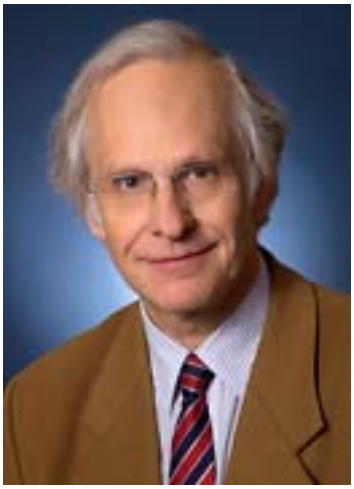
Prof. Emeritus Dr. Heinz Klandt



Professor of Entrepreneurship

EBS Universität für Wirtschaft und Recht
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Primary Fields of Interests

Entrepreneurship, SMEs, Analysis and Assessment of Entrepreneurial Personality, Innovative/ technology-based Start-ups (IT-, Life Science- and BioTech-Industry / Finance for Entrepreneurs: Intrapreneurship, CVC, Business Angels, Entrepreneurial Climate, Statistics of Business Registrations, Business Simulation Games / Methods of Simulation, Methods of Empirical Research.

Teaching Experience

Courses in Mentoring of Business Plan Developments (Project Seminars), Business Life Cycle Models, Finance for Entrepreneurs, Corporate Strategy and Corporate Venturing, Business Simulation Games, Start-up and Early Development, Student Case Writing, Consulting Workshop, Analysis and Presentation of empirical Data, Empirical based Theories in Business Administration, Methods of Empirical Research. On undergraduate, postgraduate and doctoral level, supervision of doctoral candidates.

Academic Experience

2008-2015	Vice-Head of Strascheg Institute for Innovation and Entrepreneurship (SIIE) Operations Department EBS Universität für Wirtschaft und Recht, Oestrich-Winkel
1998-2012	Head of Chair, Chair for Entrepreneurship EBS Universität für Wirtschaft und Recht, Oestrich-Winkel
Since 1990	Director bifego e.V. (Betriebswirtschaftliches Institut für empirische Gründungs- und Organisationsforschung)
Since 1987	Co-founder/Director, Managing Member of the Steering Committee, (honorary) President, FGF e.V. (Förderkreis Gründungs-Forschung e.V.)

1990 – 1998	Cum Spe Professorial Appointment (Lehrstuhlvertretung), Professor (C3 auf Zeit) and Head of the „Fachgebiet Methoden Empirischer Wirtschafts- und Sozialforschung (Department for Empirical Research Methods in Business, Economics, and Social Sciences), Faculty of Business, Economics and Social Sciences, University of Dortmund
1986 – 1988	Academic Assistant (Assistant Professor), Chair for Business Planning, University of Cologne (Prof. Dr. h.c. Norbert Szyperski)
1985 – 1990	Lecturer of Corporate VC/Entrepreneurship, Lehrstuhl für Betriebswirtschaftliche Planung (Prof. Dr. Winfried Matthes, Prof. Dr. h.c. Günter Beuermann, Prof. Dr. h.c. Werner Delfmann), Wirtschafts- und Sozialwissenschaftliche Fakultät der Universität zu Köln (Chair for Business Planning, University of Cologne)
1977 – 1980	Research Assistent, bifoa e.V. Betriebswirtschaftliches Institut für Organisation und Automation an der Universität zu Köln (Director: Prof. Dr. h.c. mult Erwin Grochla, University of Cologne)
1975 – 1976	Research Assistant, Institut für Mittelstandsforschung an der Universität zu Köln und Universität Bonn, Forschungsgruppe Köln (Director Prof. Dr. Hans Klein-Blenckers)

Business Experience

Since 2006	Head of the Supervisory Board Dr. Thomas Schmidt AG, Köln
Since 2004	Member of the Supervisory Board Proximitas AG, München
2007 – 2012	Substitute Head of the Supervisory Board COREST AG, Düsseldorf
2001 – 2012	Substitute Head of the Supervisory Board MicroVenture KGaA, Düsseldorf
2001 – 2004	Advisory Board Member INI-Graphics Investions Holding GmbH
2000 – 2002	Co-founder/Director ebscubator GmbH, Oestrich-Winkel
Since 2011	Director EBS Spirit GmbH, Oestrich-Winkel
1980 – 1986	Self-employed professional and entrepreneurial activities (founder and director of START Forschungs- und Beratungsgesellschaft für Unternehmensentwicklung mbH, Jünkerath, today Dortmund)

Education and Qualifications

1991	Habilitation (expert evaluation of achievements equivalent to habilitation by Professors Hauschild, Kiel; Brockhoff, Vallendar; Köhler, Cologne; Szyperski, Cologne)
1984	Doctor rer. pol., University of Cologne (Supervisor Prof. Dr. Dr. h.c. Norbert Szyperski (Rigorosum by professors Erwin K. Scheuch: Soziologie; Gerd Wiendieck, Sozialpsycholologie; Winfried Matthes ABWL; Norbert Szyperski: btrw. Planung))

1974 Diplom-Kaufmann, University of Cologne (Absatz- und Werbewirtschaft, Handel, Sozialpsychologie)

Recent Honours and Prizes (Highlights)

2006 AGSE Award for Best Paper in Applied Entrepreneurship Research: Young Technology Ventures in Europe: Aspects of Market Orientation and Entrepreneurial Orientation, Stefan Roskos and Heinz Klandt.

Additional

Languages: Fluent in English and German, some conversational proficiency in French, Italian and Latin.

International Experience: International research and teaching cooperations in Australia, Austria, Belgium, Brazil, Bulgaria, China, Finland, France, HongKong, Italy, Japan, Malaysia, Mexico, Netherlands, Norway, Poland, South Africa, Singapore, Spain, Switzerland, UK, USA with partners as Wharton Bus. Sch., Waseda University (Tokio), Vlerik School of Mgt. (Ghent), HSG (St.Gallen), Fondacao. Getulio Vargas (Sao Paulo), WU Wien (Vienna), Univ. Autonoma (Barcelona)

Other:

1998-2015 Member/Head of the Jury Science4Life Venture Cup, Sanofi Aventis and State of Hessia

2013-2014 Member of the Jury “Schmalenbach Preis” des VHB and Schmalenbach Gesellschaft

Since2015 Member of the Jury “Hochsprung Award” (Bavarian competition for entrepreneurship at 3rd level education institutions)

Since 2014 Beirat des Entrepreneurship Center, TU Berlin

1992-2012 Initiator/director of IntEnt Internationalizing Entrepreneurship Education and Training Conferrence in Europa, North- and South America, Asia, Australia, Africa

1997-2001 Initiator/director of G-Forum (Gründungsforschungs Forum) Conferrence

Since 1989 Initiator/Lead Editor, Entrepreneurship Monographien, now some 75 volumes

1986-1988 Head of Development of IT-based Business Simulation Game “Eva” , DFG-Forschungsschwerpunkt “Innovation in der Unternehmung” (10,000 lines of code).

1988-2012 Based on Business Simulation Game “Eva” Entrepreneurship Trainings for 3,500 participants with (Vienna, Barcelona, Zürich, Bodö, Ghent, Arnhem, Twente, Shanghai, HongKong, Monterrey (US) etc.

1982-2012 Development of psychological entrepreneurship tests (paper and pencil, web based, biographical, simulation based for example for BMWI, DtA/KfW, STERN, Impulse, IHKs

1988-1989 Development of “Betriebsvergleichszahlen System für Software und Systemhäuser” for GMD Gesellschaft für Mathematik und Datenverarbeitung, St. Augustin