

Curriculum Vitae Jeroen Kraaijenbrink



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Date and city of birth: 18 February 1978, Winterswijk, Netherlands
Gender: Male
Civil state: Married
Citizenship: Dutch

EMPLOYMENT

2012 - present	Associate professor (tenured), University of Twente, Enschede, Netherlands
2009 - present	Lecturer and academic coach, Twente School of Management, Enschede, Netherlands
2006 - 2012	Assistant professor (tenured), Netherlands Institute for Knowledge Intensive Entrepreneurship (Nikos), University of Twente, Enschede, Netherlands
April - August 2010	Visiting scholar, Darden School of Business, University of Virginia, Charlottesville, US
June - August 2009	Visiting scholar, Carlson School of Management, University of Minnesota, Minneapolis, US
2002-2006	Research associate, Department of Information Systems and Change Management, University of Twente, Enschede, Netherlands
2002-2005	Researcher & work package leader, EU-project 'Knowledge Integration and Network expertise' (Fifth framework, IST program)
2000-2002	Internships at Cap Gemini Ernst & Young and PNO Consultants

EDUCATION

- 2002 - 2006 PhD, School of Management and Governance, University of Twente, Netherlands
Title: Towards a Systemic Model of Knowledge Integration: A Study in the Context of High-Tech Small and Medium Sized Firms
Promotor: R.A. Stegwee, Diploma: 27 January 2006
- 2002 - 2004 Doctoral Course Program, BETA Research School, Netherlands
Diploma: 11 November 2004
- 1996 - 2002 MSc Industrial Engineering and Management, University of Twente, Netherlands (4 year program) Diploma: 15 January 2002 (top 10 % of students).
- 1997 - 2001 MSc Public Administration, University of Twente, Netherlands (4 year program).
Diploma: 27 June 2001 (top 10 % of students)
- 1982 - 1996 Secondary school (best of class) and primary school (best of class)

OTHER TRAINING

- 2006 - 2007 Didactical Principles and Teaching Methods, University of Twente, Netherlands
- 2007 ENT Junior Faculty Consortium at the Annual Meeting of the Academy of Management, Atlanta, USA
- 2006 Intel/Berkeley Entrepreneurship Education Program, Amsterdam, Netherlands
- 2005 OCIS Doctoral Consortium at the Annual Meeting of the Academy of Management, Honolulu, Hawaii, USA
- 2004 Doctoral Consortium of the European Conference on Information Systems, Turku, Finland

PUBLICATIONS

Journal papers

- Roersen, M.J., J. Kraaijenbrink, & A.J. Groen (accepted), Marketing Ignorance and the Validity of Narver and Slater's MKTOR scale in High-Tech Russian Firms, accepted for *Journal of Product Innovation Management*
- Kraaijenbrink, J. (accepted), Integrating Knowledge and Knowledge Processes: A Critical Incident Study of Product Development Projects, accepted for *Journal of Product Innovation Management*
- Lowik, S. D van Rossum, J. Kraaijenbrink, & A.J. Groen (2012), Strong Ties as Sources of New Knowledge: How Small Firms Innovate Through Bridging Capabilities, *Journal of Small Business Management*, 50(2), pp239-256
- Kraaijenbrink, J. (2011), Effective Heuristics for New Venture Formation, *Frontiers of Entrepreneurship Research*, 30(6), article 5, pp1-14
- Kraaijenbrink, J., J.C. Spender, & A.J. Groen, (2010), The Resource-Based View: A Review and Assessment of its Critiques, *Journal of Management*, 36(1), pp349-372
- Kraaijenbrink, J., G.J. Bos & A.J. Groen (2009), What Do Students Think of the Entrepreneurial Support Given by their Universities?, *International Journal of Entrepreneurship and Small Business* 9(1), pp110-125
- Kraaijenbrink, J. & F. Wijnhoven (2008), Managing Heterogeneous Knowledge: A Theory of External Knowledge Integration, *Knowledge Management Research and Practice*, 6 (4), pp274-286
- Wijnhoven, F. & J. Kraaijenbrink (2008), Product-oriented Design Theory for Digital Information Services: A Literature Review, *Internet Research*, 18 (1), pp93-120

Kraaijenbrink, J., F. Wijnhoven, & A.J. Groen (2007), Towards a Kernel Theory of External Knowledge Integration for High-Tech Firms: Exploring a Failed Theory Test, *Technological Forecasting and Social Change*, 74(8), pp1215-1233

Kraaijenbrink, J., Engineers and the Web (2007): An Analysis of Real Life Gaps in Information Usage, *Information Processing & Management*, 43(5), pp1368-1382

Kraaijenbrink, J. & A.J. Groen (2006), Small Companies Seeking Information on the Internet: Any Changes for Online Intermediaries? *Industry & Higher Education*, 20(3), pp195-205

Kraaijenbrink, J. (2002), Centralization Revisited? Problems on Implementing Integrated Service Delivery in the Netherlands, *Lecture Notes in Computer Science*, 2456, pp10-17

Books

Jetter, A., J. Kraaijenbrink, H-H Schröder & F. Wijnhoven (eds.) (2006), *Knowledge Integration: the Practice of Knowledge Management in Small and Medium Enterprises*, Physica-Springer, Heidelberg, Physica-Verlag

Kraaijenbrink, J. (2006), *Towards a Systemic Model of Knowledge Integration: A Study in the Context of High-Tech Small and Medium Sized Firms*, PhD Thesis University of Twente, January 2006. Available at <http://doc.utwente.nl/51106/>

Book Chapters

Kraaijenbrink, J. (forthcoming), The Nature of the Entrepreneurship Process: A Demystification and Synthesis of the Teleological and Pragmatist model, accepted for *New Technology-Based Firms in the New Millennium*

Spender, J.C & J. Kraaijenbrink (2011), Humanizing Management Education, in W. Amann et al. (eds.), *Business Schools under Fire: Humanistic Management Education as the Way Forward*, Palgrave MacMillan, pp257-272

Spender, J.C & J. Kraaijenbrink (2011), Why Competitive Strategy (1980) Succeeds - and With Whom, in R. Huggins & H. Izushi (eds.), *Competition, Competitive Advantage, and Clusters: The Ideas of Michael Porter*, Oxford University Press, pp33-65

Kraaijenbrink, J. (2011), Human Capital in the Resource-Based View, in A. Burton-Jones & J.C. Spender (eds.), *The Oxford Handbook of Human Capital*, Oxford University Press, pp218-237

Kraaijenbrink, J. (2009), High-Tech Small and Medium-Sized Enterprises' Use of Methods and Tools for External Knowledge Integration, in: Ray Oakey et al. (eds.), *New Technology-Based Firms in the New Millennium*, Pergamon/Elsevier Science Ltd, pp117-130

Kraaijenbrink, J. & F. Wijnhoven (2008), External Knowledge Integration, in Murray E. Jennex (ed.), *Knowledge Management: Concepts, Methodologies, Tools, and Applications*, Information Science Reference, Hershey, USA, pp264-273

Kraaijenbrink, J., D. Faran & A. Hauptman (2006), Knowledge Integration by SMEs – Framework, in A. Jetter et al (eds.), *Knowledge Integration: the Practice of Knowledge Management in Small and Medium Enterprises*, Heidelberg, Physica-Verlag, pp17-28

Kraaijenbrink, J., A.J. Groen & F. Wijnhoven (2006), Knowledge Integration by SMEs – Practice, in A. Jetter et al (eds.), *Knowledge Integration: the Practice of Knowledge Management in Small and Medium Enterprises*, Heidelberg, Physica-Verlag, pp29-46

Kraaijenbrink, J. & F. Wijnhoven (2006), External Knowledge Integration, in David G. Schwartz, *Encyclopedia of Knowledge Management*, Idea Group Publishers, Hershey, USA, pp180-187

Kraaijenbrink, J., A.J. Groen & F. Wijnhoven (2005), Designing Value Adding Web-Infomediaries: Exploring the Gaps Between the Supply and Demand of Knowledge, in M. Batterink, R. Cijssouw, M. Ehrenhard, H. Moonen & P. Terlouw (eds.), *Selected Papers from the 8th PhD Conference on Business Economics, Management and Organization Science*, PREBEM/NOBEM, Enschede, pp69-80

Conference Papers

Kraaijenbrink, J. & T. Ratinho (2012), Causal and Creative Modes of Entrepreneurial Strategizing: A Content Analysis of Business Plans of Small and Micro Firms, Annual meeting of the Academy of Management, 3-7 August, Boston, US

Lowik, S., J. Kraaijenbrink, & A.J. Groen (2012), The Effects of Prior Knowledge, Networks, and Cognitive Style on Individuals' Absorptive Capacity, Annual meeting of the Academy of Management, 3-7 August, Boston, US (Best Paper Proceedings)

Kraaijenbrink, J. & T. Ratinho (2012), Planning the Unknown: The Simultaneity of Predictive and Non-Predictive Entrepreneurial Strategies, Babson College Entrepreneurship Research Conference, 6-9 Fort Worth, Texas, US

Kraaijenbrink, J. & A.J. Groen (2012), So You Think You Can...What? The Distinctive Effect of Prior Experience, General Self-Efficacy, and Entrepreneurial Self-Efficacy on Entrepreneurs' Growth Aspirations, Babson College Entrepreneurship Research Conference, 6-9 Fort Worth, Texas, US

Kraaijenbrink, J. & J.C. Spender (2012), On the Evolution and Future of Management: OK, But What Is Managing Anyway? The Evolution and Future of Management: An International Conference Sponsored by the Journal of Management Studies and the Society for the Advancement of Management Studies, 26-28 March, Oxford, UK

Kraaijenbrink, J. & A.J. Groen (2012), Prior Experience and Growth Aspiration: The Mediating Effects of General and Entrepreneurial Self-Efficacy, ACERE/Diana Conference, 31 January-3 February, Fremantle, Australia

Kraaijenbrink, J. & J.C. Spender (2011), Theories of the Firm and their Value Creation Assumptions, Annual International Conference of the Strategic Management Society, 6-9 November, Miami, US

Dervojeda, K., J. Kraaijenbrink & A.J. Groen (2011), When Do Entrepreneurial Academics Engage in Interaction with Industry? Annual meeting of the Academy of Management, 12-16 August, San Antonio, US

Kraaijenbrink, J. (2011), Beyond Cartesian Dualism: Towards a Pragmatist Model of Organizing, 27th EGOS Colloquium, 7-9 July, Gothenburg, Sweden

Kraaijenbrink, J., Ratinho, T., & Groen, A.J. (2011), Planning Effectual Growth: A Study of Effectuation and Causation in Business Plans, Babson College Entrepreneurship Research Conference, 8-11 June, Syracuse, New York, US

Heuven, J., Semrau, T, Kraaijenbrink, J. & Sigmund, S. (2011), Causal and Effectual Network Strategies and New Venture Performance: A Study of German Entrepreneurs, Babson College Entrepreneurship Research Conference, 8-11 June, Syracuse, New York, US

Kraaijenbrink, J. & Ratinho, T. (2010), Effectuation vs. Causation: Some Evidence on Novice Entrepreneurs, RENT XXIV Conference 'Research in Entrepreneurship and Small Business', 18-19 November, Maastricht, the Netherlands

Kraaijenbrink, J. (2010), Effective Heuristics for New Venture Formation, Babson College Entrepreneurship Research Conference, 9-12 June, Lausanne, Switzerland (Best Paper Proceedings)

Groen, A.J. & J. Kraaijenbrink (2010), Entrepreneurial Decision Making in High Tech Business Development: A Quasi-Experiment, Babson College Entrepreneurship Research Conference, 9-12 June, Lausanne, Switzerland

Kraaijenbrink, J., M.J. Roersen, & A.J. Groen (2009), Testing the Content Validity of the Narver & Slater Market Orientation Scale in Transition Economies. Best Paper Proceedings of the Annual meeting of the Academy of Management, 7-11 August, Chicago, US (Best Paper Proceedings)

Kraaijenbrink, J. (2009), Making Knowledge Management a Strategic Capability: A Functional Framework and Empirical Exploration, Annual meeting of the Academy of Management, 7-11 August, Chicago, US

Kraaijenbrink, J. (2009), Past and Future Research on Organizational Knowledge Processes, Annual meeting of the Academy of Management, 7-11 August, Chicago, US

- Kraaijenbrink, J. (2009), Value in the Resource-Based View: Resource Functionality as Source of Sustained Competitive Advantage, Annual International Conference of the Strategic Management Society, 11-14 October, Washington DC, US
- Kraaijenbrink, J. & A.J. Groen (2008), Resources and Entrepreneurial Action: Towards a Functional Typology of Resources and a Theory of the Firm, 28th Annual International Conference of the Strategic Management Society, 12-15 October, Cologne, Germany
- Kraaijenbrink, J. (2008), Preventing a Crisis in the Study of Organizational Knowledge Processes: A Post-Functionalist View, Annual meeting of the Academy of Management, 8-13 August, Anaheim, US
- Von Raesfeld, A.M. & J. Kraaijenbrink (2008). How should a small company interact in its business network to sustain its exchange effectiveness? 16th annual High Tech Small Firms Conference, 22-23 May, Enschede, the Netherlands
- Roersen, M.J., A.J. Groen, & J. Kraaijenbrink (2008). A multidimensional decision-making model for internationalization of high-tech SMEs in transition economies. 16th annual High Tech Small Firms Conference, 22-23 May, Enschede, the Netherlands
- Kraaijenbrink, J. (2008), The Nature of the Entrepreneurship Process: A Demystification and Synthesis of the Teleological and Pragmatist model, 16th annual High Tech Small Firms Conference, 22-23 May, Enschede, the Netherlands
- Von Raesfeld, A.M., J. Kraaijenbrink, & K. Roos (2008), How Should a Small Company Interact in its Business Network to Sustain its Exchange Effectiveness?, 24th IMP Conference, 4-6 September, Uppsala, Sweden
- Kraaijenbrink, J. (2008), Organizing the Hodgepodge of Organizational Knowledge Processes: A Typology and an Assessment Based on Critical Incidents, XIV. Organization Science Winter Conference, February 7-10, The Resort at Squaw Creek, California
- Kraaijenbrink, J., J.C. Spender & A. Groen (2007), From Resources to Imagination: New Directions for a Theory of the Firm, Annual Meeting of the Academy of Management, 3-8 August, Philadelphia
- Kraaijenbrink, J., G.J. Bos, & A.J. Groen (2007), Perceived and Desired University Support and Student's Entrepreneurial Intent and Behavior: A Study of Five ECIU Universities, 17th Global Conference on Internationalizing Entrepreneurship Education and Training (IntEnt), 8-11 July, Gdansk, Poland
- Kraaijenbrink, J., F. Wijnhoven & A. Groen (2006), The Relation between Technology Sources and External Knowledge Integration Processes: An Empirical Exploration of High-Tech Manufacturing SMEs, Kauffman Foundation and IEI Research Conference on Technology Commercialization and Entrepreneurship, 3 November, Kansas City (MO, US)
- Kraaijenbrink, J. (2006), External Knowledge Integration in High-Tech SMEs: An Integrative Framework, European Summer University on Entrepreneurship Education and Research, 25-30 August, Hämeenlinna (Finland), pp531-553
- Kraaijenbrink, J. (2006), HTSFs' Use of Methods and Software Tools for Identifying, Acquiring, and Utilizing External Knowledge, High-Technology Small Firms Conference, 11-13 May, Enschede
- Kraaijenbrink, J., A.J. Groen, F. Wijnhoven (2005), Towards a Systemic Framework of External Knowledge Integration Processes, BETA PhD Symposium, 9 June, Arnhem
- Kraaijenbrink, J. (2005), Towards a Classification Framework of External Knowledge Integration Processes, Annual Meeting of the Academy of Management, 5-10 August, Honolulu
- Kraaijenbrink, J., F. Wijnhoven, & A.J. Groen (2005), Do Knowledge Sources Matter? Exploring the Effect of Knowledge Sources on Knowledge Integration Processes, OKLC 2005, 17-19 March, Boston
- Kraaijenbrink, J., F. Wijnhoven, & A.J. Groen (2005), Designing Web-Infomediaries: Bridging Gaps Between the Supply and Demand of Knowledge for New Product Development, PREBEM 2005, Amersfoort

Schröder, H-H, H. Zaunmüller, D. Franzen & J. Kraaijenbrink (2003), KINX (Knowledge Integration and Network eXpertise): Wissensintegration im Neuproduktentwicklungsprozess von Hightech-KMUs: Eine Empirische Studie, Knowtech conference, 20-21 October, München

Kraaijenbrink, J. (2003), Toward a Conditional Design Theory for Electronic Knowledge Brokers, Proceedings of the FGWM 2003 Workshop, 6-8 October, Karlsruhe, pp195-202

TEACHING

2012 - present	Masterclass Innovation & Entrepreneurship (MSc level, thesis preparation)
2011 - present	Essentials of Entrepreneurship Research (PhD level)
2011 - present	Strategy & Organization (MSc level)
2011 - present	Dynamics of Strategy (MSc level)
2011 - present	Strategic Management (BSc level)
2010 - present	Strategic management (Executive MBA)
2009 - present	Entrepreneurship for Managers (Executive MBA)
2009 - present	Strategic management for entrepreneurs (course for starting entrepreneurs)
2008 - present	PhD Methodology Class (PhD level)
2010 - 2012	International study tour preparation (MSc level)
2008 - 2011	Knowledge & Strategy (MSc level)
2008 - 2011	Business Development in Network Perspective (MSc level)
2007 - 2009	Knowledge Development and Protection (BSc level)
2006 - 2009	Masterclass Innovation & Entrepreneurship (MSc level, thesis preparation)
2006 - 2007	Business and Technology Management (BSc level)
2005 - 2006	Information and Knowledge Exchange Services (MSc level)

ACADEMIC LEADERSHIP & INTERNATIONAL ACTIVITIES

2003 - present	Reviewer for Journals: Organization Science, Organization Studies, British Journal of Management, Journal of Product Innovation Management, Information Systems Frontiers, Creativity and Innovation Management, European Journal of Information systems, Journal of Agricultural Education and Extension Reviewer for Conferences/workshops: Annual Meeting of the Academy of Management, European Conference on Information Systems, International Conference on Information Systems, Academy of International Business Conference, High Tech Small Firms Conference
2012 - present	Module coordinator Strategy, marketing and economics, Bachelor program, University of Twente, Netherlands

2011 - present	PhD course program coordinator, Innovation & Entrepreneurship program, Twente Graduate School, University of Twente, Enschede, Netherlands
2011 - present	Module coordinator Strategic management, Executive MBA, Twente School of Management, Enschede, Netherlands
2010 - present	Research leader of the subtheme Strategic Entrepreneurship within the Strategic Research Orientation Management of Innovation & Entrepreneurship of the Institute for Innovation and Governance Studies, University of Twente, Enschede, Netherlands
2009 - present	1-2 week research visits to Lund University (Lund, Sweden, 2 times), University of Virginia (Charlottesville, US), Queensland University of Technology (Brisbane, Australia)
2009 - present	Module coordinator Strategic management, VentureLab Twente, Incubator program, University of Twente, Enschede, Netherlands
2009 - present	Research program coordinator, VentureLab Twente, Incubator research, University of Twente, Enschede, Netherlands
2005 - present	Supervision of BSc (20) , MSc (54), and PhD students (4), finished and ongoing
2012	Faculty at Doctoral Consortium Swissier, Switzerland
2012 - 2013	Co-organization of the second Effectuation Conference, Enschede, the Netherlands
2011	Coordination and supervision of a 2-week study tour with research visits to companies in South Korea
2010	Coordination and supervision of a 4-week study tour with research visits to companies Mexico and Costa Rica
2010	Co-organization of a professional development workshop at the Annual meeting of the Academy of Management on 'Academic-Practitioner Collaborative Research: Hands-on Experience, Approaches, and Methods', Montréal, Canada
2009	Coordination and supervision of a 2-week study tour with research visits to companies in Singapore
2009	Co-organization of a conference track at the 25 th EGOS Colloquium on "Energizing Entrepreneurship: The Role of Industry Knowledge Structures in Creating, Assessing, and Embedding New Business Ventures", Barcelona, Spain
2008	Co-organization of a professional development workshop at the Annual meeting of the Academy of Management on 'Supporting High Tech Ambition Entrepreneurship: Potential of a Venture Lab', Anaheim, US
2007 - 2009	Research and lecturing within a bilateral project with the Moscow Engineering Physics Institute (MEPhI), Moscow, Russia.
2006 - 2007	Research coordinator of a study on student entrepreneurship within the European Consortium of Innovative Universities. Partners: Universities of Warwick (UK), Aalborg (Denmark), Linköping (Sweden), Dortmund (Germany), Hamburg (Germany), Tec de Monterrey (Mexico), Swinburne (Australia), and Strathclyde (Scotland).
2004 - 2005	Re-initiator and Chairman of the PhD Network University of Twente (P-NUT)
2004 - 2006	Board member of the BETA PhD Council
2002 - 2005	Workpackage leader and researcher in the EU-Project: Knowledge Integration and Network eXpertise (KINX), Fifth framework, IST program, with 10 industrial and university partners from Germany, Spain, and Israel

NOMINATIONS, GRANTS AND AWARDS

2011	Invited for the Darden-Carey Entrepreneurship Retreat, Charlottesville (US) (\$ 2500)
2010	Commercial grant for the development of a research tool at a medium-sized accountancy firm in the Netherlands. € 30k granted
2009	Co-writer of a grant proposal 'VentureLab Twente', combined subsidy from the European Science Foundation and the Province of Overijssel. Ca. € 3M granted
2007	Co-writer of a grant proposal 'Competences for Innovation', Pieken in de Delta program, Ministry of Economic Affairs. € 552k granted
2007	Best paper award Internationalizing Entrepreneurship Education and Training (IntEnt) Conference, July 10 th , Gdansk, Poland
2007	MOC best reviewer award, Academy of Management, Philadelphia
2007	Dissertation nominated for the Emerald / EFMD Outstanding Doctoral Research Award
2007	Dissertation nominated for the NOBEM dissertation of the year prize 2006, Netherlands Organization for research in Business, Economics and Management
2006	Grant from the Kauffman Foundation to participate in the IEI Research Conference on Technology Commercialization and Entrepreneurship (\$ 1500)
2004-2007	Invited for two international doctoral consortia and one international junior faculty consortium in Turku (Finland), Honolulu (Hawaii, US), and Atlanta (US) (€ 2000)
