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ACADEMIC POSITIONS

Assistant Professor, Aarhus University, Denmark	2021 – present
Postdoctoral Researcher, Aarhus University, Denmark	2019 – 2021
Visiting scholar, ESADE Business School, Spain	2019
Postdoctoral Researcher, Freie Universität Berlin, Germany	2017 –2019

EDUCATION

Ph.D. in Strategic Management – Freie Universität Berlin, Germany Dissertation: <i>Governance of Concurrent Sourcing - Theoretical Advancements and Empirical Evidence</i> Committee: Thomas Mellewigt, Glenn Hoetker, Michael Kleinaltenkamp, Ann-Christine Schulz	2017
Visiting Ph.D. at Arizona State University, W.P. Carey School of Business, USA	2016
MA in Management – University of Applied Sciences Wildau, Germany Exchange student at Copenhagen Business School, Copenhagen, Denmark	2012
BA in Business Administration – Berlin School of Economics and Law, Germany	2008

RESEARCH INTERESTS

Inter-firm governance – concurrent sourcing – buyer-supplier relationships – corporate boards

PUBLICATIONS

Refereed Journal Articles

Sørensen, S. B., Hoetker, G., Leiblein, M. J., & Mellewigt, T. (in press). Crossing the Streams of Plural Governance Research: Simultaneously Considering Franchising, Dual Distribution, and Concurrent Sourcing. *Journal of Management*. <https://doi.org/10.1177/01492063221115061>

Under review

Arnoldi, J., Flickinger, M., Sørensen, S. B., and Piosik, J. Performance Effects of Outside Directors in New Ventures: A Large-Scale Study of Danish Start-Ups.

Books and book chapters

Mellewigt T., Bruhs S., and Keller A. (2017). *Behavioral alliance strategy*. In R. Ragozzino, L. Mesquita, and J. Reuer (eds.), *Collaborative Strategy: Critical Issues for Alliances and Networks*: 152-160. Cheltenham: Edward Elgar.

Glowik, M. and Bruhs, S. (2014). *Business-to-Business. A Global Network Perspective*. London, New York: Routledge.

Working papers and papers in preparation

Bruhs, S., Mellewigt, T., and Hoetker, G. The role of capabilities in governance design: A QCA/NCA study of supplier performance. [status: Revising for re-submission]

- Bruhs, S., Mellewigt, T., and Hoetker, G. Concurrent sourcing, governance, and supplier opportunism. (status: Revising for re-submission)
- Bruhs, S., and Mellewigt, T. "Repeated collaboration and inter-firm contracting: Disentangling trust and learning effects on contract design". [status: Manuscript writing]
- Voigtsberger, J., Bruhs, S., Mellewigt, T., Herfeld, A.-K., and Hoffmann, W. The choice between minority alliance and joint venture. A policy capturing approach. [status: Manuscript writing]
- Herfeld, A.-K., Hoffmann, W., Bruhs, S., and Mellewigt, T. Do different uncertainty types lead to different alliance governance forms? A policy capturing study. [status: Manuscript writing]

CONFERENCE PRESENTATIONS

- Bruhs, S. and Leiblein, M. *Why do firms simultaneously make and buy? An assessment and research agenda for concurrent sourcing.*
- Academy of Management Annual Meeting, Boston, USA, Aug 2019
- Voigtsberger, J., Bruhs, S., Mellewigt, T., Herfeld, A.-K., and Hoffmann, W. *The choice between minority alliance and joint venture. A policy capturing approach.*
- Academy of Management Annual Meeting, Boston, USA, Aug 2019
- Bruhs, S., Mellewigt, T., and Hoetker, G. *Concurrent sourcing, governance, and supplier opportunism.*
- ESADE Business School, Barcelona, Spain, March 2019
 - Academy of Management Annual Meeting, Chicago, USA, Aug 2018
 - Strategic Management Society Special Conference, San José, Costa Rica, Dec 2017
 - Academy of Management Annual Meeting, Atlanta, USA, Aug 2017
 - Strategic Alliance Working Group Meeting, Stuttgart, Germany, Sept 2016
- Mellewigt, T., Bruhs, S. and Keller, A. *Behavioral Alliance Strategy.*
- Academy of Management Annual Meeting, Vancouver, Canada, Aug 2015
- Bruhs, S., Glowik, M. and Smyczek, S. *Competitive advantage in business networks: Evidence from the health care equipment industry.*
- European International Business Academy (EIBA) Conference, Brighton, Great Britain, Dec 2012
- Glowik, M. and Bruhs, S. *Gaining technological leadership: Empirical evidence from high-tech firms originating in the Far East*
- European International Business Academy (EIBA) Conference, Brighton, Great Britain, Dec 2012
- Glowik, M. and Bruhs, S. *Crucial relationships in international business.*
- Annual Conference on Marketing and Business Strategies for Central and Eastern Europe, Vienna, Austria, Dec 2012
- Glowik, M. and Bruhs, S. *CEE Market Entry through smart Network re-positioning. A case study of Panasonic.*
- Annual Conference on Marketing and Business Strategies for Central and Eastern Europe, Vienna, Austria, Dec 2011

CONFERENCE ACTIVITIES

- Symposium co-organizer and presenter. *Rethinking Firm Boundaries: Advancing the Research Agenda for Concurrent Sourcing.* Academy of Management Annual Meeting, Chicago, USA (2018)
- STR Junior Faculty Workshop participant, Academy of Management Annual Meeting, Chicago, USA (2018)
- Junior Faculty Workshop participant, Strategic Management Society Special Conference, San José, Costa Rica (2017)
- Doctoral Dissertation Consortium participant, Strategic Management Society Annual Meeting, Berlin, Germany (2016)

AWARDS AND HONORS

Tiburtius Prize for Outstanding Doctoral Dissertation (2018) [500€]

- Prize given to the best six dissertations across all disciplines (natural sciences, formal science, social sciences)

Center for International Cooperation Travel Grant, Freie Universität Berlin (2017, 2019) [4,150€]

Junior researcher research grant, Freie Universität Berlin (2018) [15,000€, declined]

DAAD Travel Grant for Academy of Management Annual Meeting (2015, 2017, 2018) [5,500€]

TEACHING EXPERIENCE

Undergraduate

BSc - Strategic Management (tutorial instructor, 250 students, in German) <i>Freie Universität Berlin</i>	2016, 2017
BSc - Cooperative Strategy (tutorial instructor, 170 students, in German) <i>Freie Universität Berlin</i>	2013
BSc - Research Seminar “Why do alliances fail? Irrational decision-making in alliances” (course instructor together with prof. Thomas Mellewigt, in German) <i>Freie Universität Berlin</i>	2014

Master

MSc - Strategic Alliances (course instructor together with prof. Thomas Mellewigt, ~ 25 students, in English) <i>Freie Universität Berlin</i>	2014 - 2018
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Experience with thesis supervision, at *Freie Universität Berlin*

26 Bachelor thesis supervised	2013 - 2019
5 Master thesis supervised	2013 - 2019
PhD co-supervisor for Johann Voigtsberger	2018 - present

ACADEMIC SERVICES

- Session chair *Academy of Management* annual conference, STR division (2019)
- Ad-hoc reviewer at *Management Research Review* (2018 - present)
- Reviewer *Academy of Management* annual conference (2015, 2018, 2019)
- Reviewer *Strategic Management Society* annual conference (2016)

Member of Academy of Management (AoM), Strategic Management Society (SMS)

DEPARTMENT SERVICES

Faculty Board Member, <i>Freie Universität Berlin</i>	2015 - 2017
Student Examination Committee Member, <i>Freie Universität Berlin</i>	2018-2019
Member in Appointment Committees, <i>Freie Universität Berlin</i> (for Full Professor and Assistant Professor positions)	2016-2019
Exchange Program Coordinator (Erasmus), <i>Freie Universität Berlin</i>	2015-2018