

SANDER VAN TRIEST

CV November 2023

Address:

dr ir S.P. van Triest
Amsterdam Business School
University of Amsterdam
Visiting address:

Room M2.07, Plantage Muidergracht 12, 1018 TV Amsterdam

Postal address:

Room M2.07, P.O. Box 15953, 1001 NL Amsterdam, The Netherlands

Contact:

s.p.vantriest@uva.nl
+31 6 41106836
www.uva.nl/profile/s.p.vantriest

Current position

Amsterdam Business School, University of Amsterdam

Associate professor of management accounting, since 2009
Head of Accounting section, since November 2023
Programme director Executive Master Finance & Control, since September 2023

Past positions

Amsterdam Business School, University of Amsterdam

Programme director MSc Accountancy & Control part-time, 2007 – 2019
Programme director MSc Accountancy & Control full-time, 2007 – 2017
Track coordinator Accountancy & Control in BSc Economics and Business, 2015 – 2016
Head of Accounting section, 2010 – 2015
Director, ABS Graduate School of Business, 2011 – 2014
Acting head, Education Service Center, 2012 – 2014
Co-director, College of Economics and Business, 2011 – 2014
Assistant professor of management accounting, 2005 – 2009

University of Twente

Assistant professor of management accounting, 2000 – 2005
Ph.D. researcher, 1996 – 2000

Publications - international

Incentives and effort in the public and private sector (2023) *Public Administration Research*, in press, <https://doi.org/10.1111/puar.13691>

Understanding performance in professional services for innovation intermediation: Technology consultants vs. management consultants (2023), *Technovation*, 126, Article 102824, with Chris Williams, <https://doi.org/10.1016/j.technovation.2023.102824>

Under which circumstances are enabling control and control extensiveness related to employee performance? (2023) *Management Accounting Research*, 59, Article 100831, with Bianca Groen and Helena Kloosterman, <https://doi.org/10.1016/j.mar.2023.100831>

- Following the chain of command? How managers balance benefits and risks in granting autonomy to employees, *European Management Journal*, in press, with Chris Williams, <https://doi.org/10.1016/j.emj.2022.08.007>
- Innovativeness in the professional services industry: A practice level analysis (2021), *European Management Review*, 18(3), 263-276, with Chris Williams.
- Managing flexible work arrangements: teleworking and output controls (2018), *European Management Journal*, 36, 727-735, with Bianca Groen, Michael Coers and Neeke Wtenweerde.
- Product launch performance in hi-tech SMEs: Newness to the firm and the role of management controls (2017), *International Journal of Innovation Management*, 22(3), 1-22, with Chris Williams.
- Unintended consequences of changing accounting standards: the case of fair value accounting and mandatory dividends (2014), *Abacus*, 50(3), 342-368, with Igor Goncharov.
- Management control and the decentralization of R&D (2013), *Journal of Management*, 39(4), 906-927, with Brigitte Ecker and Chris Williams.
- Do fair value adjustments influence dividend policy? (2011), *Accounting and Business Research*, 41(1), 1-18, with Igor Goncharov.
- The impact of corporate and national cultures on decentralization in multinational corporations (2009), *International Business Review*, 18, 156-167, with Chris Williams.
- The impact of customer-specific marketing activities on customer profitability and retention (2009), *Marketing Letters*, 20(2), 125-138, with Maurice Bun, Erik van Raaij and Maarten Vernooy.
- The use of costing information in Egypt: a research note (2007), *Journal of Accounting and Organizational Change*, 3(3), 329-343, with Mohamed Elshahat.
- Valuing patents on cost-reducing technology: a case study (2007), *International Journal of Production Economics*, 105, 282-292, with Wim Vis.
- Customer size and customer profitability in non-contractual relationships (2005), *The Journal of Business and Industrial Marketing*, 20(3), 148-155.
- The implementation of customer profitability analysis: a case study (2003), *Industrial Marketing Management*, 32, 573-583, with Erik van Raaij and Maarten Vernooy.

Publications – Dutch and other

- Williams, C., van Triest, S.P. (2023), Researching Practice Areas of Consultancy Firms, *Management Consulting Journal*, Vol 6(2), 104-110, doi:10.2478/mcj-2023-0012
- Triest, S.P. van, J. Blom (2018), Supplier initiated open book accounting: using accounting information to initiate changes in a services supply chain, in: M. Carlsson-Wall, H. Hakansson, K. Kraus, J. Lind, & T. Strömsten (Eds.), *Accounting, innovation and inter-organisational relationships* (Routledge Accounting Series), Routledge, 176-196.
- Vorst, C.S., J.J.F. van Raak, S.P. van Triest (2015), Beïnvloedt negatief nieuws de aantrekkelijkheid van grote accountantskantoren voor potentiële werknemers? *Maandblad voor Accountancy en Bedrijfseconomie*, 89(5), 164-173 ('Does negative news influence the attractiveness of Big 4 firms for potential employees?').
- Triest, S.P. van (2013), Mag het ook wat minder? De accountant als wetenschapper, of waarom The Accounting Review toch goed voor je is. *Faces*, 15(2), 34-37

- (‘The accountant as a scientist, or why you should read The Accounting Review’).
- Triest, S.P. van, T.P.G. van Mullem (ed.) (2008), *Financieel management in de praktijk: Liber Amicorum voor prof. dr. Jan Bilderbeek*, University of Twente (‘Financial management in practice: honorary collection for Jan Bilderbeek’).
- Triest, S.P. van (2008), ‘What is goodwill?’, in: Triest, S.P. van, T.P.G. van Mullem (ed) (2008), *Financieel management in de praktijk: Liber Amicorum voor prof. dr. Jan Bilderbeek*, University of Twente, 142-156.
- Haanen, R.A.J., V.S. Maas, S.P. van Triest (2006), ‘Relatieve prestatiemeting bij AEX-fondsen’, *Maandblad voor Accountancy en Bedrijfseconomie*, 80(10), 298-306 (‘Relative performance evaluation at major Dutch listed firms’).
- Triest, S.P. van, J. Weimer (2006), ‘Dilemma’s rondom impairment testing onder IFRS’, *Handboek Accountancy*, supplement 9 (‘Dilemmas in impairment testing under IFRS’).
- Triest, S.P. van, J. Weimer (2005), ‘Waardetoetsing van goodwill volgens IAS 36 en FAS 142’, *Maandblad voor Accountancy en Bedrijfseconomie*, 79(10), 486-494 (‘Goodwill impairment testing under IAS 36 and FAS 142’).
- Triest, S.P. van, M.J.F. Wouters (2005), ‘Management & Cost Accounting, 6th ed: Colin Drury (book review)’, *International Journal of Accounting*, 40(1), 107-112.
- Triest, S.P. van, J. Weimer (2004), ‘Koersreacties op aankondigingen van goodwill impairments in Nederland’, *Maandblad voor Accountancy en Bedrijfseconomie*, 78(10), 455-462 (‘Stock price reactions to announcements of goodwill impairments in The Netherlands’).
- Keijsers, R.S.G.M., S.P. van Triest (2004), ‘Verbeterd de operationele prestatie van ondernemingen als gevolg van een fusie of overname?’, *Maandblad voor Accountancy en Bedrijfseconomie*, 78(3), 107-116 (‘Does the operational performance of companies improve after a merger or acquisition?’).
- Triest, S.P. van, E.M. van Raaij, M.J.A. Vernooij (2004), ‘Klantwaarde: van winstgevendheid naar waardevol’, *Checklisten Financieel Management* 54 (‘Customer value: from profitable to valuable customers’).
- Triest, S.P. van, O. Marchau, L. van Vliet (2004), ‘Nederland in de ruimte: de kostprijs van een ruimte-experiment’, *Economenblad*, 27(4), 8-10 (‘The Netherlands in space: the unit cost of a space experiment’).
- Triest, S.P. van (2002), ‘Verwerking van goodwill in de jaarrekening: een Amerikaanse tragedie’, *Accounting*, nr 11, 2-7 (‘Accounting for goodwill: an American tragedy’).
- Triest, S.P. van, E.M. van Raaij (2002), ‘Dienstverlening in business-to-business relaties: het belang van klantwinstgevendheidinformatie’, *Accounting*, nr 9, 14-22 (‘Service activities in business-to-business relationships: the importance of customer profitability information’).
- Vernooij, M.J.A., E.M. van Raaij, S.P. van Triest (2001), ‘Klantwaarde in een nieuw perspectief’, *Holland Management Review*, nr 78, jul-aug, 29-37 (‘Customer value in a new perspective’).
- Triest, S.P. van (2000), ‘A note on the nature of operating leverage’, in: M.P.B. Bonnet et al (red), *FMA-kroniek 2000*, Rotterdam, Erasmus Universiteit, 243-248.
- Triest, S.P. van (2000), *The cost structure of firms: managing fixed versus variable costs*, Ph.D. thesis, University of Twente.
- Triest, S.P. van (1999), ‘Waarde is meer dan winst of economisch toegevoegde waarde’, *Holland Management Review*, nr 68, nov-dec, 48-57 (‘Value is more than profit or economic value added’).

- Triest, S.P. van (1999), ‘Bedrijfkunde en methodologie’, *Bedrijfskunde*, 71(1), 61-69
 (‘Business administration and methodology’).
- Pape, J.C., S.P. van Triest, J. Weimer (1998), ‘Beschermingsconstructies, structuurregime en ondernemingswaarde: een reactie (2)’, *Maandblad voor Accountancy en Bedrijfseconomie*, 72(4), 213-216 (‘Take-over defences: a reaction’).

PhD supervision

Helena Kloosterman, *Managing professionals: An Examination of Management Control Systems in Professional Service Firms*, University of Amsterdam, defended 5 November 2019. Role: promotor.

Rebecca Maughan, *Through the looking glass: the emergence, evolution and embedding of sustainability accounting in a family business*, University of Amsterdam, defended 12 September 2017. Role: co-promoter, promotor: prof B.G.D. O'Dwyer.

Mohamed Elshahat, *Cost information and strategic planning in the Egyptian private sector*, University of Twente, defended 21 September 2006. Role: assistant promotor, promotor: prof dr J. Bilderbeek.

PhD committee membership

Razvan Ghita, University of Amsterdam (Graduation: November 2021)

Review activities

Accounting and Business Research, European Accounting Review, British Accounting Review, European Management Review, Accounting Education, British Journal of Management, International Journal of Production Economics, Journal of Marketing Management, Service Industries Journal, Technovation, Journal of Organizational Effectiveness, Review of Managerial Science.

Teaching activities

University of Amsterdam

Management Accounting 1 for Economics (since 2019) – BSc Economics and Business Economics

Management Accounting 1 for Business (since 2019) – BSc Business Administration
 Introduction to Accounting (since 2014) – MBA Healthcare

Management Control Research (2015-2018) – MSc Accountancy & Control

Research Seminar Accountancy & Control (2009-2016) – MSc Accountancy & Control

Management Control Research (2010-2012) – MSc Accountancy & Control
 Financial Accounting (2010-2011) – BSc Economics & Business

Management Accounting Research Seminar (2005-2010) – MSc Accountancy & Control

Management Accounting Intermediate (2007-2008) – BSc Economics & Business
 Management Accounting Introduction (2005-2007) – BSc Economics & Business
 Thesis supervision:

MSc/MBA theses: 285 theses completed

BSc theses: 32 theses completed

University of Twente

- * Taught and developed courses in management accounting from 2000 – 2005 at second year bachelor level.
- * Taught and developed a new course on ‘Financial management of new business ventures’ for an MSc in Entrepreneurship.
- * Instructor in master level course on financial management and management accounting based on discussion of student papers from 1997 – 2003.
- * Instructor in various other courses on research methodology, financial accounting, and operations management in various years, both bachelor and master level.
- * (Co-) supervised 80+ master theses of Industrial Engineering and Management students, always consisting of solving a real life problem in an organization during a 6 month internship.

Qualifications and courses followed

2018 Teacher of the Year in the MBA Healthcare 2016-18 programme
 2015 Harvard Business Press Case Method Teaching Seminar
 2013 – 2014 Programme for Education Leadership, in-house programme at University of Amsterdam
 2003 Basic Teaching Qualification at University of Twente
 Commendation as Outstanding Reviewer 2011, *British Journal of Management*

Service activities

Member of various boards and committees at university level on issues such as research ethics, teaching policies, IT support systems, accreditation visits, student awards, etc.