

Vangelis Souitaris
Professor of Entrepreneurship

Bayes Business School
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City University of London
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and

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1. My background and my vision

After a BSc in Chemical Engineering (Thessaloniki, Greece- 1994), an MBA (Cardiff-1995) and a PhD (Bradford -1998), I have joined Imperial College London (September 1998) as a lecturer in Entrepreneurship. During my 6 years at Imperial, I have taught and published in Innovation and Entrepreneurship and actively participated in the start-up of Imperial's Entrepreneurship Centre under the direction of Professor Sue Birley, my first mentor. I was the centre's research co-ordinator, supervised two PhD students and advised venture teams for Imperial's £55K annual business plan competition.

During the summer of 2003, I was approached by Bayes (formerly Cass) Business School, City University. I joined in January 2004 as a Senior Lecturer in Entrepreneurship and Innovation. At the time Bayes did not have an entrepreneurship group so I joined marketing. I continued to publish in top international journals, built a new team of PhD students and received three prestigious awards for teaching excellence (Bayes award in 2004 and 2010 and City University award in 2006), indicating my contribution to our school's student community. Bayes has promoted me to a Professor of Entrepreneurship in November 2006. At age 34, I was the youngest full professor in the business school and probably one the youngest full professors in the UK.

Subsequently, I led entrepreneurship at Bayes. I became the founding subject leader for entrepreneurship, by starting a new subject group in 2008. I then grew the group to (currently) eight faculty members, three professors, three senior lecturers and two lecturers. The main activities of the group are as follows: We offer entrepreneurship courses across the student body (undergraduate, Msc, MBA and PhD). We designed and launched a new specialist Msc in Entrepreneurship, which produced excitement and substantial financial contribution for the school. We created an ecosystem of mentors and entrepreneurs to help the students grow their businesses. We also

attracted a £10million donation from a wealthy alumnus to invest in start-ups coming from Bayes. The ‘Cullum fund’ is a unique example of industry engagement. It is professionally run like a VC operation and has produced a series of investments over the past 5 years. Most importantly, my group produces top quality academic research for which we are all proud of.

Recognition of our achievements, as an Entrepreneurship group within the business school, came from the Financial times, which ranked the Bayes MBA as 7th (2018) and 5th (2019) in the world, for entrepreneurship. Our latest accolade was a recognition by Poets & Quants and Inc Magazine (2021), which ranked Bayes MBA as 1st in UK & 3rd in Europe for Entrepreneurship.

Meanwhile, during 2011-2015, I was the PhD director for Management. During this period I led the transformation of the PhD programme from a traditional three year apprentice system to a four year, training-based, system with a focus on top quality output and placement of students in good academic positions.

Since February 2018, I have a fractional appointment as a Visiting Professor at the Global Centre for Entrepreneurship and Innovation, at the University of St. Gallen. The appointment is primarily focused on research and involves research collaboration with the team at St. Gallen. Moreover, I teach PhDs and Master-level students.

During 2008-2009 I was on sabbatical, first at University of Bologna (January to June 2008), and then at the Wharton school University of Pennsylvania (August 2008 to May 2009). During 2015-16, I spent another Sabbatical year at London Business School.

During 2014 - 2018, I held a formal visiting-professor appointment at LUISS University in Rome, Italy. This is part of a strategic drive by LUISS to internationalise. The appointment involved teaching an Entrepreneurship and Innovation course to Masters students, but also required and enabled research engagement with the faculty in Rome. I travelled to Rome on average 6-7 times a year to teach, meet senior and junior faculty and create and advance joint projects.

In 2011, I was recognised as one of the top 40 business professors under 40 from the influential online magazine Poets and Quants. The award was subsequently picked up by the business media. In 2015, I was voted by practitioners as one of the top 100 entrepreneurship professors globally (source: the tech community “hot topics”). A member of my group (Susan Hill) was also voted in this list.

Since January 2020, I am a field editor (Associate Editor) in the Journal of Business Venturing (the premier journal in the Entrepreneurship field), with a specialism in “Innovation and Entrepreneurship”. In 2022, my term was renewed for 3 more years, until the end of 2025.

My personal vision is to establish academic leadership in Entrepreneurship and Innovation, by leading a group that publishes in top journals, attracts grants, trains PhD students, and teaches across our programmes. I aspire to help my schools to become recognised centres of excellence for studying entrepreneurship and innovation and to produce the high-growth entrepreneurs of the future.

2. My Research Profile

In a nutshell my research is on Innovative/technology entrepreneurship. My studies are initially driven by interesting and relevant empirical questions. Subsequently, I use relevant theory to answer these questions.

I currently focus on 3 specific areas: 1) Entrepreneurial finance (Venture capital and IPOs), 2) Academic and technology entrepreneurship (from faculty and students) and 3) Behavioral issues in entrepreneurship.

From a theoretical perspective, I study behavioral and social aspects of entrepreneurship. My behavioral portfolio includes studies on entrepreneurial inspiration, stress, frustration, polychronicity, halo effects, escalation of commitment. My sociologically-driven work includes studies on institutions, networks, power and social categorization.

a) Research papers.

I have a proven record of publication in high quality journals. I have published in the *Academy of Management Journal* (twice), *Strategic Management Journal* (twice), *Organization Science*, *Harvard Business Review*, *Journal of Management* (twice), *Journal of Management Studies*, *Organization Studies*, *Research Policy* (twice), *Journal of Business Venturing* (twice), *Entrepreneurship Theory and Practice*, *Strategic Entrepreneurship Journal*, *Journal of Product Innovation Management*, *British Journal of Management* (twice), *R&D Management*, *Entrepreneurship and Regional Development*, *Long Range Planning*, *Technovation*, *Journal of Technology Transfer*, *International Journal of Innovation Management*, and *Internet Research*.

Moreover, I have a full pipeline with high quality papers. My aspiration for the near future is to publish in top 'general management' journals in order to communicate research leadership and to achieve an even higher impact for my work. I would like to stress my enthusiasm and motivation to publish. I feel that the next decade will be the prime of my research activity.

b) Research Team

I am an active PhD supervisor. I have supervised 9 doctoral students in total. 7 of my students have already completed. Four of them joined academia as assistant professors or post-docs (Konstantinos Pitsakis joined Tilburg, Tori Huang joined Nottingham, Bo Peng joined Warwick, Kevin Curran joined Oxford). Three more (Marcello Maestro, Grace Liu & Djordje Djokovic) went to the industry to work for Bravemarket, AC Nielsen and Liquid Capital respectively.

PhD supervision is one of my greatest strengths. I have built a team of PhD students working on Entrepreneurship. My aim is to train young scholars, keep them motivated and hard-working and most importantly to help them deliver research results, i.e. complete their PhD and publish their work.

c) Conferences

I have been presenting papers in top conferences, for several years now. I attend the Academy of Management Conference and the Babson conference annually. I also occasionally attend the Strategic Management Society conference.

d) Research Funding

I have also attracted research grants – My PhD was fully funded (£30k) by a competitive sponsor (N.A.T.O). The PhD produced 5 papers in academic journals and one book chapter.

In 2007 I received a £95000 ESRC award to study academic spinouts. I have collected an excellent dataset of German spinoffs from Max-Planck which is the basis for multiple papers in the pipeline.

In 2005 I have been granted a Gate2Growth fellowship (Euros 11800) to spend 3 months as a visiting faculty in the Vlerick school in Ghent, Belgium.

More recently, I received research funding from the University of St. Gallen for a project on entrepreneurial mental well-being (CHF 100000) and also to advise a post-doc (Olga Kalogeraki - CHF 180000) for a two-year project.

At the moment I am focusing my fundraising efforts on large industry donations and endowed chairs or centres. The £10m Cullum centre is a bright example and a proof that endowments are often a valuable way to bring in money into the university for research on practical activities.

3. Teaching

I teach Innovation and Entrepreneurship to undergraduates MScs and MBAs since 1998. I have established academic leadership in teaching and my courses are consistently highly rated (for example my MBA Innovation and Entrepreneurship elective had 4.5 out of 5, one of the highest feedback scores at Bayes). I have received prestigious awards for my teaching three times. The Bayes award of excellence in undergraduate teaching (2004) and postgraduate teaching (2010) and the City University award of excellence in teaching (2006). I employ an innovative mix of theory, theory-driven practical frameworks, case studies and simulations, which usually excites student-audiences across our programmes. I have also developed an entrepreneurship case study (Corex) published and used across European programmes.

4. Leadership

I am currently the subject-leader for Entrepreneurship at Bayes. We are still a new and relatively small group in the context of the management department, but we did manage to create substantial impact. I have been involved in the selection and hiring of all group members. The group is comprised of three professors (Costas Andriopoulos, Simone Ferriani and myself) three associate professors (Susan Hill, Annelore Huyghe and Stefania Zerbinati) and four assistant professors (Ruben van-Werden, Nettra Pan, Aliasghar Bahoo Torodi, Miranda Lewis).

5. Further international engagement

Since 2009, I am a visiting professor at the International Hellenic University in my hometown of Thessaloniki, Greece. I visit them once a year every February. I have been tried to help this start-up, English speaking university to raise its profile and create a reputation.

I enclose a CV for your information

CURRICULUM VITAE

VANGELIS SOUITARIS

Date of birth: 25 March 1972

Nationalities: Greek/ British



EDUCATION

- 1995-98 **University of Bradford, Management Centre, (Bradford, UK)**
PhD in management, Title: Determinants of technological innovation in the Greek manufacturing industry, funded by N.A.T.O scholarship program.
- 1994-95 **University of Wales, Cardiff Business School, (Cardiff, UK)**
M.B.A. (Master in Business Administration)
- 1989-94 **University of Thessaloniki, Department of Chemical Engineering, (Greece)**
BSc Hons. in Chemical Engineering

EMPLOYMENT HISTORY

- 2006 onwards **Bayes Business School, City University, Professor of Entrepreneurship**
- 2018 onwards **University of St. Gallen, Global Centre of Entrepreneurship and Innovation, Visiting Professor of Entrepreneurship and Innovation.**
- 2004-2006 **Bayes Business School, City University, Senior Lecturer of Entrepreneurship and Innovation**
- 1998 -2004 **Imperial College London, Lecturer in Entrepreneurship**

VISITING POSITIONS

- 2018-now Visiting Professor, **University of St. Gallen**, Switzerland.
- 2014-2018 Visiting Professor, **LUISS University**, Rome, Italy
- 2009-now Visiting Professor, **International Hellenic University**, Thessaloniki Greece (my hometown).
- 2015-2016 Visiting Scholar, **London Business School**
- 2008-2009 Visiting Scholar, **Wharton School, University of Pennsylvania**

Jan-June 2008 Visiting professor, **University of Bologna Italy**

Oct-Dec 2005 Visiting Scholar, **Vlerick Leuven-Gent Business School**

TRAINING

2015-2016 **London Business School**
Visiting Scholar

2008-2009 **The Wharton School, University of Pennsylvania**
Visiting Scholar

During my Wharton Sabbatical, I have audited a series of 8 doctoral courses in order to formally train for publishing in general management A-journals. These courses are:

Entrepreneurship (with Rafael Amit), Economic foundations of strategy (with Daniel Levinthal), Organization Behavior (with Jennifer Mueller), Strategy (with Harbir Singh), Research Methods (with Katherine Klein), International Management (with Heather Berry), Event History Analysis (with Paul Allison) and Organization Theory (with Hans Pennings).

ACADEMIC PUBLICATIONS

1. Di Pietro, F., Souitaris, V., Masciarelli, F. and Prencipe, A. (2023). Closeness of the future: Influence of language future-time reference on individual behaviour. *Journal of Business Venturing Insights*, 19, e00359
2. Lekkas, C.-K. and Souitaris, V. (2023). Bureaucracy Meets Digital Reality: The Unfolding of Urban Platforms in European Municipal Governments. *Organization Studies*, 44(10): 1649-1678.
3. Shepherd, D.A., Seyb, S. and Souitaris, V. (forthcoming 2023). On the Edge of Destruction: An Impaired-Regulation Model of Destructive Entrepreneurial Action. *Journal of Management*.
4. Souitaris, V., Peng, B., Zerbinati, S. and Shepherd, D.A. (2023). Specialists, Generalists, or Both? Founders' Multidimensional Breadth of Experience and Entrepreneurial Ventures' Fundraising at IPO. *Organization Science*, 34(2), 557-588.
5. Shepherd, D., Souitaris, V. and Gruber, M. (2021) Creating new ventures. A review and research agenda. *Journal of Management*, 47(1): 11-42.
6. Souitaris, V., Zerbinati, S., Peng, G., Shepherd, D. (2020) Should I Stay or Should I Go? Founder Power and Exit via Initial Public Offering. *Academy of Management Journal*, 63(1): 64-95.

7. Huang, T., Souitaris, V., and Barsade, S. (2019) Which matters more? Group fear versus hope in entrepreneurial escalation of commitment. *Strategic Management Journal*, 40 (11):1852–1881.
8. Bellavitis, C., Filatotchev, I. and Souitaris, V. (2017) The Impact of Investment Networks on Venture Capital Firm Performance: A Contingency Framework. *British Journal of Management*, 28 (1), 102-119.
9. Nicolaou, N. and Souitaris, V. (2016) Can perceived support for entrepreneurship keep great faculty in the face of spinouts? *Journal of Product Innovation Management*, 33(3), 298-319.
10. Pitsakis, K., Souitaris, V. and Nicolaou, N. (2015) The peripheral halo effect. Do academic spinoffs affect universities' research income. *Journal of Management Studies*, 52 (3), 321-353.
11. Souitaris, V. and Zerbinati, S. (2014) How do Corporate Venture Capitalists do deals? An exploration of corporate investment practices. *Strategic Entrepreneurship Journal*, 8(4), 321-348.
12. Souitaris, V., Zerbinati, S., and Liu, G. (2012) Which iron cage? Endo- and exo-isomorphism in corporate venture capital programs. *Academy of Management Journal*, 55(2), 477-505.
13. Zerbinati, S., Souitaris, V., Moray, N. (2012) Nurture or nature? The growth paradox of research-based spinoffs, *Technology Analysis and Strategic Management*, 24(1), 21-35.
14. Souitaris, V., Maestro, B.M.M. (2011) The case for multitasking, *Harvard Business Review*, October, p. 704.
15. Souitaris, V and Maestro, B.M.M. (2010) Polychronicity in top management teams: The impact on strategic decision processes and performance of new technology ventures, *Strategic Management Journal*, 31(6), 652-678.
16. Al-Laham, A., Souitaris, V., (2008) 'Network embeddedness and new venture internationalization. Analysing international linkages in the German Biotech industry', *Journal of Business Venturing*, 23(5), 567-586.
17. Zhang, J. Souitaris, V. Soh, P.H. Wong, P.K. (2008) 'Usage of social networks in venture financing: The influence of human capital', *Entrepreneurship Theory and Practice* 32(4), 593-613.
18. Djokovic D, Souitaris, V. (2008) Spinouts from academic institutions. A literature review with suggestions for further research *Journal of Technology Transfer*, 33(3), 225-247
19. Souitaris V, Zerbinati, S & Al-Laham, A. (2007) 'Do entrepreneurship programmes raise entrepreneurial intentions of science and engineering students?'

The effects of learning, inspiration and resources' *Journal of Business Venturing*, 22(4), 566-591.

20. Souitaris, V. and Balabanis G. (2007) Tailoring online retail strategies to increase customer loyalty, *Long Range Planning*, 40(2), 264-261.
21. Zerbinati, S. & Souitaris, V. (2005) 'Entrepreneurship in the public sector: An empirical analysis of local governments in the UK and Italy' *Entrepreneurship and Regional Development*, 17(1), 43-64.
22. Souitaris, V. & Cohen, M. (2003) 'Internet business or just business? Impact of Internet-specific strategies on venture performance', *European Management Journal*, 21 (4) pp.421-437.
23. Wilson D. & Souitaris V. (2002), 'Do Germany's Federal and Land Governments (Still) Co-ordinate their Innovation Policy', *Research Policy*, 31(7), pp1123-1140.
24. Souitaris V. (2002) 'Technological trajectories as moderators of firm-level determinants of innovation', *Research Policy*, 31(6), pp. 877-898.
25. Souitaris V. (2002) 'Firm-specific competencies determining technological innovation. A survey in Greece', *R&D Management*, 32 (1), pp.61-77.
26. Whewell J. & Souitaris V. (2001) 'The impact of Internet Trading on the UK Antiquarian and Second-hand Bookselling Industry', *Internet Research-Electronic Network Applications* 11 (4), pp. 296-309.
27. Souitaris V. (2001) 'Strategic determinants of innovation in Greece', *British Journal of Management*, 12 (2), pp. 131-147.
28. Souitaris, V. (2001) 'External communication determinants of innovation in the context of a newly industrialised country: a comparison of objective and perceptual results from Greece', *Technovation*, 21, pp. 25-34.

PIPELINE MANUSCRIPTS

Georgakakis, D., Canella, A., Souitaris V., Kalogeraki, O. Changing ideological regimes: CEO succession with change in political ideology and new CEO early departure. Revise and Resubmit in *Journal of Management Studies*

Bird, M., Souitaris, V., von Nitzsch, J., Shepherd, D., Hellerstedt, K. Power Inequality in Entrepreneurial Teams and Firm Growth: Organizational Commitment, Psychological Safety, and Fairness Perceptions. Submitted to *Organization Science*.

Souitaris, V., Nicolaou, N., Waters, J.M., Shepherd, D., and Hashem, N. Does engagement in entrepreneurship increase stress? Monozygotic twins, perceived versus objective stress and cortisol patterns. Target Journal: *Organizational Behavior and Human Decision Processes*.

Souitaris, V., Nicolaou, V. and Hashem, N. Is entrepreneurship heritable? A replication study. Submitted to: *Strategic Management Journal*.

Souitaris, V., Shepherd, D., Peng, B. and Zerbinati, S. Good or bad news? The short- and long-term consequences of founder exit from newly public firms. Target journal: *Journal of Management*.

Hsueh, J. Souitaris, V., Bird, M., Entrepreneurs' mind power: The change of entrepreneurs' mental well-being and its influence on entrepreneurial income. Submitted to: *Journal of Business Research*.

Hsueh, J. and Souitaris, V. Can digital self-help reduce entrepreneurial stress? A longitudinal experiment. Target journal: *Journal of Applied Psychology*.

Souitaris, V., Nicolaou, N., and Hashem, N. Does education affect the propensity of engaging in entrepreneurship? Controlling for unobserved heterogeneity using co-twin control analysis. Target journal: *Journal of Management*.

Curran, K., Souitaris, V., and Shepherd, D. Industry stars and societal icons. Narrative practices and the rise of celebrity entrepreneurs. Target journal: *Organization Science*.

CONFERENCES AND INVITED PRESENTATIONS

1. Souitaris, V., Shepherd, D., Peng, B. and Zerbinati, S. (2019 and 2022) Good or bad news? The short- and long-term consequences of founder exit from newly public firms. Academy of Management Conference, Boston. And 5th Interdisciplinary Perspectives on Leadership Symposium, Mykonos, 6-9 May 2022.
2. Souitaris, V., Peng, B., Zerbinati, S. and Shepherd, D. (2019) Specialist or jack of all trades? Founders' multidimensional breadth of experience and fundraising at initial public offering. Academy of Management Conference, Boston.
3. Peng, B., Zerbinati, S. and Souitaris, V. (2018) Is post-IPO founder exit related with stock and accounting performance of the firm? Academy of Management Conference, Chicago.
4. Hashem, N., Nicolaou, N. and Souitaris, V. (2016) Does engagement in entrepreneurship increase life-stress? In the Academy of Management Conference 2016, Anaheim California.
5. Zerbinati, S., Souitaris, V., Peng, B. (2016) Should I stay or should I go? An analysis of Entrepreneurs' exit decisions via IPO. Babson Entrepreneurship Research conference Conference, Bodo Norway.
6. Bo, P., Zerbinati, S., Souitaris, V. (2015-16) To be a specialist or a generalist? A discussion of categorical imperative mechanism on entrepreneurial IPO performance.

- Babson Entrepreneurship Research Conference 2015, Babson College, and Academy of Management Conference 2016 in Anaheim California.
7. Huyghe, A., Souitaris, V., Knockaert, M. (2015) Academic Entrepreneurship: A Multilevel Study of Individual, Subunit and Organization Effects. Academy of Management Conference 2015 in Vancouver and ACERE Entrepreneurship conference 2015 in Australia, where it won the best paper award.
 8. Bellavitis, C. Filatotchev, I. and Souitaris, V. (2014) The impact of investment networks on Venture Capitalist performance: A contingency framework. Academy of Management Conference, Philadelphia. 2014, and Academy of Management Conference 2016 in Anaheim California.
 9. Pitsakis, K., Souitaris, V. and Nicolaou, N. The peripheral halo effect. Spinoff portfolio characteristics and university research income. Invited presentations at London Business School (2013), Warwick Business School (2014), Strathclyde University (2012), LUISS University in Rome (2014), and the University of Cyprus (2012).
 10. Nicolaou, N. and Souitaris, V. Can perceived support for entrepreneurship keep great faculty in the face of spinouts? Invited presentations at Imperial College London (2011) and ESADE (2012).
 11. Huang, T., Souitaris, V., and Barsade, S. Escalation of commitment. A study of hope and fear. Invited presentations at Kingston University (2013), Norwich Business School (2014), University of Bath (2015), London Business School (2016).
 12. Souitaris V. and Pitsakis K. (2010). Community ecology: A general model or reciprocal legitimacy between two organizational populations.

Academy of Management, Annual Meeting, Montreal, Canada, 6-10 August
European Academy of Management, Annual Conference, Rome, Italy, 19-22 May
 13. Pitsakis K. and Souitaris V. (2010). The contingent nature of government intervention in the diffusion of innovations among public organizations. Academy of Management, Annual Meeting, Montreal, Canada, 6-10 August.
 14. Defazio, D and Souitaris, V. (2010) Learning to spin-off by learning to license: Individual learning processes in capability formation. Strategic Management Society 2010 conference in Rome.
 15. Pitsakis, K. and Souitaris, V. (2009) Spinoff diffusion and the social construction of university funding.
Babson Entrepreneurship Research conference 2009 in Boston
European Academy of Management annual Conference 2009, Liverpool, UK.
 16. Pitsakis, K. and Souitaris, V. (2009) Lack of norms, mimicry and the diffusion of educational innovations: The UK Spinoffs. Academy of Management Conference 2009 in Chicago.

17. Souitaris, V. and Defazio, D. (2008) Licensing or spinoffs? Success and failure experiences and the development of alternative capabilities in technology transfer organizations, Babson Entrepreneurship Research conference 2008 in North Carolina.
18. Djokovic, D. and Souitaris, V. (2007) The effects of market and technological uncertainty on university spinout formation: A real option approach to technology commercialization, Academy of Management Conference 2007 in Philadelphia.
19. Marcello M. Liu, G. and Souitaris, V. (2007) Determinants & Consequences Of Speed In Developing Dynamic Capabilities In New Technology Ventures, Babson College Entrepreneurship Research Conference 2007, Madrid, Spain.
20. Pitsakis K. and Souitaris V. (2007). The effects of spinoffs on the universities that create them. An empirical analysis using Institutional Theory. Babson College Entrepreneurship Research Conference 2007, Madrid, Spain.
21. Pitsakis K. and Souitaris V. (2007). A model of reciprocal legitimacy for the entrepreneurial university and its spinoff firms. American Sociological Association, Annual Meeting, New York, NY, USA, 11-14 August
22. Souitaris, V. Moray, N. Clarysse, B. and Zerbinati, S. (2006) Why Research-Based Spin-Offs grow? IAMOT Conference in Beijing.
23. Djokovic, D. and Souitaris, V. (2006) The effects of market and technological uncertainty on university spinout formation: A real option approach to technology commercialization”, Babson Entrepreneurship Research Conference 2006, Bloomington Indiana, June 8-10.
24. Souitaris, V. Moray, N. Clarysse, B. and Zerbinati, S. (2006) Nature or Nurture? The Growth Paradox of Research-Based Spin-Offs, Babson Entrepreneurship Research conference 2006, Bloomington Indiana, June 8-10.
25. Marcello M. Liu, G. and Souitaris, V. (2005) Polychronicity in top management teams. The impact on strategic decision making processes and outcomes in new ventures, Babson Entrepreneurship Research conference 2005, Boston.
26. Souitaris, V. & Zerbinati, S. (2005) Do entrepreneurship programmes raise intentions of science and engineering students? Academy of Management Conference 2005, Hawaii, USA.
27. Souitaris, V. & Zerbinati, S. (2004) The effect of entrepreneurship education on entrepreneurial attitudes, intentions and start-up activities of science and engineering students. Babson Entrepreneurship Research conference 2004, Glasgow, 4-6 June.
28. Zerbinati, S. & Souitaris, V. (2002) Entrepreneurship in the public sector: An empirical analysis of local governments in the UK and Italy, Babson Entrepreneurship Research conference 2002, Boulder Colorado, 6-8 June.

29. Zerbinati, S. & Souitaris, V. (2002) Entrepreneurship in the public sector: An empirical analysis of local governments in the UK and Italy. Small Business and Entrepreneurship Development Conference, Nottingham 15-16 April.
30. Souitaris, V. & Daskalopoulos, T. (2001) Managing Science and Technology Parks in low-tech environments: a resource-based strategic mapping framework, Portland International Conference in Management of Engineering and Technology (PICMET). Portland Oregon, July 29 – August 3.
31. Whewell, J. & Souitaris, V. (2001) The impact of Internet Trading on the UK Antiquarian and Second-hand Bookselling Industry, Proceedings of the 22 McMaster world congress (e-commerce), Hamilton - Ontario, Canada, January 17-19.
32. Souitaris, V. (2000) Application of a sectoral taxonomy to explore contingencies in the theory of determinants of innovation, Proceedings of the IEEE International Conference on Management of Innovation and Technology (ICMT 2000), Singapore, November 12-15.
33. Souitaris, V. (2000) Strategic determinants of Innovation in Greece, Proceedings of the conference on Innovation and Entrepreneurship Policies in the European Periphery, Volos Greece, May 26-27.
34. Souitaris, V. (2000) External communication determinants of innovation in the context of a newly industrialised country: The case of Greece. Proceedings of the 9th International Conference of Management of Technology (IAMOT), Miami, Florida, February 20-25.
35. Souitaris, V. (1999) Firm-specific competencies determining technological innovation. Results from a survey in Greece, Proceedings: R&D Management Conference, New Delhi, December 6-8.
36. Souitaris, V. (1999) Corporate decision-making factors determining technological innovation: A survey in Greece, Presented at the British Academy of Management Conference, Manchester, September 1-3.
37. Souitaris, V., Bakouros, Y.L., (1997) The issue of Determinants of Technological Innovation re-examined. Prospects of research in Japan, Conference Proceedings: European Institute of Japanese Studies, Budapest, August 27-30.
38. Souitaris, V., (1997) The issue of Determinants of Technological Innovation re-examined. Current State of the Art, Modern Research Trends and Future Prospects, Proceedings: R&D Management Conference, Manchester Conference Centre, July 14-16.

RESEARCH GRANTS

The effect of uncertainty on the license versus spinout decision. **Grant:** £95000.
 Sponsor: ESRC. This research received an outstanding evaluation.

Exits from university spinouts. **Research fellowship:** EUR 11800
Sponsor: Gate2Growth Network in Entrepreneurship and Innovation

Growth of university spinouts. **Small Grant:** £3500
Sponsor: Brunel University. Co-applicants: Stefania Zerbinati

Corex Entrepreneurial Case Study. **Research contract:** EUR 3500
Sponsor: Gate2Growth Network in Entrepreneurship and Innovation

Determinants of Innovation in the Greek manufacturing Industry
Full time PhD scholarship: £30000
Sponsor: NATO

EXTERNAL EXAMINING

PhD

Harveen Chugh (PhD - 2007) Imperial College London

Adam Bock (PhD - 2010) Imperial College London

Ana Scendrova (PhD 2016) Cardiff University

Ahmed Nofal (PhD 2019) Warwick University

Laurens Vandeweghe (PhD 2021) Imperial College London

Sayan Sarkar (PhD 2021) London Business School

Programmes

External examiner for the PhD programme, University of Warwick, 2016-2018

EDITORIAL BOARDS

Field Editor (Associate Editor) Journal of Business Venturing (2020-now)

Entrepreneurship Theory and Practice (2015-now)

Journal of Management Studies (2017- now)

Academy of Management Perspectives (2018-now)

References upon request:

Nicos Nicolaou,
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