

Hanna Maria Døhlen Opsahl

PhD in Strategy

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PROFESSIONAL EXPERIENCES

- 2018 - PWC (Oslo)**
Senior Associate
- 2014 - 2018 Toulouse School of Management/Toulouse Business School**
Doctoral student with teaching responsibilities
Lecturer: “Strategic Management” for students in 1st year of Masters
Visiting PhD student at Copenhagen Business School (Oct-Nov. 2016)
- 2013-2014 Toulouse Business School, Department of Strategy and Entrepreneurship**
Research assistant: collection of research data, bibliographical research, organization of research conference, recruitment
- 2012-2013 Ernst and Young – Financial Service Organization**
Junior Auditor: Financial audits of French and International Financial Institutions

EDUCATION

- 2014 – Toulouse School of Management – Université de Toulouse 1 Capitole**
PhD in Management Science (Strategy)
Thesis title « “*Essays on the why, how, and where of EMNE internationalization*”
Supervisor: Professor Denis Lacoste, Director of Research, TBS
- 2016-2018 NORD-IB Research School Program**
Alto Business School, Helsinki 2016: *Research methods in IB*
University of Leeds, Leeds 2017: *Theory of the multinational enterprise – Foreign Direct Investment*
- 2013-2014 Toulouse School of Management – Research Program**
Master Thesis: “*Emerging country firms and their internationalization processes: international strategic alliances and their performance*”
- 2009-2012 Toulouse Business School,**
Master in Management, Specialization in Corporate Finance
- 2007-2009 Université Toulouse 1 Capitole**
1st and 2nd year of Bachelor’s degree in Economics

RESEARCH

PhD Dissertation

- 2014 -** Dissertation title: “*Why and How Companies from Emerging Markets Internationalize – Three Essays on EMNE internationalization*”

Supervisor: Professor Denis Lacoste, Dean of Research, Toulouse Business School

Defended on April 3rd, 2018

Jury:

Philippe Véry, Professor, EDHEC Business School, reporter
Frédéric Prévot, Professor, KEDGE Business School, reporter
Pierre-Xavier Meschi, Professor, IAE Aix-en-Provence
Nicola Mirc, Associate Professor, Toulouse School of Management
Helene Loe Colman, Associate Professor, BI Norwegian Business School

Conferences

- Dec. 2016** Opsahl, H.D., Lacoste D. Emerging Country Firms' Internationalization Through International Strategic Alliances - The Role of R&D, SMS Hong Kong Special Conference 2016
- June 2017** Opsahl, H.D., Lacoste D. Innovation and internationalization – Indian firms' choice of entry into foreign markets, AIMS, Annual Conference
- Opsahl, H.D., Lacoste D. L'impact de la distance institutionnelle et du pays d'accueil sur les choix des modes d'entrée des entreprises des pays émergents, AIMS Annual Conference
- July 2017** Opsahl, H.D, Lacoste D. The Impact of Institutional Distance and Host Country on Emerging Country firms' Choice of Entry Modes, Academy of International Business, Annual Conference

Publications:

Opsahl H. D., Lacoste D. The impact of institutional distance and host country on EMNEs' choice of entry mode, Accepted for publication at *Finance Contrôle Stratégie*

Working papers:

Opsahl H. D. Innovation and internationalization – Indian firms' choice of entry into foreign markets

Opsahl H. D. Answering the why, how and where of EMNE internationalization – a literature review

Workshops

- Dec. 2016** SMS Hong Kong Special Conference Doctoral Consortium, Hong Kong
- June 2016** AIB Sheth Foundation Doctoral Consortium, New Orleans, USA
ATLAS-AFMI Doctoral Consortium, Nice, France – prize for best doctoral communication
- Apr. 2015** Presentation of thesis project at IAE Doctoral School – doctoral seminar
- Mar. 2015** IAE France doctoral workshop – presentation of PhD project
- Febr. 2015** Presentation of research work at the Strategy Department at TBS

Teaching material

- 2014** **Case study:** Retirement homes or the Management of Dependence
Delanoé S., Leyronas C., Le Deist F., Dohlen Opsahl, H. (2014). CCMP

TEACHING EXPERIENCE

- 2015** **Toulouse Business School**
Strategic Management, 1st year of Masters (39 hours)
- 2016** Strategic Management, 1st year of Masters (39 hours)

Business Strategy in Europe, TBS Summer School (8 hours)
- 2017** Strategic Management, 1st year of Masters (39 hours)
- 2018** **SEMIS – entrepreneurial seminar**
Coach

OTHER INFORMATION

Extra-curricular activities

- 2016 - 2018** **Board of Toulouse School of Management Doctoral School**
Elected student representative
- 2008 - 2009** **ANSA France - the Association for Norwegian students abroad**
President

Languages

- Norwegian: Mother tongue
English: Excellent (TOEIC results: 990/990)
French: Excellent

Civil status: Married, two daughters