



Universität Regensburg



Hans Lindner Institut

Wednesday

**IECER**

Wednesday

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

**IECER**

**6<sup>th</sup> Interdisciplinary European Conference  
on Entrepreneurship Research**

**March 05-07, 2008  
at the  
University of Regensburg,  
Germany**

Registration and Welcome Drink (H 13 Lounge) 13.00 - 14.00

Welcome Speeches (H 13) 14.00 - 14.30  
Prof. Dr. Schmude - IGF; Frau Veronika  
Lindner-Derichsweiler, Hans Lindner Institut

Key Note Speech 14.30 - 15.30  
Prof. Dr. Dr. h. c. Norbert Szyperski  
(University of Cologne)

"Entrepreneurial Challenge to Academia –  
Types and Roles of Scientific Entrepreneurs"

Coffee Break 15.30 - 16.00

Session 1 A (H 13) Session 1 B (H 14) 16.00 - 17.30

Cultural Issues  
Chair: Frank Lasch

Scientific Entrepreneurship  
Chair: Jürgen Schmude

Katariina Rantanen (Helsinki), Michel Bernasconi  
(Sophia Antipolis): International Comparison of  
Entrepreneurial Sub-Cultures within Cultures: Effect of  
Territory on Entrepreneurial Strategies for Fundraising

Pamela Mueller, Stefan Krabel (Jena):  
Academic Entrepreneurship: What drives scientists  
to start their own company?

Serena Cubico, Elisa Bortolani, Giuseppe Favretto  
(Verona): Entrepreneurial Culture in Italy: Handicraft  
Companies

Marianne van der Steen (Twente), Roland Ort, Arthur Tolsma, Koenraad Wiedhaup, Victor Scholten (Delft):  
Exploring success determinants in spin-off creation: Empirical  
evidence from the Life Sciences in the Netherlands

Nikolinka Fertala (Vienna):  
Formal Co-operations for Product and Process Innovation  
in Bulgaria: Go International or Stay National?

Roland Helm, Oliver Mauroner (Jena): Determinants of  
spin-offs' long term success – a causal model

Reception with the Mayor of Regensburg  
(Dollingersaal) 19.00

Thursday

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9.00 - 10.30

Session 2 A (H 13)

Characteristics of an Entrepreneur  
Chair: Roland Helm

Heinz Klandt, Silke Gese-Klier (Oestrich-Winkel):  
Personal Traits of Entrepreneurs, Motives and Human  
Capital Variables and their impact on Start-up and Early  
Development Success

Miguel Torres Preto, Rui Baptista, Francisco Lima (Lisbon):  
The pecuniary impact of becoming a business owner

Session 2 B (H14)

Venture Capital Research / Finance  
Chair: Michael Dowling

Ann-Kristin Achleitner, Marko Bender, Reiner Braun,  
Annabell Geidner (Munich): Community Development  
Venture Capital - Concept and Status Quo in Germany

Isabell Welpel (Munich), M. Audrey Korsgaard (Columbia),  
Harry J. Sapienza (Minneapolis): Entrepreneurs' trust in  
their investors: early versus later stages of the relationship

Kai-Ingo Voigt, Phillip Braunwarth, Christian W. Scheiner  
(Erlangen-Nuremberg): The Importance of Risk  
Management in the Financing Stages in Entrepreneurial  
Firms

10.30 - 11.00

Coffee Break

11.00 - 12.30

Session 3 A (H 13)

Regional Studies on Entrepreneurship  
Chair: Rui Baptista

Niels Bosma, Veronique Schutjens (Utrecht), Kashifa Suddle  
(Zoetermeer): Whither a flat entrepreneurial landscape?  
Regional Differences in Entrepreneurship in the Netherlands

Michaela Fuchs (Dresden):  
The Dynamics of Local Employment in Germany

Robert J. Breitenecker, Erich J. Schwarz (Klagenfurt):  
Detecting Spatial Heterogeneity in Predictors of Firm Startup  
Activity of Austria with Geographically Weighted Regression

Session 3 B (H14)

Entrepreneurship Success Factors I  
Chair: Friederike Welter

Stephanie Hussels, Andrew Burke (Cranfield):  
From start-up dream to economic reality: the evolution  
of the determinants of new business survival in the UK

Deirdre O'Shea (Limerick), Finian Buckley (Dublin):  
Entrepreneurial Success: The Role of Self-Regulated  
Learning

Julie Logan, Chris Hendry, James Brown, Nigel Courtney  
(London): The Hidden Innovators: personal, societal and  
technological success factors in entrepreneurship

12.30 - 14.00

Lunch

Session 4 A (H 13)

Reason for Entrepreneurship  
Chair: Frank Lasch

Kerstin Wagner, Andreas Ziltener (Chur):  
The Nascent Entrepreneur at the Crossroads: Entrepreneurial  
Motives as Determinants for Different Types of Entrepreneurs

Isabell Welpel, Matthias Spörrle (Munich), Dietmar Grichnik  
(Vallendar): Entrepreneurial Cognition: Comparing Negative  
and Positive Emotions as Predictors of Entrepreneurial  
Opportunity Evaluation and Exploitation

Session 4 B (H14)

Issues in Transition Economies and Networks  
Chair: Michael Dowling

Arnīs Sauka (Riga), Friederike Welter (Siegen),  
Gatis Kalnins (Riga): Reasons of Small Business  
Insolvency in an Advanced Transition Setting

Calin Gurau (Montpellier), Leo-Paul Dana (Christchurch):  
The evolution of entrepreneurship forms and strategies  
in transition economies: the case of Romania

Andreas Rauch, A. Robert van Doorn, Wim Hulsink  
(Rotterdam): Success Factors of Business Clusters  
in Less Developed Countries: Joint Action and Insertion  
into Global Value Chains

14.00 - 15.30

Coffee Break

15.30 - 16.00

Session 5 A (H 13)

Entrepreneurship & Employment  
Chair: Jürgen Schmude

Michael Fritsch, Florian Noseleit, Yvonne Schindele (Jena):  
Direct and indirect effects of new businesses on regional  
employment – An empirical analysis

Michaela Fuchs (Dresden), Antje Weyh (Chemnitz):  
The Determinants of Job Creation and Destruction:  
Plant-level evidence for Eastern and Western Germany

Michael Fritsch, Alexandra Schroeter (Jena):  
Why Does the Effect of New Business Formation  
Differ Across Regions?

Session 5 B (H 14)

Entrepreneurship Success Factors II  
Chair: Kerstin Wagner

Karsten Kohn, Hannes Spengler (Frankfurt a.M.):  
Subjective Perceptions and the Survival of Business  
Start-Ups – An Instrumental Variable Approach

Jian Gao, Shude Shi, Kang Zhang (Tsinghua):  
Initial Conditions and Key Factors in New Venturing  
Process

Christian Lechner, Sveinn Gudmundsson (Toulouse):  
Entrepreneurial Orientation, Firm Strategy and  
Performance

16.00 - 17.30

Gala Dinner  
(Haus Heuport Regensburg)

19.00

Friday

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

9.00 - 10.30

Session 6 A (H 13)

Session 6 B (H 14)

Conceptual Issues  
Chair: Michael Dowling

Gender Issues & Entrepreneurial Learning  
Chair: Jürgen Schmude

Mark Sanders (Utrecht), Zoltan J. Acs (Fairfax):  
A Theory of Entrepreneurial Rents in Endogenous Growth

María del Mar Fuentes, Ana María Bojica (Granada),  
José María Gómez Gras (Alicante), Nuria Toledano Garrido  
(Barcelona), Beatriz Minguela Rata (Madrid): Social Capital  
and Innovativeness in women-owned Businesses

Joao Leitao, Mário Franco (Covilhã):  
On the Evaluation of SME's Performance from a  
Human and Organizational Capital Perspective

Heiko Haase (Worms), Mário José B. Franco (Covilhã):  
Entrepreneurship: An Organizational Learning Approach

Frank Lasch, Frédéric Le Roy (Montpellier), Leo-Paul Dana  
(Christchurch): Towards a typology of high tech  
entrepreneurship: experts, freshmen,  
providents & kamikaze

Kerstin Ettl, Friederike Welter (Siegen):  
How female entrepreneurs learn and acquire  
(business relevant) knowledge

10.30 - 11.00

Coffee Break

11.00 - 11.15

Closing Words (H13)