

RESEARCH EXPERIENCE

- Present – Jan 2016 **Associate professor in international strategy**
Department of Strategy and Management, Norwegian School of Economics (NHH), Norway
Research director, Center for Service Innovation (NHH) for Theme 1: Business model innovation
Academic coordinator for the CEMS business projects at NHH
- Dec. 2015 - Jan. 2012 **Post-doctoral fellow**, Center for Service Innovation, NHH
Research topic: Business models and business model innovation
- Dec. 2011-Dec. 2010 **Research fellow**, United Nations University & Maastricht University (UNU-MERIT), the Netherlands
Research topic: Drivers of innovation & entrepreneurship in the EU

EDUCATION

- June 2011 - Sept. 2005 **PhD in “Economics and policy studies of technical change”**, School of Business and Economics, Maastricht University, the Netherlands.
Dissertation topic: “Successfully managing alliance portfolios: an alliance capability view”, (supervisors: Prof. G.M. Duysters and Prof A.P. de Man)
- June 2005 -Sept. 2000 **Master of Science (MSc) in “International business studies”**, School of Business and Economics, Maastricht University, the Netherlands.
Thesis topic: “Perils and promises of ICT for developing countries: the case of the Indian IT outsourcing sector”, (supervisor: Prof. J. Hagedoorn)

LECTURER & COURSE COORDINATION AT NHH

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| Spring | NBD 407 Business model innovation |
| Fall | INB 422 CEMS Course - International Strategy |

LANGUAGES

German (native) , Persian (native), English (fluent), Norwegian (basic)

PUBLICATION LIST

ARTICLES IN REFEREED JOURNALS

- Foss, N.J., & Saebi, T. 2018. Business models and business model innovation: Between wicked and paradigmatic problems *Long Range Planning* (in press) [link here](#)
- Foss, N.J., & Saebi, T. 2017. Fifteen Years of Research on Business Model Innovation. How Far Have We Come, and Where Should We Go? *Journal of Management*, 43(1), pp. 200-227. [link here](#)
- Saebi, T., Lien, L., & Foss, N.J. 2017. What drives Business Model Adaptation? The Impact of Opportunities, Threats and Strategic Orientation. *Long Range Planning*, 50(5), pp. 567-581 [link here](#)
- Perlacia, A.S., Duml, V., & Saebi, T., 2017. The new business models of the sharing economy: examples from fashion retailing. *Beta - Scandinavian Journal of Business Research*, 31(1), 6-24. [link here](#)
- Saebi, T., & Foss, N.J. 2015. Business models for open innovation: matching heterogeneous open innovation strategies with business model dimensions. *European Management Journal*, 33(3), pp. 201-213. [link here](#)
- Saebi, T. 2016. What makes alliance portfolios successful? A review of extant theorizing. *Beta – Scandinavian Journal of Business Research*, 30(2), pp. 142-157. [link here](#)
- Saebi, T. 2016. The future of Business Model Innovation in Norway. *MAGMA*, 0716, pp. 29-37
- Hognaland, I., & Saebi, T. 2015. Business Model Selection and Innovation: An Empirical Investigation of the Norwegian Newspaper Industry. *Beta - Scandinavian Journal of Business Research*, 29(1), pp. 49–73 [link here](#)
- Duysters, G.M., Saebi T., & De Man, A.P. 2011. Shaping the alliance management agenda: a capability approach. *Journal of Chain and Network Science*, 11(3), pp. 191-196. [link here](#)
- Duysters, G.M., Saebi. T. & Dong, Q. 2007. Strategic Partnering with Chinese Companies: Hidden motives and treasures, *Journal of Chain and Network Science*, 7(2), pp. 109-119. [link here](#)

REVISE AND RESUBMIT

- Foss, N.J., Linder, S., & Saebi, T. Social Entrepreneurship Research: Past Achievements and Future Promises. *Journal of Management* (first revision)

BOOKS AND BOOK CHAPTERS

- Saebi, T. 2017. Building Trust through Business Model Innovation. In: Service Innovation and Trust. Andreassen, T., et al (eds.), Cheltenham: **Edward Elgar Publishing**.
- Saebi, T., Nyvseen, H., Hossain, M.T., & Fjuk, A. 2017. Shifting towards experience-centric business models. In: Service Innovation and Trust. Andreassen, T., et al. (eds.), Cheltenham: **Edward Elgar Publishing**.
- Gramstad, C., Helland, S., & Saebi, T. (eds) 2017. *Nye forretningsmodeller i handelen: innovasjon for en bærekraftig fremtid*. **Universitetsforlaget**.
- Gramstad, C., Helland, S., & Saebi, T. 2017. Rethink. Restart. Retail. In *Nye forretningsmodeller i handelen: innovasjon for en bærekraftig fremtid*, Gramstad, C., Helland, S., & Saebi, T. (eds) **Universitetsforlaget**, pp. 17 – 34.

- Adam, S., Bücker, C., Desguin, S., Vaage, N.M., & Saebi, T. 2017. Å bli en aktør i den sirkulære økonomien: Hvordan designe en sirkulær forretningsmodell. In *Nye forretningsmodeller i handelen: innovasjon for en bærekraftig fremtid*, Gramstad, C., Helland, S., & Saebi, T. (eds) **Universitetsforlaget**, pp. 67 – 81.
- Perlacia, A., Duml, V., & Saebi, T. 2017. Samarbeidende forbruk: Fra fast fashion til motedeling. In *Nye forretningsmodeller i handelen: innovasjon for en bærekraftig fremtid*, Gramstad, C., Helland, S., & Saebi, T. (eds) **Universitetsforlaget**, pp. 83 – 92.
- Moe, S.S., Rosenqvist, A.C., & Saebi, T. 2017. Steg-for-steg-implementering av bærekraftige forretningsmodeller. In *Nye forretningsmodeller i handelen: innovasjon for en bærekraftig fremtid*, Gramstad, C., Helland, S., & Saebi, T. (eds) **Universitetsforlaget**, pp. 95 – 104.
- Foss, N.J., & Saebi, T. (eds). 2015. *Business Model Innovation: The Organizational Dimension*. Oxford: **Oxford University Press**.
- Foss, N.J., & Saebi, T. 2015. Business Models and Business Model Innovation: Bringing Organization into the Field. In: *Business Model Innovation: The Organizational Dimension*. Foss, N.J. & Saebi, T. (eds.) Oxford: **Oxford University Press**.
- Saebi, T. 2015. Evolution, Adaptation or Innovation? A Contingency Framework on Business Model Dynamics. In: *Business Model Innovation: The Organizational Dimension*. Foss, N.J. & Saebi, T. (eds.) Oxford: **Oxford University Press**. [link here](#)
- Saebi, T. 2011. Successfully managing alliance portfolios: an alliance capability view. **University Press Maastricht** (ISBN: 9789461590619).
- De Man, AP., Duysters, G.M., & Saebi, T. 2010. Alliance capability as an emerging theme. In: *Research in Strategic Alliances*. T. K. Das (eds.), **Information Age Publishing**, Charlotte, NC.
- Saebi, T., & Dong, Q. 2009. Strategic motivations for Sino-Western alliances: a comparative analysis of Chinese and Western alliance formation drivers. In: *Multinationals and Emerging Economies: The Quest for Innovation and Sustainability*. Duysters, G., Dolfsma, W. & Costa, I. (eds.), Cheltenham: **Edward Elgar Publishing**.
- Saebi, T., Duysters, G.M., & Sadowski, B. 2009. The ICT Services Outsourcing Boom in India. In: *Multinational Companies: Management, Globalization and Local Impact*. Columbus, F. (eds.), **Nova Science Publishers, Inc.** NY

MAGAZINE ARTICLES (NON-PEER REVIEWED)

- Angelshaug, M., & Saebi, T. 2017. The Burning Platform of Retail Banking. *The European Business Review* (May – June) <http://www.europeanbusinessreview.com/the-burning-platform-of-retail-banking/>
- Saebi, T., Lasse, L., & Foss, N.J. 2016. What causes managers to change their business models? *The European Business Review* (Nov-Dec) <http://www.europeanbusinessreview.com/what-causes-managers-to-change-their-business-model>
- Foss, N.J., & Saebi, T. 2016. The Bumpy Road to Business Model innovation. *The European Business Review* (September – October), <http://www.europeanbusinessreview.com/the-bumpy-road-to-business-model-innovation-overcoming-cognitive-and-organisational-barriers>