

Curriculum Vitae

Name: Leif Egil Hem
Born: July 18, 1967
Position: Professor, NHH
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Education:

1992: *Cand. agric., MSc.* (Department of Forest Sciences, Business Economics and Social Economics), Agricultural University of Norway, NLH.
1995: *Cand. merc.*, Institute of Marketing, Norwegian School of Economics and Business Administration, NHH.
2001: *Dr. oecon* (PhD) in Marketing, Institute of Strategy and Management, Norwegian School of Economics, NHH.

University & Other Positions:

1993-95: HAS student, 50% position as Research Associate (Institute of Marketing), Norwegian School of Economics and Business Administration.
1993: Research Assistant, SNF, Foundation for Research in Economics and Business Administration.
1995-98: Doctoral student, 100% position as Research Associate, (Institute of Marketing), Norwegian School of Economics and Business Administration.
1999-00: Research fellow, SNF, Foundation for Research in Economics and Business Administration.
2001: Associate Professor (Institute of Marketing, Norwegian School of Management, BI, 01.01.01 – 31.12.01) and Research fellow (Foundation for Research in Economics and Business Administration, SNF, 20% position).
2002-2008: Associate Professor at NHH, Institute of Strategy and Management (Program Manager for the Executive MBA in Brand Management). Research fellow (Institute for Research in Economics and Business Administration, SNF).
2008-: Professor at NHH
2012-: Professor at NHH (100%) and USN (20%)
2020-2023: Head of the Strategy and Management Department (SOL) at NHH
2024- Distinguished Adjunct Professor at UTS, Sydney, Australia.

Research Stays Abroad:

2000: University of Illinois at Urbana-Champaign, US, 1 ½ month, fall 2000, w/prof. Sheron Shavitt.
2001: University of Illinois at Urbana-Champaign, US, 1 ½ month, spring 2001, w/prof. Sheron Shavitt
2003: New York University Stern, US, 14 days, fall 2003, w/prof. Durairaj Maheswaran
2005: HEC, Versailles, Paris, France, one week, Fall 2005, w/prof. Jean-Noël Kapferer
2006/07: University of Birmingham, UK, 10 months, w/prof. Leslie de Chernatony
2007: HEC, Versailles, Paris, France, one month, Fall 2007, w/prof. Jean-Noël Kapferer
2009: University of Ohio, 4 months (April – July), w/prof. Curtis Haugtvæd
2017/18: UTS, University of Technology Sydney, Australia, 10 months as a visiting professor
2019/20: UTS, University of Technology Sydney, Australia, 2 months as a visiting professor
2023/24: UTS, University of Technology Sydney, Australia, 7 months, honorary Adjunct Fellow

Awards:

1. Best paper award at SNF:
Hem, L.E., Grønhaug, K., and Lines, R. (2000). Exploring the importance of product category similarity and selected personal correlates in brand extensions. *The Journal of Brand Management*. Vol. 7. No. 3, pp. 197-209.
2. Martin Oppermann Award for "Best Article of the Year" for the article:
Hem, L.E., Iversen, N.M. and Nysveen, H. (2002). Effects of Ad Photos Portraying Risky Vacation Situations on Intention to Visit a Tourist Destination: Moderating Effects of Age, Gender, and Nationality. *Journal of Travel & Tourism Marketing*, Vol. 13 (No. 4), pp. 1-26.
3. Best paper award at SNF:
Hem, L.E., Iversen, N.M. and Nysveen, H. (2002). Effects of Ad Photos Portraying Risky Vacation Situations on Intention to Visit a Tourist Destination: Moderating Effects of Age, Gender, and Nationality. *Journal of Travel & Tourism Marketing*, Vol. 13 (Number 4), pp. 1-26.
4. Best paper award in the British Food Journal for the article:
Mæhle, N., Iversen, N., **Hem, L.E.**, Otnes, C. (2015). Exploring Consumer Preferences for Hedonic and Utilitarian Food Attributes. *British Food Journal*. Vol. 117 (Iss 12), pp. 3039 - 3063.

Google Scholar: <https://scholar.google.com/citations?hl=no&hl=no&user=CyWB93gAAAAJ>

h-index all = 24, since 2019: 14

h10 index = 25, since 2019: 16

Research & Publications:

A. Refereed articles and conference proceedings

1. Foley, C., Edwards, D., Hergesell, A., Iversen, N.M., & **Hem, L.E.** (2025). Measuring the social impacts of conferences: constructs for developing evaluation tools. *Event Management* submitted.
2. Iversen, N.M., Bolann, E., **Hem, L.E.**, Foley, C., & Edwards, D. (2025). Adventure tourism and the self: emotional value, identity congruence, and post-travel appraisal. *Tourism Recreation Research* submitted 1st of September.
3. Iversen, N.M., Foley, C., **Hem, L.E.**, & Bolann, E. (2025). Well-being: the role of life-satisfaction, goals, and values. *ANZMAC Conference*, 1st – 4th of December, MacQuarie University, Sydney, Australia.
4. Iversen, N.M., Foley, C., **Hem, L.E.**, & Bolann, E. (2025). Felt safety as driver of emotional experience values. *ANZMAC Conference*, 1st – 4th of December, MacQuarie University, Sydney, Australia.
5. Iversen, N.M., Foley, C., **Hem, L.E.**, & Bolann, E. (2025). Eudaimonic experiences: the role of life-satisfaction, goals, and values. *ANZALS Conference*, 1st – 3rd of December, UTS, Sydney, Australia.
6. Foley, C., Edwards, D., Hergesell, A., Iversen, N.M., & **Hem, L.E.** (2025). Conferences as catalysts for thriving communities: a new framework for measuring impact. *ANZALS Conference*, 1st – 3rd of December, UTS, Sydney, Australia.
7. Bolann, E., Iversen, N.M., **Hem, L.E.**, Foley, C., & Weber, K. (2025). The Impact of Over-Crowding and Emotional Experience Value on Adventure Destination Appraisals. *Tourism Recreation Research*, R&R.
8. Iversen, N. & **Hem, L.E.** (2025). Bedriftsmerker som samfunnsansvarlige veivisere i strategisk markedsføring. *Magma*, 11(4/oktober), Akseptert.
9. Oklevik, O., Kwiatkowski, G., Iversen, N.M., **Hem, L.E.**, Gøsling, S., & Sun, Y.-Y. (2025). Measuring the social impacts of conferences: constructs for developing evaluation tools *International Journal of Tourism Research*, R&R.
10. Gössling, S., Humpe, A., Løseth, K., Walnum, H.J., Sun, Y.-Y., Dolnicar, S., Oklevik, O., **Hem, L.E.**, & Iversen, N.M. (2025). Economic leakage to reservation platforms: Norway. *Annals of Tourism Research*, 112, 103957.

11. Iversen, N.M., Foley, C., **Hem, L.E.**, & Bolann, E. (2025). Eudaimonic experiences: the role of life-satisfaction, goals, and values. *Johan Arndt Conference*, 22nd – 23rd of May, Oslo, Norway.
12. Sjøgren, M.H., & **Hem, L.E.** (2025). Cool for Status, Warm for Connection: The Dual Role of Temperature Cues in Luxury and Socially Oriented Consumer Services. *Johan Arndt Conference*, 22nd – 23rd of May, Oslo, Norway.
13. Hem, A.F., & **Hem, L.E.** (2025). Brand Activism – What happens when brands take a stand? *Johan Arndt Conference*, 22nd – 23rd of May, Oslo, Norway.
14. Iversen, N.M., Foley, C., & **Hem, L.E.** (2024). Feelings of Worries as Drivers of Experience Values in Tourism. *Johan Arndt Conference*, 6th – 7th of June, Oslo, Norway.
15. Sjøgren, M.H., **Hem, L.E.** & Acar-Burkay, S. (2024). Weathering the Market: A Systematic Review of Weather-Related Consumer Behavior. *Johan Arndt Conference*, 6th – 7th of June, Oslo, Norway.
16. Iversen, N.M., Foley, C., & **Hem, L.E.** (2024). Feelings of Safety/Risk as Drivers of Economic, Personal, and Social Experience Value in Nature-Based Tourism. The 34th Annual *CAUTHE Conference*, 6th – 9th of February, Hobart, Tasmania, Australia.
17. Tarannum, I., **Hem, L.E.**, & Iversen, N.M. (2023). Consequence of writing eWOM on the sender. *ANZMAC Conference*, 4th – 7th of December, Dunedin, New Zealand.
18. Sjøgren, M.H., Acar-Burkay, S., & **Hem, L.E.** (2023). The effect of extreme weather on consumers' willing to take measures to reduce climate change. *Johan Arndt Conference*, 4th – 5th of May, Bergen, Norway.
19. Iversen, N., Bolann, E., & **Hem, L.E.** (2023). Drivers of experience value among hard-/soft-adventure tourists. *Johan Arndt Conference*, 4th – 5th of May, Bergen, Norway.
20. Iversen, N., Foley, C., & **Hem, L.E.** (2023). The Role of Immersive Festival Experiences, Identity, and Memory in Cultural Heritage Tourism. *Event Management*, Vol. 27, No. 1, 33-50.
21. Hem, A.F., & Hem, L.E. (2023). Merkeaktivisme – muligheter og utfordringer, *Magma* – Tidsskrift for økonomi og ledelse, Vol. 26 (1), 122 – 130.
22. Iversen, N.M., **Hem, L.E.**, Foley, C., Scarri, M., & Le, N. (2022). Sharing Economy – the impact of the sharing community. *ANZMAC Conference*, 4th – 7th of December, Perth, Australia.
23. Bolann, E., Iversen, N.M., Weber, K., & **Hem, L.E.** (2022). Tourism crowding in nature-based adventure destinations: Its impact on affective experience value outcome and destination appraisals. *9th International Adventure Conference*, 6th – 8th of December, Queenstown, New Zealand.
24. Bolann, E., Iversen, N.M., Weber, K., & **Hem, L.E.** (2022). Tourism crowding: The impact on destination appraisals. *ATLAS Conference*, Association for Tourism and Leisure Education and Research, Latin America conference, 20th-21st of November; Bogota, Colombia.
25. Iversen, N., **Hem, L.E.** & Olsson, U.H. (2022). Willingness to buy US products in three Southeast European countries: The effects of cognitive, affective and conative components of country-of-origin image. *Journal of East European Management Studies*, Vol. 27, No 3, 485-517.
26. Sun, Y.-Y., Gössling, S., **Hem, L.E.**, Iversen, N.M., Walnum, H.J., Scott, D., & Oklevik, O. (2022). Can Norway become a net-zero economy under scenarios of tourism growth? *Journal of Cleaner Production*, 363, 132414. <https://doi.org/10.1016/j.jclepro.2022.132414>
27. Aslan, E., **Hem, L.E.**, & Iversen, N.M. (2021). Customer-focused drivers in the sharing economy: A meta-analysis. The 10th International Conference on Monitoring and management of Visitors in Recreational and Protected Areas, Session 8B: The Sharing Economy – Supply, demand, and Consequences. *MMV10 Conference*, 17th – 19th of August, Lillehammer, Norway.
28. Iversen, N. & **Hem, L.E.** (2021). Fra statiske til dynamiske merker i en digital opplevelseskontekst. *Magma*, Nr. 2, mai. Fagbokforlaget.
29. Iversen, N. & **Hem, L.E.** (2020). Merkelogoen som virkemiddel for å utvikle sterke merker. *Magma*, Nr. 6, oktober, pp. 64-72. Fagbokforlaget.
30. Iversen, N.M., Bolann, E., & **Hem, L.E.** (2019). Drivers of Experience Value among Adventure Tourists: The Role of Match with Self-image and Novelty Seeking. *ANZALS Conference*, 11th - 14th of December, Queenstown, New Zealand.
31. Iversen, N.M., Bolann, E., & **Hem, L.E.** (2019). Drivers of Experience Value among Soft and Hard Adventure Tourists: The Role of Perceived Risk. *ANZMAC Conference*, 2nd – 4th of December, Wellington, New Zealand.

32. Iversen, N. & **Hem, L.E.** (2019). Hvordan påvirker været vårt forbruk? *Magma*, Nr. 4, juni, pp. 23-32. Fagbokforlaget.
33. Iversen, N.M., Bolann, E., & **Hem, L.E.** (2019). Drivers of Experience Value among Soft-, Hard- and Mass Adventure Tourists: The Role of Match with Self-image and Variety Seeking. *The 7th International Adventure Conference*, 17th – 21st June 2019 Dumfries & Galloway, Scotland, UK.
34. Jacobsen, J.K.S., Iversen, N.M., & **Hem, L.E.** (2019). Hotspot crowding and over-tourism: Antecedents of destination attractiveness. *Annals of Tourism Research*, Vol. 76, 53-66.
35. Bravo, R., **Hem, L.E.**, & Pina, J.M. (2018). Online Brand Expansion towards the Offline Setting: Which Way to Go? In Trends in E-Business, E-Services, and E-Commerce: Impact of Technology on Goods, Services, and Business Transactions, IGI Global, pp. 69-89, DOI: 10.4018/978-1-4666-4510-3.ch004.
36. Jacobsen, J.K.S., Iversen, N.M., & **Hem, L.E.** (2018). Perceived Crowding and Tourism: Promotion and Prevention Reactions. *International Journal of Business and Management*, 2(3), 47-51.
37. Jacobsen, J.K.S., Iversen, N.M., & **Hem, L.E.** (2018). Visitor perceptions of people density in cruise ports. *27th Nordic Symposium on Tourism and Hospitality Research*, Tourism Implications and Dilemmas, 24–26 September 2018, Alta, Norway.
38. Jacobsen, J.K.S., Iversen, N.M., & **Hem, L.E.** (2018). Perceived crowding and tourism: Promotion and prevention reactions. *2nd International Conference on Business and Industrial Research (ICBIR)*, 3rd – 4th of July 2018, Langkawi, Malaysia.
39. Iversen, N. & **Hem, L.E.** (2018). Spredning av delingstjenester: Hva påvirker delingsatferd? *Magma*, Nr. 5, desember, pp. 37-46. Fagbokforlaget.
40. Iversen, N. & **Hem, L.E.** (2018). Effects of Push and Pull Motives on Satisfaction towards Tourist Destination and Attractions. *Beta, Scandinavian Journal of Business Research*, Vol. 32, No. 2, pp. 204-233.
41. Iversen, N.M., Bolann, E., & **Hem, L.E.** (2018). Understanding the role of the self in defining motivations of the adventure tourist traveller. *The 6th International Adventure Conference*, Segovia, Spain.
42. Mæhle, N., Otnes, C., Iversen, N.M., & **Hem, L.E.** (2017). Towards a New Framework of Eco-Food Consumption: The Importance of Contextual Drivers. *Advances in Consumer Research*, Vol. 45, 45.
43. Iversen, N., **Hem, L.E.** and Mehmetoglu, M. (2016). The Effect of Cultural Values and Travel Motives in Lifestyle Segmentation of Tourists. *Journal of Travel and Tourism Marketing*. Published online 19th of June 2015.
44. Iversen, N.M. & Hem, L.E. (2016). Markedsføring og delingsøkonomi: Muligheter og utfordringer. *Magma*, Oktober 2016, Fagbokforlaget.
45. Mæhle, N., Iversen, N., **Hem, L.E.**, Otnes, C. (2015). Exploring Consumer Preferences for Hedonic and Utilitarian Food Attributes. *British Food Journal*. Vol. 117 (Iss 12), pp. 3039 - 3063.
46. **Hem, L.E.**, Iversen, N.M. & Olsen, L.E. (2014). An Empirical Examination of Effects of Product Category Characteristics on Consumer Attitudes towards Brand Extensions. *Journal of Business Research*, Vol. 67, Issue 8 (August), pp. 1589-1594.
47. Bravo, R., **Hem, L.E.**, and J.M. Pina (2014). Online Brand Expansion towards the Offline Setting: Which Way to Go? Book chapter in I. Lee (Ed.) *Trends in E-Business, E-Services, and E-Commerce: Impact of Technology on Goods, Services, and Business Transactions*. ISBN13: 9781466645103, IGI Global, Chapter 4, pp 69-89. 347 p.
48. Mæhle, N., Iversen, N., **Hem, L.E.** and Otnes, C. (2014). Exploring Psychographic Differences between Preference-Based Segments in a Food Choice Situation. *Advances in Consumer Research*, Vol. 42, 798.
49. Mæhle, N., Otnes, C., Iversen, N., **Hem, L.E.** and Hartman, J. (2013). Exploring Consumer's Food Choice: Utilitarian vs. Hedonic Products. *Advances in Consumer Research*, Vol. 41, 805.
50. Mæhle, N., Iversen, N. and **Hem, L.E.** (2012). "Classification of the Factors Influencing Ethical Consumer Choice: The Framework". *Advances in Consumer Research*, Vol. 40, 1117.
51. Bravo, R., **Hem, L.E.** & Pina, J.M. (2012). From Online to Offline. Analysis of Feedback Effects in Brand Extensions and Alliances. *International Journal of Electronic Commerce*, Number 1, January 2012.

52. Iversen, N. & **Hem, L.E.** (2011). Reciprocal Transfer Effects for Brand Extensions of Global or Local Origin: Evidence from Norway. *International Marketing Review*, Vol. 28, Number 4/5, pp. 365-411.
53. Iversen, N., **Hem, L.E.** and de Chernatony, L. (2009). Brand Extensions Evaluations and Cultural Differences. *Johan Arndt Conference*, Trondheim, TØH, 4th and 5th of June 2009.
54. Iversen, N., **Hem, L.E.** and de Chernatony, L. (2009). How to Position your Brand: Choosing a Global or Local Origin. *Thought Leaders International Conference on Brand Management*, Athens, 6th and 7th of April 2009.
55. **Hem, L.E.** & Iversen, N. (2009). Effects of Different Types of Perceived Similarity and Subjective Knowledge in Evaluations of Brand Extensions. *International Journal of Market Research*. Vol. 51, Issue 6, pp. 797-818.
56. Olsen, L., Iversen, N. and **Hem, L.E.** (2008). The Resistance of Strong Brands: Feedback Effects of Brand Extensions on Flagship Products. *Scandinavian Journal of Business Research – Beta*, 2008, Issue 1, pp. 40-51.
57. Buil, I, de Chernatony, L, and **Hem, L.E.** (2008). Brand Extension Strategies: Perceived Fit, Brand Type, and Culture Influences. *European Journal of Marketing*. Accepted for publication. In press.
58. Iversen, N. and **Hem, L.E.** (2008). Provenance associations as core values of place umbrella brands – A framework of characteristics. *European Journal of Marketing*. Vol. 42, No. 5/6, pp. 603-626.
59. **Hem, L.E.**, Iversen, N.M. & Bolann, E. (2008). The host of brand extensions. *Advances in Consumer Research – Latin-America*, Sao-Paulo, 31st of July – 3rd of August, Proceedings, in print.
60. Iversen, N., **Hem, L.E.** and Olsson, U.E. (2008). The Animosity Construct in Marketing: A review. *Johan Arndt Conference*, Bergen, NHH, 5th and 6th of June 2008.
61. **Hem, L.E.** and de Chernatony, L. (2007). Brand Extensions Evaluations and the Extension Category: How to Position the Brand. *Thought Leaders International Conference on Brand Management*, Birmingham, UK, 27th and 28th of April 2007.
62. **Hem, L.E.** and Olsen, L.E. (2007). Brand Extensions and Feedback Effects: The Importance of a Strong Original Brand. *Thought Leaders International Conference on Brand Management*, Birmingham, UK, 27th and 28th of April 2007.
63. Buil, I, **Hem, L.E.** & de Chernatony, L. (2007). Estrategia De Extensión De Marca: Influencia Del Ajuste Percibido, Del Tipo De Marca Y De La Cultura Del País. *ACEDE, Asociación Científica de Economía y Dirección de Empresas Conference*, Sevilla, Spain, September 16-18, 2007.
64. Iversen, N. and **Hem, L.E.** (2006). The role of motives and goals as drivers of satisfaction perceptions among tourist consumers. *The 35th EMAC Conference in Athens, 2006*.
65. Lexhagen, M., Nysveen, H. & **Hem, L.E.** (2005). Festival coordination: An exploratory study on intention to use mobile devices for coordination of a festival. *Event Management*. Vol. 9, No. 3, pp. 113-146.
66. **Hem, L.E.** & Iversen, N.M. (2004). How to develop a brand logo in the tourism industry: A qualitative and quantitative approach. *Scandinavian J. of Hospitality and Tourism*. Vol. 4, No 2, December, pp. 83-106.
67. Hansen, H. and **Hem, L.E.** (2004). Brand Extension Evaluations: Effects of Affective Commitment, Involvement, Price Consciousness, and Preference for Bundling in the Extension Category”. In Kahn, B.E. & Luce, M.F. (Eds.), *Advances in Consumer Research*, Vol. XXXI, pp. 375-381.
68. Supphellen, M., Eismann, Ø. & **Hem, L.E.** (2004). Can Ads of Brand Extensions Revitalize Flagship Products? An Experiment. *International Journal of Advertising*, Vol. 23, No. 2, pp. 173-196.
69. **Hem, L.E.**, de Chernatony, L. and Iversen, N. (2003). Factors Influencing Successful Brand Extensions. *Journal of Marketing Management*. Vol. 19, No. 7-8 (September), pp. 781-806.
70. **Hem, L.E.**, Iversen, N.M. and Grønhaug, K. (2003). Viewers’ Reaction to Advertising of Nature-Based Tourist Attractions. *Scandinavian J. of Hospitality and Tourism*, Vol. 3, No 1, pp. 48-70.
71. **Hem, L.E.** & Iversen, N.M. (2003). Effects of Advertising on Intention to Visit Tourist Destinations: The Importance of Scary Pictures. The 8th *International Conference on Marketing and Development*, Bangkok, Thailand, January 3-7, 2003.

72. **Hem, L.E.** & Iversen, N.M. (2003). Transfer of Brand Equity in Brand Extensions: The Importance of Brand Loyalty. In Keller, P.A. & Rook, D.W. (Eds.), *Advances in Consumer Research*, Vol. 30, pp.72-79.
73. **Hem, L.E.**, Iversen, N.M. and Nysveen, H. (2002). Effects of Ad Photos Portraying Risky Vacation Situations on Intention to Visit a Tourist Destination: Moderating Effects of Age, Gender, and Nationality. *Journal of Travel & Tourism Marketing*, Vol. 13 (No. 4), pp. 1-26.
74. **Hem, L.E.** and Iversen, N. (2002). Decomposed Similarity Measures in Brand Extensions. In S.M. Broniarczyk & K. Nakamoto (Eds.), *Advances in Consumer Research*, Vol. 29, pp. 199-206.
75. Grønhaug, K., **Hem, L.E.**, and Lines, R. (2002). Exploring the Impact of Product Category Risk and Consumer Knowledge in Brand Extensions. *Journal of Brand Management*, Vol. 9, No 6, pp. 463-476.
76. Lines, R., **Hem, L.E.**, and Grønhaug, K., (2001). Contextual Influences on Consumers' Evaluation of Brand Extensions: A quasi-Experimental Study. *ACR-Europe*, Berlin, June 20-23, Proceedings.
77. **Hem, L.E.**, Iversen, N., and Grønhaug, K. (2001). Decomposed Similarity and Brand Extensions: The Role of Brand Personality, Self-image Congruity, and Intercategory Relatedness. Accepted at the 28th International Research Seminar on *Marketing Communications and Consumer Behavior*, La Londe les Maures (French Riviera), June 5-8, Proceedings.
78. Iversen, N. and **Hem, L.E.** (2001). Country-of-Origin i internasjonal markedsføring. *Scandinavian Journal of Business Research – Beta*, No. 2, pp. 38-55.
79. **Hem, L.E.**, Grønhaug, K., and Lines, R. (2001). Perceived Risk, Involvement, and Knowledge Effects in Brand Extensions. The 30th *EMAC conference*, NHH, Bergen, Proceedings.
80. **Hem, L.E.** (2000). Merkeutvidelser. Effekter av individ, objekt og kontekst på vurdering. *Doctoral dissertation*, Norwegian School of Economics and Business Administration, Bergen, Norway.
81. **Hem, L.E.**, Grønhaug, K., and Lines, R. (2000). Exploring the importance of product category similarity and selected personal correlates in brand extensions. *The Journal of Brand Management*. Vol. 7. No. 3, pp. 197-209.
82. Fjeld, D., **Hem, L.E.**, and Eikebrokk, T. (2000). Modelling Forest Operations and Sector Development in Norway's Fjord Region. *International Journal of Forest Engineering*. Vol. 11. No. 1, pp. 39-52.
83. **Hem, L.E.**, Lines, R., and Grønhaug, K. (2000). Factors influencing perceived similarity between established brands and brand extensions. The 29th *EMAC conference*, Rotterdam. Proceedings.
84. Iversen, N. and **Hem, L.E.** (2000). Country image in national umbrella branding - Conceptual issues and marketing implications. *ACR Pasific*, 16th to 19th of Mars, Proceedings.
85. **Hem, L.E.** and Lines, R. (1997). Brand extension: The impact of similarity. *IAREP XXII Conference*, Valencia, pp. 62-68, Proceedings.
86. **Hem, L.E.** (1997). Word-of-Mouth: A Framework, Further Research, and some Findings. *IAREP XXII Conference*, Valencia, Abstract published in the Proceedings.
87. **Hem, L.E.** and Eikebrokk, T. (1997). Environmentally sustainable value chains: A proposed new framework. 22nd Annual *MacroMarketing Conference*, Bergen, June 1997, Proceedings.
88. Eikebrokk, T. and **Hem, L.E.** (1997). Forest logging contractors and their contribution to the value chain: An empirical study of contractors in Western Norway. *EFI Proceedings*, No. 16. Bergen, June 1997.