

CV AND PUBLICATIONS HANNE NØRREKLIT

Professor emerita of Management Accounting and Control
Aarhus University, Fuglesangs Allé 4, 8210 Aarhus V, Denmark

ACADEMIC AND PROFESSIONAL AFFILIATION

- 2018- Affiliated professor Scuola Superiore Sant' Anna, Pisa, Italy
- 2023- Professor emerita, Aarhus University, Denmark
- 2013-23 Professor, Aarhus University, Denmark
- 2013-19 Professor II, NHH Bergen, Norway
- 2006-18 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

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

MAIN RESEARCH AREA

Management Accounting and Control with special interests in performance measurement and validity; language games, performance measurement and digitalisation; actor reality construction and methods of performance management; social media and accounting; accounting and change.

Impact Google scholar (08.01.2023): Citation 7719; h-index 31; i10-index 49.

RESEARCH REWARDS ETC.

John Perrin Prize for best paper in *Financial Accountability and Management*, 2021 (together with Kure, Røge); Nominated for *The Golden Bird* (Den Gyldne Fugl), Teacher of the Year at Faculty of Social Science and Business, Studenterlauget Aarhus University, 2019; *Ridder af Dannebrog*, 2016; Highly Commended Award Winner for article in *Journal of Accounting & Organizational Change* 2012 (together with Nørreklit, Mitchell, Bjørnenak) 2013; Listed among out-standing articles of the last 25 years in *Accounting, Auditing and Accountability Journal*. (together with Baldvinsdottir, Burns, Scapens) 2012; Outstanding Paper Award Winner for best article in *Qualitative Research in Accounting & Management* 2011 (together with Mary Malina and Frank Selto) 2012; *David Solomon Prize* for Best Article in *Management Accounting Research* 2004 (together with Bourguignon, Malleret).

RESEARCH ACTIVITIES

Coordinator research network: »Actor reality construction – a pragmatic constructivist approach to management«. – Research projects in networks: »Accounting for a better future«; »Digitized performance measurement of university« funded by EURAM (with Scuola Superiore Sant' Anna, Italy); »Life friendly language games«; »Actor based management« 2006-2011(with Aalborg University and Göteborg University et al.); »Succeskriterier for opgaveløsning og ledelse i videnssamfundets organisationer«, sponsored by Aarhus University Research Fond, 2006-2011; »Management accounting innovations and fads – Can we understand them better?«, sponsored by CIMA 2006-2008 (with J. Burns, G. Baldvinsdottir, R. Scapens); »Beyond Budgeting Research program«, sponsored by Statoil, 2008-2013 (with NHH Bergen).

Organizer of numerous academic conferences and tracks. – Invited and other professional presentations at: Scuola Superiore Sant' Anna, Pisa, Italy, 2005-22; 12th International Management Control Association Conference, Durham, June, 2023; Management Control Workshop on Performance Management Systems for a better future, University of Siena, Italy; Workshop on Governance and Performance in Public Universities, SIDREA, Naples, Italy, 2020; Conference at University of Pavia, Italy, 2019; Biennial Conference of the Italian Academy of Economia Aziendale, University of Turin, 2019; University of Essex, UK, 2015, 2018; Norwegian School of Economics, Bergen, Norway, 2005-16; Dipartimento di Economia Aziendale, Università di Pisa, Italy, 2010-16; Third Italian conference on Management control, Pisa University, Italy, 2014; Trondheim School of Business, Norway, 2012-14; University of Sterling 2013; ESCP-Europe, Paris, France, 2012; Instituto Universitario de Lisboa (ISCTE), Portugal, 2012; University of Southampton, UK, 2012; Conference on The Actor-Reality Perspective at the School of Business, Economics and Law, Gothenburg, Sweden, 2011; SPARNORD, Denmark, 2011; CVL *Copenhagen*, Denmark 2000-10; DJØF, *Copenhagen and Aarhus*, Denmark, 1999, 2004, 2010; SCANCOR, Stanford University, USA, 2010; Rambøll Management Consulting; Copenhagen, 2009; Center For Virksomhedskommunikation, ASB, 2008; Management conferences, Vilnius and Kaunas, Lithuania, 1991, 2008; University of Edinburgh Management School, San-Ei Gen International Business Lectures, 2007; Performance Measurement and Management Conference, London, 2006; Manchester Business School, UK, 2006; Ingeniør Højskolen, Copenhagen, 2006; *University of Dundee*, UK, 2006; *The British Academy of Management – performance management group*; Cranfield, UK, 2006;

Handelshögskolan i Göteborg, Företagsekonomiska institutionen, Göteborgs Universitet, Sweden, 2004-6; 7th International Seminar on Manufacturing Accounting Research, Tampere, Finland, 2005; Track, EURAM, Munich 2005; GRI, Göteborgs Universitet, Sweden, 2004; Department of Finance, HHÅ, Denmark 2004; ESSEC, Paris, France, 2001, 2004; Center for Global Business and the Department of Accounting, Greensboro University, North Carolina, USA, 2000, 2002, 2004; "Tom Robertson Memorial Lecture"; University of Edinburgh, UK, 2003; Aalborg University, 2001, 2005; HEC, Paris, France, 2000, 2002; Handelshögskolan, Borås, Sweden, 1994.

(Associate and guest) editor: *Qualitative Research in Accounting and Management; Management Accounting Research; Journal of Management and Governance; Qualitative Research in Accounting and Management; Journal of Organizational and Accounting Change; Management Control*. – Editorial board member: *Auditing, Accounting, Accountability Journal; Journal of Management and Governance; Scandinavian Journal of Management; Society and Business Review; Økonomistyring & informatik; Journal of Organizational and Accounting Change; Journal of Asia-Pacific Business*. – Reviewer of numerous papers for various journals. Also advisory board member at Collegio Docenti of the *PhD School in Management at Scuola Superiore Sant' Anna, Pisa, Italy*.

TEACHING ACTIVITIES:

Taught management accounting and performance management courses for PhD, MSc, BA and MBA students at *Aarhus School of Business, Denmark; Manchester Business School, UK; HEC—Graduate School of Management Paris, France; Handelshögskolan i Göteborg, 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*. Supervised in hundreds of MSc, BA and PhD thesis exploring and analysing management accounting and performance management problems in companies within a wide range of industries and organisational settings. – *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) – *Finished PhDs*: *M. S. Lindeberg*, PhD, Aarhus University; *L. B. Nielsen*, PhD, Aarhus university; *M. Trenca*, PhD, Aarhus University; *K.O. Røsok*, PhD, Norwegian School of Economics; *H. Sandahl*, PhD, Norwegian School of Economics; *P. Ståle*, Trondheim University; *K. Røge*, PhD, Aarhus University; *J.M. Liboriussen*, PhD, Aarhus University; *A. Hassan*, PhD, 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.

PUBLICATIONS – HANNE NØRREKLIT

Professor emerita of Management Accounting and Control

Books and Monographs

1. *Agile Learning and Management in a Digital Age*. Routledge, 2023. (Eds., with D. Kergel, B. Heidkamp-Kergel, and M. Paulsen)
2. *Gestire la performance con il costruttivismo pragmatic – Un approccio Actor-based*. FrancoAngeli, 2022. (Eds., with L. Cinquini).
3. *How to take action for successful performance management – a pragmatic constructivist approach*. Business Expert Press, 2019. (Eds., with F. Mitchell)
4. *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach*. Routledge, 2017. Editor.
5. *Managing in Dynamic Business Environments: Between Control and Autonomy*. Edward Elgar, 2013. (Eds., with K. Kaarbøe and P. Gooderham)
6. *The Routledge Companion to Cost Management*. Routledge, 2012. (Eds., with F. Mitchell and M. Jakobsen)
7. *An Actor's Approach to Management – conceptual framework and company practices*. DJOEF, 2011. (Eds., with M. Jakobsen and I.-L. Johanson)
8. *Performance management - The silent managerial revolution at Danish Universities*. DJOEF, 2011. (Eds., with J.E. Kristensen and M. Raffnsøe-Møller)
9. *Företags analys i dess komplexitet*. BAS Bokförlag, 2007. (Eds., with G. Baldvinsdottir and I.-L. Johanson)
10. *Globalization, Management Control and Ideology – Local and Multinational Perspectives*. DJØF, 2005. (Eds., with R. Ajami, E. Arrington and F. Mitchell),
11. *Interne afregningspriser i multinationale koncerner*. Thomson, FSR, 1999.
12. *The Control Environment in a Post-Communist Society 1991-1992 - Observations and Analysis*. Institut for Produktion, AUC, 1992, (with L. Nørreklit)
13. *Aktivitetsbaseret profitstyring*. HHÅ, 1992. (with L. Nørreklit)
14. *Virksomhedens problemerkendelse*. DJØF, 1991.
15. *Virksomhedens problemerkendelse – PhD-desitation*. HHÅ, 1989.
16. *Økonomisk styring i en igangsatte virksomhed*. Aalborg Universitetsforlag, 1986.

Journal Articles

1. »Performance, management and Governance in the digital age« *Journal of Management and Governance* 27 (3), (with L. Cinquini)
2. »University research by the numbers: Epistemic methods of using digitised performance measures and their implications for research practices«. *Financial Accountability and Management*, 2023. (with S. G. Mauro, Cinquini, and M.L. Malmrose)
3. »A learning method of trust building: beyond the performance management of artistic event«. *Qualitative Research in Accounting and Management*, 2022. (with J. Liboriussen and M. Trenca)
4. »Evaluating performance management of covid-19 reality in three European countries: a pragmatic constructivist study«. *Accounting, Auditing and Accountability Journal*, 2021. (with F. Mitchell, H. Nørreklit, L. Nørreklit, L. Cinquini, F. Koeppe, F. Magnacca, S.G. Mauro, M. Jakobsen, T. Korhonen, T. Laine, J. Liboriussen)

5. »Relations of accountability unfolding in a milieu of customer participatory measurement facilitated by the internet: beyond the ratings and rankings of *Strictly Come Dancing*«. *British Accounting Review*, 2021. (with M. Trenca)
6. »The illusion of 'objective and result-based management: beyond a NPM tool in Denmark«. *Financial Accountability and Management*, 2021. (with N. Kure and K. M. Røge)
7. »Institutional work through empathic engagement«. *European Management Journal*, 2020. (with M. S Linneberg and M. Trenca)
8. »Academia after virtue: An Inquiry into the Moral Character(s) of Academia«. *Journal of Business Ethics*, 2020. (with D. Pianezzi and L. Cinquini)
9. »Moving towards digital governance of university scholars: Instigating a post-truth university culture«. *Journal of Management and Governance*, 2019. (with Lisa Jack and L. Nørreklit)
10. »Educating management accountants as business partners – Experiences from applying a Pragmatic Constructivist Paradigm in a Master Program«. *Qualitative Research in Accounting and Management*, 2019. (With M. Jakobsen, F. Mitchell and M. Trenca)
11. »'Mål- og resultatstyring' i universitetssektoren realitets- eller illusionsdannelse?«. *Samfundslederskab i Skandinavien*. 33, 4, 2018. (with Kristian Røge and N. Kure)
12. »Strategic communication in the balanced scorecard«. *The Encyclopaedia of Strategic communication*, Wiley-Blackwell/ICA. 2018 (with N. Kure and M. Trenca).
13. »A pragmatic constructivist approach to accounting practice and research. *Qualitative Research in Accounting and Management*, 2016. (with F. Mitchell, and M. Raffnsøe-Møller)
14. »Understanding practice generalisation – Opening the Research/Practice gap«. *Qualitative Research in Accounting and Management*, 2016. (with L. Nørreklit, and F. Mitchell)
15. »Research perspectives in Performance Management«. *Management Control*, 2015. (with L. Cinquini)
16. »Management accounting and decision-making: two case studies of outsourcing«. *Accounting Forum*, 39, 1, 2015. (with L. B. Nielsen and F. Mitchell)
17. »From Persuasive to Authoritative Speech Genres: Writing accounting research for a practitioner audience«. *Accounting, Auditing and Accountability Journal*, 27, 8, 2014. (with R. Scapens)
18. »Contemporary issues on the Balanced Scorecard«. *Journal of Organizational and Accounting Change*, 10, 4, 2014. (with F. Mitchell)
19. »Quality in Qualitative Management Accounting Research«. *Qualitative Research in Accounting and Management*, 11,1, 2014.
20. »Performance measurement for governance in a context of dynamism and professionalism«, Guest Editorial Introduction. *Journal of Management and Governance*, 17,1, 2013. (with L. Cinquini and F. Mitchell)
21. »Scoring Strategic Performance – A Pragmatic Constructivist Approach to Strategic Performance Measurement«. *Journal of Management and Governance* 17,1, 2013. (with F. Mitchell, L. B. Nielsen and L. Nørreklit)
22. »The Rise of the Balanced Scorecard! Relevance Regained?«. *Journal of Organizational and Accounting Change*, 8, 4, 2012. (with L. Nørreklit, F.

- Mitchell and T. Bjørnenak)
23. »Self-realisation and Control in the Discourse Practice of Management Coaching«. *Employee Relations*, 34, 2, 2012. (with A. E. Nielsen)
 24. »The Art of Managing Individuality«, *Qualitative Research in Accounting and Management*, 8, 3, 2011.
 25. »Relation among Measures – Lessons Learned«. *Qualitative Research in Accounting and Management*, 8, 1, 2011. (with M. Malina and F. Selto)
 26. »Professional accounting media - accountants handing over control to the system«. *Qualitative Research in Accounting and Management*, 7, 3, 2010. (with G. Baldvinsdottir, J. Burns and R. Scapens)
 27. »Paradigms and pragmatic constructivism – a reply«. *Accounting, Auditing and Accountability Journal*, 23, 6, 2010. (with L. Nørreklit and F. Mitchell)
 28. »Towards a paradigmatic foundations of accounting practice«. *Accounting, Auditing and Accountability Journal*, 23, 6, 2010. (with L. Nørreklit and F. Mitchell)
 29. »Internal Performance Measurement Systems: Problems and Solutions«. *Journal of Asian-Pacific Business*, 11, 4, 2010. (with M. Jakobsen and F. Mitchell)
 30. »Issues in the Relationship between Theory and Practice in Management Accounting«. *Management Accounting Research*, 21, 2, 2010. (with G. Baldvinsdottir and F. Mitchell)
 31. »The image of accountants: From bean counters to extreme accountants«. *Accounting, Auditing and Accountability Journal*, 22, 6, 2009. (with G. Baldvinsdottir, J. Burns, R. W. Scapens)
 32. »The disciplinary power of management coaching«. *Society and Business Review*, 3, 2009. (with A. E. Nielsen)
 33. »On the Governance of Social Science Research: The Replacement of Profession with Performance Contracts«. *International Journal of Public Policy*, 3/4, 2009. (with M. Linneberg and P. Schröder).
 34. »Pitfalls in Using the Balanced Scorecard«. *Journal of Corporate Accounting & Finance*, September/October, 2008. (with M. Jakobsen and F. Mitchell).
 35. »Tænk før du måler – realitetstjek af kvalitetsreformen«. *Informatik og økonomistyring*, 2008. (with C. Kølsen de Wit).
 36. »Relation among Measures, Climate of Control and Performance Measurement Models«. *Contemporary Accounting Research*, Fall, 2007. (with M. Malina and F. Selto)
 37. »Ledelse med udgangspunkt i kunsten som bevidsthedsform – Kasper Bech Holten som case«. *Informatik og Økonomistyring*, April, 2007.
 38. »Management discourse in the transition from communism to market economy – the case of Ukraine«. *Society and Business Review*, 2006. (with A. Herasymovych)
 39. »Introducing a Nordic perspective on public sector performance measurement«. *Financial Accountability and Management*, 22, 3, 2006. (with Å. Johnsen and J. Vakkuri)
 40. »U.S. "Fair Contract" Based Management Control Models in a Danish Environment«. *Financial Accountability and Management*, 22, 3, 2006. (with L. Nørreklit and P. Melander)
 41. »Validity of Management Control Topoi — Towards Constructivist Pragmatism«. *Management Accounting Research*, 17,1, 2006. (with L. Nørreklit and P. Israelsen)

42. »The Dignity of Difference in the Face of Global Markets«. *Cambridge Review of International Affairs*, March, 2006. (with R. Ajami, E. Arrington, F. Mitchell)
43. »Det balancerede scorecard – en undersøgelse af nogle centrale dimensioner«. *Magma – Tidsskrift for økonomi og ledelse*, 2005.
44. »Ledelsescoaching: et værktøj i arenaen om kampen om det menneskelige engagement«. *Rhetorica Scandinavia*, Sept., 2004. (with A. E. Nielsen og M. Sønderskov)
45. »Management coaching – et drømmeværktøj?«. *Informatik og Økonomistyring*, okt., 2004. (with A. E. Nielsen)
46. »The American Balanced Scorecard versus French Tableau de Bord: the ideological dimension«. *Management Accounting Research*, 15, 2, 2004. (with A. Bourguignon and V. Malleret)
47. »The Balance Scorecard — What Is the Score?«. *Accounting Organization and Society*, 28, 6, 2003
48. »Den danske økonomistyringsmodel — et værdibaseret fornuftsregime eller et stressende kontrolregime?«. *Økonomistyring & informatik*, DJØF, feb., 2003/04 (with T. Bendixen, P. Melander og L. Nørreklit)
49. »Den kulturelle dimension i økonomistyringen — illustreret via tableau de bord og det balancerede scorecard«. *Comptabilité-Contrôle-Audit, numéro spécial "Activités Internationales"*, 2002 (with A. Bourguignon and V. Malleret)
50. »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 A. Bourguignon and V. Malleret)
51. »Sustainable Communication Practices in Management Control - Are Body and Mind in Conflict or Convergetion?«. *Hermes*, 27, 2001. (with C. de Wit)
52. »Interne afregningspriser i et ledelsesperspektiv«, *International Business*, Børsen, 2001.
53. »Le Tableau de Bord — det franske scorekort?«. *Økonomistyring & informatik*, DJØF, Okt., 2000/2001, (with V. Malleret)
54. »The Balance on the Balanced Scorecard - a critical analysis of some of its assumptions«, *Management Accounting Research*, 11, Mar., 2000
55. »Alte und neue Leistungsmaßstäbe«. *Österreichische Zeitschrift für Rechnungswesen*, 2000. (with P. Holzer)
56. »Controlling Multinational Companies -- an Attempt to analyze some unresolved Issues«. *The International Journal of Accounting*, 3, 2000 (with H-M Schoenfeld)
57. »Måler du, hvad du bliver? — Finansielle og ikke finansielle målinger«. *Ledelse i dag*, dec, 2000.
58. »Det balancerede scorecard — hvad scorer du?«. *Økonomistyring & informatik*, DJØF, dec., 1999/00.
59. »Det balancerede scorecard — hvorfor er det så svært at finde balancen«. *Økonomistyring & informatik*, DJØF, juni, 1998/99.
60. »Præstationspres og innovation i dansk industri«. i *Virksomhedens Økonomistyring*, Børsen, 6/98. (with P.E. Sørensen)
61. »Erkendemåder og deres anvendelsesområder«. *Ledelse i Dag*, Forår, 1997.
62. »Rentabilitets- og præstationsevaluering i multinationale virksomheder - en diskussion af omregningsproblemer«. *Virksomhedens økonomistyring*, Børsen, 1996.
63. »Die gestaltung von Controllingsystemen - ein Brückenschlag zwischen

- Theorie und Praxis«. *Österreichische Zeitschrift für Rechnungswesen*, 1995.
64. »Japansk Økonomistyring - om at skabe og opsamle små gode udviklingsideer i det daglige arbejde«. *Økonomistyring og informatik*, DJØF, 1994.
 65. »Økonomistyring i praksis - hvordan man virkeliggør teorierne«. *Økonomistyring og informatik*, DJØF, 1993.
 66. »Konstruktion af aktørstilpassede økonomistyringssystemer«. *Ledelse og erhvervsøkonomi*, 3/1992.
 67. »Management Accounting - Status und Trends«. *Die Betriebswirtschaft*, 2/1992 (with H.P.Holzer)
 68. »Some Thoughts on Cost Accounting Development in the United States«. *Management Accounting Research*, 2, 1991. (with H.P. Holzer)
 69. »Management Accounting and Control Systems Recent Developments and Current Status«. *Titjschrift voor economie en management*, Belgium, 1991. (with H.P.Holzer)
 70. »Status des Management accounting in den Vereinigten Staaten«. *Die Wirtschaftsprüfung*, nov. 1991. (with H.P.Holzer)
 71. »Problemerkendelsens betydning for Virksomhedens Økonomistyring«. *Økonomistyring og Informatik*, 1990.
 72. »Økonomi og virkelighed belyst ved Vagn Madsens teori om strategi og budget«. *Erhvervsøkonomi og Erhvervsudvikling*, Aalborg, 1987.

Articles in Professional Journals

73. »Thinking: What can accountants gain from applying the principles of pragmatic constructivism?«. *Financial Management*, September, 2013. (with L. Norreklit and F. Mitchell)
74. »Toplederens strategiske færdigheder skal evalueres«. *denoffentlige.dk*, 2013
75. »从有趣与讨厌到性感和极端?«. 作者, *全球聚焦 | 第, 04, 卷 | 2010 年第 03 期*.
76. »From dull and geeky to sexy and extreme«. *Global Focus*. October 2010
77. »Management Accounting Innovations – Understanding Them In Their Wider Context«. *Financial Management*, 2010. (with G. Baldvinsdottir, G. Burns, Bob Scapens)
78. »The management accountant's role: conclusion«. *Financial Management*, September, 2009. (with G. Baldvinsdottir, G. Burns, R. Scapens).
79. »The management accountant's role«. *Financial Management*, July/August, 2009. (with G. Baldvinsdottir, G. Burns, R. Scapens).
80. »Images of the profession«. *Financial Management*, June, 2009. (with G. Baldvinsdottir, G. Burns, R. Scapens).
81. »Riv Berlinmuren ned – fra mekanisk mod intelligent evaluering af offentlige ydelser«. *CVL Hot-line*, 8, 2008.
82. »Tænk før du måler – kvalitetsreformen I den varmestol«. *Liv i skolen* (with Camilla de Witt) 2007.

Book Chapters

83. »Between romance and market: The construction of partnership on dating platforms«. In *Agile Learning and Management in a Digital Age* (Eds., D. Kergel, B. Heidkamp, H. Nørreklit, and M. Paulsen), Routledge, 2023. (with A. Bourguignon)
84. »Paranoiac versus agile management of universities«, In *Agile Learning and*

- Management in a Digital Age*, (Eds. David Kergel, Birte Heidkamp, Hanne Nørreklit, and Michael Paulsen), Routledge, 2023 (with L. Nørreklit and L. Jack)
85. »Agile learning and management in times of crisis in the digital age: actor-reality construction in the Covid-19 pandemic«, *In Agile Learning and Management in a Digital Age*. (Eds. David Kergel, Birte Heidkamp, Hanne Nørreklit, and Michael Paulsen), Routledge, 2023. (with T. Korhonen, F. Magnacca, O. Heino, T. Laine, J. Liboriussen)
 86. »Gli attori e la realtà: Il costruttivismo pragmatico per il governo e controllo nelle aziende« in *Gestire la performance con il costruttivismo pragmatic – Un approccio Actor-based*, (Eds. L. Cinquini and H. Nørreklit). FrancoAngeli, 2022, (with L. Cinquini, and L. Nørreklit)
 87. »Giochi linguistici nella gestione della performance: costruire realtà o produrre illusioni? « in *Gestire la performance con il costruttivismo pragmatic – Un approccio Actor-based*, (Eds. L. Cinquini and H. Nørreklit). FrancoAngeli, 2022, (with N. Kure, L. Cinquini, and S.G. Mauro)
 88. Metodologie sistemiche vs metodi centrati sull'attore nella gestione delle misure di performance cinquini « in *Gestire la performance con il costruttivismo pragmatic – Un approccio Actor-based*, (Eds. L. Cinquini and H. Nørreklit). FrancoAngeli, 2022 (with L. Cinquini, F. Mitchell, H. Nørreklit and A. Tenucci)
 89. »Performance management of cultural events – the case of Aarhus European Capital of Culture in 2017«, 2018. (with J. Liboriussen and M. Trenca),
 90. »Introduction« In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach*. H. Nørreklit (Ed): Routledge, 2017. (with F. Mitchell and M. Raffnsøe-Møller),
 91. »The validity of financial statement measurement« In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach*. H. Nørreklit (Ed): Routledge, 2017. (with F. Mitchell, and L. Nørreklit)
 92. »Reflective planning and decision-making«, In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach* H. Nørreklit (Ed.): Routledge, 2017. (with F. Mitchell and L. B. Nielsen)
 93. »Actor-based performance management«, In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach* H. Nørreklit (Ed.): Routledge, 2017. (with M. Trenca)
 94. »Language games of management accounting« (with N. Kure, and M. Raffnsøe-Møller), In *A Philosophy of Management Accounting: a Pragmatic Constructivist Approach* H. Nørreklit (Ed.): **Routledge**, 2017.
 95. »Strategisk præstationsevaluering« Festskrift for P. Israelsen. Djoef, 2016. (with L. Nørreklit, L. B. Nielsen and F. Mitchell).
 96. »Commentary on Stanley Harding's Lecture: A Business Partner in the 1960s« (with G. Baldvinsdottir, G. Burns and R. Scapens) In Rick Payne (ed). *Finance in the Broader Sense*. London: Institute of Chartered Accountants in England and Wales, 2013 p. 47-53.
 97. »A new way of being a controller - from bellboy to actor« in Kaarbøe K, Gooderham P., Nørreklit H. (eds) *Managing in Dynamic Business Environments: Between Control and Autonomy* Edward Elgar, 2013. (with Katarina Kaarboe)
 98. »Control and Autonomy – Management Challenges and Tensions«, in Kaarbøe K, Gooderham P., Nørreklit H. (Eds) *Managing in Dynamic Business Environments: Between Control and Autonomy* Edward Elgar 2013. (with

- Katarina Kaarboe and P. Gooderham)
99. »Methodologies of performance measurement« In Mitchell F., Nørreklit H. & Jakobsen M. (Eds.) *Routledge Companion to Cost Management*. Routledge, 2012. (with L. Cinquini, F. Mitchell and A. Tenucci)
 100. »Performance measurement systems – beyond generic actions«, in Mitchell F., Nørreklit H. & Jakobsen M.(Eds.) *Companion to Cost Management*. Routledge, 2012. (with Rainer Lueg)
 101. »Governmentality and precarization«, in Rolf-Dieter Hepp (Hg.) *Precarity and Flexibility*. Verlag Westfälisches Dampfboot, 2012, pp.71-90. (with L. Nørreklit)
 102. »The precarity of university scholars: from sovereign man to controlled man«, in Rolf-Dieter Hepp (Hg.) *Precarity and Flexibility*. Verlag Westfälisches Dampfboot, 2012, pp.246-60. (with L. Nørreklit)
 103. »Constructing Performance Measurement Packages« in Magdy G. Abdel-Kader (ed), *Review of Management Accounting Research*, **Palgrave Macmillan**, 2011. (with M. Jakobsen and F. Mitchell)
 104. »Managerial knowledge in a research based company« in *An Actor's Approach to Management – conceptual framework and company practices* (Eds.) M. Jakobsen, I.-L. Johanson and Hanne Nørreklit. DJOEF (with L. Nørreklit), 2011.
 105. »Actor based management – the TESCO way«, in *An Actor's Approach to Management – conceptual framework and company practices* (Eds.) M. Jakobsen, I.-L. Johanson and Hanne Nørreklit. DJOEF, 2011. (with G. Baldvinsdottir and I.-L. Johanson)
 106. »Introduction« in *An Actor's Approach to Management – conceptual framework and company practices* (Eds.) M. Jakobsen, I.-L. Johanson and Hanne Nørreklit. DJOEF, 2011. (With M. Jakobsen and I.-L. Johanson)
 107. »University Performance Management at Danish Universities« in *Performance management - The silent managerial revolution at Danish Universities* (editors J. E. Kristensen, Hanne Nørreklit and M. Raffnsøe-Møller), DJOEF, 2011. (with J. E. Kristensen, H. Nørreklit and M. Raffnsøe-Møller)
 108. »Business School Ranking What's the Score« in *Performance management - The silent managerial revolution at Danish Universities* (editors Jens Erik Kristensen, Hanne Nørreklit and M. Raffnsøe-Møller), DJOEF, 2011. (with M. Linneberg, P. Schröder and N. Kure)
 109. »The construction of the researcher in the context of performance evaluation« in *Performance management - The silent managerial revolution at Danish Universities* (editors J. E. Kristensen, H. Nørreklit and M. Raffnsøe-Møller), DJOEF, 2011. (with N. Kure, P. Schröder and M. Linneberg)
 110. »Kunst als Bewusstseinsform 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.
 111. »Tænk før du måler – realitetstjek af kvalitetsreformen« in Preben Melander *Det fortrængte offentlige lederskab Offentlig ledelse efter New Public Management* DJØF, 2008. (with C. Kølsen de Wit)
 112. »The Case of Discovery« in Goddard J., Ajami R., & Raab, G (Eds.), *Customer Relationship Management: A Global Perspective* Ashgate Publishing. 2008 (with L. Nørreklit).
 113. »AB Swedish Lumber« in Goddard J., Ajami R., & Raab, G (Eds.), *Customer*

- Relationship Management: A Global Perspective*. Gower. 2008.
114. »Theoretical Conditions for Validity in Accounting Performance Measurement«, in Andy Neely (ed.), *Business Performance Measurement*, Cambridge University Press, 2007 (with F. Mitchell and L. Nørreklit)
 115. »En tvärvänskaplig festschrift« in G. Baldvinsdottir, I.-L. Johanson and Hanne Nørreklit (Eds.), *Företagsanalys i dess komplexitet* BAS Bokförlag, 2007 (with G. Baldvinsdottir and I.-L. Johanson)
 116. »Balanced Scorecards«, *Third Edition of Issues in Management Accounting* Editors: D. Northcott, T. Hopper and R. W. Scapens, **Prentice Hall**, 2007 (with F. Mitchell)
 117. »Ledelsescoaching i retorisk lys« in *Retorikk, organisasjon og ledelse*, O. Nordhaug og H-I. Kristiansen (red.) Forlag 1 (with Anne Ellerup Nielsen) 2007
 118. »Profession versus udviklingskontrakter i samfundsforskningen: baggrund & konsekvenser ved et paradigmeskifte«, in *De nye professionelle*, (ed.) B. Larsen og H. H. Hein, DJØF, 2007 (with M. Linneberg and P. Schröder).
 119. »Nya förändringar i förtroende och etos – case-study Danmark«, I.-L. Johanson, Sten Jönsson and Rolf Solli (eds.) "Värdet av förtroende". Studentlitteratur, 2006 (with L. Nørreklit).
 120. »Globalization, management control and Ideology«, in *Globalization, Management Control and Ideology – Local and Multinational Perspectives*, Eds. R. Ajami, E. Arrington, F. Mitchell and H. Nørreklit, DJØF, 2005 (with R. Ajami, E. Arrington, F. Mitchell)
 121. »American "fair contract" and the Danish tradition - problems of incoherent ideologies« in *Globalization, management control and Ideology – Local and Multinational Perspectives*, Eds. R. Ajami, E. Arrington, F. Mitchell and H. Nørreklit, DJØF, 2005 (with P. Melander and L. Nørreklit)
 122. »The Ideology of Management coaching« in *Globalization, management control and Ideology – Local and Multinational Perspectives*, eds. R. Ajami, Ed Arrington, F. Mitchell and H. Nørreklit, DJØF, 2005 (with A. E. Nielsen)
 123. »Multinational Corporate Sustainability: A Content Analysis Approach« in *Organizational Data Mining: Leveraging Enterprise Data Resources for optimal Performance*, 2003 (with R. Ajami and M. Bear)
 124. »Det balancerede scorecard — hvorfor er det så svært at finde balancen«, in P. Melander (ed.) *De nye ledelsesværktøjer*, DJØF, 2002
 125. »Økonomistyringsretorik—fra radiatorstyring til sokratisk styring«, in Sten Jönsson & Bøje Larsen *Teori og Praksis – skandinaviske perspektiver på ledelse og økonomistyring*, DJØF, 2001, (with C. de Wit)
 126. »Koncernorganisering og præstationsevaluering«, in Michael Christensen *Benchmarking*, DJØF, 2001, (with J. Strandskov)
 127. »Er der balance i det balancerede scorecard?«, in K. Pedersen & S. Thomsen (ed). *Internationalisering*, Systime, 1999
 128. »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)
 129. »A Framework for Resource control«, in *Resources of the Firm*, (ed.) L. Nørreklit & H-M. W. Schoenfeld, DJØF, 1996
 130. »En analyse af begreberne "retvisende billede" og "Økonomisk stilling" i Årsregnskabslovens '4«, *Faglige artikler no. 23*, Foreningen For Yngre Revisorer, 1989
 131. »Transcenderende erkendelse og kvalitativ forskning«, in O. Rasmussen

Conference Activities

Conference proceedings

132. »The Rise of the Balanced Scorecard! Relevance Regained?« (With L. Nørreklit, F. Mitchell and T. Bjørnenak) *New Directions in Management Accounting: Innovations in Practice and Research*, Brussels, December, 2012
133. »The outsourcing decision-making process: extensions to the management accounting and strategy toolkit« (with L. B. Nielsen), *New Directions in Management Accounting: Innovations in Practice and Research*, Brussels, December, 2010
134. »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
135. »The image of accountants: From bean counters to extreme accountants«, MCA/ENROAC/MACORG, 2007 (with G. Baldvinsdottir, G. Burns, Bob Scapens)
136. »Pricing and costing in China«, MCA/ENROAC/MACORG, 2007 (with Y. Ding and V. Malleret)
137. »The Validity of Performance Measurement Frameworks«, in *PMA 2005 Symposium*, Sir Andrew Liekierman and Andy Neely (ed.), London Business School (with F. Mitchell and L. Nørreklit)
138. »Danish Versus U.S. Management Control: The Ideological Dimension«, NFF, 2005 (with L. Nørreklit)
139. »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 A. E. Nielsen)
140. »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 P. Melander and L. Nørreklit)
141. »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)
142. »American Management Theory and French Acts of Resistance«, *Conference proceedings, Founding conference of The European Academy of Management*, Barcelona, April, 2001 (with A. Bourguignon and V. Malleret).
143. »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)
144. »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 A. Bourguignon and V. Malleret)

Conference Papers

145. »Language games of management accounting research« with N. Kure and M. Raffnsøe-Møller) *Conference on The Actor-Reality Perspective at University of Greenwich*, London, 2016.

146. »An actor-based approach to performance management« (with M. Trenca) The Actor-Reality Perspective at University of Greenwich, London, 2016.
147. »Constructing management accounting and control systems - building a bridge between Theoretical-rational economic logic and practical-managerial work« (with T. Laine, T. Korhonen, P. Suomala) Conference on The Actor-Reality Perspective at University of Greenwich, London, 2016.
148. »Dancing with Performance Measurement – Viewers Co-Producing a Television Show through Voting« (with M. Trenca) Managing Popular Culture Research Workshop University of Edinburgh Business School, 27th April 2015
149. »The trustworthiness of accounting measurement« (F. Mitchell, Hanne Nørreklit and L. Nørreklit) Conference on The Actor-Reality Perspective at ESCP-Europe, Paris 2015.
150. »Generalising for Practice« (with L. Nørreklit and F. Mitchell) Workshop on The Actor-Reality Perspective at Edinburgh University, UK 2014.
151. »Management Accounting and Decision Making« (with L. B. Nielsen and F. Mitchell) Manufacturing Accounting Research Conference, Copenhagen, 2014.
152. »A new way of being a controller - from bellboy to actor« (with Katarina Kaarboe) the European Accounting Association 2013, France, Paris.
153. »The outsourcing decision-making process: extensions to the management accounting and strategy toolkit« (with L. B. Nielsen) Workshop on The Actor-Reality Perspective at Scuola Superiore Sant' Anna, Pisa, Italy 2012.
154. »From a Socratic to an Autocratic Discourse: Translating a European Text for an American Audience.« (With R. Scapens) the European Accounting Association 2011, Rom, Italy.
155. »Discourse and the construction of the marketable and governable lover«, with Bourguignon, A.. Critical Management Studies Conference 2011, Naples, Italy.
156. »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
157. »Præstationsevalueringsmetoder og deres implikationer« Det Danske Ledelsesakademi, Aalborg, December, 2010.
158. »A Constructive Conceptual Approach to Strategic Performance Measurement« (with F. Mitchell, L. B. Nielsen and L. Nørreklit), JMG, Piza, 2010
159. »Professional accounting media - accountants handing over control to the system« (with G. Baldvinsdottir, G. Burns and R. Scapens) Annual Meeting of the American Accounting Association, Aug 2010.
160. »The construction of the researcher in the context of performance evaluation« (with N. Kure, P. Schröder and M. Linneberg) EGOS, July 2010.
161. »Performance i Krise« Företagsekonomiska Ämneskonferensen, Föreningen Företagsekonomi i Sverige, Stocholm School of Economics 2009.
162. »The new social identity of university scholars: beyond new public management« SUPI, Freie Universität Berlin, 2009.
163. »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, G. ; Burns, J. ; Scapens, R. W.)
164. » 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, G. ; Burns, J. ; Scapens, R. W.)
165. »Developing Management Models for Post-Modernity« KCTOS: Knowledge, Creativity and Transformations of Societies, Vienna 2007.
 166. »The paradigmatic foundations of accounting practice«, European Accounting Association, Lisbon, 2007 (with F. Mitchell and L. Nørreklit)
 167. »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
 168. »The double-edge of performance measurement«, Panel contribution on Impact of Performance Measurement Systems, PMA (Performance Measurement and Management) 2006 Conference, London, July 2006.
 169. » 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.
 170. »The Double Edge Purpose of Management Coaching«, Conference paper, EGOS, July 2006 (with Anne Ellerup Nielsen)
 171. »The Validity of Performance Measurement Frameworks«, *When Management tools meet reality*, Aarhus School of Business, December 2005, (with F. Mitchell and L. Nørreklit)
 172. »Variable Relation in a Performance Measurement Model«, Field Research in Accounting & Auditing: A North American Focused, 2005 (with Mary Malina and Frank Selto (presenter)).
 173. »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 L. Nørreklit)
 174. »The Paradigmatic Foundations of Accounting Practice«, 28th Annual Congress of the European Accounting Association, 18-20 May, 2005, Göteborg (with F. Mitchell and L. Nørreklit)
 175. »Bridging the gap between theoretical and practical knowledge - the Perspective of Constructivist Pragmatism«, Track paper, EURAM, Munich, May, 2005 (with L. Nørreklit)
 176. »Anticipatory Performance Management and Monitoring Tools«, *Management Control Association Edinburgh, Scotland*, July 12-14, 2004 (Key note presentation with Michel Lebas (presenter))
 177. »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 L. Nørreklit)
 178. »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)
 179. »Towards a conceptual framework for performance measurements«, EAA 2003 (with F. Mitchell and L. Nørreklit)
 180. »Management Control and "Coherence": Some Unresolved Questions«, EAA 2003 (with A. Bourguignon and A. Jenkins)
 181. »Validity of Management Control TOPOI — Towards Constructivist Pragmatism « EAA 2003 (with P. Israelsen and L. Nørreklit)

182. »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 P. Israelsen and L. Nørreklit)
183. »Tableau de bord and French reaction on the balanced scorecard,« Conference paper *European Accounting Association*, Athen, April 2001 (with A. Bourguignon and V. Malleret)
184. »*American Management Theory and French Acts of Resistance*, Founding conference of The European Academy of Management, Barcelona, April, 2001 (with A. Bourguignon and V. Malleret)
185. »Balanced scorecard versus French Tableau de bord: a cultural and ideological perspective«, "Performance Measurement and Management Control," Nice, October 4-5, 2001 (with A. Bourguignon and V. Malleret)
186. »The rhetoric of science«, Seminar on Business Rhetorics, 2001 HHÅ
187. »The Balance Scorecard – What Is the Score?« Conference paper, European Accounting Association, Munich, 2000
188. »The Balance on the Balanced Scorecard,« Conference paper, Fourth International Seminar on Manufacturing Accounting Research, Kolding, 1999
189. »The Balanced Scorecard«, Workshop HHÅ, Århus, 1999
190. »Controlling Multinational Companies - an Attempt to analyze some unresolved Issues«, Conference paper, European Accounting Association, Graz, 1997
191. »Præstationspres og innovation i dansk industri«, 14th Nordic Conference on Business Studies, 1997 (with P.E. Sørensen)
192. »Constructing Management Accounting and Control Systems - an approach to overcome the shortcomings of theoretical control models«, Vancouver, 1996
193. »Transfer pricing«, Center for Economic Management, Aalborg University, 1996
194. »A Framework for Resource Control« Workshop and conference paper, Borås, 1994, Kolding, 1994
195. »Actor-based management control«, Workshop on *Qualitative methods in Management Theories*. Center for Economic Management, Bønnerup, Denmark, 1994
196. »Resource Accounting and Control«, Seminar on *Contemporary Research Projects in and around Accounting and Management Control*, HHS, Kolding, Denmark, 1994
197. »Actor based management control«, CBS, Copenhagen, Denmark, 1993
198. »Concepts of illusions«, Workshop, *Center for Economic Management*, Skanderborg, Denmark, 1990
199. »How to manage science for the public good?«, Rewley House, University of Oxford, 1989
200. »The importance of the methodology applied, when managing science and technology for the public good,« Rewley House, University of Oxford, 1989
201. »Are attitudes helpful in understanding human and social behaviour«, Rewley House, University of Oxford, 1989
202. »The subjective logic«, Rewley House, University of Oxford, 1989
203. »Transcenderende erkendelse og kvalitativ forskning«, *Qualitative Methods Seminar*, Molslaboratoriet, Denmark, 1989
204. »Reality and Managerial Accounting«, workshop on *Auditing and Controlling*, HHÅ, Denmark, 1989

205. »Problemerkendelsens betydning for styring af en virksomhed«, PhD defense, 1989

Working Papers and Reports

206. »The Image of Accountants: From Bean Counters To Extreme Accountants.« (with G. Baldvinsdottir, J. Burns, Bob Scapens), HHÅ, 2007
207. »Management art – The royal Danish Opera's Artistic Director Kasper Bech Holten as case«, HHÅ, 2007
208. »The paradigmatic foundations of accounting practice«, HHÅ, 2007 (with F. Mitchell and L. Nørreklit)
209. »Ledelseskunst«, Ledelse og filosofi, Danish Center for Philosophy and Science, AAU,1, 2007
210. »Danish Ideology and Current Management Control: the loss of individual freedom?«, HHÅ, 2004 (with T. Bendixen, P. Melander og L. Nørreklit)
211. »Validity of Management Control Topoi — Towards Constructivist Pragmatism« HHÅ, 2004 (with P. Israelsen and L. Nørreklit)
212. »Management Control and "Coherence": Some Unresolved Questions« ESSEC Research Center, 2003 (with A. Bourguignon and A. Jenkins)
213. »Validity of Management Control — Towards Constructivist Pragmatism«, HHÅ, 2002 (with P. Israelsen and L. Nørreklit)
214. »Balanced scorecard versus French Tableau de bord: beyond dispute, a cultural and ideological perspective«, ESSEC Research Center: Paris, 2001 (with A. Bourguignon and V. Malleret)
215. »Balanced scorecard versus French Tableau de bord: beyond dispute, a cultural and ideological perspective«, HEC: Paris, 2001 (with A. Bourguignon and V. Malleret)
216. »American Management Theory and French Acts of Resistance«, HHÅ, 2001 (With A. Bourguignon and V. Malleret)
217. »The Balance Scorecard – What Is the Score?«, HHÅ, 2000
218. »Benelux — a case study of implementing the balanced scorecard«, HHÅ, 2000
219. »Controlling Multinational Companies an Attempt to analyze some unresolved Issues«, HHÅ, 1998 (with H.-M. Schoenfeld)
220. »En case undersøgelse om at implementere det balancerede scorecard«, HHÅ, 1999
221. »Interne afregningsprincipper, Problemer - Løsninger - Problemer«, HHÅ, 1998
222. »Corporate Governance and the COSO Report - Impact on Corporate Control in the US & Germany«, HHÅ, 1997 (with P. Holzer)
223. »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)
224. »Performance Pressure and Innovation in Danish Industry«, HHÅ, 1996, (with P.E. Sørensen)
225. »Rentabilitets- og præstationsevaluering i multinationale virksomheder - en diskussion af omregningsproblemer«, HHÅ, 1995
226. »APV DTD - en illustration af nogle problemstillinger i forbindelse med økonomisk styring af datterselskaber«, HHÅ, 1995
227. »Præstationspres og innovation i dansk industri«, HHÅ, 1995, 31 pages (with P.E. Sørensen)

- 228. »Økonomistyring i praksis - hvordan man virkeliggør teorierne«, HHÅ, 1993
- 229. »Some Thoughts on Cost Accounting Developments in the United States,«
Faculty working paper no. 90-1701, University of Illinois Urbana-Champaign,
1990 (with P. Holzer)
- 230. »*Rapid Growth and rational Resourcing*«, AUC, 1988, (with L. Nørreklit)
- 231. »*Virksomhedens problemerkendelse*«, AUC, 1988
- 232. »Økonomistyring i en stor-ordreproducerende virksomhed«, AUC, 1988
- 233. »*A/S Skildpadde - en case om implementering af just in time*«, AUC, 1987
- 234. »Economic Management«, AUC, 1987 (with P. Israelsen & L. Nørreklit)