

CURRICULUM VITAE

Christian Gustav Sandström

Personal information

Date of birth: October 17th 1982

Citizenship: Swedish

Family status: Single

Contact information

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Overarching research theme

Technological discontinuities, Disruptive innovation, Innovation management, Strategic management, Business history.

Current research

Technological discontinuities, business model renewal, theory on disruptive innovation, strategy, institutional change.

Education and Academic Degrees

5 December, 2014. Associate Professor in Technology Management, Chalmers University of Technology.

20 October, 2010. PhD, Technology Management and Economics, Chalmers University of Technology. Dissertation title: A revised perspective on Disruptive Innovation – Exploring Value, Actors and Networks. Faculty Opponent, Prof. Richard Lamming, University of Exeter Business School. Examiner: Professor Sören Sjölander.

2007. Master of Science, Industrial Engineering and Management, Chalmers University of Technology, Sweden. Major in Management and Economics of Innovation. Thesis title: University-Industry Collaboration in Research and Development.

2006. Master of Science, Economics, Gothenburg University, Sweden. Thesis title: Public Choice Aspects of Macroeconomic Policy - the case of the 1986 tax reform in the United States.

2001. Matriculation, Erik Dahlbergsgymnasiet, Science Program, Jönköping. Grade point average: 19,3 (20).

Current positions

2014-. Director of the Management and Economics of Innovation (MEI) MSc program at Chalmers University of Technology, Sweden. This international MSc concerns innovation, strategy and structural change. Overall responsibility for the program architecture, quality control, continuous improvements, and marketing towards prospective students.

2014-. Board Member, Medical Design Innovation AB, a firm developing products for Diagnostic Radiology.

2014-. Associate Professor and Senior Lecturer, Division of Innovation Engineering and Management, Chalmers University of Technology, Sweden.

2011-present. Associate Professor at the Ratio Institute, Sweden.

Previous positions

2012-2014, Postdoctoral researcher, Center for Business Innovation, Chalmers University of Technology, Sweden.

July-October 2013. Visiting researcher at the University of Cambridge, the Institute for Manufacturing (IfM), The United Kingdom.

February-May 2013. Visiting researcher at ETH Zürich, chair of Strategic Management and Innovation, Switzerland.

February-June 2012. Visiting researcher at Victoria University of Wellington, Victoria Management School, New Zealand.

2008-2010. Coordinator of master thesis supervision activities at the division of Innovation Engineering and Management, Chalmers.

2007-2010. PhD student, Division of Innovation Engineering and Management, Department of Technology Management and Economics, Chalmers.

2006. Project assistant and course administrator, Department of Technology Management and Economics, Chalmers.

Research projects

2014-. Financing of Innovations, project leader, the Ratio Institute. Staff: 15.

2013-. Monopolists for Competition? A historical study of technological and regulatory change in the financial exchanges and telecommunications industries in Sweden and Finland. Staff: 7.

2013. Explaining the collapse of Nokia. Staff: 4.

2013. The Disruptive impact of 3D printing on established industries. Staff: 4.

2011. Completed. Disruptive innovation at Ericsson. A pre-study project of managerial challenges related to disruptive innovation in a large company. Staff: 3.

2010-2011. Completed. Innovation Survey. An exploratory study of how CEOs of Swedish, publicly listed firms perceive innovation work. Staff: 8.

2009. Completed. Facit and the displacement of mechanical calculators. Performed interviews and studied archival data related to the company's decline.

2007-2009. Completed. Designed and conducted a historical study of how the Swedish company Hasselblad handled the shift to digital imaging.

2007-2009. Discontinuous Innovation Project. Participated in the Swedish part of an international project on how firms work with discontinuous innovations. Interviews and data collection at four Swedish firms. Staff: 3.

2007. Completed. Two Business Innovation Audits at multinational companies. Conducted interviews analyzed data and gave two presentations to senior management. Staff: 8.

Publications

PhD thesis

Sandström, C. (2010). A revised perspective on Disruptive Innovation – Exploring Value, Networks and Business models. Chalmers University of Technology. The thesis contains six articles and a 77 p. covering paper.

Peer reviewed Journal Publications

Sandström, C., Berglund, H., Magnusson, M. (2014). Symmetric assumptions in the theory of disruptive innovation – Theoretical and Managerial implications, *Creativity and Innovation Management*, Vol. 23(4), pp. 472-483.

Laurell, C., Sandström, C. (2014). Disruption and Social Media – Entrant Firms as Institutional Entrepreneurs, *International Journal of Innovation Management*, Vol. 18(3).

Sandström, C. (2013) Facit and the displacement of mechanical calculators, *IEEE Annals of the History of Computing*, Vol 35(3), pp. 20-31.

Berglund, H., Sandström, C. (2013) Business Model Innovation from an Open Systems Perspective: Structural Challenges and Managerial Solutions, *International Journal of Product Development*, special issue on Business Model Innovation. 18(3/4), pp. 274-285.

Pihl, C., Sandström, C. (2013) Social media, value creation and appropriation – the business model of fashion bloggers in Sweden, *International Journal of Technology Management*, Vol. Vol. 61(3/4), pp. 309-323.

Sandström, C. (2011) High-end disruptive technologies with an inferior performance, *International Journal of Technology Management*, Vol. 56(2-4), pp. 109-122.

Sandström, C., Osborne, R-G. (2011) Managing business model renewal, *International Journal of Business and Systems Research*, Vol. 5(5), pp. 461-474.

Sandstrom, C. (2011) Hasselblad and the Shift to Digital Imaging, *IEEE Annals of the History of Computing*, Vol. 33(3), pp. 55 - 66.

Sandström, C. and Björk, J. (2010) Idea management systems for a changing innovation landscape, *International Journal of Product Development*, Vol. 11, No 3-4, pp. 310 – 324.

Sandström, C., Magnusson, M., and Jörnmark, J. (2009) Exploring factors influencing incumbents' response to disruptive innovation, *Creativity and Innovation Management*, Vol 18(1), pp. 8-15.

Broström, A., McKelvey, M and Sandström, C. (2009) Investing in Localised Relationships to Universities: What are the benefits to R&D subsidiaries of multinational enterprises? *Industry & Innovation*, Vol. 16, pp 59-78.

Other journal publications

Sandström, C. (2013) Book Review: Sedelpressen: Dagens Industri under 30 år (Stocksund: Hydra Förlag 2012), *Historisk Tidskrift*, Vol. 133 (3), pp. 548-550.

Book chapters and reports

Sandström, C. (2014) Var Skapades Sveriges 100 främsta innovationer? Rapport för Reforminstitutet och Svenska Uppfinnarföreningen, augusti 2014.

Angsvik, I., Berglund, H., Björkdahl, J., Börjesson, S., Elerud-Tryde, A., Elmquist, M., Hjerpe, J. Sandström, C., Sjölander, S., Wickenberg, J. (2011) CBIs studie om innovationsledning.

Broström, A., McKelvey, M and Sandström, C. “Investing to locate near research universities – what are the perceived benefits?” in McKelvey, M., M. Holmén, 2009, Learning to Compete in European Universities, Edward Elgar.

Conference papers

Berglund, H., Sandström, C. (2014) A New Perspective on the Innovator's Dilemma – Exploring the Role of Entrepreneurial Incentives, presented at the XXV ISPIM Conference, Dublin, Ireland, 8-11th of June 2013.

Berglund, H., Sandström, C. (2013) Technological Discontinuities and the incumbent's curse – entrant firms as institutional entrepreneurs, presented at the Ratio Colloquium for Young Social Scientists, Stockholm, Sweden 22-24 August 2013.

Sandström, C., Berglund, H., Magnusson, M. (2012) Symmetric assumptions in the theory of disruptive innovation – Theoretical and Managerial implications. Presented at the Academy of Management Conference in Boston, 2012.

Pihl, C., Sandström, C. (2011) Social media, value creation and appropriation – the business model of fashion bloggers in Sweden, presented at the 12th CINet Conference in Århus, Denmark, 9-11 September.

Johansson, M., Sandström, C. (2011) Curing the incumbent's curse – investing in discontinuous innovation, presented at the 12 CINet Conference in Århus, Denmark, 9-11 September.

Sandström, C., Magnusson, M. (2010). Value, Actors and Networks - A revised perspective on disruptive innovation, accepted and presented at the DIME conference 'Organizing for networked innovation' in Milan, 14-16 April.

Sandström, C. (2009) High-end Disruptive Technologies with an inferior performance, presented at the 10th CINet Conference in Brisbane, Australia 6-8 September 2009.

Sandström, C. (2008) New Channel Disruptive Innovation, presented at the ISPIM Conference in Singapore 14-17 December 2008.

Sandström, C. and Osborne, R. (2008) Changing the business model to overcome innovation adoption barriers - the case of new value distribution in the customer's organization, presented at the 9th CINet Conference, in Valencia, Spain, 8-9 September 2008.

Sandström, C., Magnusson, M., Jörnmark, J. (2007) Surviving disruptive innovation: does incumbent size and strategy matter? Presented at the 8th CINet Conference, 10-11 September, Gothenburg, Sweden.

Papers under review

Sandström, C. (2014) Exploring the disruptive impact of 3D Printing – the case of the hearing aid industry, under second review in *Technological Forecasting and Social Change*.

Mokhlesian, S., Bröchner, J., Sandström, C. (2014) Transaction costs and contractor-goods supplier relationships in green construction projects, submitted to *International Journal of Construction Management*.

Submitted Papers

Sandström, C., Wennberg, K., Wallin, M., Zherlygina, Y. (2014) A Critical Discussion of Academic Entrepreneurship, submitted to an international journal.

Berglund, H., Sandström, C. (2014) A New Perspective on the Innovator's Dilemma – Exploring the Role of Entrepreneurial Incentives, submitted to an international journal.

Popular science articles

Sandström, C. (2013) What visionary companies do differently, *Innovation Management.se*, June 2013, available [here](#).

Sandström, C. (2011) You Press the Button, Kodak used to do the rest, *MIT Technology Review*, December 2011, available [here](#).

Sandström, C. (2011) Ready or Not, Here IP Comes, *SDM Magazine* in the United States.

Sandström, C. (2011) Mastering Radical Innovation – turning threat into opportunity, In-depth article *Innovation Management*, No 2, available [here](#).

Sandström, C. (2010) När ny teknik möter gamla affärsmodeller, *Management of Technology*, No. 3, pp. 3-4.

Academic Services

2014. Reviewer for *Creativity and Innovation Management*.

2014. Reviewer for *IEEE Annals of the History of Computing*.

2014. Discussant of Anna Brattström's paper 'Relational Roller Coasters – a multi level process of inter-organizational trust repair, Ratio Research Seminar, 5 March 2014.

2013-. Associate Editor of *Annals of the History of Computing*, one of the leading journals in the history of computers and digital technology.

2013. Arranged the Ratio Colloquium for Young Social Scientists on the topic of *Technological Discontinuities and Industrial Transformation* August 22-24 in Stockholm, Sweden, together with Mirko Ernkvist, PhD. In total, 17 postdoctoral researchers and PhD students were invited along with Mary Tripsas of Boston College and Richard Langlois from University of Connecticut to take part in this two-day conference. Work related to the conference include creating the call for papers and marketing the event, reviewing potential applicants along with planning and running the event.

2013. Reviewer for *IEEE Annals of the History of Computing*.

2013. Discussant at Stefan Tongur's half-time (licentiate) PhD seminar 'Exploring Business Models and Discontinuous Innovation: The Transition to the Electric Road System (ERS), Royal Institute of Technology, Stockholm, Sweden.

2013. Discussant of Mirko Ernkvist's paper 'The dual role of institutional and technological entrepreneurship for new entrants during discontinuous technological change of regulated industries – a study of the OM Group during its first decade, Ratio Research seminar.

2012. Reviewer for *International Journal of Technology Management*.

2011. Reviewer for *Creativity and Innovation Management*.

2011. Reviewer for *International Journal of Technology Management*.

2011. Reviewer for *Journal of Small Business Management*.

2011. Reviewer for *International Journal of Knowledge Management Studies*.

2011. Reviewer of a draft proposal for the new edition of Robert M. Grant's course book *Contemporary Strategy Analysis*.

2011. Discussant of Shuan Sadre Ghazi's paper *Managing the diffusion of Pro-Poor innovations in the Bottom of the Pyramid*, Center for Innovation and Entrepreneurship, School of Business, Economics and Law and Göteborg University, Sweden.

2011. Reviewed and discussed paper drafts and dissertation plans with four PhD students as part of a two day department wide PhD Student Workshop at the department of Technology Management and Economics, Chalmers.

2010. November 11. Presented a poster on Disruptive innovation at the *Industrial Economics National Conference*. Göteborg, Sweden.

2010. Discussant of Magnus Johansson's PhD thesis proposal, School of Business, Economics and Law and Göteborg University.

2010. Session Chair at the 12th CINet Conference in Århus, Denmark, 9-11 September 2011.

2009. Session Chair at 10th CINet Conference in Brisbane, Australia 6-8 September 2009

2009. Co-organizer of the 2th EITIMdoc PhD student conference hosted by Chalmers University of Technology, Göteborg, Sweden.

2008. Discussant of Jennie Björk's PhD thesis proposal, Chalmers University of Technology.

Invited Academic Presentations

Laurell, C., & Sandström, C. (in press). Disruption and Social Media – Entrant Firms as Institutional Entrepreneurs, HUI Workshop 17-18 januari, 2014.

2013. Green jobs and green growth – the scientific evidence, seminar at Francisco Marroquin University, Guatemala.

2013. Nokia's decline and current theories on disruptive technologies, academic seminar at Francisco Marroquin University, Guatemala.

2013. March 25. Incumbent firm challenges in the face of technological discontinuities - A Review and Research agenda, research seminar at ETH Zürich, Switzerland.

2013. February 19. Hasselblad and the shift to Digital Imaging, research seminar at EHFF, Stockholm School of Economics, Stockholm, Sweden.

2013. January 17-18. Facit and the displacement of mechanical calculators, presentation at the HUI Research Workshop in Bro, Sweden.

2012. October 8. Symmetric assumptions in the theory of disruptive innovation – Theoretical and Managerial implications, presented at Ratio Research seminar.

2012. 5 June. Disruptive Innovation. Seminar presentation at Otago University MBA, New Zealand.

2012. March 21. Business model innovation from an open systems perspective. Seminar presentation at Victoria Management School, Victoria University of Wellington, Wellington, New Zealand.

2012. January 25. Business model innovation from an open systems perspective. Seminar presentation at the Center for Entrepreneurship, Stockholm School of Economics, Stockholm, Sweden.

2011. March 9. *Symmetry in the theory of disruptive innovation: theoretical implications and managerial opportunities*. Seminar presentation at Lund University, with Henrik Berglund.

Obtained Research Grants, Awards and Scholarships

2013, elected member of the Mont Pelerin Society.

2012, Scholarship for post-doc visit to ETH Zürich, from the Jan Wallander and Tom Hedelius Foundation. SEK 54.000.

2011, Wallander Scholarship (Wallanderstipendium) from the Jan Wallander and Tom Hedelius Foundation, three years of postdoctoral funding, SEK 1.485.000.

2011, funding from Mistra Urban Futures, co-applicant together with associate professor Jan Jörnmark, received 6 MSEK of funding.

2010, IMIT Scholarship for best young researcher, SEK 25.000.

2009, Runner up for the John Bessant Best paper award at the CINet Conference in Brisbane, Australia, September 2009.

2009, the youngest teacher to be awarded as the best lecturer by the students at the industrial engineering program, Chalmers University of Technology. The students' motivation for the award: "*Med brinnande engagemang och entusiasm för sitt ämne och uppdrag tar han sig an att introducera nationalekonomi och innovationsekonomi. Genom skicklig pedagogik och genomtänkt undervisningsmaterial fyllt av dramatiska och underhållande exempel lyckas han levandegöra de båda ämnena och därigenom skapa förutsättningar för djup förståelse och varaktig kunskap¹*".

2008, award for the best presentation and conference participation at the ISPIM Innovation Symposium, 14-17 December, Singapore.

¹ In English: "He introduces economics and innovation economics with a passionate commitment and enthusiasm. Through skillful teaching and thoughtful material full of dramatic and entertaining examples he brings the subjects to life, thereby creating a deep understand and lasting knowledge".

2005, elected member in Nova 100, a business network for the most talented students in Sweden.

Teaching and Pedagogic experience

PhD level teaching

2014. Arranged Ratio Doctoral Conference May 9-10 in Stockholm on the topic *Creative Writing in Academia* together with Associate Professor Karl Wennberg. Invited 12 PhD Students to this two day conference on academic writing and issues related to the peer review process. Work related to this conference includes creating a call for papers, reviewing applications, setting the schedule and running sessions.

2014, Innovation Management & Entrepreneurship, Chalmers University of Technology, Examiner professor Sofia Börjesson and associate professor Maria Elmquist, one seminar on Disruptive Innovation.

2013, Entrepreneurship: contemporary topics, Examiner Associate Professor Karl Wennberg, one lecture on Entrepreneurship and Business Model Design. Evaluation: 4,5 (out of 5).

2012. Arranged Ratio Doctoral Conference November 29 - December 1 in Stockholm on the topic together with Associate Professor Karl Wennberg. Invited 15 PhD Students to this two day conference about career planning. Work related to this conference includes creating a call for papers, reviewing applications, setting the schedule and running sessions.

2011. March 15. Reviewed and discussed paper drafts and dissertation plans with groups of four to five PhD students as part of a two day department wide PhD Student Workshop, Chalmers University of Technology.

2010, Theory and Methodology of Science, 2010, 7,5 credits, PhD level course at Technology Management and Economics (TME), Chalmers University of Technology, course leaders: Patrik Jonsson and Maria Elmquist. Gave one 2 hours seminar on dissertation defense.

2009. Co-organizer of the 2th EITIMdoc PhD student conference hosted by Chalmers University of Technology, Göteborg, Sweden.

Academic supervision

2012-2014. Supervision of PhD student Shahin Mokhlesian, department of Technology Management and Economics, Chalmers University of Technology.

As assistant supervisor, I have helped Mokhlesian with theory development (primarily related to transaction cost economics), research design, while also reading and giving feedback on paper drafts including the covering paper of his dissertation.

Spring 2011-2014. Informal Supervision of PhD student Christofer Laurell, department of marketing, Stockholm University.

Though not a member of the supervisor committee, I have still given guidance to Laurell, primarily concerning research strategy and academic writing, while also co-authoring some papers.

Undergraduate and MSc level teaching responsibility

2014, R&D Strategy and Organization, M.Sc. level course, examiner associate professor Henrik Berglund, 7,5 credits, MEI program, six hours of lectures. Sandström's evaluation 4,83 (out of 5).

2013, Technological Change and Industrial Transformation, Chalmers University of Technology, M.Sc. level course, overall responsibility for the course, handled supervision of 12 groups and gave all lectures (50 hours), took care of all administration and examiner. Overall evaluation of the course: 4,7 (out of 5), evaluation of lectures: 4,9.

2013, Socratic seminar on disruptive technologies, Nokia, Kodak and disruptive technologies, MBA student seminar, Francisco Marroquin University, Guatemala.

2013, seminar on disruptive technologies, with student entrepreneurs within the Heuristica Project, Francisco Marroquin University, Guatemala.

2013, R&D Strategy and Organization, M.Sc. level course, examiner associate professor Henrik Berglund, 7,5 credits, MEI program, six hours of lectures. Sandström's evaluation 4,4 (out of 5).

2007-2013, An introduction to economics, the first course at the Industrial Engineering program at Chalmers university of Technology, 7,5 credits, examiner associate professor Jan Jörnmark, Chalmers. Each year, Sandström has given about 50 percent of the lectures totaling 82 hours of teaching, supervised about 10 project groups (each year) and handled administrative issues. Sandström's teaching in this course was acknowledged with the 'best teacher award' by the students in 2009. On a 1-5 scale, the course has received the following score each year: 2012 – 3,98; 2011: 3,68 (on a 1-4 scale); 2010 – 4,44; 2009 - 4,25; 2008 – 4,16; 2007-3,92.

2012, Technological Change and Industrial Transformation, Chalmers University of Technology, M.Sc. level course, overall responsibility for the course, handled supervision of 17 groups and gave all lectures (52 hours), took care of all administration and examiner. Overall evaluation of the course: 4,82 (out of 5), evaluation of administration: 4,39; evaluation of lectures: 4,84; evaluation of supervision: 4,47.

2012, Economics of Innovation, Chalmers University of Technology, M.Sc. level course in the Management and Economics of Innovation (MEI) programme, examiner associate professor Magnus Holmén, Chalmers. 2 hours of lectures.

2012, R&D Strategy and Organization, M.Sc. level course in the Management and Economics of Innovation (MEI) programme, examiner associate professor Henrik Berglund, Chalmers. 6 hours of lectures. Sandström's evaluation: 4,6 out of 5.

2011, co-created and designed the two-year M.Sc. track in Product Innovation together with professor Mats Magnusson at the Royal Institute of Technology.

2011, Technological Change and Industrial Transformation, Chalmers University of Technology, re-designed this M.Sc. level course, overall responsibility for the course, handled supervision of 16 groups, gave all lectures (48 hours), handled all administration and examination. Overall evaluation of the course: 4,59 (out of 5), evaluation of administration: 4,17; evaluation of lectures: 4,66; evaluation of supervision: 4,63.

2011, Product Innovation, 7,5 ECTS, M.Sc. level course at the Royal Institute of Technology, examiner professor Mats Magnusson. Supervised four groups and 12 hours of lecturing. Overall evaluation of the course: 4,37 (out of 5). Sandström's evaluation: 4,68 (out of 5).

2011, Strategic management in knowledge-based organizations, M.Sc. level course at Göteborg University, 7,5 ECTS credits, 43 hours of lectures. Sandström's evaluation: 5,5 out of 6.

2011, Project management, supervised 4 project groups in this 7,5 credits course held by Dr. Jan Wickenberg. Sandström's evaluation: 4,4 out of 5.

2010-2011, R&D Strategy and Organization, re-designed this M.Sc. level course together with Dr. Henrik Berglund, Chalmers, and gave 15 hours of lectures. Evaluation of the course: 4,6 out of 5. Sandström's evaluation: 4,8 out of 5.

2010, Creating New Business, 7,5 credits, M.Sc. level course, Management and Economics of Innovation (MEI) program, examiner professor Sören Sjölander, Chalmers, supervision of two project groups. Evaluation: 3.1 out of 4.

2010, Technological Change and Industrial Transformation, 7,5 credits, M.Sc. level course, MEI program, examiner professor Staffan Jacobsson, Chalmers, supervision of three term papers, evaluation: 4 out of 5.

2010, Managing Development Projects, 7,5 credits, M.Sc. level course, MEI program, examiner Dr. Jan Wickenberg, Chalmers. Supervised five project groups. Sandström's evaluation: 4,4 out of 5.

2010, M.Sc. level seminar course, examiner associate professor Maria Elmquist, held one seminar, evaluation: 4,5 out of 5.

2008-2010, R&D Strategy and Organization, M.Sc. level course, examiner professor Mats Magnusson, 7,5 credits, MEI program, course administrator, lecturer (12 hours) and seminar leader (4 hours). Course evaluation: on average around 4,2 out of 5 each year. Sandström's evaluation: between 4,1 and 4,5 over these three years.

2008, Creating New Business, 7,5 credits, M.Sc. level course, MEI program, examiner professor Sören Sjölander, Chalmers University of Technology, supervision of two project groups. Evaluation: 3,7 out of 5.

2007, M.Sc. level seminar course, examiner professor Mats Magnusson, Chalmers. Course assistant.

2006, Economics of Innovation, 7,5 credits, M.Sc. level course, MEI program, examiner professor Maureen McKelvey, Chalmers University of Technology. In charge of course administration and 10 hours of lecturing. Sandström's evaluation: 4,5 out of 5.

2006, Creating New Business, 7,5 credits, M.Sc. level course, MEI program, examiner professor Sören Sjölander, Chalmers University of Technology, course assistant.

2006, Industrial economics for Automation and Mechatronics students (Z), 5 credits, examiner associate professor Jan Jörnmark, Chalmers University of Technology. 4 hours of lecturing, supervision of ten project groups and administrative issues.

Academic supervision

MSc theses

Barrehag, L., Barrehag, L. (2014) How to enter the Upper Secondary School Market for ICT Software.

Lawenius, K., Tellstedt, T. (2014) How Online Education Affects the Higher Education Industry.

Steinnes, P., Wallén, J. (2014) Investigating opportunities for vertical integration.

Heimer Berglund, V. (2013) Innovations' impact on political and regulatory institutions - The digitization and deregulation of the Swedish financial market.

Merup, C. (2013) The Establishment of Private Equity in Sweden.

Westermark, A. Engström, E. (2013) Reengineering Business Networks: - A case study of a software platform in a two-sided market.

Ahlsten, N. Nilsson, K., Segelmark, L. (2012) Strategy for Entering a New Business Segment - A case study of a diversification move with disruptive ambitions.

Karlsson, E. Eriksson, A. (2012) A case study: A market analysis and a capability assessment.

Cardesjö, M. Lind, J. (2011) Business Modeling for Increased Profitability.

Kristiansson, A. (2011) Collaborative Tools for Idea and Knowledge Management A look behind the hypes.

Fredriksson, A., Hedengran, A. (2011) Systematic business evaluation at Volvo Technology. Assessing a new blind spot system.

Koch, M., Saalman, C., Sjöqvist, J. (2010) How to remain successful in an increasingly competitive environment.

Johansson, A. Leong, K. (2010) Future power supply in mobile radar systems.

Samuelsson, F. van Reis, S. (2010) Evaluation of Business Opportunities for Alfa Laval Regarding Heat Recovery and Mist Elimination of Flue Gases.

Landquist, T. Bergsten, O. (2009) Strategy for Growth. A proposal for how Specma Seals should develop their business.

Andersson, R., Kristiansson, J. (2009) Study for "Strategic Market Decisions"

Ay, E.; Pålsson, S. (2009) Identifying New Business Opportunities in the M2M Area - Reflections upon the Business Innovation Process.

Christensson, M., Graffner, B. (2008) Estimating Market Demand in the Food and Beverage Industry.

Bergvik, R., Dertz, M. (2008) Geveko – innovation in incumbent firms.

Bachelor theses

Bengtsson, J., Hansson, F., Koonce, C., Marklund, S., Thideman, J., Ullman, C.M. (2011) Commercialization strategy for Ski Pole Handle Innovation

Andric, T. Brandt, M., Häggander, V., Jacobsson, F., Månsson, O., Saalman, K. (2011) Maersk Line's store door service – A strategic decision

Executive Education

2012-2014, Organizer of seven ERFA 24 hour Executive Education meetings at IFL Executive Education (Stockholm School of Economics), four of them together with associate professor Martin Sköld (SSE) and two on my own.

2011-2013, Two hour lectures each year at KTH (Royal Institute of Technology) Executive Education concerning disruptive innovation – ‘*The unknown truths about the Hasselblad and Facit cases*’, Stockholm, Sweden.

2012. 5 June. Disruptive Innovation. Seminar presentation at Otago University MBA, New Zealand.

2012, IFL Executive Education, Stockholm School of Economics, one hour ‘wake-up’ lecture on technological change, Stockholm, Sweden.

2007-2008, Executive MBA at School of Business, Economics and Law at Göteborg University, a two-hour lecture each year: ‘Disruptive technologies and the case of Hasselblad’, Göteborg, Sweden.

Miscellaneous

Books, reports and consulting

2013, author of a report about the Swedish district heating monopoly ‘Fjärrvärmen och monopolet’ for Industrigruppen Återvunnen Energi (IÅE). Report available in Swedish [here](#).

2013, proofreading and giving feedback on a draft of Jan Jörnmark’s book *Krisen* (Tangent Förlag).

2013 Proofreading of investor Per Wimmer’s book ‘The Green bubble?’, *Timbro*.

2013, author of a book about green jobs, innovation and growth ‘Are Green Jobs Promising the moon?’, *Timbro*.

2013, Report on how Cost Benefit Analysis methodology can be applied to allocation of radio spectrum for Post- och Tele-styrelsen (PTS), co-authored with Mattias Lundbäck and Olena Kashyna.

2012-2013, Co-organizer of four ERFA Executive Education meetings at IFL Executive Education together with associate professor Martin Sköld.

2012, author of report on research concerning green growth and innovation ‘Guld och gröna jobb’ for the Swedish think tank Timbro.

2011, proofreading and feedback on a draft of Jan Jörnmark's book *Avgrunden* (Tangent Förlag).

2011, performed a benchmark study of 5 ICT clusters in the world in order to generate recommendations for Kista Science city. One month of work.

2008, collected and analyzed data regarding economic and political development in the Marstrand and Kungälv municipalities over the last century. Two weeks of work.

2008, gathered information on the historical development of the textile industry in West Sweden over the last 20 years. One week of full-time work.

2007, Collected and analyzed key statistics on population development and economic progress in the Angered municipality over the period 1970-2000. One week of work.

2007, developed a draft for an Innovation Audit that was later on further refined and used in Innovation Audits at Alfa Laval and SCA Hygiene Products. One month full-time work.

2006, data collection regarding the workings and benefits of financial markets for Munkhammar advisory. One week of work.

Selection of media coverage

2014, Argumenten bygger på anekdoter, co-authored with Jan Jörnmark, *Ny Teknik*, available [here](#).

2014, Forskning, Innovation och den Svenska Paradoxen, co-authored with Stefan Fölster and Tomas Hedner, available [here](#).

2014, Stöd till universitetet ger inte tillräckligt, *SvD Brännpunkt*, co-authored with Stefan Fölster and Tomas Hedner, available [here](#).

2014, article, "Öka baskunskaperna för att möta digitaliseringen", co-authored with Adam Cwejman, riksdagskandidat för (Fp), *Göteborgs-Posten*, available [here](#).

2014, article "Löfvén satsar på att lösa fel problem", *Ny Teknik*, available [here](#).

2014, article "Sänk skatten för affärsänglarna", *Ny Teknik*, co-authored with Karl Wennberg, Michel Elmoznino Laufer, available [here](#).

2014, article "De högutbildade lämnar Göteborg", *Göteborgs-Tidningen*, co-authored with Robert Falck and Aron Modig, available [here](#).

2014, Internal Radio program at AB Volvo, 'Kodak Moments and the Collapse of Nokia'

2013, Interview on Disruptive technologies and entrepreneurial perspectives on markets, Francisco Marroquin University, Guatemala. Available [here](#).

2013, Interview on Green growth and green jobs, Francisco Marroquin University, Guatemala. Available [here](#).

2013, Radio interview on Green growth and green jobs, Libertopolis radio channel, Guatemala. Available [here](#).

2013, Article, Finns det några gröna jobb? *Liberal Debatt*, Nr. 3, 2013

2013, Radio interview on the economic history of Sweden, the radio show Todo al Pulmón, Guatemala.

2013, interview with Francisco Marroquin University New Media concerning law, governance and disruptive technologies. Available [here](#).

2013, Interview on Kodak's collapse and disruptive technologies, Ny Teknik.

2012, Företagsminnen, article about Kodak and the Olympics: 'No Kodak moments in London', *Centrum för Näringslivshistoria*.

2012, Affärsvärlden, commenting on the decline of Nokia.

2012, Dagens Industri, DIMension, interviewed concerning the bankruptcy of Kodak.

2012, Dagens Industri, commenting on Kodak's bankruptcy.

2011, Interviewed in MIT Technology Review concerning ongoing disruptive changes in different industries.

2011, Svenska Dagbladet, article about technological discontinuities where Sandström is interviewed.

2010, Dagens Industri, two full pages about Sandström's doctoral dissertation.

2010, Jönköpings-Posten, one full page about Sandström's dissertation.

2009, Electronic Engineering Times Europe, column published 'The illegitimacy of electronics'.

2008, Sveriges Radio, intervju i Vetandets Värld, 'Så överlevde Hasselblad hotet från digitalkameran'.

Selection of Speeches

2014, Disruptive Innovation, European Institute of Purchasing Management (EIPM), Executive MBA, Geneva.

2014, Technological Discontinuities: Current and Future Research, Associate Professor lecture at Chalmers University of Technology.

2014, Facitkriser och Kodaks kollaps, SAP, Stockholm.

2014, Disruptive Innovation and Technological Change, Computer Sweden, Stockholm.

2014, Disruptive Innovation in the Travel and Tourism industries, Oslo, Norway.

2014, Facitkriser och Kapitalismen som Skapande Förstörelse, Svenskt Näringsliv.

2014, Kodak Moments och Nokias Kollaps, Tieto, Stockholm.

2014, Är 3D Printing verkligen en industriell revolution? ESBRI Estrad-föreläsning, Stockholm.

2014, Svensk Ekonomisk Utveckling och Omvandling 1989-2014, Aaro Systems, Stockholm.

2014, Hur påverkar teknikskiften handeln? HUI Research, Göteborg.

2014, Technological Change and the Swedish Economy, MBA Students from Hong Kong visiting Sweden, Göteborg.

2014, Kodak Moments and the Collapse of Nokia, Itera, Oslo.

2014, Kodak Moments and Disruptive Innovation, SAP Innovation Forum.

2014, 3D Printing – Hype och Verklighet, Stures Alumner.

2014, Kodak Moments and Technology Transitions, Stockholm Shippers.

2014, 3D Printing and the Hearing Aid industry, Rotary Stockholm.

2013, Innovation and Growth, lecture at Axis Communications, Lund, Sweden.

2013, Workshop on innovation and structural change, at Swedbank, Stockholm, Sweden.

2013, Presentation of the report ‘The District Heating Monopoly’ at the Swedish Enterprise Association, Stockholm, Sweden.

2013, Speech at KTH Executive Education, ‘The unknown truths about the Facit and Hasselblad cases’, Stockholm, Sweden.

2013, Speech at the Institute of Economic Affairs, ‘Why Sweden isn’t a socialist economy’, London, United Kingdom.

2013, Lecture on Innovation challenges in the healthcare sector, Stockholm Healthcare, Sweden.

2013, Open lecture on ‘Kodak moments and the collapse of Nokia’, ESBRI, Stockholm, Sweden.

2013, Lecture on Kodak’s decline and Nokias problems, Börsdamerna, Malmö, Sweden.

2013, Lecture at Elfack concerning technological change in the energy sector, Göteborg, Sweden.

2013, Lecture on economic growth and sustainability, Energiintelligent Dalarna, Borlänge, Sweden.

2013, Lecture at Tillväxtdagarna 'Nedläggningen var det bästa som hänt oss', Linköping, Sweden.

2013, Lecture at the fair Plastteknik in Malmö: Innovation, design and industrial change, Sweden.

2013, Lecture at Ratio Annual meeting about competencies, factor markets and technological change, Stockholm, Sweden.

2013, Lecture at Småföretagsdagarna (Entreprenörskapsforum): Varför behövs småföretag? – ett innovationsperspektiv, Örebro, Sweden.

2012, Lecture at the CBI Innovation Day on Disruptive Business Models, Göteborg, Sweden.

2012, Lecture at Umeå Innovation: Is the customer always right? Umeå, Sweden.

2012, Lecture for the Christian Democratic Youth Party on Capitalism and Creative Destruction, Uppsala, Sweden.

2012, Lecture at the New Zealand Initiative: Is Sweden a socialist economy? Wellington, New Zealand.

2012, Lecture for the Center Youth Party on Communication, Stockholm, Sweden.

2012, Lecture about extended producer responsibility, symposium arranged by Kreab where the minister of environment Lena Ek participated along with industry participants, Stockholm, Sweden.

2012, Two hour lecture at KTH Executive Education concerning disruptive innovation – '*The unknown truths about the Hasselblad and Facit cases*', Stockholm, Sweden.

2012, Rotary Stockholm, speech on technological change.

2012, Upsala Nya Tidning, speech on digital technology and structural change, Uppsala, Sweden.

2012, IFL Executive Education, Stockholm School of Economics, one hour 'wake-up' lecture on technological change, Stockholm, Sweden.

2011, The Network Innovation Pioneers, Stockholm, Sweden, gave a two hour lecture on technological discontinuities, Stockholm, Sweden.

2011, Stockholms Läns Landsting, introduction speech at a one-day seminar about innovation in the healthcare sector, Stockholm, Sweden..

2011, Two hour lecture to first year students at Hulubäcksgymnasiet about engineering studies at Chalmers University of Technology

2011, Two hour lecture at KTH Executive Education concerning disruptive innovation, Stockholm, Sweden..

2011, The Centre Youth party in Sweden, a two-hour lecture on public speaking and communication, Stockholm, Sweden..

2011, Introduction speech and business model workshop at Diadrom's conference in Berlin, Germany.

2011, Vetenskapsfestivalen in Göteborg, 'Digital förstörelse'

2011, Sydsvenska Handelskammaren: 'Hasselblads Facitkris', Malmö, Sweden.

2011, Seminar at the department of Industrial Engineering at KTH, 'Disruptiva innovationer'

2010, The board of the Chalmers Foundation: 'Digitaliseringen och Hasselblads Facit-kris'

2010, The board of the IMIT Foundation, 'Ny teknik och gamla affärsmodeller'

2010, The 4Ward Conference at Ericsson, speech on 'Digital Disruptions', Stockholm, Sweden.

2009, TEDx Göteborg, Sweden: 'The Digital Disruption'.

2009, Pecha Kucha, Göteborg, Sweden: 'Kodak moments'.

2009, Top management at Bona Chemistry: 'Disruptive Innovation', Malmö, Sweden.

2009, Volvo Trucks: 'Perspectives on expansion and growth', Göteborg, Sweden.

2009, The student organization of Sweden's Centre Party: 'Capitalism as Creative Destruction'.

2009, Venture Cup, Göteborg: 'Business planning and risks in entrepreneurship'

2008, Dataföreningen Väst, Göteborg, lecture together with Bengt Järrehult from SCA on 'Innovation – metaphors, paradoxes and paradigms'.

2008, Venture Cup, Borås, Sweden: "Organization and implementation in entrepreneurship"

2008, Ericsson Finland: 'Disruptive Technologies – Threat and Opportunity'

2008, Ericsson's global research directors: 'Disruptive Technologies', Stockholm, Sweden.

2008, Ericsson Research, Lund, Sweden: ‘Disruptive Technologies’

2008, Keynote speaker at Omegapoint’s conference on Agile Business: ‘Technological Change – Threat and Opportunity’, Stockholm, Sweden.

2008, Venture Cup, Göteborg: ‘Business planning and risks in entrepreneurship’

2008, Executive MBA at School of Business, Economics and Law and Göteborg University: ‘Disruptive technologies and the case of Hasselblad’.

2008, The Ladok consortium: ‘Technological Change – threat and opportunity’.

2008, Swedish Institute for Computer Science (SICS) conference ‘Utsikt’: ‘An introduction to disruptive technologies’.

2007, Executive MBA at School of Business, Economics and Law and Göteborg University: ‘Disruptive technologies and the case of Hasselblad’.

2007, Rotary Långedrag, speech on the globalization of Göteborg.

Languages

Swedish: native

English: fluent

French: conversational