ACADEMIC YEAR: 2013-14

ESADE Entrepreneurship Institute (EEI) ANNUAL REPORT

Grup de Recerca en Iniciativa Emprenedora (GRIE)

[SGR 14-16 GRC 00363]

Please respond briefly only to the questions about which you have information this year.

PROFILE

a) Mission

ESADE Entrepreneurship Institute is an interdisciplinary group comprising different profiles of researchers and academics from different fields such as Entrepreneurship, Strategy, Finance, Family Business, Social entrepreneurs and others.

The ESADE Entrepreneurship Institute aims to become an international reference point in the field of entrepreneurship, family businesses, venture capital, entrepreneurial creativity, as well as innovation and growth through an active educational model, a rigorous research programme and an active presence in the social debate.

b) Research questions

The main areas we investigate are:

1) Company creation, success factors for new entrepreneurs, high growth companies and Internationalization processes, strategic alliances and born global enterprises,

2) Financing: venture capital, F&F, private equity, business angels, etc.

3) Entrepreneurial spirit in family firms

4) Corporate entrepreneurship, social entrepreneurship, creativity and innovation
c) Researchers

**FACULTY:**
Luisa Alemany
Jan Brinckmann
Alberto Gimeno
Lotta Hassi
Pedro Parada
Marcel Planellas
Alfred Vernis
Jaume Villanueva
Luis Vives

**COLLABORATORS**
Sondos Abdelgawad
Jan Hohberger
Mª José Parada
Barbara Slavich,
Silviya Svejenova
Jana Thiel (postdoc)
Lourdes Urriolagoitia
Maika Valencia

**PhD CANDIDATES**
Myrto Chliova
Heidi Kruger
Jose Luis Marín
Fernando Paiz

**STAFF:**
Mercè Saura
# RESEARCH CONTRIBUTIONS

## PUBLICATIONS

### a) Impact factor articles

(Published as DOI or on paper this academic year)

<table>
<thead>
<tr>
<th>Academ. Year</th>
<th>Authors, Year, Article, Journal.</th>
<th>Impact Factor</th>
<th>Quartils</th>
<th>Financial Times</th>
<th>ESADE (4 Max-1-Min)</th>
<th>DOI</th>
</tr>
</thead>
</table>
Pipeline:

a) Accepted impact factor articles


b) Impact factor under review


b) International articles in reviewed journal, chapters and books in international editorials

a) Published this academic year

<table>
<thead>
<tr>
<th>Academ. Year</th>
<th>Authors, Year, Article, Journal.</th>
<th>ESADE (4 Max-1-Min)</th>
<th>DOI</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013/2014</td>
<td>Sharma, P; Yusof, M; Parada, M.J.; DeWitt, R; &amp; Auletta, N., (2014) &quot;Global STEP Booklet, Volume II; Sustaining Entrepreneurial Family Businesses: Developing the Core, Expanding the Boundaries&quot; (2014). STEP Summit Reports and Resources. Paper 13.</td>
<td>-</td>
<td>-</td>
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</table>
b) In pipeline

**Publications In Other Journals**


c) **Articles in reviewed journal, chapters and books**

a) Published this academic year

**BOOKS, MONOGRAPHS, STUDIES**


**BOOK CHAPTERS**


**WORKING PAPERS**


3. In pipeline

**PUBLICATIONS UNDER REVIEW**


**PAPERS IN PROGRESS**

1. Alemany, L & Villanueva, J. “Early-stage investors’ criteria and new venture financial performance, are they related?”.
7. Villanueva, J. “Entrepreneurial storytelling article.”
8. Villanueva, J. “Business angel learning article.”
10. Villanueva, J. “Entrepreneurial access to external resources.”
OTHER CONTRIBUTIONS

Papers presented at conferences

OTHER ACADEMIC OUTPUT

CASES PUBLISHED


Cases Forthcoming:

1. Alemany, L. & Urriolagoitia, L. “Cooltra”
3. Busquets, X. “Cisco”

Cases Developing:

1. Alemany, L. & Urriolagoitia, L. “Goldemar”
RESEARCH PROJECTS

1. “IS MICRO CREDIT A BLESSING FOR THE POOR?” Myrto Chliova and Jan Brinckmann
2. “STEP PROJECT FOR FAMILY ENTERPRISING” Alberto Gimeno and M. José Parada.
3. “FACTORES DE ÉXITO DE LOS NUEVOS EMPRENDEDORES” Jan Brinckmann and Dietmar Grichnik (St Gallen University)
4. “PITCHING Y ESTRATEGIAS DE COMUNICACION PARA EMPRENDEDORES” Jaume Villanueva and Harry Sapienza (Minnesota University)

New funded research projects

a) Competitive research projects

b) Projects funded by companies or institutions

c) Individual grants for research

Active funded projects awarded during previous academic years

Endowment Agrolimen y Banco Santander Universidades
# PHD AND MRES

## Theses defended this academic year

<table>
<thead>
<tr>
<th>PhD Candidate</th>
<th>Director</th>
<th>Co-director</th>
<th>Tutor</th>
<th>University</th>
</tr>
</thead>
<tbody>
<tr>
<td>Felizitas Eichinger</td>
<td>Dietmar Grichnik</td>
<td>Jan Brinckmann</td>
<td></td>
<td>WHU Vallendar</td>
</tr>
<tr>
<td>Diana Kapsa</td>
<td>Dietmar Grichnik</td>
<td>Jan Brinckmann</td>
<td></td>
<td>WHU Vallendar</td>
</tr>
<tr>
<td>Luv Singh</td>
<td>Dietmar Grichnik</td>
<td>Jan Brinckmann</td>
<td></td>
<td>WHU Vallendar</td>
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</tbody>
</table>

## Theses under supervision

<table>
<thead>
<tr>
<th>PhD Candidate</th>
<th>Director</th>
<th>Co-director</th>
<th>Tutor</th>
<th>Research Group</th>
<th>Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heidi Kruger</td>
<td>Pedro Parada</td>
<td></td>
<td></td>
<td>EEI</td>
<td>PhD3</td>
</tr>
<tr>
<td>Fernando Paiz</td>
<td>Jan Brinckmann</td>
<td></td>
<td></td>
<td>EEI</td>
<td>PhD+3</td>
</tr>
<tr>
<td>Myrto Chliova</td>
<td>Jan Brinckmann</td>
<td>Alfred Vernis</td>
<td></td>
<td>EEI/IIS</td>
<td>PhD+3</td>
</tr>
<tr>
<td>Jose Luis Marin</td>
<td>Marcel Planellas</td>
<td></td>
<td></td>
<td>EEI</td>
<td>PhD+4</td>
</tr>
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</table>

## In Cooperation

<table>
<thead>
<tr>
<th>PhD Candidate</th>
<th>Director</th>
<th>Co-director</th>
<th>Tutor</th>
<th>University</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maria Fantetti</td>
<td>Dietmar Grichnik</td>
<td>Jan Brinckmann</td>
<td></td>
<td>WHU Vallendar</td>
</tr>
</tbody>
</table>

## MRes theses supervised and under supervision
ACCREDITATIONS AND “TRAMS DE RECERCA”
OBTAINED BY RESEARCHERS AND GROUP THIS YEAR

Trams de Recerca curs 2013-2014

<table>
<thead>
<tr>
<th>Call</th>
<th>Professor</th>
<th>First year</th>
<th>Last year</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trams de Recerca AQU 2010</td>
<td>Planellas Arán, Marcel</td>
<td>2004</td>
<td>2009</td>
<td>Favorable</td>
</tr>
</tbody>
</table>

SGR 14-16

<table>
<thead>
<tr>
<th>Group name</th>
<th>First Researcher</th>
<th>Modality*</th>
<th>Record</th>
<th>Assistance obtained</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grup de Recerca en Iniciativa Emprenedora (GRIE)</td>
<td>Marcel Planellas Aran</td>
<td>GRC</td>
<td>2014 SGR 363</td>
<td></td>
</tr>
</tbody>
</table>
### BUDGET

**ESADE ENTREPRENEURSHIP INSTITUTE**

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL INGRESOS</strong></td>
<td>253,381</td>
<td>64,065</td>
<td>104,842</td>
<td>62,776</td>
</tr>
<tr>
<td><strong>% Ingr.</strong></td>
<td>100,00</td>
<td>100,00</td>
<td>100,00</td>
<td>100,00</td>
</tr>
<tr>
<td><strong>TOTAL COSTES DIRECTOS DE ACTIVIDAD</strong></td>
<td>25,548</td>
<td>34,325</td>
<td>64,568</td>
<td>24,546</td>
</tr>
<tr>
<td><strong>% Ingr.</strong></td>
<td>10,08</td>
<td>53,58</td>
<td>61,59</td>
<td>39,10</td>
</tr>
<tr>
<td><strong>MARGEN DIRECTO DE ACTIVIDAD</strong></td>
<td>227,833</td>
<td>29,319</td>
<td>40,275</td>
<td>37,725</td>
</tr>
<tr>
<td><strong>% Ingr.</strong></td>
<td>89,92</td>
<td>45,76</td>
<td>38,41</td>
<td>60,09</td>
</tr>
<tr>
<td><strong>TOTAL COSTES INDIRECTOS DE ACTIVIDAD</strong></td>
<td>155,765</td>
<td>26,024</td>
<td>207,796</td>
<td>134,671</td>
</tr>
<tr>
<td><strong>% Ingr.</strong></td>
<td>61,47</td>
<td>40,62</td>
<td>198,20</td>
<td>214,53</td>
</tr>
<tr>
<td><strong>TOTAL COSTES ESTRUCTURA CORPORATIVA</strong></td>
<td>11,260</td>
<td>0,00</td>
<td>13,408</td>
<td>0,00</td>
</tr>
<tr>
<td><strong>% Ingr.</strong></td>
<td>4,44</td>
<td>0,00</td>
<td>12,79</td>
<td>0,00</td>
</tr>
<tr>
<td><strong>MARGEN PROGRAMA/PROYECTO</strong></td>
<td>60,808</td>
<td>3,295</td>
<td>-180,930</td>
<td>-96,946</td>
</tr>
<tr>
<td><strong>% Ingr.</strong></td>
<td>24,00</td>
<td>5,14</td>
<td>-172,57</td>
<td>-154,43</td>
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</tbody>
</table>
KNOWLEDGE TRANSFER

a) Seminars and activities open to the public organized by the group

1. Organizer of the 2nd Globl STEP Summit (14th-16th November 2013)
2. Organizer of the entrepreneurial activities in the EGarage and co-organizer of the E3 association and other student associations activities: 4 GaragePills, 3 Workshops, 8 GarageTalks (highlights: Get personal advice from the creator of the Lean Launchpad: Steve Blank), 1 GarageLunch, 8 Startup Wednesdays, 2 StartupForum, 1 Startup Turbo, ...
3. Co-organizer 4rd Quest for Talent MBA
4. Organizer of the Foro de Capital Riesgo ESADE Alumni
5. Organizer of the Last Thursdays: 8 events
6. Co-organizer Start Up Spain
7. Co-organizer TEDxEsade in Innovation and Entrepreneurship
8. Speaker and co-organizar of “learning with...” of ESADE Entrepreneurship Alumni: 5 sessions

b) Dissemination publications edited by the group or ESADE

c) Media presence

Web:
www.esade.edu/entrepreneurship
www.esade.edu/egarage

Twitter:
@ESADEgarage

Newsletter
http://www.esade.edu/newsletter/eng/egarage/newsletter_egarage

d) Keynote speaker invitations to group members
OTHER INFORMATION

AWARDS
2. Kruger, Heidi: Best Paper for First-Time Presenter at the IFERA 2013

CONTRIBUTIONS TO ACADEMIC PROGRAMS
1. MSc in Innovation and Entrepreneurship: program development and Summer School
2. Master in Science and PhD European Institute of Innovation and Technology (EIT),
   • Introductory Crash Course in Entrepreneurship, 30th September-4th October 2013.
   • Corporate Innovation & Entrepreneurship, 13th-24th January 2014.
   • Introductory Crash Course in Entrepreneurship, 10th-14th February 2014.
   • Business Management & Entrepreneurship Summer School, 30th June-25th July 2014
3. ESADE Entrepreneurship Summer Program - School of Business/School of Foreign Service de la Georgetown University (USA), 22nd June-26th July 2014
4. International Summer Program (Spanish group and English group): students from Georgetown, United International College (China), NOVA, Cornell, NHH, Florida, Sabanci University, University of Vienna, Hong Kong University of Science, Universidade Catolica de Porto, Chicago University, FAAP, Manipal University, University of Bern, Texas University, HULT, EDHEC – Paris, TEC Monterrey, Universidad de Granada, San Pablo CEU, Johnson & Wales, St. Gallen, IQS.
5. Aula de Emprendedores: Aprende y Emprende, Fundación Prevent, 5th June-30th October 2014: program for disabled university graduates

OTHER CONTRIBUTIONS
1. Jan Brinckmann: Member of the Review Board of the Journal of Business Venturing and the Board of the Entrepreneurship Theory and Practice: the best entrepreneurship specialty journals
2. Jan Brinckmann: Director of ESADE’s MBA Entrepreneurship Lab and Director of ESADE support of KIC InnoEnergy Iberia Accelerator.
3. Jan Brinckmann: visiting Professor of Entrepreneurship Elective in MBA program at University of St. Gallen
5. Maika Valencia: Coordinator and co-author of the Global University Entrepreneurial Spirit Students’ Survey (GUESSS)-Spain 2013. An international research project lead by the St. Gallen University.
8. Managing the EGarage in ESADE Sant Cugat Campus
9. Managing the new Accelerator space and the activities related to it: Entrepreneurs’ meetup with UPC, organized every month.