

External Entrepreneurs Networking and Resource Acquisition in Early Stages of University Spin-offs

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University entrepreneurship

University entrepreneurship deals with questions regarding commercialization of university research in two major routes (a) university spin-off (i.e. new firm) creation and (b) research patenting. It is believed that university spin-offs contribute to society in several ways such as new job creation, regional- and economic development. A major problem is that few of these firms survive and that those which survive take about 10 years to develop. Consequently questions regarding what mechanisms that contribute to development of these firms are important to investigate.

The role of external entrepreneurs

An implicit assumption in research and practice is that researchers are assumed to be responsible for starting new firms based upon own research results. This view has recently been questioned and external entrepreneurs (someone outside university who start a university spin-off) has been a suggested alternative. Networking and resources are two essential components in new firm creation, survival and competitive advantage. The purpose is to investigate external entrepreneurs networking and resource acquisition in creation of university spin-offs. The frame of reference consists of network theory and resource based theory

Contributions & research designs

The project contributes in three ways. (1) The concept external entrepreneurs are explored and clarified. (2) Empirical results regarding external entrepreneurs networking behavior and resource acquisition are provided. (3) The potential effect(s) i.e. survival rate and performance of university spin-offs created by external entrepreneurs are revealed. Implications for researchers and managers are provided. To fulfill these contributions qualitative case study design and survey design are used on a sample of University spin-offs in Sweden. Title of studies follows:

Study 1: *Entrepreneurial Networks in Technology Commercialization - An Analysis of the 'External-Entrepreneur' Model.*

Study 2: *A Typology of University Entrepreneurs – A Clarification of the External Entrepreneur Concept.*

Study 3: *Critical Junctures in University Spin-offs – A Comparison of the External Entrepreneur and the Inventor Entrepreneur Model*

Study 4: *The Performance of University Spin-offs – A Test of the External Entrepreneurship Model*