

# NEW TECHNOLOGY-BASED FIRMS IN THE NEW MILLENNIUM VOLUME V

#### EDITED BY

AARD GROEN Nikos, University of Twente, Enschede, The Netherlands

#### RAY OAKEY

Manchester Business School, Manchester, UK

## PETER VAN DER SIJDE

University of Groningen, Groningen, The Netherlands

## SALEEMA KAUSER

Manchester Business School, Manchester, UK



Amsterdam • Boston • Heidelberg • London • New York • Oxford Paris • San Diego • San Francisco • Singapore • Sydney • Tokyo

## Contents

Contributors		vii
1.	Introduction Peter van der Sijde and Aard Groen	1
Part I. New High-Tech Venture Networks		
2.	The Evolution of 'Third Mission' Activities at The University of Cambridge: Balancing Strategic and Operational Considerations <i>Tim Minshall, Celine Druilhe and David Probert</i>	7
3.	University Spin-Offs at Different Ages: In Search of Obstacles to Better Match Support Danny P. Soetanto and Marina van Geenhuizen	23
4.	A Script-Based Approach to Spin-Off: Some First Issues on Innovative Pathways of Knowledge Transfer and Academic Knowledge's Reproducibility Davide Dell'Anno, Peter van der Sijde and Manlio Del Giudice	39
5.	Can Public Research Institutes Provide Their Spin-Offs with Legitimacy? The Impact of Spin-Off Support Provided by Public Research Institutions on the External Endorsement of Spin-Offs Victor Scholten, Onno Omta, Ron Kemp and Tom Elfring	55
6.	Bringing Cambridge to Consett? Understanding University Spin-Offs' Impacts on Less Successful Regions Paul Benneworth and David Charles	69
7.	Which New Venture Ideas Get Public Sector Innovation Support? A Study of Early-Stage Financing From a Supply-Side Perspective Charlotte Norrman, Magnus Klofsten and Elisabeth Sundin	89

8.	Assessing the Impact of Incubator Services Ineke Jenniskens	109
9.	Influences on Opportunity Recognition and Exploitation in New Technology-Based Sectors John S. Park and Sarah Cooper	135
10.	Non-Strategic Spin-Offs: The Use of Corporate Venturing in Developing and Supporting Nascent Ventures Semir S. Nouira and Martin W. Wallin	157
Part	t II. Partnerships and Networks of New High-Tech Ventures	175
11.	Challenging Cooperation: Why do Small High-Technology Firms Fail to Form Technology Partnerships? Pa'ivi Jokela	177
12.	From Continuous Improvement to Collaborative Improvement: Scope, Scale, Skill and Social Networking in Collaborative Improvement Rick Middel, Aard Groen and OlafFisscher	189
13.	What Does Make One Social Network Entrepreneurial? Evidences and Comments on the "Network" Business Creation <i>Francesco Schiavone</i>	205
14.	The Fragile Success of Team Start-Ups Erik Stam and Veronique Schutjens	219

vi Contents