

Prof.dr.ir. Victor A. Gilsing

-Curriculum Vitae-

Antwerp Centre for Evolutionary Demography (ACED)
Department of Management, Faculty of Applied Economics
Antwerp University
&
TIAS School for Business & Society
Tilburg University

AREAS OF INTEREST

- The Process of Building an Innovative Organization
- Corporate Entrepreneurship & Innovation
- Top Management Teams & Innovation
- External Collaboration & the Creation of Breakthrough Innovations

BIOGRAPHY

Victor A. Gilsing (1969) is a Full Professor at ACED, Department of Management, Faculty of Applied Economics at Antwerp University. At Tilburg University, he has been one of the Core Fellows of the Centre for Innovation Research (CIR).

His academic research has been published in ISI journals such as Journal of Management, Strategic Organization, Journal of Management Studies, Research Policy, Journal of Product Innovation Management, Technovation, R&D Management and others.

For the period of 2015 - 2020, he has received a prestigious Odysseus research grant (November 2014) from the Flanders Science Foundation (FWO) for a research program on the role of Top Managers and Boards of Directors in the building of an innovative organization and the creation of breakthrough innovations.

He has extensive experience in teaching for both PhD and Master students as well as for Senior Executives, non-executive Directors, CFOs as well as corporate & independent venture managers.

ACADEMIC POSITIONS

Full Professor

Co-director ACED (Antwerp Centre for Evolutionary Demography)
Department of Management
Faculty of Applied Economics
Antwerp University, Belgium (October 2013 - ongoing)

Core Fellow

- Centre for Innovation Research (CIR), Tilburg University (January 2008 - December 2015)

Visiting Professor

TIAS School for Business & Society (March 2012 – ongoing)

Associate Professor

- Department of Organization Studies, Tilburg University (Netherlands) (Jan 2008 – Oct 2013)
- Member Management Board, Department of Organization Studies (Sep 2008 - Jan 2010)
- Research Coordinator (Sep 2008 - Jan 2010)
- Research Leader Inter-organizational Networks & Innovation (Sep 2008 - Oct 2013)

Senior Researcher

- Core Fellow at ECIS, Faculty of Technology Management, Eindhoven University of Technology (October 2003 - January 2008)

WORK EXPERIENCE BEFORE ACADEMIA

- *Ministry of Economic Affairs: Senior Advisor, Directorate-General for Innovation*

Responsibilities entailed strategic policy development of new, national & international, innovation policy. I also acted as a member of the Industry Council of the Dutch Aviation Industry, chaired by Prof.dr. A. Kolnaar (crown-member SER) and co-chaired by Prof.drs. Pieter Bouw (former CEO of KLM). Period: May 1998 – October 2003.

- *Unilever: European Sales and Innovation manager*

Pan-European responsibility for the commercialization and sales of new innovations in the specialty chemicals business of Unilever. Based in the Netherlands & Germany. Period: January 1995 – May 1998.

- *Stork Thailand (Bangkok), Management trainee*

Design and implementation of a management information system at Stork Asian headquarters in Bangkok. Period: January 1992 – June 1992.

EDUCATION

Masters

University/College of Higher Education:

Twente University

Technische Bedrijfskunde

Main subject:

Innovation and Marketing (grade: 9 / Aug. 1993)

Post-doctoral education

Business-to-Business Innovation
& Marketing

IMD, Lausanne

5 weeks (between Sep 1996 - June 1997)

Doctorate

University/College of Higher Education:

**Rotterdam School of Management (RSM),
Erasmus University, Rotterdam**

Supervisor ('Promotor'):

Prof.dr. B. Nooteboom (Dec 1999 - Dec 2003)

Title PhD-thesis:

*'Exploration, Exploitation and Co-evolution in
Innovation Networks'*

EXECUTIVE TEACHING EXPERIENCE:

- *TIAS School for Business & Society (ongoing)*
- *MBI Life Sciences & Health Program (ongoing)*
(together with UMC Utrecht, McKinsey & Harvard Business School)
- *Nederlandse Vereniging voor Commissarissen & Directeuren (ongoing)*
- *Arcadis (November 2011)*
- *Brink IT Group (November 2012)*
- *Intertaste Food Group (March 2014)*
- *Danone - Nutricia Research & Innovation (October 2015)*
- *Philips Medical - Corporate Entrepreneurship & Venturing (March 2016)*

Extensive experience in teaching for Senior Executives, non-executive Directors, CFOs, international MBA students as well as independent & corporate venture managers on topics such as corporate entrepreneurship, innovation, innovation strategy and external collaboration. Over the years, he has received various evaluations ranging from *very good* to *outstanding*, with scores averaging around 4,6 - 5 on a scale from 1 to 5 (See also 2 attached documents for some recent evaluations).

PUBLICATIONS

2016 / 2017 (forthcoming)

- The two faces of innovation: the relationship between recombination & impact, V. Gilsing, S. Keijl, Joris Knobben & Geert Duysters. *Research Policy* (5-Yr IF = 4.2)

- Innovation through exaptation and its determinants: the role of technological complexity & analogy making, M. Mastrogiorgo & V. Gilsing, *Research Policy*

- *Strategies for designing new venture units in complex contexts* (2016), co-authored with J. van Burg, I. Reymen & A. Romme, in: Academic spin-offs and technology transfer in Europe, best practices and breakthrough models to bring R&D and science into practice, G. Festel & S. De Cleyn (eds.), *Edward Elgar Publishers* (Cheltenham)

2015

- Direct and mediated ties to universities: scientific absorptive capacity and innovation performance of pharmaceutical companies, R. Belderbos, V. Gilsing, and S. Suzuki, 2015, *Strategic Organization* (5-Yr IF unavailable yet)

- From birth through transition to maturation: the evolution of technology-based alliance networks, V. Gilsing, M. Cloudt & N. Roijackers, 2015, *Journal of Product Innovation Management* (5-Yr IF = 3.64)

2014

- Mind the Gap: Balancing alliance network and technology portfolio diversity during periods of technological uncertainty, V. Gilsing, M. Pieters and W. Vanhaverbeke, 2014, *Technological Forecasting and Social Change* (5-Yr IF = 2.21)

- Technology alliances in emerging economies: persistence and interrelation in European firms' alliance formation, R. Belderbos, V. Gilsing and J. Jacobs, *R&D Management* (5-Yr IF = 3.17)

- 3 Book Chapters:

- *Corporate Venturing at Unilever (2014)*, co-authored with J. van den Bosch
- *NRC-Next: Strategic Renewal at NRC (2014)*, co-authored with J. van den Bosch
- *Corporate innovation at Rabobank (2014)*, co-authored with J. van den Bosch

All three chapters are published in *Corporate venturing: organizing for innovation* by Jessica van den Bosch and Geert Duysters, **Edward Elgar Publishers** (Cheltenham)

2013

- The Formation of Fairness Perceptions in the Cooperation between Entrepreneurs and Universities, J.C. van Burg, V.A. Gilsing, I. Reymen and G. Romme, 2013, *Journal of Product Innovation Management* (5-Yr IF = 3.64)

- How entrepreneurs' fairness perceptions influence cooperation processes, J.C. van Burg, I. Reymen, V. Gilsing and G. Romme, *Frontiers of Entrepreneurship Research 2013*, Babson Entrepreneurship Conference (BCERC)

2012

- Persistence of and interrelation between horizontal and vertical alliances, R. Belderbos, V. Gilsing and B. Lokshin, 2012, *Journal of Management* (5-Yr IF = 6.81)

- Competence and governance in strategic collaboration: the differential effect of network structure on the creation of core and non-core technology, V. Gilsing, W. Vanhaverbeke and G. Duysters, 2012, *Journal of Product Innovation Management* (5-Yr IF = 3.64)

2011

- Differences in technology transfer between science-based and development-based industries: transfer mechanisms and barriers, 2012, V. Gilsing, R. Bekkers & I. Bodas Freitas, *Technovation* (5-Yr IF = 3.45)

- Networks for Learning and Knowledge Creation in Biotechnology, a review of A. Oliver's book, V. Gilsing, 2011, *Organisation Studies* (5-Yr IF = 3.33)

2010

- Policy principles for the creation, growth and success of corporate and academic spin-offs, V. Gilsing, J.C. van Burg and G. Romme, *Technovation* (5-Yr IF = 3.45)

2009

- The role of alliance network redundancy in the creation of core and non-core technologies: a local action approach, W. Vanhaverbeke, V. Gilsing, G. Duysters and B. Beerkens, 2009, *Journal of Management Studies* (5-Yr IF = 5.16)

- Corporate entrepreneurship, organisational culture, and the creation of breakthrough innovations, V. Gilsing, B. Walrave and M.F. de Jager, in: Strategic alliances and corporate culture, Ulijn, J., Duysters, G. (eds.) *Edward Elgar Publishers* (Cheltenham)

2008

- Network embeddedness and the exploration of novel technologies: technological distance, betweenness centrality and density, V. Gilsing, B. Nooteboom, W. Vanhaverbeke, G. Duysters and A. van den Oord, 2008, *Research Policy* (5-Yr IF = 4.2)

- Creating university spin-offs: a science-based design perspective, A.G. Romme, V. Gilsing and E. van Burg, 2008, *Journal of Product Innovation Management* (5-Yr IF = 3.64)

- Understanding novelty creation in exploration networks, structural and relational embeddedness jointly considered, V. Gilsing and G. Duysters, 2008, *Technovation* (5-Yr IF = 3.45)

2007

- Optimal cognitive distance and absorptive capacity, B. Nooteboom, V. Gilsing, G. Duysters, W. Vanhaverbeke and A. van den Oord, 2007, *Research Policy* (5-Yr IF = 4.2)

- Strategic alliance networks and innovation, a deterministic and voluntaristic view combined, V. Gilsing, C. Lemmens & G. Duysters, 2007, *Technology Analysis and Strategic Management* (5-Yr IF = 1.49)

2006

- Exploration and exploitation in innovation systems: the case of pharmaceutical biotechnology, V. Gilsing & B. Nooteboom, 2006, *Research Policy* (5-Yr IF = 4.2)
- IP-based spin-offs, V. Gilsing & R. Bekkers, 2006, *Journal of Technology Transfer* (5-Yr IF = 2.25)
- Internationalisation of R&D, a Dutch perspective, V. Gilsing and H. Erken, in J. Prasnikar (ed.), *Social Responsibility and economic Growth*, *Nova Science Publishers*, Hauppauge (NY), 2006

2005

- Density and strength of ties in innovation networks, an analysis of multimedia and biotechnology, V. Gilsing & B. Nooteboom, 2005, *European Management Review* (5-Yr IF = 1.6)
- A system framework for innovation policy, V. Gilsing & R. Klein Woolthuis, 2005, *Technovation* (5-Yr IF = 3.45)
- Relocation of Corporate R&D, a Dutch perspective, V. Gilsing & H. Erken, 2005, *Technovation* (5-Yr IF = 3.45)

BOOKS

The dynamics of innovation and interfirm networks, V. Gilsing, *Edward Elgar Publishers*, 2005

CITATIONS

Web of Science (January 2007 – April 2016):

citations = 859

H-factor = 12

Google Scholar (January 2007 – April 2016):

citations = 3360

H-factor = 23

i10-factor = 27

AWARDS & NOMINATIONS

RESEARCH AWARDS & NOMINATIONS

Academy of Management (AOM) Best Paper Award and Nominations

- *Best Paper Award 2004 (TIM Division)*, ‘Local action and innovative performance’, together with G. Duysters and W. Vanhaverbeke
- *Best Paper Nomination 2005 (TIM Division)*, ‘Cognitive distance and absorptive capacity’, together with B. Nooteboom, G. Duysters and W. Vanhaverbeke
- *Best Paper Nomination 2006 (BPS Division)*, ‘The role of strategic technology alliances for strategies of knowledge base broadening and knowledge base deepening’, together with W. Vanhaverbeke and G. Duysters
- *Best Paper Nomination 2007 (TIM Division)*, ‘Explorative and exploitative learning in technology-based alliance networks’, together with W. Vanhaverbeke and G. Duysters
- *Best Paper Nomination 2008 (TIM Division)*, ‘Network embeddedness and the exploration of novel technologies: technological distance, betweenness centrality and density’, together with B. Nooteboom, W. Vanhaverbeke and G. Duysters
- *Best Student Paper Nomination 2011 (TIM Division)*, ‘The relationship between novelty and impact of radical innovations’, S. Keijl, V. Gilsing, J. Knobben and G.M. Duysters
- *Best Paper Nomination 2016 (BPS Division)*, ‘The effect of knowledge decomposability on technological exploration in technological acquisitions, Zhengyu Li, Victor Gilsing & Geert Duysters

Other Research Awards and Nominations

- *Best Paper Nomination European Innovation Award 2009*
Creating university spin-offs: a science-based design perspective, A.G. Romme, J.C. van Burg, V. Gilsing and I. Reymen.
- *Award for Academic Excellence 2013*
Unraveling the mechanisms of absorptive capacity and technological performance: a study of inward licensing, Z. Li, V. Gilsing and G. Duysters, *25th Annual Conference of the Society for the Advancement of Socioeconomics*
- *Best Conference PhD Paper Award 2014*
Unraveling the mechanisms of absorptive capacity and technological performance: a study of inward licensing, Z. Li, V. Gilsing and G. Duysters, *International Association for Chinese Management Research*

Research Impact Award of Department of Organization Studies, Tilburg University

- 2012: Persistence of and inter-relation between horizontal and vertical alliances, R. Belderbos, V. Gilsing and B. Lokshin, 2012, *Journal of Management*

TEACHING AWARDS AND EVALUATIONS

- Awarded the *Second Prize for Best Teacher 2006* in the Pre-Masters for ‘Innovation Management’, Eindhoven University of Technology.
- Awarded the *First Teaching Prize for Best Teacher 2007* in the Masters for ‘Strategy and Technology Management’, Eindhoven University of Technology.
- Awarded the *First Teaching Prize for Best Teacher 2007* in the Pre-Masters for ‘Innovation Management’, Eindhoven University of Technology.
- Awarded the *First Prize for Best Course in the Masters 2010 - 2011* for ‘Organizing Strategy and Entrepreneurship’, Department of Organization Studies, Tilburg University
- Awarded the *First Prize for Best Course in the Masters 2011 - 2012* for ‘Inter-organizational Relations’, Department of Organization Studies, Tilburg University
- Awarded the *First Prize for Best Course in the Masters 2012 - 2013* for ‘Inter-organizational Relations’, Department of Organization Studies, Tilburg University

Research Masters

- Evaluations by Research Master students average around 4.4 to 5.0 on a scale from 1 to 5
(Period: 2008 - 2013)

RECEIVED GRANTS

FWO GRANTS

FWO Odysseus II, *Top-wetenschap in Vlaanderen* (Top Science in Flanders)
'Senior Leadership and the Creation of Breakthrough Innovations'
Granted in November 2014
Amount granted: € 550.000,-

OTHER ACQUIRED FUNDING

BOF project (Bijzonder Onderzoeksfonds, Vlaamse Overheid)
'Building an Innovative Organization'
Granted in June 2015
Amount granted: € 230.000,-

NWO

Project "Diversity in technology transfer" (2005)
Co-applicant with Prof .dr. B. Verspagen (TUE) & Dr. M. van der Steen (TUD).
Which mix of transfer mechanisms, both formal and informal, is used to transfer new technology from academia to industry in 4 different fields of technology: biotechnology, chemistry, mechanical engineering and telecommunication.
Amount granted: € 550.000,-

ADVISORY POSITIONS

GUBERNA, *Vlaams Instituut voor Bestuurders (CEOs, Topmanagers, Leden Raad van Bestuur)*.
Lid Expertcommissie 'Corporate Governance van innovatieve bedrijven'
February 2016 (ongoing)

ONGOING REVIEW ACTIVITIES

Ongoing review activities for Journal of Management, Research Policy, Journal of Management Studies, Journal of Product Innovation Management and other journals

PHD STUDENTS: SUPERVISION & COMMITTEES

PhD-student: Ad van den Oord (*Eindhoven University of Technology*)

- 'An ecological approach to technological change and innovation'
- Promotors: Prof.dr. A. van Witteloostuijn and Prof.dr. G. Duysters
- My role = Co-promotor
- Started in September 2005 / Defense: 11th January 2010

PhD-student: Elco van Burg (*Eindhoven University of Technology*)

- 'A design approach to academic spin-offs'
- Promotor: Prof.dr. G. Romme
- My role = Co-promotor
- Period: 2006 –2010 / Defense: 10th May 2010

PhD-student: Michiel Pieters (*Hasselt University*)

- 'External collaboration under conditions of environmental turbulence'
- Promotors: Prof.dr. Wim Vanhaverbeke and Prof.dr. J. Hagedoorn
- My role = External committee member
- Started in September 2004 / Defense: 6th February 2009

PhD-student: Du Jingshu (*Hasselt University*)

- 'Open innovation at the R&D project level'
- Promotor: Wim Vanhaverbeke
- My role = External committee member
- Defense: 28th May 2013

PhD-student: Steffen Keijl (*Tilburg University*)

- 'External collaboration and the creation of breakthrough technology'
- My role = Promotor, together with Prof. dr. Geert Duysters
- Started in September 2011 / Defense: 24th January 2014

AOM Best Student Paper Nomination 2011 (TIM Division)

PhD-student: Zhengyu Li (*Tilburg University*)

- 'Catching up of Chinese firms through licensing and external collaboration'
- My role = Promotor, together with Prof. dr. Geert Duysters
- Started in September 2011 (ending: approx. December 2014)

Recipient of Strategic Management Society (SMS) Research Grant and nominated as one of SMS 2014 Dissertation Scholars

PhD-student: Nino van de Wal (*University of Antwerp*)

- 'Innovation & Top Management Teams'
- My role = Promotor, together with Prof. dr. Christophe Boone
- Started in October 2014

PhD student: Danica Bauer (*University of Antwerp*)

- 'Innovation & Corporate Venturing'
- My role = Promotor, together with Prof.dr. Christophe Boone
- Started in October 2015

PhD student: Matte Hartog (*University of Utrecht*)

- 'The impact of relatedness and knowledge transfer on growth and structural change of firms and regions'
- My role = External committee member
- Defense: 15th January 2016

CONFERENCE CONVENOR

- Convenor of 'Tilburg University - ACED Conference' (April 2014): convenor & key note speaker

- Co-convenor of VVE-Conference (Vereniging voor Economie, Vlaanderen), 11th March 2016. Chair of Track on 'Innovation & Entrepreneurship', with Bart Clarysse (Imperial College London), Wim Vanhaverbeke (Hasselt University & Esade), Alexander Alexiev (Free University Amsterdam) & Johanna van Hoogstraten (University of Antwerp).

PUBLIC MEDIA

- *NRC Handelsblad*, June 2011, Interview by NRC economic journalists for Special Issue on Innovation & Entrepreneurship

PUBLICATIONS FOR MANAGERS AND POLICY MAKERS

- 3 Book Chapters (*see also overview of academic publications*):

- *Corporate Venturing at Unilever (2014)*, co-authored with J. van den Bosch
- *NRC-Next: Strategic Renewal at NRC (2014)*, co-authored with J. van den Bosch
- *Corporate innovation at Rabobank (2014)*, co-authored with J. van den Bosch

All three chapters are published in *Corporate venturing: organizing for innovation* by Jessica van den Bosch and Geert Duysters, **Edward Elgar** (Cheltenham)

Innovation 3.0, book review of Henk Volberda and Menno Bosma, **ESB**, August 2012

Trends in Corporate R&D, 2003, **Holland Management Review**, May-June, with T.J.A. Roelandt

Towards 2nd Generation Cluster Policy; the case of the Netherlands, V.A. Gilsing, in : *Boosting Innovation: the Cluster Approach*, Hertog, P, Bergman, E. & Charles, D. (ed.), **OECD**, May 2001

Grondslagen voor de vernieuwing van het innovatie-beleid, V.A. Gilsing, R. Bemer & T.J.A. Roelandt, in: *Nederland Kennisland?*, Gradus, Kremers & van Sinderen, Stenfert Kroese, Groningen, 2001

New Policies for the New Economy, 2001, V.A. Gilsing, T.J.A. Roelandt & J. van Sinderen, **Ocfeb Research Memorandum 12**

Is het gras groener bij de overburen?, V.A. Gilsing, T.J.A. Roelandt & M. van der Steen, **ESB**, November 2000

De levensloop van clusters, **ESB-special** "Clusters in Beeld", V.A. Gilsing & G.J. Hospers, December 2000

Clustergebaseerd innovatiebeleid – Internationale ervaringen, in : *Clusterbeleid als hefboom tot innovatie*, **IWT-studies**, IWT observatorium, Antwerpen, 2000

Porter op Herhaling, Boekbespreking 'On Competition' van M.E. Porter, **ESB**, 22nd January 1999, V.A. Gilsing

Co-editor of ESB-special "Clusters in Beeld", December 2000. Contributions by, among others, B. Nooteboom and S. Metcalfe.