



  
**Lindner Program for  
 Interdisciplinary Entrepreneurship  
 Research (IGF)**



Wednesday

**IECER**

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

Wednesday

**IECER**

**2nd Interdisciplinary European Conference  
 on Entrepreneurship Research**

**February 18-20, 2004  
 at the  
 University of Regensburg,  
 Germany**

Registration and Welcome Drink (H 13 Lounge) 12.00 - 13.30

Welcome Speeches (H 13) 13.30 - 14.00

Key Note Speech Howard E. Aldrich 14.00 - 15.00  
 (University of North Carolina, Chapel Hill, USA)  
**“East Meets West: Reflections on Three Decades of Research  
 on Entrepreneurship in North America and Europe” (H13)**

Coffee break 15.00 - 15.30

Session 1 A (H 13)	Session 1 B (H 23)	15.30 - 17.00
Chair: Kurt Klein	Chair: Frank Bau	
<i>Agust Einarsson (Reykjavik):</i> The Economic Contribution of Entrepreneurs and SMEs within the Cultural Sector of a Small Society in a Global Context	<i>Tobias Kollmann (Kiel):</i> The Perceived Risk of Business Angels investing in Start-Ups	
<i>Besnik Krasniqi (Prishtine):</i> Barriers to SME Growth in Kosova	<i>Carola Jungwirth, Petra Moog (Zurich):</i> Closing the Gap or Enlarging the Pool: How Venture Capitalists differ in their Syndication Strategies	
<i>Daniel Kilper, Matthias Pohler (Dresden):</i> Participation of Small Entrepreneurial Firms in the European Telecommunications Market	<i>Stuart Paul, Geoff Whittam, Janette Wyper (Paisley):</i> Manna from Heaven? The Entrepreneurs Experience of Angel Funding	

Reception with the Lord Mayor of Regensburg (Runtingersaal) 18.30

Thursday

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9.00 - 10.30

Session 2 A (H 13)

Chair: Stuart Paul

*Davide Ravasi, Gaia Marchisio (Milano):*  
Exploring Strategic and Managerial Issues of  
Initial Public Offerings

*Dorota Kwiatkowska-Ciotucha, Józef Dziechiarz (Wrocław):*  
Management Quality Improvement for Internationalisation  
of Small and Medium Sized Enterprises -  
The Main Challenges

*Thomas Ehrmann, Oliver Cochet (Münster):*  
Is Entrepreneurship a flexible Strategy Process?  
Downside Risk Implications of Entrepreneurial Management  
and Entrepreneurial Orientation

Session 2 B (H 23)

Chair: Dodo zu Knyphausen-Aufseß

*Elina Varamäki, Timo Pihkala,  
Jukka Veselainen (Vaasa):*  
SME Networks' Routes to Growth

*Leona Achtenhagen, Jenny Helin, Leif Melin,  
Lucia Naldi (Jönköping):*  
Tracing Patterns of Growth - an Analysis of the  
"Gröna Kvisten" High-Growth Ventures

*Cinzia Dal Zotto (Regensburg):*  
Survival versus High Growth Strategies: two Cases  
from the Media Sector and Deduced Implications for  
the Management of Young Firms' Growth

Session 4 A (H 13)

Chair: Davide Ravasi

*Kai-Ingo Voigt (Erlangen-Nürnberg), Julia M. Christofor (Kiel),  
Stefan Landwehr (Erlangen-Nürnberg):*  
Corporate Venture Capital - Key Success Factors for a  
Sustainable Collaboration between Innovative Start-Ups  
and Traditional Companies

*Dietmar Grichnik (Düsseldorf), Robert D. Hisrich (Cleveland):*  
Venture Capital Firms in Germany:  
Strategy and Role in New Venture Formation

Session 4 B (H 23)

Chair: Peter Witt

*Alexander Bassen (Hamburg), Ulrich Faisst (Augsburg),  
Doris Blasel, Moritz Hagenmüller (München):*  
Performance Measurement of Corporate Venture Capital -  
Balanced Scorecard in Theory and Practice

*Tekin Akgeyik (Istanbul):*  
The Effects of Privatisation on the Industrial Relations  
through Employee Ownership: the Case of Kardemir

14.00 - 15.00

10.30 - 11.00

Coffee Break

11.00 - 12.00

Session 3 A (H 13)

Chair: Jürgen Schmude

*Massimiliano Bianca, Eugenio Corti (Sannio):*  
Technology Transfer Processes: Local Subject's Rules  
in the Territorial Development

*Klaus Deimel (Rheinbach):*  
Problems and Success Factors in Company Succession

Session 3 B (H 23)

Chair: Cinzia Dal Zotto

*Andreas Koch (Tübingen), Thomas Stahlecker (Karlsruhe):*  
On the Significance of Economic Structure and Innovation  
System for the Foundation of Knowledge Intensive  
Business Services

*Frank Lasch (Montpellier):*  
New Firm Formation in ICT Sectors in France (1993-2001)

12.00 - 14.00

Lunch

Coffee Break

15.00 - 15.30

Session 5 A (H 13)

Chair: Geoffroy Whittam

*Michael Fritsch, Pamela Mueller (Freiberg):*  
Regional Growth Regimes Revisited - The Case of  
West Germany

*Christian Lechner (Toulouse):*  
Management-by-coincidence: Typologies of Entrepreneurial  
Firms, Enactment Processes and Core Strategic Logic -  
Towards a Strategic Process Model of Entrepreneurship

Session 5 B (H 23)

Chair: Leona Achtenhagen

*Peter Witt, Verena Rode (Vallendar):*  
Corporate Brand Building in Start-Ups

*Marc Grünhagen (Wuppertal):*  
Stakeholder Acceptance of New Firms and their  
Innovations - an Evolutionary Economic Concept  
of Organizational Legitimacy Management

15.30 - 16.30

Dinner and Informal Discussion  
Best Paper Award  
(Restaurant Cafka Regensburg)

19.00

Friday

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

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9.00 - 10.00

### Session 6 A (H 13)

Chair: Michael Dowling

*Dirk Engel (Essen), Friederike Welter (Essen, Jönköping):*  
Dreamers and Doers - who succeeds in the  
Process of Venture Creation

*Nikolinka Fertala (Tübingen):*  
Do Human and Social Capital Investments influence  
Survival? A Study of Immigrant Entrepreneurship in  
Upper Bavaria

### Session 6 B (H 23)

Chair: Christian Lechner

*Li Zheng (Jilin), Tsvi Vinig (Amsterdam):*  
A Game Theory Model of the Choice to become  
Entrepreneur

*Uschi Backes-Gellner (Zurich), Alwine Mohnen (Köln),  
Arndt Werner (Bonn):*  
Peer Pressure and Freeriding in Small Ownership  
Teams - Is there an Optimal Size of Start-Up-Teams?

10.00 - 10.30

### Coffee Break

10.30 - 11.30

### Session 7 A (H 13)

Chair: Tobias Kollmann

*James Bruton (Salzburg):*  
What can Entrepreneurs learn from Film Producers?

*Simon C. Parker (Durham):*  
Learning about the Unknown: How fast do Entrepreneurs  
adjust their Beliefs

### Session 7 B (H 23)

Chair: Dirk Engel

*Susan Laing, Liz Nimmo (Napier):*  
Entrepreneurs as Young Traders

*Frank Bau (Regensburg):*  
Job Search Decisions in Entrepreneurial Companies:  
The Match between Entrepreneurs' and Applicants'  
Preferences for Rewards and Incentives