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ABSTRACT

University entrepreneurship has recently raised the interests from both practitioners and researchers. In practice and research is an intense debate about the importance of university spin-offs for society and the mechanisms behind these types of firms. In research the academic entrepreneur has often been perceived to be responsible for commercializing university knowledge and research. There is a research gap in the knowledge about other types of mechanisms and their effects on the creation and development of university spin-offs. One type of mechanism which few researchers have noticed is the external entrepreneur. The purpose in this thesis is to increase the knowledge about the importance of external entrepreneurs in the creation of university spin-offs. Based on this purpose and the gap in existing literature six research questions are formulated and make the base for

the following six (6) papers. (1) How common is external entrepreneurs in university spin-offs? (2) Why are external entrepreneurs involved in university spin-offs? (3) When are external entrepreneurs involved in university spin-offs? (4) What technology motives do external entrepreneurs have to involve in university spin-offs? (5) What are the contributions of external entrepreneurs in university spin-offs? (6) What is the performance of university spin-offs in where external entrepreneurs are involved? The theoretical frame of references is mainly based on the resource based view origin from Penrose and further adapted to small firms by Garnsey. The theoretical contribution can be given to increase the knowledge about the resource base in university spin-offs. A survey design is suggested for three papers and a case design for the other three papers. Data is collected based on interviews, documents and questionnaires.

Keywords: Academic Entrepreneurs, Capabilities, Commercialization, External Entrepreneurs, Resource Based View, University Entrepreneurship, University Spin-offs

Peer-reviewed conference paper

Billstrom, A., Ulvenblad, P., Winborg, J., & Lindholm Dahlstrand, Å. (2011). To get them on board – The role of communication for attracting stakeholders to incubator businesses. *ICSB World Conference*, June 15-18, Stockholm, Sweden.

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