

CV

Lars G. E. Huemer
Email: lars.huemer@bi.no

Education

- Ph.D. in Business Administration, Umeå School of Business and Economics, Umeå University, Sweden. 1998
- Civ. Ek in Business Marketing and Organisation Theory, Umeå University, Sweden. 1989
- Swedish Armed Forces: Service and education between 1983-1985. First lieutenant in the Infantry Reserve

Academic appointments

- Associate professor, BI-Norwegian School of Management, Department of Strategy and Logistics. 2003-
- Guest researcher at Umeå School of Business and Economics, Umeå University, Sweden, 2006-
- Head of Department of Logistics (Associate Professor), BI-Norwegian School of Management. 2002-2003.
- Associate Professor, BI-Norwegian School of Management, Department of Strategy. 1999-2002.
- PhD student and Lecturer at the Department of Business Administration, Umeå School of Business and Economics, Sweden. 1992-1998.

Other work experience

Trainee in *Mining & Industrial Trading Inc* (Quebec, Canada) and *Industrial Commodity Supply SA* (Spain) between 1989-1991.

Visiting scholar

- Profesor visitante, Universidad Adolfo Ibañez, Chile. 2004-2006
- University of Technology, School of Marketing, Sydney, Australia. 1995.
- BI Norwegian School of Management, Institute of Strategy, Economic History and Foreign Languages. 1994.

Journal articles, book chapters etc

Becerra M, Huemer L. 2002. Moral character and relationship effectiveness: an empirical investigation of trust within organizations. In *Moral Leadership in Action*, von Weltzien Høivik, H (ed.). Edgar Elgar: Cheltenham; 71-83.

- Gadde LE, Huemer, L, Håkansson, H. 2003. Strategizing in industrial networks. *Industrial Marketing Management*, **32**(5): 357-364.
- Huemer L. 2006 Supply Management: Value creation, coordination and positioning in supply relationships. *Long Range Planning*, **39**(2): 133-153
- Huemer, L. 2004. Activating trust: The redefinition of roles and relationships in an international construction project. *International Marketing Review*. **21**(2) 187-202
- Huemer, L. 2004. Balancing between stability and variety: Identity and trust tradeoffs in networks. *Industrial Marketing Management*. **33**(3): 251-259.
- Huemer, L. 2001. Om förtroende och affärsrelationer. In *Tillitens ansikten*, Aronsson, G. Karlsson J. Ch. (eds.). Studentlitteratur: Lund; 155-174. (On trust and business relationships).
- Huemer L. 1998. *Trust in Business Relations: Economic Logic or Social Interaction?* Boréa: Umeå.
- Huemer, L., Becerra, M, and Lunnan, R. 2004. Organisational identity and network identification: Relating within and across imaginary boundaries. *Scandinavian Journal of Management*. **20**(1/2), 53-74
- Huemer L., M Cox. 2007. Interactions between Multinational Corporations and Indigenous Peoples: Value(s) Crashes or Value(s) Creation? Forthcoming in *Finance, Marketing & Production*, the Business Review of Università Bocconi.
- Huemer L, von Krogh G, Roos J. 1998. Knowledge and the concept of trust. In *Knowing in Firms: Understanding, Measuring and Managing Knowledge*, von Krogh G. Roos J. Kleine D (eds.). Sage: London; 123-145.
- Huemer L, Östergren K. 2000. Strategic change and organisational learning in two 'Swedish' construction firms. *Construction Management and Economics* **18**(6) 635-642.
- Håkansson H, Huemer L. 2001. Marknader som organiserade nätverk. *Nordiske Organisasjonsstudier*, **4**, 3-18. (Markets as organized networks).
- Östergren K, Huemer L. 1999. Interpretation and translation of industrial recipes: A study of the strategic thinking in the building construction industry. *Strategic Change* **8**(8) 445-457.

Conference proceedings and other publications

- Becerra M, Huemer L. 2001. An empirical study of trust and relationship effectiveness in boss-subordinate dyads. Paper presented at the Iberoamerican Academy of Management, Mexico City, December.
- Becerra M, Huemer L. 2000. Moral character and relationship effectiveness: An empirical investigation of trust within organizations. Paper presented at the ISBEE World Congress (Business, Economics, and

Ethics), Sao Paulo, Brazil, July.

Eriksson L, Huemer L. 1993. Svensk underleverantörsindustri-ett leverantörsperspektiv. FE publikationer 1993: Nr 144. (Swedish supplier industry - a supplier perspective).

Eriksson L, Huemer L. 1992. Svensk underleverantörsindustri- ett köparperspektiv”, FE publikationer 1992: Nr 137. (Swedish supplier industry - a buyer perspective).

Felzensztein C. and L Huemer. 2007. Marketing externalities: The importance of geographical co-location and social networking. Paper presented at the second conference on Strategic Management in Latin America (Santiago de Chile January 4-5).

Harrison, D and Huemer, L. 2005. Boundaries, routines and change, Paper presented at the 21st IMP conference. Rotterdam, The Netherlands, Sept 1-3.

Huemer L. 2007. Why Chilean Managers Succeed Internationally: Developing Principles and Practices in the Aquaculture Industry, paper presented at the second conference on Strategic Management in Latin America (Santiago de Chile January 4-5).

Huemer L 2006. Value configuration analysis: A new view of supply management, NOFOMA, Oslo June 9-11.

Huemer, L. 2005. The evolution of principles and practices in multinational firms. Paper presented at the 21st IMP conference. Rotterdam, The Netherlands, Sept 1-3.

Huemer, L. 2003 Managerial tradeoffs in networks. Paper presented at the 17th NFF conference in Reykjavik, Iceland, August 14-16.

Huemer, L. 2003 Trust and identity tradeoffs in networks. Paper presented at the 19th IMP conference in Lugano, Switzerland, Sept 4-6 2003.

Huemer L. 2002. Value Creation Strategies in Supply Networks: The Case of Logistics Service Providers. Conference proceedings from the 18th IMP conference in Dijon, France, Sept. 5th-7th

Huemer L. 2001. Resource-Activity Dynamics: On the mobilisation of trust and the essence of trusting. Conference proceedings, 17th IMP conference, Oslo, Sept. 9th-11th.

Huemer L. 2000. Beyond Predictability: The Essence of Trusting. Paper presented at the 20th SMS conference, Vancouver, Canada.

Huemer L. 1996. Trust in Temporary Organizations and in Networks: Similarities and Contrasts: In Gemünden H.G. Ritter T. Walter A. (eds.). Proceedings from the 12th I.M.P. Conference in Karlsruhe, Sept., 5-7.

Huemer L. 1995. The nature and roles of trust, and the granting of credits. In Turnbull P. Yorke D. Naude P. (eds.). Proceedings from the 11th. I.M.P. Conference in Manchester, September 7-9.

Huemer L. 1994. Trust in Interorganizational Relationships: A Conceptual Model. In Biemans and Ghauri (eds.) Proceedings from the 10th I.M.P. conference in Groningen, 29th Sept.-1st Oct. 1994.

Huemer L, Becerra M, Lunnan R. 2002. Organisational Identity and Network Identification: Creating and Perceiving Imaginary Boundaries. Conference proceedings from the (inaugural) meeting of the IMP Group in Australia, December 11-13, 2002, Perth

Huemer L, Becerra M, Lunnan R. 2002. Organisational identity and network identification: Implications for network effectiveness, legitimacy and cooperation. Paper presented at the Umeå conference on Different perspectives on competition and cooperation, May 5-7.

Huemer L, Becerra M, Lunnan R. 2001. Identity processes in and emerging network: Strategic rationales and managerial challenges. Paper presented at the 17th IMP conference, Oslo, Sept. 9th-11th.

Huemer L., M Cox. Interactions between MNCs and Indigenous People: Value(s) Crashes or Value(s) Creation? Paper presented at the 22nd IMP conference in Milan, Sept. 2006

Huemer L., C Felzensztein. 2007. Trust and the Purposes of Control: transforming perception in Chilean Organization, paper presented at the second conference on Strategic Management in Latin America (Santiago de Chile January 4-5).

Huemer L, von Krogh G, Roos J. 1994. Trust and Dimensions of Knowledge. Paper presented at the 13th SMS conference, October, Paris.

Kruger M, Andersen E, Huemer L. 2002. Value Creation in the Information Economy: A Strategy Framework from a Multi-disciplinary Perspective. Paper presented at the 22st SMS conference, September, Paris.

Kruger M, Andersen E, Huemer L. 2001. Value creation in the information economy: Competitive dimensions in Cyberspace. Paper presented at the 21st SMS conference, October, San Francisco.

Lindmark L, Huemer L Stödområdesföretag-interna resurser, omvärldsrelationer och problembilder. SIND 1991:6. (Firms in regional development areas: internal resources, environmental relations and experienced problems).

Lunnan R, Becerra M and Huemer L (2004) Knowledge transfers in alliances, Academy of Management, New Orleans.

Lunnan R, Huemer L, Becerra M. 2001. Change options through network relations. Paper presented at the 17th IMP conference, Oslo, Sept. 9th-11th.

Editorial work

Special issue editor of *Industrial Marketing Management*. With Lars-Erik Gadde.
Special issue theme: Strategizing in industrial networks. 2003

Special issue editor of *Nordiske Organisasjons-studier* (Nordic Organisation Studies).
With Håkan Håkansson. Special issue theme: Markets as organised networks. 2001

Reviews

Reviews for *Industrial Marketing Management*, *Long Range Planning*, *Organization Studies*, *Journal of Business Research* and *Journal of Purchasing and Supply Management*.

Teaching experience

Graduate courses 1999- (Master of Science, Master of Management, EMBA, MBA, Corporate programs, Ph.D).

- Strategy analysis
- Strategy process
- Leadership
- Supply Chain Management

Undergraduate courses 1992-1998.

- Business to business marketing
- Organisation theory & leadership

Awards

The 1999 'Ekonomipris' from Civilekonomernas Riksförbund for the doctoral thesis 'Trust in Business Relations: Economic Logic or Social Interaction?'

Misselaneous

Co-organizer of the first IMP workshop in Latin America, Santiago de Chile, January 16th 2006.

Co-organiser of the 17th Industrial Marketing & Purchasing (IMP) conference in Oslo, Sept, 9th-11th, 2001

Co-responsible for the Norwegian part of the *Global Competitiveness Report 2000*, see Porter et al (2000) Oxford University Press