for semester 1, 2020, Sydney U.
- 2019 – Finalist, Global Strategy Course of the Year, CEMS (2018) for Advanced Strategy.
- 2018 – Top 20 Ivey Best Selling Case: Ecco A/S – Global Value Chain Management.
- 2018 – Prix de la meilleure communication, European Journal of International Management, Annual Atlas/ AFMI conference, Paris, France.
- 2017 – JIBE International Trade & Industrial Organization in International Business Prize, EIBA 2017, Milan, Italy.
- 2017 – Recipient of the Dean's Teaching Citation for semester 1, 2017, Sydney U.
- 2017 – Top 20 Ivey Best Selling Case (2nd place): Ecco A/S – Global Value Chain Management.
- 2017 – Nominated for The Wayne Lonergan Outstanding Teaching Awards, Sydney U.
- 2016 – Recipient of the Dean's Teaching Citation for semester 1, 2016, Sydney U.
- 2016 – Nominated for The Wayne Lonergan Outstanding Teaching Awards, Sydney U.
- 2015 – Emerald Literati Network Award for Excellence - "The dynamics of regional and global expansion" published in Multinational Business Review 2015 Vol 23 4 E
- 2015 – Top 20 Ivey Best Selling Case 2014-2015: Ecco A/S – Global Value Chain Management.
- 2015 – Academy of International Business (AIB) Best Reviewer Award.
- 2014 – Top 10 Ivey Best Selling Case 2013-2014: Ecco A/S – Global Value Chain Management.
- 2014 – Academy of International Business (AIB) Best Reviewer Award.
- 2013 – Top 20 Ivey Best Selling Case 2012-2013: Ecco A/S – Global Value Chain Management.
- 2012 – Jorcks Fonds Research Prize in recognition of excellence in management research.
- 2012 – Academy of Management Best Reviewer Award, International Management Division.
- 2012 – Journal of International Business Studies (JIBS) Best Reviewer Award.
- 2011 – Top 20 Ivey Best Selling Case 2010-2011: Ecco A/S – Global Value Chain Management.
- 2011 – Journal of International Business Studies (JIBS) Best Reviewer Award.
- 2010 – Top 15 Ivey Best Selling Case 2009-2010: Ecco A/S – Global Value Chain Management.
- 2009 – Academy of International Business (AIB) 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 (CEMS) Teaching Award, Paris, France.

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

2007 – Dean Murphy's Annual Publication Award, College of Business & Economics, WWU

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

2005 – Summer Research Award, College of Business and Economics, WWU.

2004 – Summer Research Award, College of Business and Economics, WWU.

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 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)
- Association of Strategic Alliance Professionals (ASAP) (Board Member Scandinavia and President for the Academic Council, Europe 2010-2012)

SERVICE TO COMMUNITY

Editorial Board:

Journal of International Business Studies (Consulting Editor, 4th term)

Journal of Management (since April 2014)

Journal of Management Scientific Reports (inaugural Editorial Board since 2022)

Journal of Trust Research (since 2010)

Review of International Business and Strategy (Senior Advisory Board since 2016)

Cross Cultural and Strategic Management (since 2016)

International Journal of Strategic Business Alliances (2008-2012)

Reviewer:

Strategic Management Journal, Academy of Management Journal, Journal of International Business Studies, Journal of Management Studies, Journal of Management, Journal of Applied Psychology, Journal of World Business, Management International Review, International Business Review, Management, Long Range Planning, and the yearly conferences of the AOM, AIB, SMS, and EIBA.

Academic societies:

*Academy of Management (AOM)
Academy of International Business (AIB)
Research Methods Shared Interest Group (AIB) co-founder and President 2022-2025
Strategic Management Society (SMS)
European International Business Academy (EIBA) – board member since 2019
European International Business Academy (EIBA) Methods Track Chair 2020-2022
Australia-New Zealand International Business Academy (ANZIBA)
Methods track chair, AIB Annual Meeting (2016)
Logistics Chair, AOM Annual Meeting (2002)*

PhD Advisor:

Line Gry Knudsen, Department of Strategic Management and Globalization, CBS; PhD in International Strategic Management awarded 2009.

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

Jose Balarezo, Industrial PhD, Department of Strategic Management and Globalization, CBS and Novozymes A/S. PhD awarded June 2015

Johanna Sax, Department of Strategic Management and Globalization, CBS, PhD awarded 2018

Klement Ahrensbach Rasmussen, Department of Strategic Management and Globalization, CBS, PhD awarded 2018

Juliane Engsig, Department of Management, University of Montpellier, PhD awarded in 2019

Henrik Gundelach, Department of Intercultural Management, CBS, PhD awarded in 2021

Sarah Mcwilliam, Department of Architecture and IB, University of Sydney, PhD Student.

Siew Tin Estee Ch'ng, Discipline of International Business, University of Sydney, PhD Student.

Juan Du, Discipline of International Business, University of Sydney, PhD Student.

Alvin Phee, Discipline of International Business, University of Sydney, PhD Student.

Aigul Kazhenova, Discipline of International Business, University of Sydney, PhD Student

Christopher Day, Institute of Transport and Logistics Studies, University of Sydney, PhD Student.

External Dissertation Committees

- 2014:** Ryan Trudgen, Monash University. Dissertation: “Top Management Team Antecedents and Financial Performance Outcomes of Firm Internationalization: The Mediation Effect of the Competence of the TMT”, to be defended 2014.
- 2013:** Ali Tahir, University of Vaasa, Finland (Chair). Dissertation: “An Integrative Perspective of Social Exchange Theory and Transaction Cost Theory on the Antecedents of Trust and Trust-Performance Relationship in International Joint Ventures”, defended November, 2013.
- 2013:** Lesley Lam, University of South Australia. Dissertation: “Causal ambiguity and knowledge transfer between public and private finance initiative projects”, defended 2013.
- 2011:** Simon Torp. Copenhagen Business School (Chair). Dissertation: “Employee Stock Ownership: Effect on Strategic Management and Performance” 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.

Faculty Hiring Committee

- 2016:** Member of Hiring Committee for Associate Lecturer/Lecturer in International Business, International Business Discipline, Sydney University.
- 2012:** Chair of Hiring Committee for Associate Professor in International Strategic Management, Department of Strategic Management and Globalization, CBS.
- 2012:** Member of Hiring Committee for PhD Cohort Programme.

Other University Committees

- 2021-2024** Research Integrity Expert
- 2023-2024** Delegate PGC IBUS
- 2021-** Regional Partnership Group Committee - Europe
- 2020-** Business School Mentoring Scheme
- 2020-** Post Graduate Research Support Committee
- 2020-** Research Development Advisor, University of Sydney
- 2019-2022** PhD coordinator, Discipline of International Business

2017-19: Coordinator, external collaboration and exchange

2016-: Member of Research Committee, University of Sydney

2015-2016: Honours Coordinator, University of Sydney

CONSULTING EXPERIENCE

- *Peerd* – Strategic Academic Advisor
- *Consultos.com* – Co-founder and Strategic Consultant.
- *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

REFERENCES

Professor Alan Irwin
Dean of Research (until 2013)
Acting President 2011
Copenhagen Business School

Kilevej 14, 1
DK-2000 Frederiksberg C.
Denmark
Tel +45 38 15 20 20
Email: ai.research@cbs.dk

Professor Irwin was Dean of Research at Copenhagen Business School 2007-2013. He was also Acting President of CBS during 2011. Previously he was Professor of Science of Technology Policy, and Dean of Social and Environmental Studies, at the University of Liverpool. Professor Irwin knows my research and administrative capabilities first hand and is also well positioned to comment on my ability to work with colleagues across disciplines on policy and research funding issues.

Professor Edward J. Zajac
James F. Beré Professor of
Management and Organizations
Northwestern University

Kellogg School of Management
Northwestern University
Evanston, IL 60208-2001
Tel + 1 (847) 491-8272
Email: e-zajac@kellogg.northwestern.edu

Professor Zajac is an elected Fellow of both the Academy of Management and the Strategic Management Society. Ed Zajac's research, teaching, and consulting focuses on strategic change, alliances, and corporate governance. He has been recognized as one of the “most highly cited researchers” worldwide in the Institute of Scientific Information’s yearly list of highly cited researchers (representing less than one-half of one percent of all published researchers). This year he received the Distinguished Scholar Award from the Organization and Management Theory Division of the Academy of Management. Professor Zajac is familiar with my research on alliances and strategy decision-making.

Professor Peter J Buckley
Professor of International Business
University of Leeds (CIBUL)

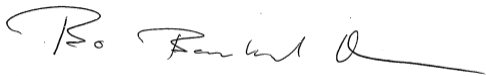
University of Leeds
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Email: pjb@lubs.leeds.ac.uk

Professor Buckley (OBE, FBA, FAcSS) is the founding director of the Centre for International Business, University of Leeds, (CIBUL), UK. He has published 30+ books in English, including one in German, and was listed as one of the most “successful Academic Writers” in The Times Higher Education Supplement (January 2006). He has published over 200 refereed articles in European, American and Japanese journals and his work is very heavily cited. He was elected a Fellow of AIB in 1985 for “outstanding achievements in international business”. Professor Buckley was on my dissertation committee and he is very familiar with my work within strategy and international business.

Professor Jean-François Hennart
Professor of International Management
Tilburg University
The Netherlands

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Professor Hennart is a Fellow of the European International Business Academy and holds an honorary doctorate from the University of Vaasa. His highly cited work has been published in the Journal of Economic Behavior and Organization, Organization Science, Management Science, the Strategic Management Journal and the Journal of International Business Studies, among others. His research focuses on the comparative study of international economic institutions such as multinational firms and their contractual alternatives, joint ventures and alliances, and modes of foreign market entry. His Theory of Multinational Enterprise pioneered the application of transaction cost theory to international business. Professor Hennart is familiar with my research on alliances and international strategy and can evaluate my personal character and collegiality.

Sig:  _____ Date _____