Eva NIESTEN
Professor

Academy: Innovation

Research center: SKEMA Centre for Sustainability Studies

Campus: Paris

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Research interests

Sustainability, Strategic Alliances, Sustainable Business Models, Renewable Energy, Circular Economy, Clean Technologies, Environmental Alliances, Climate change adaptation

Education

2025	Habilitation à Diriger des Recherches, Management, Ecole Polytechnique, France
2009	Ph.D. in Economics, Rotterdam School of Management, Erasmus University, The Netherlands
2002	MSc in Economics, Tilburg University, The Netherlands
2017	Fellow of the Higher Education Academy, Advanced Higher Education, Great Britain
2011	Dutch University Teaching Qualification, VSNU - Universiteiten van Nederland, The Netherlands

Experience

Full-time academic positions

Since 2020	Full Professor of Strategy and Sustainability, SKEMA Business School, France
2015 - 2020	Associate Professor, Alliance Manchester Business School, Great Britain
2010 - 2015	Assistant Professor, Utrecht University, The Netherlands

Other academic affiliations and appointments

2019 - 2020	Director for Social Responsibility and Member of Senior Leadership Team, Alliance Manchester Business School, Great Britain
2016 - 2019	Associate Head for Social Responsibility, Alliance Manchester Business School, Great Britain
2009 - 2010	Jean Monnet Fellow - Postdoctoral researcher, European University Institute, Italy
2009	Postdoctoral researcher, CPB Economic Policy Analysis, The Netherlands

Research grants, Awards and Honors

Awards and Honors

2020	Honorary Position, Alliance Manchester Business School, Great Britain

2019	Curriculum for a Better Tomorrow Award, Students' Union of The University of Manchester, The University of Manchester, Great Britain
2018	Social Responsibility in the Curriculum Grant, Alliance Manchester Business School, Great Britain
2018	Teaching Excellence Award, Alliance Manchester Business School, Great Britain
2016	Teaching Excellence Award, Alliance Manchester Business School, Great Britain
2015	Teaching Excellence Award, Utrecht University, The Netherlands
2015	Best Full Paper Award, British Academy of Management
2010	Jean Monnet Fellowship, European University Institute

Research Grants

2017	Lord Alliance Strategic Research Funding Scheme, Alliance Manchester Business School, Great Britain
2013	Climate-KIC, Utrecht University, The Netherlands
2012	Smart grids - Taskforce Innovation Utrecht, Utrecht University, The Netherlands
2009	Green Innovations in European Electricity Industries, European University Institute, Italy

Publications

Peer-reviewed journal articles

CICERELLI , F., COLOMBELLI, A., NIESTEN, E. and RAVETTI, C. (2026). The role of alliance portfolio diversity for corporate decarbonization, circular economy and eco-innovation. *Journal of Technology Transfer*, 51, pp. 3747–3796.

JOLINK, A. and NIESTEN, E. (2026). The Wrath of Grapes - A sustainability case on the unsustainable impact of climate change on Salcheto winery. *Case Journal*, pp. 1-13.

NIESTEN, E., DE BAKKER, F., DAHLMANN, F. and EGRI, C. (2026). Mainstreaming Sustainability: Integration Within Business-as-Usual or Transformative Change? *Organization and Environment*, 39(3), pp. 211 - 234.

NIESTEN, E., ALALI , L. and GAGLIARDI, D. (2025). Policy instrument mix for sustainable transport: The adoption of commercial electric vehicles. *Cleaner and Responsible Consumption*, 18, pp. 100304.

NIESTEN, E., STRIUKOVA, L. and BACHA, E. (2025). Leadership Cognition as A Driver of Ecosystem Strategies in Sustainable Business Ecosystems. *M@n@gement*, 28(5), pp. 89-110.

NIESTEN, E., PEREIRA, G. and PINKSE, J. (2024). Transitioning to sustainable energy by incumbent utilities: Insights from M&As, alliances, and divestments. *Industrial and Corporate Change*, 33(5), pp. 1123-1157.

DE BAKKER, F., DAHLMANN, F., EGRI, C. and NIESTEN, E. (2024). Accelerating Sustainability Mainstreaming: Exploring the Challenges and Opportunities. *Organization and Environment*, 37(1).

NIESTEN, E., JOLINK, A. and BACHA, E. (2024). Sustainable development in turbulent environments: The impact of ESG capabilities on responses to turbulence. *Business Strategy and the Environment*, 33(7), pp. 6468-6490.

BACHA, E. and NIESTEN, E. (2024). Cognitive capabilities of moral leaders in turbulent environments: a review, theory integration and way forward. *Journal of Managerial Psychology*, 39(8), pp. 1046-1062.

PEREIRA, G.I., NIESTEN, E. and PINKSE, J. (2022). Sustainable energy systems in the making: A study on business model adaptation in incumbent utilities. *Technological Forecasting and Social Change*, 174, pp. 121207.

ALALI, L., NIESTEN, E. and GAGLIARDI, D. (2022). The impact of UK financial incentives on the adoption of electric fleets: The moderation effect of GDP change. *Transportation Research - Part A: Policy and Practice*, 161(July), pp. 200-220.

PHONGTHIYA, T., MALIK, K., NIESTEN, E. and ANANTANA, T. (2022). Innovation intermediaries for university-industry R&D collaboration: evidence from science parks in Thailand. *Journal of Technology Transfer*, 47, pp. 1885-1920.

JOLINK, A. and NIESTEN, E. (2021). Credibly reducing information asymmetry: Signaling on economic or environmental value by environmental alliances. *Long Range Planning*, 54(4), pp. 101996.

BARBIC, F., JOLINK, A., NIESTEN, E. and HIDALGO, A. (2021). Opening and closing open innovation projects: A contractual perspective. *Industrial Marketing Management*, 94, pp. 174-186.

JOLINK, A. and NIESTEN, E. (2021). Virtual Reality and Sustainable Behavior in Business. *Cleaner and Responsible Consumption*, 2, pp. 100012.

MOHAMMED, L., NIESTEN, E. and GAGLIARDI, D. (2020). Adoption of alternative fuel vehicle fleets-A theoretical framework of barriers and enablers. *Transportation Research - Part D: Transport and Environment*, 88, pp. 102558.

PANWAR, R. and NIESTEN, E. (2020). Advancing Circular Economy. *Business Strategy and the Environment*, 29(6), pp. 2890-2892.

DZHENGIZ, T. and NIESTEN, E. (2020). Competences for Environmental Sustainability: A Systematic Review on the Impact of Absorptive Capacity and Capabilities. *Journal of Business Ethics*, 162(-), pp. 881-906.

NIESTEN, E. and JOLINK, A. (2020). Motivations for environmental alliances: Generating and internalizing environmental and knowledge value. *International Journal of Management Reviews*, 22(4), pp. 356-377.

NIESTEN, E. and STEFAN, I. (2019). Embracing the Paradox of Interorganizational Value Co-creation–Value Capture: A Literature Review towards Paradox Resolution. *International Journal of Management Reviews*, 21(2), pp. 231-255.

NIESTEN, E. and JOLINK, A. (2018). Alliance governance choices: Disentangling the effects of uncertainty and alliance experience. *Long Range Planning*, 51(2), pp. 320-333.

NIESTEN, E., JOLINK, A. and CHAPPIN, M. (2018). Investments in the Dutch onshore wind energy industry: A review of investor profiles and the impact of renewable energy subsidies. *Renewable & Sustainable Energy Reviews*, 81(2), pp. 2519-2525.

DARMANI, A., NIESTEN, E. and HEKKERT, M. (2017). Characteristics of investors in onshore wind power in Sweden. *Environmental Innovation and Societal Transitions*, 24(-), pp. 67-82.

EVELEENS, C., VAN RIJNSOEVER, F. and NIESTEN, E. (2017). How network-based incubation helps start-up performance: a systematic review against the background of management theories. *Journal of Technology Transfer*, 42(-), pp. 676-713.

NIESTEN, E., JOLINK, A., LOPES DE SOUSA JABBOUR, A.B., CHAPPIN, M. and LOZANO, R. (2017). Sustainable collaboration: The impact of governance and institutions on sustainable performance. *Journal of Cleaner Production*, 155(Part 2), pp. 1-6.

KISHNA, M., NIESTEN, E., NEGRO, S.O. and HEKKERT, M. (2017). The role of alliances in creating legitimacy of sustainable technologies: A study on the field of bio-plastics. *Journal of Cleaner Production*, 155(Part 2), pp. 7-16.

NIESTEN, E. and ALKEMADE, F. (2016). How is value created and captured in smart grids? A review of the literature and an analysis of pilot projects. *Renewable & Sustainable Energy Reviews*, 53(-), pp. 629-638.

JOLINK, A. and NIESTEN, E. (2016). The Impact of Venture Capital on Governance Decisions in Collaborations with Start-ups. *Small Business Economics*, 47(-), pp. 331-344.

WESSELING, J., NIESTEN, E., FABER, J. and HEKKERT, M. (2015). Business Strategies of Incumbents in the Market for Electric Vehicles: Opportunities and Incentives for Sustainable Innovation. *Business Strategy and the Environment*, 24(6), pp. 518-531.

SMINK, M., NEGRO, S.O., NIESTEN, E. and HEKKERT, M. (2015). How mismatching institutional logics hinder niche–regime interaction and how boundary spanners intervene. *Technological Forecasting and Social Change*, 100(-), pp. 225-237.

NIESTEN, E. and LOZANO, R. (2015). Making, buying and collaborating for more sustainable production and consumption. *Journal of Cleaner Production*, 100(-), pp. 1-3.

JOLINK, A. and NIESTEN, E. (2015). Sustainable development and business models of entrepreneurs in the organic food industry. *Business Strategy and the Environment*, 24(6), pp. 386-401.

NIESTEN, E. and JOLINK, A. (2015). The Impact of Alliance Management Capabilities on Alliance Attributes and Performance: A Literature Review. *International Journal of Management Reviews*, 17(1), pp. 69-100.

NIESTEN, E. and JOLINK, A. (2014). Absence of a market in the Dutch balancing mechanism: European rules versus specific investments. *European Journal of Law and Economics*, 38(-), pp. 71-90.

NIESTEN, E. and JOLINK, A. (2012). Incentives, opportunism and behavioral uncertainty in electricity industries. *Journal of Business Research*, 65(7), pp. 1031-1039.

JOLINK, A. and NIESTEN, E. (2012). Recent qualitative advances on hybrid organizations: Taking stock, looking ahead. *Scandinavian Journal of Management*, 28(2), pp. 149-161.

NIESTEN, E. and JOLINK, A. (2012). Regulating opportunism in the electricity industry and consumer interests. *Utilities Policy*, 20(1), pp. 38-45.

NIESTEN, E. (2010). Network investments and the integration of distributed generation: Regulatory recommendations for the Dutch electricity industry. *Energy Policy*, 38(8), pp. 4355-4362.

JOLINK, A. and NIESTEN, E. (2008). Governance transformations through regulations in the electricity sector: the Dutch case. *International Review of Applied Economics*, 22(4), pp. 499-508.

NIESTEN, E. (2006). Regulatory institutions and governance transformations in liberalising electricity industries. *Annals of Public and Cooperative Economics*, 77(3), pp. 291-307.

Book chapters

JOLINK, A. and NIESTEN, E. (2021). Financing the energy transition: The role of public funding, collaboration and private equity. In: Rubino, A., Sapio, A., and La Scala, M. eds. *Handbook of Energy Economics and Policy*. 1st ed. Amsterdam: Elsevier, pp. 521-547.

JOLINK, A. and NIESTEN, E. (2012). Hybrid governance. In: M. Dietrich & J. Krafft (ed.). *Handbook on the Economics and Theory of the Firm*. 1st ed. Cheltenham: Edward Elgar Publishing, pp. 120-135.

Editorials of a journal

PANWAR, R. and NIESTEN, E. (2022). Jump-starting, diffusing, and sustaining the circular economy. *Business Strategy and the Environment*, 31(6), pp. 2637-2640.

Conference proceedings

TWYFORD, J., MASSINI, S. and NIESTEN, E. (2025). The Impact of ESG Scores on Governance Structures of Partnerships in the Renewable Energy Industry. *Academy of Management Proceedings*, 2025(1), pp. 10890.

JOLINK, A. and NIESTEN, E. (2024). The Direction of Problemistic Search: Opening the Black Box with Virtual Reality. *Academy of Management Proceedings*, 2024(18938), pp. 40.

NIESTEN, E., JOLINK, A. and IYIDOGAN, E. (2024). The Comparative Efficiency of Blockchain Governance–Empirical Evidence on the Fashion Supply Chain. *Academy of Management Proceedings*, 12953(2024), pp. 40.

NIESTEN, E., JOLINK, A. and PINKSE, J. (2024). Mitigating Uncertainty in Sustainable Business Ecosystems: Ecosystem Strategies of Solar Firms. *Academy of Management Proceedings*, 2024(11735), pp. 40.

NIESTEN, E. and JOLINK, A. (2023). Identifying Managerial Search Strategies in Virtual Reality. *Academy of Management Proceedings*.

JOLINK, A. and NIESTEN, E. (2019). Can do or should do: Differential signaling for environmental legitimacy. *Academy of Management Proceedings*, -(-), pp. -.

NIESTEN, E. and JOLINK, A. (2019). Environmental Alliances: The performance drivers of creating and internalizing externalities. *Academy of Management Proceedings*, -(-), pp. -.

NIESTEN, E. and STEFAN, I. (2018). Embracing the Paradox of Inter-organisational Value Creation-Value Capture: A Literature Review. *Academy of Management Proceedings*.

Keynote speaker

NIESTEN, E. (2026). Building Resilience: How Firms Adapt to Climate Change Through Data and Innovation. In: R&D Management Conference. University of Manchester.

NIESTEN, E. (2022). Business ecosystem strategies of solar energy firms. Bø.

Conference presentations

NIESTEN, E., JOLINK, A. and BLEDA, M. (2026). Strategic Shifts to Sustainability by Energy Utilities: How Environmental Capabilities and Stock Returns Shape Fossil-Fuel Divestments. In: GRONEN. Barcelona.

PONCE OLIVA, R., IBÁÑEZ , M.J., NIESTEN, E., JAUNY, I., PINKSE, J. and SLAWINSKI, N. (2026). Centers as Beacons in a Disrupted World: Managing Tensions and Trade-offs in Sustainability Research Centers. In: GRONEN. Barcelona.

NIESTEN, E., JOLINK, A. and PINKSE, J. (2026). Replication or Renewal? Business Model Innovation under Fit-Conserving and Fit-Destroying Change. In: R&D Management. Manchester.

JOLINK, A., NIESTEN, E., BACHA, E., BLAIR, B. and UNTER, K. (2026). From Terroir to Turmoil: Absorptive Capacity and Business Model Innovations in French Wineries. In: TerClim 2026. Angers.

NIESTEN, E., JOLINK, A. and BLEDA, M. (2025). Strategic Shifts towards Sustainability: How Divestments of Incumbent Energy Assets Impact Utility Stock Returns. In: Strategic Management Society Conference. Palermo.

VALENTINI , G. and NIESTEN, E. (2025). Absorptive capacity for circular economy: unpacking the role of inter-organizational partnerships in food waste reduction. In: Business and Society SI workshop. online.

NIESTEN, E., JOLINK, A., BLAIR, B. and BACHA, E. (2025). Adapting to Climate Change: Business Model Innovations of French Wineries. In: Academy of Management Conference. Copenhagen.

NIESTEN, E., IYIDOGAN, E. and JOLINK, A. (2024). The Comparative Efficiency of Blockchain Governance–Empirical Evidence on the Fashion Supply Chain. In: Annual Meeting of the Academy of Management.

NIESTEN, E., STRIUKOVA, L. and PRÆST KNUDSEN, M. (2023). Unlocking Value from Emerging Technologies in Business Ecosystems – A study on autonomous electric vehicles. In: New Business Models Conference. Maastricht.

NIESTEN, E., JOLINK, A. and BACHA, E. (2023). Sustainability in Environmental Turbulence: Signaling on Symbolic and Substantive Actions. In: SMS Conference. Toronto.

NIESTEN, E. (2022). Business ecosystem strategies of solar energy firms. In: Gronen Conference. Amsterdam.

NIESTEN, E., JOLINK, A. and PINKSE, J. (2022). Business ecosystem strategies of solar energy firms. In: GRONEN 2022. Amsterdam.

NIESTEN, E. (2021). Sustainable Business Models. In: SKEMA Social Ventures Summit. Paris.

NIESTEN, E. (2021). The pursuit of sustainable energy by incumbent utilities - Insights from corporate deals from 1990-2019. In: University of South-Eastern Norway. Bo.

NIESTEN, E. (2021). The pursuit of sustainable energy by incumbent utilities - Insights from corporate deals from 1990-2019. In: University of Coimbra. online.

NIESTEN, E., PEREIRA, G. and PINKSE, J. (2021). What shapes incumbent utilities' expansion into sustainability? the role of uncertainty, experience, and performance. In: European Network on the Economics of the Firm. Paris.

PEREIRA, G., NIESTEN, E. and PINKSE, J. (2021). Sustainable energy systems in the making: A study on business model adaptation in incumbent utilities. In: French Association Energy Economists. Paris.

NIESTEN, E., PEREIRA, G. and PINKSE, J. (2021). The pursuit of sustainable energy by incumbent utilities: Insights from corporate deals from 1990-2019. In: SKEMA Business School Research Seminar. Paris.

JOLINK, A. and NIESTEN, E. (2019). Partnerships and alliances for sustainable innovation and performance. In: AOM American Academy of Management Conference. Boston.

JOLINK, A. and NIESTEN, E. (2019). Legitimacy perceptions and institutional drivers of environmental sustainability. In: AOM American Academy of Management Conference. Boston.

NIESTEN, E. and JOLINK, A. (2018). Why Do Firms Explore or Exploit in Sustainable Alliances: The Impact of Legitimacy and Government Support. In: BAM (British Academy of Management) Conference. Bristol.

NIESTEN, E. and JOLINK, A. (2018). Why Do Firms Collaborate for Environmental Innovations? The Objectives of Environmental Exploration and Exploitation Alliances. In: BAM (British Academy of Management) Conference. Bristol.

NIESTEN, E. and JOLINK, A. (2017). Are Environmental Collaborative Strategies Greener Pastures? An Exploration (and Exploitation). In: Strategic Management Society Special Conference. San José.

NIESTEN, E. and JOLINK, A. (2017). Alliance Governance Choices: Disentangling the Effects of Uncertainty and Alliance Experience. In: Strategic Management Society Special Conference. San José.

NIESTEN, E. and JOLINK, A. (2017). Why Firms Collaborate for Sustainability. In: BAM (British Academy of Management) Conference. Coventry.

NIESTEN, E. and JOLINK, A. (2016). The Role of Partner and Alliance Dissimilarity and Equity Experience in alliance governance. In: Strategic Management Society Special Conference. Berlin.

NIESTEN, E. and JOLINK, A. (2016). Knowing me, knowing you: equity alliances with dissimilar partners. In: BAM (British Academy of Management) Conference. Newcastle.

NIESTEN, E. and JOLINK, A. (2016). Governing Equity alliances. In: EURAM (European Academy of Management) Conference. Paris.

JOLINK, A. and NIESTEN, E. (2015). The impact of venture Capital on Alliances of Start- ups. In: Strategic Management Society Special Conference. Denver.

JOLINK, A. and NIESTEN, E. (2015). With a little help from my friends': Impact of Venture Capital on Alliances of Start-ups. In: BAM (British Academy of Management) Conference. Postmouth.

NIESTEN, E. and JOLINK, A. (2015). Like Chalk and Cheese? Governing alliances when partners differ. In: The Governance of a Complex World Conference. Nice.

Faculty research seminar presentations

NIESTEN, E. (2024). Portfolio diversity of environmental alliances & divestments by energy utilities. In: University of South-Eastern Norway. Bø.

NIESTEN, E. (2023). Sustainability in Turbulent Environments. In: University of South-Eastern Norway. Bø.

NIESTEN, E. (2023). Transitioning to sustainable energy by incumbent utilities - Insights from M&As, alliances, and divestments. In: University of Siena. Siena.

NIESTEN, E. (2023). Sustainable Business Models. In: University of South-Eastern Norway. Bø.

Other research activities

Chief editor

Since 2026	Cleaner and Responsible Consumption

Senior or associate editor

Since 2025	Organization and Environment
2020 - 2026	Cleaner and Responsible Consumption

Editorial board member

Since 2025	Organization and Environment
2023 - 2026	Strategic Change

Organization of a conference or a seminar

2025	Business and Society Workshop, SKEMA Business School, France
2022 - 2024	Gronen 2024 Conference
2021	European Network on the Economics of the Firm

Affiliations

Since 2026	President of GRONEN
2025 - 2026	Vice-President GRONEN
2023 - 2025	Conference Coordinator GRONEN

PhD supervision

Since 2025	S. ADAMS, SKEMA Business School, PhD thesis, Thesis co-director
Since 2025	L. GHANEM, SKEMA Business School, PhD thesis, Thesis co-director
2026	C. JUIN, Ecole Polytechnique, PhD thesis, Thesis jury member
2026	N. SORIN, SKEMA Business School, PhD thesis, Thesis Jury President
2026	E. JOHANSSON, Luleå University of Technology, PhD thesis, Thesis jury member
2026	T. BJARTMARZ, Copenhagen Business School, PhD thesis, Thesis jury member

2026	P. P. PATHAK, Politecnico di Milano, PhD thesis, Thesis jury member
2025	F. CICERELLI, Politecnico di Torino, PhD thesis, Thesis jury member
2025	G. LOPEZ ALTAMIRANO, SKEMA Business School, PhD thesis, Thesis co-director
2024	M. ARSALAN, The University of Newcastle , PhD thesis, Thesis Reviewer
2024	J. TWYFORD, Alliance Manchester Business School, PhD thesis, Thesis co-director
2024	J. ORMANDY, Alliance Manchester Business School, PhD thesis, Thesis co-director
2022	L. MOHAMMED, Alliance Manchester Business School, PhD thesis, Thesis director
2021	Y. GUERROUD, Université Côte d'Azur, PhD thesis, Thesis jury member
2021	A. TULADHAR, University of Bath School of Management, PhD thesis, Thesis jury member
2020	T. PHONGTHIYA, Alliance Manchester Business School, PhD thesis, Thesis co-director
2020	P. STERZENBACH, Alliance Manchester Business School, PhD thesis, Thesis jury member
2019	C. EVELEENS, Utrecht University, PhD thesis, Thesis co-director
2018	B. KOEHLER, The University of Notre Dame, PhD thesis, Thesis Reviewer
2015	J. WESSELING, Utrecht University, PhD thesis, Thesis co-director
2015	M. SMINK, Utrecht University, PhD thesis, Thesis co-director
2015	M. KISHNA, Utrecht University, PhD thesis, Thesis co-director

Other academic activities

Since 2023	Special Issue Editor O&E