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| Curriculum vitae: Poul Houman Andersen **Personal details and contact info:**Danish citizenBorn march 8, 1964 Work address: Fibigerstraede 11, 132, 9220 Aalborg Ø Private address: Solbyen 102, 9000 Aalborg. Mail: poa@business.aau.dk Mobile phone: 51 94 18 83Married to Kirsten Jakobsen, one child (Emma Houman Jakobsen) |

**Languages written and spoken: Danish,** English, Swedish, German, French

**Education**

1987: Bachelor in economics (HA) Aalborg University

1990: Msc In International Business Economics, Aalborg University

1995: PhD at Aarhus School of Business (now part of Aarhus University)

****Academic Employment****

1990-1991: Research and teaching assistant assignments at Aalborg University

1992-1995: PhD student at the Aarhus School of Business

1995-1996: Assistant Professor at Aalborg University, Department of Production

1996-2000: Associate Professor at the Aarhus School of Business, Department of International Business

2000-2013: Professor at the Aarhus School of Business, Department of Management

2011-: Visiting professor at University of Stellenbosch Business School (South Africa)

2013 -: Professor at Aalborg University, Department of Management and Business

2013 -: Professor II at NTNU, Trondheim (Norway)

**External grants**

* Industriens Fond – International Strategic alliances with suppliers 3.000.000 (2019-2022)
* Industriens Fond – Big data and organizational transformation 1.500.000 (2015-2018)
* Industriens Fond – analysis of supplier roles in the Danish industry 850.000 DKK (2014)
* Wind turbine industry offshore value chains 450.000 DKK (2013)
* KINO program on governance of collaborative communities (together with researchers from MIT, Technical University of Vienna, Danish Technical University and Penn State University: 6 mio DKK
* The Denmark 2050 (together with Department of Economics, Aarhus university) 5 mio DKK
* The global entrepreneurial sourcing initiative (with researchers from faculty of social sciences) 2 mio DKK
* Globalization in the wind turbine industry 1 mio DKK
* Knowledge transfer in collaboration 360.000 DKK
* Several minor grants for travelling expenses, research, etc

**Honaries**

* Best paper nomination, MBR 2018
* Nominated best paper IPSERA 2017
* Co-Chair sustainability in purchasing, Euroma, NTNU, Trondheim 2016
* Key Note address at CBS competitiveness platform seminar, Copenhagen 2013
* Plenary speaker at the 18th Nordic Interorganizational Workshop, Bergen 2008
* Recognized among top 100 IB researchers in the World (2008)
* Nominated for best paper, RMD, Academy of Management 2008
* The Jorck foundation research prize (DKK 150.000) 2002
* Best Presentation award LOK conference, 2003
* The Tuborg Grant (2009) (together with Philipp Schröder) for the research project: Denmark 2050
* The Kino open innovation Grant (2010) 6 million DKK together with researchers from Marketing and Statistics
* Appearing in The Danish Who’s who (Den Blaa bog) and the International Who’s who

Teaching Experience

* Lecturing at UCAS (Beijing) R&D management
* Erasmus lecture at Plymouth University (2017)
* Responsible for the MBA module in marketing, Aalborg University
* Responsible for the MIKE module in Qualitative research strategies, Aalborg University
* Co-responsible for developing new marketing course for bachelor students, Aalborg University
* Visiting professor at University of Adelaide (2015)
* Lecturer (Professor II) at NTNU in strategic management, purchasing and supply chain management (2013-)
* Guest Lecturer, Responsible for Strategic supply management module, University of Stellenbosch (2012-)
* Responsible for design and teaching at Global Sourcing course, Aarhus University (2008, 2009, 2010)
* Responsible for Applied Business Research methods course, AU (Fall 2007-2011)
* Guest professor at Renmin University, Beijing, Fall 2006
* MBA programs: Aarhus School of Business, Danish Technical University, Aalborg University, the International MBA academy
* International Business Strategy at the Finance & International Business + EU Law Masters’ level (2001) (In English)
* Executive MBA course in inter-organisational collaboration (2001-2005)
* Internationalization of the firm (in Danish) (2000-2005) in English (2006-2009)
* Inter-organisational collaboration (Elective course at Master’s level taught in English) (1999-2000)
* International Marketing course (Bachelor level, taught in English) 1996-1998
* Industrial Marketing (Masters’ level), Aarhus University 1995-1996; 2002
* Supervision of Masters’ Theses (1992-2019)
* External examiner at Copenhagen University, Aarhus University, Southern Danish University, Aalborg University, Copenhagen Business School

****Recent Administrative Experience****

1. Department and university Safety representative (2019 - 2021)
2. Member of the CA council (2018-)
3. Member of the bibliometric research Indicator group for business economics (25) (2017-)
4. Head of PhD school at Aalborg University (2017-)
5. Discussant at Slutseminarium, Siavash Alimadidi, Uppsala University (2016)
6. PhD Programme coordinator for department of economics and business studies at AAU (2015-)
7. Head of the Master study board at Aarhus University (2012-2013)
8. Hosting the Nordic conference for Interorganizational research August 2010
9. Head of MEA (Regional Academy for business advisors 2010-2013)
10. Member of the Board for Center for Ledelse (2008 - 2015)
11. External examiner of more than 20 PhD-thesis proposals (2000, 2002, 2003, 2004, 2007, 2010, 2011, 2012, 2015, 2017, 2018)

*Practical experience (only recent or active mentioned)*

* Strategic supply Alliances (2019-)
* Member of Bibliometric research indicator for business economics (2017-)
* Head of Midtjyllands Erhvervsakademi (MEA) (2010-2014)
* Collaboration with the Wind turbine industry association (ongoing)
* Collaboration with 6 leading industrial firms and 12 suppliers: mobilizing supplier resources (2013-2016)

**PhD Supervision (including co-supervision)**

* + Hassan Haman, NTNU (2019- )
	+ Primoz Konda, AAU (2017 - 2020)
	+ Linda Nhu Larsen, AAU (2014-2017)
	+ Leticia Van Noren, AAU (2014-2018)
	+ Berit Kamp Kragh; AU (2012-2015)
	+ Anna Gerstrøm, AU (2010-2013)
	+ Eliane Choquette, ASB (2009-2012)
	+ Helle Neergaard, ASB (1997-1999)
	+ Hanne Kragh, ASB (2003-2007)
	+ Marianne Storgaard, Industrial PhD, CfL (2007-2009)
	+ Flemming Pors Knudsen, SDU (2006-2010)
	+ Kristin Balslev Munksgaard, SDU (2006-2009)
* PhD teaching: Critical Realism and Actor Network Theory, Adelaide University Qualitative Research Workshop (February 2020) Qualitative Research Strategies (Dome), (2005-2013), Nord IB (February 2005), EIS PhD workshop (2012, 2014), AAU PhD workshop (2016), Runin workshop (2017)

**Publications**

**Impact metrics**

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|  | **citations** | **h-index** |
| **Google Citations** | **3930** | **29** |

**Refereed journal articles, reviews and introductions in special issues**

1. With Ina Drejer, Christian Østergaard, Peder Søberg and Brian Wæhrens (2019): Supplier value creation configurations in high-cost countries, *Journal of Global Operations and Strategic Sourcing*
2. With Chris Medlin & Jan-Åke Törnroos (2019): Re-appraising interaction and process for industrial network research: The future plunging mirror hall metaphor, *accepted in Industrial Marketing Management*
3. Organizational interfaces and Innovation: The challenge of integrating supplier knowledge in LEGO Systems, *Journal of Purchasing and Supply Management*, with Lars-Erik Gadde (2019), 25, 1, 18-29
4. Andersen, P. H., Dubois, A., & Lind, F. (2018). Process validation: coping with three dilemmas in process-based single-case research. *Journal of Business & Industrial Marketing*, *33*(4), 539-549.
5. Que Sera, sera? Conceptualizing the role of expectations and foresight in business network strategizing, with Ann-Charlott Pedersen and Elsebeth Holmen, *IMP Journal (*2018), 12, 1, 56-74
6. Andersen, P. H., & Åberg, S. (2017). Big-science organizations as lead users: A case study of CERN. *Competition & Change*, *21*(5), 345-363.
7. Industry evolution, submarket dynamics and strategic behaviour among offshore wind energy firms, with Allan Næs Gjerding and ina Drejer, *Competition and Change* (2017), 21(2), 73-93.
8. Low Intensity Conflict in MNCs, with Jacob Lauring, Hanne Kragh, and Marianne Storgaard, accepted in *Multinational Business Review* (2017), 25,1, 13-37 (Won best paper prize, 2018)
9. Open Innovation Summits: Strategic Marketing of Open Innovation, with Linda Nhu Laursen, accepted in *European Marketing Journal* (2017), 50(12)
10. Learning from intelligent conversation? With Luitzen de Boer, *IMP Journal* (2016), 10. 3, 512-519
11. Supplier involvement in NPD: A quasi-experiment at Unilever*,* with Linda Nhu Laursen, *Industrial Marketing Management,(2016) 58, 162-171.*
12. Transient commitments and dynamic business networking (2016), with Chris Medlin, *Industrial Marketing Management* *Andersen, 58, 11-19.*
13. Innovation Policy: How does it make a difference (2016), editorial introduction for special Issue of *Industry and Innovation*, with Jesper L. Christensen, Ina Drejer and Jacob Rubæk Holm
14. Andersen, P. H. Ellegaard, C. & Kragh, H. (2016): I’m your man: supplier status in buying companies, *Journal of Purchasing and Supply Management*, 22, 2, 72-81 (nominated best paper in JPSM 2016)
15. Ellegaard, C. & Andersen, P.H. (2015): The process of resolving severe conflicts in buyer-supplier relationships, *Scandinavian Journal of Management*, 31, 4, 457-470
16. Andersen, P.H. & Kragh, H. (2015) Managing creative practices, *Management Decision*, 53, 4, 786 - 808
17. Andersen, P. H., & Rask, M. (2014). Creating legitimacy across international contexts: The role of storytelling for international new ventures. *Journal of International Entrepreneurship*, 4, 1-24
18. [Spanning organizational boundaries to manage creative processes: The case of the LEGO group](http://www.sciencedirect.com/science/article/pii/S0019850112001940), with Hanne Kragh and Christopher Lettl (2013), *Industrial Marketing Management*, 42, 1, 125-134
19. Managing creativity in business market relationship (introduction to special issue) (2013) with Hanne Kragh, *Industrial marketing management*, 42, 1, 42-45
20. Andersen, P., & Bøllingtoft, A. (2011). Cluster-based global firms' use of local capabilities. *Management Research Review*, 34(10), 1087-1106.
21. Picture this: Managed change and resistance in business networks, with Hanne Kragh, *Industrial Marketing Management* (2009), 38, 6, 641-653
22. (with Morten Rask and John Mathews): (2009) Integrating private transportation into renewable energy: The strategy for creating intelligent recharging grids, *Energy Policy*, 37, 7, 2481-2486
23. Collaborative product development and situated knowledge contexts: The case of non-durable food products, *European Journal of Innovation Management*, with Kristin B. Munksgaard (2009), 12, 2, 200-222
24. Together we share? Supplier rivalry in new product development, *Technovation*, 2009, 29, 10, 690-703, with Ina Drejer
25. SMEs global sourcing and relationship norms, with Poul Rind Christensen & Torben Damgaard, *Industrial Marketing Management* (2009) 38(7), 814-824.
26. Sense and sensibility: Two approaches for using existing theory in theory-building qualitative research, with Hanne Kragh, *Industrial Marketing Management* special issue on research methodology 2010, 39, 1, 49-55
27. Knowledge versus learning in internationalization: The case of offshoring, *Journal of Engineering and Technology Management* (2008), 25, 3, 184-199,
28. Taking action: New Forms of student and manager involvement in Business Education, *Marketing Intelligence and Planning* (2008), 26, 2, 145-165 with Morten Rask
29. Systemic Innovation in a Distributed Network: The case of Danish Wind Turbines, 1972-2007, *Strategic Organization* (2008), 6, 13-46 with Ina Drejer
30. Regional clusters in a global World, 2006, California Management Review, 49,1, 101-121
31. Listening to the global grapevine: Towards a study of SME export managers’ social networks for export information retrieval, *Journal of World Business*, 2006, 41, 81-96
32. Rivalry in business networks – towards a conceptualization, *Journal of Business Market Management*, 2, 2, 99-117 (2008),
33. The Schumpeterian turn in the strategy literature, with Jesper Strandskov, book review essay, *Academy of Management Review*, 33, 3, 790-794 (2008)
34. The internet and export intermediation: An activity unbundling approach (2005) International Marketing Review, 22, 2, pp. 147-164
35. Using web communities to support relationship Involvement: The case of Coloplast, *Industrial Marketing Management* (2005) 34, 1, Pages 39-51,
36. How do emotions affect trust building in buyer-supplier relationships? with Rajesh Kumar, *Industrial Marketing Management* (2006), 35, 522-535
37. Subcontractors as nodes in global supply networks – an interconnectedness perspective (2005), with Poul Rind Christensen, *Journal of Business research*, 58, 9, Pp. 1261-1273
38. Innovation, growth and social Cohesion, book review, *Journal of Evolutionary Economics* (2004), 14, 4, pp. 483-485
39. With Jane Marceau & Nicole Cook (2004): Dynamic innovation strategies and stable networks in the construction industry: Implanting Solar Energy Projects in the Sydney Olympic Village, Journal of Business Research, 57, 4, pp. 351-360
40. Introduction: Entrepreneurship and Industrial Dynamics in the Experimentally Organized Economy, Preface in special edition of Industry and Innovation, together with John Mathews (2003), 10, 4, pp. 433-435
41. Country-of-origin effects in global industrial sourcing: Towards an integrative framework, With Paul Chao, Management International Review (2003), 43, 4, 339-361
42. With Morten Rask: Global Supply Chain Management - New Organisational Realities for Procurement. Journal of Purchasing & Supply Management (2003), 9, 2, 83-95.
43. Routines in search of organisation, Industry and Innovation (2003), 10, 2, pp 159-178
44. A Foot in the Door: Relationship Marketing To Transaction-Oriented Customers*. Journal of Market-Focused Management (2002), 5, 2, 91-108.*
45. With Anne Ellerup Nielsen: *Making friends with your Money: A semiotic analysis of marketing communication the banking sector*, Hermes (2001), 27, pp. 31-55
46. Relationship Marketing and Communication: Towards an Integrative Model. *Journal of Business and Industrial Marketing* (2001), 16, 3 pp. 167-182
47. With N. P. Mols and P. N. D. Bukh: A Comparative Study of Sourcing Strategies. *Journal of Financial Services Marketing,* (2000), Issue 4/3
48. With Poul Rind Christensen: Interpartner Diversity in Global Subcontractor Relationships. European *Journal of Purchasing and Supply Management* (2000), 6, 2, pp. 105-116.
49. With Rajesh Kumar: Managing Meaning in International Strategic Alliances. International Business Review (2000), 9, 2, pp. 237-252.
50. With Poul Rind Christensen: The Pen & The Needle: Technological Collaboration in Global Subcontracting. Asia Case Research Journal (1999), 3, pp. 157-168.
51. International Technology Subcontracting - An Investigation of the Knowledge-Stickiness Problem. *Research Policy* (1999), 28/6, pp. 61-85.
52. With Henrik B. Sørensen: Reputational Information and Inter-organisational collaboration. *Corporate Reputation Review* (1999), 2, pp. 25-45
53. With Helén Andersson, Virpi Havila and Aino Halinen: Position and Role - Conceptualising Dynamics in Business Networks. *Scandinavian Journal of Management* (1998), 3, pp. 167-186
54. With Jesper Strandskov: International Market Selection - A Cognitive Mapping Approach. *Journal of Global Marketing* (1998), 11, 3, pp. 65-83.

**Books, chapters and other contributions**

1. Within-Organizational structures and Roots of the Buyer-Supplier relationship (2019), with Luitzen de Boer and Thomas Choi, chapter In Oxford Handbook of Supply Chain Management, edited by Thomas Choi et al, Oxford University Press
2. Managing ambidextrous supply network, Academy of Management divisional paper (competitive) (2018)
3. Before the Beginning? Matching supplier and manufacturer resources in innovation networks, IMP paper (competitive) (2018)
4. Sustainable Operations Management (With Luitzen de Boer), edited book, published by Palgrave MacMillan (2019)
5. The very thing that makes me rich, makes you?, with Ina Drejer and Christian Østergaard presented at ENEF workshop in Toulouse (2015)
6. Preparing for the Unexpected, edited book, published by Djoef Publishers 2015
7. En kortlægning af Underleverandører i Danmark (2015), with Ina Drejer and Christian R. Østergaard, research report published by Industriens Fond
8. Backing or Blocking? The role of organizational capabilities in processes of new market entry, with Leticia Antunes Nogueira and Ina Drejer, accepted for Druid Winter Academy (2015)
9. Branching and path-creation in the offshore wind energy industry, with Ina Drejer and Allan Næs Gjerding, presented at the ENEF workshop in Manchester (2014)
10. Andersen, P. H. (2014) Offshore Vindenergi – Et spirende forretningssystem (with Ina Drejer and Allan Næss Gjerding)
11. Andersen, P. H. (2012). Participation in Innovation Communities: Strategies and Contingencies. In A. Bøllingtoft, L. Donaldson, G. P. Huber, D. D. Håkonsson & C. C. Snow (Eds.), *Collaborative Communities of Firms* (Vol. 9, pp. 59-73): Springer New York.
12. Andersen, P. H. (2011). Relationship management in international strategic alliances and networks. In T. K. Das (Ed.), *Strategic Alliances in a Globalizing World* (pp. 185): IAP.
13. Vindenergibranchen under omstilling, with Ina Drejer (published report), 2012
14. Modulex – leading the change (2010) Case at the European Case clearing House
15. The Rockwoll Group: Fire extinguisher or wallflower? Case published in Hoffman, K. D., Bateson, J. E. G., Wood, E. H. & Kenyon, A. K.: Services Marketing, South-Western (2009)
16. Division of interfirm activities in the knowledge-based economy – The crucial role of knowledge processors , in Lytras, M. D. & De Pablos, P. O. (eds.) Knowledge Ecology in Global Business - Managing Intellectual Capital, Information Science (2009)
17. Sense and Sensibility, the use of theory in theory-building research, together with Hanne Kragh, forthcoming in Pierakki, Rebecca & Catherine Welch (eds.), Edwin Elgar press (2012)
18. Dansk vindmølleindustri – mellem virkelighed og mulighed (Danish Wind turbine manufacturers – between reality and possibility) report prepared for the Danish Wind Turbine Manufacturers Association, together with Ina Drejer