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NHH Norwegian School of Economics,
Department of Strategy and Management, 2000 -
- Nationality** Norwegian
- Previous positions** Adjunct Professor
University of South-Eastern Norway,
School of Business, 2006 - 2018
- Research Director
Institute for Research in Economics and Business Administration
(SNF), Center for Strategy and Management, 1998 - 2001
- Associate Professor
NHH Norwegian School of Economics,
Department of Strategy and Management, 1994 - 2000
- Research Fellow
Norwegian Research Centre in Organization and Management,
1991 – 1993
- Research Fellow
Institute for Research in Economics and Business Administration
(SNF), 1989 - 1991
- Assistant Professor
NHH Norwegian School of Economics, 1987-1988
- Research Scholar
NHH Norwegian School of Economics, 1986-1987, 1988-1989
- Research Associate
Center for Applied Research, NHH Norwegian School of Economics,
1985-1986
- Research Assistant
NHH Norwegian School of Economics, 1983-1985

Visits at foreign Universities

Visiting Professor
School of Marketing, University of South Australia, Adelaide,
Australia, November 2001 – February 2002

Visiting Scholar
Curtis L. Carlson School of Management, University of Minnesota,
Minneapolis, USA, August 1988 – April 1989

Education

Dr. oecon. (Ph.D.), NHH Norwegian School of Economics, 1988

M.Sc. (Høyere avdelings siviløkonomeksamen),
NHH Norwegian School of Economics, 1986

Master of Business Administration (Siviløkonom),
NHH Norwegian School of Economics, 1982

Publications*Articles in refereed journals*

Ness, H., Aarstad, J., & Haugland, S. A. (2022). Structural networks and dyadic negotiations in tourism destination ecosystems. *International Journal of Contemporary Hospitality Management*, DOI 10.1108/IJCHM-03-2022-0309.

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Xie, C., & Haugland, S. A. (2016). Formation of reputation in business markets. *Journal of Business-to-Business Marketing*, Vol. 23(1), 25-45.

- Aarstad, J., Ness, H., & Haugland, S. A. (2015). Network position and firms' co-branding practice. *Journal of Business Research*, Vol. 68(8), 1667-1677.
- Sande, J. B., & Haugland, S. A. (2015). Strategic performance effects of misaligned formal contracting: The mediating role of relational contracting. *International Journal of Research in Marketing*, Vol. 32(2), 187-194.
- Aarstad, J., Ness, H., & Haugland, S. A. (2015). Innovation, uncertainty, and inter-firm shortcut ties in a tourism context. *Tourism Management*, Vol. 48, 354-361.
- Ness, H., Aarstad, J., Haugland, S. A., & Grønseth, B. O. (2014). Destination Development: The Role of Inter-Destination Bridge Ties. *Journal of Travel Research*, Vol. 53(2), 183-195.
- Svendsen, M. F., & Haugland, S. A. (2011). Host Country Institutional Pressures and Cross-Border Relationship Governance. *International Business Review*, Vol. 20, 324-337.
- Svendsen, M. F., Haugland, S. A., Grønhaug, K., & Hammervoll, T. (2011). Marketing Strategy and Customer Involvement in Product Development. *European Journal of Marketing*, Vol. 45(4), 513-530.
- Haugland, S. A., Ness, H., Grønseth, B. O., & Aarstad, J. (2011). Development of Tourism Destinations: An Integrated and Multilevel Perspective. *Annals of Tourism Research*, Vol. 38(1), 268-290.
- Hillestad, T., Xie, C., & Haugland, S. A. (2010). Innovative Corporate Social Responsibility: The Founder's Role in Creating a Trustworthy Corporate Brand Through 'Green Innovation'. *Journal of Product and Brand Management*, Vol. 19(6), 440-451.
- Aarstad, J., Haugland, S. A., & Greve, A. (2010). Performance Spill-Over Effects in Entrepreneurial Networks: Assessing a Dyadic Theory of Social Capital. *Entrepreneurship: Theory & Practice*, Vol. 34(5), 1003-1019.
- Haugland, S. A. (2010). The Integration-Responsiveness Framework and Subsidiary Management: A Commentary. *Journal of Business Research*, Vol. 63, 94-96.
- Gulbrandsen, B., Sandvik, K., & Haugland, S. A. (2009). Antecedents of Vertical Integration: Transaction Cost Economics and Resource-Based Explanations. *Journal of Purchasing and Supply Management*, Vol. 18, 89-102.
- Dahlstrom, R., Haugland, S. A., Nygaard, A., & Rokkan, A. I. (2009). Governance Structures in the Hotel Industry. *Journal of Business Research*, Vol. 62, 841-847.
- Lunnan, R., & Haugland S. A. (2008). Predicting and Measuring Alliance Performance: A Multidimensional Analysis. *Strategic Management Journal*, Vol. 29, 545-556.
- Flygansvær, B. M., Gadde, L. E., & Haugland, S. A. (2008). Coordinated Action in Reverse Distribution Systems. *International Journal of Physical Distribution & Logistics Management*, Vol. 38, 5-20.

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Olsen, B. E., Haugland, S. A., Karlsen, E., & Husøy, G. (2005). Governance of Complex Procurements in the Oil and Gas Industry. *Journal of Purchasing and Supply Management*, Vol. 11, 1-13.

Buvik, A., & Haugland, S. A. (2005). Allocation of Specific Assets, Relationship Duration, and Contractual Safeguarding. *Scandinavian Journal of Management*, Vol. 21, 41-60.

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Kotabe, M., & Mol, M. J. (eds.), *Global Supply Chain Management*, Vol. II, Edward Elgar Publishing, 2006, 254-284.

Haugland, S. A., & Grønhaug, K. (1996). Cooperative Relationships in Competitive Markets. *Journal of Socio-Economics*, Vol. 25(3), 359-371.

Haugland, S. A., & Reve, T. (1994). Price, Authority and Trust in International Distribution Channel Relationships. *Scandinavian Journal of Management*, Vol. 10(3), 225-244.

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Essays in books

Haugland, S. A. (2019). The governance perspective in interorganizational research. In Benito, G. R. G., & Lunnan, R. (eds.) *Voyages of a scholar: Navigating companies, channels, and clusters - A tribute to Torger Reve*, Fagbokforlaget, 79-94.

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Ness, H., & Haugland, S. A. (2002). Chain Organization and Chain Power in Grocery Retailing: A Comparative Study of Norway, Great Britain and Switzerland (in Norwegian: Kjedeorganisering og kjedemakt i dagligvarehandelen: En sammenligning av Norge, Storbritannia og Sveits). In Rommetvedt, H. (ed.) *Matmakt: Politikk, forhandling og marked*, Fagbokforlaget, 253-272.

Lunnan, R., & Haugland, S. A. (1996). Core Competencies in a Network Organization. In Falkenberg, J., & Haugland, S. A. (eds.) *Rethinking the Boundaries of Strategy*, Copenhagen Business School Press.

Haugland, S. A., & Grønhaug, K. (1995). Authority and Trust in Network Relationships. In Håkanson, H., & Snehota, I. (eds.) *Developing Relationships in Business Networks*, Routledge.

Books

Haugland, S. A. (2004). *Cooperation, Alliances and Networks*, second edition (in Norwegian: *Samarbeid, allianser og nettverk*). Oslo, Norway: Norwegian University Press.

Reve, T., Haugland, S. A., & Grønhaug, K. (1995). *The International Competitiveness of Firms* (in Norwegian: *Internasjonalt konkurransedyktige bedrifter*). Oslo, Norway: Tano-Aschehoug.

Falkenberg, J., & Haugland, S. A. (eds.) (1996). *Rethinking the Boundaries of Strategy*. Copenhagen, Denmark: Copenhagen Business School Press.

Dissertation

Haugland, S. A. (1988). Relational Contracting in Distribution Channels (in Norwegian: *Relasjonskontrakter i distribusjonskanaler*), (247 p.).

Ph.D. supervision (degree institution and degree year in parentheses)

Principal supervisor

- Håvard Huse (NHH Norwegian School of Economics, graduated 2019)
- Xinlu Qiu (NHH Norwegian School of Economics, graduated 2019)
- Hans Anton Stubberud (NHH, Norwegian School of Economics, 2016)
- Ganesh Prasad Neupane (NHH Norwegian School of Economics, 2015)
- Nasun Moadmuang (NHH Norwegian School of Economics, 2014)
- Roar Jakobsen (NHH Norwegian School of Economics, 2012)
- Jon Bingen Sande (Norwegian University of Life Sciences, 2008)
- Bente Merete Flygansvær (NHH Norwegian School of Economics, 2006)
- Mons Freng Svendsen (NHH Norwegian School of Economics, 2005)
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- James Sallis (NHH Norwegian School of Economics, 2002)
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Co-supervisor

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- Lasse Lien (NHH Norwegian School of Economics, 2003)
- Randi Lunnan (NHH Norwegian School of Economics, 1999)
- Gro Ladegård (NHH Norwegian School of Economics, 1997)
- Aksel I. Rokkan (NHH Norwegian School of Economics, 1995)

Evaluation of PhD dissertations (degree institution and degree year in parentheses)

- Rebecca Glavee-Geo (Molde University College, 2020)

- Mariia Koval (BI Norwegian Business School, 2018)
- Xiaobei Wang (BI Norwegian Business School, 2016)
- Renger Philemon Kanani (Molde University College, 2016)
- Jakob Utgård (BI Norwegian Business School, 2015)
- Emmanuel Chao (School of Business and Law, University of Agder, 2014)
- Thusitha S. L. W. Gunawardana (Nord University Business School, 2013)
- Ove Oklevik (NHH Norwegian School of Economics, 2011)
- Tor Helge Aas (NHH Norwegian School of Economics, 2010)
- Umar Burki (Molde University College, 2009)
- Tobias Johansson (Göteborg University, 2006)
- Tore Mysen (BI Norwegian Business School, 2005)
- Tor Korneliussen (Nord University Business School, 2005)
- Lars Esbjerg (Aarhus School of Business, 2004)
- Arne Morten Ulvnes (BI Norwegian Business School, 2004)
- Eivind Farstad (NHH Norwegian School of Economics, 2003)
- Johannes Liebach Lüneborg (Aarhus University, 2002)
- Frode Nilssen (UiT The Arctic University of Norway, 2002)
- Terje I. Våland (BI Norwegian Business School, 2002)
- Harald Biong (NHH Norwegian School of Economics, 1999)
- Esa Matikainen (Helsinki School of Economics and Business Administration, 1998)
- Øystein Jensen, (Aarhus School of Business, 1998)

Editorial review board

- Review Editor, *Frontiers in Sustainability, Sustainable Supply Chain Management*, 2023 -