

## Dr Bettina MÜLLER

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### ADDRESS

University of Mannheim  
Institute for SME Research (ifm)  
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### POSITION AND WORK EXPERIENCE

2018-present	<b>University of Mannheim, Institute for SME Research, DE</b> Researcher
2017-2018	<b>Technopolis B.V. Amsterdam, NL</b> Senior Consultant Evaluation of Research and Innovation Programmes
2013-2017	<b>Centre for European Economic Research (ZEW) Mannheim, DE</b> Senior Researcher in the Research Department Economics of Innovation and Industrial Dynamics
2009-2017	<b>Pforzheim University, DE</b> Lecturer for Quantitative Methods
2015-2016	<b>University of Birmingham, GB</b> Lecturer for Entrepreneurship
2010-2013	<b>Centre for European Economic Research (ZEW), DE</b> Researcher in the Research Department Economics of Innovation and Industrial Dynamics
2005-2010	<b>Centre for European Economic Research (ZEW), DE</b> Researcher in the Research Department Information and Communication Technologies
2004-2005	<b>University of Konstanz, DE</b> Researcher at the Chair for Managerial Economics, in particular Firm Policy Formation (Prof. Dr. Oliver Fabel)

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### OTHER PROFESSIONAL ACTIVITIES

Reviewer for Small Business Economics, European Management Review, European Management Journal, International Small Business Journal, Journal of Business Venturing, Journal for Labour Market Research, Zeitschrift für Betriebswirtschaft (Journal of Business Economics)

Member of the Editorial Review Board of Small Business Economics

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### EDUCATION

2010	<b>University of Konstanz, DE</b> PhD (Dr. rer. pol.) in Economics
2004-2010	<b>University of Konstanz, DE</b> Doctoral Programme "Quantitative Economics and Finance"
2003	<b>University of Konstanz, DE</b> Degree in Economics (Diplom-Volkswirtin)
1999-2003	<b>University of Konstanz, DE</b> Study course in Economics
1999	<b>University of Konstanz, DE</b> Intermediate Exam in German Literature
1997-1999	<b>University of Konstanz, DE</b> Study course in Economics, German Literature and Italian Literature
1994-1997	<b>Kreissparkasse Aurich, DE</b> Vocational Training Bank Clerk

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**LANGUAGES**

German (mother tongue), English (very good, C1), Dutch (very good, C1)

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**TEACHING**

2012-2017	<b>Pforzheim University, DE</b> Seminar: Computer Based Methods for Quantitative Analysis in Business and Economics
2015-2016	<b>University of Birmingham, GB</b> Seminars as part of the courses "Small Business and Entrepreneurship" and "Developing an Entrepreneurial Opportunity"
2009-2012	<b>Pforzheim University, DE</b> Tutorials in Inductive and Descriptive Statistics
2005	<b>University of Konstanz, DE</b> Tutorials in Personnel Economics and Principles of Management

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**PUBLICATIONS****Publications in peer-reviewed journals**

Amoroso, Sara and Bettina Müller (2017), The Short-Run Effects of Knowledge Intensive Greenfield FDI on New Domestic Entry, *The Journal of Technology Transfer*, doi: 10.1007/s10961-017-9575-y.

Gottschalk, Sandra, Francis Greene, and Bettina Müller (2016), The Impact of Habitual Entrepreneurial Experience on New Firm Closure Outcomes", *Small Business Economics*, doi: 10.1007/s11187-016-9780-3.

Ayoub, Mark, Sandra Gottschalk, and Bettina Müller (2016), Impact of Public Seed Funding on Academic Spin-Offs, *Journal of Technology Transfer*, doi: 10.1007/s10961-016-9476-5.

Kaiser, Ulrich und Bettina Müller (2015), Skill Heterogeneity in Startups and its Development over Time, *Small Business Economics*, 45(4), 787-804, doi: 10.1007/s11187-015-9667-8.

Fryges, Helmut, Bettina Müller und Michaela Niefert (2014), Job Machine, Think Tank or Both? - What Makes Corporate Spinoffs Different?, *Small Business Economics*, 43(2), 369-391, doi: 10.1007/s11187-013-9540-6.

Boeters, Stefan und Bettina Müller (2003/04), Aggressive and Peaceful Behaviour in Contests - The Evolution of Strategies in a Dynamic Game, *RWI: Mitteilungen Quarterly* 54/55, 195-215.

**Work in Progress**

Müller, Bettina and Martin Murmann, Hiring for Innovation? Skill complementarities between founders and employees, targeted at *Journal of Business Venturing*.

Gottschalk, Sandra and Bettina Müller, Second Chance for Failed Entrepreneurs: A Good Idea?, targeted at *Strategic Entrepreneurship Journal*.

Müller, Bettina and Christoph Sajons, Is active case management the key to successful integration of refugees? Evidence from a field experiment in Germany.

**Discussion papers**

Müller, Bettina und Martin Murmann (2016), The Workforce Composition of Young Firms and Product Innovation - Complementarities in the Skills of Founders and Their Early Employees, ZEW Discussion Paper No. 16-074, Mannheim.

Müller, Bettina und Martin Murmann (2016), The Role of the 'Right' Skill Mix for the Innovation Performance of Young Firms in the Creative Industries, CRE8TV Project Deliverable DEL: 3.2.5(R).

Bersch, Johannes, Sandra Gottschalk, Bettina Müller und Michaela Niefert (2014), The Mannheim Enterprise Panel (MUP) and Firm Statistics for Germany, ZEW Discussion Paper No. 14-104, Mannheim.

Gottschalk, Sandra, Francis J. Greene, and Bettina Müller (2014), If You Don't Succeed, Should You Try Again? The Role of Entrepreneurial Experience in Venture Survival, ZEW Discussion Paper No. 14-009, Mannheim.

Benaim, Mickael, Bettina Müller, Bruce Tether and Simona Christina Wagner (2014), A Review of the Existing Methodologies that use Extant Data Sources to Map and Measure the CCI, CR8TV.EU Project Deliverable 1.0.2, Manchester, Mannheim.

Kaiser, Ulrich and Bettina Müller (2013), Team Heterogeneity in Startups and its Development over Time, ZEW Discussion Paper No. 13-058, Mannheim.

Müller, Bettina and Eva-Maria Scholz (2013), Entrepreneurial New and Small Firms in the CCIs – A Review of the Literature, CR8TV.EU Project Deliverable 3.2.1, Manchester, Mannheim.

Cerquera, Daniel und Bettina Müller (2009), Open Source, ICT Infrastructure and Firm Performance, ZEW Discussion Paper No. 09-089, Mannheim

Müller, Bettina (2009), Does Interdisciplinarity Lead to Higher Employment Growth of Academic Spinoffs?, ZEW Discussion Paper No. 09-087, Mannheim.

Müller, Bettina (2009), Ability Matching and Survival of Start-Ups, ZEW Discussion Paper No. 09-041, Mannheim.

Müller, Bettina (2008), Matching of Individuals for Start-Ups – A Test of the O-Ring Theory, ZEW Discussion Paper No. 08-112, Mannheim.

Müller, Bettina (2006), Human Capital and Successful Academic Spin-Off, ZEW Discussion Paper No. 06-081, Mannheim.

### **Monographs**

Müller, Bettina (2010), Human Capital in New Firms, Dissertation University of Konstanz.

### **Research reports**

Müller, B.; Bersch, J.; Gottschalk, S. (2017): Unternehmensdynamik in der Wissenswirtschaft in Deutschland 2015, Gründungen und Schließungen von Unternehmen, Gründungsdynamik in den Bundesländern, Internationaler Vergleich, Studien zum deutschen Innovationssystem, Berlin: EFI.

Bersch, Johannes, Sandra Gottschalk, Bettina Müller und Simona Christine Wagner (2016), Unternehmensdynamik in der Wissenswirtschaft in Deutschland 2014 - Gründungen und Schließungen von Unternehmen, Gründungsdynamik in den Bundesländern, Internationaler Vergleich, Akquisition von jungen Unternehmen als Innovationsstrategie, Studien zum deutschen Innovationssystem Nr. 3-2016, Berlin.

Müller, Bettina and Hannes Leo (2015), Socio-Economic Assessment of the Danube Region: State of the Region, Challenges and Strategy Development – Future Strategic Orientation of the EUSDR, Baden-Württemberg Ministry of Finance and Economics on behalf of the European Commission, Mannheim, Wien

Achtnicht, Martin, Bernhard Boockmann, Mariela Borell, Gabor Hunya, Günther Klee, Raimund Krumm, Bettina Müller, Dragos Pislaru, Roman Römisch and Hermine Vidovic (2015), Socio-Economic Assessment of the Danube Region: State of the Region, Challenges and Strategy Development - Final Report Part I Update, Baden-Württemberg Ministry of Finance and Economics on behalf of the European Commission, Mannheim, Tübingen, Wien.

Gassler, Helmut, Richard Sellner, Aliette Dörflinger, Cornelia Fürst, Karin Gavac, Kerstin Hölzl, Peter Voithofer, Bettina Müller und Christian Rammer (2015), Sechster Österreichischer Kreativwirtschaftsbericht, creativ wirtschaft austria, Wirtschaftskammer Österreich, Wien.

Müller, Bettina, Johannes Bersch und Sandra Gottschalk (2015), Unternehmensdynamik in der Wissenswirtschaft in Deutschland 2013 – Gründungen und Schließungen von Unternehmen, Gründungsdynamik in den Bundesländern, Internationaler Vergleich, Studien zum deutschen Innovationssystem Nr. 4-2015, Berlin.

Achtnicht, Martin, Bernhard Boockmann, Mariela Borell, Konstantin Gantert, Gabor Hunya, Marcus Kappler, Günther Klee, Raimund Krumm, Bettina Müller, Katja Neugebauer, Dragos Pislaru, Roman Römisch and Hermine Vidovic (2014), Socio-Economic Assessment of the Danube Region: State of the Region, Challenges and Strategy Development, Ministry of Finance and Economics Baden-Wuerttemberg on behalf of the European Commission, Mannheim, Tübingen, Wien.

Müller, Bettina, Christian Rammer, Friso Schlitte, Isabel Sünner und Christina Benita Wilke (2014), Bericht über die Situation der mittelständischen Wirtschaft in der Freien Hansestadt Bremen 2013, Senator für Wirtschaft, Arbeit und Häfen der Freien Hansestadt Bremen, Mannheim.

Müller, Bettina, Sandra Gottschalk, Michaela Niefert und Christian Rammer (2014), Unternehmensdynamik in der Wissenswirtschaft in Deutschland 2012 - Gründungen und Schließungen von Unternehmen, Gründungsdynamik in den Bundesländern, Internationaler Vergleich, Studien zum deutschen Innovationssystem Nr. 3-2014, Berlin.

Bersch, Johannes, Jürgen Egel, David Faustmann, Daniel Höwer, Bettina Müller und Martin Murmann (2014), Potenziale und Hemmnisse von Unternehmensgründungen im Vollzug der Energiewende, Bundesministeriums für Wirtschaft und Technologie, Berlin.

Müller, Bettina, Christian Rammer, Friso Schlitte, Isabel Sünner, Jan Wedemeier und Christina Benita Wilke (2014), Bericht über die Situation der mittelständischen Wirtschaft in der Freien Hansestadt Bremen 2013, Senator für Wirtschaft, Arbeit und Häfen, Bremen.

Müller, Bettina, Johannes Bersch, Michaela Niefert und Christian Rammer (2013), Unternehmensdynamik in der Wissenswirtschaft in Deutschland 2011. Gründungen und Schließungen von Unternehmen - Internationaler Vergleich - Beschäftigungsbeitrag von Gründungen - Vergleich von Datenquellen mit Informationen zu Gründungen, Studien zum deutschen Innovationssystem, Nr. 4-2013, Berlin.

Egel, Jürgen, Helmut Fryges, Diana Heger, Daniel Höwer, Georg Licht und Bettina Müller (2013), Gründungsaktivitäten im Hightech-Bereich in Baden-Württemberg, Ministerium für Ländlichen Raum und Verbraucherschutz des Landes Baden-Württemberg, Mannheim.

Egel, Jürgen, Helmut Fryges, Daniel Höwer, Bettina Müller und Kathrin Müller (2012), Wachstumsbedingungen bzw. Wachstumshemmnisse für junge Unternehmen, Studien zum deutschen Innovationssystem, Nr. 14-2012, Berlin.

Rammer, Christian und Bettina Müller (2012), Start-Up Promotion Instruments in OECD Countries and Their Application to Developing Countries, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, Bonn.

Müller, Bettina, Christian Rammer und Sandra Gottschalk (2012), Unternehmensdynamik in der Wissenswirtschaft in Deutschland 2010, Gründungen und Schließungen von Unternehmen – Internationaler Vergleich, Studien zum deutschen Innovationssystem Nr. 7-2012, Berlin.

Egel, Jürgen, Sandra Gottschalk, Daniel Höwer und Bettina Müller (2012), Existenzgründungsgeschehen in Bayern, Bayerisches Staatsministeriums für Wirtschaft, Infrastruktur, Verkehr, Technologie, Mannheim.

Müller, Bettina und Daniel Höwer (2011), High-Tech-Gründungen in Deutschland 2011, in Zusammenarbeit mit Microsoft, Mannheim.

Heger, Diana, Daniel Höwer, Bettina Müller und Georg Licht (2011), High-Tech-Gründungen in Deutschland – Von Tabellenführern, Auf- und Absteigern: Regionale Entwicklung der Gründungstätigkeit, in Zusammenarbeit mit Microsoft, Mannheim.

Müller, Bettina, Michaela Niefert, Christian Rammer und Sandra Gottschalk (2011), Unternehmensdynamik in der Wissenswirtschaft in Deutschland 2009, Gründungen und Schließungen von Unternehmen - Unternehmensdynamik in den Bundesländern - Internationaler Vergleich, Studien zum deutschen Innovationssystem Nr. 10-2011, Berlin.

Voithofer, Peter, Judith Eidenberger, Nina Leheyda, Jenny Meyer, Bettina Müller, Christian Rammer, Margit Vanberg, Florian Holzinger und Julia Schmidmayer (2010), Vierter Österreichischer Kreativwirtschaftsbericht, REMAprint Druck- und Verlagsges. m.b.h., Wien.

Bertschek, Irene, Benjamin Engelstätter, Bettina Müller, Jörg Ohnemus und Katrin Schleife (2008), Auslagerung von Geschäftsprozessen (BPO), Unternehmensbefragung Sommer 2008 in Baden-Württemberg, FAZIT-Schriftenreihe, Forschungsbericht Bd. 18, Stuttgart.

Bertschek, Irene, Benjamin Engelstätter, Bettina Müller, Jörg Ohnemus und Tobias Vogelmann (2008), Unternehmenssoftware und eingebettete Systeme, Unternehmensbefragung Herbst/Winter 2007 in Baden-Württemberg, FAZIT-Schriftenreihe, Forschungsbericht Bd. 11, Stuttgart.

Müller, Bettina, Jörg Ohnemus und Katrin Schleife (2007), Im Fokus: Intralogistik, Unternehmensbefragung November/Dezember 2006 in Baden-Württemberg, FAZIT-Schriftenreihe, Forschungsbericht Bd. 8, Stuttgart.

Bertschek, Irene, Bettina Müller, Jörg Ohnemus, Katrin Schleife und Tobias Schmidt (2006), E-Business in Baden-Württemberg, Unternehmensbefragung im Juni/Juli 2006, FAZIT-Schriftenreihe, Forschungsbericht Bd. 4, Stuttgart.

Bertschek, Irene, Bettina Müller, Jörg Ohnemus and Katrin Schleife (2006), IT-Outsourcing, Internationalisierung und flexible Arbeitsorganisation: Strategien im Zeitalter der Globalisierung, Unternehmensbefragung Herbst 2005 in Baden-Württemberg, FAZIT-Schriftenreihe, Forschungsbericht Bd. 2, Stuttgart.

## **EXTERNALLY FUNDED PROJECTS**

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Evaluation Integration Management in Baden-Württemberg

Commissioned by: Ministry of Social Affairs and Integration Baden-Württemberg

Duration: 01.05.2018-31.02.2019

Evaluation Dutch Innovation Credit 2012-2017

Commissioned by: Dutch Ministry of Economic Affairs and Climate

Duration: 01.05.2018-14.09.2018

Evaluation priority Low Carbon Economy Operational Program South

Commissioned by: Province of North-Brabant

Duration: 03.04.2018-31.08.2018

Drafting of an Evaluation Plan for an Impact Analysis of Support to R&D&I in accordance with the European Commission's Guidelines

Commissioned by: Flanders Innovation and Entrepreneurship

Duration: 15.10.2017 - 30.01.2018

Mid-term Evaluation Dutch DHK/DHI-Regulation

Commissioned by: Netherlands Enterprise Agency (RVO)

Duration: 15.08.2017 - 30.11.2017

Firm Dynamics in the Knowledge Economy - Indicator Study 2017

Project leader

Commissioned by: Expert Commission for Research and Innovation (EFI) Berlin

Duration: 01.06.2016 - 31.03.2017

Firm Dynamics in the Knowledge Economy - Indicator Study 2016

Project leader

Commissioned by: Expert Commission for Research and Innovation (EFI) Berlin

Duration: 01.06.2015 - 31.03.2016

Firm Dynamics in the Knowledge Economy - Indicator Study 2015

Project leader

Commissioned by: Expert Commission for Research and Innovation (EFI) Berlin

Duration: 01.06.2014 - 31.03.2015

Demand-side Analysis of the Economic Role of Creative Industries

Commissioned by: Creative Industries Austria, The Austrian Federal Economic Chamber, Vienna

Duration: 01.12.2013 - 31.12.2014

Socio-Economic Assessment of the Danube Region: State of the Region, Challenges and Strategy Development

Project leader

Commissioned by: Ministerium für Finanzen und Wirtschaft Baden-Württemberg (MFW), Stuttgart on behalf of the European Commission, DG Regio

Duration: 01.07.2013 - 31.10.2015

Firm Dynamics in the Knowledge Economy - Indicator Study 2014

Project leader

Commissioned by: Expert Commission for Research and Innovation (EFI) Berlin

Duration: 01.05.2013 - 31.03.2014

Potentials and Barriers for Start-ups in the Implementation of the Energiewende

Commissioned by: Federal Ministry of Economics and Technology (BMWi) Berlin

Duration: 26.03.2013 - 11.10.2013

2013 Report on the SME Sector in the Federal State of Bremen

Commissioned by: Senator for Economics, Labour and Ports Bremen

Duration: 01.03.2013 - 31.10.2013

Creativity for Innovation and Growth in Europe  
Work package project leader  
Funded by: European Commission, DG Research and Innovation  
Duration: 01.02.2013 - 31.05.2016

Start-ups in the ICT-Sector  
Project leader  
Commissioned by: BITKOM Federal Association for Information Technology, Telecommunications and New Media, Berlin  
Duration: 01.09.2012 - 30.11.2012

Firm Dynamics in the Knowledge Economy - Indicator Study 2013  
Project leader  
Commissioned by: Expert Commission for Research and Innovation (EFI) Berlin  
Duration: 01.07.2012 - 31.03.2013

Firm Foundation Activities in Bavaria  
Commissioned by: Bavarian State Ministry of Economic Affairs, Infrastructure, Transport and Technology, Munich  
Duration: 01.02.2012 - 30.09.2012

Firm Foundation Activities in Baden-Wuerttemberg's Hightech Sector  
Commissioned by: Ministry of Rural Affairs and Consumer Protection Baden-Württemberg  
Duration: 01.02.2012 - 31.12.2012

International Comparison of Firm Foundations – A Systematic Evaluation of Available Data Sets  
Project leader  
Funded by: ZEW Sponsors' Association for Science and Practice  
Duration: 01.10.2011 - 15.09.2012

Start-up Promotion Instruments in OECD Countries and their Application to Developing Countries  
Commissioned by: Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH  
Duration: 01.06.2011 - 31.10.2011

High-Tech Start-ups in Germany 2011  
Commissioned by: Microsoft Germany GmbH  
Duration: 01.08.2011 - 30.11.2011

Conditions and Barriers for Growth of Young Enterprises  
Commissioned by: Expert Commission for Research and Innovation (EFI) Berlin  
Duration: 01.04.2011 - 29.02.2012

Report on Creative Industries in Vienna  
Commissioned by: Austrian Institute for SME Research  
Duration: 01.11.2010 - 15.12.2010

High-Tech Start-ups in Germany 2010  
Commissioned by: Microsoft Germany GmbH  
Duration: 01.06.2010 - 31.01.2011

Organizational models and the creation of value in Austria's Creative Industries  
Commissioned by: Creative Industries Austria, The Austrian Federal Economic Chamber, Vienna  
Duration: 15.03.2010 - 15.10.2010

Corporate Governance and Structures of Qualification in Higher Education  
Funded by: German Research Foundation (DFG) Bonn  
Duration: 01.09.2005 - 31.08.2008

FAZIT Research Project for Current and Future-Oriented IT and Media Technologies and their Use in Baden-Württemberg  
Funded by: Federal State of Baden-Württemberg  
Duration: 01.01.2005 - 31.03.2009

Mannheim, April 2019