

# Eva NIESTEN

Professor

Academy: Innovation

Research center: SKEMA Centre for Sustainability Studies

Campus: Paris

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## Research interests

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Sustainability, Strategic Alliances, Sustainable Business Models, Renewable Energy, Circular Economy, Clean Technologies, Environmental Alliances

## Teaching interests

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Strategy, Sustainability

## Education

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| 2009 | Ph.D. in Economics, Rotterdam School of Management, Erasmus University, The Netherlands       |
| 2002 | MSc in Economics, Tilburg University, The Netherlands   |
| 2017 | Fellow of the Higher Education Academy, Advance Higher Education, Great Britain               |
| 2011 | Dutch University Teaching Qualification, VSNU - Universiteiten van Nederland, The Netherlands |

## Experience

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### **Full-time academic positions**

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| Since 2020  | Full Professor of Strategy and Sustainability, SKEMA Business School, France |
| 2015 - 2020 | Associate Professor, Alliance Manchester Business School, Great Britain      |
| 2010 - 2015 | Assistant Professor, Utrecht University, The Netherlands                     |

### **Other academic affiliations and appointments**

- |             |   |
|-------------|---|
| 2019 - 2020 | Director for Social Responsibility and Member of Senior Leadership Team, Alliance Manchester Business School, Great Britain |
| 2016 - 2019 | Associate Head for Social Responsibility, Alliance Manchester Business School, Great Britain                                |
| 2009 - 2010 | Jean Monnet Fellow - Postdoctoral researcher, European University Institute, Italy  |
| 2009        | Postdoctoral researcher, CPB Economic Policy Analysis, The Netherlands  |

## Research grants, Awards and Honors

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### **Awards and Honors**

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| 2020 | Honorary Position, Alliance Manchester Business School, Great Britain  |
| 2019 | Curriculum for a Better Tomorrow Award, Students' Union of The University of Manchester, The University of Manchester, Great Britain |
| 2018 | Social Responsibility in the Curriculum Grant, Alliance Manchester Business School, Great Britain                                    |

2018	Teaching Excellence Award, Alliance Manchester Business School, Great Britain
2016	Teaching Excellence Award, Alliance Manchester Business School, Great Britain
2015	Teaching Excellence Award, Utrecht University, The Netherlands
2015	Best Full Paper Award, British Academy of Management
2010	Jean Monnet Fellowship, European University Institute

### Research Grants

2017	Lord Alliance Strategic Research Funding Scheme, Alliance Manchester Business School, Great Britain
2013	Climate-KIC, Utrecht University, The Netherlands
2012	Smart grids - Taskforce Innovation Utrecht, Utrecht University, The Netherlands
2009	Green Innovations in European Electricity Industries, European University Institute, Italy

## Publications

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### Peer-reviewed journal articles

DE BAKKER, F., DAHLMANN, F., EGRI, C. and NIESTEN, E. (2024). Accelerating Sustainability Mainstreaming: Exploring the Challenges and Opportunities. *Organization and Environment*.

NIESTEN, E., PEREIRA, G. and PINKSE, J. (2023). Transitioning to sustainable energy by incumbent utilities: Insights from M&As, alliances, and divestments. *Industrial and Corporate Change*, (00), pp. 1-35.

PEREIRA, G.I., NIESTEN, E. and PINKSE, J. (2022). Sustainable energy systems in the making: A study on business model adaptation in incumbent utilities. *Technological Forecasting and Social Change*, 174, pp. 121207.

ALALI, L., NIESTEN, E. and GAGLIARDI, D. (2022). The impact of UK financial incentives on the adoption of electric fleets: The moderation effect of GDP change. *Transportation Research - Part A: Policy and Practice*, 161(July), pp. 200-220.

PHONGTHIYA, T., MALIK, K., NIESTEN, E. and ANANTANA, T. (2022). Innovation intermediaries for university-industry R&D collaboration: evidence from science parks in Thailand. *Journal of Technology Transfer*, 47, pp. 1885-1920.

JOLINK, A. and NIESTEN, E. (2021). Credibly reducing information asymmetry: Signaling on economic or environmental value by environmental alliances. *Long Range Planning*, 54(4), pp. 101996.

BARBIC, F., JOLINK, A., NIESTEN, E. and HIDALGO, A. (2021). Opening and closing open innovation projects: A contractual perspective. *Industrial Marketing Management*, 94, pp. 174-186.

JOLINK, A. and NIESTEN, E. (2021). Virtual Reality and Sustainable Behavior in Business. *Cleaner and Responsible Consumption*, 2, pp. 100012.

MOHAMMED, L., NIESTEN, E. and GAGLIARDI, D. (2020). Adoption of alternative fuel vehicle fleets-A theoretical framework of barriers and enablers. *Transportation Research - Part D: Transport and Environment*, 88, pp. 102558.

PANWAR, R. and NIESTEN, E. (2020). Advancing Circular Economy. *Business Strategy and the Environment*, 29(6), pp. 2890-2892.

DZHENGIZ, T. and NIESTEN, E. (2020). Competences for Environmental Sustainability: A Systematic Review on the Impact of Absorptive Capacity and Capabilities. *Journal of Business Ethics*, 162(-), pp. 881-906.

NIESTEN, E. and JOLINK, A. (2020). Motivations for environmental alliances: Generating and internalizing environmental and knowledge value. *International Journal of Management Reviews*, 22(4), pp. 356-377.

NIESTEN, E. and STEFAN, I. (2019). Embracing the Paradox of Interorganizational Value Co-creation-Value Capture: A Literature Review towards Paradox Resolution. *International Journal of Management Reviews*, 21(2), pp. 231-255.

NIESTEN, E. and JOLINK, A. (2018). Alliance governance choices: Disentangling the effects of uncertainty and alliance experience. *Long Range Planning*, 51(2), pp. 320-333.

- NIESTEN, E., JOLINK, A. and CHAPPIN, M. (2018). Investments in the Dutch onshore wind energy industry: A review of investor profiles and the impact of renewable energy subsidies. *Renewable & Sustainable Energy Reviews*, 81(2), pp. 2519-2525.
- DARMANI, A., NIESTEN, E. and HEKKERT, M. (2017). Characteristics of investors in onshore wind power in Sweden. *Environmental Innovation and Societal Transitions*, 24(-), pp. 67-82.
- EVELEENS, C., VAN RIJNSOEVER, F. and NIESTEN, E. (2017). How network-based incubation helps start-up performance: a systematic review against the background of management theories. *Journal of Technology Transfer*, 42(-), pp. 676-713.
- NIESTEN, E., JOLINK, A., LOPES DE SOUSA JABBOUR, A.B., CHAPPIN, M. and LOZANO, R. (2017). Sustainable collaboration: The impact of governance and institutions on sustainable performance. *Journal of Cleaner Production*, 155(Part 2), pp. 1-6.
- KISHNA, M., NIESTEN, E., NEGRO, S.O. and HEKKERT, M. (2017). The role of alliances in creating legitimacy of sustainable technologies: A study on the field of bio-plastics. *Journal of Cleaner Production*, 155(Part 2), pp. 7-16.
- NIESTEN, E. and ALKEMADE, F. (2016). How is value created and captured in smart grids? A review of the literature and an analysis of pilot projects. *Renewable & Sustainable Energy Reviews*, 53(-), pp. 629-638.
- JOLINK, A. and NIESTEN, E. (2016). The Impact of Venture Capital on Governance Decisions in Collaborations with Start-ups. *Small Business Economics*, 47(-), pp. 331-344.
- WESSELING, J., NIESTEN, E., FABER, J. and HEKKERT, M. (2015). Business Strategies of Incumbents in the Market for Electric Vehicles: Opportunities and Incentives for Sustainable Innovation. *Business Strategy and the Environment*, 24(6), pp. 518-531.
- SMINK, M., NEGRO, S.O., NIESTEN, E. and HEKKERT, M. (2015). How mismatching institutional logics hinder niche-regime interaction and how boundary spanners intervene. *Technological Forecasting and Social Change*, 100(-), pp. 225-237.
- NIESTEN, E. and LOZANO, R. (2015). Making, buying and collaborating for more sustainable production and consumption. *Journal of Cleaner Production*, 100(-), pp. 1-3.
- JOLINK, A. and NIESTEN, E. (2015). Sustainable development and business models of entrepreneurs in the organic food industry. *Business Strategy and the Environment*, 24(6), pp. 386-401.
- NIESTEN, E. and JOLINK, A. (2015). The Impact of Alliance Management Capabilities on Alliance Attributes and Performance: A Literature Review. *International Journal of Management Reviews*, 17(1), pp. 69-100.
- NIESTEN, E. and JOLINK, A. (2014). Absence of a market in the Dutch balancing mechanism: European rules versus specific investments. *European Journal of Law and Economics*, 38(-), pp. 71-90.
- NIESTEN, E. and JOLINK, A. (2012). Incentives, opportunism and behavioral uncertainty in electricity industries. *Journal of Business Research*, 65(7), pp. 1031-1039.
- JOLINK, A. and NIESTEN, E. (2012). Recent qualitative advances on hybrid organizations: Taking stock, looking ahead. *Scandinavian Journal of Management*, 28(2), pp. 149-161.
- NIESTEN, E. and JOLINK, A. (2012). Regulating opportunism in the electricity industry and consumer interests. *Utilities Policy*, 20(1), pp. 38-45.
- NIESTEN, E. (2010). Network investments and the integration of distributed generation: Regulatory recommendations for the Dutch electricity industry. *Energy Policy*, 38(8), pp. 4355-4362.
- JOLINK, A. and NIESTEN, E. (2008). Governance transformations through regulations in the electricity sector: the Dutch case. *International Review of Applied Economics*, 22(4), pp. 499-508.
- NIESTEN, E. (2006). Regulatory institutions and governance transformations in liberalising electricity industries. *Annals of Public and Cooperative Economics*, 77(3), pp. 291-307.

## **Book chapters**

JOLINK, A. and NIESTEN, E. (2021). Financing the energy transition: The role of public funding, collaboration and private equity. In: Rubino, A., Sapio, A., and La Scala, M. eds. *Handbook of Energy Economics and Policy*. 1st ed. Amsterdam: Elsevier, pp. 521-547.

JOLINK, A. and NIESTEN, E. (2012). Hybrid governance. In: M. Dietrich & J. Krafft (ed.). *Handbook on the Economics and Theory of the Firm*. 1st ed. Cheltenham: Edward Elgar Publishing, pp. 120-135.

### **Editorials of a journal**

PANWAR, R. and NIESTEN, E. (2022). Jump-starting, diffusing, and sustaining the circular economy. *Business Strategy and the Environment*, 31(6), pp. 2637-2640.

### **Conference proceedings**

NIESTEN, E. and JOLINK, A. (2023). Identifying Managerial Search Strategies in Virtual Reality. *Academy of Management Proceedings*.

JOLINK, A. and NIESTEN, E. (2019). Can do or should do: Differential signaling for environmental legitimacy. *Academy of Management Proceedings*, -( ), pp. -.

NIESTEN, E. and JOLINK, A. (2019). Environmental Alliances: The performance drivers of creating and internalizing externalities. *Academy of Management Proceedings*, -( ), pp. -.

NIESTEN, E. and STEFAN, I. (2018). Embracing the Paradox of Inter-organisational Value Creation-Value Capture: A Literature Review. *Academy of Management Proceedings*.

### **Keynote speaker**

NIESTEN, E. (2022). Business ecosystem strategies of solar energy firms. Bø.

### **Conference presentations**

NIESTEN, E., STRIUKOVA, L. and PRÆST KNUDSEN, M. (2023). Unlocking Value from Emerging Technologies in Business Ecosystems – A study on autonomous electric vehicles. In: New Business Models Conference. Maastricht.

NIESTEN, E., JOLINK, A. and BACHA, E. (2023). Sustainability in Environmental Turbulence: Signaling on Symbolic and Substantive Actions. In: SMS Conference. Toronto.

NIESTEN, E. (2022). Business ecosystem strategies of solar energy firms. In: Gronen Conference. Amsterdam.

NIESTEN, E., JOLINK, A. and PINKSE, J. (2022). Business ecosystem strategies of solar energy firms. In: GRONEN 2022. Amsterdam.

NIESTEN, E. (2021). Sustainable Business Models. In: SKEMA Social Ventures Summit. Paris.

NIESTEN, E. (2021). The pursuit of sustainable energy by incumbent utilities - Insights from corporate deals from 1990-2019. In: University of South-Eastern Norway. Bo.

NIESTEN, E. (2021). The pursuit of sustainable energy by incumbent utilities - Insights from corporate deals from 1990-2019. In: University of Coimbra. online.

NIESTEN, E., PEREIRA, G. and PINKSE, J. (2021). What shapes incumbent utilities' expansion into sustainability? the role of uncertainty, experience, and performance. In: European Network on the Economics of the Firm. Paris.

PEREIRA, G., NIESTEN, E. and PINKSE, J. (2021). Sustainable energy systems in the making: A study on business model adaptation in incumbent utilities. In: French Association Energy Economists. Paris.

NIESTEN, E., PEREIRA, G. and PINKSE, J. (2021). The pursuit of sustainable energy by incumbent utilities: Insights from corporate deals from 1990-2019. In: SKEMA Business School Research Seminar. Paris.

JOLINK, A. and NIESTEN, E. (2019). Partnerships and alliances for sustainable innovation and performance. In: AOM American Academy of Management Conference. Boston.

JOLINK, A. and NIESTEN, E. (2019). Legitimacy perceptions and institutional drivers of environmental sustainability. In: AOM American Academy of Management Conference. Boston.

NIESTEN, E. and JOLINK, A. (2018). Why Do Firms Explore or Exploit in Sustainable Alliances: The Impact of Legitimacy and Government Support. In: BAM (British Academy of Management) Conference. Bristol.

NIESTEN, E. and JOLINK, A. (2018). Why Do Firms Collaborate for Environmental Innovations? The Objectives of Environmental Exploration and Exploitation Alliances. In: BAM (British Academy of Management) Conference. Bristol.

NIESTEN, E. and JOLINK, A. (2017). Are Environmental Collaborative Strategies Greener Pastures? An Exploration (and Exploitation). In: Strategic Management Society Special Conference. San José.

NIESTEN, E. and JOLINK, A. (2017). Alliance Governance Choices: Disentangling the Effects of Uncertainty and Alliance Experience. In: Strategic Management Society Special Conference. San José.

NIESTEN, E. and JOLINK, A. (2017). Why Firms Collaborate for Sustainability. In: BAM (British Academy of Management) Conference. Coventry.

NIESTEN, E. and JOLINK, A. (2016). The Role of Partner and Alliance Dissimilarity and Equity Experience in alliance governance. In: Strategic Management Society Special Conference. Berlin.

NIESTEN, E. and JOLINK, A. (2016). Knowing me, knowing you: equity alliances with dissimilar partners. In: BAM (British Academy of Management) Conference. Newcastle.

NIESTEN, E. and JOLINK, A. (2016). Governing Equity alliances. In: EURAM (European Academy of Management) Conference. Paris.

JOLINK, A. and NIESTEN, E. (2015). The impact of venture Capital on Alliances of Start-ups. In: Strategic Management Society Special Conference. Denver.

JOLINK, A. and NIESTEN, E. (2015). With a little help from my friends': Impact of Venture Capital on Alliances of Start-ups. In: BAM (British Academy of Management) Conference. Portsmouth.

NIESTEN, E. and JOLINK, A. (2015). Like Chalk and Cheese? Governing alliances when partners differ. In: The Governance of a Complex World Conference. Nice.

### **Faculty research seminar presentations**

NIESTEN, E. (2023). Sustainability in Turbulent Environments. In: University of South-Eastern Norway. Bø.

NIESTEN, E. (2023). Transitioning to sustainable energy by incumbent utilities - Insights from M&As, alliances, and divestments. In: University of Siena. Siena.

NIESTEN, E. (2023). Sustainable Business Models. In: University of South-Eastern Norway. Bø.

## **Other research activities**

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### **Senior or associate editor**

2020 - 2023 Cleaner and Responsible Consumption

### **Editorial board member**

Since 2023 Strategic Change

### **Organization of a conference or a seminar**

2022 - 2024 Gronen 2024 Conference

2021 European Network on the Economics of the Firm

### **Affiliations**

Since 2023 Gronen Conference Coordinator

### **PhD supervision**

Since 2020 G. LOPEZ ALTAMIRANO, SKEMA Business School, PhD thesis, Thesis co-director

Since 2019 J. TWYFORD, Alliance Manchester Business School, PhD thesis, Thesis co-director  
Since 2018 J. ORMANDY, Alliance Manchester Business School, PhD thesis, Thesis co-director  
Since 2018 L. MOHAMMED, Alliance Manchester Business School, PhD thesis, Thesis director  
2021 A. TULADHAR, University of Bath School of Management, PhD thesis, Thesis jury member  
2021 Y. GUERROUD, Université Côte d'Azur, PhD thesis, Thesis jury member  
2020 T. PHONGTHIYA, Alliance Manchester Business School, PhD thesis, Thesis co-director  
2020 P. STERZENBACH, Alliance Manchester Business School, PhD thesis, Thesis jury member  
2019 C. EVELEENS, Utrecht University, PhD thesis, Thesis co-director  
2018 B. KOEHLER, The University of Notre Dame, PhD thesis, Thesis Reviewer  
2015 J. WESSELING, Utrecht University, PhD thesis, Thesis co-director  
2015 M. KISHNA, Utrecht University, PhD thesis, Thesis co-director  
2015 M. SMINK, Utrecht University, PhD thesis, Thesis co-director

**Other academic activities**

Since 2023 Special Issue Editor O&E