

PhD position in Business Administration/Global Business Economics

The Department of Border Region Studies (IFG) at the University of Southern Denmark, Faculty of Business & Social Sciences, invites applications for a PhD position in Business Administration/Global Business Economics. The position is vacant from 1. February 2013 or soon after. The position is located in Sønderborg.

Job description

This position is one of six full-time academic positions that form the newly established *Danfoss Center of Global Business* ([DCGB](#)) at the Department of Border Region Studies.

The Center is co-financed by a donation from the Bitten & Mads Clausen Fund and funds from the University of Southern Denmark.

The vision of the DCGB is to build a high profile, high quality research and teaching pole in the field of *global business (business administration and marketing)*. Formal and informal relations to similar international research centers are currently being established. The Center's research focuses on the growing complexity and interdependence of global business tasks and decisions – involving customers, suppliers, government agencies and other actors in different markets and cultures.

Since the center focuses on global business and marketing issues that are related to international business-to-business markets (in contrast to consumer markets), you are expected to be interested in a thesis topic in this area. More specifically, one or several of the following areas should be of interest to you:

- New ways to configure value chain activities and new types of international business models in a knowledge-based economy/ novel approaches to B2B marketing.
- Innovation and customer relations/ innovation drivers in B2B markets.
- Managing global distribution channels and sales forces in B2B markets.
- Behavioral/ experimental economics applied to B2B markets.

The department is located in Sønderborg and rooted in the unique history of the Southern Danish border region. It has lively relationships with the business community and the cultural institutions of the region. The department constitutes of an international and interdisciplinary unit with scholars organised around three research groups focusing on (a) regional economics, (b) people & society in border regions and (c) global business relationships ([GBR](#)). The DCGB is hosted within the Department of Border Region Studies and is most closely related to the GBR research group. See also [this website](#).

The Department offers teaching at all levels within Business administration, Business Relationship Management, European Studies and Regional Economics. There are approximately

800 students from about 50 countries enrolled at the department. Teaching is conducted in English. The department offers one of the most modern office and research facilities in Denmark. For information about Campus Sønderborg, please click [here](#).

Once the PhD project is initiated, you would be enrolled in the relevant PhD programme at the University of Southern Denmark (SDU). As part of the PhD study, an individual education programme within the relevant discipline of the candidate has to be completed. You would be expected to complete a six-month stay at a research institution abroad and/or at a project partner, and over the period of the programme, to acquire experience of teaching or dissemination activities. You would also be expected to participate in the various activities at the department and – apart from your stay abroad – to be regularly present at the department.

Further information can be obtained from Professor Bodo Steiner, phone: +45 6550 1221, www.sdu.dk/staff/bsteiner, or e-mail bsteiner@sam.sdu.dk.

Application, salary, etc.

Your employment as a Salaried PhD Research Fellow is governed by the agreement of October 1, 2008 on Graduate Employees in government appendix 5 – protocol on PhD Research Fellows. The scholarship runs for three years.

An application must include:

- Detailed CV
- A certified copy of your master's degree certificate including all examination results
- Application form (please see below)
- A project description (max 5 pages)
- An abstract for the above project description of no more than 250 words
- List of publications
- MSc Thesis
- At least two references

When applying for a PhD scholarship, please fill in the application form available on our [web page](#). On the webpage of the PhD-school, you can find the [guidelines](#) for preparing your project proposal within the PhD programme in Business Administration.

Certificates for national exams based on a national grade system should be associated by a document that translates the national grade system into the European Credit Transfer System. For further information please click [here](#).

All non-Danish documents must be translated into English.

Applications will be assessed by a committee. When the evaluation committee has submitted its report, the applicant will receive the part of the evaluation that concerns him/her.

Applications that are incomplete with regard to the above requirements will not be assessed by the committee.

The University encourages all interested persons to apply, regardless of age, gender, religious affiliation or ethnic background.

As part of the overall assessment of the applicant's qualifications, an interview may be applied.

Applications must be submitted electronically using the link below. Uploaded files must be in Adobe PDF (unlocked) or Word format.

[Read the guideline for applicants](#)

Each field can only contain a single file of max 10 Mb.

Campus:
Sønderborg

Application deadline:
06/12/2013

http://www.sdu.dk/en/servicenavigation/right/ledige_stillinger