

CURRICULUM VITAE

KARL HENRIK BERGLUND

PERSONAL INFORMATION

Date of birth: December 9th 1973
Citizenship: Swedish
Family status: Married, one daughter, one son.

CONTACT INFORMATION

Center for Business Innovation
Department of Technology Management and Economics
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SWEDEN

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OVERARCHING RESEARCH THEME

Entrepreneurship, Venture Capital, Innovation Management, Innovation Strategy,
Creativity, Qualitative Methods, Theory of Social Science

CURRENT RESEARCH AND RESEARCH INTERESTS

- Methods for Customer Centric Business Innovation
- Business Model Innovation
- Austrian economics and entrepreneurship studies

POSITIONS HELD

Fall 2011-Present Associate Professor at the Center for Business Innovation,
Department of Technology Management and Economics,
Chalmers University of Technology, Sweden

Summer 2009-Fall 2011 Project researcher at the Center for Business Innovation,
Department of Technology Management and Economics,
Chalmers University of Technology, Sweden

Fall 2008-Summer 2009 Parental leave.

2008	Visiting researcher at the Scandinavian Consortium for Organizational Research, Stanford University, USA.
Spring 2007	Visiting researcher for two months at Darden Graduate School of Business Administration, University of Virginia, USA.
Fall 2006	Researcher and lecturer at the Centre for Entrepreneurship, University of Oslo, Norway.
2005-2008	Researcher at the Department of Technology Management and Economics, Chalmers University of Technology, Sweden (funded by a three year post doc scholarship, Wallanderstipendium, from the Jan Wallander and Tom Hedelius foundation).
Spring 2003	Visiting doctoral student for one month at the Department of Management, Politics and Philosophy, Copenhagen Business School, Denmark.
2000-2005	Doctoral Student at the Department of Technology Management and Economics, Chalmers University of Technology, Sweden
1999-2000	Research Assistant at the Institute for Management of Innovation and Technology (IMIT), Chalmers University of Technology, Sweden

EDUCATION AND ACADEMIC DEGREES

2005 nov 14th. PhD, Technology Management and Economics, Chalmers University of Technology, Sweden. Dissertation title: *Toward a Theory of Entrepreneurial Action: Exploring Risk, Opportunity and Self in Technology Entrepreneurship*. Faculty Opponent, Prof. Saras Sarasvathy, University of Virginia.

2000. Master of Science, Industrial Engineering and Management, Chalmers University of Technology, Sweden.

1993. Matriculation, Östrabogymnasiet, Science Program, Uddevalla, Sweden.

1992. High School Diploma, Mt.Clemens High School, Detroit MI, USA.

PUBLICATIONS

Dissertation

Berglund, H. (2005). *Toward a Theory of Entrepreneurial Action: Exploring Risk, Opportunity and Self in Technology Entrepreneurship*. Chalmers University of Technology, New Dissertation Series No.2379, four papers and a 63 p. summary.

Journal Publications

Berglund, H. (2011). Interviews with Pioneers in Entrepreneurship Research: William Gartner. *Revue de l'Entrepreneuriat*. (forthcoming).

Berglund, H. (2011). Early stage VC investing: Comparing California and Scandinavia. *Venture Capital: An International Journal of Entrepreneurial Finance*. Vol. 13. (2): 119-145.

Yar Hamidi, D., Wennberg, K. and Berglund, H. (2008). Creativity in Entrepreneurship Education, *Journal of Small Business and Enterprise Development* (Special Issue on Entrepreneurship Education). 15(2): 304-320.

Berglund, H. (2007). Opportunities as Discovered and Created: A Study of Entrepreneurs in the Swedish Mobile Internet Industry. *Journal of Enterprising Culture*. 15(3): 243-273.

Berglund, H. (2007). Risk Conception and Risk Management in Corporate Innovation: Lessons from two Swedish Cases. *International Journal of Innovation Management*. 11(4): 497-513.

Berglund, H., Hellström, T. Sjölander, S. (2007). Entrepreneurial Learning and the Role of Venture Capitalists. *Venture Capital: An International Journal of Entrepreneurial Finance*, 9(3): 165-181.

Berglund, H. and Wennberg, K. (2006). Creativity among Entrepreneurship Students: Comparing Engineering and Business Education. *International Journal of Continuing Engineering Education and Lifelong Learning*. (Special Issue on Enterprise), 16(5): 366-379.

Berglund, H. and Hellström, T. (2002). Enacting Risk in Independent Technological Innovation, *International Journal of Risk Assessment and Management*, 3(2/3/4): 205-221.

Hellström, T., Hellström, C. and Berglund, H. (2002). The Innovating Self: Exploring Self Among a Group of Technological Innovators, *Journal of Managerial Psychology*, 17(4): 267-286.

Book Chapters

Berglund, H. and Sarasvathy, S. (2010). On the Relevance of Decision Making in Entrepreneurial Decision Making. In Landström, H. and Lohrke, L. (Eds.). *The Historical Foundations of Entrepreneurship Research*. Edward Elgar, Aldershot, UK.

Berglund, H. (2007). Researching Entrepreneurship as Lived Experience. In Neergaard, H. and Ulhøi, J. (Eds). *Handbook of Qualitative Research Methods in Entrepreneurship*. (75-93). Edward Elgar, Cheltenham, UK.

Wennberg, K. and Berglund, H. (2006). Social networking and the development of new ventures. In Beyerlein, M. (Ed). *Innovation through Collaboration*. Advances in Interdisciplinary Studies of Work, Vol.12 (203-225). JAI Press.

Completed Manuscripts

Berglund, H. and Sandström, C. (2011). *Business Model Innovation from an Open Systems Perspective: Structural challenges and managerial solutions*. (Submitted).

Korsgaard, S., Berglund, H., Thrane, C. and Blemker, P. (2011). *A Tale of Two Kirzners: Time, Uncertainty and the 'Nature' of Opportunities*. (Submitted).

Berglund, H. (2010). *Austrian Economics and the Study of Entrepreneurship: Concepts and Contributions*. (under 2nd round review).

Berglund, H. (2009). *Entreprenörskap och fenomenologi: att studera entreprenörskap som levd erfarenhet*. FSF-NUTEK Prize Award Essay. Published by Entreprenörskapsforum. (in Swedish).

Reports

Berglund, H., Björkdal, J., Erikson, T., Hellström, T., Magnusson, M., Parhankangas, A., Saemundsson, R., Sanz-Velasco, S., Sjölander, S. (2006). *Nordic Seed and Venture Capital Markets for Innovation*. Project Report to the Nordic InnovationCentre, 93 pp.

Berglund, H. and Magnusson, M. (2003). *Commercial Introduction of New Packaging and Production Technology*. Project Report to EPROPER (Research Program in Electronics Production), 29 pp.

Berglund, H. and Hellström, T. (2000). *Vad är systemanalys: definitioner och ansatsbeskrivningar*. (What is Systems Analysis: Definitions and Approaches), Report to FRN (The Swedish Council for Planning and Coordination of Research) Committee for Systems Analysis and Risk Research, 4 pp.

Berglund, H. (2000). *Organizational Learning in Distributed Product Development*. Master Thesis, the Department of Innovation Engineering and Management, Chalmers University of Technology, 74 pp.

Invited Academic Presentations

2011. Mars 9. *Symmetry in the theory of disruptive innovation: theoretical implications and managerial opportunities*. Seminar presentation at Lund University, with Christian Sandström.

2010. January 19. *Austrian economics as a foundation for entrepreneurship research?* Presentation and workshop at Aarhus School of Business, University of Aarhus.

2008. July 7. *Austrian Economics and Entrepreneurship Studies*. Presentation at a symposium on effectuation, institutions and collective entrepreneurship, Stanford University.

2008. June 17. *Austrian Economics and the Study of Entrepreneurship: Concepts and Contributions*. Paper presented at the CIRCLE higher seminar, Lund University.

2008. May 26. *Pursuing Opportunities or Creating the Future: Models of Entrepreneurship and Theories of Human Motivation*. The James G March lunch seminar, Stanford University.

2008. May 9. *Austrian Economics and Entrepreneurship Studies: Concepts and Contributions*. Internal seminar at SCANCOR, Stanford University.

2008. February 1. *Early stage VC investing: Comparing California and the Nordic countries*. Internal seminar at SCANCOR, Stanford University.

2007. March 16. *A Proposed Model of Entrepreneurial Learning*. Presentation and seminar on entrepreneurial learning at Darden Business School, University of Virginia.

2005. December 1. *Validation of Knowledge from Interpretive Methods*. Presentation and seminar as part of a joint RIDE-CIRCLE workshop on 'Knowledge

Dynamics: Conceptual and Methodological Issues' at Chalmers University of Technology.

2000. Berglund, H. and Hellström, T. *Vad är systemanalys: definitioner och ansatsbeskrivningar* (What is Systems Analysis: Definitions and Approaches), Presented at the FRN (The Swedish Council for Planning and Coordination of Research) Committee for Systems Analysis and Risk Research, Stockholm, April 27th 2000, 4 pp.

Conference Presentations

2011. Berglund, H. *A Tale of two Kirzners*. Academy of Management Meeting, San Antonio, USA, August.

2009. Berglund, H. *Austrian Economics and the Study of Entrepreneurship: Concepts and Contributions*. Academy of Management Meeting, Chicago, USA, August.

2008. Berglund, H. *Between Cognition and Discourse: Phenomenology and the Study of Entrepreneurship*. SCANCOR 20th Anniversary Conference, Stanford University.

2008. Berglund H. and Wennberg, K. *Creativity and Entrepreneurship Education*. SCANCOR 20th Anniversary Conference, Stanford University.

2007. Berglund, H. *Opportunities as Existing and Created: A Study of Entrepreneurs in Sweden's Mobile Internet Industry*. Academy of Management Meeting, Philadelphia, USA, August.

2006. Berglund, H., Hellström, T. Sjölander, S. *A Model of Entrepreneurial Learning - the Exploitation of Technology Based Opportunities*. DIME Workshop on Technological Knowledge and Opportunities in Competition, Entrepreneurship & Innovation, at Chalmers University of Technology.

2004. Berglund, H., Jansson B. Wennberg, K. *Creativity Among Entrepreneurship Students: an Explorative Investigation by use of Psychometrics and Interviews*. RENT Conference, Copenhagen Denmark, November.

2001. Berglund, H. *Risk Enactment and the Motivation of Technology Innovators*, R&D Management Conference, Dublin Ireland, September.

ACADEMIC LABOR (SELECTED)

Reviewer: *Strategic Entrepreneurship Journal, Journal of Business Venturing, Entrepreneurship: Theory and Practice, International Journal of Innovation Management, Venture Capital: an International Journal of Entrepreneurial Finance*.

2011. Organized a PDW on "Austrian Economics and Entrepreneurship Studies" at the *Academy of Management meeting* in San Antonio with Peter Klein and Todd Chiles.

2010-2011. March 16. Reviewed and discussed paper drafts and dissertation plans with groups of four to five PhD students as part of a two day department wide PhD Student Workshop.

2010. November 11. Organized and chaired a poster session on “Innovation and Entrepreneurship” at the *Industrial Economics National Conference*. Göteborg, Sweden.

2010. June 4. Organized a half day event at the department of Technology Management and Economics at Chalmers, where professor Michell Stevens of Stanford presented SCANCOR, and Martin Lackéus and Mats Lundqvist presented Chalmers Schools of Entrepreneurship.

2010. May 21. Responsible for hosting professor Kathleen Eisenhardt as she received her honorary PhD at Chalmers.

2010. April 15. Opponent on Daniel Ljungberg’s paper “Academic opportunities and their sources: Evidence from Sweden” as part of the PhD seminar series at TEM, Chalmers University of Technology.

2008. August 12. Session Chair at the Academy of Management meeting. *Factors that Shape Innovation, Opportunity Recognition and Exploitation*. Anaheim, USA.

2008. July 7. *Effectuation, institutions and collective entrepreneurship*. Co-organizer of a one day symposium at Stanford University, with participants from the University of Virginia, the Naval Postgraduate School, Oxford University, University of California Davis, Willamette University and IMD in Switzerland.

2002-2004. Department representative in the Student Union where I, among other things, designed and conducted a survey concerning the conditions for PhD students regarding tutoring, teaching and support structures.

2003. May 19-20. *Innovations and Entrepreneurship in Biotech/ Pharmaceuticals and IT/ Telecom*, Co-organizer with Linus Dahlander and professor Maureen McKelvey, International research workshop jointly hosted by the Departments of Innovation Engineering and Management, and Industrial Dynamics, at Chalmers University of Technology.

2002-2004. Department representative in the Student Union where I, among other things, designed and conducted a survey concerning the conditions for PhD students regarding tutoring, teaching and support structures.

PEDAGOGIC EXPERIENCE

Lecturing and tutoring

2011. October 31. *Creating New Business*, Masters level course at Chalmers University of Technology, Sweden. Examiner professor Sören Sjölander – Responsible for developing and giving a lecture on Customer Development.

Spring 2011. *R&D Strategy and Organization*, Masters level course at Chalmers University of Technology, Sweden. – Responsible for the whole course, which includes course development, lecturing, commenting on case analyses, supervising case discussions, and reading and examining term papers. Course evaluation: 4,6/5.

2011. January 26. *Innovation Management*, PhD course at Chalmers University of Technology, Sweden. Examiner associate professor Sofia Börjesson. – Responsible with Sören Sjölander for developing and giving a one day workshop on systematic business innovation.

Spring 2010-2011. *MEI Seminar Course*, Masters level course at Chalmers University of Technology, Sweden. – Responsible for developing and giving half-day seminars on ‘Strategic Planning under Uncertainty’ and ‘Effectuation’. Examiner Associate Professor Maria Elmquist of the department of Innovation Engineering and Management, Chalmers University of Technology, Göteborg.

Fall 2010. *Creating New Business*, Masters level course at Chalmers University of Technology, Sweden. Examiner professor Sören Sjölander. – Responsible for developing and giving a lecture on strategic high-tech marketing, i.e. Crossing the Chasm.

Fall 2010. *Economics of Innovation*, Masters level course at Chalmers University of Technology, Sweden. Examiner associate professor Magnus Holmén. – Responsible for developing and giving two lectures on industry analysis and resource based approaches to strategy.

Spring 2010. *Qualitative Research Methods*, PhD course at Chalmers University of Technology, Sweden, Examiner senior lecturer Jonas Larsson of the department of Technology Management and Economics, Chalmers University of Technology, Göteborg. – Seminar on analysis of qualitative data.

Spring 2010. *Introduction to Innovation*. Lecture for students at the masters program in Business and Design. School of Design and Crafts, University of Gothenburg.

Fall 2007. *Managing Development Projects*, Master level course in the international masters program in Management and Economics of Innovation, Examiner associate professor Sofia Börjesson of the department of Technology Management and Economics, Chalmers University of Technology, Göteborg. – Tutoring of five term papers by groups of three to four students each.

Fall 2006. *Innovation Management and Strategy*, Master level course at the Centre for Entrepreneurship, University of Oslo. – Responsible for the whole course, which included course development, lecturing, commenting on case analyses, supervising case discussions, and reading and examining term papers.

Fall 2006. *Technological change and economic transformation*, Master level course in the international masters program in Management and Economics of Innovation, Examiner professor Staffan Jacobsson of the department of Energy and Environment, Chalmers University of Technology, Göteborg. – Tutoring of three term papers by groups of three to four students each.

Fall 2006. *Theory and Methodology of Science*, PhD course at Chalmers University of Technology, Sweden, Examiner professor Bengt Berglund of the department of Technology and Society, Chalmers University of Technology, Göteborg. – Responsible for discussion seminars on methodological assumptions in the PhD students’ thesis proposals/projects, and supervising and commenting on dissertation analyses performed by the students.

Fall 2005. *Technological change and economic transformation*, Master level course in the international masters program in Management and Economics of Innovation, Examiner professor Staffan Jacobsson of the department of Industrial Dynamics, Chalmers University of Technology, Göteborg. – Tutoring of eight term papers by groups of three students each.

Fall 2005. *Theory and Methodology of Science*, PhD course at Chalmers University of Technology, Sweden, Examiner professor Bengt Berglund of the department of Technology and Society, Chalmers University of Technology, Göteborg. –

Responsible for discussion seminars on methodological assumptions in the PhD students' thesis projects.

Spring 2005. *MEI Seminar Course*, Masters level course at Chalmers University of Technology, Sweden. – Responsible for two seminars on 'Entrepreneurial learning in technology ventures'. Examiner Dr. Mats Magnusson of the department of Innovation Engineering and Management, Chalmers University of Technology, Göteborg.

2001, 2002, 2003 and 2004. Half day workshops on Risk and Creativity with students from Chalmers School of Entrepreneurship, Chalmers University of Technology, Göteborg.

Fall 2004. *Technological change and economic transformation*, Master level course in the international masters program in Management and Economics of Innovation, Examiner professor Staffan Jacobsson of the department of Industrial Dynamics, Chalmers University of Technology, Göteborg. – Tutoring of five term papers by groups of three students each.

Spring 2004. *Project and research methods*, Master level course in the international masters program in Management of Logistics and Transportation, Examiner professor Bengt Berglund of the department of Technology and Society, Chalmers University of Technology, Göteborg. – Two lectures on how to write a scientific paper and the role of theory in management writing.

Spring 2004. *Business Transformation and Innovation*, Master level course in the Business Technology masters program at the IT-university, Examiner professor Hans Björnsson of the department of Innovation Management and Engineering, IT-university, Göteborg. – A half day lecture and workshop on 'planning' and 'doing' perspectives on innovation.

Fall 2003. *New Firm and Business Development*. Master level course, Examiner Associate Professor Åsa Lindholm-Dahlstrand of the department of Industrial Dynamics, Chalmers University of Technology, Göteborg. – Two lectures on 'planning' and 'doing' perspectives in innovation.

Fall 2003. *Entrepreneurship and Business Development*, Master level course, Examiner professor Sören Sjölander of the department of Innovation Management and Engineering, Chalmers University of Technology, Göteborg.

Spring 2003. *Business Transformation and Innovation*, Master level course in the Business Technology masters program at the IT-university, Examiner professor Hans Björnsson of the department of Innovation Management and Engineering, IT-university, Göteborg. – A half day on 'planning' and 'doing' perspectives in innovation.

Spring 2002. *Strategy and Market Formation*, Master level course, Examiner professor Sören Sjölander of the department of Innovation Management and Engineering, Chalmers University of Technology, Göteborg.

Fall 2001. *Strategy and Market Formation*, Master level course, Examiner professor Sören Sjölander of the department of Innovation Management and Engineering, Chalmers University of Technology, Göteborg.

Fall 2000. *Economics and Management of Technology*, Master level course, Examiner professor Ove Granstrand of the department of Industrial Management and Economics, Chalmers University of Technology, Göteborg. – Tutoring of four term papers by groups of three students each.

Fall 2000. *Affärsplanering (Business Planning)*, Further education for high-school technology program teachers, Göteborg, September 21st 2000. – Half day session focusing on the logic and practical aspects of writing business plans.

Curriculum and Seminar Development

Spring 2011. *R&D Strategy and Organization*, Masters level course at Chalmers University of Technology, Sweden. Course developer.

2009, 2010, 2011 – . Responsible for the research seminar at the Department of Innovation Engineering and Management at Chalmers.

Fall 2007. Responsible for the research seminar at the Department of Innovation Engineering and Management at Chalmers.

Fall 2006. *Innovation Management and Strategy*, Master level course at the Centre for Entrepreneurship, University of Oslo. Course developer together with Tomas Hellström.

Spring 2006. *MEI Seminar Course*. 5 credits, Masters level course, Chalmers University of Technology, Sweden. Course developer, administrator, and tutor.

Spring 2005. *MEI Seminar Course*. 5 credits, Masters level course, Chalmers University of Technology, Sweden. Course developer, administrator, and lecturer.

2001 - 2004. *Business Planning for PhD Students (Venture Cup)*, 3 credits, PhD Course, Chalmers University of Technology, Sweden. Course developer and administrator.

2000 - 2003. *Business Planning for High-tech Startups (Venture Cup)*, 3 credits, Chalmers University of Technology, Sweden. Course developer and administrator. - This course, which centers on a hands-on business plan competition, was also accredited by the medical school, the faculty of science, and the school of business, economics and law at Göteborg University. I was responsible for negotiating accreditations with each of the responsible deans and administrators.

2001 and 2002. Responsible for the research seminar at the Department of Innovation Engineering and Management at Chalmers.

Spring 2001. *Business Dynamics and Venture Finance*, 5 credits, Chalmers University of Technology, Sweden. Course developer with Erik Bohlin and administrator.

2000. *Affärsplanering (Business Planning)*, module in a further education seminar for high-school teachers, Göteborg, September 21st 2000.

Supervision PhD students

Christian Sandström. *A revised perspective on Disruptive Innovation - Exploring Value, Networks and Business models*. Dissertation October 20 2010.

Ulrika Badenfelt. *In control we trust: The use of informal control mechanisms in interorganisational projects*. Dissertation June 22 2010.

Supervision masters theses (total 28)

Two ongoing.

2011. Johan Karlsson and Johan Nordström. *Implementing Lean Startup methodology in Large Firms – Benefits, Challenges and Solutions*. Chalmers University of Technology.
2011. Jasmin Corhasanovic. *Systematic Approaches to Entrepreneurship - In the Start-Up Context*. Chalmers University of Technology.
2010. Jibak Dasgupta and Fabien Mathieu. *Solutions for Cashless Micropayments in the Vending Industry*. Chalmers University of Technology.
2008. Arnaud Tiquet and Juan Carlos Villa. *Opportunity Identification and Business Modeling*. Chalmers University of Technology.
2008. Gustav Rydén and Nicolas Zavala. *How Brand Equity can be Created through Marketing Communication Channels for Small Firms*. Chalmers University of Technology.
2007. Anirudh Badhan and Nina Bake. *Benchmarking Early Stage VC Investment Processes – a Comparison between California and the Nordic Region*. Chalmers University of Technology.
2007. Asbjørn Christiansen. *VC founding from the entrepreneur's perspective: comparing California and Scandinavia*. University of Oslo.
2007. Frode Jensen and Sven Haadem. *A case study on factors that influence capital acquisition decisions in Norway*. University of Oslo.
2007. Ina Flesvik. *Kreativitet – spiller omgivelsene noen rolle? [Creativity – do the surroundings matter?]*. University of Oslo.
2005. Anna Danestig, Christoffer Olofsson and Claes Tallhage. *Mapping and Analyzing the Radiation Treatment Market*. Chalmers University of Technology.
2005. Niklas Hammar and Therese Åberg. *Focus Group Analysis of User Experiences - Word on Word*. Chalmers University of Technology.
2005. Andreas Olsson, Jonas Engene, Jonas Larsson. *Market analysis for Civo BioScreening*. Chalmers University of Technology.
2005. Andreas Holmström, Sara Larsson and Tobias Bladini. *Market study for Botguard*. Chalmers University of Technology.
2005. Daniel Ode, David Brud and Fredrik Norberg. *Market Study for Logero – Smart Logistical Solutions*. Chalmers University of Technology.
2005. Mikael Johnsson, Rasha Mozil and Daniel Ögren. *A Study of the Market and Infrastructure for Diagnostics and Follow-up of Prostate Cancer*. Chalmers University of Technology.
2004. Anniela Forsell, Alexander C Gross and Sara Klockervold. *End Customer Analysis for Innovation Toys – a Focus Group Study*. Chalmers University of Technology.
2004. Ahnberg Erik, Forslund Erik, Munnich Mattias and Sjövall Fredrik. *Licensing Processes in the Pharmaceutical Industry – the Interplay Between Large and Small Firms*. Chalmers University of Technology.
2004. Jenny Lejhag, Alexander Mårstad and Joel Thorén. *Market Analysis for Reflux Treatment*. Chalmers University of Technology.
2004. Henrik Bojö, Bobi Mitrovic and Anders Sonesson. *Industry Analysis for Aidera*. Chalmers University of Technology.

2004. Björn Axling, Victor Kouzmine, Jesper Echardt and Maria Rohman. *Developing an IP Strategy for Northern Lighting Systems*. Chalmers University of Technology.
2003. Jonas Dahlgren, Max Valentin and Jesper Galatius, *Launch Strategy Development for Oiido*. Chalmers University of Technology.
2003. David Björklund, Julia van Dalen, Fredrik Larsson and Anna Hellner, *Identification of Application Areas for Densio*. Chalmers University of Technology.
2003. Malin Millnert, Niklas Hansson, Per Stenman and Stellan Björnesjö, *Developing a Market Strategy for Secureon*. Chalmers University of Technology.
2003. Hanna Eriksson, Christoffer Rappe and Ola Rynge, *A Commercialization Strategy for a Biotechnology Start-up - PrimeClone*. Chalmers University of Technology.
2003. Brodde Wetter, Sofia Johnsson and Samuel Young, *Selecting a Development Partner: the Case of Vasasensor*. Chalmers University of Technology.
2002. Henrik Wandel, *SAP - As a Fast Follower*. Chalmers University of Technology.
2002. Johanna Högemark and Karin Myhrén, *Business Opportunities for Sensor Equipped Electromechanical Actuators – A Market Analysis in the Printing Industry*. Chalmers University of Technology.
2001. Malte Zaunders, *Alliance Strategies for New Media Companies*. Chalmers University of Technology.
2000. Erik Ekengren, Erik Lund, and Anna Westerberg. *High-Tech Business Creation – the Case of Safelogic Configurator*. Chalmers University of Technology.

EXTERNAL SERVICE (SELECTED)

- 2009, 2010, 2011. October. *Customer Centered Business Innovation*. Responsible for putting together a weeklong program of workshops and company visits in San Francisco and Silicon Valley (e.g. Stanford, Google, IDEO, Intuit, KISS Metrics, KPCB, True Ventures) for about 25 Swedish entrepreneurs, venture capitalists and incubator managers. Done as part of the VINNOVA sponsored Consortium for Innovative Growth.
2011. October 19 & 20. *Business Model Innovation and Customer Development*. Responsible, with Bengt Järrehult, for two workshops about Business Model Innovation and Customer Development for about 70 innovation managers participating in the conference “Innovation in Action” organized by the innovation management practitioner network Innovation Pioneers.
2011. June. *Lean Startup Management*. Presentation of Customer Development techniques as well as mentoring for startups at Chalmers Innovation. Done as part of the new business accelerator initiative Summer Camp.
2011. May 23. *Startup Lessons Learned*. Responsible for organizing an event around the San Francisco based conference Startup Lessons Learned, which was live streamed at Chalmers. Ca. 70 entrepreneurs, students, investors and others attended.
2011. “Chalmers Silicon Valley Initiative”. Responsible, with Timo Lehes of investment manager at Chalmers Innovation Seed Fund, for establishing a platform and process for bringing Chalmers companies to Silicon Valley.

2011. Mars 25. *Business Model Innovation*. Presentation for all managers and consultants at KnowIT Technology Management.

2011. Mars 5. *Customer Development at IMEGO*. Presentation and workshop with the CEO and management of IMEGO, with the purpose to improve the business development capabilities at IMEGO.

2011. January 20. *Customer Centric Business Innovation*. Presentation and workshop for the CEO and VCs at Volvo Technology Transfer and all their portfolio company CEOs. Part of the Volvo Technology Transfer annual “CEO day”.

2010. December 20. *Customer Development at Chalmers Innovation?*. Presentation and workshop with the CEO and management of Chalmers Innovation, with the purpose to refashion the early stage business development process at Chalmers Innovation.

2010. Dec 2. *Customer Development for Start-ups*. Presentation for an audience of strategic innovation management professionals. Part of the CBI Day.

2010. Jun 7. *Workshop on Business Development and Innovation Management*. Presentation as part of a one day workshop with the “Workgroup for innovative SMEs” comprising people from VINNOVA, the Swedish Agency for Economic and Regional Growth and Innovationsbron.

2009. Fall. Planned and conducted the first parts of an evaluation of a regional entrepreneurship initiative by Almi/IFS. Commissioned by the Swedish Agency for Economic and Regional Growth.

2009. Jan 14. *Rationality, identity and entrepreneurial behavior*. Presentation for the employees at the Swedish Ministry of Enterprise, Energy and Communications – Division for Enterprise (Näringsdepartementet, enheten för entreprenörskap).

2008. August 1. *Entrepreneurship and Innovation in the Nordic Region: Are There Lessons to be Learned for Silicon Valley and Vice Versa*. I participated in a panel discussion, organized by ‘Silicon Vikings’, concerning differences in the innovation milieus of Silicon Valley and the Nordic countries. Specifically, I presented the results of a recent study on early stage VC investing in the two regions.

2008. June 1. *Vad gör entreprenören? Centrala spänningar i den entreprenöriella livsvärlden*. (What Entrepreneurs do – Central Tensions in the Entrepreneurial Life-world). Presentation made at an FSF/Nutek sponsored event in Stockholm, where I also received the award for young Swedish entrepreneurship researcher of the year.

2006. October 20. *Early stage VC investing: comparing California and the Nordic countries*. A presentation at Gründerdagen (the Entrepreneurship Day) at Oslo University. The presentation was aimed at existing and prospective students at Oslo University’s Centre for Entrepreneurship, but was also open to the public.

2006. June 13. *What entrepreneurs know and how they know it*. I presented theoretical perspectives on venture development, and discussed how the theories related to five venture presentations made by technology entrepreneurs. Part of the conference ‘Focus Innovation 2006’ organized by, among others, Innovationsbron, Vinnova and Business Region Göteborg.

2005. November 2. *Entrepreneurs and Innovators Meeting*. Responsible for organizing a meeting with presentations and award ceremonies for ‘Föreningen Industriell Utveckling’ (The Association for Industrial Development), a network of entrepreneurs, industrialists and financiers. Among the speakers were Autoliv

founder Lennart Lindblad and among the award recipients were professor Torkel Wallmark.

AWARDS AND HONORS

2008. Sole recipient of the FSF-Nutek award for outstanding contributions to entrepreneurship research by a young researcher. The award was accompanied by a cash prize of SEK 50.000.

2008. Scholarship for post-doc visit to Stanford University, from the Jan Wallander and Tom Hedelius Foundation. SEK 226.000.

2006. I was chosen to give the welcoming address to the new students at Chalmers University of University.

2006. I received a three year post doc grant (Wallanderstipendium) from the Jan Wallander and Tom Hedelius Foundation. SEK 1.125.000.

2007. Scholarship for visit to the University of Virginia, from STINT. SEK 46.000.

2003. Scholarship for visit to Copenhagen Business School, from NorFa. SEK 11.500.

REFERENCES

Prof. Saras Sarasvathy, University of Virginia, sarasvathys@arden.virginia.edu
Prof. Sören Sjölander, Chalmers University of Technology, sosj@chalmers.se
Prof. Tomas Hellström, Lund University, tomas.hellstrom@circle.lu.se