

I. CV Hanne Nørreklit

EDUCATION

- 2000 Rhetoric and communication, half of minor, **Aarhus University - Open**, Denmark
- 1990-91 Post-doctoral studies in accounting, **University of Illinois at Urbana-Champaign**, U.S.A.
- 1989 PhD, **Aarhus School of Business**, Denmark
- 1978 MSc, **Aarhus School of Business**, Denmark
- 1976 BA, **Aarhus School of Business**, Denmark

ACADEMIC AND PROFESSIONAL AFFILIATION

- 2013- Professor, **Aarhus University, Department of Economics and Business**
- 2013- Professor II, **NHH Bergen**, Norway
- 2006- Visiting Professor and Member of the Collegio Docenti of the PhD School in Management at **Scuola Superiore Sant' Anna, Pisa**, Italy
- 2012 Professor, **NHH Bergen**, Norway
- 2012-15 Professor II, Trondheim School of Business, Norway
- 2001-11 Professor, **Aarhus University, School of Business**, Denmark
- 2008-11 Professor II, **NHH Bergen**, Norway
- 2010 Visiting Scholar, **ESSEC**, Paris, France
Visiting Scholar, SCANCOR, **Stanford University**, USA
- 2006-9 Professor II, Accounting and Finance Group, **Manchester Business School**, UK
- 2006-9 Honorary Professor, School of Accountancy and Business Finance, **University of Dundee**, UK
- 2004-06 Erik Malmsten's gästprofessur i ekonomi (Erik Malmsten visiting professor in economics), **Handelshögskolan i Göteborg**, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden
- 2000-05 Visiting Professor, **HEC—Graduate School of Management**, Paris, France
- 1996-01 Associate Professor, Department of International Business, **Aarhus School of Business**, Denmark
- 1989-91 Visiting scholar, International Center for Education and Research in Accounting, **University of Illinois at Urbana-Champaign**, USA
- 1988-96 Associate professor, Department of Accounting, **Aarhus School of Business**, Denmark
- 1988-90 Senior-research scholarship, Aalborg University, Denmark
- 1985-88 Assistant professor, **Aalborg University**, Denmark
- 1981-85 Controller and **Financial Manager**, *Södahl Design A/S*, Brande, Denmark
- 1978-81 Controller, *Pasilac A/S*, Silkeborg, Denmark

MAIN RESEARCH AREA

Management Accounting and Control with special interests in:

- Performance Measurement and Validity
- Management ideology
- Management accounting and change
- Management control and validity
- Social media and accounting
- Actor reality construction – a pragmatic constructivist approach to management and accounting

RESEARCH GROUPS AND PROJECTS IN NETWORKS

- »Actor reality construction – a pragmatic constructivist approach to management« see: <http://badm.au.dk/research/research-groups/actor-reality-construction/>, coordinator, 2013-
- »Actor based management« (with Aalborg University and Göteborg University et al.) 2006-2011
- »Succeskræterier for opgaveløsning og ledelse i videnssamfundets organisationer«. Aarhus University Research Fond. 2006-2011.
- »Management accounting innovations and fads – Can we understand them better?« (with John Burns (Principal Applicant); Gudrun Baldvinsdottir, Robert Scapens) Sponsored by *CIMA (The Chartered Institute of Management Accountants)* 2006-2008
- »Beyond Budgeting Research program« (with NHH Bergen) 2008-2013

RESEARCH REWARDS

2013: Highly Commended Award Winner for article in *Journal of Accounting & Organizational Change* 2012 (together with Lennart Nørreklit, Falconer Mitchell and Trond Bjørnenak)

2012: Listed among out-standing articles of the last 25 years in *Accounting, Auditing and Accountability Journal*. (together with Gudrun Baldvinsdottir, John Burns, Robert W. Scapens)

2012: Outstanding Paper Award Winner for best article in *Qualitative Research in Accounting & Management* 2011 (together with Mary Malina and Frank Selto)

2005: *David Solomon Prize* for Best Article in *Management Accounting Research* 2004 (together with Annick Bourguignon and Veronique Malleret)

IMPACT

Google scholar – December 2017

Citation 4138

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BOOKS AND PAPERS IN PROCESS

1. »Limits in the disciplining power of numbers – beyond customer performance measurement in a social media context « (with Mihaela Trenca)
2. »Narrating paranoia or orchestrating performance in an era of post-truth « (with Lisa Jack and Lennart Nørreklit)
3. »The illusion of 'objective and result-based management': beyond a NPM tool in Denmark« (with Nikolaj Kure and Kristian Røge)
4. »Educating management accountants as business partners« (with Morten Jakobsen and Falconer Mitchell)
5. »Performance Measurement – a pragmatic constructivist approach« (with Falconer Mitchell)
6. »Accounting for love – the construction of the marketable lover« (with Annick Bourguignon)
7. »The changing role of management accountants« (with Gudrun Baldvinsdottir, John Burns and Robert Scapens)
8. »A retrospective on management accounting's role in outsourcing decision-making« (with Lars Bråd Nielsen and Falconer Mitchell)
9. »Actor-Based Performance Management: la performance secondo il costruttivismo pragmatico«, translated chapters, Springer book, Editor Lino Cinquini.
10. »Constructing management accounting and control systems - building a bridge between Theoretical-rational economic logic and practical-managerial work« (with Teemu Laine, Tuomas Korhonen and Petri Suomala) Conference on The Actor-Reality Perspective at University of Greenwich, London, 2016.
11. »Whom to blame: Creating an illusion of the successful bank Kaupthanking, beyond normal thinking« (with Gudrun Baldvinsdottir)
12. »Ledelseskunst« (with Kasper Holten and Preben Melander)

II. PUBLICATIONS – HANNE NØRREKLIT

Professor of Management Accounting and Control
Aarhus University,
8210 Aarhus N
Denmark

Books and Monographs

1. *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach*. Editor. **Routledge**, 2017.
2. *Managing in Dynamic Business Environments: Between Control and Autonomy* (with Kaarbøe K, Gooderham P., Nørreklit) (Eds) **Edward Elgar** 2013
3. *The **Routledge** Companion to Cost Management* Routledge (with Morten Jakobsen and Falconer Mitchell) (Eds.) 2012.
4. *An Actor's Approach to Management – conceptual framework and company practices* (Eds.) Morten Jakobsen, Inga-Lill Johanson and Hanne Nørreklit. DJOEF 2011
5. *Performance management - The silent managerial revolution at Danish Universities* (Eds.) Jens Erik Kristensen, Hanne Nørreklit and Morten Raffnsøe-Møller, DJOEF, 2011
6. *Företags analys i dess komplexitet* (Eds.) Gudrun Baldvinsdottir, Inga-Lill Johanson and Hanne Nørreklit, BAS Bokförlag, 2007
7. *Globalization, Management Control and Ideology – Local and Multinational Perspectives*, (Eds.) Riad Ajami, Edward Arrington, Falconer Mitchell and Hanne Nørreklit, DJØF, 2005
8. *Interne afregningspriser i multinationale koncerner*, Thomson, FSR, 1999
9. *The Control Environment in a Post-Communist Society 1991-1992 - Observations and Analysis*, Institut for Produktion, AUC, 1992, (with Lennart Nørreklit)
10. *Aktivitetsbaseret profitstyring*, HHÅ, 1992, (with Lennart Nørreklit)
11. *Virksomhedens problemerkendelse*, DJØF, 1991
12. *Virksomhedens problemerkendelse*, - PhD, HHÅ, 1989
13. *Økonomisk styring i en igangsattevirksomhed*, Aalborg Universitetsforlag, 1986

Journal Articles

14. »Strategic communication in the balanced scorecard« The Encyclopaedia of Strategic communication, Wiley-Blackwell/ICA with Nikolaj Kure and Mihaela Trenca, 2018.
15. »A pragmatic constructivist approach to accounting practice and research (with Mitchell, F. and Raffnsøe-Møller M.), *Qualitative Research in Accounting and Management*, 2016
16. »Understanding practice generalisation – Opening the Research/Practice gap« (with Nørreklit, L. and Mitchell, F.), *Qualitative Research in Accounting and Management*, 2016
17. »Research perspectives in Performance Management« (with Lino Cinquini) *Management Control*, 2015
18. »Management accounting and decision-making: two case studies of outsourcing« (with Lars Bråd Nielsen and Falconer Mitchell) **Accounting Forum**, 39, 1, 2015.

19. »From Persuasive to Authoritative Speech Genres: Writing accounting research for a practitioner audience« (with Robert Scapens) **Accounting, Auditing and Accountability Journal** Vol. 27, 8, 2014.
20. »Contemporary issues on the Balanced Scorecard« *Journal of Organizational and Accounting Change* (With Falconer Mitchell) Vol.10, 4, 2014.
21. »Quality in Qualitative Management Accounting Research« *Qualitative Research in Accounting and Management*. Vol. 11,1, 2014
22. »Performance measurement for governance in a context of dynamism and professionalism« *Journal of Management and Governance – Guest Editorial Introduction* (with Lino Cinquini and Falconer Mitchell) Vol. 17,1, 2013
23. »Scoring Strategic Performance – A Pragmatic Constructivist Approach to Strategic Performance Measurement« *Journal of Management and Governance* (with Falconer Mitchell, Lars Bråd Nielsen and Lennart Nørreklit) Vol 17,1, 2013
24. »The Rise of the Balanced Scorecard! Relevance Regained?« *Journal of Organizational and Accounting Change* (With Lennart Nørreklit, Falconer Mitchell and Trond Bjørnenak) Vol.8, No 4, 2012.
25. »Self-realisation and Control in the Discourse Practice of Management Coaching« *Employee Relations* (with Anne Ellerup Nielsen) Vol.34, No 2, 2012.
26. »The Art of Managing Individuality Qualitative« *Research in Accounting and Management*, Vol. 8, No. 3, 2011.
27. »Relation among Measures – Lessons Learned« *Qualitative Research in Accounting and Management*, (with Mary Malina and Frank Selto) Vol. 8, No. 1, 2011.
28. »Professional accounting media - accountants handing over control to the system« (with Gudrun Baldvinsdottir, John Burns and Robert Scapens) *Qualitative Research in Accounting and Management*, Vol. 7, No. 3, 2010.
29. »Paradigms and pragmatic constructivism – a reply« **Accounting, Auditing and Accountability Journal**, (with Lennart Nørreklit and Falconer Mitchell) Vol. 23, No. 6., 2010
30. »Towards a paradigmatic foundations of accounting practice«, **Accounting, Auditing and Accountability Journal**, (with Lennart Nørreklit and Falconer Mitchell) Vol. 23, No. 6, 2010.
31. »Internal Performance Measurement Systems: Problems and Solutions« *Journal of Asian-Pacific Business*. 11, 4, 2010 (with Morten Jakobsen and Falconer Mitchell)
32. »Issues in the Relationship between Theory and Practice in Management Accounting« **Management Accounting Research**, Vol. 21. June, 2010, (with G. Balvinsdottir and F. Mitchell)
33. »The image of accountants: From bean counters to extreme accountants«, **Accounting, Auditing and Accountability Journal**, 6, 2009, (with Gudrun Baldvinsdottir, John Burns, Robert W. Scapens)
34. »The disciplinary power of management coaching« *Society and Business Review*, 3, 2009. (with Anne Ellerup Nielsen)
35. »On the Governance of Social Science Research: The Replacement of Profession with Performance Contracts« *International Journal of Public Policy*, 3/4, 2009 (with Mai Linneberg and Philipp Schröder).
36. »Pitfalls in Using the Balanced Scorecard« *Journal of Corporate Accounting & Finance*, September/October, 2008 (with Morten Jakobsen and Falconer

- Mitchell).
37. »Tænk før du måler — realitetstjek af kvalitetsreformen« *Informatik og økonomistyring*, 2008 (with Camilla Kølsen de Wit).
 38. »Relation among Measures, Climate of Control and Performance Measurement Models«, *Contemporary Accounting Research*, Fall, 2007 (with Mary Malina and Frank Selto).
 39. »Ledelse med udgangspunkt i kunsten som bevidsthedsform – Kasper Bech Holten som case« *Informatik og Økonomistyring*, April, 2007
 40. »Management discourse in the transition from communism to market economy – the case of Ukraine«, *Society and Business Review*, 2006 (with Andriy Herasymovych)
 41. »Introducing a Nordic perspective on public sector performance measurement«, *Financial Accountability and Management*, 2006, 22, 3. (with Åge Johnsen, and Jarmo Vakkuri)
 42. »U.S. “Fair Contract” Based Management Control Models in a Danish Environment«, *Financial Accountability and Management*, 2006, 22, 3. (with Lennart Nørreklit and Preben Melander)
 43. »Validity of Management Control Topoi — Towards Constructivist Pragmatism«, *Management Accounting Research*, 2006, 17/1 pp. 42-71 (with Lennart Nørreklit and Poul Israelsen)
 44. »The Dignity of Difference in the Face of Global Markets« *Cambridge Review of International Affairs*, March, 2006, (with Riad Ajami, Ed Arrington, Falconer Mitchell)
 45. »Det balancerede scorecard – en undersøgelse af nogle centrale dimensioner«, *Magma – Tidsskrift for økonomi og ledelse*, 2005
 46. »Ledelsescoaching: et værktøj i arenaen om kampen om det menneskelige engagement«, *Rhetorica Scandinavia*, September, 2004 (with Anne Ellerup Nielsen og Morten Sønderkov)
 47. »Management coaching – et drømmeværktøj?«, *Informatik og Økonomistyring*, okt., 2004 (with Anne Ellerup Nielsen)
 48. »The American Balanced Scorecard versus French Tableau de Bord: the ideological dimension« *Management Accounting Research*, 15, 2, 2004 (with Annick Bourguignon and Veronique Malleret)
 49. »The Balance Scorecard — What Is the Score?«, *Accounting Organization and Society*, 28, 6, 2003
 50. »Den danske økonomistyringsmodel — et værdibaseret fornuftsregime eller et stressende kontrolregime?«, *Økonomistyring & informatik*, DJØF, feb., 2003/04 (with Thomas Bendixen, Preben Melander og Lennart Nørreklit)
 51. »Den kulturelle dimension i økonomistyringen — illustreret via tableau de bord og det balancerede scorecard« in *Comptabilité-Contrôle-Audit, numéro spécial “Activités Internationales”*, 2002 (with Annick Bourguignon and Veronique Malleret)
 52. »L’irréductible dimension culturelle des instruments de gestion: l’exemple du tableau de bord et du balanced scorecard«, *Comptabilité-Contrôle-Audit, numéro special, “Activités Internationales”*, 2002 (with Annick Bourguignon and Veronique Malleret)
 53. »Sustainable Communication Practices in Management Control - Are Body and Mind in Conflict or Convergetion?«, *Hermes*, 27, 2001 (with Camilla de Wit)
 54. »Interne afregningspriser i et ledelsesperspektiv«, *International Business*,

Børsen, 2001

55. »Le Tableau de Bord — det franske scorekort?«, *Økonomistyring & informatik*, DJØF, Okt., 2000/2001, (with Veronique Malleret)
56. »The Balance on the Balanced Scorecard - a critical analysis of some of its assumptions«, *Management Accounting Research*, Mar., 2000
57. »Alte und neue Leistungsmaßstäbe«, *Österreichische Zeitschrift für Rechnungswesen*, 2000 (with Peter Holzer)
58. »Controlling Multinational Companies -- an Attempt to analyze some unresolved Issues«, *The International Journal of Accounting*, 3, 2000 (with Hanns-Martin Schoenfeld)
59. »Måler du, hvad du bliver? — Finansielle og ikke finansielle målinger«, *Ledelse i dag*, dec, 2000
60. »Det balancerede scorecard — hvad scorer du?«, *Økonomistyring & informatik*, DJØF, dec., 1999/00
61. »Det balancerede scorecard — hvorfor er det så svært at finde balancen«, *Økonomistyring & informatik*, DJØF, juni, 1998/99
62. »Præstationspres og innovation i dansk industri«, i *Virksomhedens Økonomistyring*, Børsen, 6/98, (with P.E. Sørensen)
63. »Erkendemåder og deres anvendelsesområder«, *Ledelse i Dag*, Forår, 1997
64. »Rentabilitets- og præstationsevaluering i multinationale virksomheder - en diskussion af omregningsproblemer«, *Virksomhedens økonomistyring*, Børsen, 1996
65. »Die gestaltung von Controllingsystemen - ein Brückenschlag zwischen Theorie und Praxis«, *Österreichische Zeitschrift für Rechnungswesen*, 1995
66. »Japansk Økonomistyring - om at skabe og opsamle små gode udviklingsideer i det daglige arbejde«, *Økonomistyring og informatik*, DJØF, 1994
67. »Økonomistyring i praksis - hvordan man virkeliggør teorierne«, *Økonomistyring og informatik*, DJØF, 1993
68. »Konstruktion af aktørstilpassede økonomistyringssystemer«, *Ledelse og erhvervsøkonomi*, 3/1992
69. »Management Accounting - Status und Trends«, *Die Betriebswirtschaft*, 2/1992 (with H.P.Holzer)
70. »Some Thoughts on Cost Accounting Development in the United States«, *Management Accounting Research*, 2, 1991 (with H.P. Holzer)
71. »Management Accounting and Control Systems Recent Developments and Current Status«, *Tijdschrift voor economie en management*, Belgium, 1991 (with H.P.Holzer)
72. »Status des Management accounting in den Vereinigten Staaten«, *Die Wirtschaftsprüfung*, nov. 1991 (with H.P.Holzer)
73. »Problemerkendelsens betydning for Virksomhedens Økonomistyring«, *Økonomistyring og Informatik*, 1990
74. »Økonomi og virkelighed belyst ved Vagn Madsens teori om strategi og budget«, *Erhvervsøkonomi og Erhvervsudvikling*, Aalborg, 1987

Articles in Professional Journals

75. »Thinking: What can accountants gain from applying the principles of pragmatic constructivism?« *Financial Management*, September, 2013 (with Lennart Norreklit and Falconer Mitchell)

76. »Topledernes strategiske færdigheder skal evalueres« denoffentlige.dk, 2013
77. »从无趣与讨厌到性感和极端?« 作者, 全球聚焦 | 第 04, 卷 | 2010 年第 03 期.
78. »From dull and geeky to sexy and extreme« *Global Focus* October 2010
79. »Management Accounting Innovations – Understanding Them In Their Wider Context« (with Gudrun Baldvinsdottir, John Burns, Bob Scapens). CIMA, 2010.
80. »The management accountant's role: conclusion« *Financial Management*, September, 2009 (with Gudrun Baldvinsdottir, John Burns, Robert Scapens).
81. »The management accountant's role« *Financial Management*, July/August, 2009 (with Gudrun Baldvinsdottir, John Burns, Robert Scapens).
82. »Images of the profession« *Financial Management*, June, 2009 (with Gudrun Baldvinsdottir, John Burns, Robert Scapens).
83. »Riv Berlinmuren ned – fra mekanisk mod intelligent evaluering af offentlige ydelser« *CVL Hot-line*, No. 8, 2008.
84. »Tænk før du måler – kvalitetsreformen I den varmestol.« *Liv i skolen* (with Camilla de Witt) 2007.

Book Chapters

85. »Introduction« (with Falconer Mitchell and Morten Raffnsøe-Møller), In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach*. H. Nørreklit (Ed.): **Routledge**, 2017.
86. »The validity of financial statement measurement« (with Falconer Mitchell, and Lennart Nørreklit) In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach*. H. Nørreklit (Ed): **Routledge**, 2017.
87. »Reflective planning and decision-making« (with F. Mitchell and L. B. Nielsen), In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach* H. Nørreklit (Ed.): **Routledge**, 2017.
88. »Actor-based performance management« (with Mihaela Trenca), In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach* H. Nørreklit (Ed.): **Routledge**, 2017.
89. »Language games of management accounting« (with *Nikolaj Kure, and Morten Raffnsøe-Møller*), In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach* H. Nørreklit (Ed.): **Routledge**, 2017.
90. »Strategisk præstationsevaluering« *Festskrift for Poul Israelsen (with Lennart Nørreklit, Lars Braad Nielsen og Falconer Mitchell)*, Djoef, 2016
91. »Commentary on Stanley Harding's Lecture: A Business Partner in the 1960s« (with Gudrun Baldvinsdottir, John Burns and Robert Scapens) In Rick Payne (ed). *Finance in the Broader Sense*. London: Institute of Chartered Accountants in England and Wales, 2013 p. 47-53.
92. »A new way of being a controller - from bellboy to actor« (with Katarina Kaarbøe) in Kaarbøe K, Gooderham P., Nørreklit H. (eds) *Managing in Dynamic Business Environments: Between Control and Autonomy* **Edward Elgar**, 2013.
93. »Control and Autonomy – Management Challenges and Tensions« (with Katarina Kaarbøe and Poul Gooderham) in Kaarbøe K, Gooderham P., Nørreklit H. (eds) *Managing in Dynamic Business Environments: Between Control and Autonomy* **Edward Elgar** 2013.
94. »Methodologies of performance measurement« (with Lino Cinquini, Falconer

- Mitchell and Andrea Tenucci) accepted for Mitchell F., Nørreklit H. & Jakobsen M. (Eds.) *Routledge Companion to Cost Management*. **Routledge**, 2012.
95. »Performance measurement systems – beyond generic actions « (with Rainer Lueg) in Mitchell F., Nørreklit H. & Jakobsen M.(Eds.) *Companion to Cost Management*. **Routledge**, 2012.
 96. »Governmentality and precarization« (with Lennart Nørreklit) in Rolf-Dieter Hepp (Hg.) *Precurity and Flexibility*. Verlag Westfälisches Dampfboot, 2012, pp.71-90.
 97. »The precarity of university scholars: from sovereign man to controlled man« (with Lennart Nørreklit) in Rolf-Dieter Hepp (Hg.) *Precurity and Flexibility*. Verlag Westfälisches Dampfboot, 2012, pp.246-60.
 98. »Constructing Performance Measurement Packages« in Magdy G. Abdel-Kader (ed), *Review of Management Accounting Research*, **Palgrave Macmillan** (with Morten Jakobsen and Falconer Mitchell), 2011.
 99. »Managerial knowledge in a research based company« in *An Actor's Approach to Management – conceptual framework and company practices* (Eds.) Morten Jakobsen, Inga-Lill Johanson and Hanne Nørreklit. DJOEF (with Lennart Nørreklit), 2011.
 100. »Actor based management – the TESCO way« (with Gudrun Baldvinsdottir and Inga-Lill Johanson) in *An Actor's Approach to Management – conceptual framework and company practices* (Eds.) Morten Jakobsen, Inga-Lill Johanson and Hanne Nørreklit. DJOEF, 2011.
 101. »Introduction« in *An Actor's Approach to Management – conceptual framework and company practices* (Eds.) Morten Jakobsen, Inga-Lill Johanson and Hanne Nørreklit. DJOEF (With Morten Jakobsen and Inga-Lill Johanson, 2011.
 102. »University Performance Management at Danish Universities« (with Jens Erik Kristensen, Hanne Nørreklit and Morten Raffnsøe-Møller) in *Performance management - The silent managerial revolution at Danish Universities*(editors Jens Erik Kristensen, Hanne Nørreklit and Morten Raffnsøe-Møller), DJOEF, 2011.
 103. »Business School Ranking What's the Score« (with Mai Linneberg, Philipp Schröder and Nikolaj Kure) in *Performance management - The silent managerial revolution at Danish Universities* (editors Jens Erik Kristensen, Hanne Nørreklit and Morten Raffnsøe-Møller), DJOEF, 2011.
 104. »The construction of the researcher in the context of performance evaluation« (with Nikolaj Kure, Philipp Schröder and Mai Linneberg) in *Performance management - The silent managerial revolution at Danish Universities* (editors Jens Erik Kristensen, Hanne Nørreklit and Morten Raffnsøe-Møller), DJOEF, 2011.
 105. »Kunst als Bewusstheitsform im Managements – am Beispiel des Intendanten der Königlichen Dänischen Oper Kasper Bech Holten«, in Rolf-Dieter Hepp (Hg.) *The Fragility of Socio-Structural Components/Die Fragilisierung soziostruktureller Komponenten*, Europäischer Hochschulverlag GmbH & Co. KG 2009.
 106. »Tænk før du måler – realitetstjek af kvalitetsreformen« in Preben Melander *Det fortrængte offentlige lederskab Offentlig ledelse efter New Public Management* (with Camilla Kølsen de Wit), DJØF, 2008
 107. »The Case of Discovery« in Goddard J., Ajami R., & Raab, G (Eds.),

- Customer Relationship Management: A Global Perspective* Ashgate Publishing. 2008 (with L. Nørreklit).
108. »AB Swedish Lumber« in Goddard J., Ajami R., & Raab, G (Eds.), *Customer Relationship Management: A Global Perspective*. Gower. 2008.
 109. »Theoretical Conditions for Validity in Accounting Performance Measurement«, in Andy Neely (ed.), *Business Performance Measurement*, **Cambridge University Press**, 2007 (with Falconer Mitchell and Lennart Nørreklit)
 110. »En tvärvänskaplig festskrift« in Gudrun Baldvinsdottir, Inga-Lill Johanson and Hanne Nørreklit (Eds.), *Företagsanalys i dess komplexitet* BAS Bokförlag, 2007 (with Gudrun Baldvinsdottir and Inga-Lill Johanson)
 111. »Balanced Scorecards«, *Third Edition of Issues in Management Accounting* Editors: Deryl Northcott, Trevor Hopper and Robert W. Scapens, **Prentice Hall**, 2007 (with Falconer Mitchell)
 112. »Ledelsescoaching i retorisk lys« in *Retorikk, organisasjon og ledelse*, Odd Nordhaug og Hans-Ivar Kristiansen (red.) Forlag 1 (with Anne Ellerup Nielsen) 2007
 113. »Profession versus udviklingskontrakter i samfundsforskningen: baggrund & konsekvenser ved et paradigmeskifte«, in *De nye professionelle*, (ed.) Bøje Larsen og Helle H. Hein, DJØF, 2007 (with Mai Linneberg and Philipp Schröder).
 114. »Nya förändringar i förtroende och etos – case-study Danmark«, Inga-Lill Johanson, Sten Jönsson and Rolf Solli (eds.) "Värdet av förtroende". Studentlitteratur, 2006 (with Lennart Nørreklit).
 115. »Globalization, management control and Ideology«, in *Globalization, Management Control and Ideology – Local and Multinational Perspectives*, Eds. Riad Ajami, Ed Arrington, Falconer Mitchell and Hanne Nørreklit, DJØF, 2005 (with Riad Ajami, Ed Arrington, Falconer Mitchell)
 116. »American "fair contract" and the Danish tradition - problems of incoherent ideologies« in *Globalization, management control and Ideology – Local and Multinational Perspectives*, Eds. Riad Ajami, Ed Arrington, Falconer Mitchell and Hanne Nørreklit, DJØF, 2005 (with Preben Melander and Lennart Nørreklit)
 117. »The Ideology of Management coaching« in *Globalization, management control and Ideology – Local and Multinational Perspectives*, eds. Riad Ajami, Ed Arrington, Falconer Mitchell and Hanne Nørreklit, DJØF, 2005 (with Anne Ellerup Nielsen)
 118. »Multinational Corporate Sustainability: A Content Analysis Approach« in *Organizational Data Mining: Leveraging Enterprise Data Resources for optimal Performance*, 2003 (with Riad Ajami and Marca Bear)
 119. »Det balancerede scorecard — hvorfor er det så svært at finde balancen«, in Preben Melander (ed.) *De nye ledelsesværktøjer*, DJØF, 2002
 120. »Økonomistyringsretorik—fra radiatorstyring til sokratiske styring«, in Sten Jönsson & Bøje Larsen *Teori og Praksis – skandinaviske perspektiver på ledelse og økonomistyring*, DJØF, 2001, (with Camilla de Wit)
 121. »Koncernorganisering og præstationsevaluering«, in Michael Christensen *Benchmarking*, DJØF, 2001, (with Jesper Strandskov)
 122. »Er der balance i det balancerede scorecard?«, in Pedersen K. & S. Thomsen (ed). *Internationalisering*, Systime, 1999
 123. »Performance Pressure and Innovation in Danish Industry«. In I.S. Demirag,

- Corporate Governance, Accountability and Pressures to Perform, An International Study*, JAI PRESS, Inc., London, 1998 (with P.E. Sørensen)
124. »A Framework for Resource control«, in *Resources of the Firm*, (ed.) Lennart Nørreklit & Hanns Martin W. Schoenfeld, DJØF, 1996
125. »En analyse af begreberne "retvisende billede" og "Økonomisk stilling" i Årsregnskabslovens '4«, *Faglige artikler no. 23*, Foreningen For Yngre Revisorer, 1989
126. »Transcenderende erkendelse og kvalitativ forskning«, in O. Rasmussen (ed.) *Rapport om kvalitative metoder*, støttet af SSF, 1989

Conference Activities

Conference proceedings

127. »The Rise of the Balanced Scorecard! Relevance Regained?« (With Lennart Nørreklit, Falconer Mitchell and Trond Bjørnenak) *New Directions in Management Accounting: Innovations in Practice and Research*, Brussels, December, 2012
128. »The outsourcing decision-making process: extensions to the management accounting and strategy toolkit« (with Lars Bråd Nielsen), *New Directions in Management Accounting: Innovations in Practice and Research*, Brussels, December, 2010
129. »Beyond "Beyond Budgeting" - from the management accountant as a bellboy to an actor« (with Katarina Østergren), *New Directions in Management Accounting: Innovations in Practice and Research*, Brussels, December, 2010
130. »The image of accountants: From bean counters to extreme accountants«, MCA/ENROAC/MACORG, 2007 (with Gudrun Baldvinsdottir, John Burns, Bob Scapens)
131. »Pricing and costing in China«, MCA/ENROAC/MACORG, 2007 (with Yuan Ding and Veronique Malleret)
132. »The Validity of Performance Measurement Frameworks«, in *PMA 2005 Symposium*, Sir Andrew Liekierman and Andy Neely (ed.), London Business School (with Falconer Mitchell and Lennart Nørreklit)
133. »Danish Versus U.S. Management Control: The Ideological Dimension«, NFF, 2005 (with Lennart Nørreklit)
134. »The Discourse Universe of Management Coaching«, *Proceedings, Third International Conference on Discourse, Communication and Enterprise (DICOEN 2005)*, Rio de Janeiro, 8 – 10 September, 2005 (with Anne Ellerup Nielsen)
135. »Danish ideology and Current Management Control: The individual's loss of freedom« *Conference proceedings, The Fourth Asia Pacific Interdisciplinary Research in Accounting (APIRA 2004)* (with Preben Melander and Lennart Nørreklit)
136. »Management Control and "Coherence": some unresolved questions«, *Proceedings of the 9th Interdisciplinary Perspectives on Accounting Conference*, Madrid, July 2003 (CD Rom and <http://zoltar.uc3m.es>) (with A. Jenkins and A. Bourguignon)
137. »American Management Theory and French Acts of Resistance«, *Conference proceedings, Founding conference of The European Academy of Management*, Barcelona, April, 2001 (with Annick Bourguignon and

Veronique Malleret).

138. »Successful Management Rhetoric and Interaction Strategies«, conference proceedings (CD-format), *Fourth International Conference on Organizational Discourse, Word-views, Work-views and World-views*, University of London, London, 2000 (with Camilla de Wit)
139. »Balanced scorecard versus French Tableau de Bord: beyond dispute, a cultural and ideological perspective«, *Workshop on Performance Measurement and Management Control*, edhec: Nice (October 4-5, 2001) (with Annick Bourguignon and Veronique Malleret)

Conference Papers

140. »Limits in the disciplining power of numbers – beyond customer performance measurement in a social media context « (with Mihaela Trenca)
141. »Narrating paranoia or orchestrating performance in an era of post-truth « (with Lisa Jack and Lennart Nørreklit)
142. »The illusion of 'objective and result-based management': beyond a NPM tool in Denmark« (with Nikolaj Kure and Kristian Røge)
143. »Language games of management accounting research« with Nikolaj Kure and Morten Raffnsøe-Møller) Conference on The Actor-Reality Perspective at University of Greenwich, London, 2016.
144. »An actor-based approach to performance management« (with Mihaela Trenca) The Actor-Reality Perspective at University of Greenwich, London, 2016.
145. »Constructing management accounting and control systems - building a bridge between Theoretical-rational economic logic and practical-managerial work« (with Teemu Laine, Tuomas Korhonen, Petri Suomala) Conference on The Actor-Reality Perspective at University of Greenwich, London, 2016.
146. »Dancing with Performance Measurement – Viewers Co-Producing a Television Show through Voting« (with Mihaela Trenca) Managing Popular Culture Research Workshop University of Edinburgh Business School, 27th April 2015
147. »The trustworthiness of accounting measurement« (Falconer Mitchell, Hanne Nørreklit and Lennart Nørreklit) Conference on The Actor-Reality Perspective at ESCP-Europe, Paris 2015.
148. »Generalising for Practice« (with Lennart Nørreklit and Falconer Mitchell) Workshop on The Actor-Reality Perspective at Edinburgh University, UK 2014.
149. »Management Accounting and Decision Making« (with Lars Bråd Nielsen and Falconer Mitchell) Manufacturing Accounting Research Conference, Copenhagen, 2014.
150. »A new way of being a controller - from bellboy to actor« (with Katarina Kaarboe) the European Accounting Association 2013, France, Paris.
151. »The outsourcing decision-making process: extensions to the management accounting and strategy toolkit« (with Lars Bråd Nielsen) Workshop on The Actor-Reality Perspective at Scuola Superiore Sant' Anna, Pisa, Italy 2012.
152. »From a Socratic to an Autocratic Discourse: Translating a European Text for an American Audience.« (With Robert Scapens) the European Accounting Association 2011, Rom, Italy.
153. »Discourse and the construction of the marketable and governable lover«, with Bourguignon, Annick. Critical Management Studies Conference 2011,

Naples, Italy.

154. »Management art – The royal Danish Opera's Artistic Director Kasper Holten as case«, *Lederidealet 2020 - Fører nutidens lederidealer til den fremtid vi gerne vil se?*, November 2010, Copenhagen
155. »Præstationsevalueringsmetoder og deres implikationer« Det Danske Ledelsesakademi, Aalborg, December, 2010.
156. »A Constructive Conceptual Approach to Strategic Performance Measurement« (with Falconer Mitchell, Lars Bråd Nielsen and Lennart Nørreklit), JMG, Piza, 2010
157. »Professional accounting media - accountants handing over control to the system« (with Gudrun Baldvinsdottir, John Burns and Robert Scapens) Annual Meeting of the American Accounting Association, Aug 2010.
158. »The construction of the researcher in the context of performance evaluation« (with Nikolaj Kure, Philipp Schröder and Mai Linneberg) EGOS, July 2010.
159. »Performance i Krise« Företagsekonomiska Ämneskonferensen, Föreningen Företagsekonomi i Sverige, Stockholm School of Economics 2009.
160. »The new social identity of university scholars: beyond new public management« SUPI, Freie Universität Berlin, 2009.
161. »The Changing Roles and Changing Discourse of the Management Accountant: 1980-2008.« 6th Conference on new directions in management accounting, Brussels, Belgien, 15. December 2008 - 17. December 2008. (With Baldvinsdottir, Gudrun ; Burns, John ; Scapens, Robert W.)
162. » The Image of Accountants From Bean Counters to Extreme Accountants.« 31st Annual Congress of the European Accounting Association, Rotterdam, Holland, 23. april 2008 - 25. April 2008. (With Baldvinsdottir, Gudrun ; Burns, John ; Scapens, Robert W.)
163. »Developing Management Models for Post-Modernity« KCTOS: Knowledge, Creativity and Transformations of Societies, Vienna 2007.
164. »The paradigmatic foundations of accounting practice«, European Accounting Association, Lisbon, 2007 (with Falconer Mitchell and Lennart Nørreklit)
165. »Management with reference to arts as a form of consciousness – The Royal Danish Opera's Artistic Director Kasper Bech Holten as case« *"Processes of social reorientation within the social structure"* The Ministry of Social and Labour in cooperation with the Free University of Berlin. Berlin 2007
166. »The double-edge of performance measurement«, Panel contribution on Impact of Performance Measurement Systems, PMA (Performance Measurement and Management) 2006 Conference, London, July 2006.
167. » Management Models Viewed after a Detour to the Discourse Universe of a Manager of the Royal Danish Opera: Twilight of the Management Gods?«, Conference paper, Cassirer Seminar, Language beyond Power, Aalborg University, Skagen, June 2006.
168. »The Double Edge Purpose of Management Coaching«, Conference paper, EGOS, July 2006 (with Anne Ellerup Nielsen)
169. »The Validity of Performance Measurement Frameworks«, *When Management tools meet reality*, Aarhus School of Business, December 2005, (with Falconer Mitchell and Lennart Nørreklit)

170. »Variable Relation in a Performance Measurement Model«, Field Research in Accounting & Auditing: A North American Focused, 2005 (with Mary Malina and Frank Selto (presenter)).
171. »American "Fair Contract" and Danish Tradition The Problem of Conflicting Ideologies«, 28th Annual Congress of the European Accounting Association, 18-20 May, 2005, Göteborg (with Preben Melander and Lennart Nørreklit)
172. »The Paradigmatic Foundations of Accounting Practice«, 28th Annual Congress of the European Accounting Association, 18-20 May, 2005, Göteborg (with Falconer Mitchell and Lennart Nørreklit)
173. »Bridging the gap between theoretical and practical knowledge - the Perspective of Constructivist Pragmatism«, Track paper, EURAM, Munich, May, 2005 (with Lennart Nørreklit)
174. »Anticipatory Performance Management and Monitoring Tools«, *Management Control Association Edinburgh, Scotland*, July 12-14, 2004 (Key note presentation with Michel Lebas (presenter))
175. »High modernity, new liberalism and Danish ideology: A cornucopia of control«, Workshop on "Corporate Management, Accounting, and National Ideology", HHÅ, 2003 (with Preben Melander and Lennart Nørreklit)
176. »Linking the top floor to the shop floor in a high modernity context«, Workshop on "Corporate Management, Accounting, and National Ideology", HHÅ, 2003 (with Anne Ellerup Nielsen)
177. »Towards a conceptual framework for performance measurements«, EAA 2003 (with Falconer Mitchell and Lennart Nørreklit)
178. »Management Control and "Coherence": Some Unresolved Questions«, EAA 2003 (with A. Bourguignon and A. Jenkins)
179. »Validity of Management Control TOPOI — Towards Constructivist Pragmatism « EAA 2003 (with Poul Israelsen and Lennart Nørreklit)
180. »The practice and research paradigms in management accounting — A validity assessment« Conference paper 5th International Seminar on Manufacturing Accounting Research, Pisa - Italy June 6-8, 2001 (with Poul Israelsen and Lennart Nørreklit)
181. »Tableau de bord and French reaction on the balanced scorecard,« Conference paper *European Accounting Association*, Athen, April 2001 (with Annick Bourguignon and Veronique Malleret)
182. »*American Management Theory and French Acts of Resistance*, Founding conference of The European Academy of Management, Barcelona, April, 2001 (with Annick Bourguignon and Veronique Malleret)
183. »Balanced scorecard versus French Tableau de bord: a cultural and ideological perspective«, "Performance Measurement and Management Control," Nice, October 4-5, 2001 (with Annick Bourguignon and Veronique Malleret)
184. »The rhetoric of science«, Seminar on Business Rhetorics, 2001 HHÅ
185. »The Balance Scorecard – What Is the Score?« Conference paper, European Accounting Association, Munich, 2000
186. »The Balance on the Balanced Scorecard,« Conference paper, Fourth International Seminar on Manufacturing Accounting Research, Kolding, 1999
187. »The Balanced Scorecard«, Workshop HHÅ, Århus, 1999
188. »Controlling Multinational Companies - an Attempt to analyze some unresolved Issues«, Conference paper, European Accounting Association,

- Graz, 1997
189. »Præstationspres og innovation i dansk industri«, 14th Nordic Conference on Business Studies, 1997 (with P.E. Sørensen)
 190. »Constructing Management Accounting and Control Systems - an approach to overcome the shortcomings of theoretical control models«, Vancouver, 1996
 191. »Transfer pricing«, Center for Economic Management, Aalborg University, 1996
 192. »A Framework for Resource Control« Workshop and conference paper, Borås, 1994, Kolding, 1994
 193. »Actor-based management control«, Workshop on *Qualitative methods in Management Theories*. Center for Economic Management, Bønnerup, Denmark, 1994
 194. »Resource Accounting and Control«, Seminar on *Contemporary Research Projects in and around Accounting and Management Control*, HHS, Kolding, Denmark, 1994
 195. »Actor based management control«, CBS, Copenhagen, Denmark, 1993
 196. »Concepts of illusions«, Workshop, *Center for Economic Management*, Skanderborg, Denmark, 1990
 197. »How to manage science for the public good?«, Rewley House, University of Oxford, 1989
 198. »The importance of the methodology applied, when managing science and technology for the public good,« Rewley House, University of Oxford, 1989
 199. »Are attitudes helpful in understanding human and social behaviour«, Rewley House, University of Oxford, 1989
 200. »The subjective logic«, Rewley House, University of Oxford, 1989
 201. »Transcenderende erkendelse og kvalitativ forskning«, *Qualitative Methods Seminar*, Molslaboratoriet, Denmark, 1989
 202. »Reality and Managerial Accounting«, workshop on *Auditing and Controlling*, HHÅ, Denmark, 1989
 203. »Problemerkendelsens betydning for styring af en virksomhed«, PhD defense, 1989

Working Papers and Reports

204. »The Image of Accountants: From Bean Counters To Extreme Accountants.« (with Gudrun Baldvinsdottir, John Burns, Bob Scapens), HHÅ, 2007
205. »Management art – The royal Danish Opera's Artistic Director Kasper Bech Holten as case«, HHÅ, 2007
206. »The paradigmatic foundations of accounting practice«, HHÅ, 2007 (with Falconer Mitchell and Lennart Nørreklit)
207. »Ledelseskunst«, Ledelse og filosofi, Danish Center for Philosophy and Science, AAU,1, 2007
208. »Danish Ideology and Current Management Control: the loss of individual freedom?«, HHÅ, 2004 (with Thomas Bendixen, Preben Melander og Lennart Nørreklit)
209. »Validity of Management Control Topoi — Towards Constructivist Pragmatism« HHÅ, 2004 (with Poul Israelsen and Lennart Nørreklit)
210. »Management Control and "Coherence": Some Unresolved Questions«

- ESSEC Research Center, 2003 (with A. Bourguignon and A. Jenkins)
211. »Validity of Management Control — Towards Constructivist Pragmatism«, HHÅ, 2002 (with Poul Israelsen and Lennart Nørreklit)
 212. »Balanced scorecard versus French Tableau de bord: beyond dispute, a cultural and ideological perspective«, ESSEC Research Center: Paris, 2001 (with Annick Bourguignon and Veronique Malleret)
 213. »Balanced scorecard versus French Tableau de bord: beyond dispute, a cultural and ideological perspective«, HEC: Paris, 2001 (with Annick Bourguignon and Veronique Malleret)
 214. »American Management Theory and French Acts of Resistance«, HHÅ, 2001 (With Annick Bourguignon and Veronique Malleret)
 215. »The Balance Scorecard – What Is the Score?«, HHÅ, 2000
 216. »Benelux — a case study of implementing the balanced scorecard«, HHÅ, 2000
 217. »Controlling Multinational Companies an Attempt to analyze some unresolved Issues«, HHÅ, 1998 (with Hans-Martin Schoenfeld)
 218. »En case undersøgelse om at implementere det balancerede scorecard«, HHÅ, 1999
 219. »Interne afregningsprincipper, Problemer - Løsninger - Problemer«, HHÅ, 1998
 220. »Corporate Governance and the COSO Report - Impact on Corporate Control in the US & Germany«, HHÅ, 1997 (with Peter Holzer)
 221. »Capital Market Pressure, Corporate Governance and Their influence on Long-Term Investments: The Case of Denmark«, HHÅ, 1997 (with Helle Lønroth and P.E. Sørensen)
 222. »Performance Pressure and Innovation in Danish Industry«, HHÅ, 1996, (with P.E. Sørensen)
 223. »Rentabilitets- og præstationsevaluering i multinationale virksomheder - en diskussion af omregningsproblemer«, HHÅ, 1995
 224. »APV DTD - en illustration af nogle problemstillinger i forbindelse med økonomisk styring af datterselskaber«, HHÅ, 1995
 225. »Præstationspres og innovation i dansk industri«, HHÅ, 1995, 31 pages (with P.E. Sørensen)
 226. »Økonomistyring i praksis - hvordan man virkeliggør teorierne«, HHÅ, 1993
 227. »Some Thoughts on Cost Accounting Developments in the United States,« Faculty working paper no. 90-1701, University of Illinois Urbana-Champaign, 1990 (with Peter Holzer)
 228. »*Rapid Growth and rational Resourcing*«, AUC, 1988, (with Lennart Nørreklit)
 229. »*Virksomhedens problemerkendelse*«, AUC, 1988
 230. »*Økonomistyring i en stor-ordreproducerende virksomhed*«, AUC, 1988
 231. »*A/S Skildpadde - en case om implementering af just in time*«, AUC, 1987
 232. »Economic Management«, AUC, 1987 (with Poul Israelsen & L. Nørreklit)

INVITED AND OTHER PROFESSIONAL PRESENTATIONS

- 2017 »Pragmatic constructivism and post truth« University of Exeter, UK.
»Performance Management« Dipartimento di Economia Aziendale “E. Giannessi”, Università di Pisa, Italy.
- 2016 »Argumentation and research Design«, Norwegian School of Economics, Bergen, Norway
»A Pragmatic Constructivist Approach to Performance Management«, Scuola Superiore Sant' Anna, Pisa, Italy.
»Performance Management« Dipartimento di Economia Aziendale “E. Giannessi”, Università di Pisa, Italy.
- 2015 »Argumentation and research Design«, Norwegian School of Economics, Bergen, Norway
»Actors and multiple realities – a pragmatic constructivist perspective to management and accounting«, University of Essex, UK
»Dancing with Performance Measurement«, Scuola Superiore Sant' Anna, Pisa, Italy
- 2014 »Argumentation and research Design«, Norwegian School of Economics, Bergen, Norway
»A pragmatic constructivist approach to accounting and performance management«, Third Italian conference on Management control, Pisa University, Italy, 23-24 July 2014
»The validity of performance measurement of services« Workshop on Management Accounting and Control, Trondheim School of Business, Norway
»Performance Management Approaches«, Scuola Superiore Sant' Anna, Pisa, Italy
»Performance Management« Dipartimento di Economia Aziendale “E. Giannessi”, Università di Pisa, Italy
»Contemporary Performance Management«, Trondheim School of Business, Norway
- 2013 »Performance Management« Dipartimento di Economia Aziendale “E. Giannessi”, Università di Pisa, Italy
»The outsourcing decision-making process: extensions to the management accounting and strategy toolkit «, University of Sterling
»The outsourcing decision-making process: extensions to the management accounting and strategy toolkit «, Trondheim School of Business, Norway
- 2012 »The Rise of the Balanced Scorecard! Relevance Regained?«, Trondheim School of Business, Norway
»Is our accounting knowledge epistemically trustworthy and safeguarded Conference on The financial crisis can we blame the researcher?« Norwegian School of Economics, 14 September, 2012,
»The Rise of the Balanced Scorecard! Relevance Regained?«, ESCP-Europe, Paris
»Trust in management control models«, Vårkonferanse om Internasjonal gjeldskrise - tillit og risiko, NHH, Bergen
»The Rise of the Balanced Scorecard! Relevance Regained?«, The Rise of Management Accounting! – Relevance Regained? Norwegian School of Economics, 27-28 March, 2012
»Actor-Reality Perspective in Management and Performance«, Scuola Superiore Sant' Anna, Pisa, Italy
»Performance Management« Dipartimento di Economia Aziendale “E. Giannessi”, Università di Pisa, Italy
»Issues on the Balanced Scorecard«, Instituto Universitario de Lisboa (ISCTE)
»The validity of the Balanced Scorecard« Trondheim School of Business, Norway

- »Pragmatic constructivism«, University of Southampton, UK
- 1011 »The Art of Managing Individuality« Conference on The Actor-Reality Perspective at the School of Business, Economics and Law, Gothenburg, Sweden
- »Performance Management « Dipartimento di Economia Aziendale "E. Gianni", Università di Pisa, Italy
- »Præstationsmåling i øjenhøjde«, SPARNORD, Denmark
- 2010 »Beyond "Beyond Budgeting" - from the management accountant as a bellboy to an actor« (with Katarina Østergren), NHH, Bergen.
- »New Public Management« CVL *Copenhagen*, Denmark
- »Performance Measurement and Management « Årets Økonomistyringskonference; DJØF, *Copenhagen*, Denmark
- »Performance Management « Dipartimento di Economia Aziendale "E. Gianni", Università di Pisa, Italy
- »The Image of Accountants: From Bean Counters To Extreme Accountants.« SCANCOR, Stanford University, USA.
- 2009 »Kompleks verden – simpel måling«, *Effektiviseringens fortegn – simple eller kompleks?* Rambøll Management Consulting; Copenhagen
- 2008 »Coaching med omtanke Disciplinering vs. Talentudvikling«, Fra bronze til guld? - coaching som ledelsesværktøj, Center For Virksomhedskommunikation, ASB.
- »Strategic cost management« Lithuania, 11th and 12th of September,
- »Performance Measurement« Lithuania, 11th and 12th of September,
- »Tænk før du måler« Workshop on Nye perspektiver på offentlig ledelse og styring efter New Public Management, CVL, *Copenhagen*, Denmark
- 2007 »Strengths and Weaknesses of Organisational Performance Measurement« University of Edinburgh Management School, San-Ei Gen International Business Lectures
- »The social identity of accountants: From bean counters to extreme accountants«, Scuola Superiore Sant' Anna, Pisa, Italy
- »Ledelse med udgangspunkt i kunsten som bevidsthedsform – Kasper Bech Holten som case« CVL, *Copenhagen*, Denmark
- 2006 »International Management Control«, Scuola Superiore Sant' Anna, Pisa, Italy
- »The double-edge of performance measurement«, Panel contribution on Impact of Performance Measurement Systems, PMA (Performance Measurement and Management) 2006 Conference, London, 2006.
- »Validity of performance measurement«, Manchester Business School, UK
- »Validity of the Balanced Scorecard«, Ingeniør Højskolen, København.
- »Accounting for(sexy?) images«, *University of Dundee*, UK. (with Gudrun Baldvinsdottir and John Burns)
- »What should we require from a Balanced Scorecard«, *The BAM (British Academy of Management) performance management special interest group*; Cranfield UK
- 2005 »Globalization of management control models: an ideological perspective«, *Scuola Superiore Sant' Anna*, Pisa, Italy
- »Balanced scorecard«, *Institut for Produktion, Aalborg University*, Aalborg.
- »What should we require from a performance measurement system«, Keynote Presentation *7th International Seminar on Manufacturing Accounting Research, Tampere – Finland*, Mai 28- June 1, 2005
- »Validity of the Balanced Scorecard«, *Institutt for regnskap, revisjon og rettsvitenskap, Norges Handelshøyskole*, Bergen
- »Bridging the gap between theoretical and practical knowledge - the perspective of Constructivist Pragmatism«, Track paper, *EURAM, Munich 2005*

- 2004 »When accounting and management models meet reality«. *FUN-Seminar, Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden*
- »Globalization, management control and ideology«, *Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden*
- »Analyzing and Theorizing cases«, *Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden, with Lennart Nørreklit*
- »Reality and Validity in Practical Reason – the perspective of management control«, *Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden, with Lennart Nørreklit*
- »Validity of Management Control Topoi— Towards Constructivist Pragmatism«, *GRI, Göteborgs Universitet, Sweden*
- »Danish Ideology and Current Management Control: The individual's loss of freedom«, *Department of Finance, HHÅ, Denmark*
- »Den danske økonomistyringsmodel: et værdibaseret fornuftsregime eller et stressende tælle og kontrolregime«, *CVL, Copenhagen, Denmark*
- »Validity of Management Control Topoi— Towards Constructivist Pragmatism«, *HEC, Paris, France, with Lennart Nørreklit*
- »Benchmarking gør hvad? « *DJØF, København, Denmark*
- 2003 »What should we require from a Balanced Scorecard«, *"Tom Robertson Memorial Lecture"; University of Edinburgh, UK*
- 2002 »The Danish Perspective on Management Accounting and Control«, *Center for Global Business and the Department of Accounting Greensboro University, North Carolina, U.S.A.*
- »American versus French Management Accounting - an ideological perspective«, *Center for Global Business and the Department of Accounting Greensboro University, North Carolina, U.S.A.*
- »Globalisering af det balancerede scorecard«, *Handelshøjskolen i København, Denmark*
- 2001 »Reflexions on Coherence«, *Department of Accounting and Control and Department of Human and Social Sciences, ESSEC, Paris, France*
- »Construction of Hierarchies in Different Cultures – France and the US«, *Workshop on Social Market Economy – State and Society, Aalborg University*
- »The ethic of modern management control models«, *CVL, Handelshøjskolen i København, Denmark*
- 2000 »The balance on the balanced scorecard — a critical analysis of some of its assumptions«, *HEC, Paris, France*
- »Management control research - an actor based perspective«, *CVL, Copenhagen, Denmark*
- »Designing and Selling the Balanced Scorecard«, *Edinburgh University, U.K.*
- »Designing and Selling the Balanced Scorecard«, *Center for Global Business and the Department of Accounting Greensboro University, North Carolina, U.S.A.*
- 1999 »The Balanced Scorecard«, *DJØF, Århus, Denmark*
- 1994 »Resource Accounting and Control«, *Handelshögskolan, Borås, Sweden*
- 1991 »Management Accounting« *Presentations at Vilnius and Kaunas University, Lithuania*

RESEARCH STAYS AND OTHER PROFESSIONAL MEETINGS AT OTHER INSTITUTIONS

- 2016 Professor II, NHH Bergen, Norway
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
- 2015 Professor II, NHH Bergen, Norway
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
- 2014 Professor II, NHH Bergen, Norway
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
Professor II, Trondheim School of Business, Norway
- 2013 Professor II, NHH Bergen, Norway
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
Professor II, Trondheim School of Business, Norway
- 2012 Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
Professor II, Trondheim School of Business, Norway
- 2011 Professor II, NHH Bergen, Norway
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
- 2010 Professor II, NHH Bergen, Norway
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
Visiting Scholar, ESSEC, Paris, France
Visiting Scholar, SCANCOR, Stanford University, USA
- 2009 Professor II, Accounting and Finance Group, Manchester Business School, UK
Honorary Professor, School of Accountancy and Business Finance, University of Dundee, UK
Professor II, NHH Bergen, Norway
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
- 2008 Professor II, Accounting and Finance Group, Manchester Business School, UK.
Honorary Professor, School of Accountancy and Business Finance, University of Dundee, UK
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
- 2007 Professor II, Accounting and Finance Group, Manchester Business School, UK
Honorary Professor, School of Accountancy and Business Finance, University of Dundee, UK
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
- 2006 Professor II, Accounting and Finance Group, Manchester Business School, UK
Erik Malmsten visiting professor in economics, Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden
Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
- 2005 Visiting Professor, Scuola Superiore Sant' Anna, Pisa, Italy
Erik Malmsten visiting professor in economics, Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden
HEC—Graduate School of Management, Paris, France
- 2004 Erik Malmsten visiting professor in economics, Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden
Center for Global Business and the Department of Accounting Greensboro University, North Carolina, U.S.A.
HEC—Graduate School of Management, Paris, France
- 2003 *Department of Accounting, University of Edinburgh*
HEC—Graduate School of Management, Paris, France
- 2002 *Center for Global Business and the Department of Accounting Greensboro University,*

- North Carolina, U.S.A.
 Essec, Paris, France
HEC—Graduate School of Management, Paris, France
- 2001 *Essec, Paris, France*
HEC—Graduate School of Management, Paris, France
- 2000 *Center for Global Business and the Department of Accounting Greensboro University,*
 North Carolina, U.S.A.
- 1999 *International Management Control, Vrije Universiteit, Amsterdam, Holland*
- 1998 *Corporate Governance and Capital Market Pressure, Lyon, France*
- 1996 *International Management Accounting, University of Illinois at Urbana Champaign,*
 U.S.A.
- 1995 *International Accounting, Asian Pacific Conference on International Accounting,*
 Seoul, Korea
- 1994 *Cost Management in a confrontation strategy: Lessons from Japan, Boston, Mass.*
 U.S.A.
- 1993 *International Business and Europe After 1992, European International Business*
 Association, Lisbon, Portugal
- 1992 *International Management Accounting, University of Illinois at Urbana Champaign,*
 U.S.A.
- 1991 *The New Europe: Recent Political and Economic Changes and their Implications for*
Accountants and Accounting, University of Illinois at Urbana Champaign, U.S.A.
 Visiting scholar, International Center for Education and Research in Accounting,
 University of Illinois at Urbana-Champaign, USA
- 1990 Visiting scholar, International Center for Education and Research in Accounting,
 University of Illinois at Urbana-Champaign, USA
Evidence of the Increasing Internationalization of Accounting Education and Practice,
 University of Illinois at Urbana Champaign, U.S.A.
- 1989 Visiting scholar, International Center for Education and Research in Accounting,
 University of Illinois at Urbana-Champaign, USA
- 1986 University of Wisconsin, Madison Wisconsin, U.S.A.
- 1982 *Developing management control systems U.S., France, U.K. and Sweden*

JOURNALS AND BOARDS

Editor

Associate Editor: Qualitative Research in Accounting and Management.

Guest Editor: Management Accounting Research; Journal of Management and Governance; Qualitative Research in Accounting and Management; Journal of Organizational and Accounting Change.

Editorial board member: *Auditing, Accounting, Accountability Journal; Journal of Management and Governance; Society and Business Review;; Journal of Organizational and Accounting Change; Økonomistyring & informatik; Scandinavian Journal of Management; Journal of Asia-Pacific Business.*

Reviewer: *Auditing, Accounting, Accountability Journal; Accounting, Organization and Society; British Accounting Review; Management Accounting Research; Journal of Management Accounting Research; Journal of Asia-Pacific Business; Scandinavian Journal of Management; Journal of Organizational and Accounting Change, Qualitative Research in Accounting and Management; International Journal of Productivity & Performance Management; Journal of Accounting and Organization Change; Canadian Journal of Administrative Sciences; Financial Accountability and Management; and Økonomistyring og Informatik*

Advisory board: *Collegio Docenti of the PhD School in Management at Scuola Superiore Sant' Anna, Pisa, Italy; The Centre for Accounting, Governance and Sustainability (CAGS) at the University of South Australia (UniSA), Australia*

Research council: *The Swedish Research Council for Health, Working Life and Welfare, 2017*

ORGANIZER OF CONFERENCES AND TRACKS

- *Actor reality construction – a pragmatic constructivist approach to management, yearly conference and several workshops, 2011-.*
- *The link between research and teaching in management accounting, yearly workshop, 2014-*
- *The financial crisis can we blame the researcher? Norwegian School of Economics, 14 September, 2012,*
- *The Rise of Management Accounting! – Relevance Regained? Norwegian School of Economics, 27-28 March, 2012*
- *Lederidealet 2020 - Fører nutidens lederidealer til den fremtid vi gerne vil se? November 2010, Copenhagen;*
- *Track on National Culture and Globalization: articulations and interplay, EGOS, Lisbon, July, 2010;*
- *Track on Popular Management, EGOS, Bergen, July, 2006;*
- *Track on Scandinavian Management, NNF, August, 2005.;*
- *When Management Tools meet Reality, December 2005;*
- *Corporate Management, Accounting, and National Ideology - A Multinational Perspective December 2003;*
- *Risk Management and Performance Evaluation, May 1996;*
- *Reality and Managerial Accounting, Workshop on Auditing and Controlling, 1989.*

TEACHING ACTIVITIES

- taught management accounting and performance management courses for PhD, MSc, BA and MBA students
- supervised in hundreds of MSc, BA and PhD. thesis exploring and analysing management accounting and performance management problems in companies with in a wide range of industries and organisational settings.

PhD Activities

PhD courses held at: Aarhus School of Business/Aarhus University, Denmark; Norges Handelshøyskolen, Bergen, Norway; Göteborg University, Sweden; Manchester Business School, UK; Scuola Superiore Sant' Anna, Pisa, Italy

PhD supervisor at: Aarhus School of Business/ Aarhus University, Denmark; NHH, Bergen, Norway, Southern Denmark University and Trondheim University.

Finished PhDs: *Mai Skjøtt Lindeberg*, PhD, Aarhus University; *Lars Braad Nielsen*, PhD, PwC Strategy& (formerly Booz & Company), London; *Mihaela Trenca*, PhD, Aarhus University; *Kjell Ove Røsok*, PhD, Norwegian School of Economics; *Hildegun Sandahl*, PhD, Norwegian School of Economics; Per Ståle, Trondheim University;

PhDs in process: Kristian Røge, Aarhus University.

PhD Committees at: Edinburgh University, UK; NHH, Bergen, Norway; Tromsø University, Norway; Göteborg University, Sweden; Tampere, Finland; Scuola Superiore Sant' Anna, Pisa; Copenhagen Business School, Denmark; Aalborg University, Denmark; Aarhus School of Business, Denmark.

Other Teaching Activities

MBA: Management Accounting and Control, HEC, France; Management Accounting and Control, HHÅ, Denmark; Performance Management, Università di Pisa, Italy.

Master level: Advanced Management Accounting; Management Control Systems; Strategic Cost Management; International Management Control; International Management.

BA level: Management Accounting

Institutions: Aarhus School of Business, Denmark; Manchester Business School, UK; HEC—Graduate School of Management Paris, France; Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden; Greensboro University, North Carolina, U.S.A.; Università di Pisa, Dipartimento di Economia Aziendale, Italy; Scuola Superiore Sant' Anna, Pisa, Italy; Aalborg University, Denmark; Southern Denmark University, Denmark; Business Institute, Denmark.

Development of Educational Programs: Management Accounting and Control (1990), Finance and International Business (1999), International Business (revision 1997), Marketing and Management Communication (2002), Management Accounting and Control (revision 2009, 2013)