## Curriculum Vitae

Name: Mikael Samuelsson,

Position: Professor Graduate School of Business. University of Cape Town

### **About**

Associate Professor Mikael Samuelsson has been involved in award winning research, consultancy work and training of entrepreneurs since 1998. His research is used in both education and in governmental programs for entrepreneurs. He is involved in international and national development programs in, Uganda, Kenya, Zambia, Mozambique Namibia and Botswana. He is the founder and Chairman of the board of Global Business Labs that seeks to alleviate poverty through entrepreneurship and innovation in emerging markets. His research involves over 1000 new venture projects from birth and over a period of fifteen years. He has been part of the development processes for Verksamt.se and other programs at Tillväxtverket and he is involved in evidence-based research programs at Vinnova. He has developed and management three new master programs, developed 18 new courses, delivered over 80 courses on Bachelor, Master Ph.D. and executive levels. He is the founder of three business incubators and have extensive experience from technology transfer and tech start-ups, as founder, CEO and investor.

### **Education**

**Jönköping International Business School, Jönköping**: Ph.D studies 1998-2004 2004

**University of Gothenburg**: M. Sc. Business Administration (Marketing) 1996

**Mid Sweden University, Östersund**: BA in Business Administration
(Tourism and Hospitality Management) 1993-1996 1996

### **Work experience**

**Associate Professor, University of Cape Town, Graduate School of Business** 2018-07-01

**Associate Professor, Stockholm School of Economics** 2005-2018

**Assistant Professor, University College of Borås**  2003-2005

**Ph.D. Student Jönköping International Business School, Jönköping** 1998-2004

### **Publications**

**Doctoral thesis**

Samuelsson M. 2004. Creating new ventures: *A longitudinal investigation of the nascent venturing process*. JIBS Dissertation Series No. 020.

**Refereed contributions**

Nilsson, S., Samuelsson, M. and C. Meyer. Forthcoming. Social entrepreneurs’ use of spatial bricolage to create frugal innovation in a divided urban setting. *Africa Journal of Management. Forthcoming…*

Honig. B., and M. Samuelsson. 2021. Business Planning by Intrapreneurs and Entrepreneurs under Environmental Uncertainty and Institutional Pressure. Vol 99. Technovation (ABS 3)

Samuelsson, M., Söderblom, A and A. McKelvie. 2020. Path Dependence in New Ventures’ Capital Structures. Entrepreneurship Theory and Practice. (FT 50, ABS 4)

Christian Hopp, Francis J. Greene, Benson Honig, Tomas Karlsson and Mikael Samuelsson. 2018. Revisiting the influence of institutional forces on the written business plan: a replication study. *Management Review Quarterly.* Page 1-38. (Scimago rank 0.342)

Abankwah. R., Ganamotse, G., Samuelsson, M., Thuso, M. and A. Tibaingana. 2017, The emerging properties of business accelerators: the case of Botswana, Namibia and Uganda Global Business Labs. *Journal of entrepreneurship and innovation in emerging economies*. Volume 3, Issue 1, January (Scimago rank 0.247)

Söderblom, A., Samuelson, M. and P. Mårtensson. 2016. Opening the black box: Triggers for shifts in business angels’ risk-mitigation strategies within investments. *Venture Capital*. Issue 3. (ABS2)

Söderblom, A., M. Samuelsson, J. Wiklund and R. Sandberg 2015. Inside the black box of outcome additionality: Effects of early-stage government subsidies on resource accumulation and new venture performance. *Research Policy* 44(8): 1501-1512. (FT 50, ABS 4)

Honig, B. and Samuelsson, M. 2015. Replication in entrepreneurship research: a further response to Delmar. *Journal of Business Venturing Insights*. Vol 3. July p30-34 (Not ABS ranked – SCI mago Journal Rank (SJR): 1.322)

Honig, B. and Samuelsson, M. 2014. Data replication and extension: A study of business planning and venture level performance. *Journal of Business Venturing Insights*. July. Issue 1-2 p18-25. (Not ABS ranked – SCI mago Journal Rank (SJR): 1.322)

Honig, B. and M. Samuelsson. 2012. Planning and the entrepreneur: a longitudinal examination of nascent entrepreneurs in Sweden. *Journal of Small Business Management* 50 (3) 365-388. (ABS:3)

Samuelsson, M and P. Davidsson, 2009. New venture creation: Investigating systematic process differences between innovative and imitative ventures. *Small Business Economics* 33 (3) 229-255. (ABS:3)

**Books**

Samuelsson M. and Söderblom A 2017. Entreprenörskap. Studentlitteratur. Lund. (Entrepreueurship text book, published in Swedish)

Söderblom, A. and M. Samuelsson 2014. *Sources of capital for innovative startup firms*. Entreprenörskapsforum.

Samuelsson, M. 1999. *Swedish family and non-family enterprises demographic and performance contrasts*. JIBS research reports series

Samuelsson, M. 1999 *Swedish family and non-family enterprises demographic and performance contrasts: A multivariate approach.* JIBS research reports series

**Book chapter**

Samuelsson, M., Yabo., S & N., Zantsi. 2021. Impact of business accelerators in disadvantaged areas. In Values-Driven Entrepreneurship and Societal Impact. Eds. April., K. & B., Zolfagahari., Kr publishing. Bryanston. P 165-186. ISBN: 978-1-86922-897-2

Samuelsson. M. 2011. *The Swedish PSED: performance in the nascent venturing process and beyond. New business Creation: An International Overview*: Eds, P., Reynolds and R. Curtin. P. 223-253. Springer. New York

Samuelsson M. 2009. SSE Business Labs – en modell för entreprenöriell framgång?. I C. Holmquist (red). *Entreprenörskap på riktigt – teoretiska och praktiska perspektiv*. Lund. Studentlitteratur.

Samuelsson. M. [An Empirical Test of Systematic Process Differences between the Bursting of Innovative Venture Initiatives and the Shaping Forces of Imitative Venture Initiatives](http://scholar.google.se/citations?view_op=view_citation&hl=en&user=NHnX_yUAAAAJ&citation_for_view=NHnX_yUAAAAJ:UeHWp8X0CEIC). In Wiklund, J., Dimov, D., Katz, J.A and Shepard, D.A. (Eds.) 2006. *Entrepreneurship: Frameworks and empirical investigations by from forthcoming leaders of European research*. Advances in Entrepreneurship, Firm Emergence, and Growth, Volume 9. Amsterdam: Elsevier.

**Refereed conference papers**

Wayne Borchardt, Dan Lovallo, Mikael Samuelsson, Ayrton da Silva. 2020. The impact on overconfidence bias on firm performance: an empirical analysis of S&P 1500 companies 10th Strategy, Entrepreneurship & Innovation (SEI) Faculty Workshop & Doctoral Consortium 2020 6 - 8 November 2020, University of Bologna, Italy

Terence Elliot, Mikael Samuelsson 2020. The Answer Series: Digital disruption in an established South African educational publisher. Presented at North America Case Research Conference, 2020 annual conference: online-only October 8 – 10, 2020

Nilsson, S., Samuelsson, M., & Meyer C., 2020. Navigating in divided and disintegrated urban settings: Entrepreneurship for frugal innovation: Organizing Innovation and Entrepreneurship in and for a Sustainable Society at the virtual 36th EGOS Colloquium 2020, July 2-4, 2020.

Zettel, L.A., Samuelsson, M., & J Fiet. Connecting Uncertainty, Hybrid Entrepreneurship, and Performance Through Real Options Reasoning Academy of Management Proceedings 2020 (1),

Samuelsson, M. and A. Söderblom. 2019. Startup Firm Valuation In Financing Rounds: The Effect Of Investor Composition. 2019 BCERC at Babson College

Samuelsson, M. and A. Söderblom. 2019. Post-entrepreneurial Wage-employments: What Entrepreneurial Experience Is Appreciated By Whom? 2019 BCERC at Babson College

Samuelsson, M., Söderblom, A. and McKelvie A. 2019 "Path Dependency in New Ventures' Capital Structures", has been accepted for oral presentation in a Divisional Paper session at the 79th Annual Meeting of the Academy of Management taking place 9-13 August in Boston, Massachusetts

Honig N., & Samuelsson M., 2018 Best paper from North and South America. The moderating effect of planning by entrepreneurs and intrapreneurs. International Council for Small Business annual conference. Taiwan.

Gaofetoge Ganamotse, Mikael Samuelsson, Ruth Abankwah and Anthony Tibaingana. 2018. Business Accelerators ‘moderating impact on opportunity based entrepreneurial intention in a cross-­‐cultural context. International Conference of Business and Management in Emerging Markets, 12-­‐ 13th September 2018 www.icbmem.webs.com

Honig B. and Samuelsson M. 2018. Planning by Entrepreneurs and Intrapreneurs: Environmental Uncertainty and Industry Variation. Accepted for presentation. British academy of management conference. September 2018

Söderblom, A. Samuelsson, M. and McKelvie, A. 2017. How *Path dependency affects startup firms’ capital structures*. Academy of Management Proceedings Vol. 2017, No. 1

Leach S. Samuelsson M., and J. Fiet. 2017. Accepted for presentation at Babson Research Conference. University of Oklahoma. June. Accepted for publication in 2017 edition of Frontiers of Entrepreneurship Research BCERC Proceedings (FER).

Samuelsson, M. and A. Söderblom 2016. *Path dependency effects on new venture funding*. Accepted for presentation at Babson Conference in Bodø, Norway, June 8-11 2016.

Söderblom, A., M. Samuelsson and P. Mårtensson 2015. *Shifts in Business Angel’s Relationship Risk Mitigation Strategies within Investments*. Academy of Management Meeting in Vancouver, Canada August 7-11 2015. In *Frontiers of Entrepreneurship* 2015.

Söderblom, A., M. Samuelsson and P. Mårtensson 2015. *A Longitudinal Investigation Of Business Angel Relationship Risk Mitigation Strategies Within Investments - A Three-dimensional Approach*”. Babson Conference at Babson Park, MA, US, June 10-13 2015.

Samuelsson, M and A. Söderblom 2014. *Pre, during and post investment agency and principal strategies in innovative startups*. Babson Conference in Ontario, Canada, June 4-7 2014.

Söderblom, A. and M. Samuelsson. 2013. *Outcome additionality of early-stage subsidies: Short-term resources and long-term performance*. Academy of Management Meeting in Orlando, US, August 9-13 2013

Söderblom, A. and M. Samuelsson. 2013. Inside the black box of outcome additionality: effects of early-stage subsidies on resource accumulation and firm performance. In Frontiers of Entrepreneurship.

Honig, B. and M. Samuelsson. 2011. *Do good plans lead to good performance? A six year longitudinal examination of business planning*. Frontiers of Entrepreneurs Research 31 (4), 10. (equal contributors)

Samuelsson. M. Academy of Management PDW, "*Business Creation Panel Studies: The 2010 International Update*", for the 2010 Academy of Management Meeting, August 6-10,

Honig B and M. Samuelsson. 2009. *Effectuation or causation? A longitudinal examination of nascent entrepreneurs in Sweden. ASAC 30*. (equal contributors)

Honig B. and M. Samuelsson. 2008. *The domain of tacit and explicit entrepreneurial knowledge*, Academy of Management 2008

Samuelsson M. 2005. *The Co-existence of "Schumpeterian" and "Kirznerian" Venture Opportunities*. Presentation at Academy of Management

Samuelsson M. and J. Dahlkvist. 2005. *Which Schumpeter Is Right? Comparing Nascent Exploitation Processes a la Schumpeter Mark I and Schumpeter Mark II*. Paper presented at the Babson Entrepreneurship Research Conference

Samuelsson M. 2004. *Why is it that some new ventures successfully realize value while others do not?* Paper presented at the Babson Entrepreneurship Research Conference

Samuelsson. M. 2002. *Breaking the walls: Boundary spanning activities influence on firm formation*. Paper presented at the Babson Entrepreneurship Research Conference

Samuelsson. M. 2001. *Modeling the nascent venture opportunity exploitation process across time*. Frontiers of Entrepreneurship, Babson College, MA.

Fiet, J., and Samuelsson (2000) *Knowledge-based competencies as a platform for firm formation*. Frontiers of Entrepreneurship, Babson College, MA.

**Research reports**

Oliva C.F., Samuelsson M, Wohlfarter M. 2020. *A comparison between South African and french deciduous fruit growers.* Sa Fruit journal: December 2020 / January 2021.

Söderblom, A., and M. Samuelsson. 2015. *Funding of Swedish start-ups, initial results from 943 start-ups*. Vinnova

Söderblom, A., Samuelsson M., and P. Mårtensson 2014. *The financing process in innovative startup firms: Tales from the entrepreneur perspective – eight Swedish cases*. Vinnova

Samuelsson, M. and A. Söderblom. 2014. *Governmental funding and its effect on innovative start-ups.* Vinnova

Samuelsson, M. and A. Söderblom. 2014. *A descriptive study about women in governmental funding programs*. Vinnova

Samuelsson M. 2013. *The Swedish Incubator System. Policy paper presented to Vinnova and Almi*.

Samuelsson M. 2013. *Deep Dives of IAP Portfolio companies and control companies. Policy paper presented to PwC and Swedish Agency for Development* (Sida)

Samuelsson M. 2012. *Entrepreneurial learning, for Swedish agency for economic and regional growth*. Interviews with entrepreneurs.

Samuelsson M. 2012. *Research review of current state of entrepreneurship research, for Swedish agency for economic and regional growth*. Desk research with qualitative interviews.

Samuelsson M. 2012. *The growth lab – an idea for sustainable growth, for Swedish agency for economic and regional growth*. Desk research and qualitative interviews with both entrepreneurs and incubator leaders.

Samuelsson M. 2008 Entreprenörskapsspegeln 1, *What is entrepreneurship*, [www.fsf.se/e-spegeln](http://www.fsf.se/e-spegeln)

Samuelsson M. 2008 Entreprenörskapsspegeln 2, *Success factors within entrepreneurship*, [www.fsf.se/e-spegeln](http://www.fsf.se/e-spegeln)

Samuelsson M. 2008 Entreprenörskapsspegeln 3, *Friend and relatives to entrepreneurship?*, [www.fsf.se/e-spegeln](http://www.fsf.se/e-spegeln)

Samuelsson M. 2008 Entreprenörskapsspegeln 4, *Differences between women and men in entrepreneurship?,* [www.fsf.se/e-spegeln](http://www.fsf.se/e-spegeln),

Samuelsson. 2008. Verksamt.se. *Development and evaluation of the Swedish web platform*

**Published Cases**

Stefan Nel, Mikael Samuelsson, & Sara Boyd. 2021 "Medical cannabis: Afriplex’s diversification and integration strategy in an undefined market" Emerald

Rihana Hoosain, Geoff Bick, & Mikael Samuelsson. 2021., MWEB: Growth strategy options for an internet service provider. Forthcoming Emerald.

Gareth Harrington & Mikael Samuelsson. 2020. Devil’s Peak – the craft conundrum, Emerald

Craig Lowman, Mikael Samuelsson and Geoff Bick 2020 'Triggerfish Animation Studios: The challenges of financing digital entertainment'. Emerald Emerging Markets Case Studies, vol. 10 no. 3

### **Awards**

2020 winner of the 12th Emerald and Association of African Business Schools Case Writing Competition "Medical cannabis: Afriplex’s diversification and integration strategy in an undefined market"

2019 winner of The 11th Emerald and Association of African Business Schools Case Writing Competition 'Triggerfish Animation Studios: The challenges of financing digital entertainment'.

2018 Best paper from North and South America. The moderating effect of planning by entrepreneurs and intrapreneurs. Benson Honig and Mikael Samuelsson. International Council for Small Business annual conference. Taiwan.

2005 Awarded NFIB- Best Paper Award on General Topic. “*Which Schumpeter Is Right? Comparing Nascent Exploitation Processes a la Schumpeter Mark I And Schumpeter Mark II*.”

2004 Awarded Allied Academics best dissertation award in entrepreneurship.

2001 Awarded NFIB Best Paper Award on General Topic "*Modeling the Nascent Venture Opportunity Exploitation Process Across Time*" at the Babson Entrepreneurship Research Conference.

### **Affiliations**

2015- Academic Advisor to University of Zambia

2005- International Research affiliate to Jönköping International Business School

### **Academic positions**

2005-2018 Assistant Professor. Stockholm School of Economics

2005 Head of Business Administration, University College of Borås

### **Pedagogical work and education**

**Pedagogical education**

2005 Harvard Business School executive program on participant learning, team and case development

2003 Högskolan i Borås, Högskolepedagogisk kurs 10 credits

1999- 2007 ESBRI workshop for entrepreneurship teachers

**Master Programs**

2020 MBA specialization in entrepreneurship and innovation, Graduate School of Business, University of Cape town

2017 CEMS Master program in International Business, Stockholm School of Economics.

2004 Program Manager: Asia Link master program in entrepreneurship and sustainable technology. University College of Boras.

2003 Program Manager: Master of Entrepreneurship and Business design. University College of Borås

2000 Program Manager: Master program of advanced entrepreneurship and business development – on line. Jönköping International Business School

**Other contributions to Education**

2. Ph.D. Thesis, assistant supervisor

40 MBA research reports/case studies

30 Master thesis, supervisor

35 bachelor thesis, supervisor

### **Governance positions**

2019 - 2020 Director Solution Space, University of Cape town, Graduate School of Business

2011 - Founder and Chairman of the Board Global Business Labs (Business accelerators in developing countries)

2016 – 2018 Center director Stockholm School of Entrepreneurship

2012 - 2015 CEO and founder of Spatial Transcriptomics (Life science, Global IP portfolio, licensing)

2010-2012 Founder and chairman of Gruppi.se (Tech start-up sold to Nyheter24)

2007-2014 CEO SSE business lab AB (Tech transfer and business development)

2007-2013 Chairman of the board, Stileget AB (Fashion industry)

2005-2006 Vice president, Inicia AB (Högskolan I Borås Holding company, investment and tech transfer)

2004-2006 Mangaing director Center for Entrepreneurship and Business design

2004-2006 Board member Styrelseakademien Sjuhärad (Governance program)

2004-2006 Board member Connect Sjuhärad (Business member association)

### **Entrepreneurial ventures**

2019- Hitchat PTY, founder and chairperson of the board

2019- Visar technology, Chairperson of the board

2012-2016 CEO Spatial Transcriptomics

2011- Chairman and founder of Global Business Labs

2010- 2012 Gruppi.se (sold to nyheter 24)

### **Fundraising**

2019-2021 Raymond Ackerman Foundation € 701,000 (3-year commitment)

2019-2021 MTN main partner to Solution Space € 701,000 (3-year commitment)

2013-2015 Southern Africa Innovation System - funding Global Business Labs € 200,000 (main applicant)

2014-2016 Vinnova grant for start-ups € 200,000 (co-application with Anna Söderblom)

2012-2015 Sida funding Global Business Labs M€1.5 (main applicant)

2011-2015 Torsten Söderbergs stiftelse € 200,000 (co-applicant with Dr. Mats Jutterström)

2010-2016 - Vinnova and Handelsbankens foundation € 200,000 (co-applicant with Dr. Anna Söderblom)

2003-2006 Västra Götalands Regionen Centre for entrepreneurship and business design – € 600,000 (main applicant)

2010-2016 Family Person foundation, (wrote SSE business lab part of a €M 3 grant, approximately € 500,000 to SSE Business Lab)

2008-2016 Family Gylling foundation € 100,000 (in the role as CEO for SSE business Labs)