

## Teaching Portfolio

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### BIOSKETCH

I am Associate Professor of Entrepreneurship at SDU TEI, Department of Technology and Innovation, in Sønderborg. Before, I worked at Leuphana University, Lüneburg, Germany. I established the Leuphana Conference on Entrepreneurship and co-lead the research project "Herself – Self-employment in the Professional Career of Female Graduates" granted by the German Federal Ministry of Education and Research. I am Past President of the European Council for Small Business and Entrepreneurship. My research focus is on cognitive perspectives of the individual in entrepreneurship. Among others, I investigate new venture ideas, the role of voice in investment decisions, engineering entrepreneurship education and women's entrepreneurship. I have published more than 30 articles and 3 books, in international peer-refereed journals, such as Small Business Economics and Journal of Small Business Management, and with publishers, such as Edward Elgar. I have more than 18 years of experience in teaching entrepreneurship and start-up management. My teaching portfolio encompasses lecture-based courses as well as project-based, experiential and active learning or combinations of those. My teaching has strong research-oriented foci as well as practical approaches. Further, I have invented a conference format for master students with research oriented and at the same time action and practice-oriented elements.

### PEDAGOGICAL VIEW

My approach to teaching focuses on experiential and project-based learning. It embeds tools aimed at introducing students to situations in which they may exploit potential new venture ideas. In addition to traditional lecture-based didactic methods which allow the learner to understand and apply theoretical frameworks I realize a more active and interactive pedagogy. Experience, based on practice, participation, observation and reflection is necessary to develop entrepreneurial skills, an entrepreneurial awareness and mind-set. A curriculum focused on actual experience and creative problem solving should enable students for the real-life process of venture creation. It therefore prioritizes a learner-centered approach. This approach is rooted in constructivism that highlights how individuals create meaning from new knowledge. Entrepreneurship seen as an economic as well as a social process with strong emphasis on social interaction and networking implies that social constructivism should substantiate entrepreneurship education. In my view, universities should consider introducing entrepreneurship curricula to every study course to improve entrepreneurial competencies and mind-sets as well as an entrepreneurial culture in society.

### TRAINING RESEARCH PROJECTS (SEMINARS)

Over the last 18 years, I have been running diverse student research projects with mainly master's students, but also bachelor's students. I did the teaching and grading for the courses. Students of these courses work upon a current topic in entrepreneurship research. Under my guidance, the students pass through a research process: The project starts with developing a research design, further contains an empirical data collection and its analysis and ends with presentation, documentation and discussion of the results. The courses include lectures on methods and potentially on software for data analysis. They often contain a university-industry collaboration: On the one hand, the idea of this seminar can be developed in cooperation with a partner from the regional economy, e.g. a bank or the chamber. On the other hand, practitioners, e.g. start-ups or business successors are studied (e.g., fill in a questionnaire, take part in an interview). In both cases, the involved practitioners may receive a report of the results and they are invited to join the final presentation of the results. Attending this course is an excellent preparation for the bachelor or master thesis.

Overview of my training research projects:

- Student Research Project: The Role of Entrepreneurship Education for Employability of Engineers (4 contact hours, 2020)
- Student Research Project: Gatekeepers' Biases and the Role of Voice in Start-up Pitches (4 contact hours, 2019)
- Student Research Project: Humane Entrepreneurship in the Age of Digitization (4 contact hours, 2018)
- Identity Building in Entrepreneurship (4 contact hours, 2018)
- Effectuation or causation? Approaches of entrepreneurial decision-making in high-tech sectors (4 contact hours, 2016)
- Effectuation or Causation? Approaches of entrepreneurial decision-making, an empirical investigation with entrepreneurs of the region (3 contact hours, 2015)
- Role models in female entrepreneurship - In dialogue with regional female entrepreneurs, an empirical investigation with female entrepreneurs of the region (jointly with J. Halberstadt, 2 contact hours, 2015)
- Empirical study of market potentials for seniors (2 contact hours, 2013)
- Student and graduate entrepreneurship (2 contact hours, 2012)
- Who has got creative new business ideas? - An empirical investigation (4 contact hours, 2011)
- Explaining opportunity recognition and development (4 contact hours, 2010)
- Setting up a student initiative: Developing entrepreneurial mind-sets and commitment at Leuphana University (2 contact hours, 2009)
- Start-up counselling: Market and practicing start-up counselling in Germany (online questioning, jointly with R. Schulte and C. Wille, 4 contact hours, 2008/09)
- Development a start-up simulation (jointly with R. Schulte and M. Seitz, 4 contact hours, 2007/08)
- Loan demands in the sector of savings banks, in cooperation with Sparkasse Lüneburg (jointly with M. Deutschmann, F. Eggers, and R. Schulte, 4 contact hours, 2005/06)
- Spin-offs from universities –

An online questioning (jointly with D. Burgert, M. Deutschmann, and H. Stolze, 4 contact hours, 2005) Corporate spinoffs – Spin-offs from German large-scale enterprises (jointly with F. Eggers and R. Schulte, 4 contact hours, 2004/05) Successful business succession, in cooperation with the Chamber of Commerce, Lüneburg (jointly with F. Eggers and R. Schulte, 4 contact hours, 2003/04) Evaluation of start-up guidebooks (jointly with F. Eggers and R. Schulte, 4 contact hours, 2002/03)

### **TEACHING EXPERIENCE LECTURES**

Master's programme: "Management & Entrepreneurship" Leuphana University: Management Studies III: Entrepreneurship (2 contact hours, since 2009/10, until 2016); since winter term 2010/11 including Conference on Entrepreneurship: Teaching and grading for the course. I received a teaching award for this course from Leuphana University in particular due to its innovation related to the conference. The course contains a theory-based lecture, an exercise course on business planning (co-supervisor) as well as the conference which contains speeches by international renowned researchers and practitioners. The student-part of the conference also encompasses a panel discussion with established companies, and a business idea pitch competition for the students. Further, it contains an entire day with action-oriented workshops for the students led by start-ups, consultants, coaches, representatives of established companies and faculty. Lecture in start-up management II Leuphana University (2 contact hours, 2006/07): Teaching and guided grading for the course. This course focuses on management aspects of starting a business with diverse tools.

### **EXERCISE COURSES**

Management Studies III: Entrepreneurship (exercises/case studies jointly with Reinhard Schulte, 2 contact hours, 2009/10): Teaching of the course. Master "Management & Entrepreneurship" - Major Business Development: Exercises in start-up management (1 contact hour, 2009/10-2012/13): Teaching of the course. Exercises in start-up management I and II (2 contact hours, 2002/03-2008/09): Teaching of the course.

### **OTHER COURSES/SEMINARS**

I have been teaching diverse other courses during the last 18 years. These courses are e.g. related to research methods or to practical tools in the course of starting a business. To highlight two of them: In High Tech Business Venturing, the students develop and evaluate an idea for a new business by engaging in all important stages that precede the formal starting of a new business development project or a new venture: from identifying a significant venture idea for innovation, understanding the stakeholders profoundly, conceptualizing the solution and its position in the customer journey to evaluating the financial viability and the long-term growth and potential of the venture. A key part of the course is to prepare and present a "pitch" which is meant to convince all concerned stakeholders why and how the proposed venture will be successful. The Computer-based start-up simulation TOPSIM is a tool developed by TATA Interactive Systems. It allows students to write a business plan by the use of templates and to go through the first 24 months of their business lives by facing competition. They make decisions based on their initial plans and need to readjust based on the reality. I have been teaching and grading of the courses. Entrepreneurial Training (6 contact hours, 2016 jointly with F. Giones, from 2017 and ongoing jointly with K. Holm Thomsen) High-tech business venturing (4 contact hours, 2016 jointly with A. Brem, from 2017 and ongoing jointly with F. Giones) Experts in Teams (4 contact hours, jointly with F. Klynder, B. Olsen, M. Vedel Jensen, S. Parsons, T. Leißner, 2016) ICSB Academy: Global Scholars, Global Leaders, Hoboken, U.S., 12.-15.06.2016, Communicate Your Business Idea (invited speaker, member of the global faculty) Summer School: Synergizing Entrepreneurship and Production in High Wage Countries, Odense, 06.-09.06.2016, State of Research on Opportunity Creation: What Can We Learn for Technology Entrepreneurship? ICSB Academy: Global Scholars, Global Leaders, Dubai, VAE, 3.-9.06.2015, Communicate Your Business Idea (invited speaker, member of the global faculty) Seminar in University Entrepreneurship Development, Seville, Spain, 1.-2.06.2015, Entrepreneurship-based Education and Activities at Leuphana (invited speaker) "Empirical research in management – quantitative methods (2 contact hours, 2012 & 2013) 7. Academy for Upper Secondary School Pupils: "Entrepreneurship", Hamburg, 14.10.2011, More Life Quality after Launching a Business?! – Entrepreneurial Desirability (invited speaker) Computer-based start-up simulation (TOPSIM): Simulation of business launch and early-stage development of a service company (jointly with M. Deutschmann, WS 2009/10 jointly with C. Wille, three-day block seminar, 2006-2009/10) Business start-up for non-economists (jointly with F. Eggers; three-day block seminar, 2003/04-2006) Selected issues of start-up management (jointly with F. Eggers and R. Schulte, 2 contact hours, 2003 & 2004) Start-up case studies (jointly with C. Claßen, 3 contact hours, 2010/11)

### **THESIS SUPERVISION (UNDERGRADUATE/POST GRADUATE)**

Diverse thesis supervisions of undergraduate and postgraduate theses.

### **CONFERENCES AND PUBLICATIONS WITH A FOCUS ON TEACHING**

I have joined and hosted conferences on Entrepreneurship Education, that is, the ECSB Entrepreneurship Education Conference (3E, hosted in Lüneburg in 2015) as well as the USASBE Conference (2018 in Los Angeles). Further, I have written research articles based on entrepreneurship education: "Students as Scientists' Co-pilots in the Onset of Technology Transfer: A Two-Way Learning Process" (jointly with F. Giones, K. Kleine, Journal of Technology Transfer, accepted) "The Learning Process in Technology Entrepreneurship Education – Insights from an Engineering Degree" (jointly with K. Kleine, F. Giones, Journal of Small Business Management, 2019) "Virtual-Reality as a Digital Learning Tool in Entrepreneurship: How Virtual Environments Help Entrepreneurs Give More Charismatic Investor Pitches" (jointly with O. Niebuhr), in: Baierl, R., Behrens, J., Brem, A. (Ed.): Digital Entrepreneurship- Interfaces between Digital Technologies and Entrepreneurship, Berlin/Heidelberg: Springer, (FGF Studies in Small Business and Entrepreneurship), 2019. "Building technology entrepreneurship capabilities -an engineering education perspective" (jointly with K. Kleine, F. Giones,

M. Camargo), in: Ferreira, J., Fayolle, A., Ratten, V., Raposo, M (Ed.): Entrepreneurial Universities: Collaboration, Education and Policies, Cheltenham: Edward Elgar Publishing Ltd., 2018, 226-247. Technology Transfer Society (T2S) Annual Conference 2018, Valencia, Spain, 17.-19.10.2018 (jointly with F. Giones, K. Kleine) "Scientists and students' collaboration for entrepreneurial opportunities in technology transfer" RENT XXXI Conference – Research in Entrepreneurship and Small Business, Lund, 15.-17.11.2017, (jointly with K. Kleine, F. Giones), Technology Entrepreneurship in Engineering Education: An Action-Based Approach Kleine, K., Giones, F., Tegtmeier, S., 2017. Enabling Technology Entrepreneurship Through STEM Education. In: European University Network on Entrepreneurship (ESU) Conference. Lüneburg, Germany. September 2017. International Research Conference on Science and Technology Entrepreneurship Education, Toulouse, 27.04.2017, (jointly with K. Kleine, F. Giones, M. Camargo), Building Technology Entrepreneurship Capabilities, an Engineering Education Perspective 3E Conference - ECSB Entrepreneurship Education Conference, Lüneburg, 23./24.04.2015 (jointly with A. Bacher), Can a University-wide Freshmen's Kick-off Week about Starting a Business Enhance Students' Entrepreneurial Self-efficacy and Attitude Towards Venturing? – A Pilot Study "Gender Perspectives on University Education and Entrepreneurship: A Conceptual Overview" (jointly with J. Mitra) in: International Journal of Gender and Entrepreneurship, 2015, 7 (3), 254-271. "Evaluating Introductory Lectures in Entrepreneurship: Empirical Implications Based on the Theory of Planned Behavior", in: International Review of Entrepreneurship, 2012, 10 (1), 1-22. "Innovating entrepreneurial pedagogy – Examples from France and Germany" (jointly with R. Klapper), in: Journal of Small Business and Enterprise Development, 2010, 17 (4), 552-568. "Evaluating entrepreneurship curricula: Primary results of computer-based start-up simulations", in: Schöning, S., Richter, J., Wetzel, H., Nissen, D. (Eds.): Kleine und mittlere Unternehmen: Herausforderungen und Innovationen, Frankfurt am Main: Peter Lang 2010, 113-128. "Developing and Evaluating Entrepreneurship Curricula: Lessons from a Start-up Simulation Pilot" (jointly with R. Schulte), Inter-ICSB online publication, 2, 5-20, 2009.

### **FORMAL PEDAGOGICAL TRAINING**

Award for Innovative Teaching 2012", awarded by Leuphana University of Lüneburg, 2.500 €

### **OTHER ACTIVITIES RELATED TO TEACHING AND TEACHING DEVELOPMENT**

Member of the Advisory Board of the SDU study programs BSc & MSc in Engineering "Innovation and Business". I was member of the study commission for the Masterprogram "Management & Entrepreneurship" and the program "Leuphana Bachelor", as well as member of the advisory board for the faculty commission on doctorates and other university commissions. I was awarded with 2,500€ for innovative teaching related to my course in entrepreneurship (about 200 master students involved). I passed the qualifying examination for being instructor of apprentices ("Ausbilder-eignungsprüfung", Chamber of Commerce, Hameln). Course on supervision of student projects at SDU (September 2019)