

PUBLICATIONS

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Monographs:

- Landau, C. (2010). Wertschöpfungsbeiträge durch Private-Equity-Gesellschaften – Empirische Untersuchung europäischer Spin-off-Buyouts. Wiesbaden: Springer.

Refereed Journals:

- Landau, C., Karna, A., Richter A., & Uhlenbruck, K. (2016). Institutional leverage capability – creating and using institutional advantage for internationalization. *Global Strategy Journal*, 6(1), 50-58.
- Landau, C., Karna, A., & Sailer, M. (2016). Business model innovation for emerging markets – a case study of a German automobile manufacturer's business model adaptation to India, *R&D Management*, 46(3), 480-503.
- Soluk, J., & Landau, C. (2016). Corporate Venture Capital in Deutschland – Empirische Untersuchung des Einsatzes von Wagniskapital als Instrument des strategischen Innovationsmanagements. *Zeitschrift Führung + Organisation*, 85(4), 277-284.
- Mack, T., & Landau, C. (2015). Winners, losers, and deniers – self-selection in crowd innovation contests and the roles of motivation, creativity, and skills. *Journal of Engineering and Technology Management*, 37(7-9), 52-64.
- Landau, C. (2014). Active involvement of private equity firms in portfolio companies and its performance effects. *Advances in Strategic Management*, 31, 185-229.
- Landau, C., & Bock, C. (2013). Value creation through vertical intervention of corporate centres in single business units of unrelated diversified portfolios – the case of private equity firms. *Long Range Planning*, 46(1-2), 97-124.
- Stubner, S., Wulf, T., Landau, C., & Gietl, R. (2013). Buyouts in Familienunternehmen – Eine Herausforderung für Private Equity. *Zeitschrift für KMU und Entrepreneurship (ZFKE)*, 61(1-2), 115-135.
- Hungenberg, H., Dier, M., Gietl, R., Landau, C., & Feistel, M. (2009). Wertschöpfung durch Private Equity-Gesellschaften – Eine empirische Analyse zur Ermittlung von Wertschöpfungshebeln und deren Relevanz. *Zeitschrift Führung und Organisation*, 78(3), 162-170.

- Khazeh, K., Heinecke, M. & Landau, C. (2006). How Effective are the Effective Rates – A Long-Term View of Short-term Asset and Liability Management. *Journal of Business and Behavioral Sciences*, 13(2), 87-94.

Contributions to Edited Volumes

- Landau, C., Karna, A., & Täube, F. (2016). The internationalization of hidden champions - setting the context for advancing research on emerging market strategies for German Mittelstand firms. In H. Merchant (Ed.), *Handbook of Research on Emerging Markets* (292-316), Cheltenham: Edward Elgar Publishing.
- Braune, A., & Landau, C. (2016). FinTech – Digitale Geschäftsmodelltransformationen im Bankensektor. In D. Schallmo et al. (Ed.), *Digitale Transformation von Geschäftsmodellen: Grundlagen, Instrumente und Best Practices* (495-519), Wiesbaden: Springer.

Practitioner Journals

- Landau, C., Leih, S. Russo, P., Teece, D. (2016). Wenig Weißheit bei den Vielen. *Harvard Business Manager*, December 2016, 73-78.

Conference Contributions

- Landau, C., Kreutzer, M. & Hummel, M. (2016, September). Performance differences of online business models. Strategic Management Society Annual Conference, Berlin, Germany.
- Rogbeer, S., Landau, C. & Brenner, B. (2016, June). Synchronizing first mover advantages within the multinational enterprise. Annual Meeting of the Academy of Management, Anaheim, USA.
- Mack, T., & Landau, C. (2016, July). Competition and Cooperation in Innovation Contests – Micro-level Determinants of Innovativeness in Participatory Innovation Contexts. Strategic Management Society Special Conference, Rome, Italy.
- Landau, C. & Mack, T. (2015, November). Who wins open innovation contests? An empirical analysis of individual level determinants. Paper presented at the Word Open Innovation Conference, Santa Clara, USA .
- Mack, T., & Landau, C. (2015, August). Winners, losers, and deniers – self-selection in crowd innovation contests and the roles of motivation, creativity, and skills. Paper presented at the Journal of Engineering and Technology Management Special Issue Conference, Vancouver, Canada.
- Mack, T., & Landau, C. (2015, August). The decision to participate or not to participate in open innovation contests. Paper presented at the Annual Meeting of the Academy of Management, Vancouver, Canada.
- Landau, C. & Wolf, J. (2014, October). Performance of strategic sustainability groups. Paper presented at the Strategic Management Society Annual Conference, Madrid, USA.
- Landau, C. & Karna, A. (2014, October). Business model innovation for emerging markets – a case study of a German automotive company’s internationalization to India. Paper presented at the Strategic Management Society Annual Conference, Madrid, Spain.
- Landau, C., & Kreutzer, M. (2014, September). Business model configurations in the European online retail industry - identification of strategic group level e-business models using cluster

analysis. Paper presented at the Journal of Business Economics (JBE) Conference, Nuremberg, Germany.

- Landau, C., & Karna, A. (2014, June). Business model innovation for emerging markets – a German premium car manufacturer's entry into India. Paper presented at the Academy of International Business Annual Meeting, Vancouver, Canada.
- Karna, A., Landau, C., K. Uhlenbruck, & Richter, A. (2013, September). Institutional leverage capability – using home country institutions for SME internationalization. Paper presented at the Strategic Management Society Annual Conference, Atlanta, USA.
- Galal, K., Landau, C., & Richter, A. (2013, August). Inter-group and intra-group performance differences of strategic groups in the consulting industry. Paper presented at the Annual Meeting of the Academy of Management, Orlando, Florida, USA.
- Landau, C. (2013, August). Active involvement of private equity firms in portfolio companies and its performance effects. Paper presented at the Annual Meeting of the Academy of Management, Orlando, USA.
- Mack, T., & Landau, C. (2013, June). Participation decisions and idea quality in online innovation contests: an individual level investigation based on the componential model of creativity. Paper presented at the 20th International Product Development Management Conference, Paris, France.
- Mack, T., & Landau, C. (2013, September). Participants' self-selection for crowdsourced innovation contests: boon or bane? Paper presented at the Strategic Management Society Annual Conference, Atlanta, USA.
- Mack, T. & Landau, C. (2012, August). Towards a comprehensive understanding of individual innovation contribution to corporate NPD – a creativity-based approach. Paper presented at the 10th International Open and User Innovation Workshop, Boston, USA.
- Landau, C., & Bock, C. (2011, August). Value addition by private equity firms – a resource-based empirical analysis of European primary buyouts. Paper presented at the Academy of Management Annual Meeting, San Antonio, USA.
- Landau, C., Gietl, R., & Rahmel, M. (2011, November). Vertical value addition by central units in unrelated diversified multibusiness firms – the case of private equity firms. Paper presented at the Strategic Management Society Annual Conference, Miami, USA.
- Landau, C., Bock, C. (2010, November). Value addition by private equity firms in European spin-off buyouts – an empirical analysis. Paper presented at the Strategic Management Society Annual Conference, Rome, Italy.
- Landau, C., Wulf, T., Stubner, S., & Gietl, R. (2009, June). Can private equity investors add value to formerly family owned businesses? Paper presented at the Babson College Entrepreneurship Research Conference, Babson Park, USA.
- Landau, C., Gietl, R., and Stubner, S. (2009, August). Private equity and family business – can investors add to the success of former family firms? Paper presented at the Annual Meeting of the Academy of Management, Chicago, USA.