

# NICOLAI J. FOSS

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## Academic Vita in Brief

A Danish citizen, Nicolai J(uul) Foss (b. 1964) is the Rodolfo Debenedetti Chaired Professor of Entrepreneurship at the Bocconi University, Milano. Foss was a professor at the Copenhagen Business School until 2016. He has held part-time and visiting professorships at the Warwick Business School, Norwegian School of Economics, Lund University, Luiss Guido Carli-Roma, ERC Rennes, and Agder University. He founded the Center (now Department) of Strategic Management and Globalization at the Copenhagen Business School in 2005, and served as its Director/HoD until 1 April, 2015 building it from a 5 faculty center to a 19 faculty (and 11 PhD students) department. He directed the “Strategic Management and Globalization” World Class Environment at CBS (2008-2015) and was a co-director of the new “Human Capital, Organization Design and Performance” World Class Environment at CBS (2014-2016).

Foss has served as a member of the Senate of the Copenhagen Business School, as a panel member of the European Research Council, and is currently a member of the Bocconi University Central Hiring and Tenure Review Committee. He has served on the Board of Directors of the Strategic Management Society, and is one of the very few Danish social science members of Academia Europaea. Foss is a Fellow of the Strategic Management Society.

Educated as an economist from the Copenhagen University (1989), Foss his 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.

Encompassing 196 journal articles, 101 book chapters and 23 books (edited as well as monographs), his work has been published in the *Academy of Management Review*, *Academy of Management Journal*, *Organization Science*, *Strategic Management Journal*, *Journal of 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.

Foss’ work has been cited by leading scholars in economics and management, including Erik Brynjolfsson, Giovanni Dosi, Kathleen Eisenhart, Robert Gibbons, Paul Milgrom, Richard Nelson, Ikujiro Nonaka, C.K. Prahalad, Andrew Pettigrew, Oliver Williamson, Sidney Winter, and many others. About a dozen of his papers have been reprinted in research handbooks, and several of his articles and books are translated into Chinese, Russian, and Spanish. His google scholar citations are above 26,000.

Foss was one of the founders of the Danish Research Unit for Industrial Dynamics and a co-founder of the industry-funded Center for Policy Studies, the most influential privately-funded think tank in DK. He is a senior scholar at the Norwegian Center for Service Innovation at the Norwegian School of, which is supported by a 20 million Euros grant (over 8 years), and core faculty at the Norwegian Research School in Innovation. Since 2000, Foss has raised approximately 2 million Euros in external funding as research leader, and has participated in several other research projects. He was listed as the “best Danish economist” by the Danish newspaper, Børsen, in 2013, 2014, and 2015.

## Personal

- Born October 12, 1964.

- Married to Kirsten Foss (Professor, Norwegian School of Economics) since 1995.
- One daughter (Elisabeth; 16 years old).
- Private address:
  - Via Crema 21, 3<sup>rd</sup> fl. • 20135 Milano • Italia
  - 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**

- 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 -
- Full Professor of Management (part time), Warwick University Business School, Entrepreneurship and Innovation Group, 1. September, 2013-
- Department Head, Department of Strategic Management and Globalization, CBS, 2011-2015.
- Co-director, “Human Capital, Organization Design, and Performance” World Class Research Environment at the Copenhagen Business School, 2014-2016.
- 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—Multi-level issues in understanding firm-level 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**

- Organization Theory, Master level (International Management Program; Course Director), Bocconi University
- Organization Theory, DBA, SDA Bocconi.
- Theory of the Firm, PhD level, Bocconi University

### **Past teaching**

- Organization Theory and Analysis, 3rd year undergraduate, Bocconi University
- The Theory of the Firm, Finance and Strategic Management Program, Master of Business Administration and PhD program, Copenhagen Business School.
- Economics of Organization, PhD program; Norwegian School of Economic.
- Publishing Academic Research, PhD level; Warwick Business School.
- Theory Building in Management, PhD level; Warwick Business School (with Jerker Denrell).
- Technology Management, PhD level; NORSI (with Keld Laursen), 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.**

- Fellow of the Strategic Management Society (2017).
- 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.
- Member, Academia Europaea (2012-).
- 26,000+ citations in Google Scholar (as of Jan 1, 2018).
- #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 masters thesis of the year.

### **Keynote and Other Major Talks**

- “Capabilities, Confusion, and Interfirm Coordination,” keynote speech to “Cooperation Industrielle: Diversité et Synthèse,” 3 May 1999, Université Paris-Sud.
- “Austrian Economics and Business Administration,” keynote speech to the German Association of University Professors in Management, Freiburg, 8 June 2001.
- “Knowledge and Organization in the Theory of the Multinational Corporation: Some Foundational Issues,” keynote talk to the European International Business Academy, Copenhagen, 10 December 2003.
- “Capabilities and Transaction Costs: The Problem of Micro-Foundations,” keynote speech, “Shifting Boundaries,” Bristol University Business School, 3 September 2004.
- “Property Rights and Competitive Strategy,” BYU-UUtah Conference on Strategy,” February 2008.
- “The Future of Knowledge Management,” Strategic Management Society Conference, Köln, 12-15 October, 2008.
- “Social Capital in the Multinational Corporation”, keynote talk to a conference on “Social Capital in International Business,” Norwegian School of Economics and Business Administration, 10-12 November, 2008.
- “The Entrepreneurial Theory of the Firm”, Conference on Market, Marketing, Entrepreneurship: Creating and Capturing Value in the 21st Century, Antalya, 6-9 April, 2009.
- “Micro-foundations of Capabilities,” DRUID conference, June 2009.
- “Towards the micro-level origins of organizational routines and capabilities”, Conference on Routines and Capabilities, Rotterdam School of Management, 12-13 June, 2009. Also given as keynote talk to a Workshop on Routines and Capabilities, Lund University, 25 June, 2009
- “Motivational Microfoundations for Macro Management Research,” Opening address to the Yearly Meeting of the Association of Spanish Professors in Management, ACEDE, Toledo, 9-11 September, 2009.
- “The Organization of Entrepreneurial Firms,” The Crafoord Memorial Lecture (with Jay Barney, Peter Klein and John Matthews), Lund University, 07 September, 2010.
- “Understanding Open Entrepreneurship,” The Sherlock Hibbs Memorial Lecture, University of Missouri, 6 March, 2012
- “The Continuing Relevance of Austrian Capital Theory,” Hayek Lecture, The Ludwig von Mises Institute, 8 March, 2012.
- “The Role of Business Schools in the Growth Process,” FIBE Conference, Norwegian School of Economics, 10. January 2013.
- “Collective Motivation and the Theory of the Firm.” German Association for University Professors in Management, 24. May 2013.
- “What is Collective Motivation?”, 10<sup>th</sup> CORS conference, Ribeirão Preto, Brazil, 8 October, 2013.
- “The Microfoundations Project,” AIMS Conference, Rennes, France, 27 May 2014.
- About 30 paper presentations, symposia, and PDWs at the Academy of Management since 2000, some as co-organizer; about 15 paper presentations, symposia, panels and PDWs at the Strategic Management Society Conference since 2005.
- Organized several international conferences at CBS, such as the DRUID 1998 conference, the 2014 Strategic Management Society Special Conference on “Microfoundations” (CBS, June 2014), and the 2017 Strategic Management Society Special Conference on “Strategic Human Capital” in Milano (Bocconi U., 31. March to 1 April).

## 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 project 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; Associate 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; post doc, WU)
15. Henrik Jensen (2016; post doc, BI)
16. Klement Rasmussen (2017) (Senior Strategist, Danske Bank).
17. Matilde Fogh Kirkegaard (2018)
18. Kristine Ringvold (2018)
19. Jang Woo Kim (2019)

## 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-
- Associate editor
  - *Journal of Management and Governance* 2003-2006
  - *European Management Review* 2007-2013.
- Member of the editorial/advisory/review board
  1. *Academy of Management Journal*, 2016-
  2. *Nordic Journal of Business* 2015-
  3. *International Journal of Entrepreneurial Behaviour and Research* 2015-
  4. *Oxford Research Reviews: Business and Management* 2012-.
  5. *Contemporary Economics* 2012-
  6. *Organization Science* 2008-2018
  7. *Strategic Management Journal* 2007 –
  8. *Academy of Management Perspectives*, 2012-
  9. *Journal of Management* 2008-2011.
  10. *Journal of Management Studies* 2009-2011.
  11. *Long Range Planning* 2004-
  12. *Strategic Organization* 2002-
  13. *Economia e Politica Industriale* 2009 -
  14. *Industry and Innovation* 2005-

15. *International Studies of Management and Organization* 2000-
16. *Journal of Economic Methodology* 2001-2009.
17. *Journal of Institutional Economics* 2003-
18. *Journal of Management and Strategy* 2007-
19. *International Journal of Strategic Change Management* 2005-
20. *International Journal of Intelligent Enterprise* 2006 -
21. *Russian Management Journal* 2005-
22. *Nankai Management Review* 2006 –
23. *Nankai Business Review International*, 2009-
24. *European Business Forum*, 2005-2007.
25. *Quarterly Journal of Austrian Economics* 1999-
26. *Review of Austrian Economics* 1999-
27. *Journal des Economistes et des Etudes Humaines* 2001-2006.
28. *Nordiske Organisasjonsstudier* 1999-

### **Board memberships**

- Assistant Program Chair, Behavioral Strategy Interest Group, Strategic Management Society (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.
- 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](http://www.cepos.dk)), 2004-2005.
- National Committee for the Evaluation of Dutch Management Research (2001-2002)
- Committee for the Research Prize, BI, Oslo, 1999-2003
- Board of Directors, Basisbank, 2001-2002
- Board of Directors, Danish Research Unit for Industrial Dynamics, 2002-2005
- Board of Directors, The European Association for New Institutional Economics, 2000-2003

### **Major grants**

- “Human Capital, Organization Design, and Performance” World Class Research Environment at the Copenhagen Business School, 2014-2016 (5 mio DKK (approx. 650k EUR); internal CBS grant).
- “SMG World Class Research Environment at the Copenhagen Business School,” 2008-2013 (5 mio DKK; internal CBS grant).
- 2008 - 2012: 2,5 million DKK (appr. 320k EUR) grant from the Danish Social Science Research Council for a research program on “Entrepreneurship in an Organizational Context (ENOC)”.
- 2005 - 2009 : Established the Center for Strategic Management and Globalization (SMG) which had department status at CBS, and became a regular department 1. January 2011. SMG was supported with an annual grant of 500k EUR. Director of the SMG.

- 2005-2008: 3,5 million DKK (appr. 450k EUR) grant from the Danish Social Science Research Council for a research program called "Foundations of Knowledge Sharing" which ran from 1 April 2005 to 1 August 2008.
- 2003-2005: I established the Center for Knowledge Governance at Copenhagen Business School which funded internally by CBS (1,5 million Danish Kroner; appr. 200k EUR)..
- 2000-2003: 6 million DKK (appr. 800k EUR) grant from the Danish Social Science Research Council for a research program called "Learning, Incentives and Knowledge" which ran from 1 January 2000 to 1 August 2003.

### Service as reviewer

- **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.
- **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*.

### Current Research

#### Submitted

1. (with Christian Asmussen, Kirsten Foss and Peter G Klein). "Economizing and Strategizing: A Cooperative Approach." *Strategic Management Journal*.
2. (with Massimo Colombo, Jacob Lyngsie and Christina Rossi Lamastra). "What Drives Innovation Decisions?" *Research Policy*.
3. (with Jens Schmidt) "Integration Capabilities and the Integration of Complements." *Academy of Management Review*.

#### Revise and resubmit

1. (with José Balazero and Bo B. Nielsen): "Overcoming Barriers to Organizational Learning: Behavioral Microfoundations of the 4I Learning Framework." *Academy of Management Review*.
2. (with Christian Asmussen and Phillip Nell). "A Double-Edged Sword: Procedural Justice and Parenting in Multi-business Firms." *Global Strategy Journal*.

3. (with Stefan Linder and Tina Saebi). "Social Entrepreneurship Research: Past Achievement and Future Promise." *Journal of Management*.
4. (with Peter Klein, Lasse Lien and Todd Zenger). "Ownership Competence." *Strategic Management Journal* (reject & resubmit).
5. (with Henrik Jensen). "Managerial Meta-knowledge and Contractual Relations". *Strategic Organization*.
6. (with Christian Bjørnskov). "Entrepreneurship and Well-Being: Evidence from European Micro-data." *Journal of Business Venturing*.

**Working Papers (complete papers, requiring revision; submission targets in parantheses)**

1. (with Christian Bjørnskov and Peter G Klein). "Contextualizing Entrepreneurship: The Judgment-based View". *Journal of Management Studies* (invited paper).
2. "The contributions of [name withheld until Prize decision has been made] to entrepreneurship research." *Small Business Economics* (invited paper).
3. (with Peggy M Lee, Samuele Murtinu, and Vittoria Scalera). "Women and Innovation: An International Study." *Strategic Management Journal*.
4. (with Maria Carmela Annosi and Antonella Martini). "Microfoundations of organizational learning: an abductive study in self-managing team-based organization." *Journal of Product Innovation Management*.
5. (with Lars Bo Jeppesen and Francesco Rullani). "The Online Garbage Can." *MIS Quarterly*.
6. (with Shuping Li). "Hard Monitoring and Firm Investment Strategy: The SOX Effect in US High Technology Firms."
7. (with Peter Holdt Christensen). "Present-but-Online: The Changing Nature of Sociality in Organizations."
8. (with Virgilio Failla, Francesca Melilo, and Toke Reichstein). "Wage Dispersion and the Transition to Entrepreneurship." *Strategic Management Journal*.
9. (with Siegwart Lindenbergh and Libby Weber). "Employees Behaving Badly: How Hierarchical Forms Cause Opportunism (And What Can be Done About It)." *Academy of Management Review*.
10. (with Jacob Lyngsie). "The Effects of Tournaments on Firm Performance." *Academy of Management Journal*.
11. (with Maria Halbinger and Toke Reichstein). "Timing Entrepreneurial Decision-Making: Does Experience Matter?" *Entrepreneurship Theory and Practice*.
12. (with Kristin Ringvold and Frank Elter). "Managing Business Model Replication in a Digital World: The Case of Telenor." *British Journal of Management*.
13. (with Massimo Colombo and Cristina Rossi). "Internal organization for building absorptive capacity in open innovation contexts: Gate-keeping, specialization, and delegation." *Strategic Management Journal*.
14. (with Fabio Zona). "Strategic Investments and Executive Compensation: Putting Ambiguity Into the Behavioral Agency Model." *Strategic Management Journal*.
15. (with Luca Mongelli and Francesco Rullani). "Recombining knowledge for coping with radical technological changes: Relatedness of knowledge domains and firm innovative performance." *Research Policy*.
16. (with Maria Carmela Annosi). "Agile Approaches: Promises and Pitfalls." *Sloan Management Review*.



17. (with Siegwart Lindenberg and Rafael Wittek). "Incomplete routines and intelligent effort: How leadership and organizational governance matter for routine performance and learning."
18. (with Mathilde Fogh Kirkeby). "The Multidextrous Organization: Learning from the William Demant Holding Experience." *Long Range Planning*.
19. (with Tina Saebi, Stefan Linder, and Nils Stieglitz). "Entrepreneurship and Business Models". *Entrepreneurship Theory and Practice*.
20. (with Siegwart Lindenberg). "Obliquity and embedded social responsibility." *Journal of Business Ethics*.
21. (with Anders Oerding Olsen). "Is There a Female Advantage in Exploratory Problem-Solving? Evidence from European R&D Consortia."
22. (with Alfonso Gambardella). "Empirical Research in Economics and Management: Type I and Type II Errors". *Strategic Organization*.
23. "A key gap in entrepreneurship research: The established entrepreneurial company." *Industry & Innovation*.
24. (with Alessandro di Giau). "Dynamic Capabilities for Green Business Model Innovation."
25. (with Carmine Basile). "Top management dynamics and the microfoundations of competitive advantage."

### **Emerging paper projects**

1. (with Teppo Felin). "The Role of Microfoundations in Institutional Theory." *Research in the Sociology of Organizations* (invited paper).
2. (with Alfredo De Massis). "The Microfoundations of Family Firms." *Family Business Review* (invited paper).
3. (with Nick Argyres, Federico Frattini, Geoffrey Jones, Alfredo de Massis and Brian Silverman). "History and Strategy." *Strategic Management Journal*.
4. (with Julian Birkinshaw, David Collis, Robert Hoskisson, Sven Kunisch and Markus Menz). "Digitalization and the Theory of the Firm." *Journal of Management Studies*.
5. (with Torben Pedersen). "Contextualizing Microfoundations: Individual and Higher-Level Correlates of Knowledge Sharing Within an MNC." *Journal of International Business Studies*.
6. (with Jacob Lyngsie). "Divorces and Corporate Performance."
7. (with Stefan Linder and Siegwart Lindenberg). "Corporate Governance in a Goal-Framing Perspective."
8. (with Mario Amore and Morten Bennesen). "Family Firms and Innovation."
9. (with Claudio Panico) "Managing Strategic Human Capital in the Context of Exploitation and Exploration: A Property Rights Analysis." *Strategic Management Journal*.
10. (with Peter G Klein and Samuele Murtinu). "Judgment, Resource Structure and Finance: Funding Ventures Under Uncertainty." *Academy of Management Review*.
11. (with Magdalena Dobrajska and Jacob Lyngsie). "Knowledge, Delegation, and Wages: What Are the Connections?"
12. (with Kaare Moberg and Peter G Klein). "Measuring Entrepreneurial Judgment."
13. (with Antoinette Schoar and Anders Sørensen). "Do Economic Crises Influence Career Patterns? Evidence from Danish Register Data."
14. (with Ram Mudambi and Samuele Murtinu). "The Dark Side of Diversification."
15. (with Peter Klein and Joseph Salerno). "Getting Entrepreneurship Right." *Review of Austrian Economics*.

16. (with Jackson Nickerson and Libby Weber). "Problem-Solving and Internal Organization."
17. (with Diego Stea). "The Management of Obliquity."

### Articles in reviewed journals

1. (with Jay Barney and Jacob Lyngsie). "The Role of Senior Management in Opportunity Formation: Direct Involvement or Reactive Selection?" *Strategic Management Journal*.
2. (with Ram Mudambi and Samuele Murtinu). "Corporate Taxes in an Internationalized World." *Journal of International Business Studies*.
3. (with Thorbjørn Knudsen, Tobias Kretschmer and Florian Engelhardt). "How Organization Design Impacts Competitive Heterogeneity: A Research Agenda." *Advances in Strategic Management*.
4. (with Peter G Klein). "Entrepreneurial Opportunities: Who Needs Them?" *Academy of Management Perspectives*.
5. (with Farok Contractor, Sumit Kundu and Somnath Lahiri). "Microfoundations of Global Strategy." *Global Strategy Journal* (2019).
6. (with Peter G Klein). "Sustainability, CSR, and Stakeholders: An Ownership View". *Advances in Strategic Management* (2018).
7. (with Kirsten Foss and Peter G Klein). "Uncovering the Hidden Transaction Costs of Market Power: A Property Rights Approach to Strategic Positioning." *Managerial and Decision Economics*. (2018).
8. (with Guilherme Fowler A. Monteiro). "Resources and market definition: rethinking the "hypothetical monopolist" from a resource-based perspective." *Managerial and Decision Economics*. (2018).
9. (with Tina Saebi). "Business Models and Business Model Innovation: Between Wicked and Paradigmatic Problems." *Long Range Planning* (2018).
10. (with Stefan Linder). "Microfoundations of Organizational Goals." *International Journal of Management Reviews*, 20: 39-62 (2018)
11. with Marcel Bogers and Jacob Lyngsie). "The 'Human Side of Open Innovation': The Role of Human Capital Diversity in Firm Openness." *Research Policy*, 47: 218-231 (2018).
12. (with Peter G Klein). "Entrepreneurial Discovery or Creation: In Search of the Middleground." *Academy of Management Review*, 42: 733-736 (2017).
13. (with Tina Saebi and Lasse Lien). "What Drives Business Model Adaptation?" *Long Range Planning*, 50: 567-581 (2017).
14. (with Niklas Hallberg). "Changing Assumptions, Changing Theory." *Strategic Organization*, 15: 410-422 (2017).
15. (with Toke Fosgaard and Mia Reinholt Fosgaard). "Citizen or Consumer? An Experimental Investigation." *Social Choice and Welfare*, 49: 231-253 (2017).
16. (with Maria Carmela Annosi, Mats Magnusson and Federica Brunetta). "The Interaction of Control Systems and Stakeholder Networks in Shaping the Identities of Self-Managed Teams". *Organization Studies*, 38: 619-646 (2017).
17. (with Diego Stea and Torben Pedersen): "The Relational Antecedents of Interpersonal Helping: "Quantity," "Quality," or Both?" *British Journal of Management*, 28: 197-212 (2017).
18. (with Norman Sheehan): "Using Porterian Activity Analysis to Understand Organizational Capabilities." *Journal of General Management*, 42: 41-51 (2017).
19. (with Jacob Lyngsie). "The More, the Merrier? The Role of Gender in Explaining Entrepreneurial Outcomes in Established Firms." *Strategic Management Journal*, 38: 487-505 (lead article) (2017).

- Media coverage: Danish National Radio, October 2016; Boersen, 19 May 2017; IT Business Insider, 14 March 2017; Corriere della Serra, 04 July, 2017.
20. (with Tina Saebi). “Fifteen Years of Research on Business Model Innovation.” *Journal of Management*, 43: 200-227 (2017).
  21. (with Peter Johnson). “What Is Optimal Strategy? A Control Theory Approach.” *Managerial and Decision Economics*, 37: 515-529 (2016).
  22. (with Peter G Klein). “Reflections on the 2016 Nobel Memorial Prize for Contract Theory (Oliver Hart and Bengt Holmström).” *Erasmus Journal for Philosophy and Economics*, 9: 167-180 (2016).
  23. (with Francesco Rullani and Lars Frederiksen). “Problem-solving Behaviors in Community Forms.” *Strategic Management Journal*, 37: 1189-1210 (2016).
  24. (with Libby Weber). “Make Room in the Car for Bounded Rationality but Don’t Throw Opportunism under the Bus: Response to Lumineau and Verbeke.” *Academy of Management Review*, 41:741-744 (2016).
  25. with Christian Bjørnskov). “Entrepreneurship, Institutions and Economic Growth.” *Academy of Management Perspectives*, 30: 292-315 (2016).
    - Finalist, AMP Best Paper Award 2016.
  26. (with Oscar Llopis Corcoles). “Moderating Influences on the Cooperative Climate-Knowledge Sharing Relation: Intrinsic Motivation and Job Autonomy.” *European Management Journal*, 34: 135-144 (2016).
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