

# Prof. Dr. Elisabeth MUELLER

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IESEG School of Management  
1 Parvis de La Défense  
92044 Paris La Défense cedex  
France  
e.mueller@ieseg.fr

## Current Academic Position

- 2020-present Full Professor of Innovation and Entrepreneurship, IESEG School of Management, Lille and Paris  
Member of Laboratoire LEM – UMR CNRS 9221
- 2015-present Research Associate, Centre for European Economic Research (ZEW), Mannheim, Germany

## Prior Academic Positions

- 2015-2020 Professor of Entrepreneurship and Family Firms, German Graduate School of Management and Law (GGS), Heilbronn  
Founding director of the Institute of Entrepreneurship at GGS  
Head of the specialization in Innovation and Technology Management within the part-time MSc in Management
- 2019-2020 Adjunct Professor, TUM School of Management, TU Munich  
Director of Innovation & Technology Management, TUM Campus Heilbronn gGmbH, Heilbronn
- 2015-2017 Adjunct Professor, Centre for Transformative Innovation, Swinburne University of Technology, Melbourne, Australia
- 2010-2015 Professor of Innovation Management, Frankfurt School of Finance & Management, Frankfurt/Main
- 2006-2010 Senior researcher, Department of Industrial Economics and International Management, Leibniz-Centre for European Economic Research (ZEW), Mannheim
- 2004-2005 Research fellow, Department of Industrial Economics and International Management, Leibniz-Centre for European Economic Research (ZEW), Mannheim
- 2004-2010 Member of the collaborative research center DFG SFB/TR 15 “Governance and the Efficiency of Economic Systems”, University of Mannheim

## Fields of Research

Innovation management and entrepreneurship, especially: organization of research in new ventures, digital innovation, development of new venture teams, innovation in China, management of intellectual property

## Education

- 2000-2004 PhD in Economics, London School of Economics, UK
- 1999-2000 MSc in Economics, London School of Economics, UK
- 1993-1999 Diplom in Economics, University of Mannheim and University of California, Berkeley, USA

## Refereed Journal Publications

- Müller, E., C. Häussler, and L. Syme (2019), Absorbing Partner Knowledge in R&D Collaborations – The Influence of Founders on Realized and Potential Absorptive Capacity, *R&D Management*, 50(2), 255-276.
- Häussler, C., M. Hennicke, and E. Müller (2019), Founder-inventors and their Investors: Spurring Firm Survival and Growth, *Strategic Entrepreneurship Journal*, 13(3), 288-325.
- Böing, P. and E. Müller (2019), Measuring China's Patent Quality: Development and Validation of ISR Indices, *China Economic Review*, 57, article 101331.
- Böing, P. and E. Müller (2016), Measuring Patent Quality in Cross-country Comparison, *Economics Letters*, 149, 145-147.
- Böing, P., E. Müller, and P. Sandner (2016), China's R&D Explosion – Analyzing Productivity Effects Across Ownership Types and Over Time, *Research Policy*, 45(1), 159-176.  
*Nominated for the Best Paper Award, 6th Annual Conference for the Academy of Innovation and Entrepreneurship (AIE), Oxford, UK, 2013*
- Häussler, C., D. Harhoff, and E. Müller (2014), How Patenting Informs VC Investors – the Case of Biotechnology, *Research Policy*, 43(8), 1286-1298.
- Harhoff, D., E. Müller, and J. van Reenen (2014), What are the Channels for Technology Sourcing? – Panel Data Evidence from German Companies, *Journal of Economics and Management Strategy*, 23(1), 204-224.
- Müller, E. (2014), Entrepreneurs from Low-Skilled Immigrant Groups in Knowledge-intensive Industries – Company Characteristics, Survival and Innovative Performance, *Small Business Economics*, 42(4), 871-889.
- Müller, E. and F. Reize (2013), Loan Availability and Investment – Can Innovative Companies Better Cope with Loan Denials?, *Applied Economics*, 45(36), 5001-5011.  
*Nominated for the Best Conference Paper Award, Annual Meeting of the German Academic Association for Business Research (VHB), Kaiserslautern, 2011*
- Müller, E., I. Cockburn, and M. MacGarvie (2013), Access to Intellectual Property for Innovation: Evidence on Problems and Coping Strategies from German Firms, *Research Policy*, 42(2), 529-541.
- Müller, E. (2011), Returns to Private Equity – Idiosyncratic Risk Does Matter!, *Review of Finance*, 15(3), 545-574.
- Cockburn, I., M. MacGarvie, and E. Müller (2010), Patent Thickets, Licensing, and Innovative Performance, *Industrial and Corporate Change*, 19(3), 899-925.
- Müller, E. and V. Zimmermann (2009), The Importance of Equity Finance for R&D Activity – Are There Differences Between Young and Old Companies?, *Small Business Economics*, 33(3), 303-318.
- Blind, K., K. Cremers, and E. Müller (2009), The Influence of Strategic Patenting on Companies' Patent Portfolios, *Research Policy*, 38(2), 428-436.
- Müller, E. (2008), Benefits of Control, Capital Structure and Company Growth, *Applied Economics*, 40(21), 2721-2734.
- Müller, E. (2008), How Does Owners' Exposure to Idiosyncratic Risk Influence the Capital Structure of Private Companies?, *Journal of Empirical Finance*, 15(2), 185-198.  
*Young Economist Award of the European Association for Research in Industrial Economics (EARIE), 2005*
- Müller, E. and A. Spitz-Oener (2006), Managerial Ownership and Company Performance in German Small and Medium-Sized Private Enterprises, *German Economic Review*, 7(2), 233-247.

## **Refereed Proceedings**

Mueller, E., L. Koerner, P. Figge, and C. Haeussler (2020), The Influence of Entrepreneurial Teams' Ownership Distribution on Recombinatory Novelty. *Frontiers of Entrepreneurship Research 2020 (FER)*, Babson College, Massachusetts, USA.

Häussler, C., D. Harhoff, and E. Müller (2008), The Role of Patents for VC Financing, *Frontiers of Entrepreneurship Research 2008 (FER)*, Babson College, Massachusetts, USA, 78-93.

## **Book Chapters**

Müller, E. and F. Reize (2010), Finanzierung von Innovationen in kleinen und mittleren Unternehmen [Financing of Innovation in SMEs], in: Kollmer-von Oheimb-Loup, Gerd and Streb, Jochen (eds.), *Finanzierung von Innovationen [Financing of Innovation]*, Jan Thorbecke Verlag, Ostfildern, 155-167.

Czarnitzki, D., B. Ebersberger, A. Fier, K. Hussinger, and E. Müller (2004), European Productivity, Innovation and Public Sector R&D, Chapter 2 in: *European Competitiveness Report 2004, Competitiveness and Benchmarking*, European Commission, Luxembourg, 45-112.

## **Monographs**

Egeln, J., C. Heine, C. Kerst, E. Müller, and S. Park (2006), *Ingenieur- und Naturwissenschaften: Traumfach oder Albtraum? [Engineering and Sciences – Great Field of Study or Nightmare?]*, ZEW Wirtschaftsanalysen, Vol. 81, Baden-Baden.

Aschhoff, B., D. Heger, E. Müller, C. Rammer, F. Reize and V. Zimmermann (2006), *Innovationspotenziale von kleinen und mittleren Unternehmen [Innovation Potential of Small and Medium-Sized Firms]*, ZEW Wirtschaftsanalysen, Vol. 79, Baden-Baden.

## **Other Non-refereed Publications**

Müller, E. and V. Zimmermann (2008), Die Bedeutung der Finanzierungsstruktur für die Durchführung von Forschung und Entwicklung bei jungen technologieintensiven Unternehmen [The Importance of Financial Structure for the R&D Activity in Young High-tech Companies], *KfW Research Mittelstands- und Strukturpolitik*, 41, 27-52.

E. Müller and A. Spitz-Oener (2002), Do Owners Make Good Managers?, *Centre Piece, Centre for Economic Performance*, 7(2), 25-27.

## **Other Employment**

|           |   |
|-----------|---|
| 2001      | Internship, National Economic Research Associates (NERA), London, UK                    |
| 1998-1999 | Freelancer full and part-time, economics department, BASF AG, Ludwigshafen              |
| 1998      | Freelancer part-time, competition analysis, BASF AG, Ludwigshafen                       |
| 1988-1991 | Apprenticeship in business administration, Dentaurum, J.P. Winkelstroeter KG, Ispringen |

## **Courses Taught**

|               |   |
|---------------|---|
| BSc           | Innovation Management (Frankfurt School)<br>Entrepreneurship (Frankfurt School)<br>Applied Research Methods (Frankfurt School)<br>Economics I (TUM School of Management)<br>Economics II (TUM School of Management)<br>Empirical Industrial Organization (University of Mannheim)<br>Introduction to Econometrics (London School of Economics)  |
| MSc           | Innovation Management (IESEG School of Management, Frankfurt School)<br>Business Model and Innovation in Retailing (IESEG School of Management)<br>Strategic Innovation Management (German Graduate School)<br>Innovation Culture and Change Management (German Graduate School)<br>Business Game (IESEG School of Management)<br>Entrepreneurial Teams (IESEG School of Management)<br>Entrepreneurship (Frankfurt School)<br>Applied Research Methods (German Graduate School)<br>Principles of Economics (TUM School of Management)<br>Economics of Innovation (University of Mannheim)<br>Company project work (TUM School of Management) |
| MBA           | Innovation Management (IESEG School of Management)<br>Innovation Management in Mittelstand Companies (German Graduate School)<br>Research Methods I (German Graduate School)  |
| Executive MBA | Innovation Management (Frankfurt School)<br>Entrepreneurship (Frankfurt School)   |
| PhD           | Applied Econometrics I (Frankfurt School)   |

## **PhD Supervision**

Maria Hennicke, How the past influences the future: Essays on founding team characteristics, start-up team changes, entrepreneurial career paths and future performance, 2013 – 2021

Lorna Syme, The role of experience in entrepreneurship, 2014 – 2019

Philipp Böing, Innovation Made in China – An Empirical Investigation into R&D, Patents, and Productivity, 2010 – 2015

Sabrina Metz, Essays on firm growth: The very nature of SMEs, 2008 – 2012

## **Stipends and Prizes**

|           |   |
|-----------|---|
| 2020      | Strategic Management Society Journals Video Abstract Award  |
| 2009-2011 | Support program for female researchers, Robert Bosch Foundation (Fast Track)                              |
| 2005      | Young Economist Award of the European Association for Research in Industrial Economics (EARIE)            |
| 2001-2003 | Stipend of the London School of Economics and the Financial Markets Group for PhD studies                 |
| 1996-1997 | Stipend of the German Academic Exchange Service (DAAD) to study at the University of California, Berkeley |

### **Selected Ad hoc Reviewing for Journals**

Organization Science, Strategic Management Journal, Journal of Business Venturing, Research Policy, Journal of Economics & Management Strategy, Journal of Banking and Finance, Journal of Small Business Management, European Management Review, Industry and Innovation, Small Business Economics, China Economic Review, Economics Letters, Economics of Innovation and New Technology

### **Evaluation Committees**

Member of evaluation committees for the German Federal Ministry of Education and Research (BMBF); the Bavarian State Ministry for Education, Science, and Cultural Affairs; and the European Science Foundation (ESR)

Evaluation of research proposals for the Research Foundation Flanders; National Foundation for Science of the Republic of Croatia; and Romanian National University Research Council

### **Selected Professional Activities and Academic Services**

|              |  |
|--------------|--|
| 2014-present | Board member of the Asia-Pacific Innovation Network (ap-ic.org)  |
| 2016-2019    | Member of the senate at GGS  |
| 2014-2017    | Organization of research seminar at GGS  |
| 2014-2017    | Board Member of the European Financial Management Association (EFMA)   |
| 2007-2009    | Vice-chair of the European research network STRIKE, COST action IS0604   |
| Since 2009   | Reviewer for funding organizations (e.g., European Science Foundation, Research Foundation Flanders, National Foundation for Science of the Republic of Croatia) |
| Since 2003   | Reviewer for conferences (e.g., AoM, SMS, Babson, Asia-Pacific Innovation Conference, G-Forum, VHB-TIE)  |

### **Research Grants**

Research project “The Originality of Entrepreneurs Along the Life Cycle of Firms: Understanding the Attributes of Entrepreneurial Decision Making”, funded by the German Research Foundation (DFG), grant of €194,000, 2018 – 2022, co-applicant.

Research project “Composition of R&D Teams Along the Life Cycle of Firms – Implications for Path-dependency, Recombination, Innovation Quality and Firm Success”, funded by the German Research Foundation (DFG), grant of €312,000, 2013 – 2017, co-applicant.

Research project “Innovation, Competition, and the Market Structure of the Market for Technology”, funded by Tilburg Law and Economics Center, Tilburg University, grant of €15,000, 2009 – 2010, co-applicant.

European research network “Science and Technology Research in a Knowledge-based Economy (STRIKE)”, COST action IS0604, grant of €360,000, 2007 – 2011, applicant and vice-president.

Research project “Explaining Productivity Growth in Europe, America, and Asia”, funded by the Anglo-German Foundation, grant of €990,000, 2006 – 2009, co-applicant and project leader for the part on innovation.

### **Selected Research Visits**

|            |   |
|------------|---|
| 2019       | Copenhagen Business School, Copenhagen, Denmark                         |
| 2018       | Peking University, Beijing, China                                       |
| 2015       | Swinburne University of Technology, Melbourne, Australia                |
| 2014, 2012 | University of Melbourne, Melbourne, Australia                           |
| 2010, 2007 | Boston University, Boston, USA  |
| 2005       | Centre for Economic Performance, London School of Economics, London, UK |

### **Selected Media Work**

Interview “Innovation as Tradition” with Martin Putsch (owner) and Dr. Mark Hiller (managing director) of Recaro Aircraft Seating, GGS Annual Report 2017, p. 10-17

Research cited in: “China fällt gegenüber dem Westen überraschend zurück”, Die Welt, July 29, 2016

Research cited in: “Patente aus China: Große Zahl, mäßige Qualität”, Die Presse (Austria), July 26, 2016

Statement in: “Keine Globalisierung ohne Wurzeln”, Stuttgarter Zeitung, March 11, 2016

Interview for: “Calling Europe – Innovation Special, Germany and the Dragon – a Cerebral Affair”, Exane BNP Paribas, November 2, 2015

Research cited in: “The Top 10 Reasons Why Your Startup Needs Patents”, Forbes Leadership Forum, August 18, 2015, <http://www.onforb.es/1J1vig3>

Policy statement in: “Competition with London Could Be the Best Way to Forge the Right Connections in the North of England”, The Independent, June 25, 2014

Policy statement in: “Germany’s Ruhr Maps Out Supercity Blueprint”, Financial Times Online Edition, June 24, 2014

Blog contribution: “Wachstum managen: Staffel übergeben oder selbst laufen?”, 2014, <http://www.fuergruender.de/blog/2014/06/startup-forschung-wachstum-mueller/>

Research cited in: “Ausländer rein”, 2012, impulse wissen, Spring 2012, p. 14-19

### **Presentations for Practitioners**

Lecture together with Janina Kose (EnBW) in the context of Heilbronner Gespräche zur Unternehmensführung, October 24, 2019, “Being successful with business model innovation!”

Lecture for Federal Garden Show Heilbronn, June 25 and 27, 2019, “Societal Implications of Innovations”

Lecture together with Jürgen Hartmann (founder and managing director of IDS Imaging Development Systems GmbH) in the context of Heilbronner Gespräche zur Unternehmensführung, October 11, 2018, “Entrepreneurial thinking to increase the power of innovation – Not only the entrepreneurs themselves are in demand!”

Chair of the panel discussion with founders from the region after the screening of the film “She started it” at the GGS Institute for Entrepreneurship, November 17, 2017

Presentation to the management including the chairman of the executive board of Alfred Ritter GmbH & Co. KG, October 10, 2017, “Shaping digital transformation in the organization”

Presentation and chair of the panel discussion at the collaborative event of GGS and the Wirtschaftsjuvenen Heilbronn-Franken, July 4, 2017, “Startup spirit 4.0 – Is it still attractive to found a company?”

Applied Seminar for Patent Attorneys, Intellectual Property Research Institute of Australia, (IPRIA), Melbourne, Adelaide and Perth, Australia, March 8, 20, and 21, 2012, “Finding the Trail of Breadcrumbs – Navigating a Patent Thicket”

### **Policy-related Presentations**

Seminar, World Intellectual Property Organization (WIPO), Geneva, Switzerland, September 19, 2013, “Access to Intellectual Property for Innovation: Evidence on Problems and Coping Strategies from German Firms”

OECD and European Commission (Innovation for growth - i4g) Workshop “Global value chains, global R&D networks and innovation performance”, Paris, France, September 9-10, 2013, “Global innovation networks and the channels of technology sourcing: A transatlantic perspective”

Expert panelist “New Tendencies in Chinese Innovation Policies”, Federal Ministry of Education and Research (BMBF), Berlin, July 16, 2013, “Chinese Champions – The Catching-up of Chinese Firms”

### **Keynote Presentations**

Sixth Asia-Pacific Innovation Conference, Zhejiang University, Hangzhou, China, 2015

Fifth Asia-Pacific Innovation Conference, University of Technology Sydney, Australia, 2014

### **Invited Speaker**

Seminar about intellectual property in the 21st century, Theodor-Heuss-Akademie, Gummersbach, 2018

Interdisciplinary Workshop on Innovation Systems in Germany and China, Free University of Berlin, 2017

Sino-German Workshop on Innovation and High-Tech Entrepreneurship, Zhejiang University, Hangzhou, China, 2015

World Social Science Forum, Bergen, Norway, 2009

### **Selected Seminar Presentations**

Research Seminar, Wageningen University & Research, The Netherlands, 2019

Research Seminar, Copenhagen Business School, Copenhagen, Denmark, 2019

Research Seminar, University of Trier, Trier, 2017

Research Seminar, Leeds University Business School, Leeds, UK, 2016

Joint UNU-MERIT/MGSoG Seminar Series, University of Maastricht, Maastricht, The Netherlands, 2016

Visiting Scholar Seminar, Swinburne University, Melbourne, Australia, 2015

Research Seminar, University of Maastricht, Maastricht, The Netherlands, 2012

Research Seminar, Melbourne Institute, University of Melbourne, Australia, 2012

Brown Bag Seminar, Frankfurt School of Finance & Management, 2012 and 2009

NBER Productivity Lunch Seminar, Cambridge, USA, 2010 and 2007

Faculty Seminar, University of Mainz, 2009

Research Seminar, BETA, University of Strasbourg, France, 2008

Research Seminar, WHU Otto Beisheim School of Management, Vallendar, 2007

INNO-tec Research Seminar, LMU Munich, 2006

SOOS/MSI Seminar, KU Leuven, Leuven, Belgium, 2006

SFB/TR Seminar, Wissenschaftszentrum Berlin, Berlin, 2005

Research Seminar, Max Planck Institute for Research on Collective Goods, Bonn, 2005

Productivity and Innovation Seminar, CEP/IFS, London, UK, 2005

Research Seminar, Max Plank Institute of Economics, Jena, 2005  
Faculty Seminar, University of Essen, 2004  
Finance Research Seminar, University of Manchester, UK, 2003  
CEP/IIM Management Research Seminar, LSE, London, UK, 2001

### **Selected Presentations at Conferences**

Academy of Management (AoM), USA, 2021, 2020, 2018, 2016, 2014  
Organization Science Winter Conference, Phoenix, USA, 2019  
Asia-Pacific Innovation Conference, 2019, 2015, 2014, 2013, 2012  
ZEW Conference on the Economics of Innovation and Patenting, Mannheim, 2019, 2015, 2008, 2005  
Annual Meeting of the Division “Technology, Innovation and Entrepreneurship” of the German Academic Association for Business Research (VHB), 2020, 2019, 2017, 2015, 2014, 2011  
G-Forum Entrepreneurship conference, 2019, 2016, 2014  
DRUID Annual Conference, NYU Stern School of Business, New York, USA, 2017  
RCTI – ZEW Joint Workshop on Recent Research on Innovation and Entrepreneurship in China and Europe, Tsinghua University, Beijing, China, 2017  
Annual Conference of the European Policy for Intellectual Property Association, 2016, 2013, 2011, 2006  
ZEW-Tsinghua Workshop “From Europe to China: Exploring New Frontiers in Economics of Innovation and Entrepreneurship”, Mannheim, 2016  
Babson College Entrepreneurship Research Conference, 2015, 2008  
Conference IP Statistics for Decision Makers, Vienna, Austria, 2015  
European Financial Management Association, Rome, Italy, 2014  
ZEW Conference on the Dynamics of Entrepreneurship, Mannheim, 2014  
Annual Conference of the Academy of Innovation and Entrepreneurship, Oxford, UK, 2013  
Annual Meeting of the German Academic Association for Business Research (VHB), 2011