







### **AGENDA**

- IT Services: OneDrive, O365...
- Our new CRM system
- The year in review
- Publication bonuses 2018
- "The Bronze Sponge" the bachelor's students' teaching award

Christmas lunch!





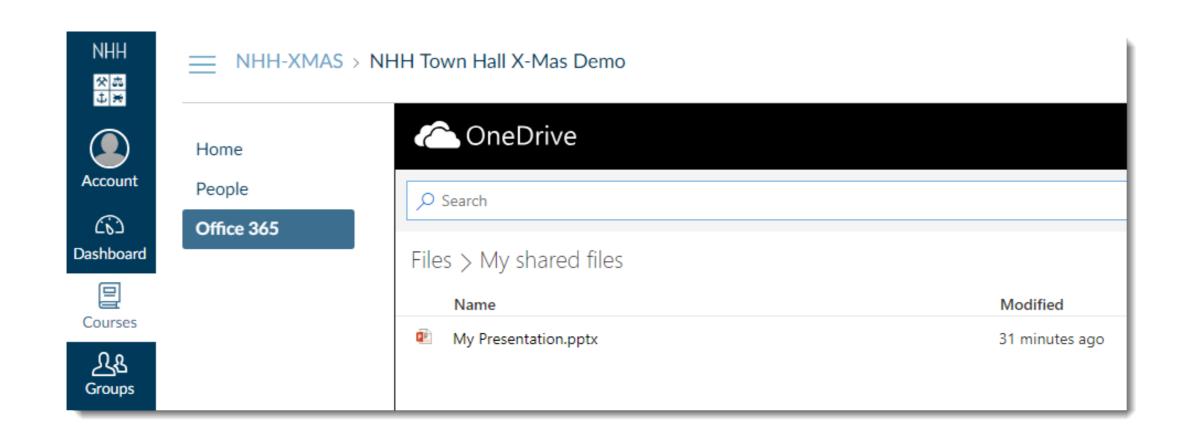






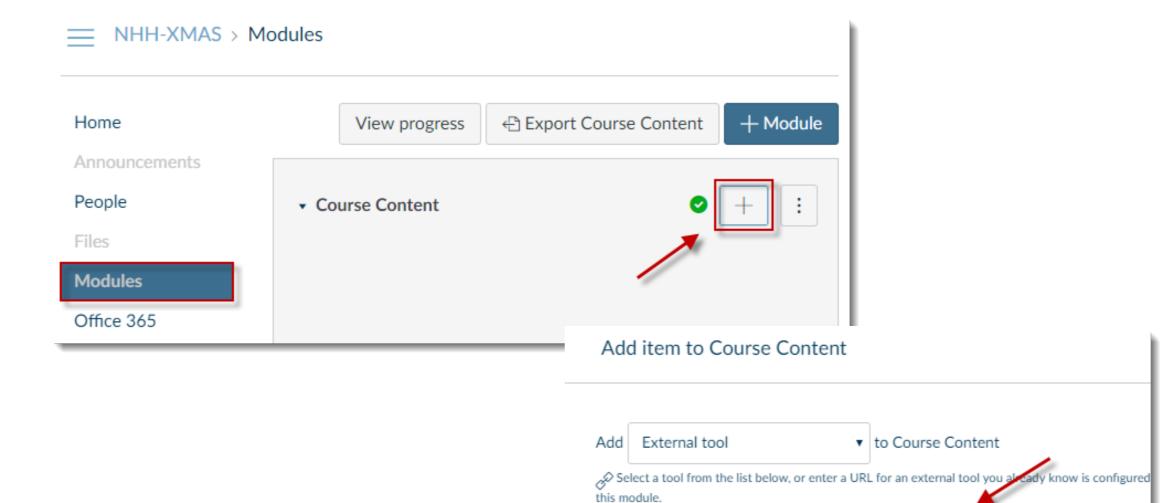












Office 365

Allows you to pull in documents from Office 365 to Canvas

BUS428 > Sider > Forelesninger (Video)

NHH



V18

Hjem

Kunngjøringer

Oppgaver

Diskusjoner

Karakterer

Personer

#### Sider

Filer

Emneoversikt

Læringsmål

Tester

Moduler

Konferanser

Samarbeid

Arc Media Library

Course Evaluation

Vis alle sider

### Forelesninger (Video)

Klikk her for å åpne i eget vindu &



BUS428

29 videoer | 0 følgere



BUS428 (05-1) Intertempora... Ola Kvaløy, 1/3-2018

49 ⓑ 0 ♡



BUS428 (05-2) Relasjons-sp... Ola Kvaløy, 1/3-2018



BUS428 (05-4) Forhandling... Ola Kvaløy, 1/3-2018

32 ⑨ 0 ♡



Microsoft Stream

Publisert

BUS428 (05-3) Transaksjons... Ola Kvaløy, 1/3-2018

38 ⓑ 0 ♡

Neste >

43.26

33 ⓑ 0 ♡







**HOME PAGES FOR SPRING 2019 ARE READY!** 

CANVAS COURSES WILL BE ANNOUNCED IN THE BEGINNING OF JANUARY







## QUESTIONS?











# helpdesk@nhh.no

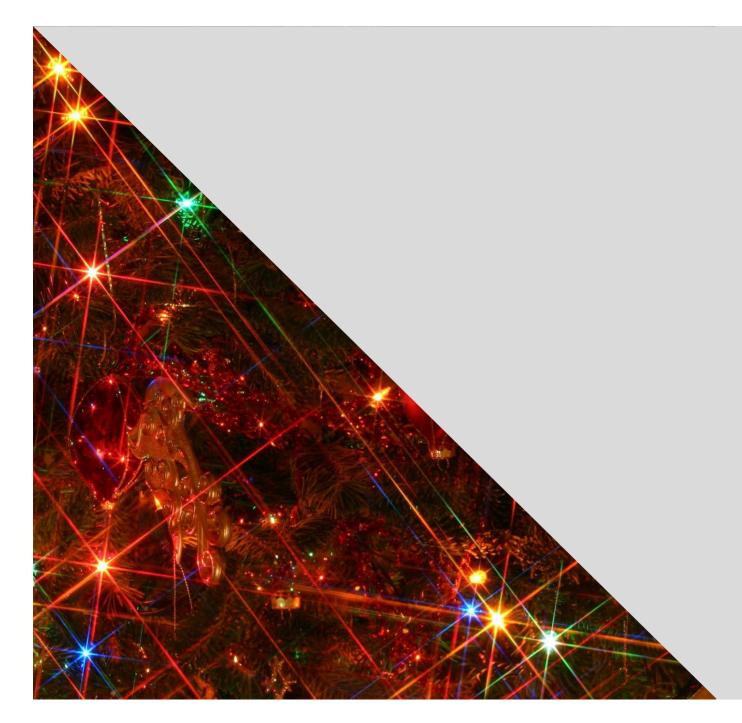


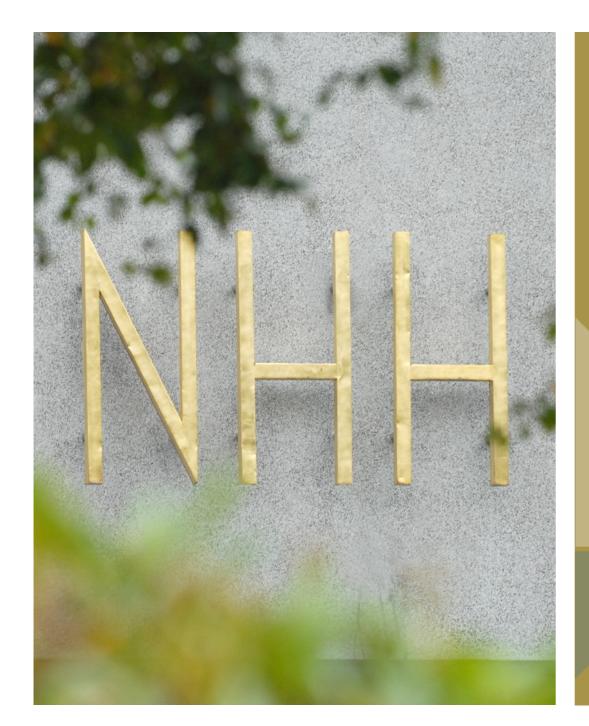




## **CRM**

Database external relations, event management and newsletters





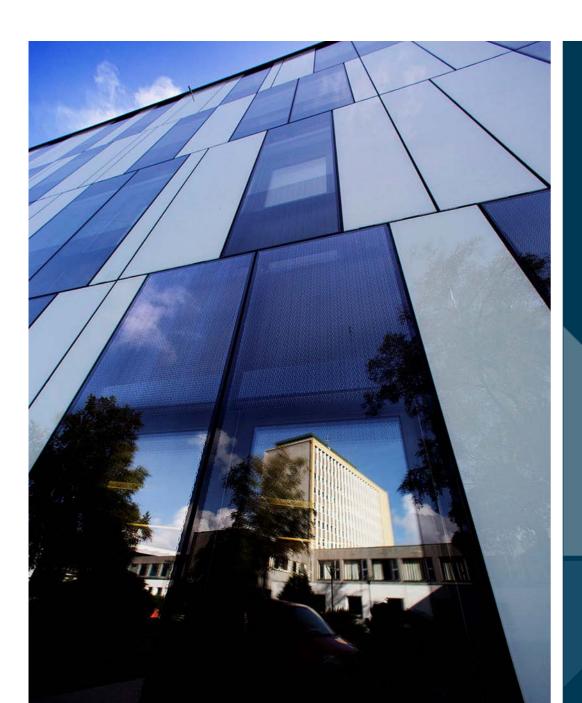




### CRM - WHY?

- Systemize NHH external relations, provide better overview over external contacts and their NHH involvement
- Facilitate database maintenance
  - Systems for keeping data up-to-date
- Improve work processes: invitations, newsletters and accessing companies
- CRM is not the archive: P360

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## CRM CUSTOMER RELATIONSHIP MANAGEMENT



- Microsoft Dynamics CRM
- All external relations at NHH
  - Contact individuals
  - Accounts companies/organisations
  - Leads –possible relations/customers (short term)

Responsibility: Morten Hilt and Jan Vidar Håtuft

#### • GDPR

- Subscribes to principles of GDPR
- Overview of data registred on each contact
- Option to exit

Responsibility: Monica Øen

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## NHH Alumni



#### OPPTUR 2018 - Takk for sist!

Det var veldig kjekt å se mange av dere på Oslo Plaza 8. november. <u>Se flere bilder i lenken</u> - og sett av datoen 15. oktober 2019 - neste år på The HUB!

Foto: Siv Dolmen



#### Christoffer Pettersen kåra til årets alumni

 Christoffer Pettersen tenkjer nytt, utfordrar og går sine eigne vegar, sa rektor Øystein Thøgersen, som delte

## NEWSLETTERS / CLICK DIMENSIONS





- Editor for easy publishing of newsletters and event invitations
- Subscribers/data registered in CRM
- FAIR
- CSI
- NHH Alumni
- Press and media

Responsibility: NHH Communication and Marketing, contact Liv Mari Bakke

Foto: Siv Dolmen

NORWEGIAN SCHOOL OF ECONOMICS





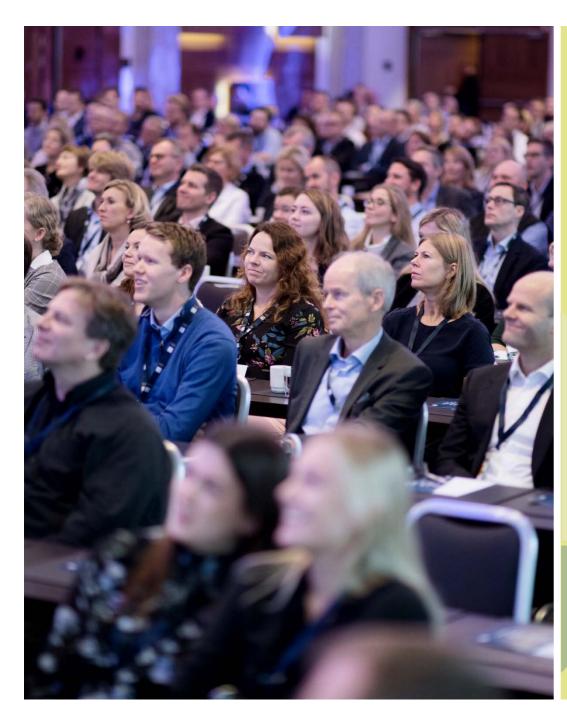


- Invitations, supplement to NHH Calendar
- Programmes
- Registration
- Attendance management
  - Also by participants
- Payments PayPal
  - Participants can use major credit cards
  - Transaction cost 8 10%
  - VAT? Contact Section for finance and accounting

#### Responsibility

- contact Hallvard Lyssand and Morten Hilt

Foto: Siv Dolmen











# NHH received praise for quality assurance and relevance of study programs





#### **NOKUT** assessment

- NOKUT assessment of NHH's system for quality assurance in education
  - New quality assurance system in fall 2018
  - Report to NOKUT in February, on-site visit in April
  - Three programs assessed: BØA, MRR, PhD
- Result: All criteria satisfied!
  - NHH and six other institutions part of this NOKUT assessment (pilot)
  - In comparison: BI and the Norwegian School of Sport Sciences (NIH) failed, three other schools to make adjustments before they can get approval
  - Only NHH and VID Specialized University got full approval

#### **NIFU's Survey of Master's Candidates**

Survey of Norwegian Master's candidates six months after final exam 2017

- NHH graduates stand out highest satisfaction with education and school:
  - Education (72% very + 24% partly satisfied vs. all students 56% + 33%)
  - School (71% very + 22% partly vs. all students 50% + 37%)
  - Academic content (63% very + 29% partly satisfied vs. all students 44% + 43%)
- 92% of NHH's candidates consider the education (partly/very) relevant to working life
  - NHH best in class (along with VID Specialized University)

### EVALUATION OF THE SOCIAL SCIENCES IN NORWAY (SAMEVAL)





- National evaluation of the Social Sciences Research in Norway. SAMEVAL covered 6
  main research areas (panels), 42 institustions were evalued with 3005 researchers
  and 136 research groups
- Overall assessment of NHH:

#### **PANEL 2 Economics:**

- The quality of the output submitted to the review is excellent and represents the whole spectrum from theory to applied econometrics, experimental work and software...
- Scientific quality: 5 (excellent)

## PANEL 6 Economic-Administrative Research...

- Overall, the research production and scientific quality are at an excellent level and are thus in line with NHH's strategic aims.
- Scientific quality: 5 (excellent)

## EVALUATION OF THE SOCIAL SCIENCES IN NORWAY (SAMEVAL)





- 11 research groups at NHH were evaluated: 5 were graded excellent and 6 very good
- 23 % of all excellent-graded research groups nationwide are located at NHH
- Research groups at NHH:

#### **Panel 2 Economics**

- Centre for Empirical Labour Economics: 5 Excellent
- Law and Economics of Markets and Organisations and Centre for Industrial Organisation: 4 – Very good
- Macroeconomics and Natural Resources: 4 Very good
- The Choice Lab: 5 Excellent

#### Panel 6 Economic-Administrative Research

- Centre for Corporate Finance: 5 Excellent
- Energy, Natural Resources and Environment: 4 Very good
- Shipping and Logistics: 4 Very good
- Centre for Service Innovation: 5 Excellent
- Future-Oriented Corporate Solutions: 5 Excellent
- Norwegian Centre for Taxation: 4 Very good
- Strategy, Organisation and Performance: 4 Very good

#### DOCTORAL DISERTATIONS 2018: 19 new PhDs





#### **Business and Management Science**

Seyed Mirhedayatian

Reza Azad Gholami

Evangelos Kyritsis

Hong Cai

Yewen Gu

Lars Sendstad

Vit Prochazka

Ørjan Mydland

#### **Finance**

**Erik Hetland Tvedt** 

Varun Verma

#### **Economics**

Antonio Dalla-Zuanna

Ingrid Hoem Sjursen

Luca Picariello

Øyvind Schøyen

Serhat Ugurlu

**Oddmund Berg** 

Charlotte Ringdal

#### **Strategy and Management**

Monica Rydland

Professional and Intercultural Communication

Claudia Förster Heggernæs

## Outreach: The case of Finance Innovation and our new EMBA in Fintech

Mitt DN & SIGRID GRØM.

NHH

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• Instagram: 155 likes

Linkedin: 8460 nådd, 80 likes





#### NHH-rektor om nytt MBAprogram: - Vi tok ballen fra næringslivet og var kjappe på avtrekkeren

I over ett år har NHH (Norges Handelshøyskole) jobbet med å sy sammen en videreutdanning som matcher finansnæringens kompetansebehov.

1 min Publisert: 25.11.18 - 12.16 Oppdatert: 10 dager sider





Line Kaspersen 🔘 Følg meg



midten av neste uke starter 30 personer fra privat og offentlig sektor på Norges første rene Executive MBA i fintech.



- Programmet «Executive MBA in Technology and Innovation of Finance» ved NHH i Bergen inkluderer fersk forskning og praksis fra finans, samfunnsøkonomi, innovasjon, strategi og ledelse, sier NHH-rektor Øystein Thøgersen, som hevder at profilen er unik i norsk sammenheng.



I over ett år har NHH jobbet med å få på plass en videreutdanning som matcher finansnæringens kompetansebehov. Nå er de i mål med programmet som tar sikte på å utdanne fremtidens fintech-ledere.

NORWEGIAN SCHOOL OF ECONOMICS



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## **Research Bonuses 2018**

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Name	Title	Journal
Walter Pohl, Karl Schmedders, Ole Wilms	"Higher-Order Effects in Asset Pricing Models with Long-Run Risks"	The Journal of Finance
<b>Kyeong HunLee</b> , David C.Mauer, Emma QianyingXu	"Human capital relatedness and mergers and acquisitions"	Journal of Financial Economics
Choi, Tsan-Ming , <b>Stein W. Wallace,</b> Wang Yulan	"Big Data Analytics in Operations Management"	Production and Operations Management
Zoutman, Floris T, Gavrilova- Zoutman, Evelina, Hopland, Arnt Ove	"Estimating Both Supply and Demand Elasticities Using Variation in a Single Tax Rate"	Econometrica
B. Espen Eckbo, Tanakorn Makaew, Karin S. Thorburn	"Are stock-financed takeovers opportunistic?"	Journal of Financial Economics
Kaisa S. Pietikäinen	"Silence that speaks: The local inferences of withholding a response in intercultural couples' conflicts"	Journal of Pragmatics
Marianne Bertrand, <b>Sandra E Black</b> , <b>Sissel Jensen</b> , Adriana Lleras-Muney	"Breaking the Glass Ceiling? The Effect of Board Quotas on Female Labor Market Outcomes in Norway"	The Review of Economic Studies

Norway"





## **Research Bonuses 2018**

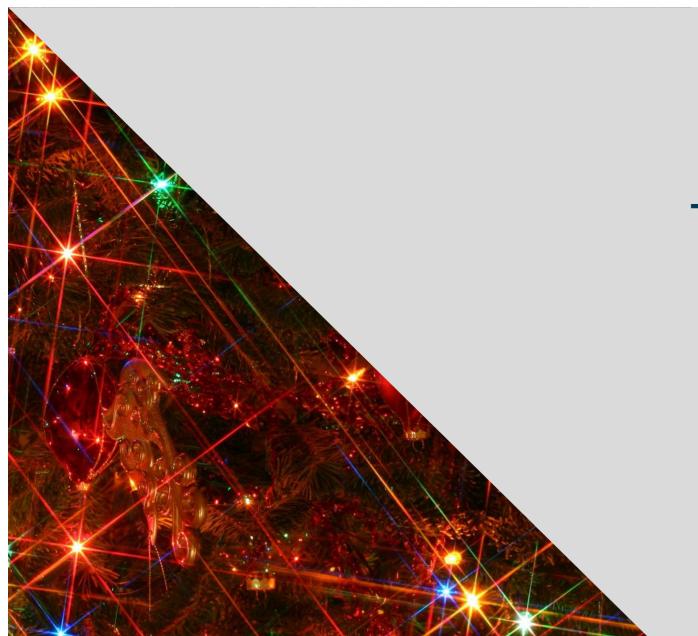
Name	Title	Journal
<b>Tzu-Ting Chiu</b> , Jeong-Bon Kim, Zheng Wang	"Customers' risk factor disclosures and suppliers' investment efficiency"	Contemporary Accounting Research
<b>Tina Saebi</b> , Nicolai J. Foss, Stefan Linder	"Social Entrepreneurship Research: Past Achievements and Future Promises"	Journal of Management
Alexander W. Cappelen, Roland Iwan Luttens, Erik Ø. Sørensen, Bertil Tungodden	"Fairness in Bankruptcies: An Experimental Study"	Management Science
Kyeong Hun Lee	"Cross-Border mergers and acquisitions amid political uncertainty: A Bargaining perspective"	Strategic Management Journal
William F. Messier, Jr., Martin Schmidt	"Offsetting Misstatements: The Effect of Misstatement Distribution, Quantitative Materiality, and Client Pressure on Auditors' Judgments"	The Accounting Review
Chang Koo Chi, Pauli Murto, Juuso Välimäki	"All-pay Auctions with Affiliated Binary Signals"	Journal of Economic Theory





## **ERC Grants (Started 2018)**

- Bertil Tungodden: "Fairness and the moral mind (FAIR)", ERC Advanced Grant
- Katrine V. Løken: "Criminality, Victimization and Social Interactions (CIVICS)", ERC Starting Grant







THE BRONZE SPONGE

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