



Frank JANSSEN, MBA, PhD

Center for Research on Entrepreneurial
Change and Innovative Strategies
(CRECIS)
Louvain School of Management.
Université Catholique de Louvain
Place des Doyens, 1
B – 1348 Louvain-la-Neuve, Belgium

Office Tel.: +32 (0) 10 47 84 28
Office Fax: +32 (0) 10 47 83 24
Mobile phone: +32 (0) 495 565 236
E-mail: frank.janssen@uclouvain.be
Website:
<http://www.poge.ucl.ac.be/janssen>

CURRENT ACADEMIC POSITION

	Louvain School of Management. Université Catholique de Louvain (Louvain-la-Neuve, Belgium)
Since Sept. 2002	Professor of Entrepreneurship Holder of the Brederode Chair in Entrepreneurship
Since Sept. 2004	Academic Coordinator of the interdisciplinary firm creation program (CPME)
Since Sept. 2007	Coordinator of the Entrepreneurship specialization in the Masters in management and Masters in business engineering programs
Since Jan. 2011	Vice-Dean for International Affairs
Since Jan. 2011	CEMS Academic Director for UCL
	UCL representative at PIM (Partnership in International Management)
Since 2011	Invited Professor at EDHEC Business School, Lille, France
Since 2012	Invited Professor at Facultés Universitaires Saint-Louis, Brussels, Belgium

Main fields of teaching:

- Entrepreneurship and new venture creation

- International entrepreneurship
- Business planning
- Entrepreneurship and development

Main research interests:

- Growth of the firm: processes, determinants and measures
- Entrepreneurship education and pedagogy
- Social entrepreneurship
- Corporate governance in small businesses
- Entrepreneurship and regulation
- Entrepreneurial motivations

EDUCATION

2003	PriceBabson @ Berkeley Symposium for Entrepreneurship Educators Haas School of Business, University of California, Berkeley, USA
2002	Phd in Business Administration Université Jean Moulin - Lyon 3, France
1993	Master of Business Administration Western Carolina University (U.N.C.), North Carolina, USA
1992	Master of science in Economics Université catholique de Louvain, Louvain-la-Neuve, Belgium
1990	Master of science in Law Université catholique de Louvain, Louvain-la-Neuve, Belgium

FORMER ACADEMIC POSITIONS

2006-2009	Head of the Corporate Strategy and Managerial Economics Unit (POGE), LSM, UCL
2007-2009	Member of the Executive Committee of the Louvain School of Management, UCL
2007-2009	Director of Programs, Louvain School of Management, UCL

FORMER PROFESSIONAL EXPERIENCE

1998- 2003	HEC School of Management, Paris, France Invited Lecturer
1999- 2002	Université Catholique de Louvain Invited lecturer
1997- 2002	Université Catholique de Louvain Research assistant
1994- 2002	Lawyer, Member of the Brussels Bar Specialization : financial and business law
1994- 1997	Université Catholique de Louvain Researcher
1992	Österreichische Investitionskredit A.G., Vienna, Austria Traineeship
1990	Fédération des Entreprises de Belgique (Belgian Federation of Firms) Traineeship

SCIENTIFIC POSITIONS

- ° Associate Editor of the *Revue Internationale P.M.E.* (leading French-speaking academic journal on SMEs and Entrepreneurship)
- ° Vice-President of the International French-speaking Research Association on SMEs and Entrepreneurship (AIREPME)
- ° Member of the editing committee of the *Revue Gestion* 2000; Member of the scientific committee of the *Revue de l'Entrepreneuriat*
- ° Invited editor of special issues of

International Review of Entrepreneurship on Social entrepreneurship and its implications for management development (2011, with H. Spitzneck)

Humanisme et Entreprise on Entrepreneurial change (2012, with L. Taskin)

Revue Internationale PME on Social entrepreneurship (2013, with S. Bacq and F. Brouard)

° Ad hoc reviewer for Management Science, Entrepreneurship Theory and Practice, Journal of Small Business Management, International Small Business Journal, Journal of Economic Psychology, Journal of Small Business and Entrepreneurship, Journal of Enterprising Culture, International Journal of Entrepreneurship Education, International Journal of Technology Transfer and commercialization, International Journal of Entrepreneurial Venturing, Management International, Revue Internationale P.M.E., Revue française de Gestion, Revue de l'Entrepreneuriat, Revue Gestion 2000, AOM, EURAM, EFMD, AIMS, AFC, CIFEPME, Edward Elgar Editions

° Member of the scientific committees/advisory boards of the following congresses: RENT XXVII (27th Research in Entrepreneurship and small business conference, Vilnius, November 2012), 2nd Research Day in Social Entrepreneurship (Fribourg, January 2014), 8^{ème} Congrès de l'Académie de L'Entrepreneuriat et de l'Innovation (Fribourg, October 2013), Regards croisés sur les pratiques d'accompagnement entrepreneurial, 3^{ème} *Rencontre entre acteurs des réseaux d'accompagnement et chercheurs* (Lille, April 2013), Atelier doctoral en Perspectives critiques en management (Paris-Dauphine, April 2013), AIREPME (1^{ères} Journées internationales de recherche en entrepreneuriat et PME, Casablanca, décembre 2012), RENT XXVI (26th Research in Entrepreneurship and small business conference, Lyon, November 2012), CIFEPME (11^{ème} conférence internationale francophone sur l'entrepreneuriat et la P.M.E., Brest, October 2012), ESG Management School & HEG Fribourg (Un cadre d'analyse de l'entrepreneuriat social : quels modèles et quels facteurs clés de succès ?, Paris, September 2012), 2^{ème} journée de recherche sur l'entrepreneuriat (« Entrepreneuriat : de la théorie à la pratique », Montpellier, June 2012), 3rd International Workshop on Entrepreneurship, Culture, Finance and Economic Development (Namur, June 2012), ERFI (Regards croisés sur les pratiques d'accompagnement entrepreneurial : 2^{ème} Rencontre entre acteurs des réseaux d'accompagnement et chercheurs, Montpellier, January 2012), 7^{ème} Congrès de l'Académie de L'Entrepreneuriat et de l'Innovation (Paris, October 2011), 7th Satter Conference on Social Entrepreneurship (New York University, Stern School of Business, November 2010), ERFI (« L'entrepreneuriat des métiers de l'Artisanat : quel(s) défi(s)? », Montpellier, June 2010), CIFEPME (10^{ème} conférence internationale francophone sur l'entrepreneuriat et la P.M.E., Bordeaux, October 2010), AUF (11^{èmes} Journées scientifiques du réseau Entrepreneuriat, Université du Québec à Trois-Rivières, Canada, mai 2009), CIFEPME (9^{ème} conférence internationale francophone sur l'entrepreneuriat et la P.M.E., Louvain-la-Neuve, October 2008), Académie de l'Entrepreneuriat (Sherbrooke, 2007), CIFEPME (8^{ème} conférence internationale francophone sur l'entrepreneuriat et la P.M.E., Fribourg, October 2006), Académie de l'Entrepreneuriat (Paris, 2005), ERFI (T.P.E. et artisanat, Université de Montpellier 1, 2005), CIFEPME (7^{ème} conférence internationale francophone sur l'entrepreneuriat et la P.M.E., Montpellier, October 2004), EFMD-EISB (« New frontiers between small and large firms », CERAM, Sophia Antipolis September 2002), AIREPME-ESM IAE Metz (« L'entrepreneur en action : contextes et pratiques », ISIAM Agadir, October 2003).

° UCL representative at the Foundation for Research and Education in Entrepreneurship (FREE) and at the « entrepreneurship » faculty group of the Community of European Management Schools (CEMS)

° Member of the Institut de Recherche sur les PME (Research Institute on SMEs, one of the world's leading centers on small business research, Université du Québec à Trois-Rivières, Canada); LaRePE (Laboratoire de Recherche sur la Performance des Entreprises / Research Laboratory on the Performance of Firms, Université du Québec à Trois-Rivières, Canada); of the Sprott Centre for Social Enterprises (Carleton University, Canada); of the scientific committee of the Labex Entreprendre (laboratory of excellency in entrepreneurship, Montpellier, France); CRIDES (Centre de Recherche Interdisciplinaire Droit-Entreprise-Société – Jean Renaud, UCL,

Belgium); of the Scientific Committee of the Observatory and entrepreneurial research centre of EDC (Paris, France)

° Associado benémerito (patron) of the *Associação Nacional de Estudos em Empreendedorismo e Gestão de Pequenas Empresas* (Brazilian National Association for the study of entrepreneurship and small business management ; main Brazilian scientific association in entrepreneurship)

° Member of the following scientific associations: Academy of Management and European Council for Small Business and Entrepreneurship

AWARDS

2010	RENT conference paper selected for InterRENT 2010 by the European Council for Small Business and Entrepreneurship (ECSB) (with A. Jacquemin)
2008	“Small and medium-sized enterprises and entrepreneurship education” EC/US Cooperation Programme in Higher Education selected as “good practices” project by the EU (only 8 out of 88 were labeled as such).
2008	Best Empirical Paper award, 9 th CIFEPME (with O. Giacomini, J.L. Guyot and O. Lohest)
2007	International Pedagogical Innovation award attributed to the UCL interdisciplinary firm creation program (CPME) by the International Conference of French-Speaking business school deans (CIDEGEF)

RESEARCH AND TEACHING STAYS ABROAD

2013, 2012	University of North Carolina, Greensboro, USA
2011, 2010, 2009, 2008 and 2006	Appalachian State University, USA
2011, 2010	Université de Nancy, France
2010, 2002 and 1998	Université du Québec à Trois-Rivières, Canada
2009,	Polytechnical University of Hanoi and Agricultural University of Hanoi,

2007 and 2005	Vietnam
2008	Académie Polaire d'Etat, Saint-Petersburg, Russia
2008	University of Oran, Algeria
2007, 2006 and 2005	Groupe IHEC Carthage, Tunisia
2006	University of North Florida, USA
2004	Stockholm School of Economics, Sweden
2004	Clemson University, USA
1998	Université Jean Moulin – Lyon 3, France
1996	Panteion University, Athens, Greece
1995	Warsaw School of Economics, Poland

INTERNATIONAL PROJECTS

2008-2012	UCL coordinator for the EU/US Atlantis excellence mobility project on Small and medium-sized enterprises and entrepreneurship education (UCL, Bamberg University, University of Alicante, Clemson University, Appalachian State University, University of North Florida)
2007-2012	Interuniversity development cooperation project on rural entrepreneurship in Vietnam in cooperation with the Gembloux School of Agronomics, the Polytechnical University of Hanoi and the Agronomic University of Hanoi
2007-2008	Knowledge transfer program in Entrepreneurship Education to African (University of Oran, Algeria) and East European (Polar University of St-Petersburg, Russia) Universities within the frame of the International Pedagogical Innovation award attributed to the UCL interdisciplinary entrepreneurship program (CPME) by the International Conference of French-Speaking business school deans (CIDEGEF)
2005-2007	European TEMPUS MEDA project in entrepreneurship education at IHEC Carthage (Tunisia) in cooperation with Institut National des Telecommunications (France) and Université de Paris 9 Dauphine
2005-2007	Project in rural entrepreneurship education in the Ha Tay Province of Vietnam in cooperation with OXFAM
2003-2006	European coordinator for the EC/US funded “Small and medium-sized enterprises and entrepreneurship education” Cooperation Programme in

	Higher Education (UCL, Bamberg University, University of Alicante, Clemson University, Appalachian State University, University of North Florida). In 2008, this project was selected as “good practices” project by the EU (only 8 out of 88 were labeled as such).
1996-1997	European TEMPUS project (UCL, Warsaw School of Economics, ScPO Paris, University of Upsala, University of Sussex) on European integration
1994-1995	European TEMPUS project on SMEs in Poland (UCL, University of Montpellier, Warsaw School of Economics)

OFFICIAL MISSIONS AND REPORTS

2012	Expert on entrepreneurship education for OECD
2011 on	Member of the board of directors of CEI
2011 on	Member of the Permanent Forum on Entrepreneurial Spirit (Forum permanent en esprit d'entreprendre) of the Wallon Region (Agence de stimulation de l'emploi)
2011	Member of the Belgian economic princely Mission to China
2010	Expert in entrepreneurship education for the Gabonese Ministry of technical and professional education
2010	Member of the Belgian economic princely Mission to India
2008 on	Expert in social entrepreneurship projects selection for Solidarité des alternatives wallonnes et bruxelloises (Federation of social economy organizations)
2007 on	Expert in spin-offs projects selection for the Institute for Scientific Research and Innovation of the Region of Brussels (IRSIB)
2007-2008	Academic supervisor of a think-tank on second chance entrepreneurship organized by the FREE foundation
2006	Member of a commission of experts for the Minister-President of the German-speaking Community of Belgium in charge of evaluating the strategic plan of the Community
2004	Member of the entrepreneurship thinktank of the Walloon Ministry of Economy
2004	Member of the “young entrepreneurs” thinktank of the Walloon Union of Firms
2003	Expert for the European Commission, Research Directorate General, Directorate G - Industrial Technologies, in entrepreneurship education and innovation for cluster development in enlarged Europe

2000-2002	Research and reports for ING Bank on the growth of Belgian SMEs
1998	Member of a commission of experts for the Belgian Ministry of Agriculture and SMEs in charge of evaluating legal reforms necessary to increase the longevity of SMEs
1997	Research and Reports for the Belgian Ministry of Finance on the reform of Belgian Financial law
1994-1995	Research program and reports for the Belgian Ministry of Economic on SMEs financing through risk-capital
1994-1995	Research and strategic plan for the Belgian Federation of Chambers of Commerce

EXECUTIVE EDUCATION

2009 on	ULg – UCL - ULB <i>From Research to Business (FR2B): program for academic researchers financed by the FSE and the Walloon Region</i>
2007 on	Executive MBA Louvain School of Management <i>Entrepreneurship</i>
2007	UCL <i>Research valorization and new venture creation (8 days program for academic researchers)</i>
2006	Executive MBA Program UCL - Saint-Petersburg State University - School of Management <i>Entrepreneurship in Europe</i>
2005-2007	OXFAM <i>Corporate strategy, entrepreneurship and business planning</i>
2000	Securex <i>Corporate Law</i>
1999	Fondation Roi Baudouin <i>Financial structure and objectives of SMEs</i>
1998	Institut Belge des Réviseurs d'entreprise <i>Financial aspects of SMEs</i>
1998	AGF – Assubel (in French and Dutch) <i>Economic, manag�rial and financial specificities of SMEs</i>
1996	UCL, Institute of European Studies <i>SMEs in the European Union</i>
1995	Brussels Stock Exchange

ARTICLES in peer-reviewed journals

- 2012 « Influence du contrôle comportemental et de la distance psychique sur le choix du mode d'exportation de PME vietnamiennes », *Revue de l'Entrepreneuriat*, 3, 11, 85-109 (with N.V. Dung and A. Jacquemin)
- 2012 « Quelles spécificités pour l'étude du changement entrepreneurial ? », *Revue Interdisciplinaire sur le Management et l'Humanisme*, 3, 97-105 (with L. Taskin)
- 2012 « Entrepreneurial perceptions and intentions: The role of gender and culture », *Entrepreneurship Theory and Practice*, 36, 3, 465-494 (with R. Shinnar and O. Giacomini)
- 2011 « The multiple faces of social entrepreneurship: A review of definitional issues based on geographical and thematic criteria », *Entrepreneurship and Regional Development*, 23, 5-6, 373-403 (with S. Bacq)
- 2011 « Entrepreneurial intentions, motivations and barriers: Differences among American, Asian and European students », *International Entrepreneurship and Management Journal*, 7, 2, 219-238 (with O. Giacomini, M. Pruett, R. Shinnar, F. Llopi, and B. Toney)
- 2010 « Entrepreneuriat contraint et volontaire : quel impact sur le choix sectoriel des entrepreneurs? », *Revue Internationale PME*, 23, 3-4, 211-243 (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2010 « Social entrepreneurship: Implications for management practice », *International Review of Entrepreneurship*, 8, 2, 63-70 (with H. Spitzack)
- 2010 « Cultural and Outcomes-Related Issues in Implementing an Interdisciplinary Cross-Campus Entrepreneurship Education Program », *Journal of Small Business and Entrepreneurship*, 23, sup1, 733-746 (with S. Bacq)
- 2009 « Les méthodologies quantitatives dans la recherche francophone en entrepreneuriat et en gestion des PME », *Revue Management & Avenir*, 30, 258-272 (with O. Giacomini)
- 2009 « Does the environment influence the employment growth of SMEs ? », *Journal of Small Business and Entrepreneurship*, 22, 3, 311-325
- 2009 « The conceptualization of growth: are employment and sales interchangeable criteria? », *Journal of Entrepreneurship*, 18, 1, 21-45
- 2008 « Teaching international entrepreneurship through student exchange: observations, obstacles and recommendations », *Journal of*

- Entrepreneurship Education*, 11, 99-115 (with S. Jones, D. Denslow, D. zu Knyphausen-Aufseß, J. Llopis, R. Shinnar and B. Toney).
- 2007 «Les trajectoires de croissance des jeunes entreprises», *Revue Gestion* 2000, 24, 3, 83-102 (with M.B. Diambeidou, D. François, B. Gailly, M. Verleysen and V. Wertz)
- 2006 «De l'applicabilité, des spécificités et de l'utilité d'un code de gouvernance d'entreprise pour les PME et les TPE: le cas de la Belgique», *Revue Internationale PME*, 19, 3-4, 164-193 (with K. Cerrada)
- 2006 «Do managers' characteristics influence the workforce growth of SMEs?», *Journal of Small Business and Entrepreneurship*, 19, 3, 293-315
- 2005 «La conceptualisation de la croissance: L'emploi et le chiffre d'affaires sont-ils des représentations interchangeableables d'un même phénomène? », *Revue Gestion* 2000, 22, 6, 267- 291
- 2002 «Le « corporate governance » dans les sociétés cotées sur l'Euro NM : étude exploratoire de l'impact de la nationalité, de la taille et de la structure de l'actionnariat des entreprises », *Revue Gestion* 2000, 2, 31-50 (with A. Braconnier)
- 2000 « Les déterminants de la croissance des PME », *Reflets et Perspectives de la Vie Economique*, 34, 4, 33-46
- 1997 « The role of the banker in financing medium-sized firms in Belgium: lender or adviser ? », *Journal of Entrepreneurship*, 6, 1, 75 –85 (with R. Wtterwulghe)

BOOKS

- 2011 *La croissance de l'entreprise: Une obligation pour les PME?*, Foreword by R. Thurik, De Boeck, Bruxelles, 152 pages
- 2011 *Les déterminants de la croissance des P.M.E. : analyse théorique et étude empirique auprès d'un échantillon d'entreprises belges*, Editions Universitaires Européennes, Saarbrücken, 303 pages (re-edition of my 2002 PhD dissertation)
- 2009 *Entreprendre: Une introduction à l'entrepreneuriat* (Dir.), Foreword by P.-A. Julien, De Boeck, Bruxelles, 344 pages
- 2004 *Entrepreneuriat, Etudes de cas*, Intersentia, Antwerp-Oxford, (with Crijns, H., De Clercq, D., Pirnay, F. and Surlemont, B. (Dir.), 368 pages

- 2004 *Ondernemen caseboek*, Intersentia, Antwerp-Oxford (with Crijns, H., De Clercq, D., Pirnay, F. and Surlemont, B. (Dir.), 368 pages

BOOK CHAPTERS

- 2012 « Pratiques entrepreneuriales dans le secteur social », in Schmitt, C. and Lièvre, P. (Ed.), *Nouvelles Perspectives en Entrepreneuriat*, PUN – Editions Universitaires de Lorraine, Nancy, 183-193 (with S. Bacq)
- 2012 « Under what conditions can a regulation become a source of entrepreneurial opportunities? », in Bonnet, J., Dejardin, M. et Madrid-Guijarro, A. (eds.), *The Shift to the Entrepreneurial Society: A Built Economy in Education, Sustainability and Regulation*, Edward Elgar: Cheltenham, UK - Northampton, MA, USA, 213-226 (with A. Jacquemin)
- 2011 « Governing for impact and performance within social entrepreneurial ventures : the mediating role of organizational capabilities », in Zacharakis A., Carter, S., Corbett A., Delmar F., Edelman L., Gruber M., Honig B., Kelley D., Kickul J., Leleux B., Lumpkin T., Marino L. and Schindehutte M. (Ed.), *Frontiers of Entrepreneurship Research 2011*, Babson, 629-643 (with S. Bacq and J. Kickul)
- 2011 « La transmission/reprise en entrepreneuriat social », in Cadieux, L. and Deschamps, B. (Ed.), *Le duo cédant repreneur. Pour une compréhension intégrée du processus de transmission/reprise des PME*, Presses de l'Université du Québec, Québec, 221-237 (with S. Bacq)
- 2011 « L'entrepreneur, héros des temps modernes? Pour une analyse critique de l'entrepreneuriat » in Taskin, L. et de Nanteuil, M. (Ed.), *Perspectives critiques en management: Pour une gestion citoyenne*, De Boeck, Bruxelles, 163-184 (with C. Schmitt)
- 2011 « Structuring the field of social entrepreneurship: A transatlantic comparative approach », in Borch, O.J., Fayolle, A., Kyrö, P. and Ljunggren, E. (Ed.), *Entrepreneurship research in Europe: Evolving concepts and processes*, Edward Elgar, Cheltenham, 153-185 (with S. Bacq)
- 2011 « Croître ou ne pas croître... ou comment gérer son développement » in K.Gundolf et A.Jaouen (Ed.), *Diriger sa petite entreprise. Gérer, communiquer, se développer*, Dunod, Paris, 89-104 (with A. Jaouen and M. Polge)
- 2010 « Studying the impact of regulation on entrepreneurship: How to

- overcome current conflicting results? », in Fink, M., Hatak, I. (Ed.), *Current Research on Entrepreneurship and SME Management*, 7th Edition of InterRENT, European Council of Small Business and Entrepreneurship, Turku, 29-48 (with A. Jacquemin)
- 2009 « TPE, de la systémique à la gouvernance entrepreneuriale », in Messeghem, M., Polge, M. and Temri, L. (Ed.), *Entrepreneur et Dynamiques territoriales*, Editions EMS, Cormelles-Le-Royal, 87-98 (with C. Schmitt)
- 2009 « L'entrepreneuriat : éléments de définitions », in Janssen, F. (Ed.), *Entreprendre: Une introduction à l'entrepreneuriat*, De Boeck, Bruxelles, 25-32 (with B. Surlemont)
- 2009 « L'entrepreneur : ses caractéristiques et ses motivations », in Janssen, F. (Ed.), *Entreprendre: Une introduction à l'entrepreneuriat*, De Boeck, Bruxelles, 33-48 (with B. Surlemont)
- 2009 « Entrepreneuriat et économie », in Janssen, F. (Ed.), *Entreprendre: Une introduction à l'entrepreneuriat*, De Boeck, Bruxelles, 49-63 (with C. Schmitt and R. Baldegger)
- 2009 « La croissance », in Janssen, F. (Ed.), *Entreprendre: Une introduction à l'entrepreneuriat*, De Boeck, Bruxelles, 179-198
- 2009 « L'échec et la seconde chance », in Janssen, F. (Ed.), *Entreprendre: Une introduction à l'entrepreneuriat*, De Boeck, Bruxelles, 255-264 (with S. Bacq et O. Giacomini)
- 2009 « Interdisciplinarity in cross-campus entrepreneurship education », in West III, G. P., Gatewood, E.J. and Shaver, K. G. (Ed.), *Handbook of University-wide Entrepreneurship Education*, Edward Elgar, Cheltenham, 146-165 (with V. Eeckhout, B. Gailly and S. Bacq)
- 2008 « La formation en entrepreneuriat : un outil particulier pour aborder l'évolution des pratiques entrepreneuriales », in Schmitt, C. (Ed.), *Regards sur l'Evolution des Pratiques Entrepreneuriales*, Presses de l'Université du Québec, Québec, 301-317 (with C. Schmitt)
- 2008 « L'entrepreneuriat social, enfant terrible ou fils légitime? », in Schmitt, C. (Ed.), *Regards sur l'Evolution des Pratiques Entrepreneuriales*, Presses de l'Université du Québec, Québec, 141-158 (with S. Bacq)
- 2008 « L'artisan face aux changements: une mise en perspective des paroles d'artisans », in Bayad, M. et Schmitt, C. (Ed.), *Paroles d'artisans*, Presses universitaires de Nancy, Nancy, 165-173 (with M. Polge).
- 2007 « Interdisciplinary approaches in entrepreneurship education programs », in Fayolle, A. (Ed.), *Handbook of Research in Entrepreneurship Education*, vol. 2, Edward Elgar, Cheltenham, 148-

165 (with V. Eeckhout and B. Gailly)

- 2006 « The impact of the environment on employment growth: an empirical study of Belgian SMEs », in Balamoune-Lutz, M., Nowak, A. Z. and Steagall, J. (Ed.), *Global Economy – How it works: different cases, different results*, WWZ, Warsaw, 318-338
- 2005 « L'interdisciplinarité dans les programmes universitaires de formation à l'entrepreneuriat: le cas de l'Université catholique de Louvain », in Schmitt, C. (Ed.), *Université et entrepreneuriat: une relation en quête de sens*, L'Harmattan, Paris, 219-249 (with V. Eeckhout)
- 2004 « Corporate governance », in Crijns, H., De Clercq, D., Janssen, F., Pirnay, F. and Surlemont, B. (Dir.), *Entrepreneuriat, Etudes de cas*, Intersentia, Antwerp-Oxford (with A. Gilson)
- 2004 « La revente à un partenaire extérieur », in Crijns, H., De Clercq, D., Janssen, F., Pirnay, F. et Surlemont, B. (Dir.), *Entrepreneuriat, Etudes de cas*, Intersentia, Antwerp-Oxford (with M. Differding)
- 1998 Collaboration to Wtterwulge, R., *La PME, une entreprise humaine*, De Boeck-Université, Bruxelles
- 1998 « Les patrons de P.M.E. de l'Espace Économique Sambrinvest: le goût et la volonté d'entreprendre », dans *Les P.M.E. dans l'espace économique Sambrinvest*, Sambrinvest, Charleroi, (with Bragard, L., Wacquier, H. and Wtterwulge, R.)
- 1995 « Statistics on French, Belgian and Polish SMEs », in Noga, A. et Wlodarczyk, W. (1995), *Handbook of SMEs.*, Warsaw School of Economics, Warsaw (with Fourcade, C. and Wlodarczyk, W.)
- 1995 « Financing SMEs », in Noga, A. et Wlodarczyk, W. (1995), *handbook of SMEs.*, Warsaw School of Economics, Warsaw (with Mertens de Wilmars, S. and Wtterwulge, R.)

REFEREED CONFERENCE PROCEEDINGS

- 2013 « Students's Entrepreneurial Optimism, Overconfidence and Entrepreneurial Intentions », 3E - ECSB Entrepreneurship Education Conference, Aarhus (Denmark), May (with O. Giacomini and R. Shinnar)
- 2013 «University students and their professors: Perceptions of entrepreneurial optimism, overconfidence and entrepreneurial intentions», International Conference on Leadership, Management and

- Strategic Development, University of the Virgin Islands, St. Thomas Campus, US Virgin Islands, May (with O. Giacomini and R. Shinnar)
- 2012 « Do the entrepreneur's initial characteristics persist during the growth of the firm? », XXVI Research in Entrepreneurship and Small Business Conference (**RENT**), Lyon (France), November (with G. Gueguen)
- 2012 « Entrepreneurs Using Regulation as a Source of Opportunity: A Study Combining Quantitative and Qualitative Approaches », XXVI Research in Entrepreneurship and Small Business Conference (**RENT**), Lyon (France), November (with A. Jacquemin)
- 2012 «Regards critiques sur la recherche en entrepreneuriat : construction, évolution et tendances», 11ème Congrès International Francophone en Entrepreneuriat et PME (**CIFEPME**), Brest (France), October (with C. Schmitt)
- 2012 «Ces entrepreneurs qui utilisent la réglementation comme source d'opportunités d'affaires : une étude qualitative», 11ème Congrès International Francophone en Entrepreneuriat et PME (**CIFEPME**), Brest (France), October (with A. Jacquemin)
- 2012 «Le rôle de la réglementation comme soutien à l'entrepreneuriat : étude de la loi relative aux structures d'accompagnement à l'autocréation d'emploi», 11ème Congrès International Francophone en Entrepreneuriat et PME (**CIFEPME**), Brest (France), October (with A. Jacquemin)
- 2012 «L'importance des mentors dans la saisie d'opportunités d'affaires chez les étudiants universitaires», 11ème Congrès International Francophone en Entrepreneuriat et PME (**CIFEPME**), Brest (France), October (with E. St-Jean, M. Tremblay, J. Baronet, C. Loué and A. Nafa)
- 2012 «Governing For Impact and Performance Within Social Entrepreneurial Ventures: The Mediating Role of Organizational Capabilities », Academy of Management Annual Meeting (**AOM**), Boston (USA), August (with S. Bacq and J. Kickul)
- 2012 «The impact of sub-national market-supporting institutions on the export behaviors of Vietnamese SMEs», Third International Workshop on Entrepreneurship, Culture, Finance and Economic Development, Namur (Belgium), June (with A. Jacquemin)
- 2012 «Entrepreneurs Using Regulation as a Source of Opportunity: A Study Combining Quantitative and Qualitative Approaches», Third International Workshop on Entrepreneurship, Culture, Finance and Economic Development, Namur (Belgium), June (with Ngo Vi Dung)
- 2012 «*Succession Strategies In Social Entrepreneurial Ventures: An Empirical Investigation* », 2012 Babson College Entrepreneurship

- Research Conference (**BCERC**), Texas Christian University, Fort Worth (TX, USA), June (with S. Bacq)
- 2012 «*An Empirical Investigation Of The Blended Value Approach: A Governance Answer For Social Entrepreneurial Ventures* », 2012 Babson College Entrepreneurship Research Conference (**BCERC**), Texas Christian University, Fort Worth (TX, USA), June (with S. Bacq and J. Kickul)
- 2012 «*L'intention entrepreneuriale des étudiants algériens : état des lieux et comparaison internationale*» Syracuse University and Université Laval, Business and Entrepreneurship in Africa, Québec (Canada), May (with A. Nafa, E. St-Jean, M. Tremblay and C. Loué)
- 2011 «Governing For Impact and Performance Within Social Entrepreneurial Ventures », 4th Research Colloquium on Social Entrepreneurship, Duke University, Durham NC (USA), June (with S. Bacq and J. Kickul)
- 2011 « The influence of the entrepreneur's actual behavioral control and psychic distance stimuli on the export mode choice of Vietnamese SMEs », 56th Annual International Council for Small Business (**ICSB**) World Conference, Stockholm (Sweden), June, (with Ngo Vi Dung)
- 2011 « Governing for impact and performance within social entrepreneurial ventures : the mediating role of organizational capabilities», 2011 Babson College Entrepreneurship Research Conference (**BCERC**), Syracuse University, Syracuse (NY, USA), June (with S. Bacq and J. Kickul)
- 2011 « Firm gestation process : is there a difference between necessity and opportunity entrepreneurs ? », 2011 Babson College Entrepreneurship Research Conference (**BCERC**), Syracuse University, Syracuse (NY, USA), June (with O. Giacomini and J.L. Guyot)
- 2010 « Under what conditions can a regulation become a source of entrepreneurial opportunities? », XXIV Research in Entrepreneurship and Small Business Conference (**RENT**), Maastricht (The Netherlands), November (with A. Jacquemin)
- 2010 « Succession strategies in social entrepreneurial ventures », *7th Annual Satter Conference of Social Entrepreneurs*, New York University, NY (USA), November (with S. Bacq)
- 2010 « Impact du sexe et de l'auto-efficacité entrepreneuriale sur l'intention entrepreneuriale des étudiants: une comparaison internationale », in **AIREPME**, *Interdisciplinarité de la recherche en entrepreneuriat et de la recherche en PME*, Actes du 10^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME), Bordeaux (France), October (with O. Giacomini, M. Pruett, R. Shinnar, F. Lopus, and B. Toney)

- 2010 « La réglementation comme source d'opportunités d'affaires », in **AIREPME**, *Interdisciplinarité de la recherche en entrepreneuriat et de la recherche en PME*, Actes du 10^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME), Bordeaux (France), October (with A. Jacquemin)
- 2010 « Double bottom line and governance in social entrepreneurial ventures », in XXXèmes Journées de l'Association d'Economie Sociale, Charleroi (Belgium), September (with S. Bacq)
- 2010 « In what conditions can a regulation become a source of entrepreneurial opportunities? », II International Workshop on Entrepreneurship, Culture, Finance and Economic Development, Cartagena (Spain), June (with A. Jacquemin)
- 2010 « Balancing Social Entrepreneurial Ventures' Double Bottom Line: Corporate Governance, Nonprofit Governance or Both? », *2010 Research Colloquium on Social Entrepreneurship*, University of Oxford, Oxford (UK), June (with S. Bacq)
- 2009 « Studying the impact of regulation on entrepreneurship: how to overcome current conflicting results? », XXIII Research in Entrepreneurship and Small Business Conference (**RENT**), Budapest (Hungary), November 19-20 (with A. Jacquemin)
- 2009 « The Impact of Microfinance Institutions' Corporate Governance Mechanisms on their Social and Financial Performance », XXIII Research in Entrepreneurship and Small Business Conference (**RENT**), Budapest (Hungary), November (with Manderlier, A., Bacq, S. and Giacomini, O.)
- 2009 « Scaling Social Impact: A Governance Approach », *6th Annual Satter Conference of Social Entrepreneurs*, New York University, NY (USA), November 4-6 (with S. Bacq)
- 2009 « Does regulation impact entrepreneurial performance ? Literature review, classification and shortcomings », *European Summer University Conference on Entrepreneurship (ESU)*, Benevento (Italy), September (with A. Jacquemin)
- 2008 « The influence of necessity and opportunity motivations on the choice of industry sector: an empirical study of Belgian entrepreneurs », XXII Research in Entrepreneurship and Small Business Conference (**RENT**), Covilha (Portugal), November, (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2008 « The various facets of social entrepreneurship : literature review and classification », XXII Research in Entrepreneurship and Small Business Conference (**RENT**), Covilha (Portugal), November, (with S. Bacq)
- 2008 « Comparative study of entrepreneurial interest in universities: An

- international analysis », Academy of International Business – Southeast Conference, St. Petersburg (USA), October (with O. Giacomini, M. Pruett, R. Shinnar and B. Toney)
- 2008 « Etudiants et entrepreneuriat : Etude France - Belgique », in **AIREPME**, *L'entrepreneur et la PME: vecteurs de changement et d'innovation*, Actes du 9^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME), UCL, Louvain-la-Neuve, October, (with J.-P. Boissin, A. Casagrande and B. Surlemont)
- 2008 «Définition de l'entrepreneuriat social: revue de la littérature sur base des critères géographique et thématique», in **AIREPME**, *L'entrepreneur et la PME: vecteurs de changement et d'innovation*, Actes du 9^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME), UCL, Louvain-la-Neuve, October, (with S. Bacq)
- 2008 «Motivations de création de nécessité et d'opportunité et secteurs de création», in **AIREPME**, *L'entrepreneur et la PME: vecteurs de changement et d'innovation*, Actes du 9^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME), UCL, Louvain-la-Neuve, October, (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2008 «From social entrepreneurship as a practice to a legitimate field of research: literature review and classification», *European Summer University Conference on Entrepreneurship (ESU)*, Bodo (Norway), August (with S. Bacq)
- 2007 «Interdisciplinarity in University-Wide Entrepreneurship Education», in *University-Wide Entrepreneurship Education Conference*, Wake Forest University, Winston-Salem (USA), November (with V. Eeckhout, B. Gailly and S. Bacq)
- 2007 « Novice creators : personal identity and push-pull dynamics », in International Council for Small Business and Entrepreneurship (ICSB), *52nd International Council for Small Business World Conference Proceedings*, Turku (Finland), June (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2006 « Logique d'action des primo-créateurs d'entreprise en Région wallonne : Identité et dynamiques push-pull », in **AIREPME**, , *L'internationalisation des PME et ses conséquences sur les stratégies entrepreneuriales*, Actes du 8^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME), Haute Ecole de Gestion Fribourg, October, (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2006 «Facteurs influençant la croissance de l'emploi des PME wallonnes», in **AIREPME**, , *L'internationalisation des PME et ses conséquences sur les stratégies entrepreneuriales*, Actes du 8^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME),

- Haute Ecole de Gestion Fribourg, October, (with J.L. Guyot and O. Lohest)
- 2006 « The conceptualization of growth: Are employment and turnover interchangeable criteria ? », in International Council for Small Business and Entrepreneurship (**ICSB**), *51st International Council for Small Business World Conference Proceedings*, Melbourne (Australia), June
- 2005 « Les facteurs de croissance des PME manufacturières sur les marchés locaux et internationaux », in **AUF**, *9èmes Journées scientifiques de l'Agence Universitaire de la Francophonie*, 1-4 juin 2005, Cluj Napoca (Romania) (with J. St-Pierre, P.-A. Julien, and C. Therien)
- 2005 « L'interdisciplinarité dans les programmes universitaires de formation à l'entrepreneuriat », in *3rd International Finance Conference (IFC): Investments, information technologies, value and control*, Hammamet, Tunisia, March (with V. Eeckhout)
- 2004 « Influence du marché et de la clientèle desservis sur les facteurs de croissance des P.M.E. manufacturières », in **CCSBE**, *Entrepreneurship and economic development: innovation, opportunity and capacity*, Proceedings of the 21st CCSBE (Canadian Council for Small Business and Entrepreneurship) Conference, Regina, Saskatchewan, November (with J. St-Pierre, P.-A. Julien, and C. Therien)
- 2004 « La conceptualisation de la croissance : l'emploi et le chiffre d'affaires sont-ils des critères interchangeables », in **AIREPME**, , *Réalités de la T.P.E. au XXIème siècle, Actes du 7^{ème} congrès international francophone en entrepreneuriat et P.M.E.(CIFEPME)*, University of Montpellier 3, October
- 2004 « Les structures d'appui à la création de TPE par des allocataires sociaux : projet de recherche », in **AIREPME**, , *Réalités de la T.P.E. au XXIème siècle, Actes du 7^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME)*, University of Montpellier 3, October (with V. de Briey)
- 2003 « Determinants of SMEs' employment growth relating to the characteristics of the manager », 23^d Annual International Conference of the Strategic Management Society (**SMS**), Baltimore, November
- 2003 « L'impact de l'environnement dans lequel évoluent les P.M.E. sur la croissance de l'emploi », in **AIREPME**, *L'entrepreneur en actions : contextes et pratiques*, Agadir, October
- 2003 « Do managers' characteristics influence the workforce growth of SMEs ? », in International Council for Small Business and Entrepreneurship (**ICSB**), *Advancing entrepreneurship and small*

- business, 48th International Council for Small Business World Conference, Belfast, June
- 2002 Les déterminants de la croissance de l'emploi relatifs aux caractéristiques du dirigeant, in **AIREPME**, *L'entrepreneur et le P.M.E. face aux transformations du monde des affaires, Actes du 6^{ème} congrès international francophone sur la P.M.E.(CIFPME)*, HEC Montréal, November
- 2000 « Le « corporate governance » dans les sociétés cotées sur l'Euro NM : étude exploratoire », in **AIREPME**, *Actes du 5^{ème} Congrès international francophone sur la P.M.E. (CIFPME)*, Lille, October (with A. Braconnier)
- 1998 « L'influence de l'interpénétration du dirigeant et de son entreprise sur l'endettement bancaire des P.M.E.: état de la question », in **AIREPME**, *Compétitivité et identité des PME, Défis et enjeux dans un monde en mutation, Actes du 4^{ème} Congrès international francophone sur la P.M.E. (CIFPME)*, Nancy-Metz, October (with R. Wtterwulghe)
- 1998 « The role of bank lending in the financing process of SMEs: the importance of the owner's objectives », in *Management in Europe in the 21st century, Proceedings of the 3d Community of European Management Schools Academic Conference (CEMS)*, Louvain-La-Neuve, May (with R. Wtterwulghe)
- 1996 « The role of the banker in financing SMEs », in *Creating New Frontiers: The Role of SMEs, Proceedings of the 41st International Council for Small Business (ICSB) World Conference*, NUTEK, Stockholm (with R. Wtterwulghe)
- 1995 « Motivations and obstacles to the quotation of medium-sized businesses in Belgium », in *Excellence in small business management, Proceedings of the 25th European small business seminar (ESBS)*, Cyprus (with R. Wtterwulghe)
- 1995 « Freins et motivations de la cotation en bourse des P.M.E. belges », in Picory, C. and Rowe, F., in **AIREPME**, *Innovation et organisation des P.M.E., Actes du deuxième congrès international francophone de la P.M.E.(CIFPME)*, Telecom, Paris, October (with R. Wtterwulghe)
- 1994 « Factors that impact management principles: a cross-cultural comparison », *Proceedings of the Academy of International Business - South West meetings*, Dallas (with R. McLaurin)

ARTICLES in professional journals

- 2010 « Stimulons la créativité et l'entrepreneuriat », Starters, La Libre Belgique, June 9
- 2010 « Esprit d'entreprendre es-tu là ? » (Dir.), Coordination of the thematic issue, Revue Louvain, 183, April-May
- 2010 « L'entrepreneuriat au fil de l'histoire », Revue Louvain, 183, April-May
- 2009 « Penser la loi autrement », La Libre Entreprise, Cahiers économiques de la Libre Belgique, November 14, (with A. Jacquemin)
- 2009 « Small business et job machine », L'Expansion Entrepreneuriat, 3, Septembre (with A. Jacquemin)
- 2009 « Cultiver les projets de la seconde chance », L'Expansion Entrepreneuriat, 1, Janvier (with A. Jacquemin)
- 2008 « Régulation: un monstre sacré à démystifier », L'Echo, November 12 (with A. Jacquemin)
- 2008 « Sport et entrepreneuriat: innover », La Libre Entreprise, Cahiers économiques de la Libre Belgique, May 3, (with T. Zintz)
- 2007 « (In)former les entrepreneurs », La Libre Entreprise, Cahiers économiques de la Libre Belgique, December 1, (with O. Giacomini)
- 2007 « Cap sur l'entrepreneuriat social », La Libre Entreprise, Cahiers économiques de la Libre Belgique, October 6 (with S. Bacq)
- 2006 « PME et gouvernance », La Libre Entreprise, Cahiers économiques de la Libre Belgique, July 1 (with K. Cerrada)
- 2006 « La Belgique pionnière en matière de gouvernance d'entreprise pour les petites et les très petites entreprises », IAG Connect, IAG Alumni Magazine, 144, April (with K. Cerrada)
- 2005 « Les dispositifs de l'UCL », in *Ces créateurs d'entreprises*, Ingénieurs INPG, 05-4, December (with B. Gailly and V. Eeckhout)
- 2004 « Esprit d'entreprise, es-tu là ? », La Libre Entreprise, Cahiers économiques de la Libre Belgique, 3 January (with B. Gailly)
- 2003 « Que ferait-on sans P.M.E. ? », La Libre Entreprise, Cahiers économiques de la Libre Belgique, 7 June

- | | |
|------|---|
| 2002 | « La formation CPME à l'UCL », Louvain Ingénieurs, 9, November (with J.-M. Streydio) |
| 1997 | « Le financement des P.M.E. par le recours à l'endettement », <i>Revue de la Banque</i> , 1, January, 26 à 35 (with R. Wtterwulghe) |

STUDIES AND REPORTS

- | | |
|------|--|
| 2008 | <i>Développer l'entrepreneuriat de la seconde chance</i> , Fondation FREE pour Entreprendre, Namur (with S. Bacq and O. Giacomini) |
| 1994 | <i>Le financement de croissance des entreprises moyennes par recours au capital à risque</i> , Université Catholique de Louvain., IAG, Louvain-La-Neuve (with Wtterwulghe, R., Mertens de Wilmars, S. and Olivier, F.) |

BOOK REVIEWINGS

- | | |
|------|---|
| 2001 | « La gestion financière des PME : théorie et pratiques » by Josée St-Pierre, <i>Revue Internationale PME</i> , 14, 1, 116-119 |
|------|---|

CD-ROMS

- | | |
|------|--|
| 2004 | <i>Cours d'Introduction à l'Entrepreneuriat</i> , Fondation FREE, (with M. Croquet, J. Defourny, J.-C. Ettinger, L. Lievens, S. Mertens de Wilmars, B. Surlemont, M. Vankerkem, C. Van Wymeersch and D. Chantrain) |
|------|--|

WORKING PAPERS

- | | |
|------|--|
| 2012 | Measuring and predicting the double bottom line in social entrepreneurial ventures: A Partial Least Squares approach, Louvain School of Management Research Institute Working Papers, 2012/03, Université catholique de Louvain (with S. Bacq and J. Kickul) |
|------|--|

- 2011 Governing for impact and performance within social entrepreneurial ventures: The mediating role of organizational capabilities, Louvain School of Management Research Institute Working Papers, 2011/04, Université catholique de Louvain (with S. Bacq and J. Kickul)
- 2011 Firm gestation process : is there a difference between necessity and opportunity entrepreneurs ?, Louvain School of Management Research Institute Working Papers, 2011/05, Université catholique de Louvain (with O. Giacomini and J.L. Guyot)
- 2011 Opportunity and/or necessity entrepreneurship? The impact of the socio-economic characteristics of entrepreneurs, Munich Personal RePEc Archive Paper no. 29506, University of Munich, January (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2010 Impact du sexe et de l'auto-efficacité entrepreneuriale sur l'intention entrepreneuriale des étudiants: une comparaison internationale, CRECIS working papers, 08/10, Louvain School of Management, Université catholique de Louvain (with O. Giacomini, M. Pruett, R. Shinnar, F. Lapis, and B. Toney)
- 2010 La réglementation comme source d'opportunités d'affaires, CRECIS working papers, 05/10, Louvain School of Management, Université catholique de Louvain (with A. Jacquemin)
- 2009 Motivations de création de nécessité et d'opportunité et secteurs de création, IWEPS Discussion Papers, nr. 0902 (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2009 Studying The Impact Of Regulation On Entrepreneurship: How To Overcome Current Conflicting Results?, CRECIS working papers, 11/09, Louvain School of Management, Université catholique de Louvain (with A. Jacquemin)
- 2009 Scaling Social Impact: A Governance Explanation Model, CRECIS working papers, 09/09, Louvain School of Management, Université catholique de Louvain (with S. Bacq)
- 2009 The Impact of South Asian Microfinance Institutions' Corporate Governance Mechanisms on their Social and Financial Performance: An Exploratory Study, CRECIS working papers, 07/09, Louvain School of Management, Université catholique de Louvain (with Manderlier, A., Bacq, S. and Giacomini, O.)
- 2008 The influence of necessity and opportunity motivations on the choice of an economic sector: an empirical study of Belgian entrepreneur, CRECIS working papers, 14/08, IAG-Louvain School of Management, Université catholique de Louvain (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2008 Comparative study of entrepreneurial interest in universities: an

- international analysis, CRECIS working papers, 12/08, IAG-Louvain School of Management, Université catholique de Louvain (with O. Giacomini, M. Pruett, R.S. Shinnar and B. Toney)
- 2008 From social entrepreneurship as a practice to legitimate field of research: literature review and classification, CRECIS working papers, 6/08, IAG-Louvain School of Management, Université catholique de Louvain (with S. Bacq)
- 2007 Novice creators : personal identity and push-pull dynamics, CRECIS working papers, 7/07, IAG-Louvain School of Management, Université catholique de Louvain (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2006 Logique d'action des primo-créateurs d'entreprise en Région wallonne : Identité et dynamiques push-pull, CRECIS working papers, 12/06, IAG-Louvain School of Management, Université catholique de Louvain (with O. Giacomini, J.L. Guyot and O. Lohest)
- 2006 Facteurs influençant la croissance de l'emploi des PME wallonnes, CRECIS working papers, 11/06, IAG-Louvain School of Management, Université catholique de Louvain (with J.L. Guyot and O. Lohest)
- 2006 The Conceptualization of Growth: Are Employment and Turnover Interchangeable Criteria?, CRECIS working papers, 09/06, IAG-Louvain School of Management, Université catholique de Louvain
- 2005 Influence du marché et de la clientèle desservis sur les facteurs de croissance des PME manufacturières, IAG working papers, Université catholique de Louvain, 146/05 (with J. St-Pierre, P.-A. Julien, and C. Therien)
- 2004 L'interchangeabilité des critères de conceptualisation de la croissance: étude empirique, IAG working papers, Université catholique de Louvain, 118/04
- 2004 The impact of the environment on employment growth in SMEs, IAG working papers, Université catholique de Louvain, 117/04
- 2004 Les structures d'appui à la création d'entreprises par des allocataires sociaux : cadres théoriques explicatifs, IAG working papers, Université catholique de Louvain, 119/04 (with V. de Briey)
- 2003 Determinants of SMEs' employment growth relating to the characteristics of the manager, IAG working papers, Université catholique de Louvain, 93/03
- 1998 L'influence de l'interpénétration du dirigeant et de son entreprise sur l'endettement des PME et sur leurs relations avec les banques, *Cahiers de recherche de l'Institut de Recherche sur les PME*, Université du Québec à Trois-Rivières, 98-07

KEY NOTE SPEAKER

- 2013 Faut-il croître?, Montpellier Agglomération, Université de Montpellier, France, January
- 2012 Interdisciplinarity in Cross-Campus Entrepreneurship Education: the experience of UCL, *Graduate Entrepreneurship stärken: Fähigkeiten, Fachkompetenzen und Gründungsförderung*, OECD Workshop, University of Leipzig, Germany, September
- 2012 What do we know about the growth of the firm?, Reims Management School, France, February
- 2011 La croissance: une obligation pour les PME?, Academy ASE (Agence de stimulation économique) Summer Event, August
- 2010 Former les étudiants à l'entrepreneuriat: les apports de l'interdisciplinarité, *Forum Formation-Emploi (National Forum on employment)*, Ministère de l'Enseignement technique et de la formation professionnelle, Official plenary closing session, Libreville, Gabon, July
- 2010 The growth of the firm: Evolution of theory and empirical research, *IV Encontro de Estudos sobre Empreendedorismo e Gestão de Pequenas Empresas* (EGEPE, main Brazilian congress on small business and Entrepreneurship), Official plenary opening session speech, Recife, Brazil, April
- 2010 Balancing Social Entrepreneurial Ventures' Double Bottom Line: Corporate Governance, Nonprofit Governance, or Both?, ERIM Research Seminar, Erasmus University Rotterdam, Netherlands, February (with S. Bacq)
- 2009 Les constats et les recommandations pour favoriser l'entrepreneuriat de la seconde chance, *Faillite...Une journée pour rebondir, Journée d'étude de l'UCM*, Gembloux, Belgium, May
- 2008 L'entrepreneuriat est-il inné ou acquis? Evolution de la recherche et aspects pédagogiques, *AILv, Conférence sur l'esprit d'entreprendre*, Louvain-la-Neuve, Belgium, October
- 2008 Défis de la mise sur pied d'une formation interdisciplinaire dans une université complète, *Première conférence internationale "Innovations pédagogiques en sciences de gestion"*, Saint-Petersburg, Russia, June (with V. Eeckhout)
- 2007 La formation interdisciplinaire à la création d'entreprise, *Colloque international sur les innovations pédagogiques dans l'enseignement de la gestion*, CIDEGEF, Liège, Belgium, January (with V. Eeckhout)

- 2006 *Paroles d'artisans: Journée d'étude du Conseil Régional de Lorraine*, Metz, France, June 21
- 2006 Attentes d'un éditeur face à un réviseur, Consortium doctoral, 8^{ème} congrès international francophone en entrepreneuriat et P.M.E. (CIFEPME), Haute Ecole de Gestion Fribourg, Switzerland, October
- 2006 L'intention entrepreneuriale chez les jeunes de l'enseignement supérieur, FREE, Colloque international *L'envie d'entreprendre chez les jeunes*, Liège, Belgium, March
- 2005 L'impact de la fonction d'utilité du propriétaire – dirigeant de PME sur la hiérarchie des sources de financement,, Institut d'Etudes du développement, UCL, Forum de Recherche en Microfinance, *La microfinance à la croisée des chemins: regards sur les services financiers inclusifs*, Louvain-la-Neuve, Belgium, October
- 2005 SMEs, Information technologies and information systems, Microsoft Partner Conference 2005-2006, *Going Beyond*, Ghent, Belgium, October
- 2005 Les déterminants de la croissance des entreprises en Europe et aux USA, Ministère de l'Economie, des Finances et de l'Industrie, *Regards croisés sur l'entreprise, Favoriser la pérennité des entreprises: de la création à la transmission*, Paris, France, May
- 2005 Les techniques et les structures et d'accompagnement de la création d'entreprise, table ronde, 3rd *International Finance Conference: Investments, information technologies, value and control*, Hammamet, Tunisia, March
- 2004 Fostering entrepreneurship through education, Cluster Task Force Entrepreneurship and Education, Louvain-la-Neuve, November
- 2004 Entreprendre pour créer sa vie, CREAMAL, *Forum de la création et du financement de l'entreprise*, Louvain-la-Neuve, Belgium, November
- 2003 L'impact de l'environnement dans lequel évoluent les P.M.E. sur la croissance de l'emploi, AIREPME, ISIAM, Official opening plenary session speech, *L'entrepreneur en actions : contextes et pratiques*, Agadir, Marocco
- 2003 Entrepreneurship programs, purposes and pedagogy : the experience of the Catholic University of Louvain, University of Malaga, *Jornadas para la transferencia de la experiencia emprendedora en las universidades de Andalucia*, Spain
- 2003 Objectives and methods of a multidisciplinary entrepreneurship education program, European Commission, Ecole des Mines d'Alès, University of Cambridge and Polytechnical University of Catalonia, *Entrepreneurship education and innovation for cluster development in enlarged Europe* , Nîmes, France
- 1996 Relationships between banks and SMEs , CESA, WASME and Deloitte & Touche *Global Interaction on banking for artisans and small businesses* , San Marino, Italy

INTERNATIONAL AND NATIONAL CONFERENCES ORGANIZATION

2012	Entrepreneurial Learning Forum, Chalmers University of Technology, Gothenburg, Sweden, June 12-13, Member of the organizing committee
2012	Third Belgian Entrepreneurship Research Day, May 7, University of Hasselt, Member of the organizing committee
2011	Journée d'étude sur le changement entrepreneurial, supported by AIREPME and AGRH, Louvain-la-Neuve, September 16, Co-chairman of the scientific and organizing committees
2011	Second Belgian Entrepreneurship Research Day, May 9, Louvain-la-Neuve, Chairman of the organizing committee
2010	First Belgian Entrepreneurship Research Day, May 10, University of Antwerp, Member of the organizing committee
2008	9 th Conférence Internationale Francophone en Entrepreneuriat et P.M.E., Louvain-la-Neuve, October 28-31, Chairman of the organizing committee, 230 participants
2007	First CEMS International Doctoral Seminar in Entrepreneurship, Louvain-la-Neuve, Febr. 26 – March 3, Chairman of the Organizing Committee Speakers: Frédéric Delmar – EM Lyon (F) Alain Fayolle – EM Lyon (F) Nicolai J. Foss – Copenhagen Business School (DK) William Gartner – Clemson University (USA) Willem Hulsink – Erasmus University Rotterdam (NL) Dodo zü Knyphausen-Aufsess – University of Bamberg (D) Gordon Murray – University of Exeter (UK) Helle Neergaard – The Aarhus School of Business (DK) Roy Thurik – Erasmus University Rotterdam (NL)

DOCTORAL THESES

Completed

As supervisor

Olivier GIACOMIN: *Necessity and/or Opportunity Entrepreneurship: Which Impact on the Firm's Creation ?*, UCL, Jan. 2012, Current employer: Centre de recherche public Henri Tudor, Luxembourg

Sophie BACQ : *In Search for Social Impact and Financial Viability within Social Entrepreneurial Ventures: Definitional, Contextual, and Governance Issues*, UCL, August 2012, Current employer : Northeastern University, Boston, USA

Amélie JACQUEMIN: *Regulation and Entrepreneurship: An Antagonism to Demystify?*, UCL, August 2012, Current employer: ESSCA Business School, Angers, France

Vi Dung NGO : *An Institution-Based View of the Competitive Advantage of Firms in Emerging and Transition Economies: the Case of Vietnamese Exporters*, UCL, November 2012, Current employer : Institute of Policy and Strategy for Agriculture and Rural Development (IPSARD), Ministry of Agriculture and Rural Development, Hanoi, Vietnam

As member of the jury

Mahmadou BIGA DIAMBEIDOU (Dir. Benoît Gailly) : *An empirical taxonomy of early growth trajectories*, UCL, 2008

Haifa NAFFAKHI (Dir. Mohammed Bayad) : *Equipe entrepreneuriale et prise de décision : une étude exploratoire sur le rôle de la diversité du capital humain*, Université de Nancy 2 (France), 2008

Albert Birhashirwa Rwibunza LWANGO (Dir. Régis Coeurderoy), *L'entreprise familiale et son capital social : fondement et limites de l'avantage concurrentiel à travers la croissance et la succession*, UCL, 2009

Elena KORAJNOVA (Dir. Gilles Lambert), *Aide au management de l'activité d'innovation par l'approche des réseaux de problèmes. Application au problème d'intégration des services marketing et R&D*, Université de Strasbourg (France), 2009

Valérie DUPLAT (Dir. Régis Coeurderoy), *Inter-firm partnerships and third parties in technological networks*, UCL, 2009

Dino SANTILLI (Dir. Christophe Schmitt), *Les projets dans le secteur social et médico-social : pour une approche dialogique*, Université de Nancy 2 (France), 2010

Katharine GUNDOLF (Dir. Gilles Guieu), *Entrepreneur, entreprise, entrepreneuriat : proposition d'une lecture relationnelle*, Habilitation à diriger des recherches, Université de la Méditerranée – Aix-Marseille II (France), 2010

Andreea-Elena POSTARIU (Dir. Jean-Pierre Boissin), *Ressources et compétences et stratégies de croissance des entreprises innovantes: l'industrie des logiciels*, Université de Grenoble (France), 2011

Brigitte HOOGENDORN (Dir. Roy Thurik), *Social Entrepreneurship in the modern economy: warm glow, cold feet*, Erasmus University Rotterdam (Netherlands), 2011

Ongoing

As supervisor

Roxane De Hoe

Patrice Epangue

William Asamoah Owusu

As member of the jury

Marine Falize

DOCTORAL DISSERTATION

2002

"Les déterminants de la croissance des P.M.E. : analyse théorique et étude empirique auprès d'un échantillon d'entreprises belges"
(Determinants of SMEs' growth: theoretical analysis and empirical study on a sample of Belgian SMEs)

Université Jean Moulin - Lyon 3

Jury : G. Guyot (University of Lyon 3) (Dir.), R. Wtterwulghe (University of Lyon 3 and UCL) (Dir.), B. Belletante (E.M. Lyon), P.-A. Julien (Université du Québec à Trois-Rivières) and B. Surlemont (University of Lausanne and University of Liège)

Magna cum laude (Mention très honorable avec les félicitations du jury à l'unanimité).