

Frida Perner - Publications

PEER-REVIEWED ARTICLES

1. Perner, F. (2021). Enacting Professional Service Work in Times of Digitalization and Potential Disruption. *Journal of Service Research*, 1094670520916801.
2. Perner, F., Börjeson, L. & Werr, A. (2020). The role of chief executive tenure for public organizations' hiring of management consultants. *Governance: An international journal of policy, administration and institutions*.
3. Skjølvik, T. & Perner, F. (2019). The cues that matter: Screening for quality signals in the ex ante phase of buying professional services. *Journal of Business Research*, 98, 352-365.
4. Perner, F., Sieweke, J., & Werr, A. (2018). The relationship between national culture and the use of professional services: Evidence from two cross-country studies. *Journal of Purchasing and Supply Management*, 24(4), 314-325.
5. Essén, A., Perner, F., Englund, P. & Szczyński, K. (2018). Well, what do you know? Exploring physicians' embedded framings of management consultants and their expertise. *Journal of Professions and Organizations*, 5(3), 262-278.
6. Perner, F., & Skjølvik, T. (2017). Adopt or Adapt? Unpacking the Role of Institutional Work Processes in the Implementation of New Regulations. *Journal of Public Administration Research and Theory*, mux020.
7. Skjølvik, T., Perner, F., & Løwendahl, B. R. (2017). Strategic management of professional service firms: Reviewing ABS journals and identifying key research themes. *Journal of Professions and Organization*, 4(2), 203-225.
8. Perner, F. & Skjølvik, T. (2016) Purchasing Policy or Purchasing Police? The Influence of Institutional Logics and Power on Responses to Purchasing Formalization, *Journal of Supply Chain Management*, 52(4).
9. Perner, F., Werr, A. & Bianchi, M., (2014). Purchasing professional services: Procedures, determinants and consequences of client professionalization. *Industrial Marketing Management*. 43(5), pp. 840-849.
10. Perner, F., Sieweke, J., Werr, A., Mohe, M., & Birkner, S. (2014) The cultural embeddedness of professional service purchasing - a comparative study of German and Swedish companies. *Journal of Purchasing and Supply Management*. 20(4), pp. 273-285.
11. Perner, F. & Werr, A. (2013) The uncertain client of management consulting services. *International Studies of Management and Organization*. 43(3), pp. 22-40.
12. Näslund, L. & Perner, F. (2012) The appropriated language: dominant stories as a source of organizational inertia. *Human Relations*. 65:1, pp. 89-110

13. Werr, A. & Perner, F. (2007). Purchasing management consulting services - From management autonomy to purchasing involvement. *Journal of Purchasing and Supply Management*, 13: 2 pp. 98-112.

BOOKS AND BOOK CHAPTERS

14. van den Berg, C., Howlett, M., Migone, A., Howard, M., Perner, F. & Gunter, H. (2020). *Policy Consultancy in Comparative Perspective. Patterns, Nuances and Implications of the Contractor State*. Cambridge: Cambridge University Press
15. Skjølsvik, T., & Breunig, K. J., & Perner, F (2018). Digitalization of Professional Services: The Case of Value Creation in Virtual Law Firms. In: Andersson, P., Movin, S., Mähring, M., Teigland, R. & Wennberg, K. (Eds.) *Managing Digital Transformation* (pp. 155-174), Stockholm: SIR
16. Näslund, L. & Perner, F. (2017) Disembedding expertise – the shift from relational to formalized purchasing practices. In: Furusten, S. & Werr, A. (eds.) *The Organization of the Expert Society*. London: Routledge
17. Alexius, S. & Perner, F. (2013). Struggling to challenge an informal field order: Professional associations as standard-setters. In: Buono, A. et al. (eds.) *Research in Management Consulting*. Greenwich: Information Age Publishing
18. Perner, F., (2012). Att köpa konsulttjänster – relation eller transaktion? [Buying consulting services – relation or transaction?] In: Furusten, S. & Werr, A., (eds.) *Expertsamhällets organisering. Okunskapens triumf? [Organizing the expert society. The triumph of ignorance?]* Lund: Studentlitteratur

PEER-REVIEWED PROCEEDINGS

19. Perner, F. (2019). From purchase to recruitment. Exploring how the need to buy consulting services is constructed in the pre-purchase phase. In: Guclu Atinc (Ed.), *Proceedings of the Seventy-ninth Annual Meeting of the Academy of Management*. Online ISSN: 2151-6561
20. Perner, F., Werr, A. & Börjeson, L. (2016). Government agencies' hiring of management consultants in Sweden – an explorative study. *Academy of Management Proceedings 2016*
21. Perner, F & Skjølsvik, T. (2015) Dealing with institutional complexity: Public procurement of management consulting services. *Academy of Management Proceedings 2015*
22. Perner, F. (2013). Evaluating service quality ex ante. Public procurement of management consulting services. *IPSERA Proceedings*
23. Perner, F. & Skjølsvik, T. (2012) Client and consultant logics on the purchasing of consulting services. *Academy of Management Proceedings 2012*

24. Werr, A. & Perner, F. (2005). Purchasing management consultants – From personal ties to organizational procedures. *Academy of Management Proceedings* 2005.

DISSERTATION

25. Perner, F. (2008) *Framgång eller fiasko? En studie av hur klienter utvärderar konsultprojekt. [Success or failure? A study of how clients evaluate consulting projects]* Stockholm: EFI

WORKING PAPERS

26. Perner, F. (2014). *Exploring the microdynamics of informal evaluation - the case of management consulting projects*. SSE Working Paper Series in Business Administration, Stockholm School of Economics No 2014:1
27. Perner, F. (2014). *Which consultant should we hire? An explorative study of how quality is evaluated ex ante in public procurement*. SSE Working Paper Series in Business Administration, Stockholm School of Economics. No 2014:2
28. Perner, F. & Werr, A. (2005). *Between exploitation and control – Clients' conceptions of the consultant-client relationship*. SSE/EFI Working Paper Series in Business Administration. No 2005:4

CONFERENCE PAPERS

29. Perner, F., Walker, C. & Skjølsvik, T. (2021). *Digital business model innovation in tech-based professional service firms*. Paper presented at the 3rd Nordic Workshop on Digital Foundations of Business, Operations, Strategy and Innovation (DBOSI' 21).
30. Jonsson, A., Kronblad, C. & Perner, F. (2020). *Reconfiguring professional service work*. Paper presented at EGOS.
31. Skjølsvik, T. & Perner, F. (2020). *Digitally enabled professional service organizations: Institutional entrepreneurship in legal tech*. Paper presented at EGOS.
32. Perner, F. (2019). *From purchase to recruitment. Exploring how the need to buy consulting services is constructed in the pre-purchase phase*. Academy of Management, Boston, US.
33. Perner, F. & Werr, A., (2019). *Enacting Professional Service Work in Times of Digital Disruption*. Paper presented at the Centre for Professional Service Firms' Annual Conference. Saïd Business School, Boston, US
34. Skjølsvik, T. & Perner, F. (2019). *Digitally enabled professional service organizations: Institutional entrepreneurship in legal tech*. Academy of Management, Boston, US.

35. Skjølsvik, T. & Perner, F. (2019). *Digitally enabled professional service organizations: Institutional entrepreneurship in legal tech*. Paper presented at the Centre for Professional Service Firms' Annual Conference. Saïd Business School, Boston, US
36. Perner, F., Skjølsvik, T. & Werr, A. (2018). *Professional service firms and the digital revolution - An exploratory study of challenges and responses*. Paper presented at the Centre for Professional Service Firms' Annual Conference. Saïd Business School, University of Oxford, Oxford
37. Perner, F., Skjølsvik, T. & Werr, A. (2018). *From Professional to Artificial Knowledge - Digitalization and the Professional Service Firm*. Paper presented at the AOM Specialized Conference on Big Data and Managing in a Digital Economy, Surrey, UK
38. Perner, F. & Essén, A. (2017) *Inter-professional relationships in healthcare*. Centre for Professional Service Firms' Annual Conference. Saïd Business School, hosted by SSE
39. Perner, F. & Werr, A., (2016). *Who is the client? Selling professional services under institutional complexity*. Paper presented at the Centre for Professional Service Firms' Annual Conference. Saïd Business School, University of Oxford, Oxford
40. Skjølsvik, T. & Perner, F., (2016). *The cues that matter: understanding ex-ante quality in business-to-business professional services*. Paper presented at the Academy of Management, Anaheim
41. Skjølsvik, T., Løwendahl, B. & Perner, F. (2016). *The other Ps – key drivers of strategic management in professional service firms*. Paper presented at the Academy of Management, Anaheim
42. Perner, F & Skjølsvik, T. (2015) *Dealing with institutional complexity: Public procurement of management consulting services*. Paper presented at the Academy of Management, Vancouver. Won the MC Division's Best Paper Award.
43. Skjølsvik, T., Løwendahl, B. & Perner, F. (2015). *The other Ps: Key drivers of strategic management in PSFs anno 2015*. Presented at the Centre for Professional Service Firms' Annual Conference. Saïd Business School, University of Oxford, Oxford
44. Perner, F., Börjeson, L. & Werr, A. (2015). *The new CEO as a driver of demand for management consulting services in the Swedish public sector*. Presented at the 31st EGOS Colloquium, Athens
45. Perner, F., Börjeson, L. & Werr, A. (2014). *The new CEO as a driver of demand for management consulting services in the Swedish public sector*. Presented at the Novak Druce Annual Conference on Professional Service Firms. Saïd Business School, University of Oxford, Washington.
46. Perner, F & Skjølsvik, T. (2014). *Dealing with institutional complexity: the case of quality evaluation in public procurement of professional services*. Presented at the Novak Druce Annual Conference on Professional Service Firms. Saïd Business School, University of Oxford, Washington.

47. Näslund, L. & Perner, (2014). *Through a glass, darkly: Boundary-work in client-consultant interaction*. Presented at the Academy of Management, Philadelphia
48. Perner, F. (2014). *Invisible but powerful – the discursive framing of management consulting projects*. Presented at the Academy of Management, Philadelphia
49. Perner, F. & Skjølvik, T. (2014). *Micro-level strategies for dealing with competing institutional logics: The case of purchasing management consulting services*. Presented at the 30th EGOS Colloquium, Rotterdam
50. Perner, F. (2013). *The informal evaluation of professional service projects*. Presented at the Novak Druce Annual Conference on Professional Service Firms. Saïd Business School, University of Oxford, Oxford.
51. Perner, F. & Skjølvik, T. (2012) *Client and consultant logics on the purchasing of consulting services*. Presented at the Academy of Management, Boston, US. Winner of Best Paper Award.
52. Perner, F., Sieweke, J. & Werr, A. (2012). *The influence of national culture on the use of management consultants*. Presented at the Academy of Management, Boston, US.
53. Näslund, L. & Perner, F. (2012). *Through a glass darkly. Client-consultant interaction as an exploration of organizational boundaries*. Paper accepted for presentation at the 28th EGOS Colloquium, Helsinki
54. Alexius, S. & Perner, F., (2011). *Undercover Standardization. Struggling to Change an Informal Field Order*. Presented at the 5th International Conference on Management Consulting. Management Consulting Division – Academy of Management, Amsterdam
55. Perner, F., (2011). *Making the right choice: An empirical study of agency selection consultants and their roles as principals and agents*. Presented at the 27th EGOS Colloquium, Gothenburg
56. Perner, F. & Skjølvik, T., (2011). *The buyer-seller paradox of professional service value co-production: From buyer to supplier participation*. Presented at the NFF conference, Stockholm
57. Perner, F. & Werr, A., (2011). *Purchasing Professional Services*. Accepted for presentation, Academy of Management Meeting, San Antonio.
58. Perner, F., Sieweke, J., Werr, A., Mohe, M. & Birkner, S., (2010). *The cultural embeddedness of management advisory services. A comparative study of Germany and Sweden*. Paper presented at the Academy of Management Meeting, Montreal
59. Perner, F. (2010). Turning intangibles into tangibles. *The construction of quality in public procurement of management consulting services*. Paper presented at the 26th EGOS Colloquium, Lisbon

60. Perner, F., (2009) *In the eye of the beholder: The evaluation of management consulting projects in client organizations*. Paper accepted for presentation at the Academy of Management Meeting, New Orleans
61. Perner, F. (2009). *The construction of failure and success: An empirical study of how management consulting projects are perceived in client organizations*. Paper presented at the 25th EGOS Colloquium, Barcelona
62. Perner, F., (2009). *Konkurrens på olika villkor? Problemställningar vid upphandling av konsulttjänster inom offentlig sektor [Different demands on competition. Problems and challenges in the public procurement of consulting services]*. Paper presented at the Pros and Cons workshop organized by the Swedish Competition Agency, April 2009, Stockholm
63. Perner, F. & Hargeskog, S-E., (2009). *Creating Jobs in Sweden through Public Procurement of Innovation - the Case of InMotion*. Paper presented at the 4th IRSP conference, Lisbon.
64. Perner, F. & Werr, A., (2009). *Professionalizing the use of management consulting services. An investigation into structures and procedures for the use of MC services in Swedish organizations*. Paper presented at the 4th International Conference on Management Consulting. Management Consulting Division – Academy of Management, Vienna.
65. Näslund, L. & Perner, F. (2009). *The allure of the grand narrative: the role of storytelling in organizational change*. Paper presented at the 25th EGOS Colloquium, Barcelona
66. Näslund, L. & Perner, F. (2008). *Making or breaking trust? The impact of client-consultant interaction on the dissemination and consumption of management ideas*. Paper presented at the 24th EGOS Colloquium, Amsterdam.
67. Perner, F., & Werr, A. (2006). *Between exploitation and control - clients' conceptions of the consultant-client relationship*. Paper presented at the Academy of Management Meeting, Atlanta. Frida Perner
68. Werr, A. & Perner, F. (2005). *Purchasing management consultants – From personal ties to organizational procedures*. Paper presented at the Academy of Management Meeting, Honolulu, Hawaii, nominated for Best Paper Award.