

# IECER

## The Interdisciplinary European Conference on Entrepreneurship Research (IECER)

**February 13/14, 2003**  
 at the  
**University of Regensburg,  
 Germany**

Registration and Welcome Drink (H 13 Lounge) 12.00 - 13.00

Welcome Speeches (H 13) 13.00 - 13.30

Key Note Speech Bengt Johannisson 13.30 - 14.30  
 (Vaxjo School of Management and Economics - Sweden)

“Conceptualising, Researching and Practicing Glocal Development Strategies” (H13)

Coffee break 14.30 - 15.00

Session 1 A (H 13) Session 1 B (H 23) 15.00 - 16.30

Chair: Jürgen Schmude

Chair: Dodo zu Knyphausen-Aufseß

*Rolf Sternberg (Köln)/Joachim Wagner (Lüneburg):*  
 Personal and regional determinants of entrepreneurial  
 activities: Empirical evidence from the Regional  
 Entrepreneurship Monitor (REM) Germany

*Patricia von Christensen (Aarhus)/Henning Madsen (Aarhus)/  
 Helle Neergaard (Aarhus):*  
 Investigating High-Tech and Knowledge-intensive Ventures:  
 Methodological Issues

*Reinhold Grotz (Bonn)/Udo Brixy (Nürnberg):*  
 Entry-rates, the share of surviving businesses and  
 employment growth: differences between West and  
 East Germany since unification

*Richard Blundel (Oxford):*  
 Entrepreneurship-research in a Multi-level Perspective:  
 Combining Analytically Structured Narrative with Network  
 Mapping Sequences

*Peter Witt (Koblenz):*  
 Entrepreneurs' Networks and Start-ups' Success

*T. Vinig (Amsterdam)/R. van der Voort (Amsterdam):*  
 Cloning Silicon Valley. A Path-Dependence Analysis

Session 2 A (H 13) Session 2 B (H 23) 16.35 - 17.35

Chair: Peter Witt

Chair: Udo Brixy

*Stuart Paul (Paisley)/Jim B. Johnston (Paisley)/  
 Geoff Whittam (Paisley):*  
 Towards a Model of the Business Angel Investing Process

*Friederike Welter (Essen)/David Smallbone (London)/  
 Alexander Chepurensko (Moskau):*  
 Employment effects of new and existing small enterprises  
 in a fragile environment. The example of Russia

*Michael Schefczyk (Dresden):*  
 Determinants of Success of Venture Capital-Investments:  
 A Comparison of Empirical Evidence for 1995 and 2002  
 in Germany

*Alfred Spielkamp (Gelsenkirchen)/Jürgen Egelin (Mannheim)/  
 Sandra Gottschalk (Mannheim)/Christian Rammer (Mannheim):*  
 Spinoffs in Germany - Conceptual Considerations and  
 empirical evidence

Reception with the Lord Mayor of Regensburg 19.00  
 (Runtingersaal)

Friday

IECER

The Interdisciplinary European Conference on  
Entrepreneurship Research (IECER)  
- Program -

Friday

Friday

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9.00 - 10.00

## Session 3 A (H 13)

Chair: Michael Schefczyk

*Tobias Schmidt (Regensburg)/  
Michael Dowling (Regensburg):*

Initial Public Offerings of Young High-Growth Firms:  
Impact on and Key Drivers of Corporate  
Investment Strategies

*Jan Smolarski (Stockholm)/  
Michael Schapek (Stockholm):*

Organizational Growth Factors: The Effect of Method of  
Financing on Internationalization

## Session 3 B (H 23)

Chair: Thomas Mellewig

*Jutta Emes (Würzburg):*

Entrepreneurial Profits in the Music Industry. An  
Analysis with the E<sup>3</sup>-Framework

*Dodo zu Knyphausen-Aufseß (Bamberg)/  
Andreas Zaby (München)/Sonja Kind (Bamberg):*

When the Technology breaks down but the  
Management is superb - Insights from Business  
Development Strategies in the Biotechnology Industry

## Session 5 A (H 13)

Chair: Cinzia Dal Zotto

*Marco van Gelderen (Amsterdam)/*

*Mirjam van Praag (Amsterdam)/Maryse Brand (Groningen)/  
Wynand Bodewes (Rotterdam)/Mikael Ombach:*  
Some advances in the prediction of entrepreneurial  
intentions

*Arndt Werner (Köln):*

Market-Signaling and the Success of Innovative  
Startups: A Theoretical and Empirical Analysis

*Zhan Jun (Ghent):*

To appraise an entrepreneur's degree of innovativeness

## Session 5 B (H 23)

Chair: Michael Dowling

*Thomas Mellewig (Mainz):*

*The more You have the more You get: the Influence of  
New Venture Resources on Strategic Alliance  
Formation - A Resource-based View*

*Christian Lechner (Toulouse)/*

*Christophe Leyronas (Bordeaux):*  
The Entrepreneurial Group - Why does it exist? -  
A case study

*Michel Marchesnay (Montpellier)/Marion Polge (Avignon)/*

*Stéphanie Loup (Avignon):*  
Entrepreneurship in French Local Development:  
The case of "Terroir"

13.30 - 15.00

10.00 - 10.30

Coffee Break

Coffee Break

15.00 - 15.30

10.30 - 12.00

## Session 4 A (H 13)

Chair: Rolf Sternberg

*Mateja Dmovsek (Ljubljana)/Miroslav Glas (Ljubljana):*  
Exploring Relationship between Personal and Business  
Dimension of a new Venture's Success and their Impact  
on Subsequent Growth Potential of a Venture

*Gabriele Beibst (Jena)/Arndt Lautenschläger (Jena):*  
Determinants of Regional High-Tech-Growth by  
University-based Start-ups

*Julita Wasilczuk (Gdansk):*  
Growth Factors in Polish Small Firms

## Session 4 B (H 23)

Chair: Christian Lechner

*Leona Achtenhagen (Regensburg)/*

*Friederike Welter (Essen):*  
Linking the Entrepreneurship Discourse to its Context:  
The Development of Entrepreneurship in Germany  
in the Years 1997-2001

*Rosario R. Ramos (Las Palmas)/Lidia H. Lopez (Las Palmas)/  
Sergio R. Ramos (Las Palmas):*  
A Unifying Framework of International Entrepreneurship

*Davide Ravasi (Mailand)/Carlo Turati (Bocconi):*  
Exploring Entrepreneurial Learning: A Comparative  
Study of Technology Development Projects

## Session 6 A (H 13)

Chair: Kurt Klein

*Dorothea Jansen (Speyer)/Mike Weber (Speyer)*  
Helping Hands and Entrepreneurship - Supporting Newly  
Founded Firms

*Harald Strotmann (Tübingen):*  
Determinants of New-firm Survival in  
Baden-Württemberg's Manufacturing Sector.  
An Empirical Analysis with Panel Data from  
Official Statistics

## Session 6 B (H 23)

Chair: Leona Achtenhagen

*Dirk Oberschachtsiek (Lüneburg):*  
Start-ups out of Unemployment: Critical Success Factors  
and Program Evaluation

*Marcela Ramirez-Pasillas (Vaxjo):*  
Developing Networks of Institutions: Metropolis small  
Giants? The case of the Furniture cluster in the  
Metropolitan Area of Jalisco, Mexico

15.30 - 16.30

12.00 - 13.30

Lunch

Panel Discussion (H 13)

16.45 - 17.45

Dinner and Best Paper Award  
(Restaurant Cafka Regensburg)

19.00