



## **Tiago RATINHO**

**Ph.D., Business Administration, Entrepreneurship and Innovation**

**Associate Professor, Innovation and Entrepreneurship**

**Academic Director**

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### **EDUCATION**

- 2011** Ph.D., Business Administration, Entrepreneurship and Innovation, University of Twente, Netherlands
- 2007** Master, Engineering, Entrepreneurship and Innovation, IST - Instituto Superior Técnico, Portugal
- 2002** Bachelor, Engineering, Other, University of Évora, Portugal

### **PROFESSIONAL CERTIFICATION**

- 2013** Experiential Classroom Clinic, University of Florida, USA
- 2008** EIASM Doctoral Tutorial on Entrepreneurship and Innovation, EIASM - European Institute for Advanced Studies in Management , Belgium
- 2008** Max Planck Institute of Economics Summer School in Entrepreneurship Research, Max Planck Institute, Germany
- 2007** EIASM Doctoral Seminar on Statistics Methods for Management, EIASM - European Institute for Advanced Studies in Management , Belgium

### **RESEARCH INTERESTS**

Entrepreneurial Strategies, Entrepreneurship Support

### **PROFESSIONAL EXPERIENCE**

#### **ACADEMIC:**

- 2013 - 2017** Professor, University of Baltimore, Baltimore, USA

#### **PROFESSIONAL:**

- 2017 - 2017** External Expert Evaluator, Research Executive Agency, Brussels, Belgium
- 2007 - 2007** Technical consultant, Tecparques - Portuguese Association of Science & Technology Parks, Lisbon
- 2004 - 2007** Quality Management Consultant, Freelance, Lisbon, Portugal

## COURSES TAUGHT

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- effectuation: the art of entrepreneurial thinking (webinar, lunch & learn)

## INTELLECTUAL CONTRIBUTIONS

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### Papers in refereed journals

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#### Published

Ratinho T., Bruneel J., (2024), Taking stock of research on hybrid organizations: Enriching theoretical perspectives, extending empirical contexts, and expanding practical relevance, *Journal of Business Research*, 170(2024), pp. 114313

Yacoub G., Mitra P., Ratinho T., Fatalot F., (2022), Sustainable Entrepreneurs: What Drives Them to Engage in Different Crowdfunding Types?, *International Journal of Entrepreneurial Behaviour and Research*, 28(4), pp. 980-1000

Amezcu A., Ratinho T., Plummer L. A., Jayamohan P., (2020), Organizational Sponsorship and the Economics of Place: How Urbanization and Localization Shape Incubation Outcomes, *Journal of Business Venturing*, 35(July), pp. 105967

Ratinho T., Amezcu A., Honig B., Zeng Z., (2020), Supporting Entrepreneurs: A Systematic Review of Literature and an Agenda for Research, *Technological Forecasting and Social Change*, 154(May), pp. 119956

Kirwan P., Ratinho T., Van Der Sijde P., Groen A., (2019), The Early Development of International New Ventures: A Multidimensional Exploration, *International Journal of Entrepreneurial Behaviour and Research*, 25(6), pp. 1340-1367

Kirwan P., Ratinho T., Van Der Sijde P., Groen A., Heuven J., (2019), Finding the Pot of Gold:Leveraging Social Capital in International New Ventures, *International Journal of Technology Intelligence and Planning*, 12(3), pp. 273-296

Lans T., Tynjälä P., Biemans H., Ratinho T., Karimi S., (2017), Entrepreneurship Education with Impact: Opening the Black Box, *Education Research International*, 2017

Ratinho T., Harms R., Walsh S., (2015), Structuring the Technology Entrepreneurship publication landscape: Making sense out of chaos, *Technological Forecasting and Social Change*, 100, pp. 168-175

Benneworth P., Ratinho T., (2014), Reframing the role of knowledge parks and science cities in knowledge-based urban development, *Environment and Planning (B, C, D)*, 32(5), pp. 784-808

Bruneel J., Ratinho T., Clarysse B., Groen A., (2012), The Evolution of Business Incubators: Comparing demand and supply of business incubation services across different incubator generations, *Technovation*, 32(2), pp. 110-121

Ratinho T., Henriques E., (2010), The role of science parks and business incubators in converging countries: Evidence from Portugal, *Technovation*, 30(4), pp. 278-290

### Communications in refereed conferences

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#### International

Ratinho T., Sarasvathy S., (2023), *The Entrepreneurial Ask: an Exploration of Conversational Elements* RENT 2023 - Research in Entrepreneurship Conference, Gdansk, Poland

Ratinho T., Sarasvathy S., (2020), *Optimism, Passion and Entrepreneurial Action in the Prediction-Control Space* RENT - Research in Entrepreneurship, Virtual Conference, Italy

Ben-Hafaïedh C., Ratinho T., (2019), *How entrepreneurs manage the paradox of effectuation and causation* RENT - Research in Entrepreneurship, Berlin, Germany

Ratinho T., Amezcu A., (2019), *Entrepreneurial Ecosystems Networks: An Exploratory Study* Babson College Entrepreneurship Research Conference, Wellesley, MA, USA

Kirwan P., Ratinho T., Van Der Sijde P., Groen A., Heuven J., (2018), *Finding the Pot of Gold: Leveraging Social Capital in International New Ventures* EURAM 2018, Reykjavik, Iceland

Ratinho T., Amezcu A., (2018), *Entrepreneurial Ecosystems Configuration: An Exploratory Study* RENT - Research in Entrepreneurship, Toledo, Spain

Ratinho T., Amezcua A., (2018), *Measuring Connectivity Levels of Entrepreneurial Ecosystems* RENT - Research in Entrepreneurship and Small Business, Toledo, Spain

Ratinho T., (2017), *How Are We Supporting Entrepreneurs? Research & Practice* RENT Research in Entrepreneurship and Small Business, Lund, Sweden, Sweden

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## Other conference and seminar presentations

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### International

Ratinho T., Giuliani A., Yacoub G., (2024), *Sustainable Entrepreneurship: Taking Stock and Moving Forward* Academy of Management Annual Meeting, Chicago, IL, USA

Ratinho T., Sarasvathy S., (2024), *The Ask: How Entrepreneurs Enroll Stakeholders Through Relational Capital* Academy of Management Annual Meeting 2024, Chicago, IL, USA

Ratinho T., Sarasvathy S., (2022), *The Ask: a Basic Unit of Deliberate Practice in Entrepreneurship* 7th Effectuation Conference, Naples, Italy

Ratinho T., Sarasvathy S., Wheatley G., (2022), *PDW: Growing a Community Effectually* RENT - Research in Entrepreneurship, Naples, Italy

Ratinho T., Sarasvathy S., Ramesh A., Read S., (2021), *Beyond and Beneath Fundraising: Relational Resource Seeking Under Uncertainty* RENT XXXV Conference, Turku, Finland, Finland

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## Refereed proceedings

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### Published

Amezcua A., Ratinho T., Jayamohan P., Plummer L. A., (2016), Location, Competition, And Organizational Sponsorship, in: AOM(Eds.) in *AOM Proceedings, Academy of Management* , New York

### Forthcoming

Yacoub G., Mitra P., Ratinho T., Fatalot F., (2021), Sustainable Entrepreneurs: What Drives Them to Engage in Different Crowdfunding Types?, in: The Academy of Management(Eds.) in *81st Annual Meeting of the Academy of Management, Academy of Management* , New York

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## Non-refereed proceedings

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### Published

Ratinho T., Kraaijenbrink J., Oude Luttikhuis J., (2014), Towards a Taxonomy of Entrepreneurial Strategies: Evidence From US High-Tech Venture Business Plans, in: Babson College(Eds.) in *Frontiers of Entrepreneurship Research, Babson College, Wellesley, chapter Vol. 34: Issue 11, Article 5*

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## Books

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### Published

Ratinho T., (2011), *Are They Helping? An Examination of Business Incubators' Impact on Tenant Firms*, 978-90-365-3263-1, University of Twente, Enschede, 216 pages

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## Chapters in books

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### Published

Ratinho T., (2022), How business incubators and accelerators finance startups, in: David Lingelbach(Eds.), *De Gruyter Handbook of Entrepreneurial Finance*, 9783110726756, De Gruyter Publishing House, Boston, MA, chapter 7, pp. 119-134

Ratinho T., Mitsopoulos M. S., (2021), New forms of entrepreneurship support in a growing entrepreneurial ecosystem: the case of business incubation in Greece, in: Sarfraz A. Mian, Magnus Klofsten and Wadid Lamine(Eds.), *New forms of entrepreneurship support in a growing entrepreneurial ecosystem: the case of business incubation in Greece*, 9781788974776, Edward Elgar Publishing, Cheltenham, chapter 17, pp. 299–315

Ratinho T., (2020), The Domains of Entrepreneurship Support, in: Adam Novotny, Einar Rasmussen, Tommy Høyvarde Clausen, Johan Wiklund(Eds.), *Research Handbook on Start-Up Incubation Ecosystems*, 978 1 78897 352 6, Edward Elgar Publishing, Cheltenham, chapter 3, pp. 60-73

Ben-Hafaïedh C., Ratinho T., (2019), Entrepreneurial behaviour and Effectuation: an examination of team formation processes, in: Maura McAdam; James Cunningham(Eds.), *Entrepreneurial Behaviour: Individual, Contextual and Micro-Foundation Perspectives*, ISBN 978-3-030-04402-2, Palgrave-Macmillan, chapter 5, pp. 91-118

Korotka M., Benneworth P., Ratinho T., (2015), Back to the future of high technology fantasies? Reframing the role of knowledge parks and science cities in innovation-based economic development, in: Miao, JT; Benneworth, P; Phelps, NA(Eds.), *Making 21st Century Knowledge Complexes - Technopoles of the world revisited*, 9780415727792, Routledge, London, pp. 41-61

Benneworth P., Ratinho T., (2014), Regional innovation culture in the social knowledge economy, in: Roel Rutten, Paul Benneworth, Dessy Irawati, Frans Boekema(Eds.), *The Social Dynamics of Innovation Networks*, 978-0-415-85947-9, Routledge, London, chapter 13, pp. 239-256

Ratinho T., Harms R., Groen A., (2013), Business Incubators: (How) Do They Help Their Tenants?, in: Ray Oakey, Aard Groen, Gary Cook, Peter Van Der Sijde(Eds.), *New Technology-Based Firms in the New Millennium, Volume 10*, 978-1-78190-315-5, Emerald Group Publishing Limited, Bingley, chapter 00, pp. 161 - 182

Ratinho T., Hitt M., (2011), The multifaceted effects of institutions on firm strategies and entrepreneurial actions, in: K. McCarthy, M. Fiolet & W. Dolfsma(Eds.), *The Nature of the New Firm: Beyond the Boundaries of Organisations and Institutions*, 978 1 84980 393 9, Edward Elgar Publishing, Cheltenham

Ratinho T., Harms R., Groen A., (2010), Towards a distinction between technology incubators and non-technology incubators: can they contribute to economic growth?, in: M. Fink, I. Hatak(Eds.), *Current research on entrepreneurship and SME management*, 9789522490063, European Council of Small Business and Entrepreneurship, Turku, Finland

### **Forthcoming**

Ratinho T., (2024), Digital Business Incubation: an Avatar for the 21st Century Entrepreneur, in: Wadid Lamine, Sarah Jack , Alain Fayolle and David Audretsch(Eds.), *Handbook of Digital Entrepreneurship: The Transformation of Enterprise*, 9783110764109, De Gruyter Publishing House, Boston, MA, chapter 11, pp. 20

### **Grants**

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**2018**    Impression management in Startup pitches, LEM UMR CNRS (France)

**2016**    Entrepreneurial Ecosystems: Proposal to Create an Index of Connectivity, Ewing Marion Kauffman Foundation (USA)

**2015**    Launching Student Entrepreneurship Support, University of Baltimore (USA)

**2014**    "Enhanced Course" Designation for ENTR300, University of Baltimore (USA)

### **EDITORIAL ACTIVITY**

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#### **Guest editor of an academic journal**

**2016 - 2017**    Education Research International

#### **Member of the editorial board of an academic journal**

**2016**    Innovation & Management Review, Brazil

#### **Reviewer in an academic journal**

**2020**    Journal of Business Venturing

<b>2019</b>	International Journal of Entrepreneurship and Innovation
	Technovation
	Journal of Small Business Management
	Research Policy
	Small Business Economics
	Technological Forecasting and Social Change
	Journal of Engineering and Technology Management
	R&D Management
	Journal of Technology Transfer

## **PROFESSIONAL SERVICE**

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### **Invited Lecturer**

<b>2023</b>	Dare to Ask: Improve your Entrepreneurial Mindset, USA
<b>2023</b>	Effectuation: The Art of Entrepreneurial Thinking, USA

### **Keynote address**

<b>2024</b>	Improving South African Economy: A Pragmatic Indigenous African Entrepreneurship Model, France
<b>2023</b>	Improving South African Economy: A Pragmatic Indigenous African Entrepreneurship Model, South Africa
	SemeAd – Seminarios em Administracao, FEA-USP, Brazil
	National Conference of the Portuguese Network of Business Incubators, Portugal

### **Member of the organizing committee of an academic conference**

<b>2022 - 2023</b>	8th Effectuation Conference: Building the Global Effectual Classroom, Poland
<b>2022</b>	7th Effectuation Conference, Italy
<b>2018</b>	5th Effectuation Conference, USA
<b>2017</b>	4th Effectuation Conference, Norway
<b>2014</b>	3rd Effectuation Conference, Netherlands
	6th Effectuation Conference, Germany

### **Panelist in an academic conference**

<b>2020</b>	III SciBIZ Conference, Brazil
<b>2020</b>	SciBiz - Science Meets Business 2020, Brazil
<b>2019</b>	II Science Meets Business Conference, Brazil

### **Presentation in a seminar**

<b>2024</b>	Babson Collaborative Annual Summit
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**2020**                      Webinar Executive Development

**Reviewer - Grant proposal related to expertise**

**2018**                      Research Foundation Flanders (Fonds voor Wetenschappelijk Onderzoek - Vlaanderen), Belgium

**Reviewer for an academic conference**

**2019**                      RENT - Research in Entrepreneurship

**2018**                      European Academy of Management Conference

**2012**                      Babson College Entrepreneurship Research Conference, USA

**2009**                      Academy of Management Annual Meetings, USA

**RESEARCH ACTIVITIES**

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**COMMITTEE CHAIR**

**Head of a school project**

**2022**                      Entrepreneurship Champion of the Babson Collaborative, IÉSEG School of Management, France

**Member of a teaching quality committee**

**2022 - 2023**              TQLC Scientific Mindset for Managers, IÉSEG School of Management, France