

Christian Nielsen

Professor, Head of Business School

PhD, MSc in Economics

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Research program

Principal achievements

Given the global importance of creating innovative business models that create and capture value for broad stakeholder groups in society, and the evident lack of research in this area, Christian Nielsen's clear vision led to the establishment of the Business Design Center (BDC, see www.bmdc.aau.dk) at Aalborg University. This centre of excellence has managed to attract funding of over €1.200.000 for research activities. Furthermore, this funding trend is likely to continue considering that since the establishment of this highly multidisciplinary research centre in 2011, over 300 companies ranging from local start-ups and SMEs to multinationals with a global presence have seen the value of collaborating with BDC.

This is evidence of the cutting-edge research being produced at BDC under Christian Nielsen's leadership, which highlights multidisciplinary contributions that break away from traditional academic silos. The contributions of the rigorous scholarly research have led to published works in leading scholarly journals. Furthermore, the applied research and the sound strategic advice has had a significant impact on the practices of the companies with which BMDC collaborates. This is evident from the ability to attract organisations and funding. As new industrial sectors and academic fields are beginning to recognize the importance of business model design for the future competitiveness of companies in an ever more complex global world, it is expected that the BMDC will continue to strengthen its already internationally oriented position which is already present with the annual Business Model Conference (www.businessmodelconference.com), textbooks downloaded by over 500.000 students and the Open Source based Journal of Business Models (www.journalofbusinessmodels.com) initiated by Christian himself in 2013.

Christian's ability to change career from business to academia, then to banking and back to academia again illustrates his ability to adapt and acquire new knowledge. Upon his return from the financial sector, Christian made a successful turnaround in the Master's degree in Management Accounting at Aalborg University. This degree now boasts one of the largest numbers of students for a Master's degree in business at Aalborg University. At the present Christian serves as the Head of Department of Business and Management at Aalborg University. Keynote and research invitations in Europe, the US and Australasia are evidence of the broad reach of his research and managerial skillsets.

Research strategy

Christian's research profile lies at the intersection of management accounting, business models and intellectual capital and relates to issues of accountability and performance measurement. Theoretically, Christian's work builds upon Activity Systems Theory and Effectuation Theory as well as theories of accountability, legitimacy and stakeholder theory. His current research has led to the creation of a typology of business model configurations. This typology is able to constitute a backbone for mapping out the business models of any organisation, thus substantiating business model innovation patterns through empirical testing, and furthermore, forming the backbone of business model benchmarking, KPIs, external disclosures and their assurance. This has led to the creation of a software platform open to other researchers to engage in and perform empirical testing on emerging theory and to help build new theories. The vision for this database is that it will become the world's most comprehensive mapping of business model configurations and be capable of drawing in researchers with analytical, archival, and qualitative foci to further strengthen its quality.

This again is evidence of Christian Nielsen's innovative and visionary foresight in creating synergies and bringing experts together around a common cause in turn providing a strong and more holistic methodological and theoretical contribution to a neglected area. It is Christian's vision that the BDC will become a leading global center of excellence, continually attracting companies that see value in collaboration, and hence further enhancing the research brand of the center. The research center's collaboration is expanding as we speak, and from primarily having European research partners, the center now has strong links with Australasia, and more recently it has been invited to collaborate with global thought leaders such as Stanford University.

Educational background

- M.Sc. (Econ) from Aarhus University: October 2000 (supervisor: Professor Per Nikolaj Bukh)
- PhD degree, Copenhagen Business School: December 2001 – November 2004 (supervisor: Professor Jan Mouritsen)

Academic and work experience

- Controller, Morgenavisen Jyllands-Posten: October 2000 – August 2001
- Research Associate, Copenhagen Business School: August 2001 – November 2001
- Amanuensis, Aarhus School of Business: December 2004 – August 2005
- Assistant professor, Aarhus School of Business: September 2005 – May 2007
- Equity strategist and macroeconomist, Danske Andelskassers Bank: April 2006 – July 2010
- Associate professor, Aalborg University: May 2007 – July 2013
- Professor, Aalborg University: August 2013 –
- Visiting Professor, Macquarie University, Australia: November 2014 – May 2014 + February 2016

Current positions of trust

- Reviewer for Forte, the Swedish Research Council for Health, Working Life and Welfare, 2016 –
- Expert to the European Commission in Evaluating Framework Programs 2008 -
- Founding Editor-in-Chief of the Journal of Business Models, 2013 -
- Member of the Editorial Advisory Board at Accounting, Auditing and Accountability Journal, 2016 –
- Member of International Advisory Board at Electronic Journal of Knowledge Management, 2017 –
- Member of the Editorial Advisory Board at Journal of Behavioural Economics and Social Systems, 2019 –

Research Areas

- Business models and value creation logics
- Performance measurement and management accounting
- Integrated Reporting, business reporting, and Intellectual Capital Statements
- Corporate Governance, Board Governance and Corporate Social Responsibility
- Investor relations and strategic communication activities
- Capital markets use and analysis of non-financial information
- Developing evaluation methodologies and impact assessment for Smart Cities

Awards

- Christian Nielsen was granted the Emerald/EFMD 1st Annual Outstanding Doctoral Research Award in the Interdisciplinary Accounting Research category for his PhD dissertation "Essays on Business Reporting: Production and consumption of strategic information in the market for information".
- UVBA's annual "Author Grant" for academic dissertations, 2006
- Outstanding Reviewer 2011, Emerald Literati Network
- Highly commended paper 2012, Emerald Literati Network
- Highly commended paper 2019, Emerald Literati Network

PhD supervision

- Kristian Brøndum, 1 August 2017 – 31 July 2020
- Peter Thomsen, 1 November 2016 – 31 October 2019
- Anja Birch Nielsen, 1 April 2013 to 31 March 2018
- Jesper Sort, 1 March 2013 to 30 November 2016
- Francesco Paolone, 1 April 2014 to 1 November 2014
- Marco Montemari, 1 November 2011 to 31 August 2012
- Stefan Schaper, 1 November 2012 to 31 January 2014
- Ivan Butler, 50%, 1 January 2011 to 31 December 2013
- Jesper Østergaard Eskildsen, 1 June 2012 to 31 May 2013

PhD evaluation committees

- Niels Sandalgaard, Aalborg University, Denmark, June 2010 (Head)
- Stefan Schaper, "G. d'Annunzio" University, Italy, February 2014 (Member)
- Daniel Hartz, Aalborg University, Denmark, September 2014 (Head)
- Too Shaw Warn, Multimedia University, Malaysia, October 2014 (Member)
- Thomas Toldbod, Aalborg University, Denmark, June 2015 (Head)
- Anders Bille Jensen, University of Southern Denmark, June 2015 (Member)
- Annelie Tallig, University of Southern Denmark, November 2015 (Member)
- Adibah Jamaluddin, University of Sydney, Australia, January 2016 (Member)
- Diogenis Baboukardos, Jönköping International Business School, September 2016 (Member)
- Sergejs Groskovs, Aarhus University, Denmark, November 2016 (Member)
- Adela Michea, Copenhagen Business School, November 2016 (Member)
- Iain Rolfe, Macquarie Graduate School of Management, Australia, May 2017 (Member)
- Austin D'Souza, Groningen University, Netherlands, October 2017 (Member)
- Jiao Lu, Macquarie University, Australia, November 2017 (Member)

- Louise Kringelum, Aalborg University, Denmark, January 2018 (Head)
- Tommi Rissanen, Lappeenranta University of Technology, May 2019 (Head)

Other relevant experience

- Member of the editorial board of Journal of Human Resource Costing and Accounting 2008 - 2013
- Member of the equity board, The Danish Financial Analysts Society 2009 - 2013
- Certified management course in managing knowledge workers, 2010 - 2011
- Certified course in Board Governance, 2014-2015
- Certified course in Board Governance, Board Leadership, 2016
- Department Council, Department of Business and Management, Aalborg University, member, 2012 - 2017
- Academic Council, Faculty of Social Sciences, Aalborg University, member, 2016 - 2017
- CoastZone A/S, board member, 2016 - 2018
(Largest Danish team-building company focusing on high-performance teams. My role is to assist with M&A activity)
- Business Model Innovator, owner, board member, 2014 -
(Spin-out company from the Business Model Design Center developing a decision support software)
- Jutlander Bank, member of the board of representatives, 2012 -
- I/S Sjelle Vandværk, board member, CFO, 2013 -

Teaching

- Business Models and Strategic Reporting (Masters level)
- Intellectual Capital Statements in a management control agenda (Masters level)
- Management Accounting and Management Control Systems (Masters and bachelors level)
- New Venture Creation (Masters level)
- Corporate Valuation (Masters level)
- Scientific methodology (Masters level)
- Business Models for Executive Committees (Executive course)
- Academic writing and publishing (PhD level)
- Business Models and Disclosure (PhD level)
- Intellectual Property Rights and Spin Outs in Biomedical and Life Science (PhD and post doc level)

Current research projects

- Creating an empirically driven taxonomy of Business Model configurations
- Using narratives to create business model innovation processes
- Digital Embodied Creativity Training, principal investigator (ERASMUS+ funding)
- Matching for growth: Business model analysis as the mediator of growth-oriented SME's and private equity investors
- Optimizing the interaction and output of University/Industry collaborations
- EPIONE (full title: Natural sensory feedback for phantom limb pain modulation and therapy), exploitation and market-assessment work package leader (FP7 funding)
- Using business models to optimize the output of Smart City clusters and ecosystems
- When performance measurements meet innovation: Business Models in start-ups and small & medium sized companies
- The role of business models in board governance processes

Research grants received

Ongoing projects with grants

- EPIONE, exploitation and market-assessment work package: €50.000
- CLINES, exploitation and market-assessment work package: €40.500
- Online Creativity Training supported by ERASMUS+, 2015-2017: €391.000
- Sino-Danish Center research grant, 2016: €23.000
- Delta Business Model discussion group, 2016-2018: €40.000

Historical grants

- KASK:VIE Optimizing the interaction and output of University/Industry collaborations (2011-2012): €130.000
- International Center for Innovation (between 2010 and 2013): €53.000
- Other small research projects in the period 2010 to 2013: €60.000
- Matching for growth - Matching entrepreneurship projects with Business Angel financing: €413.000
- GardinLis, innovating business models with storytelling: €13.300
- Tasting real business, developing business models for small food procurers: €14.500
- Knowledge-coupons, small scale research projects for Danish SMEs (2014): €53.000
- The Entrepreneurship Fund, developing a new course on New Venture Creation in 2014: €20.000
- Industry Smart City Randers, business development project: €40.000
- EUopstart, startup funding for Horizon 2020 projects, 2012-2014: €60.000
- HOS Grant for the Journal of Business Models, 2015: €7.300

Invited keynotes and seminars

- Visiting Fellow Grant, Curtin University, January 2011
- Symposium leader, symposium on Accounting for Business Models, European Accounting Association congress in Slovenia, May 2012
- Seminar on business models, d.school at Hasso Platner Institute, Potsdam, 2 September 2012
- Track leader NFF Conference, Iceland, 22-24 August 2013: The business model eruption: how game changing mind sets challenge existing nodes of business
- Keynote on Business Models and Intellectual Capital at the 9th EIASM INTERDISCIPLINARY WORKSHOP on "INTANGIBLES, INTELLECTUAL CAPITAL & EXTRA-FINANCIAL INFORMATION", Copenhagen Business School, 26-27 September 2013
- Seminar on Business Model research, Pescara University, 23-24 October 2013
- Invited Academic Editor for the ECIS conference in Tel Aviv, June 2014
- ESRC research seminar series in London on "Business Models: Past, present and the future in understanding value capture and value realization", 7 February 2014, Main auditorium, The British Library Conference Centre
- Invited presentation at Department of Management, Faculty of Economics "G. Fuà", University de Marche, Ancona, Italy, 26-30 May 2014
- Visiting Professor, Macquarie University, Australia, 1 November 2014 to 25 April 2015
- Speaker, GRI Corporate leadership Group on integrated reporting, Amsterdam 17 June 2015
- Key note speaker, SIDREA International Workshop on "Managing and disclosing Intellectual Capital, Social and Environmental Value: Emerging issues", Faculty of Economics "G. Fuà", University de Marche, Ancona, Italy, 15 July 2015.
- Track leader NFF Conference, Copenhagen Business School, 12-14 August 2015: The Scalability and Sustainability of Business Models
- Keynote at DanishConnect, the Danish Consulate, Sydney, Australia, 12 February 2016: From Creativity to Business Models
- Keynote on Business model innovation in the sharing economy, Rong Ke Entrepreneurship Incubation Hub, Beijing Wang Jin Innovation Park, China, 18 May 2016
- Keynote at the Summit Forum on Entrepreneurship Education in Universities, Wenzhou, China, 19 May 2016
- Key note on network-based business models and panel debate for Cluster Excellence Denmark, 26 August, 2016, Aalborg
- Keynote, Høgskolen i Hedmark, Norway, 15. November 2016, The future of academic teaching – New business models in Academia
- Seminar on "Re-inventing corporate benchmarking", Copenhagen Business School, Denmark, 8 December 2016
- Keynote, Pori, Finland, 13 December, 2016, "Business Model Configuration: Challenging business model innovation and performance measurement"
- Keynote CA ANZ, ACCA and RMIT, 3 February 2017. Thought leadership congress on "Improving collaboration and innovation between business and business researchers"
- Invited speaker HEC Lausanne 2 May 2017.
- Invited speaker University of Firenze 5-6 July 2017.
- Invited Visiting Professor University of Forli, 19-21 September 2017.
- Session organizer, Business Models in the Built Environment at the 9th Annual Symposium of Architectural Research, Oulu, Finland, November 29th - December 2nd 2017
- Visiting Professor, Macquarie University, Australia, March 2018
- Visiting Professor, University of Bologna, July 2018
- Visiting Professor, University of Florence, June 2019
- Visiting Professor, University of Bologna, July 2019
- Key note at ICICKM conference hosted by Macquarie University, Sydney, Australia, 5-6 December 2019

Publications

Academic papers in English, peer reviewed

- Roslender, R. & C. Nielsen (2021), Accounting for the value expectations of customers: re-imagining the Integrated Reporting initiative, forthcoming in *Critical Perspectives on Accounting*.
- Nielsen, C., Bjurström, E. & M. Lund (2020), Are you ready to collaborate? Improving the quality of University-Industry Collaborations, *Journal of Behavioural economics and Social Systems*, 2, 1, s. 81-112
- Nielsen, C. & S. Nielsen, (2020). The role of management accounting technologies in the quest for leveraging public sector performance, *International Journal of Business and Systems Research*, Vol. 14, No. 2, pp. 191-216
- Nielsen, C., K. Brøndum, F.G. Laursen K. Tange & M. Lund, (2020), *Kickass Companies: A manual for unlocking growth*, Aalborg: Business Research and Business Design publishing (2nd Edition, English version).
- Nielsen, C. 2020. The Net Innovator Score. Working paper, Aalborg University Business School
- Nielsen, C. (2020), How can I enhance, and provide evidence of,
- the impact of my research? Working paper, Aalborg University Business School
- Nielsen, C. 2020. Working paper, Aalborg University Business School, Working paper, Aalborg University Business School
- Di Tullio, P., Valentinetti, D., Nielsen, C., & Rea, M. (2019). In search of legitimacy: A semiotic analysis of business model disclosure practices. *Meditari Accountancy Research*, 28, 5, s. 863-887
- Nielsen, C. & M. Lund (2019), Small Data: data-strategies that most companies can profit from, *California Management Review*
- Roslender, R. and Nielsen, C. (2019), Performative research in the business model field: exploring the underpinnings of studying business models in action, *Journal of Business Models*, Vol. 7, No. 2, pp. 31-36.
- Montemari, M., Chiuicchi, M. S., Nielsen, C. (2019), Designing Performance Measurement Systems Using Business Models, *Journal of Business Models*, Vol. 7, No. 5, pp. 48-69
- Dane-Nielsen, H., & Nielsen, C. (2019). Value creation in business models is based on intellectual capital – and only intellectual capital! In J. Guthrie, J. Dumay, F. Ricceri, & C. Nielsen (red.), *The Routledge Companion to Intellectual Capital* Routledge, *reprinted with permission in the Journal of Business Models*, Vol. 7, No. 2, pp. 64-81.
- Nielsen, C. & M. Lund (2019), Interventionist Research into Value Creation Mechanisms. Dumay, J., J. Guthrie and R. Munir (Eds.) *Proceedings of the 16th International Conference on Intellectual Capital, Knowledge Management & Organisational Learning, ICICKM 2019, 5-6 December 2019 at Macquarie University Sydney, Australia* (E-Book ISBN: 978-1-912764-49-5).
- Nielsen, C. (2019). From innovation performance to business performance: Conceptualising a framework and research agenda. *Meditari Accountancy Research*, Vol. 27, No. 1, pp. 2-16.
- Nielsen, C., & Lund, M. (2018). Building Scalable Business Models. *MIT Sloan Management Review*, 59(2), 65-69.

- Lund, M., & Nielsen, C. (2018). The Concept of Business Model Scalability. *Journal of Business Models*, Vol. 6, No. 1, pp. 1-18.
- Tweedie, D., C. Nielsen & N. Martinov-Bennie (2018), Evolution or abandonment? Contextualising the business model in Integrated Reporting, *Australian Accounting Review*, Vol. 28, No. 3, pp. 405-420.
- Nielsen, C (2018). Relating Successful Business Models to Intellectual Capital and Knowledge Management Practices. *Electronic Journal of Knowledge Management*, Vol. 16, No. 1, pp. 35-42.
- Sort, J. and C. Nielsen (2018), Using the Business Model Canvas to Improve Investment Processes, *Journal of Research in Marketing and Entrepreneurship*, 20(1), 10-33
- Sandalgaard, N. & C. Nielsen, (2018), Budgeting in Small- and Medium-sized Enterprises, Accepted in *Journal of Applied Accounting Research*. 19(3), 351-364
- Lund, M., & Nielsen, C. (2018). Business model perspective on entrepreneurship. In Turcan, R.V. & N. Fraser (Eds.) *The Palgrave Handbook of Multidisciplinary Perspectives on Entrepreneurship* (s. 105-124).
- Nielsen, C., Montemari, M., Paolone, F., Massaro M., Dumay J. and M. Lund. (2018). *Business Models: A Research Overview*. London, Routledge.
- Nielsen, C., M. Lund, S. Schaper, M. Montemari, P. Thomsen, J. Sort, R. Roslender, K. Brøndum, C. Byrge, C. Delmar, L. Simoni, F. Paolone, M. Massaro and J. Dumay (2018), Depicting A Performative Research Agenda: The 4th Stage of Business Model Research, *Journal of Business Models*, Vol. 6, No. 2, pp. 59-64
- Roslender, R. and Nielsen, C. (2018), Accounting Through the Business Model, *Journal of Business Models*, Vol. 6, No. 2, pp. 78-83
- Guthrie, J., Ricceri, F., Dumay, J. and Nielsen, C., Eds. (2018), *The Routledge Companion to Intellectual Capital*. London, Routledge.
- Dumay, J., Guthrie, J., Ricceri, F., & Nielsen, C. (2018). The past, present and future for intellectual capital research: an overview. I J. Guthrie, J. Dumay, F. Ricceri, & C. Nielsen (red.), *The Routledge Companion to Intellectual Capital* Routledge.
- Dane-Nielsen, H., & Nielsen, C. (2018). Value creation in business models is based on intellectual capital – and only intellectual capital! In J. Guthrie, J. Dumay, F. Ricceri, & C. Nielsen (red.), *The Routledge Companion to Intellectual Capital* Routledge.
- Nielsen, C. and M. Lund (2018), Making intellectual capital matter to the investment community. In J. Guthrie, J. Dumay, F. Ricceri, & C. Nielsen (red.), *The Routledge Companion to Intellectual Capital* Routledge.
- Nielsen, C., R. Roslender & S. Schaper (2017), 10 Years after the IC Guideline: Uncovering explanations for the demise of the Intellectual Capital Statement in Denmark. *Accounting, Auditing & Accountability Journal*, Vol. 30, No. 1, pp. 38 – 64 (Evaluated as 4* in the UK Research Assessment Exercise 2017)
- Nielsen, C., M. Lund & P. Thomsen (2017), Killing the balanced scorecard to improve internal disclosure, *Journal of Intellectual Capital*, Vol. 18, No. 1, pp. 45-62.
- Schaper, S., Nielsen, C., R. Roslender (2017), Moving from irrelevant intellectual capital (IC) reporting to value-relevant IC disclosures: Key learning points from the Danish experience, *Journal of Intellectual Capital*, Vol. 18, No. 1, pp. 81-101.

- Lund, M., C. Byrge & C. Nielsen (2017) From Creativity to New Venture Creation: Exploring the potentials of training creativity and business-opportunity spotting. *Journal of Creativity and Business Innovation*, Vol. 3, pp. 65-88.
- Roslender, R. & Nielsen, C., (2017), Lessons for progressing narrative reporting: learning from the experience of disseminating the Danish intellectual capital statement approach, *Accounting Forum*, Vol. 41, No. 3, pp. 161-171
- Nielsen, C. (2017), 'A personal reflection: European experiences on value exchange in university–industry collaborations', Academic Leadership Series, "Improving Collaboration and Innovation between Industry and Business Schools in Australia" (Eds. Guthrie, J., E. Evans and R. Burritt), Vol. 8, pp. 53–61.
- Nielsen, C. (2016). Getting value for money from your Science Park. *Public Money and Management*, Vol. 36, No. 7, pp. 539-546
- Nielsen, C., R. Roslender & S. Schaper (2016), Continuities in the use of the Intellectual Capital Statement approach: elements of an institutional theory analysis, *Accounting Forum*, Vol. 40, No. 1, pp. 16-28.
- Taran, Y., Nielsen, C., Thomsen, P., Montemari, M., and Paolone, F. (2016), "Business model configurations: a five-V framework to map out potential innovation routes", *European Journal of Innovation Management*, Vol. 19. No. 4, pp. 492-527.
- Gaadboe, R., Fladkjær, H. F., & Nielsen, C. (2016). Korrekt implementering af Business Intelligence skaber merværdi (How utility is created through the correct implementation of Business Intelligence), *Oekonomistyring og Informatik*, Vol. 31, No. 3, pp. 245-266
- Lund, M., P. Thomsen & C. Nielsen (2016), Fremtidens præstationsmålingsmodeller med forretningsmodellen som udgangspunkt. I Bukh, P.N. & T.B. Kristensen (Eds.), *Produktion og styring: Perspektiver på økonomistyringen. Festskrift for Poul Israelsen*, pp. 67-85. København: DJØF
- Nielsen, C., & R. Roslender, (2015). Enhancing financial reporting: the contribution of business models, *British Accounting Review*, Vol. 47, No. 3, pp. 262-274.
- Nielsen, C., Rimmel, G. & Yosano, T., (2015). Outperforming markets: IC and the long-term performance of Japanese IPOs. *Accounting Forum*, Vol. 39, No. 2, pp. 83–96
- Farooq, O., & Nielsen, C. (2015). Intellectual capital disclosure and dividend policy: Evidence from the Danish biotechnology-sector, *International Journal of Learning and Intellectual Capital*, Vol. 12, No. 1, pp. 82-102
- Groth, P. & C. Nielsen (2015), Business Model Taxonomies: Using statistical tools to generate valid and reliable business model taxonomies, *Journal of Business Models*, Vol. 3, No. 1, pp. 4-21.
- Brøndum, K., Nielsen, C., Tange, K., Laursen, F., & Oehlenschläger, J. (2015). Kickass Companies: Leveraging business models with great leadership. *Journal of Business Models*, 3(1), 22-28.
- Farooq, O., & Nielsen, C. (2014). Intellectual capital disclosure and analyst following: Evidence from Danish biotechnology firms. *Journal of Intellectual Capital*, Vol. 15, No. 1, pp. 142-156.
- Lund, M., & Nielsen, C. (2014). The evolution of network-based business models illustrated through the case study of an entrepreneurship project, *Journal of Business Models*, Vol. 2, No. 1., pp. 105-121.
- Nielsen, C. & K. Cappelen, (2014). Exploring the Mechanisms of Knowledge Transfer in University-Industry Collaborations: A Study of Companies, Students and Researchers. *Higher Education Quarterly*, Vol. 68, No. 4, pp. 375–393.

- Montemari, M., & Nielsen, C. (2013). The role of causal maps in intellectual capital measurement and management. *Journal of Intellectual Capital*, Vol. 14, No. 4, pp. 522-546.
- Nielsen, C., Sort, J. C., & Bentsen, M. J. (2013). Levers of management in university-industry collaborations: How project management affects value creation at different life-cycle stages of a collaboration, *Tertiary Education and Management*, Vol. 19, No. 3, pp. 246-266.
- Nielsen, C., & Sort, J. C. (2013). Value exchange in university-industry collaborations, *International Journal of Technology Transfer and Commercialisation*, Vol. 12, No. 4, pp. 193-215.
- Nielsen, C. & Bukh, P.N. 2013. Communicating strategy: Using the business model as a platform for Investor Relations work. Published in *The Business Model Community Working Paper Series, No. 2013-10*
- Nielsen, C. & M. Montemari. 2012. The role of human resources in business model performance: The case of network-based companies, *Journal of Human Resource Costing & Accounting*. Vol. 16, No. 2, pp. 142-164.
- Nielsen, C. & P.N. Bukh. 2011. What constitutes a Business Model: The perception of financial analysts. *International Journal of Learning and Intellectual Capital* special issue "Intellectual Capital as a Useful Perspective in Understanding Business Model Innovation". Vol. 8, No. 3, pp. 256-271.
- Bukh, P.N. & C. Nielsen. 2011. The Supply of and Demand for Strategic Information: A Case Study of a large Medical Device Company. *Journal of Human Resource Costing & Accounting*, Vol. 15, No. 1, pp. 50-77.
- Bukh, P.N. & C. Nielsen. 2010. Understanding the Health Care Business Model: The financial analyst's point of view. *Journal of Health Care Finance*, Vol. 37, No. 2, pp. 8-25.
- White, G., A. Lee, Y. Yuningsih, P.N. Bukh & C. Nielsen. 2010. Intellectual Capital Disclosures by Australian and UK Biotechnology Companies, *Journal of Intellectual Capital*, Vol. 11, No. 4.
- Nielsen, C. & Dane-Nielsen, H. 2010. The emergent properties of intellectual capital: a conceptual offering, *Journal of Human Resource Costing & Accounting*, Vol. 14, No. 1, pp. 6-27.
- Rimmel, G., Y. Tadanori, C. Koga & C. Nielsen. 2009. Intellectual Capital Disclosures in Japanese IPO Prospectuses. *Journal of Human Resource Costing and Accounting*, Vol. 13, No. 3, pp. 316-337.
- Nielsen, C. & M.T. Madsen. 2009. Discourses of transparency in the Intellectual Capital reporting debate: Moving from generic reporting models to management defined information. *Critical Perspectives on Accounting*, special edition on intellectual capital, Vol. 20, No. 7, pp. 847-854.
- Nielsen, C. 2008. A content analysis of Analyst Research: Health Care through the Eyes of Analysts, *Journal of Health Care Finance*, Vol. 34, No. 3, pp. 66-90.
- Nielsen, C., P.N. Bukh, J. Mouritsen, M.R. Johansen & P. Gormsen. 2006. Intellectual Capital Statements on their way to the Stock Exchange: Analyzing New Reporting Systems. *Journal of Intellectual Capital*, Vol. 7, No. 2, pp. 221-240
- Bukh, P.N., C. Nielsen, P. Gormsen & J. Mouritsen. 2005. Disclosure of information on intellectual capital in Danish IPO prospectuses, *Accounting, Auditing & Accountability Journal*, Vol. 18, No. 6, pp. 713-732.

Chapters in academic books, peer reviewed

- Dane-Nielsen, H. & C. Nielsen (2017), Understanding business models from an intellectual capital perspective, in Guthrie, J., Ricceri, F., Dumay, J. and Nielsen, C., Eds. (2017), *Routledge Companion to Intellectual Capital*. London, Routledge.
- Nielsen, C. and M. Lund (2017), Making intellectual capital matter to the investment community, in Guthrie, J., Ricceri, F., Dumay, J. and Nielsen, C., Eds. (2017), *Routledge Companion to Intellectual Capital*. London, Routledge.
- Nielsen, C. 2011. Conceptualizing, Analyzing and Communicating the Business Model. In "Business Models: Design, Dynamics and Implementation". New York: Nova Science Publishers.
- Nielsen, C., R. Roslender & P.N. Bukh. 2009. Business reporting: Can a strategy perspective solve accounting problems? In Ordonez De Pablos, P. & M. Lytras (Eds.), *Knowledge Ecology in Global Business: Managing Intellectual Capital*.
- Nielsen, C., T. Hussi, S. Schunder-Tatzber, R. Roslender & G. Ahonen. 2007. The interrelations between health and Intellectual Capital, in Ahonen, G. Johanson, U. and Roslender, R. (Eds.), *Health and Management control*.
- Rimmel, G. & C. Nielsen. 2007. Towards Healthy Capital Market Communication, in Ahonen, G. Johanson, U. and Roslender, R. (Eds.), *Health and Management control*.
- Nielsen, C. 2005. New Borders of Knowledge: Challenges for Knowledge Management, In Bukh, P.N., K.S. Christensen & J. Mouritsen (Eds.), *Knowledge Management and Intellectual Capital: Establishing a Field of Practice*, pp. 101-123. Basingstoke: Palgrave Publishers Ltd.

Books and academic reports

- Nielsen, C., H. Zaheer, Y. Breyer, F. Paolone, M. Montemari, & M. Lund (2019), *Market Traction: A Manual for Accelerating your Business Model*, Aalborg: Business Research and Business Design publishing.
- Nielsen, C., K. Brøndum, F.G. Laursen K. Tange & M. Lund, (2019), *Kickass Companies*, Aalborg: Business Research and Business Design publishing. 2nd Edition, Aalborg: Business Research and Business Design.
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