Yves Pigneur

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PROFESSOR

**UNIL** | Université de Lausanne
HEC Lausanne

I am an honorary professor at the University of Lausanne after having been a professor there since 1984; I received the *Prix de l'Université de Lausanne*. I has held visiting professorships at Georgia State University, University of British Columbia, National University of Singapore, and HEC Montreal. I earned my doctoral degree at the University of Namur, Belgium. I am a former editor-in-chief of the academic journal *Systèmes d'Information & Management.* I received honorary doctorates from Business Science Institute, University of Montréal/HEC Montréal, and University of Neuchâtel.

AUTHOR

Together with Alexander Osterwalder, I authored the international bestsellers "Business Model Generation", "Value Proposition Design", and "The Invincible Company" (millions copies in 40 languages). One of our article on business models is the *"Most Popular Paper"* in the *Association of Information Systems*'s library for several years. Another of our article, in HBR Online *"had the highest share and save rates on HBR site"* dixit the Editor.

MANAGEMENT THINKER
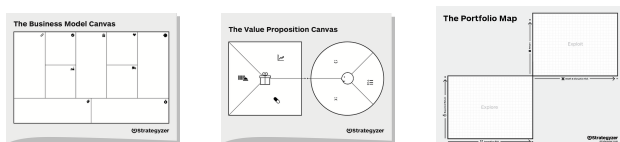
Together with Alex Osterwalder, I invented the Business Model Canvas and other visual toolsl, used by millions entrepreneurs and innovators. We are among the top Management Thinkers in the World ranked by *Thinkers50* and hold its Strategy Award. We have received the Impact Award and the Outreach Award *by the Association of Information Systems (AIS)*

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PROFESSOR

2019 -	Emeritus Professor, University of Lausanne
2019	Prix de l'Université de Lausanne
1984 - 2019	Professor, University of Lausanne (HEC Lausanne)
1984	Ph.D., University of Namur (Belgium)

Visiting positions:

2013 - 2019	HEC Montréal
2012 - 2013	National University of Singapore
2003 - 2004	University of British Columbia
1993 - 1994	Georgia State University

Honorary doctorates:

2020	Business Science Institute
2021	University of Montreal/HEC Montréal
2022	University of Neuchâtel
2006 - 2008	Editor-in-chief of *Systèmes d'information et management (SIM)*

AUTHOR

Books:

Osterwalder A., Pigneur, Y., Etiemble, F., Smith, A. (2020) *The Invincible Company,* Wiley
Osterwalder A., Pigneur, Y., Bernada, G., Smith, A. (2015) *Value Proposition Design,* Wiley
Osterwalder, A. & Pigneur, Y. (2010) *Business Model Generation.* Wiley.

(millions copies in 40 languages)

Association of Information Systems:

Avdiji, H., Elikan, D., Missonier, S., Pigneur, Y. (2020) A design theory for visual inquiry tools. *Journal of the Association for Information Systems (JAIS)* – **12**(3), 695-734
Osterwalder, A., Pigneur, Y. (2013) Designing business models and similar strategic objects: the contribution of IS, *Journal of AIS,* 14(4), 237-244.
Osterwalder, A., Pigneur, Y. & Tucci, C. (2005) Clarifying business models: Origins, present and future of the concept. *Communications of AIS*, 6(1), 751–775. (Most popular paper in the Association of Information Systems's Library)

HBR Online:

Viki, T., Osterwalder, A., Pigneur, Y. (2020) Every Company Needs an Entrepreneur in the C-Suite
Osterwalder, A., Tendayi Viki, Pigneur, Y. (2019) Why Your Organization Needs an Innovation Ecosystem
Osterwalder, A., Pigneur, Y., Gupta, K. (2016) Don't Let Your Company Culture Just Happen

More than 42000 citations in Google Scholar (h-index 53)

MANAGEMENT THINKER

Together with Alex Osterwalder,
inventor of the Business Model Canvas, Value Proposition Canvas, The Portfolio Map, The Culture Map, and other visual tools,
Ranked No. 4 on the *Thinkers50* list of management thinkers worldwide:

2022	Impact Award by the *Association of Information Systems (AIS)*
2016	Outreach Award by the *Association of Information Systems (AIS)*
2015	Strategy Award by *Thinkers50*