

## Publications in refereed academic journals

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### 2023

[41] "Creating Marketing Innovation Abroad: the value of marketing professionals in foreign MNC subsidiaries", *Industrial Marketing Management* 112 (with Christoph Grimpe and Wolfgang Sofka).

### 2022

[40] "Competing for digital human capital: The retention effect of digital expertise in MNC subsidiaries", *Journal of International Business Studies* (with Christoph Grimpe and Wolfgang Sofka).

### 2021

[39] "Spin doctors vs the spawn of capitalism: Who founds university and corporate startups?", *Research Policy* 50(19), (with Alexander Coad and Johan Kuhn).

[38] "Understanding the unwritten rules of the game: Government work experience and salary premiums in foreign MNC subsidiaries", *Journal of International Business Studies* 53, 1110–1132 (with Christoph Grimpe and Wolfgang Sofka).

### 2020

[37] "The value of publicly available, textual and non-textual information for startup performance prediction", *Journal of Business Venturing Insights* 14 (with Johan Kuhn).

### 2019

[36] "Signaling valuable human capital: Advocacy group work experience and its effect on employee pay in innovative firms", *Strategic Management Journal* 40(4), 685-710 (with Christoph Grimpe and Wolfgang Sofka).

### 2018

[35] "Experience matters: the role of academic scientist mobility for industrial innovation", *Strategic Management Journal* 39(7), 1935-1958 (with Keld Laursen, Hans Christian Kongsted and Ann-Kathrine Ejsing).

### 2016

[34] "Worker-level and Firm-level Effects of a Wage Subsidy Program for Highly Educated Labor: Evidence from Denmark", *Research Policy* 45(9), 1939-1943 (with Johan Kuhn).

### 2015

[33] "Skill Heterogeneity in Startups and its Development Over Time", *Small Business Economics* 45(4), 787-804 (with B. Müller).

[32] "Does the Mobility of R&D Labor Increase Innovation?," *Journal of Economic Behavior & Organization* 110, 91–105 (with Hans-Christian Kongsted and Thomas Rønde).

### 2014

[31] "Regulation of Pharmaceutical Prices: Evidence from a Reference Price Reform in Denmark", *Journal of Health Economics* 36, 174-187 (with Susan Méndez, Thomas Rønde and Hannes Ullrich).

[30] "Targeted Advertising in Magazine Markets and the Advent of the Internet", *Management Science* 60(7), 1829-1843 (with Ambarish Chandra).

### 2012

[29] "Do Magazines' "Companion Websites" Cannibalize the Demand for the Print Version?," *Journal of Media Economics* 25, 184-197 (lead article, with Hans-Christian Kongsted).

[28] "Long-Run Effects of Public-Private Research Joint Ventures: The Case of the Danish Innovation Consortia Support Scheme", *Research Policy* 41(5), 913–927 (with Johan Kuhn).

**2011**

- [27] "Is Self-Employment Always a Bad Experience?", *Journal of Business Venturing* 26(5), 572-588 (with Nikolaj Malchow-Møller).

**2010**

- [29] "Balancing Internal and External Knowledge Acquisition: The Gains and Pains from R&D Outsourcing", *Journal of Management Studies* 47(8), 1483-1509 (with Christoph Grimpe).

**2009**

- [26] "Patents and profit Rates", *Economics Letters* 104, 79-80.  
[25] "Do media consumers really dislike advertising? An empirical assessment of the role of advertising in print media markets", *International Journal of Industrial Organization* 27(2), 292-301 (with Minjae Song).

**2008**

- [24] "Understanding Cross-Country Differences in Exporter Premia: Comparable Evidence for 14 Countries", *Review of World Economics* 144, 596-635 (with R. Álvarez, M. Andersson, F. Bellone, L. Brandt, D. Castellani, J.P. Damijan, J.C. Fariñas, A.M. Fernandes, H. Fryges, H. Görg, D. Greenaway, S. Haller, A. Isgut, L. Jabbour, P. Jaramillo, S. Johansson, R. Jørgensen, R. Kneller, C. Kostevc, R.A. López, J.A. Máñez, A. Martin, P. Musso, M. Muuls, L. Nesta, L. Pertl, M. Pisu, S. Polanec, M.E. Rochina, F. Ruane, J.A. Sanchis, S. Schiavo, F. Serti, C. Tomasi, J. Van Biesebroeck, J. Wagner, A. Zanfei, Y. Zhang).  
[23] "Neue Möglichkeiten zur Nutzung vertraulicher amtlicher Personen- und Firmendaten," *Perspektiven der Wirtschaftspolitik* 9(3), 329-349 (with Joachim Wagner).  
[22] "True versus spurious state dependence in firm performance: The case of West German exports", *Empirical Economics* 35, 207-228 (lead article, with Hans-Christian Kongsted).

**2006**

- [21] "Horizontale Fusionen auf zweiseitigen Märkten am Beispiel von Printmedien", *Perspektiven der Wirtschaftspolitik* 7(3), 335-354 (with Ralf Dewenter).  
[20] "Private R&D and Public R&D subsidies: Microeconomic Evidence from Denmark", *Nationaløkonomisk Tidsskrift/Danish Journal of Economics* 144(1), 1-17.  
[19] "B2B or Not to Be: Does B2B E-Commerce Increase Labour Productivity?", *International Journal of the Economics of Business*, 13(3), 387-405 (with Irene Bertschek and Helmut Fryges).  
[18] "Price structure in two-sided markets: Evidence from the magazine industry", *International Journal of Industrial Organization* 24(1), 1-28 (lead article, with Julian Wright).  
[17] "Magazines and their Companion Websites: Competing Outlet Channels?", *Review of Marketing Science* 4(3); <http://www.bepress.com/romsjournal/vol4/iss1/art3>.

**2005**

- [16] "A Danish view on software-related patents", *Nationaløkonomisk Tidsskrift/Danish Journal of Economics* 142(3), 301-313 (with T. Rønde).  
[15] "A Microeconomic Note on Product Innovation and Product Innovation Advertising", *Economics of Innovation and New Technology* 14(7), 573-582.  
[14] "Strategic Complementarities Between Different Types of ICT-expenditures", *Problems and Perspectives in Management* 3 (1), 72-81.

**2004**

- [13] "The Performance of German Firms in the Business-Related Service Sectors", *Journal of Business & Economic Statistics* 22 (3), 274-295 (with Phu Nguyen Van and François Laisney).  
[12] "Productivity Effects of Organizational Change: Microeconomic Evidence",
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*Management Science* 50(3), 394-404 (with Irene Bertschek).

### 2003

- [11] "Simple Econometric Methods for the Measurement of Credit Risk: Logit- and Probit Models" (in German, original title: "Einfache ökonomische Verfahren für die Kreditrisikomessung: Logit- und Probit-Modelle"), *Zeitschrift für Betriebswirtschaftliche Forschung* 55, 773-822 (with Andrea Szczesny).
- [10] "The Impact of Skill Structure, Training and Firm Size on Firms' IT-Outsourcing Activities" (in German, original title: "Die Wirkung von Qualifikationsstruktur, Weiterbildung und Unternehmensgröße auf das Outsourcing von IT-Dienstleistungen"), *Zeitschrift für Betriebswirtschaft* 4/2003, 137-163 (with Joachim Henkel).

### 2002

- [9] "An Empirical Test of Models Explaining Research Expenditures and Research Cooperation", *International Journal of Industrial Organization* 20(6), 747-774 (lead article).
- [8] "R&D with Spillovers and Endogenous Absorptive Capacity", *Journal of Institutional and Theoretical Economics*, 158(2), 286-303.
- [7] "Measuring Knowledge Spillovers in Manufacturing and Services: An Empirical Assessment of Alternative Approaches", *Research Policy* 31(1), 129-149.

### 2001

- [6] "Wage Agreements and Work Time Flexibility: Empirical Evidence for German Business-related Services", *LABOUR: Review of Labour Economics and Industrial Relations* 15(2), 317-341 (with Friedhelm Pfeiffer).
- [5] "The Impact of Foreign Competition and New Technologies on the Demand for Heterogeneous Labor: Empirical Evidence from the German Business-Related Services Sector", *Review of Industrial Organization* 19 (1), 109-120.

### 2000

- [4] "A Note on the Calculation of Firm-Specific and Skill-Specific Labor Cost from Firm-Level Data", *Jahrbücher für Nationalökonomie und Statistik/Journal of Economics and Statistics* 220/5, 541-551.
- [3] "New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services", *Economics of Innovation and New Technology* 9(5), 465-484.
- [2] "On the Lead/Lag Relationship between Manufacturing and Services in the Business Cycle", *ifo-studies (now CESifo studies)* 2/2000, 161-176 (with Katrin Voß).

### 1999

- [1] "The Impact of Economic Policy Events on Firms' Expectations Regarding the EU's Starting Date" (in German, original title "Die Wirkung wirtschaftspolitischer Ereignisse auf Erwartungen über den Starttermin der Europäischen Währungsunion"), *ifo-studies (now CESifo studies)* 2/1998, 103-120.

### Revised & resubmitted

"The Interplay Between Product Variety and Customer Satisfaction: Theory and Evidence", 2<sup>nd</sup> R&R resubmitted to *Management Science* (with Markus Reisinger and Reinhold Kesler).

### Under revision

"Gender Wage Discrimination and the Attractiveness of Foreign MNC Subsidiaries as Employers for Women", 2<sup>nd</sup>, *Journal of International Business Studies*.

## Publications in academic journals – editor-refereed

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### 2021

"MNC Digitalization - Why IT Professionals Leave MNC Subsidiaries Without Learning Opportunities", *Academy of Management Proceedings* (with Christoph Grimpe and Wolfgang Sofka).

### 2020

"Strategic Product Variety Choice: Theory and Empirical Evidence", *Academy of Management Proceedings* (with Markus Reisinger).

### 2015

"Drug pricing reforms: The Danish experience", *European Pharmaceutical Review* 20 (2), 18-19 (with Susan Méndez, Thomas Rønne and Hannes Ullrich).

### 2003

[4] "Denmark in the Knowledge Society – Challenges for Research and Education Policy" (in Danish, original title "Danmark i vidensamfundet- udfordringer for forsknings- og uddannelsespolitikken"), *Samfundøkonomen* 7/2003, 4-11 (with Svend Erik Hougaard Jensen, Nikolaj Malchow-Møller, Jan Rose Skaksen and Anders Sørensen).

### 2001

[3] "The ZEW/Creditreform Quarterly Business Survey", *Schmollers Jahrbuch: Zeitschrift für Wirtschafts- und Sozialwissenschaften/Journal of Applied Social Science Studies* 122(2), 319-326.

### 1999

[2] "The Impact of the Introduction of the Euro on Firms' Expectations Concerning Export Behavior, Product Innovation and Foreign Competition", *intereconomics* 34(3), 107-115 (with C. Stirböck).

[1] "Die ZEW/Creditreform Konjunkturumfrage bei Unternehmensnahen Dienstleistern", *Allgemeines Statistisches Archiv* 83, 447-451.

## Monographs

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### 2003

[2] "Denmark in the Knowledge Society – Challenges for Research and Education Policy" (in Danish, original title "Danmark i vidensamfundet- udfordringer for forsknings- og uddannelsespolitikken"), DJØF Publishing Copenhagen (with Svend E. Hougaard Jensen, Nikolaj Malchow-Møller, Jan Rose Skaksen and Anders Sørensen).

### 2002

[1] "Innovation, Employment, and Firm Performance in the German Service Sector", *Centre for European Economic Research Economic Studies/ZEW Economic Studies*, Bd. 16, Springer/Physica Verlag, Heidelberg/New York.

## Publications in collected volumes

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### 2010

- [7] "Regulatorische Reform und Pharmapreise: Ergebnisse aus Dänemark", in H.-J. Ramser and M. Stadler (Eds), *Marktmacht*, 265-282 (with Susan Méndez and Thomas Rønde).

### 2003

- [6] "Quantification of Qualitative Data Using Ordered Probit Models with an Application to a Business Survey in the German Service Sector, in Günter Poser (Ed.), *Economic Surveys and Data Analysis: CIRET Conference Proceedings*, OECD, Paris, 325 – 346 (with Alexandra Spitz).

### 2002

- [5] "Logit- und Probit-Modelle für Kreditrisiken", in: M. Schroeder, *Finanzmarkt-Ökonometrie – Grundlagen, fortgeschrittene Verfahren, Prognosemodelle*, Schaeffer-Poeschel Verlag, Stuttgart (with Andrea Szczesny).

### 2001

- [4] "IKT-Einsatz, Arbeitsplatzreorganisation und Produktivität: Empirische Evidenz für unternehmensnahe Dienstleister", in: Lutz Bellmann and Arnd Kölling (Eds.), *Betrieblicher Wandel und Fachkräftemangel, Beiträge zur Arbeitsmarkt- und Berufsforschung 257*, Bundesanstalt für Arbeit, Nürnberg (with Irene Bertschek).
- [3] "Einfache ökonometrische Modelle für die Kreditrisikomessung", in: Andrea Szczesny (Ed.), *Kreditrisikomessung und Kreditrisikomanagement*, ZEW Wirtschaftsanalysen, Nomos-Verlag, Baden-Baden (with Andrea Szczesny).
- [2] "Produktivitätseffekte organisatorischer Veränderungen", in: Uschi Backes-Gellner, Matthias Kräkel, Joachim Sadowski, Johannes Mure, *Entlohnung, Arbeitsorganisation und personalpolitische Regulierung, Beiträge zum Köln-Bonner Kolloquium zur Personalökonomie*, Rainer Hampp Verlag, Düsseldorf, 73-85. (with Irene Bertschek).

### 2000

- [1] "Tarifverträge und Beschäftigungspolitik in Dienstleistungsunternehmen", in: Uschi Backes-Gellner, Matthias Kräkel, Bernd Schauenberger and Gunter Steiner, *Flexibilisierungstendenzen in der betrieblichen Personalpolitik - Anreize, Arbeitszeiten und Qualifikation*, Rainer Hampp Verlag, Düsseldorf, 233-256 (with Friedhelm Pfeiffer).

## Invited seminar presentations

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Aarhus Business School, Copenhagen Business School, ETH Zurich, Free University of Brussels, Harvard University, Humboldt University Berlin, KU Leuven, LMU München, National Bureau of Economic Research, Paris Telecom, Technical University of Berlin, Université Louis Pasteur, University of Aarhus, University of Basel, University of Copenhagen, University of Essen, University of Frankfurt, University of Maastricht, University of Mannheim, University of Luxemburg, Ludwig-Maximilians University of Munich, University of Montreal, WHU Vallendar, Wissenschaftszentrum Berlin für Sozialforschung.

## Selected publications in newspapers and magazines

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### *Press mentionings*

On the relationship between private and public research

- [8] "Forskning: Danske virksomheder bruger ikke offentlig forskning", Jyllands-Posten, August 21, 2006, Erhverv og Økonomi, p. 8.

On the economic value of Danish patents

- [7] "Danske virksomheder får en høj bonus af patenter", Børsen Jan. 31, 2006, Børsen IT Innovation, p. 1-3; link
- [6] "Værdier i patenter", Politiken 1. februar 2006, 1. sektion, p. 10
- [5] "Danske patenter er guld værd", Fyens Stiftstidende, Feb. 1., 2006
- [4] On patents as a basis for startups (in Danish): "Patenter er grundlag for nye virksomheder", Børsen, Jan. 31, 2006, p. 3, Børsen IT Innovation.
- [3] On German university policy: "Manifest Pro Science", Handelsblatt Karriere Oct. 2005.
- [2] On software patents: "Softwarepatent skader dansk økonomi", Børsen, Feb. 18, 2005.
- [1] "Softwarepatent skader SMV'er", Erhvervsbladet, March 8, 2005.

### *Press mentionings in relation to the "Grundfos prize 2003"*

Jyllands Posten, May 20, 2003

Børsen, May 20, 2003

De Bergske, May 20, 2003

Fyns Stiftstidende, May 20, 2003

Vejle Amts Folkeblad, May 20, 2003

### *Letters to the editor*

- [12] "Kvinder", weekendavisen, 22. december 2006.
- [11] "Ud med forskning", weekendavisen, Sept. 22, 2006, 1. sektion, p. 13.
- [10] On the Danish railway system: "Udskift togbanden", Berlingske Tidende August 7, 2006, 2 sektion, magasin, p. 10.
- [9] On the Danish railway system: "DSBs fornemmelse for vejr", Berlingske Tidende June 15, 2006; reply by Claes Kastholm Hansen, Berlingske Tidende June 17, 2006.
- [8] On high prices for car insurance: "Bilforsikrings-vrøvl", Berlingske Tidende May 28, 2006.
- [7] On the Danish governments plans to merge universities: "Topklasse", weekend avisen, April 21, 2006.
- [6] On the European service directive: "Liberaliseringsfobi" (in Danish), Politiken, Feb. 17, 2006.
- [5] On the Danish "kulturkanon": "Brændte grillpølser i madkanonen" (in Danish), information, Feb. 16, 2006.
- [4] On the planned merger between CBS, DTU and Risø: "Elitefusionen" (in Danish), Politiken, Jan. 3, 2006.
- [3] On the weird Danish grade point system: "Underligt karaktersystem" (in Danish), Berlingske Tidende Dec. 17, 2005.
- [2] On taxation: "Spild af gode akademikerkræfter", Berlingske Tidende Oct. 24, 2005. reply by Claes Kastholm Hansen, Berlingske Tidende Oct. 27, 2005.
- [1] On immigration: "Et- og fler-sprogede", Information, Oct. 22, 2005.

*Own independent contributions*

- [17] Udfordringer for forskningspolitikken, kronik, Jyllands-Posten, May 20, 2003 (in Danish, joint with Svend Erik Hougaard Jensen, Nikolaj Malchow-Møller, Jan Rose Skaksen and Anders Sørensen).
- [16] Werbeagenturen erhalten Impulse durch Liberalisierung, Handelsblatt; Feb. 7, 2000.
- [15] Unternehmensnahe Dienstleister im Aufwind, management berater; Feb. 2000.
- [14] Unternehmensberater warten auf Impulse, Handelsblatt; Sep. 27, 1999.
- [13] Viele Dienstleister sind nicht tarifgebunden, Handelsblatt; July 26, 1999.
- [12] Werbewirtschaft befindet sich im Aufwind, Handelsblatt; July 23/24, 1999.
- [11] EDV-Dienstleister bleiben optimistisch, Handelsblatt; May 11, 1999.
- [10] Aussichten unternehmensnahe Dienstleister, management berater; March 1999 (joint with K. Voß).
  
- [9] Abfallwirtschaft ohne Impulse, Handelsblatt; Feb. 16, 1999.
- [8] Unternehmensnahe Dienstleister: Keine weitere konjunkturelle Verbesserung, management berater; Dec. 1998 (joint with K. Voß).
- [7] Weniger Schwung bei Spediteuren, Handelsblatt; Dec. 8, 1998.
- [6] Fahrzeug- und Maschinenvermieter mit anhaltendem Wachstum, Handelsblatt; July 29, 1998.
- [5] Die Werbewirtschaft spürt eine frische Brise, Handelsblatt; June 12/13, 1998.
- [4] Unternehmensnahe Dienstleister: Zwischengas, management berater; June 1998 (joint with K. Voß).
- [3] Architekten leiden unter der Bauflaute, Handelsblatt; April 14, 1998.
- [2] Steuer- und Unternehmensberater im konjunkturellen Hoch, Handelsblatt; Nov. 11, 1997.
- [1] EDV-Dienstleister in konjunktureller Hochstimmung, Handelsblatt; July 31, 1997.