

## Seminars and workshops at IIE, spring 2017

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### **THURSDAY January 26, 12.15-13.00**

Room A243, Viktoriagatan 13

*Research seminar:*

#### **New venture legitimacy: entrepreneurial project selection in incubation and acceleration programs**

**Berna Beyhan** – Assistant professor, School of Management, Sabanci University, Guest researcher, IIE, Dept. of Economy and Society, School of Business, Economics and Law, University of Gothenburg

Incubation programs are important for technology-based start-ups to access initial resources to start their entrepreneurial endeavor. For start-ups, being accepted by an incubation program is the first step of attaining legitimacy. Incubation programs have certain procedures and criteria to screen and select the most promising start-ups to work together. Start-ups that successfully complete the incubation programs attain further legitimacy to access funds from investors and venture capital.

However the role of incubation programs in new venture legitimacy is mostly ignored in the literature. This paper addresses this gap in the literature and tries to understand the factors which influence the evaluation of start-ups by incubation programs experts. We interviewed eight incubation program managers in Turkey to understand the factors /criteria which they use during the selection of applicants. Our research reveals that entrepreneurs' passions, commitment, their technological competencies, their willingness to collaborate with incubation programs are crucial in the evaluation process. Incubation programs also concern about the market and market conditions. They try to select the entrepreneurs who address a real need and problem in the market. Hence we conclude that incubation program experts seek for good entrepreneurial stories. Incubation programs are more concerned about whether they can create a good entrepreneurial story in collaboration with entrepreneurs.

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### **FRIDAY February 24, 13.15**

IIE seminar room, 7th floor, Viktoriagatan 13

*Research seminar:*

#### **Don't Talk to Strangers? Cognitive Proximity, Social Proximity and the Productivity of Mobile Inventors**

**Guido Buenstorf** – Professor of Economics, University of Kassel, Visiting professor, IIE, Dept. of Economy and Society, School of Business, Economics and Law, University of Gothenburg

A British post-WW2-program to detain and interrogate German experts allows us to disentangle individual dimensions of proximity and to minimize self-selection bias. Our empirical analysis of post-detention patenting activities suggests that cognitive proximity is more important in interactive learning than social and institutional proximity.

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**WEDNESDAY April 26, 10.00 -**

*PhD defence:*

**Exploring Knowledge Intensity in Entrepreneurship: A quantitative study of knowledge, innovation and performance in entrepreneurial firms**

***Ethan Gifford*** – PhD student, IIE, Dept. of Economy and Society, School of Business, Economics and Law, University of Gothenburg

Opponent: Professor Fredrik Tell, Department of Business Studies, Uppsala University

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**TBA**

*Workshop:*

**Creative industries and entrepreneurship**

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