

PERSONAL PROFILE

I joined the Norwegian School of Economics (NHH) first as a post-doctoral researcher (2012) and later as an Associate Professor in International Strategy (2016). I attained my Masters of Science in International Business Studies and my PhD degree in Economics from Maastricht University in the Netherlands. My research on business model innovation has been published by Oxford University Press, Journal of Management and Long Range Planning. I have more than 10 years of experience in teaching postgraduate and executive MBA courses (in English). I supervise master theses, doctoral dissertations and I am an active member of Ph.D. assessment committees.

MANAGEMENT EXPERIENCE

Principal investigator for sustainable business model innovation

Centre of Digital Innovation for Growth, NHH | Jan 2020 - present

Researching how companies can transform their business models towards supporting the UN sustainable development goals

Principal investigator for business model innovation

Centre for Service Innovation, NHH | Jan 2016 - Dec 2019

Collaboration with industry partners leading to an edited volume on business model innovation; presenting academic research findings to business leaders

CEMS Academic Coordinator

Norwegian School of Economics | Jan 2016 - present

Coordinating and supervising CEMS business projects; curriculum review and development activity, handling student affairs

RESEARCH EXPERIENCE

Associate professor in international strategy (tenured)

Dept. of Strategy & Management, Norwegian School of Economics | June 2016 - Present

Publications in ABS 3-4* journals / ABDC ranked A- A* with more than 6300 Google Scholar citations

Post-doctoral fellow

Centre for Service Innovation | Jan 2012 - May 2016

International research collaboration leading to edited volume on business model innovation (Oxford University Press)

Research fellow

UNU -MERIT (United Nations University & Maastricht University) | Dec 2010 - Dec 2011

Research topic: Drivers of innovation & entrepreneurship in the European Union

EDUCATION

PhD in Economics and policy studies of technical change

School of Business and Economics, Maastricht University (the Netherlands)

| Sept 2005 – June 2011

Dissertation: “Successfully managing alliance portfolios: an alliance capability view”
(Supervisors: Prof G. Duysters and Prof A.P de Man)

Master of Science (MSc) in international business studies

School of Business and Economics, Maastricht University (the Netherlands)

| Sept 2000 - June 2005

Dissertation: “Perils and promises of ICT for developing countries: the case of the Indian IT outsourcing sector” (Supervisor: Prof. J. Hagedoorn)

TEACHING EXPERIENCE

Course responsible and lecturer - Master-level courses (7.5. ECTS credits)

Department of Strategy & Management, Norwegian School of Economics | 2012 – Present

- **Business model design for entrepreneurs**
- **Global strategy (CEMS Course)**
- **Invited guest lecturer for courses such as:** commercialization of innovations, strategic analysis, social entrepreneurship, new business development

Guest lecturer - Executive MBA (90 ECTS Credits)

Norwegian School of Economics | 2015 – Present

Case-based teaching and practice-oriented application, lecturing in EMBA courses such as design thinking, strategic leadership, and technology management

Tutor for undergraduate/postgraduate strategy courses

School of Business and Economics, Maastricht University | 2007 –2010

Problem-based learning in small class settings, facilitating learning and discussion in international strategy and management courses

SUPERVISION

Supervising more than 25 master theses (30 ECTS Credits)

Norwegian School of Economics | 2014 – Present

Main supervisor / Co-supervisor for three PhD dissertations

Norwegian School of Economics | 2017 – Present

Assessment Committee for PhD dissertations

Norwegian School of Economics (Norway) | 2017 – Present

Copenhagen Business School (Denmark) | 2016, 2017

Chalmers University of Technology (Sweden) | 2017

Publications (ABS ranking 3 - 4*)

- Ringvold, K., Saebi, T., & Foss, N.J. Developing Sustainable Business Models: A Microfoundational Perspective. *Organization and the Environment*, 36(2), 315-348.
- Saebi, T., Foss, N.J., & Linder, S. 2019. Social Entrepreneurship Research: Past Achievements and Future Promises. *Journal of Management*, 45 (1), pp.70-95 l
- 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
- Foss, N.J., & Saebi, T. 2018. Business models and business model innovation: Between wicked and paradigmatic problems *Long Range Planning*, 51(1), pp.9-21
- 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

Publications (ABS ranking 0-2)

- Angelshaug, M., Saebi, T., Lien, L., & Foss, N.J. 2023. Searching wide and deep for business model innovation, *Innovation*, DOI: [10.1080/14479338.2023.2252789](https://doi.org/10.1080/14479338.2023.2252789)
- Singh, K.A., & Saebi, T. 2018. What is stopping Norwegian firms from innovating their business model? *Magma*, 0718, pp.29-37
- Perlacía, 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.
- Saebi, T. 2016. What makes alliance portfolios successful? A review of extant theorizing. *Beta – Scandinavian Journal of Business Research*, 30(2), pp. 142-157.
- Saebi, T. 2016. The future of Business Model Innovation in Norway. *Magma*, 0716, pp. 29-37
- 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
- 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
- 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.
- 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.

Edited Volumes and 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.
- 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. Colombus, F. (eds.), Nova Science Publishers, Inc. NY

Edited Volumes, Chapters and Articles – in Norwegian

- Angelshaug, M., Knudsen, E., & Saebi, T. 2019. Nye forretningsmodeller i bank og finans: Muligheter og trusler. Magma, (8), pp. 45 – 54.
- 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.

Practitioners' Magazines (non refereed)

- Angelshaug, M. & Saebi, T., 2017. The Burning Platform of Retail Banking. The European Business Review (May -June)
- Foss, N.J., & Saebi, T. 2016. The Bumpy Road to Business Model innovation. The European Business Review (Sept – Oct)
- Saebi, T., Lasse, L., & Foss, N.J. 2016. What causes managers to change their business models? The European Business Review (Nov-Dec)