

CURRICULUM VITAE
– Dr. Silke Tegtmeier –
January 30, 2012

CONTACT

Leuphana University of Lueneburg
Entrepreneurship & Start-up Management
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PERSONAL

Year of birth: 1974
Country of birth: Germany
Citizenship: German
Family situation: not married, no children

CURRENT POSITIONS

since 01/2009 *Post doc (Entrepreneurship & Start-up Management)*
Leuphana University of Lueneburg

since 10/2002 *Fulltime Academic Employee (Entrepreneurship & Start-up Management)*
Research, teaching, transfer projects (student-company-university collaborations)

FORMER POSITIONS

10/2002-12/2008 *Doctoral Student (Business Economics: Entrepreneurship & Start-up Management)*
Leuphana University of Lueneburg
Thesis: "Die Existenzgründungsabsicht: Eine theoretische und empirische Analyse auf Basis der Theory of Planned Behavior" (Entrepreneurial Intentions - Theoretical and Empirical Analyses based on the 'Theory of Planned Behavior')
(Thesis defended in 08/2008, Doctoral Certificate received in 12/2008, Dr. rer. pol., summa cum laude, primary advisor: Prof. Dr. Reinhard Schulte, committee: JP Dr. Thomas Behrends, Prof. Dr. Thomas Wein)

07/1997-09/1999 *HR Administrator (fulltime-employment in commercial enterprise)*
DOMO Besmer GmbH, Hess. Oldendorf (Germany)

EDUCATION

- 10/1999-06/2002 *Diplom* (equiv. Master's degree) in Business Administration, University of Lueneburg
Major: Human Resources & Leading, Business French
- 08/1994-07/1997 *Business Academy Diplom* in Business Administration
Business Academy Weserbergland, Hameln (Germany)
Major: Controlling, Management
with integrated pre-employment training (Industrial Clerk
DOMO Besmer GmbH)
- 1994 *Abitur* (diploma from German secondary school qualifying for university matriculation), Campe-Gymnasium Holzminden, Germany

JOB EXPERIENCE WHILE A STUDENT

- 07/2002-09/2002 *Market Researcher*
Project M-Consulting in Marketing, Lueneburg, Germany
- 01/2000-03/2002 *Student Administration Assistant*
University of Lueneburg (Head Office)
- 10/2001-12/2001 & 04/2002 *Tutor for recently arrived students* (voluntary work)
University of Lueneburg
- 08/2000-09/2000 *Student Trainee*
Fortius Natural Nutrition, Calgary, Canada

SELECTED ADVANCED TRAININGS

Post-doc Workshop, 56th ICSB World Conference, Stockholm, Sweden, 17.06.2011

STATA Workshop (DPC), Academic Writing Workshop (Prof. emerit. Mike Pätzold)

Workshops in econometrics, Leuphana University of Lueneburg

Workshops in research strategies, project-based research, calculating project budgets, and publications; round table research: EU-funding; intensive workshop: applying for international collaborative projects, Leuphana University of Lueneburg

Certificate of Business French at the Chamber of Industry and Commerce, Paris, France

Qualifying examination for being instructor of apprentices, Business Academy Weserbergland, Hameln, Germany

RESEARCH INTERESTS

Empirical research on opportunity recognition and development, entrepreneurial intentions, Theory of Planned Behavior, entrepreneurship education, start-up counselling

GRANT APPLICATION

„Herself. Research project - Self-employment in the Professional Career of Female Academics“, Call for proposals: "Frauen an die Spitze" of the Federal Ministry of Education and Research, Germany (under review)

MEMBERSHIPS

International Council for Small Business (ICSB) and affiliated European Council for Small Business and Entrepreneurship (ECSB)

PEER: Pan European Entrepreneurship Researchers (www.peer-web.eu)

Verein für Socialpolitik (German Economic Association)

Verband der Hochschullehrer für Betriebswirtschaft (German Academic Association for Business Research)

Centrum für Existenzgründung in Theorie und Anwendung, Lueneburg (ceta: Centre for Venture Creation in Theory and Application), via ceta: Förderkreis Gründungs-Forschung e.V. (FGF: Leading Association of German Speaking Researchers in Entrepreneurship)

AWARDS

"Award for Junior Researchers 2011" in the category "Excellent Publications" awarded by the Faculty of Economics, Leuphana University of Lueneburg, 300 €

"Award for Junior Researchers 2011" in the category "Participation in Summer Schools and Doctoral Workshops of Excellent Reputation" awarded by the Faculty of Economics, Leuphana University of Lueneburg, 300 €

"Award for Junior Researchers 2009" in the category "Excellent Presentations on Conferences with Open Calls", awarded by the Faculty of Economics, Behavioural Sciences and Law, Leuphana University of Lueneburg, 300 €

"Award for Junior Researchers 2008" in the category "Excellent Presentations on Conferences with Open Calls", awarded by the Faculty of Economics, Behavioural Sciences and Law, Leuphana University of Lueneburg, 300 €

"Award for Junior Researchers 2008" in the category "Excellent Publications" awarded by the Faculty of Economics, Behavioural Sciences and Law, Leuphana University of Lueneburg, 300 €

"Award for Junior Researchers 2008" in the category "Participation in Summer Schools and Doctoral Workshops of Excellent Reputation" awarded by the Faculty of Economics, Behavioural Sciences and Law, Leuphana University of Lueneburg, 300 €

"Award for Junior Researchers 2007" in the category "Best Conference Presentation", awarded by the Faculty of Economics, Behavioural Sciences and Law, Leuphana University of Lueneburg, 200 €

"Best Paper Award for a Junior Researcher 2006", awarded by RENT XX Conference – Research in Entrepreneurship and Small Business, 510 €

PUBLICATIONS AND DISCUSSION PAPERS

1. "Educational and Occupational Biographies of Company Founders – An Analysis of Personal Longitudinal Data with GSOEP" (jointly with Anna Heimann, under review)
2. "Towards a Process View on Opportunity Development: Internal Versus External Stimulation" (under review)
3. "Empirical Implications for Promoting Students' Entrepreneurial Intentions" (under review)

4. "Evaluating Introduction Lectures in Entrepreneurship: Empirical Implications Based on the Theory of Planned Behavior" (revise+resubmit)
5. "Innovating entrepreneurial pedagogy – Examples from France and Germany" (jointly with Rita Klapper), in: *Journal of Small Business and Enterprise Development*, 2010, 17 (4), 552-568.
6. "Experiences, Competencies, Attitudes on the Market for Start-up Counseling – Evidence from Germany" (jointly with Reinhard Schulte and Carsten Wille), Inter-ICSB online publication, 3, 44-64, <http://icsb.org/InterICSB.asp>, 2010.
7. „Developing and Evaluating Entrepreneurship Curricula: Lessons from a Start-up Simulation Pilot" (jointly with Reinhard Schulte), Inter-ICSB online publication, 2, 5-20, www.icsb.org/InterICSB.asp, 2009.
8. „Erklärung der individuellen Existenzgründungsabsicht: die ‚Theory of Planned Behavior‘ als sozialpsychologisches Modell im Gründungskontext", Discussion paper No. 1, Lueneburger Beiträge zur Gründungsforschung, Lueneburg 2006.

BOOKS

1. „Die Existenzgründungsabsicht. Eine theoretische und empirische Analyse auf Basis der Theory of Planned Behavior", Edition Gründungsforschung, Ed. 3, Marburg: Tectum 2008, Dissertation Leuphana University of Lueneburg 2008.
2. „Mythos Existenzgründer. Persönlichkeitseigenschaften von Gründern im Diskurs" (jointly with Miriam Seitz), Edition Gründungsforschung, Ed. 1, Marburg: Tectum 2007.

BOOK CHAPTERS

1. "Evaluating entrepreneurship curricula: Primary results of computer-based start-up simulations", in: Schöning, S., Richter, J., Wetzel, H., Nissen, D. (Ed.): *Kleine und mittlere Unternehmen: Herausforderungen und Innovationen*, Frankfurt am Main: Peter Lang 2010, 113-128.
2. „Theorien zur Unternehmensgründung" (jointly with Reinhard Schulte), in: Gundolf, K., Kraus, S. (Hrsg.): *Stand und Perspektiven der deutschsprachigen Entrepreneurship- und KMU-Forschung*, Schriftenreihe, Institut für Managementforschung, Ed. 2, Stuttgart: ibidem 2008, 118-134.
3. „Existenzgründungen junger Handwerksmeister – Ergebnisse einer Pilotstudie auf Basis der ‚Theory of Planned Behavior‘", in: Schöning, S., Richter, J., Wetzel, H., Nissen, D. (Ed.): *Kleine und mittlere Unternehmen: Unternehmensnachfolge und Innovationspotenzial. Forschungsbeiträge*, Frankfurt am Main: Peter Lang 2007, 185-203.
4. „Personenzentrierte Einflussfaktoren der Gründungsaktivität – Stand, kritische Würdigung und Perspektiven des Trait Approach", in: Schöning, S., Richter, J., Wetzel, H., Nissen, D. (Ed.): *Existenzgründung – Beiträge zur Gründungsforschung*, Frankfurt am Main: Peter Lang 2006, 19-42.
5. „Existenzgründung als geplantes Verhalten – Forschungsansatz und erste Ergebnisse", in: Schulte, R. (Ed.): *Ergebnisse der Mittelstandsforschung*, Münster: Lit 2005, 3-22.

6. „Von der Innovation zum Corporate Spin Off - Technologieorientierte Ausgründungen aus Großunternehmen in Deutschland“ (jointly with Reinhard Schulte, Fabian Eggers, and Mareike Deutschmann), in: Schwarz, E. J./ Harms, R. (Eds.): *Integriertes Ideenmanagement - Betriebliche und überbetriebliche Aspekte unter besonderer Berücksichtigung kleiner und junger Unternehmen*, Wiesbaden: Deutscher Universitäts-Verlag 2005, 127-148.
7. „Ist die Selbständigenquote eine sinnvolle wirtschaftspolitische Steuerungsgröße?“ in: Hanns Martin Schleyer-Stiftung (Ed.): *Globale Wirtschaft - nationale Verantwortung: Wege aus dem Druckkessel, Forschungsergebnisse im Überblick*, Ein Almanach junger Wissenschaftler, Köln 2005, 220-221.
8. „Das Konzept des Management Buy-out als Lösungsansatz der Nachfolgeproblematik im Mittelstand“ (jointly with Fabian Eggers), in: S. Schöning, I. Ott, J. Richter, D. Nissen (Eds.): *Mittelstandsforschung - Beiträge zu Strategien, Finanzen und zur Besteuerung von KMU*, Frankfurt am Main: Lang 2004, 117-136.

CONFERENCE PROCEEDINGS

1. "Increasing Entrepreneurial Intentions through Innovations in Pedagogy: European Approaches, Programmes, and Tools" (jointly with Carl-Johan Asplund, Lars Bengtsson, Rita Klapper, Agnieszka Kurczewska, Paula Kyrö, Catherine Léger-Jarniou, Elena Pruvli, Nickolaos G. Tzeremes, and Spyros J. Vliamos), in: INTERCOM Convention Services and Korea Small Business Institute (Ed.): *Proceedings of the 54th ICSB World Conference*, Seoul 2009.
2. "The German Market for Start-up Counselling and Coaching – Experiences, Competencies, Attitudes" (jointly with Reinhard Schulte and Carsten Wille), in: INTERCOM Convention Services and Korea Small Business Institute (Ed.): *Proceedings of the 54th ICSB World Conference*, Seoul 2009.
3. "Developing and Evaluating Entrepreneurship Curricula: Lessons from a Start-up Simulation Pilot" (jointly with Reinhard Schulte), in: Saint Mary's University, Business Development Centre (Ed.): *Proceedings of the 53rd ICSB World Conference*, Halifax 2008.
4. "Introduction Lectures in Entrepreneurship - an Effective Tool for Promoting Entrepreneurial Intentions? - Empirical Implications Based on the 'Theory of Planned Behavior'", in: TSE Entre, Turku School of Economics (Ed.): *Proceedings of the 52nd ICSB World Conference*, Turku 2007.
5. "Entrepreneurship and the 'Theory of Planned Behavior' – Empirical Implications for Promoting Students' Entrepreneurial Activity", in: Laveren, E., Crijns, H. (Ed.): *Proceedings of the RENT XX Conference – Research in Entrepreneurship and Small Business*, Antwerpen, Oxford 2006.

COURSE MATERIAL

1. „Grundlagen des Gründungsmanagements“ (jointly with Reinhard Schulte and Fabian Eggers), *Lecture material in the context of the MBA 'Sustainability Management'*, Lueneburg 2005.
2. „Praxis des Gründungsmanagements“ (jointly with Reinhard Schulte and Fabian Eggers), *Lecture material in the context of the MBA 'Sustainability Management'*, Lueneburg 2005.

CONFERENCE PRESENTATIONS

1. 7^e Congrès de l'Académie de l'Entrepreneuriat et de l'Innovation, Paris, France, 13.10.2011, (jointly with Catherine Léger-Jarniou), *Reconnaissance d'opportunités et processus émergent chez les étudiants entrepreneurs – Etude comparative en France et en Allemagne*
2. 56th ICSB World Conference, Stockholm, Sweden, 17.06.2011, *Further Creation of Know how in the Opportunity Recognition Process*
3. 56th ICSB World Conference, Stockholm, Sweden, 17.06.2011, (jointly with Carl-Johan Asplund and Catherine Léger-Jarniou), *Emerging Entrepreneurship – From Idea to Opportunity – Comparative Study in France, Germany and Sweden*
4. 56th ICSB World Conference, Stockholm, Sweden, 17.06.2011, (jointly with Anna Heimann), *Educational and Occupational Biographies of Company's Founders – An Analysis of Personal Longitudinal Data with GSOEP*
5. 56th ICSB World Conference, Stockholm, Sweden, 16.06.2011, (jointly with Björn Bjerke, Pegram Harrison, Agnieszka Kurczewska, Catherine Léger-Jarniou), *Workshop: Searching for Truffles! – Identifying, Creating and Developing Entrepreneurial Opportunities*
6. 13. Forum Gründungsforschung - Interdisziplinäre Jahreskonferenz zur deutschsprachigen Entrepreneurshipforschung, Leipzig, 30.10.2009, (jointly with Reinhard Schulte and Carsten Wille), *The German Market for Start-up Counselling and Coaching – Experiences, Competencies, Attitudes*
7. 54th ICSB World Conference, Seoul, Korea, 23.06.2009, (jointly with Carl-Johan Asplund, Lars Bengtsson, Rita Klapper, Agnieszka Kurczewska, Paula Kyrö, Catherine Léger-Jarniou, Elena Pruvli, Nickolaos G. Tzeremes, and Spyros J. Vliamos), *Increasing Entrepreneurial Intentions through Innovations in Pedagogy: European Approaches, Programmes, and Tools*
8. 54th ICSB World Conference, Seoul, Korea, 22.06.2009, (jointly with Reinhard Schulte and Carsten Wille), *The German Market for Start-up Counselling and Coaching – Experiences, Competencies, Attitudes*
9. 2009 EFMD Entrepreneurship Conference, Barcelona, 27.02.2009, (jointly with Rita Klapper), *Encouraging Entrepreneurial Intentions – Innovative Teaching Pedagogy from two European Countries*
- 10.12. Forum Gründungsforschung - Interdisziplinäre Jahreskonferenz zur deutschsprachigen Entrepreneurshipforschung, Dortmund, 07.11.2008, (jointly with Reinhard Schulte), *The Impact of a Start-up Simulation on Entrepreneurial Competences and Intentions – Evaluation Instrument and First Results*

- 11.53rd ICSB World Conference, Halifax, Canada, 24.06.2008, (jointly with Reinhard Schulte), *Developing and Evaluating Entrepreneurship Curricula: Lessons from a Start-up Simulation Pilot*
- 12.52nd ICSB World Conference, Turku, Finland, 14.06.2007, *Introduction Lectures in Entrepreneurship – An Effective Tool for Promoting Entrepreneurial Intentions? – Empirical Implications Based on the "Theory of Planned Behavior"*
- 13.RENT XX Conference – Research in Entrepreneurship and Small Business, Brüssel, 23.11.2006, *Entrepreneurship and the „Theory of Planned Behavior“ – Empirical Implications for Promoting Students’ Entrepreneurial Activity*
- 14.10. Forum Gründungsforschung - Annual Interdisciplinary Entrepreneurship Conference, Berlin, 10.11.2006, *Bestimmungsgründe für Existenzgründungsabsichten angehender Akademiker: Ergebnisse einer empirischen Untersuchung auf Basis der „Theory of Planned Behavior“*
- 15.NeuroPsychoEconomics Conference, Berlin, 10.10.2006, *Explaining Entrepreneurial Intentions: The „Theory of Planned Behavior“ as Social-psychological Model in the Context of Entrepreneurship*
- 16.Conference „Integriertes Ideenmanagement - Betriebliches und überbetriebliches Ideenmanagement unter besonderer Berücksichtigung kleiner Unternehmen“ Klagenfurt, 21.10.2005, (jointly with Mareike Deutschmann, Fabian Eggers, and Reinhard Schulte) *Von der Innovation zum Corporate Spin Off – Technologieorientierte Ausgründungen aus Großunternehmen in Deutschland*
- 17.CREPS-Workshop, University of Lueneburg, Lueneburg, 25.11.2004, *Existenzgründung als geplantes Verhalten – Forschungsansatz und erste Ergebnisse*

OTHER PRESENTATIONS

1. PEER 2011 Workshop, Université Paris-Dauphine, Paris, 26.-28.09.2011, (jointly with Carl-Johan Asplund and Catherine Léger-Jarniou), *Emerging Entrepreneurship – From Idea to Opportunity – Comparative Study in France, Germany and Sweden*
2. 10th European Summer University: Entrepreneurship in Europe, Université Paris-Dauphine, Paris, 07.-11.09.2010, *Opportunity Recognition – Modelling the Process; The EU Innovation Incubator Leuphana University of Lueneburg*
3. PEER Workshop, Aalto University, Helsinki, 05.02.2010, *Schools of Thought in Opportunity Recognition Research*
4. 9th European Summer University: Entrepreneurship in Europe, Université Paris-Dauphine, Paris, 24.09.2009, *Opportunity Recognition – State of the Art and Research Perspectives*
5. 8th European Summer University: Entrepreneurship in Europe - Innovations in Pedagogy, Université Paris-Dauphine, Paris, 22.09.2008, *Innovations in Entrepreneurship Education in Germany*
6. 8th European Summer University: Entrepreneurship in Europe - Innovations in Pedagogy, Université Paris-Dauphine, Paris, 23.09.2008, (jointly with Rita Klapper), *Creativity Workshop*

7. 7th European Summer University: Entrepreneurship in Europe - European priorities for entrepreneurship education, Université Paris-Dauphine, Paris, 24.09.2007, *Entrepreneurship Education in Germany*
8. Awarding Venture Creation in Lueneburg – Including the Ceremony of Awarding the Venture Creation Prize „Lueneburger Gruenderpreis Impuls 2006“, University of Lueneburg, Lueneburg, 14.12.2006, (jointly with Andrea Japsen), *Angebote der gründungsfreundlichen Universität Lueneburg (Offers of the Start-up Friendly University of Lueneburg)*
9. Colloquium of the Personality and Social Psychology Division incl. Prof. Icek Ajzen, University of Massachusetts, Amherst, MA, 15.09.2006, *Predicting Entrepreneurial Intentions: An Application of the „Theory of Planned Behavior“*
10. Start-up Days in Lueneburg 2006, Chamber of Commerce and Industry Lueneburg-Wolfsburg, Lueneburg, 15.05.2006, (jointly with Andrea Japsen), *Die Region Lueneburg: Gründungsaktivitäten, Einstellungen und Rahmenbedingungen im deutschlandweiten Vergleich (The Region of Lueneburg: Start-up Activities, Attitudes and Surrounding Conditions in Germany-wide Comparison)*

SERVICE TO THE SCIENTIFIC COMMUNITY

REFEREEING

European Academy of Management (EURAM-Conference, 17.-20.05.2006, Oslo); „Stand und Perspektiven der deutschsprachigen Entrepreneurship- & KMU-Forschung“ (Eds. Gundolf, K.; Kraus, S., 2008, ibidem); International Council for Small Business (Inter-ICSB 2008/2009); “Entrepreneurship Research in Europe: Evolving Concepts and Processes (European Research in Entrepreneurship Series)” (Eds. Borch, O. J., Fayolle, A., Kyrö, P., and Ljunggren, E., scheduled June 2011, Edward Elgar); Special call for Education & Training 2011: “Graduate Entrepreneurship in Developing Countries” (Eds. Liñán, F., Nabi, G.); Zeitschrift für KMU und Entrepreneurship (ZfKE)

BOARD ACTIVITIES

Member of the ECSB Board of Directors (www.ecsb.org)

Cash auditor of ceta (www.ceta-ev.de)

Treasurer of PEER (www.peer-web.eu)

UNIVERSITY DUTIES

Since 10/2010 member of the study commission for the Master program “Management & Entrepreneurship”, Faculty of Economic Sciences, Leuphana University of Lueneburg

Since 10/2010 substitutional member of the study commission for the program “Leuphana Bachelor”, Faculty of Economic Sciences, Leuphana University of Lueneburg

Since 06/2010 substitutional member of the search committee for a Professor in management and entrepreneurship, Leuphana University of Lueneburg

Since 06/2009 member of the advisory board for the faculty commission on doctorates, Leuphana University of Lueneburg

03/2006-09/2010 substitutional advisory member in the deanship of the faculty (Faculty of Economics, Behavioural Sciences and Law), Leuphana University of Lueneburg

01/2006-09/2010 member of the faculty council (Faculty of Economics, Behavioural Sciences and Law), Leuphana University of Lueneburg

06/2009-05/2010 member of the search committee for four Junior Professors in business economics, esp. personnel economics, organisational economics, financial economics, and accounting & economics, Leuphana University of Lueneburg

05/2009-07/2009 substitutional member of the search committee for a Professor in business psychology, esp. research on innovations and entrepreneurship, Leuphana University of Lueneburg

03/2007-12/2007 member of the search committee for a W-3-Research Professor „business economics“ (Faculty of Economics, Behavioural Sciences and Law), Leuphana University of Lueneburg

06/2005-05/2009 member of the faculty commission on doctorates, Leuphana University of Lueneburg

08-10/2006 member of the prearrangement team „Graduate School“, aimed at reorganizing the University of Lueneburg

01/2004-01/2005 member of the search committee for an Assistant Professor (Juniorprofessor) in labour law, University of Lueneburg

PROJECTS

In charge of the 2nd *GMLG-Conference on Entrepreneurship: Start-ups, Business Models, and Family Businesses*, January 20th/21st, 2012 with presentations given by international researchers, the Leuphana-Essex Pitch, and workshops for Leuphana students; <http://www.leuphana.de/en/professorships/start/research/conference/conference-2012.html>.

In charge of the 1st *GMLG-Conference on Entrepreneurship: Creating and Evaluating Opportunities*, January 21st/22nd, 2011 with presentations given by international researchers, a podium discussion, and workshops for Leuphana Master students in "Management & Entrepreneurship", <http://www.leuphana.de/en/professorships/start/research/conference/conference-2011.html>.

In charge of marketing activities and member of the jury of the award: *Leuphana Business Idea of the Year* since 2009 (funded by Rainer-Adank-Stiftung, Lueneburg, <http://www.leuphana.de/gruendung/gruendungs idee-des-jahres.html>; www.luenale.de)

Coordination of *university surveys* with respect to entrepreneurship/business start-ups (esp. the Germany-wide survey by Schmude et al.: "Vom Studenten zum Unternehmer: Welche Universität bietet die besten Chancen?" – From Student to Entrepreneur: Which University Provides the Best Opportunities?, Lueneburg ranked no. 1 overall in 2005 and no. 1 in entrepreneurship teaching in 2007 among more than 60 German universities).

In charge of a comprehensive service brochure (1st ed.) and a website for students *Setting up a Business - Leuphana University of Lueneburg*, (jointly with Andrea Japsen, <http://www.leuphana.de/gruendung.html>)

Participation in the university/practitioners cooperation project: *Virtual Competence Centre for Setting up and Ensuring Businesses (VICO)*, region of Lueneburg (co-financed by the European Union and Lower Saxony, Germany), 2004/2005

In charge of student administration assistants at the Department of Entrepreneurship & Start-up Management

TEACHING

LECTURES

Each winter term from 2009/10, Master "Management & Entrepreneurship": *Management Studies III: Entrepreneurship* (in winter term 2009/10 jointly with Reinhard Schulte, 2 contact hours); since winter term 2010/11 including GMLG-Conference in Entrepreneurship, January 21st/22nd, 2011; scheduled January 20th/21st, 2012 (see also "projects")

Winter term 2006/07, *Lecture in start-up management II* (2 contact hours)

EXERCISE COURSES

Winter term 2009/10, *Management Studies III: Entrepreneurship* (exercises/case studies jointly with Reinhard Schulte, 2 contact hours)

Each winter term from 2009/10, Master "Management & Entrepreneurship" - Major Business Development: *Exercises in start-up management*, (1 contact hour)

Each semester from winter term 2002/03 until 2008/09, *Exercises in start-up management I and II* (2 contact hours)

TRAINING RESEARCH PROJECTS (SEMINARS)

Summer term 2011, "*Who has got creative new business ideas?*" - *An empirical investigation* (4 contact hours)

Summer term 2010, *Explaining opportunity recognition and development* (4 contact hours)

Summer term 2009, *Setting up a student initiative: Developing entrepreneurial mindsets and commitment at Leuphana University* (2 contact hours)

Winter term 2008/09, *Start-up counselling: Market and practising start-up counselling in Germany* (online questioning jointly with Reinhard Schulte and Carsten Wille, 4 contact hours)

Winter term 2007/08, *Development a start-up simulation* (jointly with Reinhard Schulte and Miriam Seitz, 4 contact hours)

Winter term 2005/06, *Loan demands in the sector of savings banks* (jointly with Mareike Deutschmann, Fabian Eggers, and Reinhard Schulte, 4 contact hours)

Summer term 2005, *Spin-offs from universities – An online questioning* (jointly with Derik Burgert, Mareike Deutschmann, and Henning Stolze, 4 contact hours)

Winter term 2004/05, *Corporate spin offs – Spin-offs from German large-scale enterprises* (jointly with Fabian Eggers and Reinhard Schulte, 4 contact hours)

Winter term 2003/04, *Successful business succession* (jointly with Fabian Eggers and Reinhard Schulte, 4 contact hours)

Winter term 2002/03, *Evaluation of start-up guidebooks* (jointly with Fabian Eggers and Reinhard Schulte, 4 contact hours)

OTHER COURSES/SEMINARS

5x since summer term 2006, (incl. winter term 2009/10), *Computer-based start-up simulation (TOPSIM): Simulation of business launch and early-stage development of a service company* (jointly with Mareike Deutschmann, WS 2009/10 jointly with Carsten Wille, three-day block seminar)

10x since winter term 2003/04, *Business start-up for non-economists* (until summer term 2006 jointly with Fabian Eggers; three-day block seminar)

Summer term 2003 and 2004, *Selected issues of start-up management* (jointly with Fabian Eggers and Reinhard Schulte, 2 contact hours)

Winter term 2010/11, *Start-up case studies* (jointly with Christina Claßen, 3 contact hours)