

Torben Pedersen

Professor in International Business

Bocconi University



Department of Management and Technology

Via Roentgen 1
20136 Milan, Italy

Professor Torben Pedersen

Dir. tlf. +39 02 58363614

E-mail: torben.pedersen@unibocconi.it

Personal:

Born: 3. January 1958 in Hillerød, Denmark

Education:

Ph.D. in International Business, Copenhagen Business School, 1994.

M.Sc. in Political Science, University of Roskilde, Institute of Economics and Planning, 1988.

Current and past positions:

- 2013- Professor in Global Strategy, Bocconi University, Italy
- 1999- Professor in International Business, Copenhagen Business School
- 2002-05 Head of Department at the Department of International Economics and Management
- 1997-99 Associate Professor (tenured), Copenhagen Business School
- 1993-97 Assistant Professor, Copenhagen Business School
- 1989-93 Ph.D.-Student, Copenhagen Business School
- 1988-89 Research Assistant, University of Copenhagen

Awards:

- JIBS Decade Award (2013)
- EIBA life-time achievements award (2011)
- Fellow of the Academy of International Business (2011)
- The FUHU dissemination prize (2006)
- AIB Best Paper Award (2003)
- The Statoil Prize for Excellent Research in Business Economics (1998)
- The Tietgen Prize (gold medal) for my Ph.D.-project (1992)

Visiting appointments:

Visiting Professor at Hong Kong University of Science and Technology (August-December, 2018), Padova University, Italy (April-June 2009), Park Global Business School, Chennai, India (December 2008), Vienna University (September 2008), University of Valencia, Spain (May, 2008 and 2010), Gothenburg University, Sweden (February-April, 2006), Bocconi University, Italy (September-December, 2005, 2006, 2007 and 2009), The University of Auckland, New Zealand (June 2002), The University of New South Wales and AGSM, Australia (Jan-June 2002)

Visiting Research Scholar at Stanford University, CA, USA (July-December 1998), Rutgers University, NJ, USA (January-June 1992)

Major research support received:

GONE-project (2009-2012), Selmer Thranes Fond (2007-2010), Diversity Management (2008-2009), Knowledge Management in Public Sector (2006-2008), The Power Mapping Project (2002), The Centre of Excellence Project (1997-2000), Social Science Research Council (1994), The Research Academy (1992)

Editorial activities:

Editorial roles:

Founding editor of *Global Strategy Journal*

Guest editor of *Journal of International Business Studies* (Special Issue, 2004 and Special Issue, 2005), *Management International Review* (Special Issue, 2003), *Journal of Management Studies* (Special Issue, 2010)

Review Board Member:

Journal of International Business Studies, 2000-2006

Journal of International Management, 2006 -2010

Strategic Management Journal, 2009-2011

International Business Review, 2007 –

Journal of Advances in Marketing Science, 2013 - 2019

Ad Hoc Reviewer for among others:

Management International Review, *International Business Review*, *Journal of Business Research*, *Academy of Management Journal*, *Journal of Economics of Business*, *Journal of International Management*, *Journal of Management and Governance*, *Journal of International Marketing*, *Journal of Management Studies*, *Research Policy and Organizational Science*.

Track Chair:

Academy of International Business, 2007, 2008, 2010

European International Business Academy, 2005, 2007, 2008, 2009, 2011

Miscellaneous University activities:

Head of Department at the Department of International Economics and Management (2002 - 2005)

Member of the Research Committee at the Faculty of Economics, Copenhagen Business School (2001-2005)

Danish representative in the board of *European International Business Academy* (1999 - 2009)

Chair of the *Western European Chapter of Academy of International Business* (2006 - 2010)

Vice-chairman of *European International Business Academy* (2007 - 2010)

Vice-President for *Academy of International Business* (2008-2010)

Program Chair for the AIB-conference 2009 in San Diego

Board member of the Global Strategy Interests Group at *Strategic Management Society* (2009 -)

Organizer of the 29th EIBA-conference in Copenhagen, 11-13 December, 2003.

Co-organizer of the Nordic IB-workshop in Reykjavik, 26-28 May, 2005

Co-organizer of the JIBS-Frontier Issues-conference in Rotterdam, 28-30 September, 2005.

Senior faculty of Doctoral Tutorials: AIB (2003, 2005), EIBA (2004, 2005)

Senior faculty of Junior Faculty: AIB (2004), AoM BPS-division (2004)

Member of the AoM International Division Research Committee (2007-2010)

Fellow of Academy of International Business (2011 –

Fellow of Strategic Management Society (2014-

Fellow of European International Business Academy (2016-

Miscellaneous Business activities:

Academic Judge for the IAOP GEO Awards (2010, 2011)

Co-chair IAOP Nordic Chapter (2010 -2013)

Work Package leader of Manufacturing Academy of Denmark (2014 -)

Torben Pedersen
Professor in International Business

Publications

(Total Google Scholar Cites: 19.568 - as of 11/6-2021)

REFEREED ARTICLES IN ENGLISH:

- 2021

1. Keep or drop? The origin and evolution of knowledge relationships in organizations (with Giuseppe Soda and Diego Stea). *British Journal of Management* (forthcoming).

- 2020

2. Searching locally and globally: Applying Daniel Levinthal's scholarship to international business (with Marcus Møller Larsen & Angels Dasi). *Journal of International Business Studies*, Vol 51 (forthcoming)
3. Teams and Project Performance: An Ability, Motivation and Opportunity Approach (with Livia Lopez Barakat and Angels Dasi). *Project Management Journal* (forthcoming)
4. An Integrative Typology of Global Strategy and Global Value Chains: The Management and Organization of Cross-Border Activities (with Pavida Pananond and Gary Gereffi). *Global Strategy Journal*, Vol 10 (3): 421-43

- 2019

5. Microfoundations in international management research: The case of knowledge sharing in multinational corporations (with Nicolai J. Foss). *Journal of International Business Studies*, Vol 50: November.
6. Classifying the relationship between institutions and global strategy (with Alvaro Cuervo-Cazurra and Ram Mudambi). *Global Strategy Journal*, Vol. 9(2): 151-175
7. Globally networked: Interorganizational boundary spanning in the global organization (with Giuseppe Soda & Diego Stea). *Journal of World Business*, Vol. 54(3): 169-180
8. The Ambivalent Effect of Complexity on Firm Performance: A Study of the Service Provider Industry (with Marcus Møller Larsen & Stephan Manning). *Long Range Planning*, Vol. 52(2): 221-235
9. Network Structure, Collaborative Context, and Individual Creativity (with Giuseppe Soda & Diego Stea). *Journal of Management*, Vol 45(4): 1739–1765

- 2018

10. The Dual Influences of Proximity on Knowledge Sharing (with Peter Holdt Christensen). *Journal of Knowledge Management*, Vol 22(8): 1782-1802
11. The boundaries of the firm in global strategy. (with Alvaro Cuervo-Cazurra and Ram Mudambi). *Global Strategy Journal*, Vol 8 (2): 211-219

- 2017

12. Research Methodology in Global Strategy Research (with Alvaro Cuervo-Cazurra, Ram Mudambi and Lucia Piscetello). *Global Strategy Journal*, Vol 7(3): 233-240.

13. The effect of organizational separation on individuals' knowledge sharing in MNCs (with Àngels Dasi, Paul N. Gooderham, Frank Elter & Jarle Hildrum). *Journal of World Business*, 2017, Vol. 52(3): 431-446.
14. Global value chain configuration: A review and research agenda (with Virginia Hernández). *Business Research Quarterly*, Vol. 20 (2): 137-50.
15. The Relational Antecedents of Interpersonal Helping: 'Quantity,' 'Quality,' or Both? (with Diego Stea and Nicolai Foss). *British Journal of Management*, Vol. 28(2): 197-212.

- 2016:

16. Not all brokers are alike: Creative implications of brokering networks in different work functions (with Diego Stea). *Human Relations*, vol. 70(6): 668-693
17. Organizational Adaptation in Offshoring: The Relative Performance of Home- and Host-based Learning Strategies (with Christian Geisler Asmussen and Marcus Møller Larsen). *Organization Science*, Vol 27(4): 911-928
18. Technology, Innovation and Knowledge: The Importance of Ideas and International Connectivity (with Ulf Andersson; Angels Dasi and Ram Mudambi). *Journal of World Business*, Vol. 51(1): 153-162.

- 2015:

19. What is International Strategy Research and what is not? (with Stephen Tallman). *Global Strategy Journal*, Vol 5: 273-277.
20. Why complementary HRM practices impact performance: The case of rewards, job design, and work climate in a knowledge-sharing context (with Nicolai J. Foss, Mia Reinholt and Diego Stea). *Human Resource Management*, Vol 54(6): 955-976.
21. The Effect of Institutional Evolution on Indian Firms' Internationalization : Disentangling Inward- and Outward-Oriented Effects (with Tamara Stucchi and Vikas Kumar). *Long Range Planning*, Vol. 48 (5): 346-359

- 2014:

22. How Subsidiaries Gain and Exercise Power in Multinational Corporations (with Ulf Andersson and Ram Mudambi). *Journal of World Business*, Vol 49 (1): 101-113
23. Local environments contribution to competence creation in multinational enterprises (with Ulf Andersson and Henrik Dellestrand). *Long Range Planning*, Vol 47 (1-2): 87-99.
24. Fine Slicing of the Value Chain and Offshoring Essential Activities: Empirical Evidence from European Multinationals (with Esmeralda Linares and Jose-Pla Barber). *Journal of Business Economics and Management*, Vol 15 (1)): 111-34.
25. The effects of MNC parent effort and social structure on subsidiary absorptive capacity (with Stephanie C. Schleimer). *Journal of International Business Studies*, Vol 45 (3): 303-320.
26. A retrospective on: MNC knowledge transfer, subsidiary absorptive capacity, and HRM (with Ingmar Björkman, Carl F. Fey, Dana Minbaeva and Hyeon Jeong Park). *Journal of International Business Studies* (2014) 45 (1): 38-51

- 2013:

27. The organizational design of offshoring: Taking stock and moving forward (with Peter Ørberg Jensen and Marcus M. Larsen). *Journal of International Management*, Vol 19: 315-323.
28. Knowledge Transfer and Accommodation Effects in Multinational Corporations: Evidence from European Subsidiaries (with Christian Geisler Asmussen & Nicolai J. Foss). *Journal of Management*, Vol 39: 1397-

1429 2009 – *lead article*.

29. The Driving Forces of Subsidiary Absorptive Capacity (with Stephanie C. Schleimer). *Journal of Management Studies*, Vol 50(4): 646-672
30. Uncovering the hidden costs of offshoring: The interplay of complexity, organizational design and experience (with Marcus Møller Larsen and Stephan Manning). *Strategic Management Journal*, Vol. 34: 533-552 – *received the Emerald Citations of Excellence for 2016*.
31. Combining Stocks and Flows of Knowledge: The Effects of Intra-Functional and Cross-Functional Complementarity (with Tina C. Ambos and Phillip C. Nell). *Global Strategy Journal*, Vol 3 (4): 283-299.

- 2012:

32. Knowledge-Sharing hostility and governance mechanism: An empirical test (with Snejjina Michaelova, Dana Minbaeva and Kenneth Husted). *Journal of Knowledge Management*, Vol. 16(5): 754-773, 2012.
33. Offshoring Strategy and International Competitiveness: Exploring the Antecedents of Offshoring Advanced Tasks (with Peter Ørberg Jensen). *Journal of the Academy of Marketing Science*, Vol 40 (2): 313-328, 2012.

- 2011:

34. Why a Central Network Position isn't Enough: The Role of Motivation and Ability for Knowledge Sharing in Employee Networks (with Mia Reinholt and Nicolai J. Foss). *Academy of Management Journal*, Vol 54 (6), 2011.
35. Internationalization Revisited: The Big Step Hypothesis (with J. Myles Shaver). *Global Strategy Journal*, Vol. 1(3-4): 263-275, 2011.
36. Linking Customer Interaction and Innovation: The Mediating Role of New Organizational Practices (with Nicolai J. Foss and Keld Laursen). *Organization Science*, vol 22 (4): 980-999, 2011.
37. The Globalization of High-Value Activities: Why do Firms Offshore Advanced Tasks? (with Peter Ørberg Jensen). *Journal of Management Studies*, Vol 48 (2): 352-372, 2011.
38. Governance Mechanism for the Promotion of Social Capital for Knowledge Transfer in Multinational Corporations (with Dana Minbaeva and Paul Goodeham). *Journal of Management Studies*, Vol 48 (1): 123-150, 2011.

- 2010:

39. Reconceptualizing the Firm in a World of Outsourcing and Offshoring: The Organizational and Geographical Relocation of High-Value Company Functions (with Farok Contractor, Vikas Kumar and Sumit Kundu). *Journal of Management Studies*, Vol 47 (8): 1417-1433, 2010
40. Organizational design mechanisms for the R&D function in a world of offshoring (with Ulf Andersson). *Scandinavian Journal of Management*, Vol 26 (4): 431-438, 2010.
41. Governing Individual Knowledge Sharing Behaviour (with Dana Minbaeva). *International Journal of Strategic Change Management*, Vol 2 (2/3): 200 – 222, 2010.

- 2009:

42. The Global Value Chain Hypothesis (with Sjoerd Beugelsdijk and Bent Petersen). *Journal of International Management*, Vol 15(2): 126-141, 2009.
43. Encouraging knowledge sharing among employees: How job design matters (with Nicolai J. Foss, Dana B. Minbaeva and Mia Reinholt). *Human Resource Management*, vol. 48(6): 871-893, 2009
44. Does Knowledge Sharing Pay? An MNC Subsidiary Perspective on Knowledge Outflows (with Volker Mahnke and Markus Venzin). *Advances in International Management*, vol 22: 123-150, 2009.

45. The Performance of Group-affiliated Firms during Institutional Transition: A Longitudinal Study of Indian Firms (with Alessandro Zattoni and Vikas Kumar). *Corporate Governance: An International review*, vol 17(4): 510-523, 2009.
 - a. Received the Corporate Governance: An International Review's 2009 Best Paper "Runner-up" Award.
 46. MNC Strategies and Linkages Effects in Developing Countries (with Michael W. Hansen and Bent Petersen). *Journal of World Business* (no. 2, 2009).
 47. Host-country environment and subsidiary competence: Extending the diamond network model (with Christian Geisler Asmussen and Charles Dhanaraj). *Journal of International Business Studies*, vol 40 (1): 42-58, 2009 – lead article.
 - a. Reprinted in K. Button and H. Vega (eds.), *Globalization and Transport*. Edward Elgar, Cheltenham, UK (2013).
- 2006-2008:
48. Closing Knowledge Gaps in Foreign Markets (with Marjorie Lyles and Bent Petersen). *Journal of International Business Studies*, vol 39 (7): 1097-1114, 2008 – lead article.
 49. The role of path dependency and managerial intentionality: a perspective on international business research (with Thomas Hutzschenreuter and Henk W. Volberda). *Journal of International Business Studies*, vol 38 (7): 1055-1069, 2007.
 50. How Do We Capture "Global Specialization" When Measuring Firms' Degree of Globalization? (with Christian Geisler Asmussen and Bent Petersen). *Management International Review*, vol 47 (6), pp 1-23, 2007.
 51. Learning by offshoring – from corporate cost reduction to knowledge seeking when outsourcing to low-cost countries (with Peter Maskell and Bent Petersen). *Industry and Innovation*, vol 14 (3), pp. 239-257, 2007.
 52. The termination dilemma of foreign intermediaries: performance, anti-shirking measures and hold-up safeguards (with Gabriel Benito and Bent Petersen). *Advances in International Marketing*, vol 16, pp. 317-339, 2006.
 53. Blockholder ownership: Effects on firm value in market and control based governance systems (with Steen Thomsen and Hans Kurt Kvist). *Journal of Corporate Finance*, vol 12, pp. 246-269, 2006
- 2003-2005:
54. Export Channel Dynamics: An Empirical Investigation (with Gabriel Benito and Bent Petersen). *Managerial and Decision Economics*, vol 26 (3), pp. 159-173, 2005.
 55. The Impact of Knowledge Management on MNC Subsidiary Performance: The Role of Absorptive Capacity (with Volker Mahnke and Markus Venzin). *Management International Review*, Special Issue (2), pp. 101-119, 2005.
 56. Organizing knowledge processes in the multinational corporation: an introduction (with Nicolai J. Foss). *Journal of International Business Studies*, 35(5): pp. 340-350, 2004.
 57. Learning about Foreign Markets – Are Entrant Firms Exposed to a 'Shock Effect'? (with Bent Petersen). *Journal of International Marketing*, 12 (1), pp. 103-123, 2004.
 58. MNC Knowledge Transfer, Subsidiary Absorptive Capacity and HRM (with Ingmar Björkman, Carl F. Fey, Dana Minbaeva and Hyeon Jeong Park). *Journal of International Business*, vol 34 (6), pp. 586-599, 2003.
 59. Introduction - Governing Knowledge-Processes (with Volker Mahnke). *Management International Review*, Special Issue (3), pp. 3-6, 2003.
 60. Knowledge Transfer Performance of Multinational Companies (with Bent Petersen and Deo Sharma).

Management International Review, Special Issue (3), pp. 69-90, 2003.

61. Ownership structure and value of the largest European firms: the importance of owner identity (with Steen Thomsen). *Journal of Management and Governance*, vol. 7, pp. 27-55, 2003.
62. Multinational Enterprises from Small Economies (with Gabriel Benito, Jorma Larimo and Rajneesh Narula). *International Studies of Management and Organization*, vol. 32 (1), pp. 57-78, 2002/03.
 - a. Reprinted in Daniel Van Den Bulcke, Alain Verbeke & Wenlong Yuan (eds.), *Handbook on Small Nations in the Global Economy*. Edward Elgar (2010).

- 2000-2003:

63. Coping with Liability of foreignness: different learning engagements of entrant firms (with Bent Petersen). *Journal of International Management*, vol 8, pp. 339-351, 2002.
64. Change of foreign operation method: impetus and switching costs (with Gabriel Benito and Bent Petersen). *International Business Review*, vol 11, pp. 325-45, 2002.
65. Transferring knowledge in MNCs: The role of sources of subsidiary knowledge and organizational context (with Nicolai J. Foss). *Journal of International Management*, vol 8, pp 1-19, 2002.
 - a. Reprinted in Nicolai J. Foss, *Knowledge, Economic Organization and Property Rights – Selected Papers*. Edward Elgar (2009).
66. Subsidiary Performance in MNCs: The Importance of Technology Embeddedness (with Ulf Andersson and Mats Forsgren). *International Business Review*, vol 10, pp. 3-23, 2001.
67. Foreign Bank Penetration of Newly Opened Markets in the Nordic Countries (with Lars Engwall, Rolf Marquardt and Adrian Tschoegl). *Journal of International Financial Markets*, vol 11, pp 53-63, 2001.
68. The Internationalization Process of Danish Firms - gradual learning or discrete rational choices? *Journal of Transnational Management Development*, vol 5, no. 2, pp. 75-89, 2000.
69. Ownership Structure and Economic Performance in the Largest European companies (with Steen Thomsen). *Strategic Management Journal*, vol 21, pp. 689-705, 2000.
70. Replacing the foreign intermediary: motivators and deterrents (with Gabriel Benito and Bent Petersen). *International Studies of Management and Organization*, vol 30, no. 1, pp. 45-62, 2000.

- Before 2000:

71. Business Systems and Corporate Governance (with Steen Thomsen). *International Studies of Management and Organization*, vol 29 (summer), no. 2, 1999.
72. Fast and Slow Ressource Commitment to Foreign Markets - What Causes the Difference? (with Bent Petersen). *Journal of International Management*, vol 5, no. 2, 1999.
73. Economic and Systemic Explanations of Ownership Concentration among Europe's Largest Companies (with Steen Thomsen). *International Journal of the Economics of Business*, vol 6, no. 3, 1999
 - a. Reprinted in *Corporate Governance – Critical perspectives on business and management*, vol 3, edited by Thomas Clarke (2005).
74. Foreign Operation Methods and Switching costs: Conceptual Issues and Possible Effects (with Gabriel Benito and Bent Petersen). *Scandinavian Journal of Management*, vol 15, pp. 213-229, 1999.
75. Accounting for the Strenghts of MNC Subsidiaries: the Case of Foreign-Owned Firms in Denmark (with Mats Forsgren and Nicolai J. Foss). *International Business Review*, vol 8, pp. 181-96, 1999.
76. Industry and Ownership Structure (with Steen Thomsen). *International Review of Law and Economics*, vol 18, pp. 385-402, 1998.
77. Explaining Gradually Increasing Resource Commitment to a Foreign Market (with Bent Petersen).

International Business Review, vol 7, pp. 483-501, 1998.

78. European Patterns of Corporate Ownership: A Twelve Country Study (with Steen Thomsen). *Journal of International Business Studies*, no. 4, 1997.
79. Nationality and Ownership: The 100 Largest Companies in six European Nations (with Steen Thomsen). *Management International Review*, 2/1996, pp. 149-66.

REFEREED ARTICLES IN DANISH:

1. Ny organisation = øget værdi (med Nicolai J. Foss). *Ledelseidag.dk*, 5, maj 2012.
2. Produktion i Danmark eller udflytning af produktion (med Jan Arlbjørn, Brian Vejrum Wæhrens and John Johansen). *Ledelse og Erhvervsøkonomi*, 2/2011, pp. 7-23
3. Nye arbejdsorganisationsformer i de danske virksomheder – hvordan virker de? (med Nicolai J. Foss). *Ledelse og Erhvervsøkonomi*, vol 69 (1), pp. 5-12, 2005.
4. Virksomhedens Viden og Virksomhedens Grænser: Illustreret ved en Case (med Nicolai J. Foss). *Ledelse og Erhvervsøkonomi*, 1/1996, pp. 53-64.
5. Effekten af udenlandske opkøb på udviklingen af danske virksomheder (med Finn Valentin). *Økonomi og Politik*, 2/1995, pp. 43-53.
6. Danske virksomheders internationaliseringsproces - en test af Internationaliseringsmodellen. *Ledelse og Erhvervsøkonomi*, 1/1995, pp. 13-26.

BOOKS:

1. Data-driven Innovation: Why the Data-driven Innovation will be Key to Future Success (with Michael Moesgaard Andersen). Taylor & Francis, 2021.
2. Advances in International Management, Vol. 28: Emerging Economies and Multinational Enterprises (with Elitsa R. Banalieva, Timothy Devinney and Laszlo Tihanyi). Emerald, 2015.
3. Advances in International Management, Vol. 27: Global reconfiguration (with Markus Venzin, Timothy Devinney and Laszlo Tihanyi). Emerald, 2014.
4. The Offshoring Challenge: Strategic Design and Innovation for Tomorrow's Organization (with Lydia Bals, Peter Ø. Jensen and Marcus M. Larsen). Springer Verlag, 2013
5. Advances in International Management, Vol. 25: Institutional Theory in International Business and Management (with Timothy Devinney and Laszlo Tihanyi). Emerald, 2012.
6. Innovating Organization & Management: New Sources of Competitive Advantage (with Nicolai J. Foss, Jacob Pyndt & Majken Schultz). Cambridge University Press, 2012.
7. Advances in International Management, Vol. 24: Dynamics of Globalization: Location-Specific Advantages or Liabilities of Foreignness? (with Christian Geisler Asmussen, Timothy Devinney and Laszlo Tihanyi). Emerald, 2011.
8. *Large firm dynamics on the Nordic-Baltic scene* (with Pontus Braunerhjelm, Torbjörn Halldin, Per Heum, Tarmo Kalvet, Mika Pajarinen and Pekka Ylä-Anttila), SNF, Bergen, 2010.
9. *Global Outsourcing and Offshoring: The Spatial and Organizational Reconfiguration of Knowledge and Innovation* (with Farok Contractor, Vikas Kumar and Sumit Kundu), Cambridge University Press, 2010.
10. Advances in International Management, Vol. 23: The Past, Present & Future of International Business & Management (with Timothy Devinney and Laszlo Tihanyi). Emerald, 2010.

11. *Strategies in emerging markets: A case book on Danish multinational corporations in China and India* (with Michael W. Hansen, Marcus M. Larsen, Bent Petersen and Peter Wad). Copenhagen Business School Press, 2009.
12. *Globalisering starter i Danmark – Virksomhedens udfordringer* (with Ole Kirkelund, Jette Steen Knudsen, Rikke Kolbech Andersen and Jacob Pyndt). Handelshøjskolens Forlag. 128. sider. 2006.
13. *Danish Investments in Developing Countries – A Global Value Chain Perspective* (with Michael W. Hansen and Bent Petersen). Copenhagen Business School Press. 80 pages. 2006.
14. *Managing Global Offshoring Strategies – A Case Approach* (with Jacob Pyndt). Copenhagen Business School Press. 210 pages. 2006.
15. *Dansk erhvervslivs placering i globaliseringen*, Århus: Magtudredningen. 95 pages. 2004.
16. *Knowledge flows, governance and the multinational enterprise* (with Volker Mahnke (eds.)). Basinstoke: Palgrave. 294 pages. 2003.
17. *Danske virksomheders etableringer i udlandet – Etableringsundersøgelsen 2003* (with Søren Bjerregaard, Camilla Jensen, Bent Petersen and Mette Rose Skaksen). Kbh.: Dansk Industri. 64 pages. 2003.
18. *E-business i Industrien - En Undersøgelse af Virksomhedernes Internationale Afsætningsprofil* (with Anders Holbech Jespersen and Bent Petersen). Kbh: Dansk Industri. 40 pages. 2002.
19. *Ejerskab og indflydelse i dansk erhvervsliv* (with Steen Thomsen and Jesper Strandskov). Kbh.: Magtudredningen. 129 pages. 2002.
20. *Managing Centres of Excellence* (with Ulf Holm (eds.)). Basingstoke: MacMillan. 271 pages. 2000.
21. *Danske Virksomheders Etableringer i Udlandet* (with Stine Fangel, Thierry Levert Hoppe and Anders Holbech Jespersen). Kbh: Dansk Industri. 59 pages. 1998.
22. *Strategiske virksomhedsrelationer. Bilag 5 for Velfærdskommissionen* (with Poul Andersen, Bent Dalum, Finn Valentin and Gert Villumsen). Kbh. 282 pages. 1995.
23. *Ejerforhold og konkurrenceevne i dansk erhvervsliv* (with Jesper Strandskov and Steen Thomsen). Kbh: Erhvervsfremme Styrelsen. 117 pages. 1994.
24. *Danske virksomheders direkte investeringer i udlandet og udenlandske virksomheders direkte investeringer i Danmark*. Ph.D.-afhandling. 303 pages. 1994. Guldmedalje for besvarelsen af Tietgenprisopgave.
25. *Udenlandsk ejet industri i Danmark - Virksomhedsprofiler og udviklingsmønstre* (with Finn Valentin). Kbh: Industri- og Handelsstyrelsen. 47 pages. 1993.
26. *Danske virksomheders etableringer i udlandet – Hovedresultater fra en empirisk undersøgelse* (with Poul Schultz and Harald Vestergaard). Kbh: Handelshøjskolens Forlag. 77 pages. 1993.

CHAPTERS IN BOOKS:

1. VUCA and the future of the global mobile telco industry with Angels Dasi, Frank Elter and Paul Gooderham). In Tulder, Verbeke and Jankowska (2019). Progress in International Business research, Emerald
2. New Business Models In-The-Making in Extant MNCs: Digital Transformation in a Telco (with Angels Dasi, Frank Elter and Paul Gooderham). In Pedersen, Camuffo, Devinney and Tihanyi (2017), Emerald
 - Winner of the 2018 Emerald Literati Award.

3. A Business Model Innovation by an Incumbent Late Mover : Containerization in Maersk Line (with Henrik Sornn-Friese). In Foss and Saebi, Business Model Innovation: The organizational Dimension. Oxford : Oxford University Press 2015, s. 217-240
4. Institutions and International Business Research: Three Institutional Approaches and Recommendations for Future Research (with Jasper J. Hotho). In Van Tulder, Verbeke and Voinea, New Policy Challenges for European Multinationals. Emerald, 2013.
5. Offshoring White-Collar Work: An Exploration Investigation of the Process and Mechanism in Two Danish Manufacturing Firms (with Dmitrij Slepnirov, Marcus M. Larsen, Brian V. Wæhrens and John Johansen). In The Pedersen, Bals, Jensen and Larsen, Offshoring Challenge: Strategic Design and Innovation for Tomorrow's Organization. Springer Verlag, 2013
6. Toward a Flexible Breathing Organization: R&D Outsourcing at Bayer (with Lydia Bals, Contanze Kneis, Christine Lemke). In The Pedersen, Bals, Jensen and Larsen, Offshoring Challenge: Strategic Design and Innovation for Tomorrow's Organization. Springer Verlag, 2013
7. Do Expectations Match Reality When Firms Consider the Risks of Offshoring? A Comparison of Risk Assessment by Firms With and Without Offshoring Experience (with Peter Ø. Jensen and Bent Petersen). In The Pedersen, Bals, Jensen and Larsen, Offshoring Challenge: Strategic Design and Innovation for Tomorrow's Organization. Springer Verlag, 2013
8. Beyond the 'rules of the game': Three institutional approaches and how they matter for international business (with Jasper J. Hotho). In Demirbag, M. and Wood (eds.), Handbook of Institutional Approaches to International Business. Edward Elgar: Cheltenham, 2012.
9. The importance of internal and external knowledge sourcing and firm performance: A latent class estimation (with Christine Soo and Timothy Devinney). In Asmussen, Pedersen, Devinney and Tihanyi (2011), Dynamics of Globalization: Location-Specific Advantages or Liability of Foreignness? Emerald.
10. Introduction: Dynamics of Globalization: Location-Specific Advantages or Liability of Foreignness? (with Christian Geisler Asmussen, Timothy Devinney and Laszlo Tihanyi). In Asmussen, Pedersen, Devinney and Tihanyi (2011), Dynamics of Globalization: Location-Specific Advantages or Liability of Foreignness? Emerald.
11. The Globalization of High-Value Activities: Why do Firms Offshore Advanced Tasks? (with Peter Ø. Jensen). J. Pla-Barber and J. Alegre (eds.): Reshaping the Boundaries of the Firm in an Era of Global Interdependence. *Emerald*, Bingley, UK, 2010.
12. Internal versus external knowledge sourcing of subsidiaries and the impact of headquarters control (with Jens Gammelgaard). U. Andersson and U. Holm (eds.): Managing the Contemporary Multinational – The Role of headquarters. *Edward Elgar*, Cheltenham, UK, 2010.
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