

Curriculum Vitae

Michael Nippa

Faculty of Economics and Management
Free University of Bozen/Bolzano
Piazza Università 1, I-39100, Bolzano – Italy

Telephone: +39 0471013181
E-Mail: michael.nippa@unibz.it
www.unibz.it/en/economics

Education

Ph.D. / Dr.	Business Administration, Universität der Bundeswehr München PhD-Thesis: „Gestaltungsgrundsätze für die Büroorganisation.“ „Organizing Information Management Efficiently“	1987
Dipl.Kfm.	Business Administration, Universität der Bundeswehr München Main subjects: Management & Organization, Marketing, and Ergonomics	1977-1981

Academic Experience

Professor of Strategic Leadership and International Management Faculty of Economics and Management Free University of Bozen/Bolzano	since 2015
Academic Coordinator of the PhD program in Management and Economics	since 11/2015
Academic Coordinator of the PhD program in Management	since 12/2020
Academic Coordinator of the Joint PhD program in Management with Uni Trento	since 11/2023
President of the Disciplinary Commission at Free University of Bozen/Bolzano	4/2016 – 3/2019
Professor of Management, Leadership, and Human Resources Faculty of Business Administration Technische Universität Bergakademie Freiberg	1997-2014
Deputy Dean	2010-2013
Program Director of Studies: * „Masterstudiengang (MBA) Energie- und Ressourcenwirtschaft“ (in German)	07/2009-08/2011
* „Management and Leadership“ (concept for an Executive MBA; in German)	01-09/2005
* „International Management of Resources and Environment“ (MBA; all lectures in English) at Technische Universität Bergakademie Freiberg	1998-2002
Visiting Professor at Dresden International University	2003-2007
Research Assistant & Ph.D. candidate Business Administration, University of the Armed Forces Munich Course instructor: „Consulting Training“ for Undergraduates	1986-1988

Business Experience

Member of the Supervisory Board of Knürr AG	2003-2006
Managing Director and Co-founder	1988-1996

- 2 -

„BPU GmbH (Ltd.)“ – Management Consulting and Research Institute
Munich and Cologne

Responsible as an entrepreneur for all kinds of strategic and operative management
of this business start-up; reviewer or manager of all major client projects

Junior consultant and research assistant on freelancer basis 1983-1986

Visiting Scholarships

Visiting and Adjunct Professor at SMU - Lee Kong Chian School of Business
Strategy and Organisation Department, Singapore 08/2011 – 02/2012

Visiting Professor at the Australian Graduate School of Management
Center of Corporate Change, Sydney 02/2006 – 07/2006

Australian Graduate School of Management
Cluster: Organizational Behavior / Industrial Relations, Sydney 02/2002 – 03/2002

University of Southern California 09 – 10/2001
Marshall School of Business, 09/2000 – 03/2001
Department of Management and Organization, Los Angeles 02 – 03/2000

Academic Services

Editorial Board Member:

* Academy of Management Perspectives since 10/2012
* Journal of International Business Studies 1/2020 – 12/2022 and since 7/2024

Invited Co-Organizer and Organizer:

* SMS annual international conference Berlin “Strategies that Move the World” 09/2016
(<http://strategicmanagement.net/berlin/overview/overview>)
* SMS conference extension Bozen on “Outliers: How Small Differences Move the World” 09/2016
(http://strategicmanagement.net/berlin/extensions/bolzano#/?_k=tk0pne)
* SMS conference extension Prague on “Corporate Strategy” 10/2012
(http://prague.strategicmanagement.net/dresden_freiberg_extension.php)

Scientific Committee:

* 3rd Intern. Conference “Smart and Sustainable Planning for Cities And Regions”, Eurac, Bozen 12/2019
* Revue Sciences de Gestion / Review of Management Science, ISEOR, Lyon since 01/2004
* 3rd ADERSE Conference on Corporate Social Responsibility 10/2005

Program Committee and Organizer:

* Euregio Workshop ‘Research on managing the dual challenge of digitalization/AI and sustainability/CSR’
(Bozen, 16./17.05.2025) 05/2025
* 3rd Conference on Internationalization of SMEs (Bozen, 28./29./30.04.2020) 04/2020
* 2nd Conference on Internationalization of SMEs (Bozen, 29./30.04.2019) 04/2019
* 1st Inaugural Conference Internationalization of SMEs (Bozen, 2./3.05.2018) 05/2018
* IACMR Inaugural Conference Committee (Peking, 19.-22. June 2004; iacmr.org) 08/2001-06/2004

Ad-hoc Reviewer:

* Academy of Management Perspectives, Asia Pacific Journal of Management, Big Data & Society, British
Academy of Management, Business Strategy and the Environment, Chemie Ingenieur Technik, Economics and
Business Review, European Journal of International Management, International Business Review, International
Journal of Management Reviews, International Studies of Management & Organization, Journal für

Betriebswirtschaft, Journal of International Business Policy, Journal of International Business Studies, Journal of International Management, Journal of Management Studies, Journal of Strategy and Management, Journal of World Business, Management and Organization Review, Management Decisions, Management Science, Managerial Finance, Multinational Business Review, Organization Science, Oxford Economic Papers, Oxford Research Encyclopedia of Business and Management, Piccola Impresa, R&D Management, Review of Management Science, Scandinavian Journal of Management, Schmalenbach Business Review, Strategic Management Journal, Zeitschrift für Planung.

Conference Reviewer:

* Academy of International Business; AIB South-East USA Chapter, Academy of Management (Business Policy & Strategy, International Mgmt, Mgmt.Consulting, Organizational Behavior, and Organization and Management Theory); European International Business Academy; IACMR; Strategic Management Society; Verband der Hochschullehrer für Betriebswirtschaft.

Professional Affiliations

Academy of International Business (AIB)
Academy of Management (AOM – IM & STR)
Strategic Management Society (SMS)

Academic Awards

Honor Roll of Responsible Research in Business and Management	04/2022
Certificate of Recognition: Temple/AIB Best Paper Award – Nominee	06/2006
Journal of International Business (JIBS) Research Frontiers Award – Nominee	09/2005
“Julius-Weisbach-Award”, Technische Universität Freiberg in recognition of excellence in teaching	10/2004
“George L. Graziadio School of Business Management, Pepperdine University Award” Outstanding Paper on Management Consulting Practice: “Economic Functions of Management Consulting Firms” (with Kerstin Petzold) Academy of Management - Management Consulting Division	08/2002

Multiple ‚Best / Outstanding Reviewer‘ awards especially from AIB, AOM

Publications

- a. Scholarly publications (1997 – to date) – attached below
- b. Peer-reviewed conference papers (1999 – to date) – on request
- c. Publications during business experience (before 1997) – on request

for additional information including citations: <https://scholar.google.com/citations?user=y1Nvii0AAAAJ&hl=de>

Courses Taught

In German: * Introduction to Business Administration (2015-2025) * Current Issues of Innovation Management (2016-2017) * Career Planning and Entrepreneurship * Consulting Training * Current Issues in Management * Human Resource Management (1996-2014) * International Management * Ergonomics and Work Studies * General Management for Non-Business Administration Students * Management Methods and Tools * Innovation

Management and Entrepreneurship * Management and Organization (1998-2014) * Organizational Behavior and Leadership (1997-2014) * Strategic Management (1998-2014)

In English: * Advanced Strategic Management (since 2019) * Business Consulting Lab (since 2021; since 2022 in collaboration with Baruch College, NYC) * Management of Multinationals (2015-2018) * Introduction to Management (2015) * Human Resource Management and Organizational Behavior (2000-2014) * People Management (2023, 2025) * International Business at Singapore Management University (winter term 2011) * various PhD courses (since 2015)

Major Funded and Non-funded Research Projects and Interests

- * UniBz funded projects:
 - a. Loyalty of Nonfamily Employees in Family Firms (2015 - 2018)
 - b. Management approaches in the field of Mitigation of Climate Change (in collaboration with GWU; 2016 - 2018)
 - c. Improving the Management of internationalization of small and medium-sized enterprises (SMEs) - Blind spot of research despite great relevance for the economy! (2017 - 2020)
 - d. International Strategic Alliances Life-time Patterns (2020 - 2023)
 - e. Search for Market Applications of Thin-film Electronics: Assessing technological, economic, social, and ecological success factors (Expected start date: 01/12/2020 - 01/12/2023)
- * Cross-national comparison of universalism-particularism, of trust, and of self-serving biases (in collaboration with Rutgers, CEIBS, FIU, Vanderbilt), and employee retention (e.g. loyalty, commitment)
- * International Joint Venture (e.g., success factors; persistence and biases; exit and internalization) and other Market Entry Modes especially with regard to emerging economies such as China or Russia
- * Corporate Portfolio Management and corporate restructuring, e.g. global comparison (in collaboration with research partners from The Boston Consulting Group)
- * International attitudes and affective rationality regarding alternative energy sources, e.g. international comparison Germany, China, Russia, Turkey and longitudinal analyses (ante-post Fukushima) and more generally technology assessment and public acceptance.
- * Technology, Innovation & Change Management (e.g. organizing efficient research collaborations –triple helix; business plans; innovative leadership style; time-to-market concepts; management consulting / client resistance)
- * Additional key subjects: Corporate Governance, hidden impacts of agency theory; application of real option theory; status and status symbols; solution businesses; efficiency of I & C technologies

Successfully completed –major– third-party funded projects:

Implementing a **Career Center** at the Technische Universität Bergakademie Freiberg (08/2009– 07/12)
 Establishing an R&D Collaboration Network and Professional School at the **German Centre for Energy Resources** (Research in the field of technologies for the post oil era – 01/2010 – 12/2014)

Economic, ecological, and social evaluation of costs-benefit ratios of various research projects conducted under the German Federal Ministry of Education and Research-funded program: **“Sustainable economy and resources – scarce metals”** (07/2012 – 06/2015)

Assessment- and Development Center for Future Leaders; Three-day AC/DC-seminar for PhD Students from various disciplines focusing on management and leadership competences ‘after’ graduation (2011 - 2015)

Industry ‘Affiliation’

Various contacts to corporations and SMEs, especially telecom, logistic, automotive, environmental engineering, materials, resource and energy sector.

- 5 -

Team assignments as part of the IB-course (SMU - 2011) for example have been focusing on market entry studies of German firms into the Singaporean and/or South-East Asian markets.

Team assignments as part of MMNE-course (UniBz – 2017 and 2018) dealt with Internationalization processes of SMEs located in South Tyrol.

Team assignments as part of the Ms course 'Advanced Strategic Management' (UniBz –2019/20) dealt with digitalization strategies of firms and organizations located in South Tyrol.

Collaboration with local and foreign firms on various management and internationalization issues in the course of the lecture "Business Consulting Lab" (UniBz – since 2020; Alphabet srl/BMW Group, ANMIC/LAPIC, Bornemann Gewindetechnik, Delcon srl, Endian srl, Engo srl, Gronbach GmbH, Manteco srl, Rego srl, Schachermayer GmbH; Salewa slr, Tivoli srl, Zuber GmbH)

Languages

Teaching languages: German (native), English (C1)

Bozen, January 30th, 2026

I declare, pursuant to art. 76 of Presidential Decree 445/2000, that the information is true. I authorize the processing of my personal data in accordance with Legislative Decree 30 June 2003, n. 196 "Code for the protection of personal data" and the GDPR 679/16 - "European Regulation on the protection of personal data".

- 6 -

Dr. Michael Nippa

Professor of Strategic Leadership and International Management
Free University of Bozen-Bolzano

South Tyrol, Italy

Bibliography

(January 1997 – January 2026 * scholarly career)

Update: January 30th, 2026

1. Articles in Journals and Periodicals (peer review)

2. Articles in Journals and Periodicals (editorial review)

3. Books

4. Editorships

5. Book Chapters

6. Working Papers

7. Articles in other Journals

8. Other Publications

1. Articles in Journals and Periodicals (peer review)

“Application of Stone-Derived Substrates in Thin-Film Temperature Sensing.” *IEEE Sensors Journal*, Apr 2024, p. 1 (with Niloofar Saeedzadeh Khaanghah, Hugo de Souza Oliveira, Soufiane Krik, Alejandro Carrasco-Pena, Giuseppe Cantarella, Michael Haller, Nicholas Rapagnani, Aart Van Bezooijen, & Niko Münzenrieder) – H 172 * SJR 1.04

“Determinants of Firms' Initiative and Inertia in Pursuing Climate Neutrality Strategies –Theoretical Explanations and Empirical Evidence–.” *Business Strategy and the Environment*, 33(5), 4086-4107. (with Benedikt Unger) – H 173 * SJR 3.61

“Big data analytics capabilities: Patchwork or progress? A systematic review of the status quo and implications for future research.” *Technological Forecasting and Social Change*, 197, Dec. 2023, 122884 (with Minh-Tay Huynh and Thomas Aichner) – H 209 * SJR 3.47

“Leadership Competencies for Digital Transformation - An exploratory content analysis of job advertisements.” *German Journal of Human Resource Management*, 37(2022)1, 50-75; doi.org/10.1177/2397002222108 (with Katharina Gilli and Michael Knappstein) – H 22 * SJR 1.19

„MNE Responses to Carbon Pricing Regulations.” *Journal of International Business Studies*, 52(2021)5, 904-929; https://doi.org/10.1057/s41267-021-00403-8 (with Sanjay Patnaik and Markus Taussig) – H 242 * SJR 5.08
Listed in Honor Roll of Responsible Research in Business and Management (www.rrbm.network/rrbm-honor-roll/)

„Global shift towards stakeholder-oriented corporate governance? Evidence from the scholarly literature and future research opportunities.” *Multinational Business Review*, 29(2021)3, 321-347; Doi: 10.1108/MBR-10-2020-0200 (with Toru Yoshikawa and Gavin Chua) – H 44 * SJR 1.09

„Zur Rolle der BWL in Zeiten großer gesellschaftlicher und ökologischer Herausforderungen.“ *Die Unternehmung*, 75(2021)2, 188-197. https://doi.org/10.5771/0042-059X-2021-2-188 (with Dodo zu Knyphausen-Aufseß and Sven Kunisch) – not listed in SJR

„Stakeholders' Perceptions of Chinese Takeovers: The Case of Germany and Italy (Evidence from the National Press).” *European Scientific Journal*, 17(2021)5, 1–24 (with Katuscia Vaccarini and Francesca Spigarelli) – not listed in SJR

„Digital Transformation and Internationalization of SMEs: Emerging Challenges, Opportunities and Threats.” *Piccola Impresa / Small Business*, 14(2) http://dx.doi.org/10.14596/pisb.386 (with Marjaana Gunkel and Valerio Veglio) – not listed in SJR

„Jumping in at the deep end! The Role of Motivational Forces in Starting a New Venture.” *International Entrepreneurship and Management Journal*, 15(2019)4, 1363–1391. doi.org/10.1007/s11365-019-00598-1 (with Christian Linder) – H 89 * SJR 1.35

„On the Future of International Joint Venture Research.” *Journal of International Business Studies*, 50(2019)4, 555–597. Doi: 10.1057/s41267-019-00212-0 (with Jeffrey J. Reuer) – H 242 * SJR 5.08

„Paradoxical Relationships Between Cultural Norms of Particularism and Attitudes Toward Relational Favoritism: A Cultural Reflectivity Perspective.” *Journal of Business Ethics*, 145(2017)1, 63-79. doi: 10.1007/s10551-015-2843-6 (with Chao Chen, Joseph Gaspar, Kathrine Xin, Ronaldo Parente, and William Newbury) – H 277 * SJR 3.04

„Why Do Strategic Alliances Persist? A Behavioral Decision Model.” *Managerial and Decision Economics*, 36(2015)2, pp. 470-486. doi: 10.1002/mde.2682 (with Andreas Klossek and Klaus Meyer) – H 66 * SJR 0.62

- „Another case of “same bed, different dreams”? Assessing divergence and multidimensionality in energy evaluations and implications for interdisciplinary research and energy management.” *International Journal of Risk Assessment and Management*, 18(2015)2, pp. 199-220. (with Roh Pin Lee) – H 28 * SJR 0.18
- „From patchwork to theory development: mapping and advancing research about business portfolio restructuring.” *Management Review Quarterly (formerly: Journal für Betriebswirtschaft)*, 64(2014)1, pp. 157-200. doi: 10.1007/s11301-014-0103-y (with Sebastian Schönhaar and Ulrich Pidun) – H 44 * SJR 1.83
- „Gesellschaftliche Akzeptanz der Kohle und die Zukunft der deutschen Kohleforschung.“ *Chemie Ingenieur Technik*, 86(2014)10, pp. 1669-1677. doi: 10.1002/cite.201300190 (with Roh Pin Lee) – H 52 * SJR 0.44
- „Transforming the business portfolio: how multinationals reinvent themselves.” *Journal of Business Strategy*, 35(2014)3, pp. 4-17. doi: 10.1108/JBS-06-2013-0041 (with Sebastian Schönhaar and Ulrich Pidun) – H 52 * SJR 0.91
- „What Do We Know About the Success and Failure of International Joint Ventures? In Search of Relevance and Holism.” In: *Advances in International Management (AIM)*, Volume 26, ‘Philosophy of Science and Meta-Knowledge in International Business and Management.’ ed. by Timothy M. Devinney, Torben Pedersen, Laszlo Tihanyi, Emerald Group Publishing Ltd.: Bingley, UK 2013, pp. 363-396. ISSN 1571-5027/doi: 11.1108/S1571-5027(2013)0000026019 (with Schon Beechler) – H 25 * SJR 0.33
- „Rigor and Relevance of IJV Exit Research.” *Management International Review (MIR)*, 53(2013)3, pp. 449-475. doi: 10.1007/s11575-012-0158-8 (with Alexander Nemeth) – H 75 * SJR 1.18
- „Application matters - How different corporate portfolio management practices impact firm performance.” *International Journal of Business Performance Management*, 14(2013)2, pp. 197-220 (with Robert Untiedt and Ulrich Pidun) – H 26 * SJR 0.22
- „Corporate Portfolio Analysis Tools Revisited: Assessing Causes that May Explain Their Scholarly Disdain.” *International Journal of Management Reviews*, 14(2012)3, pp. 263-279 doi: 10.1111/j.1468-2370.2011.2011.00316.x (with Robert Untiedt and Ulrich Pidun) – H 142 * SJR 4.05
- „Chinese Enterprises in Germany: Establishment Modes and Strategies to Mitigate the Liability of Foreignness.” *Journal of World Business*, 47(2012)1, pp. 35-44 (with Andreas Klossek and Bernd Linke) – H 149 * SJR 4.30
- „Corporate Portfolio Management: Appraising Four Decades of Academic Research.” *Academy of Management Perspectives*, 25(2011)4, pp. 50-66 (with Ulrich Pidun and Harald Rubner) – H 165 * SJR 5.06
- „Ökonomische Konsequenzen der Mitgliedschaft ehemaliger Vorstandsmitglieder im Aufsichtsrat: Eine empirische Analyse.” *Schmalenbach Journal of Business Research (formerly: Zeitschrift für betriebswirtschaftliche Forschung)*, 63(2011)9, pp. 578-608 (with Jens Grigoleit and Thomas Steger) – H 37 * SJR 0.52
- „Corporate Portfolio Management: Theory and Practice.” *Journal of Applied Corporate Finance*, 23(2011)1, pp. 63-76 (with Ulrich Pidun, Harald Rubner, Matthias Krühler, and Robert Untiedt). – not listed in SJR
- „Explaining Firm Approaches to Corporate Social Responsibility: Institutional Environment and Firm Size.” *European Journal of International Management*, 4(2010)3, pp. 213-233 (with David Finegold, Andreas Klossek, and Anne-Laure Winkler) – H 37 * SJR 0.32
- „Reflections on Corporate Social Responsibility in Differing Institutional Systems: How Chinese, German, and U.S. Corporations Address Stakeholder Interests.” *Revue Sciences de Gestion/Management Science*, 65(2008), pp. 155-195 (with Andreas Klossek). – not listed in SJR

„Success Factors for Managing International Joint Ventures in China. A Review and Integrative Framework.“ *Management and Organization Review*, 3(2007)2, pp. 277-310 (with Schon Beechler and Andreas Klossek) – H 77 * SJR 0.93

„Impacts of Justification Behavior – The Forgotten Costs of Corporate Governance.“ In: ‘Restructuring Strategy – New Networks and Industry Challenges.’ ed. by Karel O. Cool, James E. Henderson and Rene Abate. *Strategic Management Series: Restructuring Strategy*, Blackwell Publishing: Oxford, UK 2005, pp. 251-268 (with Kerstin Petzold).

„Success Factor Research – Pathfinder or Cul-de-Sac? A Review of the Criticism Based on the Example of International Joint Venture Formation in China.“ *Revue Sciences de Gestion/Management Science* 40(2004), pp. 169-216 (with Andreas Klossek). – not listed in SJR

„Zur Anwendbarkeit des Realoptionenansatzes als Instrument zur Unterstützung strategischer Entscheidungsprozesse – Indizien kontingenztheoretischer Bewertungsnotwendigkeiten.“ *Managementforschung* – Bd. 13: Strategische Prozesse und Pfade, ed. by G. Schreyögg and J. Sydow, Gabler: Wiesbaden 2003, pp. 151-193 (with Kerstin Petzold).

„Intuition und Emotion in der Entscheidungsforschung – State-of-the-Art und aktuelle Forschungsrichtungen“ In: *Managementforschung* – Bd. 11: Emotionen und Management, ed. by G. Schreyögg und J. Sydow, Gabler: Wiesbaden 2001, pp. 213-248.

H-factors and SJR indicator –if available– according to: <http://www.scimagojr.com/> (2024)

2. Articles in Journals and Periodicals (editorial review)

„Innovationsmanagement. Das Timing muss stimmen.“ *HarvardBusinessmanager* 27(2005)12, pp. 56-70 (with Fabio Labriola).

„Corporate Governance außer Kontrolle. Unternehmensverfassung: Die Regelungswut wird langfristig mehr schaden als nutzen.“ *HarvardBusinessmanager* 27(2005)3, pp. 108-109.

„Call Center strategiegerecht organisieren“, *HarvardBusinessmanager* 21(1999)9, pp. 86-93.

3. Books

„Zufriedenheit und Effizienz im Homeoffice während des Covid-19-Lockdowns: Ergebnisse einer empirischen Studie in Südtirol im Frühjahr 2020.“ self-publication / Free University of Bozen-Bolzano, 2020 – ISBN 979-12-200-7276-2.

„Virtual Reality im Tourismus: Wie VR das Destinationsmarketing verändern wird.“ Springer Gabler: Wiesbaden, 2018 (with Thomas Aichner, Oswin Maurer and Stefan Tonezzani) – ISBN 978-3-658-23864-3.

„Mapping the Research on Success Factors for Managing International Joint Ventures in China: A Comparative Review and Extended Analysis of Determinants and Theories.“ *Freiberger Forschungshefte, D226, 2007* (with Schon Beechler and Andreas Klossek) – ISBN 978-3-86012-302-7.

„Strategisches Management: Analyse, Entwicklung und Implementierung von Unternehmensstrategien“ 5. Aktualisierte und erweiterte Auflage, Verlag Pearson Studium 2006 (with Robert M. Grant * Translation and European Adaptation of „Contemporary Strategy Analysis“)

„Trends in the World Wide Mining Industry“ Peter-Lang: Frankfurt 2003; ISBN: 3-631-50712-7 (with Peter Kausch)

„Importance and Assessment of Global Resources“ Peter-Lang: Frankfurt 2002; ISBN: 3-631-39316-4 (with Peter Kausch)

„Auswirkungen des Internets auf private Rundfunkveranstalter in Sachsen – Bestandsaufnahme, Anwendungsvoraussetzungen, Geschäftsmodelle, Handlungsempfehlungen“, Bd. 8 der Schriftenreihe der SLM, Vistas: Berlin 2000 (with Jan Hachenberger and Petra Nippa).

4. Editorships

„Organizational Behavior and Leadership in the Digital Age.“ self-publication / Free University of Bozen-Bolzano, 2023. (with Björn Schäfer; ISBN 979-8-3860-8056-3)

„Internationalization of SMEs in the Digital Age – Opportunities and Threats.“ Conference Proceedings of the Interactive Research Development Workshop and Conference, Bozen, Italy: April 29–30, 2019 · Bolzano, Italy (with Katharina Gilli, Marjaana Gunkel and Valerio Veglio; ISBN: 979-12-200-4857-6)

„Internationalization of SMEs – New Insights and Future Research Opportunities.“ Conference Proceedings of the Interactive Research Development Workshop and Conference, Bozen, Italy: May 2–3, 2018 · Bolzano, Italy (with Katharina Gilli and Marjaana Gunkel; ISBN: 978-3-00-059929-3)

„Hybride Wertschöpfung: Konzepte, Methoden und Kompetenzen für die Preis- und Vertragsgestaltung.“ Eul-Verlag: Lohmar 2009 (with Ralf Reichwald and Helmut Krcmar).

„Innovationsmanagement. Von der Idee zum erfolgreichen Produkt.“ Physica: Heidelberg, Berlin 2007 (with Kai Engel).

„Management produktbegleitender Dienstleistungen.“ Physica: Heidelberg, Berlin 2005 (with Gunter Lay).

„Erfolgsmechanismen der Top-Management-Beratung. Einblicke und kritische Reflexionen von Branchenken- nern.“ Physica: Heidelberg, Berlin 2004 (with Dieter Schneiderbauer).

„Markterfolg in China: Erfahrungsberichte und Rahmenbedingungen“ Physica: Heidelberg, Berlin 2004.

„Trends in the World Wide Mining Industry“, Vol. 2 of the series: „Current Issues in Global Resource Management“ ed. by M. Nippa and P. Kausch, Peter-Lang: Frankfurt 2003 (with Peter Kausch).

„Importance and Assessment of Global Resources“, Vol. 1 of the series: „Current Issues in Global Resource Management“ ed. by M. Nippa and P. Kausch, Peter-Lang: Frankfurt 2002 (with Peter Kausch).

„Corporate Governance: Herausforderungen und Lösungsansätze.“ Physica: Heidelberg, Berlin 2002 (with Kerstin Petzold and Wolfgang Kürsten).

„Implementierungsmanagement. Über die Kunst Reengineeringkonzepte erfolgreich umzusetzen.“ Gabler: Wiesbaden 1997 (with Heinz Scharfenberg).

5. Book Chapters

„Eine kritische Bestandsaufnahme der Digitalen Transformation aus der Sicht von 50 Jahren Informations-und Kommunikationsforschung.“ In: H. Koller, K.M. Möslin, & F.T. Piller (Eds.): *Die Zukunft der Grenzenlosen Unternehmung: Innovation – Organisation – Leadership – Nachhaltigkeit*. TUM.University Press: München, 2024: pp. 98-106.

- „Zusammenfassung: Ausblick und Zukunftsbezug.“ In: H. Koller, K.M. Möslin, & F.T. Piller (Eds.): *Die Zukunft der Grenzenlosen Unternehmung: Innovation – Organisation – Leadership – Nachhaltigkeit*. TUM.University Press: München, 2024: pp. 108-111. (with Frank Piller, Angelika Bullinger-Hoffmann, Claudia Lehmann, Ann-Katrin Neyer).
- „Impact of Racial Diversity in Advertising on the Perception of Mass-Customized Products by Consumers.“ In: T. Aichner & F. Salvador (Eds.): *Mass Customization and Customer Centricity: In Honor of the Contributions of Cipriano Forza*. Springer Nature: Cham (CH), 2023: pp. 239-272. (with Thomas Aichner & Amanda Brutto).
- „Preface: Essays on How Social Factors Determine the Success of Innovations: The Value of the Unappreciated.“ In: M. Nippa & B. Schäfer (Eds.): *Organizational Behavior and Leadership in the Digital Age*. self-publication: Bozen, 2023: pp. 7-14. (with Björn Schäfer).
- „Ongoing Search for the Perfect R&D Leader.“ In: M. Nippa & B. Schäfer (Eds.): *Organizational Behavior and Leadership in the Digital Age*. self-publication: Bozen, 2023: pp. 15-44.
- „Exploring the Effects of Global Mindset on the Success of Global Virtual Research Teams.“ In: M. Nippa & B. Schäfer (Eds.): *Organizational Behavior and Leadership in the Digital Age*. self-publication: Bozen, 2023: pp. 109-132. (with Andrea Hanebuth).
- „On the Virtue of Considering Soft Factors for Successful Home Office Concepts.“ In: M. Nippa & B. Schäfer (Eds.): *Organizational Behavior and Leadership in the Digital Age*. self-publication: Bozen, 2023: pp. 163-188. (with Valerio Veglio).
- „Der Beitrag des Strategischen Managements zur zukunftsfähigen Entwicklung.“ In: A. Metzner-Szigeth (Ed.): *Zukunftsfähige Entwicklung und generative Organisationskulturen*. Oekom: München 2018: pp. 77-104 (with Dodo zu Knyphausen-Aufseß).
- „Herausforderungen und Lösungsansätze einer validen Bewertung der Ressourceneffizienz und Nachhaltigkeit.“ In: U. Groß (Ed.): *„Glanzlichter der Forschung an der TU Bergakademie Freiberg 250 Jahre nach ihrer Gründung.“ Chemnitzerverlag: Chemnitz 2016: pp. 460-469 (with Kirstin Kleeberg).*
- „Methods for Measuring and Evaluating Sustainability - State-of-the Art, Challenges and Future Developments.“ In: J. Yan (Ed. in chief): *„Handbook of Clean Energy Systems.“ – Vol. 6, Wiley: Chichester 2015: pp. 3007-3032 (with Katja Schneider & Kirstin Kleeberg).*
- „Germany’s “Energiewende” as a role model for reaching sustainability of national energy systems? – History, Challenges, and Success Factors.“ In: J. Yan (Ed. in chief): *„Handbook of Clean Energy Systems.“ – Vol. 6, Wiley: Chichester 2015: pp. 3493-3515 (with Stephan Meschke).*
- „Zum Einfluss der Nuklearkatastrophe von Fukushima auf die Bewertung unterschiedlicher Energiequellen in Deutschland. Erkenntnisse aus einer empirischen Untersuchung. In: J. Wolling / D. Arlt (Hrsg.): *„Fukushima und die Folgen. Medienberichterstattung, Öffentliche Meinung, Politische Konsequenzen.“* Universitätsverlag Ilmenau 2014: pp. 341-361 (with Roh Pin Lee).
- „On the need to extend tournament theory through insights from status research.“ In: Jone Pearce (Ed.): *„Status in Management and Organizations.“* Cambridge University Press: New York 2011: pp. 118-152.
- „Bedeutung und Konzeption des Forschungsprojekte HyPriCo – ein Überblick.“ In: R. Reichwald / H. Krcmar / M. Nippa (Eds.), *„Hybride Wertschöpfung: Konzepte, Methoden und Kompetenzen für die Preis- und Vertragsgestaltung.“* Eul-Verlag: Lohmar 2009: S. 5-11 (with Ralf Reichwald and Helmut Krcmar).

„Kompetenzbedarfe im Kontext hybrider Wertschöpfung.“ In: R. Reichwald / H. Krcmar / M. Nippa (Eds.), „Hybride Wertschöpfung: Konzepte, Methoden und Kompetenzen für die Preis- und Vertragsgestaltung.“ Eul-Verlag: Lohmar 2009: S. 139-172 (with Alexander Egeling).

„Optimierung des Vergütungssystems eines Anbieters hybrider Produkte.“ In: R. Reichwald / H. Krcmar / M. Nippa (Eds.), „Hybride Wertschöpfung: Konzepte, Methoden und Kompetenzen für die Preis- und Vertragsgestaltung.“ Eul-Verlag: Lohmar 2009: S. 173-204 (with Doreen Wienhold).

„Agency Theory Based Corporate Governance: Crowding Out Of Trust and Its Impact On Management Consulting.“ In: A.F. Buono / R. Moore (Eds.), „*Board Members and Management Consulting: Redefining the Boundaries of Consulting and Corporate Governance.*“ RMC Series Volume 8. Information Age: Greenwich, CT 2009: pp. 171-190 (with Jens Grigoleit).

„Geschäftliche E-Mail-Kommunikation – Evidenz eines arbeitswissenschaftlichen Gestaltungsbedarfs.“ In: Gesellschaft für Arbeitswissenschaft (Hrsg.), „*Arbeit, Beschäftigungsfähigkeit und Produktivität im 21. Jahrhundert*“, Bericht zum 55. Kongress der Gesellschaft für Arbeitswissenschaft 2009, GfA-Press: Dortmund: pp. 125-130.

„Partizipatives Action Research als Methode zur Erhöhung der Compliance mit Arbeitssicherheitsbestimmungen.“ In: Gesellschaft für Arbeitswissenschaft (Hrsg.), „*Arbeit, Beschäftigungsfähigkeit und Produktivität im 21. Jahrhundert*“, Bericht zum 55. Kongress der Gesellschaft für Arbeitswissenschaft 2009, GfA-Press: Dortmund: pp. 553-556 (with Jens Grigoleit and Sebastian Wagner)

„Vom klassischen Produkt- zum Lösungsgeschäft – Implikationen für eine Neugestaltung des Vergütungssystems im Vertrieb.“ In: M. Bichler / T. Hess / H. Krcmar / U. Lechner / F. Matthes / A. Picot / B. Speitkamp / P. Wolf (Eds.), „*Multikonferenz Wirtschaftsinformatik 2008*“ GITO-Verlag: Berlin, 2008: pp. 697-710 (with Doreen Wienhold)

„Strategische Innovationsplanung von Lösungsgeschäft-Anbietern mit dem integrierten Roadmapping-Ansatz.“ In: K. Schmidt / R. Gleich / A. Richter (Eds.), „*Innovationsmanagement in der Serviceindustrie*“ Haufe: Freiburg, Berlin, München, 2007: pp. 373-390 (with Fabio Labriola, S. Friedrich von den Eichen, and Doreen Wienhold)

„Zur Komplexität der Organisation der Innovation - Ein Plädoyer für eine ganzheitliche und kritische Perspektive.“ In: K. Engel / M. Nippa (Eds.), „*Innovationsmanagement. Von der Idee zum erfolgreichen Produkt*“ Physica: Heidelberg, Berlin, 2006: pp. 15-33.

„Stand und Perspektiven des internationalen Innovationsmanagements - Grundlagen der Organisation und des Managements internationaler Innovationsprozesse.“ In: K. Engel / M. Nippa (Eds.), „*Innovationsmanagement. Von der Idee zum erfolgreichen Produkt*“ Physica: Heidelberg, Berlin, 2006: pp. 165-191 (with Björn Rosenberger)

„Geschäftserfolg produktbegleitender Dienstleistungen durch ganzheitliche Gestaltung und Implementierung.“ In: G. Lay / M. Nippa (Eds.), „*Management produktbegleitender Dienstleistungen – Konzepte und Praxisbeispiele für Technik, Organisation und Personal in serviceorientierten Industriebetrieben.*“ Physica: Heidelberg, Berlin 2005: pp. 1-18.

„Der Roadmapping-Ansatz als integrative Planungsmethode im Rahmen eines situationsorientierten Time-to-Market Managements.“ In: M.G. Möhrle / R. Isenmann (Eds.), „*Technologie-Roadmapping – Zukunftsstrategien für Technologieunternehmen.*“ 2. Ed. Springer: Berlin, Heidelberg, 2005: pp. 253-280 (with Fabio Labriola).

„Ökonomische Funktionen von Unternehmensberatungen.“ In: M. Nippa / D. Schneiderbauer (Eds.), „*Erfolgsmechanismen der Top-Management-Beratung. Einblicke und kritische Reflexionen von Branchenkennern.*“ Physica: Heidelberg, Berlin, 2004: pp. 3-25 (with Kerstin Petzold).

„Das Management von Reorganisationsprojekten“ In: ‚*Projekte erfolgreich managen*‘ ed. by H. Schelle / H. Reschke / R. Schnopp / A. Schub (21. Aktualisierung; Grundwerk 1994), TÜV Rheinland Berlin Brandenburg: Köln, Kapitel 7.3.7: pp. 1-32.

„Erfolgsfaktoren internationaler Joint Venture in China.“ In: M. Nippa, M. (Eds.), ‚*Markterfolg in China: Rahmenbedingungen und Erfahrungsberichte*.“ Physica: Heidelberg, Berlin, 2004: pp. 117-136. (with Andreas Klossek).

„The Bigger, the Better?“ In: Nippa, M. / Kausch, P. (Eds.). Trends in the World Wide Mining Industry. Bd. 2 der Schriftenreihe: Nippa, M. / Kausch, P. (Eds.). *Current Issues in Global Resource Management*. Frankfurt: Peter-Lang 2003: pp. 5-43 (with Michael Lindsay).

„Functions and Roles of Management Consulting Firms - an Integrative Theoretical Framework.“ In: A.F. Buono (Ed.), *Developing Knowledge and Value in Management Consulting: Research in Management Consulting, Volume 2*. Information Age: Greenwich, CT 2002: pp. 209-230 (with Kerstin Petzold).

„The Emperor's New Economy - Lessons from the Rise and Fall of a Management Fad.“ In: Nippa, M. / Kausch, P. (Eds.). Importance and Assessment of Global Resources. Bd. 1 der Schriftenreihe: Nippa, M. / Kausch, P. (Eds.). *Current Issues in Global Resource Management*. Frankfurt: Peter-Lang: pp. 11-37.

„Alternative Konzepte für eine effiziente Corporate Governance - Von Trugbildern, Machtansprüchen und vernachlässigten Ideen.“ In: Nippa, M. / Petzold, K. / Kürsten, W. (Eds.): *Corporate Governance: Herausforderungen und Lösungsansätze*. Heidelberg, Berlin: Physica: pp. 3-41.

„Leitgedanken zur Restrukturierung als Teil von Vitalisierungskonzepten“, in: ‚*Vitalisierung - das Management der neuen Lebendigkeit*‘ ed. by C. Steinle / B. Eggers / H. Thiem / B. Vogel, FAZ: Frankfurt 2000: pp. 53-70.

„Erfolgsfaktoren organisatorischer Veränderungsprozesse in Unternehmen. Ergebnisse einer Expertenbefragung“, in: ‚*Implementierungsmanagement. Über die Kunst Reengineeringkonzepte erfolgreich umzusetzen*‘, ed. by M. Nippa and H. Scharfenberg, Gabler: Wiesbaden 1997: pp. 21-57.

6. Conference Proceedings and Working Paper

“Stone-Based Substrates for Thin-Film Thermistor Temperature Sensors.” 2023 *IEEE Sensors*, 1-4, IEEE (with Niloofar Saeedzadeh Khaanghah, Hugo de Souza Oliveira, Alejandro Carrasco-Pena, Giuseppe Cantarella, Michael Haller, Nicholas Rapagnani, Aart Van Bezooijen, & Niko Münzenrieder).

“Flexible Thin-Film Temperature Sensors on Gelatin-Based Biodegradable Substrates for the Development of Green Electronics.” 2023 IEEE International Conference on Flexible and Printable Sensors and Systems (FLEPS), 1-4, IEEE (with Alejandro Carrasco-Pena, Federica Catania, Michael Haller, Giuseppe Canterella, & Niko Münzenrieder).

„Another Case of ‘Same Bed, Different Dreams’? Divergence in Energy Perspectives and Its Implications for Fuel Science Research.” *DER Working Paper Series* #03/2012 (with Roh Pin Lee).

„Revisiting Research on IJV Exit – More Questions than Answers” *Freiberger Workingpaper* #03 / 2011 (with Alexander Nemeth).

„Applying the Concept of Affective Rationality in Explaining Public Assessment of Alternative Forms of Electricity Production: Insights from Germany.” *DER Working Paper Series* #01/2011 (with Roh Pin Lee).

„Concepts and Tools of Corporate Portfolio Management: State-of-the Art of the Academic Debate.” *Freiberger Workingpaper* #02 / 2011 (with Ulrich Pidun and Harald Rubner).

- „Die Auswirkungen der Unternehmenstransparenz auf den Erfolg börsennotierter Kapitalgesellschaften in Deutschland: Eine Darstellung des aktuellen Forschungsstands." *Freiberger Workingpaper* #01 / 2009 (with Marco Schmidt and Jens Grigoleit).
- „Vom klassischen Produktgeschäft zum Lösungsgeschäft – Implikationen für eine Neugestaltung des Vergütungssystems im Vertrieb." *Freiberger Workingpaper* #02 / 2007 (with Doreen Wienhold and Sascha Piezonka).
- „Corporate Governance ohne Vertrauen? Ökonomische Konsequenzen der Agency-Theorie." *Freiberger Workingpaper* #01 / 2006 (with Jens Grigoleit).
- „Far better than nothing at all - Towards a contingency-based evaluation of management consulting services." *Freiberger Workingpaper* #09 / 2005 (with Andreas Ehrhardt).
- „The Economic Reality of the New Economy - A Fairytale by Illusionists and Opportunists.“ *Freiberger Workingpaper* #02 / 2002.
- „Functions and Roles of Management Consulting Firms - an Integrative Theoretical Framework“ *Freiberger Workingpaper* #10 / 2001 (with Kerstin Petzold).
- „Deriving Economic Policies Using the High-Technology Ecosystems Approach: A Study of the Biotech Sector in the United States and Germany“ *Freiberger Workingpaper* #09 / 2001 (with David Finegold).
- „Strategic Decision Making: Nothing Else Than Mere Decision Making?“ *Freiberger Arbeitspapiere* #01 / 2001
- „Ein informationsökonomisch fundierter Überblick über den Einfluss des Internets auf den Schutz intellektuellen Eigentums“ *Freiberger Workingpaper* #30 / 2000 (with Jan Hachenberger)
- „Global Markets for Resources and Energy – The 1999 Perspective“ *Freiberger Arbeitspapiere* #29 / 2000 (with Stefan Dirlich)
- „New Developments in the Global Markets for Resources and Energy from Business Administrator’s Viewpoint“ in: *Freiberger Workingpaper* #29 / 2000 (with Stefan Dirlich and Kerstin Petzold).
- „Gestaltungsansätze zur Optimierung der Mitarbeiter-Bindung in der IT-Industrie – eine differenzierende betriebswirtschaftliche Betrachtung“ *Freiberger Workingpaper* #22 / 2000 (with Kerstin Petzold).
- „Neugestaltung von Entgeltsystemen. Besondere Fragestellungen von Unternehmen in den Neuen Bundesländern – Ein Beitrag für die Praxis“ *Freiberger Workingpaper* #08 / 2000 (with K. Petzold and Jamina Bartusch).
- „Ökonomische Erklärungs- und Gestaltungsbeiträge des Realoptionen-Ansatzes“ *Freiberger Workingpaper* #01 / 2000 (with K. Petzold).
- „Risikoverhalten von Managern bei strategischen Unternehmens-Entscheidungen - Eine erste Annäherung“ *Freiberger Workingpaper* #33 / 1999.
- „Wirtschaftswissenschaftliche Einordnung und Managementrelevanz von Vitalisierungskonzepten“, *Freiberger Workingpaper* #24 / 1999.
- „Theorieorientierte Organisationsleitlinien für Call Center“, *Freiberger Workingpaper* #17 / 1999 (with J. Hachenberger).
- „Organizational and Economic Impacts of Global Networking - A World of Fact or Fiction?“, *Freiberger Workingpaper* #20 / 1997.

7. Articles in Other Journals

„Bridging the Gaps of Technology Transfer.“, *Südtiroler Wirtschaftszeitung*, 94(2022)42, p. 19 (with A. Carrasco Pena, B. Unger, N. Münzenrieder)

„Möglichst flexibel – Einstellungsveränderungen von Beschäftigten im Langzeit-Homeoffice.“, *Südtiroler Wirtschaftszeitung*, 93(2021)27, p. 20

„Homeoffice gehört die Zukunft – aber nicht die ganze.“, *Südtiroler Wirtschaftszeitung*, 92(2020)21, p. 6 (with Hannes Zuech)

„Homeoffice – Not oder Tugend“, *Südtiroler Wirtschaftszeitung*, 92(2020)15, p. 16

„Wir sind Stehaufmännchen“, *Südtiroler Wirtschaftszeitung*, 92(2020)13, p. 2 (Interview by Robert Weissensteiner)

„Vorfahrt für IT-Bildung.“, *Südtiroler Wirtschaftszeitung*, 91(2019)7, p. 16

„Erfolg ist vergänglich.“, *Südtiroler Wirtschaftszeitung*, 89(2017)13, p. 16

„Das Dilemma mit den Banken.“, *Südtiroler Wirtschaftszeitung*, 89(2017)10, p. 15 (with Alex Weissensteiner)

„Zurück zur Realität: Die Trump-Mania nimmt kein Ende.“, *Südtiroler Wirtschaftszeitung*, 88(2016)45, p. 16.

„Strategien für die Welt – Das strategische Management auf der Suche nach einer neuen Identität“, *Südtiroler Wirtschaftszeitung*, 88(2016)38, p. 15.

„Wandel mit Köpfchen – Change Management: Die hohe Kunst des Unternehmers, die Chancen eröffnet und mit Gefahren verbunden ist.“, *Südtiroler Wirtschaftszeitung*, 88(2016)17, p. 15.

„Akzeptanz der deutschen Kohlenutzung – Fakten statt Fiktionen.“ In: *et – Energiewirtschaftliche Tagesfragen* 64(2014)10, pp. 36-40.

„Früh übt sich.“ In: *Personalwirtschaft* (2013)11, pp. 59-61 (with Tanja Hornung and Stephan Meschke).

„Management der Implementierung - Die Praxis der erfolgreichen Ideenverwirklichung.“ In: *Assistenz* 47(1998)4, pp. 25-28.

8. Other Publications

„Stone-Based Substrates for Thin-Film Thermistor Temperature Sensors.“, *Proceedings of 2023 IEEE Sensors conference* (116) (29/10/2023), p. 1-4 (with N.S. Khaanghah, H. de Souza Oliveira, A. Carrasco-Pena, G. Cantarella, M. Haller, N. Rapagnani, A. van Bezooijen, N. Münzenrieder)

„Flexible Thin-Film Temperature Sensors on Upcycled Polyethylene Terephthalate (PET) Substrates for the Circularity of Economy.“, *Proceedings of 2022 IEEE Sensors conference* (115) (30/10/2022), p. 1-4 (with A. Carrasco-Pena, F. Catania, G. Cantarella, M. Haller, & N. Münzenrieder)

„Die BWL duckt sich zu oft weg.“, *Frankfurter Allgemeine Zeitung* (115) (18/05/2020), p. 16 (with D. zu Knyphausen-Aufseß and S. Kunisch)

- „COVID-19 - Zurück in die Zukunft - Ein Plädoyer für nachhaltige Exit-Strategien aus dem Covid-19 Lockdown.“, Gastkommentar in der *Mittelländischen Zeitung* (18. April 2020), www.mittellaendische.ch/2020/04/18/covid-19-zurueck-in-die-zukunft-ein-plaedoyer-fuer-nachhaltige-exit-strategien-aus-dem-covid-19-lockdown/#gsc.tab=0;
- „Aktiv handeln und nicht auf die Entscheidungen anderer warten“, *manufakt – Fachzeitschrift für die Südtiroler Wirtschaft*, 70(2017)1, p. 14-15.
- „Unternehmen brauchen neue Strategien.“, *Frankfurter Allgemeine Zeitung* (236) (10/10/2016), p. 16 (with D. zu Knyphausen-Aufseß and U. Pidun)
- „Ganzheitliche Bewertung von Ressourcen- und Energietechnologien als unternehmerischer Erfolgsfaktor“, *Acamonta*, 21(2014), pp. 116-119.
- „Ganzheitliche Technologiebewertung und Technikfolgenabschätzung in Projekten zur Steigerung der Ressourceneffizienz“, *Acamonta*, 20(2013), pp. 21-24 (with Katja Schneider)
- „Zwei Zielgruppen – Ein Instrument: Social Media“, *A-Recruiter-Magazin*, 2013 (with Stephan Meschke)
- „Lehre & Lernen verbessern – keine zweitrangige Aufgabe!“, *Acamonta*, 17(2010), S. 148-149 (with Lesya Zalenska)
- „TU Bergakademie reagiert auf aktuelle Herausforderungen mit hochschuleigenem Karrierezentrum“, *Acamonta*, 17(2010), S. 149-150 (with Michael Schlömann and Linda Clauß)
- „Practices of Corporate Portfolio Management: Results of a Global BCG Survey“, BCG white paper series, March 2010 (with Harald Rubner)
- „Brauchen wir einen E-Mail-freien Tag – Nein“, in: *Tomorrow – Das Internet-Magazin*, 12/2008, p. 18
- „Notwendigkeit und Potenziale zur Effizienzsteigerung in der Keramikindustrie“, in: *Ceramik Forum International*, 77(2000)3, pp. D19-D25.
- „Der Schlüssel zum Erfolg: Prozeßoptimierung und Workflow-Management lösen Call Center-Probleme“, in: *Teletalk* 7(1999)12, pp. 68-71 (with Jan Hachenberger).
- „Broadcast via Web – Multimedia im Internet“, in: *Diebold Management Report*, Nr. 9 – 1999, pp. 7-13 (with Jan Hachenberger).
- „Richtig geplant - Effiziente Lösungen für das Planungsproblem von Inbound-Call Centern“, in: *Teletalk* 7(1999)9, pp. 69-73 (with Jan Hachenberger).
- „Die Planung in den Griff bekommen“, in: *Diebold Management Report* Nr. 5/6 - 1999, pp. 18-23 (with Jan Hachenberger).
- „Erfordernisse und Möglichkeiten zur Kostensenkung in der Keramikindustrie“, in: *Tagungsband der Jahrestagung 1999 der Deutschen Keramischen Gesellschaft*, 1999, pp. 1-3 (with Michael Vogel).
- „Bewerbung erfolgreich planen und gestalten“, in: *Wühlmaus - Die Studentenzeitung für Freiberg*, Juli 1999, pp. 4-6 (with Kerstin Petzold and Stefan Dirlich).
- „Organisationsoptimierung durch prozeßorientierte Krankenhaus-Software“, in: *Management & Krankenhaus* (1998)3, pp. 24-26 and (1998)1, p. 8.