

CURRICULUM VITAE

JAMES SALLIS, Professor at Uppsala University
01-06-2017

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Birth date: April 16, 1959

Citizenship: Swedish & Canadian

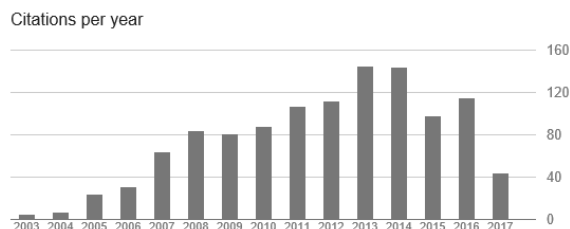
Background: I was born in Vancouver, on the west coast of Canada. I immigrated to Norway in 1993 where I completed my undergrad, master, and doctoral degrees in Norwegian at BI and NHH. I moved to Sweden in 2001 with my wife (Swedish) and two children. I converse fluently in Swedish, read it fluently, and can write understandably.

RESEARCH PROFILE

Collaboration is the defining characteristic of my research. I work with a broad spectrum of researchers at different institutions, in different countries, and with different backgrounds. While being well-versed in qualitative methods, most of my publications involve advanced statistical techniques. Sometimes I am responsible for the methods, other times not. I am focused within marketing, with some research in international business.

Citations on Google Scholar:

Citation indices	All	Since 2012
Citations	1156	652
h-index	7	6
i10-index	6	5



Refereed Journal Publications:

Contribution by coauthors was equal for all articles.

1. Söderberg, Inga-Lill, James Sallis, and Kent Eriksson (2014) "The Dark Side of Trust and the Light Side of Working Alliances in Financial Services", *The International Journal of Bank Marketing*, Vol. 32, No. 3, pp. 245-263.

2. Hansen, Håvard, Bendik Samuelsen, and James Sallis (2013) "The Moderating Effects of Need for Cognition on Drivers of Customer Loyalty", *European Journal of Marketing*, Vol. 47, No. 8, pp. 1157-1176.
3. Hansen, Håvard and James Sallis (2011) "Extrinsic Cues and Consumer Judgments of Food Product Introductions: The Case of Pangasius in Norway", *Journal of Food Products Marketing*, Vol. 17, No. 1, pp. 536-551.
4. Sharma, D. Deo and James Sallis (2010) "Firm Embeddedness: Exploitation and Exploration in Buyer-Supplier Exchange", *Journal of Euromarketing*, Vol. 19, No 2&3, pp. 139-158.
5. Veflen Olsen, Nina and James Sallis (2010) "Processes and Outcomes of Distributor Brand New Product Development: An Exploratory Examination", *International Journal of Retail & Distribution Management*, Vol. 38, No. 2, pp. 379-395.
6. Sallis, James and D. Deo Sharma (2009) "Knowledge Seeking in Going Abroad", *Thunderbird International Business Review*, Vol. 51, No. 5, pp. 441-456.
7. Blomstermo, Anders, D. Deo Sharma, and James Sallis (2006) "Choice of Foreign Market Entry Mode in Service Firms", *International Marketing Review*, Vol. 23, No. 2, pp. 211-229.
8. Veflen Olsen, Nina and James Sallis (2006) "Market Scanning for New Service Development", *European Journal of Marketing*, Vol. 40, No. 5/6, pp. 466-484.
9. Selnes, Fred and James Sallis (2003) "Promoting Relationship Learning", *Journal of Marketing*, Vol. 67, No. 3, pp. 80-95.

Book Sections:

10. Sharma, D. Deo, and James Sallis (2006) "Knowledge Management in Internationalizing Service Firms", in Cader, Y. (ed) *Knowledge Management: Theory and Application in a Twenty-First Century Context*, Heidelberg Press: Heidelberg.
11. Pahlberg, Cecilia, James Sallis, and Amjad Hadjikhani (2006) "Do Cultural differences Impact on Business Relationships? A Comparative Case", in Hadjikhani, A., Lee, J., and Johanson, J. (eds.), *International Marketing and Business Networks*, Doo Yang: Seoul
12. Selnes, Fred and James Sallis (2005) "Promoting Relationship Learning", in Egan, J. and Harker, M., (eds.), *Paradigm or Perspective: The Future of Relationship Marketing*, Sage: London.

Refereed Working Paper Series:

13. Selnes, Fred and James Sallis (1999) "Relationship Learning with Key Customers", *Marketing Science Institute Working Paper Series*, Report, pp. 99-103.

Dissertation:

14. Sallis, James E. (2002), "Relationship Learning with Key Customers," The Norwegian School of Economics and Business Administration – NHH, Doctoral Thesis, Supervisors: Professors Fred Selnes, Sven Haugland and Kjell Grønhaug.

Published Conference Proceedings:

15. Veflen Olsen, Nina and James Sallis (2009) "Distributor Brands: NPD Processes and Outcome", *Proceedings of the 38th Annual Conference of the European Marketing Academy*, Nantes, France.
16. Hägg, Ingemund, Karén, Mats, Ljunggren, Sten and James Sallis (2006) "Contribution to a Relationship-Based Contingency Theory", *Annual Congress of the European Accounting Association*, Dublin, Ireland.
17. Sallis, James, David Sörhammar, and Emma Ernberg (2005) "Channel Switching or Dual Distribution", *Proceedings of the 34th Annual Conference of the European Marketing Academy*, Milan, Italy.
18. Veflen Olsen, Nina and James Sallis (2003) "The Effect of Narrow and Broad Market Screening on Service Adaptation, Profitability, and Spin-off Knowledge", *Proceedings of the 10th International Product Development Management Conference*, Brussels, Belgium.
19. Sharma, D. Deo, Anders Blomstermo, and James Sallis (2002) "Choice of Foreign Market Entry Mode in Service Firms", *Proceedings of the Frontiers in Services Conference*, Maastricht, Holland.
20. Veflen Olsen, Nina and James Sallis (2002) "The Effect of Narrow and Broad Market Screening on Product Adaptation and Spin-off Knowledge", *Proceedings of the 31st Annual Conference of the European Marketing Academy*, Braga, Portugal.
21. Sallis, James (2001) "Investigating Relationship Learning: Methodological Consequences", *Proceedings of the 30th Annual Conference of the European Marketing Academy*, Bergen, Norway.

Conference Papers:

22. Sallis, James (2000) "Investigating Inter-Organizational Learning: Methodological Consequences", *Forum for Inter-organizational Research*, Oslo, Norway.
23. Sallis, James (2000) "Measurement Issues across Inter-Firm Relationships: Measuring Phenomena at the Organizational versus Inter-Organizational Level", *Nordic Workshop on Inter-organizational Research*, Trondheim, Norway.
24. Selnes, Fred and James Sallis (2000) "Developing Relationship Learning", *Marketing Science Institute European Conference*, Paris, France.
25. Sallis, James (1999) "Learning in Inter-Organizational Relationships", *Nordic Workshop on Inter-organizational Research*, Wassa, Finland.
26. Selnes, Fred and James Sallis (1999) "Relationship Learning", *Competence, Education, and Value Creation Conference*, Stavanger, Norway.

Contributor:

27. Hair, Black, Babin, and Anderson, 2010. *Multivariate data analysis: A global perspective*, Pearson Education, Upper Saddle River, N.J.

Awarded Research Grants:

1. Jan Wallanders och Tom Hedelius stiftelse: 2013-20; 1 200 000 SEK for the project, "Multinationality, the Internationalization Process and Performance". I am the head of the project that includes two senior researchers and one doctoral student, Alice Schmuck.
2. My current doctoral student, Jenny Gustafson Backman is funded through the Swedish Research School of Management and IT (MIT).
3. Jan Wallanders och Tom Hedelius stiftelse: 2002-2005; 1 125 000 SEK, Alone.
4. Marketing Science Institute: 1999; 5 000 USD with Professor Fred Selnes.
5. Norwegian Research Council: 1999; 300 000 NOK with Professor Fred Selnes.
6. Norwegian Research Council: 1997-2000; 1 325 000 NOK with Professor Fred Selnes.

Supervised Doctoral Theses; completed – Main Supervisor

1. Jimmie Røndell (2012) "From marketing *to*, to marketing *with* consumers: Exploring the nature of exchange and value creation in a marketing *with* perspective", The Department of Business Studies, Uppsala University.

B Supervisor

2. Sten Ljunggren (2008) "Two studies on management accounting systems and performance in Swedish firms", The Department of Business Studies, Uppsala University.
3. Mats Karén (2008) "Two studies on management accounting systems and performance in Swedish firms", The Department of Business Studies, Uppsala University.
4. David Sörhammar (2008) "Consumer - Firm Business Relationship and Network", The Department of Business Studies, Uppsala University.
5. As statistical advisor, from 2001 – 2008, I supervised methodology and statistics on 17 dissertations within the Department of Business Studies and 3 external to the department (see reference). The number has greatly increased.

Opponent & Board of Examiners

I have been main opponent on one doctoral thesis at Stockholm School of Economics (Angelika Löfgren), and on the examination board for many dissertations.

Reviewer

1. Journal of Marketing
2. International Business Review
3. Journal of Management Studies
4. European Journal of Marketing
5. International Marketing Review

6. Journal of Marketing Management
7. International Journal of Operations and Production Management.
8. Thompson, Strickland & Gamble, Crafting & Executing Strategy, McGraw Hill

ADMINISTRATIVE MERITS

I have extensive administrative experience from academia and industry. For over ten years I have been Director of International Relations at the Department of Business Studies, Uppsala University.

PEDAGOGIC MERITS

In April of 2017 I was recognized as an **Excellent Teacher** at Uppsala University. In pedagogic terms, this is similar to reaching the status of Professor.

EDUCATION

Dr. Oecon (Dr. of Economics) (2002)

Norwegian School of Economics and Business Administration – NHH

Specialization: Marketing.

Thesis title: Relationship Learning with Key Customers.

Candidate Mercantile (Master of Science) (2000)

Norwegian School of Economics and Business Administration – NHH

Specialization: Marketing.

Thesis title: Relationship Learning with Key Customers.

Master of Marketing Management (1997)

Norwegian School of Management – BI

Specialization: International Market Strategy.

Thesis title: Learning Relationships across the Value Chain.

Bachelor of Business Administration (1997)

Norwegian School of Management - BI

Specialization: Marketing.

The University of Alberta, Economics, 1982/83 (no degree).

Concordia College, Economics, 1980-1982 (no degree).

EMPLOYMENT HISTORY

ACADEMIC EXPERIENCE:

Professor (2013 - present) Department of Business Studies, Uppsala University

Senior Lecturer (2001 – 2013) Department of Business Studies, Uppsala University
(**Docent competence 2006**).

Director of International Relations (2004 – present) Department of Business Studies, Uppsala University, Sweden

Assistant Professor/Lecturer (1997-2001) Norwegian School of Management – BI

Guest Lecturer (1997 – 2017) I have lectured on a variety of topics for various schools and firms in several countries:

- Vietnam National University, Hanoi.
- Shanghai University, China.
- Simon Fraser University, Vancouver, Canada.
- Stockholm School of Economics Russia MBA, St Petersburg, Russia.
- Stockholm University, Department of Statistics.
- Mälardalen University, Enköping, Sweden
- Groupe ESC, Dijon, France.
- Groupe Sup De Co, Amiens, France.
- Agricultural University of Norway, Ås.
- University of Stavanger, Norway.
- Norwegian School of Economics and Business Administration, Bergen.

FILM and TELEVISION EXPERIENCE:

Prior to academia I worked freelance with most of the North American major motion picture studios and television networks. I founded my own production services company, Chameleon Production Services, which I operated from 1983-1993.