

## **Curriculum Vitae for Jonas Gabrielsson, 750405-4656**

### ***Higher education***

Reader (docent) in Business Administration (2009), Lund University  
Doctorate in Business Administration (2004), Lund University  
Master's degree in Business Administration (1999), Halmstad University  
Bachelor's degree in Business Administration, (1998), Halmstad University

### ***Current and previous employment***

Associate professor (universitetslektor) at CIRCLE, 2007 -  
Assistant professor (forskarassistent) at CIRCLE, Lund University, 2005-2007  
Associate professor (forsker II) at Norwegian School of Management BI, 2003 – 2004  
Visiting Lecturer (gästlärare), Halmstad University, 2003 – 2004,  
Doctoral student (doktorandtjänst), Halmstad University, 2000-2003  
Project assistant (projektassistent), Halmstad University, 1999

### ***Academic awards***

2005, awarded prize as the author of the best conference paper at RENT (Research in Entrepreneurship and Small Business) XIX in Naples, Italy.  
2004, received the Annual Award to Young Entrepreneurship Researchers granted by The Swedish Foundation for Small Business Research (FSF) and Swedish Agency for Economic and Regional Growth (NUTEK).

### ***Externally funded projects***

“Foreign commercialization of patents in Sweden”, 980 000 SEK granted from Sparbanksstiftelsen skåne (together with Ek Dr Olof Ejeremo) in 2005  
“Spin-offs in the Öresund region”, 300 000 SEK granted from the Crafoord foundation in 2006.  
“Entrepreneurship and Small Business Economics”, 75 000 DKK granted from Öresund Entrepreneurship Academy (ÖEA) for organizing a PhD course (together with Professor Hans Landström and Ek Dr Lars Coenen) in 2007  
“The Multiplicative Relationship and Effects of Entrepreneurship and Innovation”, 2.8 MSEK granted from the Swedish Research Council (together with Professor Åsa Lindholm Dahlstrand and Assistant professor Diamanto Politis) in 2008

### ***Guest editorship***

Guest editor in International Studies in Management and Organization (ISMO) together with Morten Huse (Title of special issue: *Perspectives from Europe on Boards and Governance: Contingency, Behavioral and Evolutionary*, published in 2005).

### ***Member of program committees for scientific conferences:***

Co-chair at the corporate governance track at the 4th EURAM conference 2004 in St. Andrews, together with Professor Morten Huse (chair), Norwegian School of Management, BI, Norway, and Associate Professor Johanna Kujala (co-chair), Tampere University of Technology, Finland.  
Co-chair at the corporate governance track at the 5th EURAM conference 2005 in Munich, together with Professor Morten Huse (chair), Norwegian School of Management, BI, and Associate Professor Theo Postma (co-chair), University of Groningen, Netherlands.

### ***Academic leadership***

From 2004 to 2005 (spring) I was director of studies for the Master Programme in Strategic Management at the School of Business and Engineering at Halmstad University. The duty was terminated due to my new position at CIRCLE.

I have taken on the following leadership responsibilities at CIRCLE:

- Responsible for dissemination of information about CIRCLE activities to ESBRI, since 2005 (contact once a month). This information is printed in their paper outlet Entré and their electronic newsletter (e-Entré)
- Part of the management committee for reviewing applications from researchers wanting to visit CIRCLE, since fall 2006

### ***Review assignments for various journals and publishers***

I have reviewed papers in the following journals during my academic career:

- Energy Policy
- Organization Studies
- Family Business Review
- Science and Public Policy
- Small Business Economics
- British Journal of Management
- European Management Journal
- Journal of Management Studies
- International Small Business Journal
- Journal of Management and Governance
- Entrepreneurship & Regional Development
- International Journal of Management Reviews
- Journal of East European Management Studies
- Corporate Governance: An International Review
- International Journal of Business Governance and Ethics
- Venture Capital: An International Journal of Entrepreneurial Finance

### ***Public examiner at PhD education seminars***

2006, *Affärsängelnätverks Påverkan på det Informella Riskkapitalet*, Nils Månsson (Lund University), Research proposal

2006, *Corporate Governance and Corporate Entrepreneurship Through a Property Rights Perspective*, Elin Smith (Lund University), Research proposal

2006, *Formation of Minority Shareholder Coalitions*, Andreas Jansson (Växjö University), Half-way seminar (mellanseminarium)

2007, *A Tragedy of the Corporation? A Study of Coalition Formations Among Minority Shareholders*, Andreas Jansson (Växjö University), Final seminar

2007, *Public Procurement and Innovation*, Max Rolfstam (Lund University), Final seminar

2007, *Roles of Inventors and TTO in University Patenting: The case of Lund University – Sweden*, Devrim Göktepe (Lund University), Final seminar

2008, *Board Characteristics in Initial Public Offerings*, Anna Thorsell (Umeå University), Public seminar for licentiate degree

2009, *Determinates and Catalysts of Immigrant Entrepreneurial Growth: Building and Testing of the Spring Board Theory*, Craig Mitchell (Lund University), Research proposal

2009, *Cultural Diversity of Top Management Team and Its Influence on Organisational Outcomes*, Timurs Umans (Lund University), Half-way seminar (mellanseminarium)

2009, *Outsourcing of New Product Development and the Need of Knowledge Integration*, Jonas Rundquist (Luleå Technical University/Halmstad University), Final seminar  
2009, *Regional Finansiering av Vekstbedrifter: Finansieringsstruktur, Finansieringskilder og Finansieringssystem*, Tore Anstein Dobloug (Lund University), Half-way seminar (mellanseminarium)  
2010, *Finansieringsstruktur, Finansiering og Regionale Finansieringssystem - Norske Gaseller og Lokal Kapital*, Tore Anstein Dobloug (Lund University), Final seminar (slutseminarium)

## List of Publications

### *Books*

**Gabrielsson, J.** (2003) *Boards and governance in SMEs: An inquiry to boards' contribution to firm performance*, doctoral dissertation, School of Economics and Management, Lund University.

### *International peer reviewed journals*

Andersson, S. **Gabrielsson, J.** & Wictor, I. (2004) International activities in small firms – examining factors influencing the internationalisation and export growth of SMEs, *Canadian Journal of Administrative Science*, 21 (1): 22-34.

- Reprint in “*Entrepreneurship and Globalization*” (2009), book edited by McNaughton, R.B. & Bell, J., SAGE Publications.

Andersson, S., **Gabrielsson, J.** & Wictor, I. (2006) Born globals' foreign market channel strategies, *International Journal of Globalisation and Small Business*, 1(4): 356-373.

van Ees, H., **Gabrielsson, J.** & Huse, M. (2009) Toward a behavioural theory of boards and governance, manuscript accepted for publication in *Corporate Governance: An International Review*, 17(3): 307–319.

**Gabrielsson, J.** (2007) Correlates of board empowerment in small companies, *Entrepreneurship Theory & Practice*, 31(5): 687-711.

**Gabrielsson, J.** (2007) Boards of directors and entrepreneurial posture in medium-size companies: Putting the board demography approach to a test, *International Small Business Journal*, 25(5): 511-537.

**Gabrielsson, J.** & Huse, M. (2004) Context, behavior and evolution - challenges in research on boards and governance, *International Studies in Management and Organization*, 34(2): 11-36.

**Gabrielsson, J.** & Huse, M. (2002) The venture capitalist and the board of directors in SMEs: roles and processes, *Venture Capital*, 4(2): 125-146.

**Gabrielsson, J.** & Huse, M. (2005) “Outside” directors in SME boards: a call for theoretical reflections, *Corporate board: roles, duties & composition*. 1(1): 28-37.

**Gabrielsson, J.**, Huse, M. and Minichilli, A. (2007) Understanding the leadership role of the board chairperson through a team production approach, *International Journal of Leadership Studies*, 3(1): 21-39.

**Gabrielsson, J.** & Politis, D. (accepted) Career motives and entrepreneurial decision making: Examining preferences for causal and effectual logics in the early stage of new ventures, *Small Business Economics*.

**Gabrielsson, J.** & Politis, D. (2007) The impact of ownership and board governance on firm-level entrepreneurship in small technology based firms, *Icfai Journal of Corporate Governance*, 3: 43-60.

**Gabrielsson, J.**, Tell, J. & Politis, D. (2010) Business simulation exercises in small business management education: Using principles and ideas from action learning, *Action Learning: Research and Practice*, 7(1): 3-16.

**Gabrielsson, J.** & Winlund, H. (2000) Boards of directors in small and medium-sized industrial firms: examining the effects of the board's working style on board task performance, *Entrepreneurship & Regional Development*, 12(4): 311-330.

Huse, M., Neubaum, D. & **Gabrielsson, J.** (2005) Corporate innovation and competitive environment, *International Entrepreneurship and Management Journal*, 1(3): 313-333.

Huse, M. & **Gabrielsson, J.** (2004) Preface: Perspectives on boards and governance from Europe - contingency, behavioural and evolutionary, *International Studies in Management and Organization*, 34(2): 3-10.

Minichilli, A. **Gabrielsson, J.** & Huse, M. (2007) Board evaluations: making a fit between the purpose and the system, *Corporate Governance: An International Review*, 15(4): 609-622.

Politis, D. & **Gabrielsson, J.** (2009) Entrepreneurs' attitudes towards failure – an experiential learning approach, *International Journal of Entrepreneurial Behaviour and Research*, 15(4): 364-383.

### **Book chapters**

Andersson, A., Wictor, I., & **Gabrielsson, J.** (2001) Born Globals – The Swedish case, chapter in Bygrave et al, (eds.), *Frontiers of Entrepreneurship Research 2001*, Wellesley, MA: Babson College.

**Gabrielsson, J.** (2003) Styrelsearbete i riskkapitalfinansierade företag, chapter in Landström, H. (ed.) *Småföretaget och kapitalet – en antologi om svensk forskning kring små företags finansiering*, SNS förlag, Stockholm.

**Gabrielsson, J.** & Huse, M. (2010) Governance theory: Origins and implications for researching boards and governance in entrepreneurial firms, chapter in Landström, H. & Lohrke, F. (eds.) *The Historical Foundations of Entrepreneurship Research*, Edward Elgar Publishing, London.

**Gabrielsson, J.** & Politis, D. (2007) Prediction or control? Exploring the influence of career experience and career motives on entrepreneurial decision making, in Iandoli,

L., Landström, H. & Raffa, M. (eds) *Entrepreneurship, Competitiveness and Local Development*, Cheltenham: Edward Elgar.

**Gabrielsson, J.** & Politis, D. (2009) Board control and innovation: an empirical study of small technology-based firms, in Huse, M. (ed) *The value creating board: Corporate governance and organizational behaviour*. London: Routledge.

Huse, M. & **Gabrielsson, J.** (2004) The effects of entrepreneurial posture on international activities in light of emerging globalization, chapter in Corbetta, G. Huse, M. & Ravasi D. (eds.), *Crossroads of entrepreneurship*, Boston: Kluwer Academic Publishers.

Huse, M., **Gabrielsson, J.** & Minichilli, A. (2009) How boards contribute to value creation, in Huse, M. (ed) *The value creating board: Corporate governance and organizational behaviour*. London: Routledge.

Huse, M., **Gabrielsson, J.** and Minichilli, A. (2009), Knowledge and accountability: Outside directors' contribution in the corporate value chain, in Pierre-Yves Gomez, P-Y. & Moore, R. (eds) " *Board Members and Management Consultants: Redefining the Boundaries of Consulting and Corporate Governance*", special volume in Research in Management Consulting book series, Information Age Publishing.

Huse, M., **Gabrielsson, J.** & Minichilli, A. (2008) Improving corporate governance practices, in Burke, R.J. & Cooper, C.L. (eds.) *The Peak Performing Organization*, special volume in Routledge Research in Organizational Behaviour and Strategy, London: Routledge.

Politis, D. & **Gabrielsson, J.** (2007) Entrepreneurs' attitudes towards failure – An experiential learning approach, in Zacharakis, A. et al (eds), *Frontiers of Entrepreneurship Research 2007*, Wellesley, MA: Babson College.

Zhang, P., Voordeckers, W., **Gabrielsson, J.** & Huse, M. (2009) From boards as value assemblers to value creators: Integrating static and dynamic perspectives on board information, in Young, S. (ed.) *Current Issues in Corporate Governance: A Management Perspective*, Tilde University Press.

### **Working papers**

**Gabrielsson, J.**, Landström, H. & Brunsnes, T. (2006) *A knowledge-based categorization of research-based spin-off creation*, CIRCLE Working Paper Series, 2006/6.

**Gabrielsson, J.** & Politis, D. (2006) *Board control and corporate innovation: an empirical study of small technology-based firms*, CIRCLE Working Paper Series, 2006/7.

**Gabrielsson, J.** & Politis, D. (2006) *Entrepreneurial decision making: examining preferences for causal and effectual reasoning in the new venture creation process*.

Lund Institute of Economic Research Working Paper Series, 2006/5.

**Gabrielsson, J.** & Tell, J. (2009) *Organizing management education for small business managers: suggestions based on structured observations of their daily work activities*, CIRCLE Working Paper Series, 2009/03.

**Gabrielsson, J.**, Politis, D. & Tell, J. (2009) *University professors and research commercialization: An empirical test of the knowledge corridor thesis*, CIRCLE Working Paper Series, 2009/04.

Huse, M., **Gabrielsson, J.** & Minichilli, A. (2005) *Knowledge and accountability: Outside directors' contribution in the corporate value chain*, CIRCLE Working Paper Series, 2005/09.

Politis, D. & **Gabrielsson, J.** (2006) *Informal investors and value added: The contribution of investors' experientially acquired resources in the entrepreneurial process*, CIRCLE Working Paper Series, 2006/12.

Politis, D. & **Gabrielsson, J.** (2006) *Informal investors and value added: What do we know and where do we go?* CIRCLE Working Paper Series, 2006/13.

Politis, D. & **Gabrielsson, J.** (2005) *Exploring the role of experience in the process of entrepreneurial learning*, Lund Institute of Economic Research Working Paper Series, 2005/1.

### **Conference presentations**

Andersson, A., **Gabrielsson, J.**, & Wictor, I. (2003) *Born global's market channel strategies*, paper presented at 6<sup>th</sup> McGill conference on International Entrepreneurship, Ulster.

Andersson, A., **Gabrielsson, J.**, & Wictor, I. (2002) *International activities in small firms – examining factors influencing the internationalisation and export growth of SMEs*, paper presented at 5<sup>th</sup> McGill conference on International Entrepreneurship in Montreal.

Andersson, A., Wictor, I., & **Gabrielsson, J.** (2001) *Born Globals – The Swedish case*, paper presented at Babson Kauffman Entrepreneurship Research Conference (BKERC), Jönköping.

Ejermo, O. & **Gabrielsson, J.** (2007) *International cooperation for Swedish inventors – an exploratory study*, paper presented at the 2nd Annual Conference of the EPIP Association on Intellectual Property Rights, Lund.

**Gabrielsson, J.** & Huse, M. (2000) *Governance in small and entrepreneurial firms: venture capital and the board of directors*, paper presented at RENT XIV workshop, Prague.

- Gabrielsson, J.** (2000) *Effects of venture capital involvement on the board of directors in small technology-based firms*, paper presented at Academy of Management, Entrepreneurship Doctoral Consortium, Toronto.
- Gabrielsson, J. & Politis, D.** (2001) *Informal investors and the board: how governance matters*, paper presented at Academy of Management, Washington.
- Gabrielsson, J.** (2002) *Boards of directors and company performance: director influence on corporate entrepreneurship in SMEs*, paper presented at 2<sup>nd</sup> EDP-workshop, Barcelona..
- Gabrielsson, J.** (2002) *Board empowerment in small firms: empirical evidence from Sweden*, paper presented at EURAM, 2nd Annual Conference on Innovative Research in Management, Stockholm.
- Gabrielsson, J., Huse, M., Svendsen, J.E., & Politis, D.** (2002) *The development of SME boards: the introduction of outside board members*, paper presented at EGOS 18th Colloquium, Barcelona.
- Gabrielsson, J.** (2002) *Corporate governance and firm strategic behavior in SMEs: Director influence on corporate entrepreneurship*, paper presented at Academy of Management, Denver.
- Gabrielsson, J.** (2003) *The relationship between corporate entrepreneurship and the board of directors in SMEs*, paper presented at 3<sup>rd</sup> EURAM Annual Conference, Milano.
- Gabrielsson, J.** (2003) *Determinants of board composition and structure*, paper presented at Academy of Management, Seattle.
- Gabrielsson, J. & Huse, M.** (2004) *Exploring the impact of ownership and board governance on entrepreneurship in small technology-based firms*, paper presented at RENT XVII – research in entrepreneurship and small business, Copenhagen.
- Gabrielsson, J., Landström, H. & Brunsnes, T.** (2005) *A knowledge based categorization of researched based venturing*, paper presented at RENT XIX - Research in entrepreneurship and small business conference, Naples.
- Gabrielsson, J. & Politis, D.** (2003) *Boards and governance in small businesses: an integrated view on value creating board tasks*, paper presented at Academy of Management, Seattle.
- Gabrielsson, J. & Politis, D.** (2005) *Prediction or control? Exploring the influence of career experience and career motives on entrepreneurial decision making*, paper presented at RENT XIX - Research in entrepreneurship and small business conference, Naples. Received Best Paper Award.
- Gabrielsson, J. & Politis, D.** (2006) *"Been there, done that" - Exploring the influence of industry and functional work experience on opportunity recognition*. Paper

presented at RENT XX - Research in entrepreneurship and small business conference. Brussels, Belgium.

**Gabrielsson, J.** & Politis, D. (2006) Board control and corporate innovation: an empirical study of small technology-based firms, paper presented at the 5<sup>th</sup> EURAM Annual Conference, Oslo. Nominated for Best Paper.

**Gabrielsson, J.** & Huse, M. (2004) *Corporate “outside” directors in SME boards: a call for theoretical reflections*, paper presented at Expert Meeting on Good Governance for SMEs organized by The United Nations Economic Commission for Europe, Palais des Nations, Geneva.

Hoskisson, R., Huse, M, **Gabrielsson, J.** & White, R. (2008) *Governance in small and medium-sized entrepreneurial firms: The case for team production theory*, paper presented at the 28th Annual International Conference of the Strategic Management Society, Cologne.

Hoskisson, R., Huse, M, **Gabrielsson, J.** & White, R. (2008) *Governance in small and medium-sized entrepreneurial firms: The case for team production theory*, paper presented at AIDEA Annual Meeting in Ancona, Italy.

Huse, M. & **Gabrielsson, J.** (2002) *The accumulation of knowledge of boards of directors: contributions from 100 student reports*, paper presented at EURAM, 2nd Annual Conference on Innovative Research in Management, Stockholm.

Huse, M. & **Gabrielsson, J.** (2004) *Past trends and future challenges in research on boards and governance: A review of major management journals between 1990-2002*, paper presented at 4th EURAM Annual Conference, St. Andrews.

Huse, M. and **Gabrielsson, J.** (2007) *The board as a team and its contribution to corporate innovation*, paper presented at the 27th Annual International Conference of the Strategic Management Society, San Diego.

Huse, M. and **Gabrielsson, J.** (2008) *Boards of directors and corporate innovation: An empirical investigation from a team production approach*, paper presented at EURAM Annual Conference, May 14-17, Ljubljana, Slovenia.

**Gabrielsson, J.** & Huse, M. (2009) *Boards of directors and corporate innovation*, paper presented at the e.lab symposium, University of Bergamo, Milan.

Politis, D. & **Gabrielsson, J.** (2004) *Exploring the role of experience in the process of entrepreneurial learning*, paper presented at RENT XVII – research in entrepreneurship and small business, Copenhagen.

Huse, M., **Gabrielsson, J.** & Winlund H. (2000) *The effects of corporate entrepreneurship and governance on international activities*, paper presented at Annual USASBE/SBIDA-Meeting, San Antonio, Texas.

Politis, D. & **Gabrielsson, J.** (2007) *Entrepreneurs' attitudes towards failure – an experiential learning approach*, paper presented at Babson Kauffman Entrepreneurship Research Conference (BKERC), Madrid

Politis, D. & **Gabrielsson, J.** (2006) Does experience matter? An empirical study of prior career experience and the development of entrepreneurial knowledge, paper presented at 5<sup>th</sup> EURAM Annual conference, Oslo. Nominated for Best Paper.

Politis, D. & **Gabrielsson, J.** (2005) *Informal investors and the entrepreneurial process: An empirical study of opportunity, motivation and ability*, paper presented at 4<sup>th</sup> EURAM Annual Conference, Munich.

Politis, D. & **Gabrielsson, J.** (2003) *Governance in new and small firms funded by informal venture capital*, paper presented in the Corporate Governance Workshop at the 3<sup>rd</sup> EURAM Annual Conference, Milano.

Politis, D. and **Gabrielsson, J.** (2008) *Exploration and exploitation as learning strategies among entrepreneurs: Associations with entrepreneurial knowledge*, paper presented at the 2008 Academy of Management Annual Meeting, August 8-13, Anaheim, California, USA.

Politis, D. and **Gabrielsson, J.** (2008) Career experience and its associations with entrepreneurial knowledge. Paper presented at EURAM Annual Conference, May 14-17, Ljubljana, Slovenia.

Voordeckers, W., Van Gils, A., **Gabrielsson, J.**, Huse, M. and Politis, D. (2008) *Structures and behaviour: a cross-country comparison of boards of directors in SMEs*, paper presented at EURAM Annual Conference, May 14-17, Ljubljana, Slovenia.

Zhang, P., Voordeckers, W., **Gabrielsson, J.** & Huse, M. (2009) *From boards as value assemblers to value creators – integrating static and dynamic perspectives based on board information*, paper accepted for presentation at the EURAM Annual Conference, Liverpool.

### ***Other publications***

**Gabrielsson, J.** & Politis, D. (2001) Informal investors' governance of their portfolio firms: a board perspective, chapter in Huse, M. & Landström, H (eds.) *Corporate Governance in SMEs*, SIRE report 2001:1.

**Gabrielsson, J.** (2003) "Big business concepts" in the small business context: corporate governance, boards of directors, and value creation in SMEs, chapter in Huse, M. Landström, H. & Corbetta, G. (eds.) *Governance in SMEs*, Norwegian School of Management BI, Oslo.

**Gabrielsson, J.** & Tukiainen, T. (2008) Book review on Boards, Governance and Value Creation: The Human side of Governance authored by Morten Huse, *Journal of Applied Management and Entrepreneurship*, 13(2): 129-132.

