

Teaching portfolio

1. Teaching CV: A list of teaching and supervision tasks, including specification of academic fields, scope, level (bachelor, master, continuing education, PhD). Please state the teaching method used (e.g. lecture, class teaching, exercises, supervision, examination, coexamination, distance teaching, internet-based teaching and evaluation of teaching). Please also indicate the language of instruction.

Masterlevel teaching; Selling and Sales Management, Sales Enablement, Value Creation, Philosophy of Science, Negotiation

Bachelorlevel teaching: Negotiation, Fundamental Marketing

Lectures, workshops and seminars with discussions according to PBL (Problem-Based Learning)

Supervision on MSc and BsC levels

2. Study/programme administration and management: Experience in programme management and coordination. A list of study administration tasks, e.g. study board membership, chair of study board, semester or course coordinator, accreditation tasks, etc. Experience in planning teaching activities. Experience in programme development. Participating in committees and commissions etc. on education issues.

Part of establishing courses and sales programs at Copenhagen Business School (CBS); Msc Customer and Commercial Development (Now: Sales Management) as well as Msc. Marketing and Sales at Aalborg University Business School (AAUBS). Coordination of program from 2020-2022

3. Formal pedagogical training: A list of completed courses in university pedagogy, PBL courses, workshops, academic development projects, collegial guidance and supervision, etc. Written assessment from the course in university pedagogy for assistant professors. Participation in conferences on pedagogy and didactics. Please enclose any documentation of the above, such as course certificates, references, etc

4. Other qualifications: Conference contributions and attendance, contributions to debates, scientific articles on pedagogical issues etc. Peer supervision, editorials, mentoring experience or other types of competence development activities.

5. Pedagogical development and research: Development of new courses, teaching materials, teaching methods, examination types or other types of pedagogical development. Didactic and pedagogical research. Cooperation with external collaboration partners.

Founder of the Danish Sales Competition for Students. The competition teaches students the practical elements of selling. Students from all of Denmark compete to win a trip to the European Sales Competition.

Part of the SPLASH Research Project 2020-2023 (Erasmus) researching sales education in Europe in collaboration between businesses and universities from Denmark, Finland, Austria and Italy

Founder of the Creating Value Center Denmark to research and teach value-creation to students and business. Part of the Creating Value Alliance.

6. References on your teaching skills from superiors or colleagues. Teaching evaluations and any teaching awards received.

Type your answer here...

7. Personal reflections and initiatives: Here you may state any personal deliberations as regards teaching and supervision, any wishes and plans for further pedagogical development, plans for following up on student feedback/evaluations, etc. Personal

reflections on your own pedagogical practice, including objectives, methods and implementation. This should include an analysis and a reasoned description of your pedagogical activities in relation to your pedagogical understanding and student learning. Thoughts on the teaching method at Aalborg University (which is largely based on group-organised project work and problem-based learning)

Type your answer here...

8. Any other information or comments.

Type your answer here...