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Publications

A business network approach to learning in buyer-supplier relationships

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Stepping in and out of competitive contexts

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Digital footsteps: How can organizational information search give insights for sales lead qualification?

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Projects

Big Data -Big Business

Andersen, P. H. (PI) & Kræmmergaard, P. (Col)

01/01/2016 → 31/12/2018

Business-to-business sales lead qualification based on organizational information search in a digital context

Gyorffy-Schäfer, J. (PI), Andersen, P. H. (PI) & Roschk, H. (PI)

01/11/2022 → 01/11/2027

Danmark i balance – regional dynamik og ulighed

Andersen, J. G. (Project Manager), Andersen, H. T. (Project Coordinator), Christensen, J. L. (Project Coordinator), Drejer, I. (Project Coordinator), Hansen, M. B. (Project Coordinator), Lassen, M. (Project Coordinator), Andersen, P. H. (Project Participant), Eriksen, J. (Project Participant), Frank Etzerodt, S. (Project Participant), Holm, J. R. (Project Participant), Høst, A. K. (Project Participant), Nielsen, K. (Project Participant), Østergaard, C. R. (Project Participant) & Jakobsen, B. K. (Contact)

02/10/2017 → 31/03/2022

Global Innovation Alliances

Ellegaard, C. (PI), Andersen, P. H. (Col), Laursen, L. N. (Col), Kragh, H. (Col) & Møller, M. M. (Col)

The Danish Industry Foundation

01/03/2019 → 01/03/2022

Impact of AI on conventional buyer-seller relationships in the banking industry

Sathiskumar, N. N. (PI) & Andersen, P. H. (PI)

15/10/2021 → 14/10/2024

Nordic Master programme in Innovation and Development

Andersen, P. H. (Project Coordinator), Gregersen, B. (Project Participant), Lema, R. (Project Participant), Chaminade, C. (Project Participant) & Johnson, B. (Project Participant)

01/01/2017 → 31/12/2019

Organisatoriske platforme for vidensarbejde

Drejer, I. (PI), Gjerding, A. N. (PI) & Andersen, P. H. (PI)

01/09/2018 → 28/02/2019

PhD projekt "salg og salgsledelse" - UCN Professionshøjskolen

Andersen, P. H. (Project Licensee) & Carlé, R. (Project Participant)

Otto Mønstedts Fond

15/08/2022 → 15/08/2025

Reshape Waste: Fra restmateriale til reel værdi

Laursen, L. N. (PI), Kejser, L. F. B. (Project Coordinator), Andersen, P. H. (Project Participant), Bak, B. L. V. (Project Participant), Hansen, A. K. (Project Participant), Lund, F. K. (Project Participant), Sander, N. (Project Participant), Feast, L. E. E. (Project Participant) & Tollestrup, C. (Project Participant)

The Danish Industry Foundation

01/03/2023 → 28/02/2025

SPLASH: SALES PLATFORM STUDIES FOR HIGHER EDUCATION

Burgdorff, K. (PI) & Andersen, P. H. (PI)

01/09/2020 → 31/08/2023

SCAIEM Seed Money decision - Scandinavian Academy of Industrial Engineering and Management

Andersen, P. H. (Project Licensee)

01/12/2021 → 31/12/2022

EIS-PHA: Strategic Research Alliance

Baymler, D. (Project Participant), Drejer, I. (Project Participant), Andersen, P. H. (Project Participant) & Nogueira, L. A. (Project Participant)

01/02/2011 → 30/11/2016

Underleverandører i Danmark

Drejer, I. (Project Participant), Andersen, P. H. (Project Licensee), Østergaard, C. R. (Project Participant), Søberg, P. V. (Project Participant), Wæhrens, B. V. (Project Participant), Johansen, J. (Project Participant), Møller, C. (Project Participant) & Motika, A. (Project Participant)

15/01/2014 → 21/04/2015

Værdikædeanalyse - offshore vindenergi

Drejer, I. (Project Participant), Andersen, P. H. (Project Manager) & Gjerding, A. N. (Project Participant)

01/06/2013 → 30/06/2014

Press clippings**Besked fra fagforening sætter ild i kandidat-debat**

Andersen, P. H.

19/04/2024

1 item of Media coverage

Bryggeriforeningen frygter konkurser

Andersen, P. H.

28/07/2021 → 29/07/2021

8 items of Media coverage

Coops nye kædestruktur bliver mødt af rynkede bryn og anerkendende blik

Andersen, P. H.

15/09/2022 → 15/09/2022

2 items of Media coverage

Danmarks Radio Interview om singles day

Andersen, P. H.

07/11/2018

1 Media contribution

Danske vindkæmper i fælles front: Vi risikerer at miste vores førerposition

Andersen, P. H.

26/04/2016

12 items of Media coverage

Debat: Medarbejdere mener AAU-fyringer ødelægger arbejdsmiljø, uddannelser og forskning

Andersen, P. H., Christensen, J. L., Duroux, M., Ejrnæs, M., Hüttl, H., Jørgensen, M. B., Rasmussen, P. H., Jensen, L. R., Kirk, J., Petersen, L. S., Seemann, J. E. & Schultz, T.

21/03/2019

1 item of Media coverage

Debat: Socialdemokratiet har kastet RUC under valgbussen

Andersen, P. H.

19/09/2025

2 Media contributions

Debat: Stop med at forære din service væk

Carlé, R. & Andersen, P. H.

24/01/2025 → 24/01/2025

2 items of Media coverage

Er din virksomhed klar til fremtidens udfordringer?

Andersen, P. H.

07/09/2022

1 item of Media coverage

Flere siger nej til at få en sælger i røret

Andersen, P. H.

26/08/2025 → 27/08/2025

3 items of Media coverage

Forskere: Omstillingen til et bæredygtigt energisystem kræver en ny tværvideenskabelig indsats

Andersen, P. H., Lund, H., Horsbøl, A., Sørensen, K. & Ohler, P. L.

23/11/2022

1 Media contribution

Fyraftensseminar: Robuste Forsyningsnetværk - hvordan udvikles kundestatus hos kritiske leverandører?

Andersen, P. H.

22/01/2022

1 item of Media coverage

Har du besøgt din leverandør?

Andersen, P. H.

03/10/2014

1 item of Media coverage

I morgen

Andersen, P. H.

07/03/2014

2 items of Media coverage

Industriens Fond booster forskning i big social data

Andersen, P. H.

20/10/2015

2 items of Media coverage

Kære deltager

Andersen, P. H.

05/09/2014

1 item of Media coverage

Masser af gode råd til gazeller der vil vokse endnu mere

Andersen, P. H.

04/05/2017

2 items of Media coverage

Ny konkurrencesituation i vindindustrien

Andersen, P. H.

27/05/2015

2 items of Media coverage

P1 debat-interview om RUC

Andersen, P. H.

27/09/2025

1 item of Media coverage

Paradoks: Offshore vindkraft er splittet mellem innovation og sikkerhed

Andersen, P. H. & Drejer, I.

04/09/2014

1 item of Media coverage

Rekordmange bryggerier i Danmark

Andersen, P. H.

13/08/2021

1 item of Media coverage

Salget af alkoholfri øl boomer

Andersen, P. H.

03/08/2021 → 04/08/2021

3 items of Media coverage

Singles day er ny dag fyldt med tilbud: Men butikkerne vinder altid

Andersen, P. H.

11/11/2018

1 item of Media coverage

Vindmølleeksport: Hjerne haler ind på jern

Andersen, P. H.

02/06/2016

1 item of Media coverage

Vindmøller: Hjerne haler ind på jern

Andersen, P. H.

02/06/2016

6 items of Media coverage