

**Nikos**

Dutch Institute for  
Knowledge Intensive Entrepreneurship

**University of Twente**

# Knowledge circulation at MEPhI / Nikos

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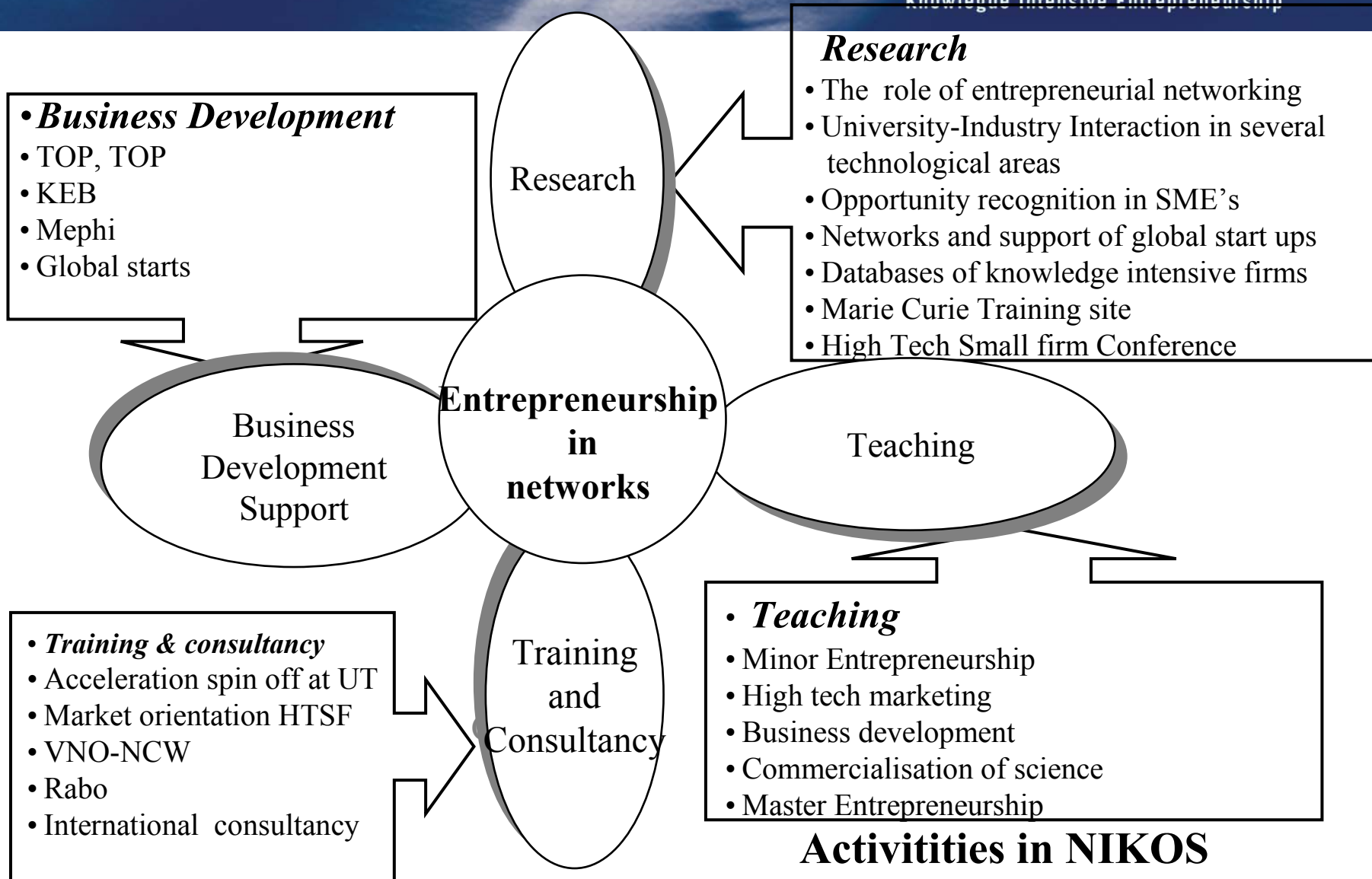
**University of Twente**  
*The Netherlands*

## Personal history

- Mechanical Engineering
- Industrial Engineering
- Business developer Nikos
- Researcher University of Twente;  
strategic behavior of knowledge  
intensive start ups

## Central Mission of NIKOS

*Becoming a broadly recognized center of excellence within 5 years on the terrain of knowledge intensive entrepreneurship. By researching, teaching on, consulting and supporting venturing and business development processes in new and existing firms in socio-economic and technological networks.*



## Activities in NIKOS

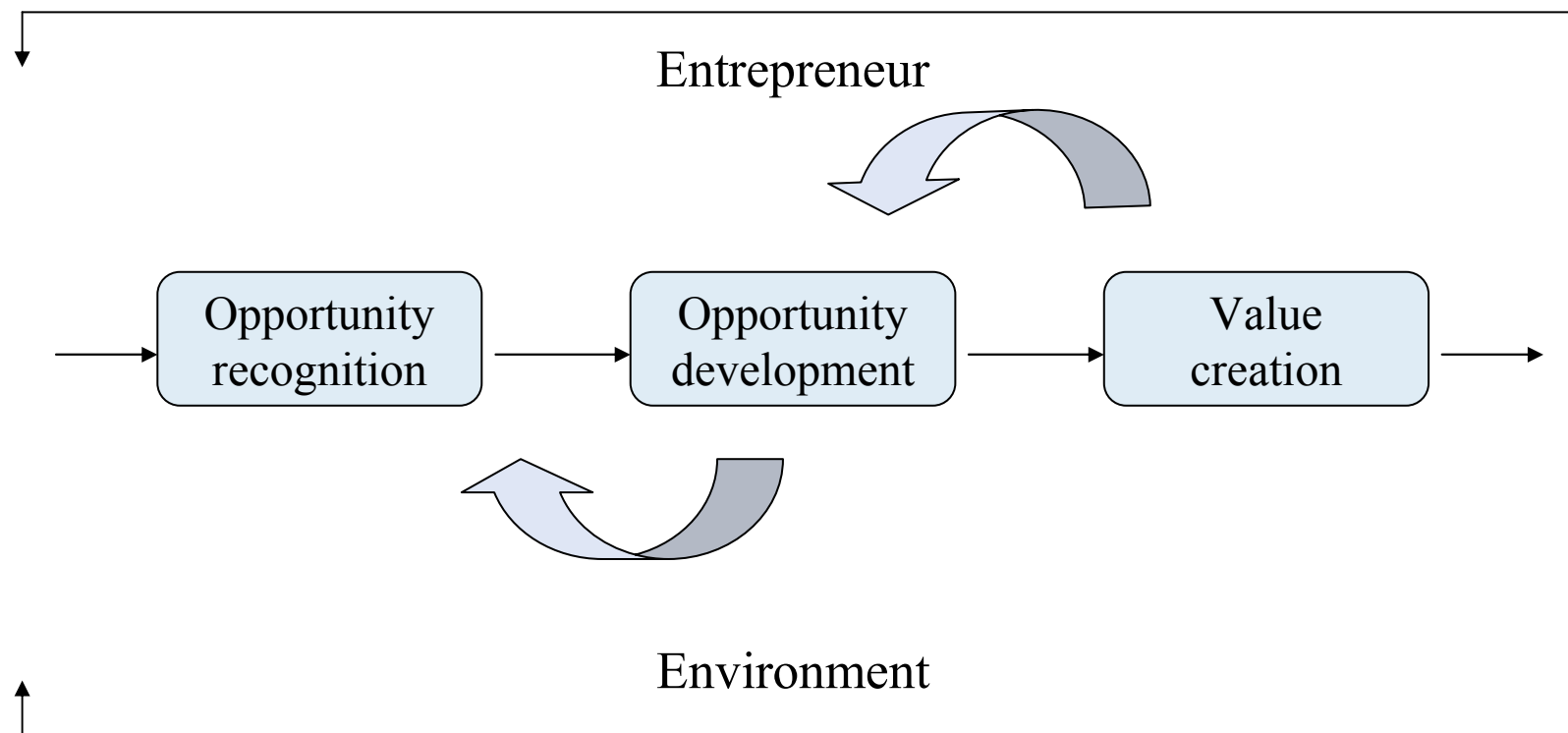
## Researching entrepreneurship

- *Describing, experimenting with, and explaining differences in patterns of knowledge intensive entrepreneurship*
- *How are entrepreneurial opportunities seized and by whom and why?*
- *Can we support these processes in a meaningful way?*

# Research

- Knowledge intensive entrepreneurship in networks
- Social system perspective, action, construction of entrepreneurial processes
- Quasi-experiments
- Qualitative and quantitative methods

# The entrepreneurial process



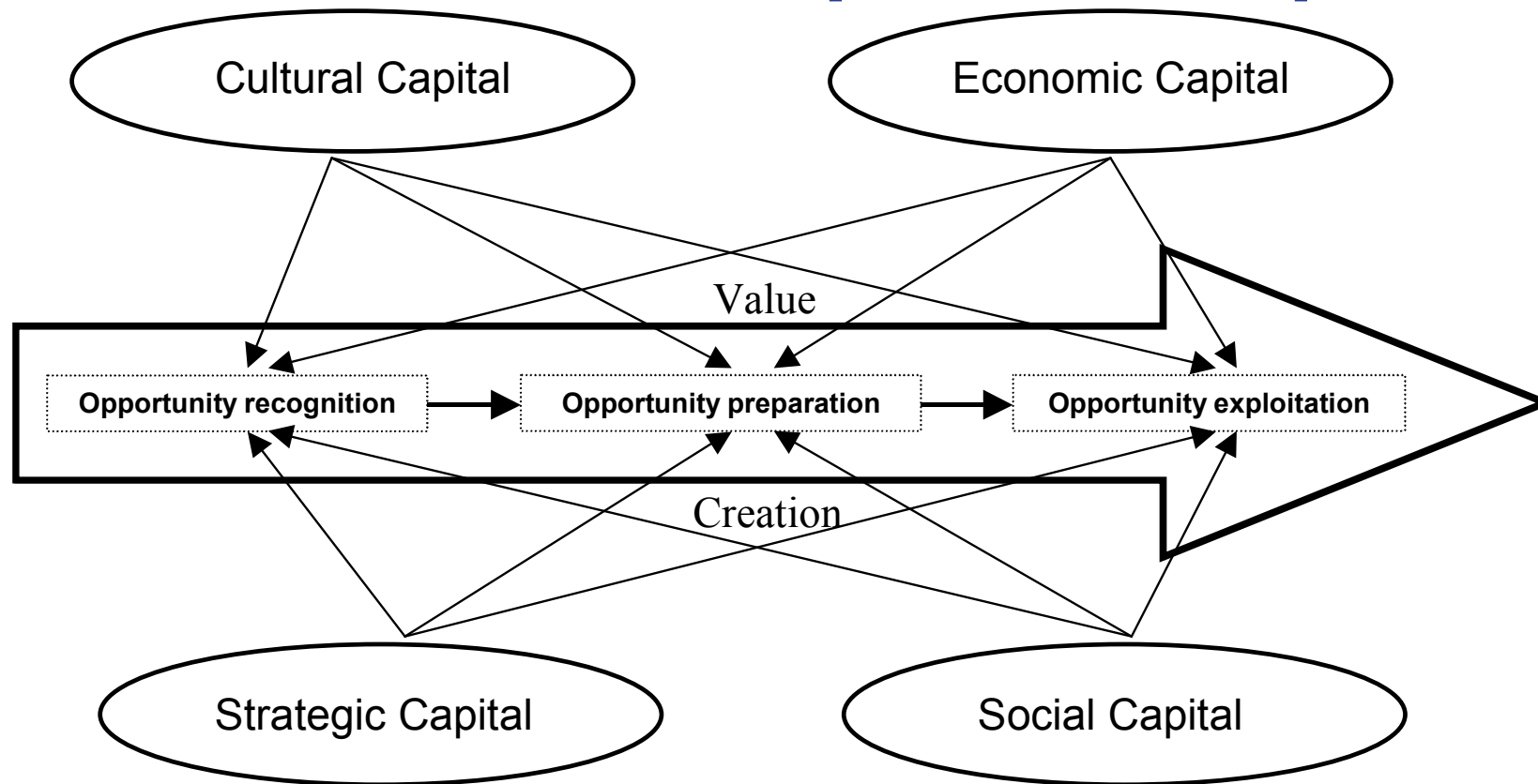
# Social system approach on entrepreneurial processes

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- A social system originally was defined as:
- *“....a social system consists in a plurality of individual actors interacting with each other in a situation which has at least a physical or environmental aspect, actors who are motivated in terms of a tendency to the "optimization of gratification" and whose relation to their situations, including each other, is defined and mediated in terms of culturally structured and shared symbols"(Parsons 1964,pp.5-6)*

# Social system based process model of Entrepreneurship



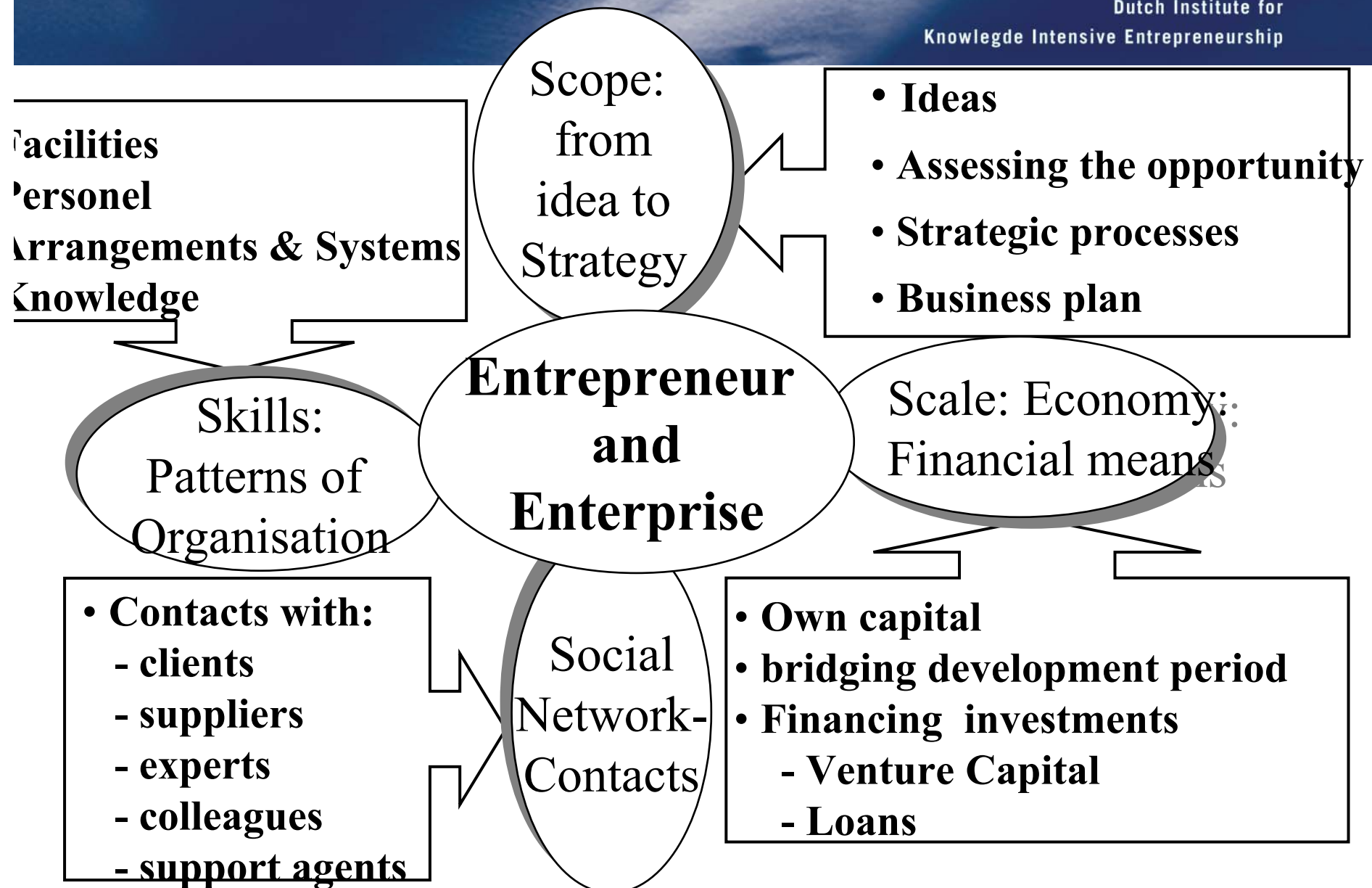
## Stimulating Entrepreneurship

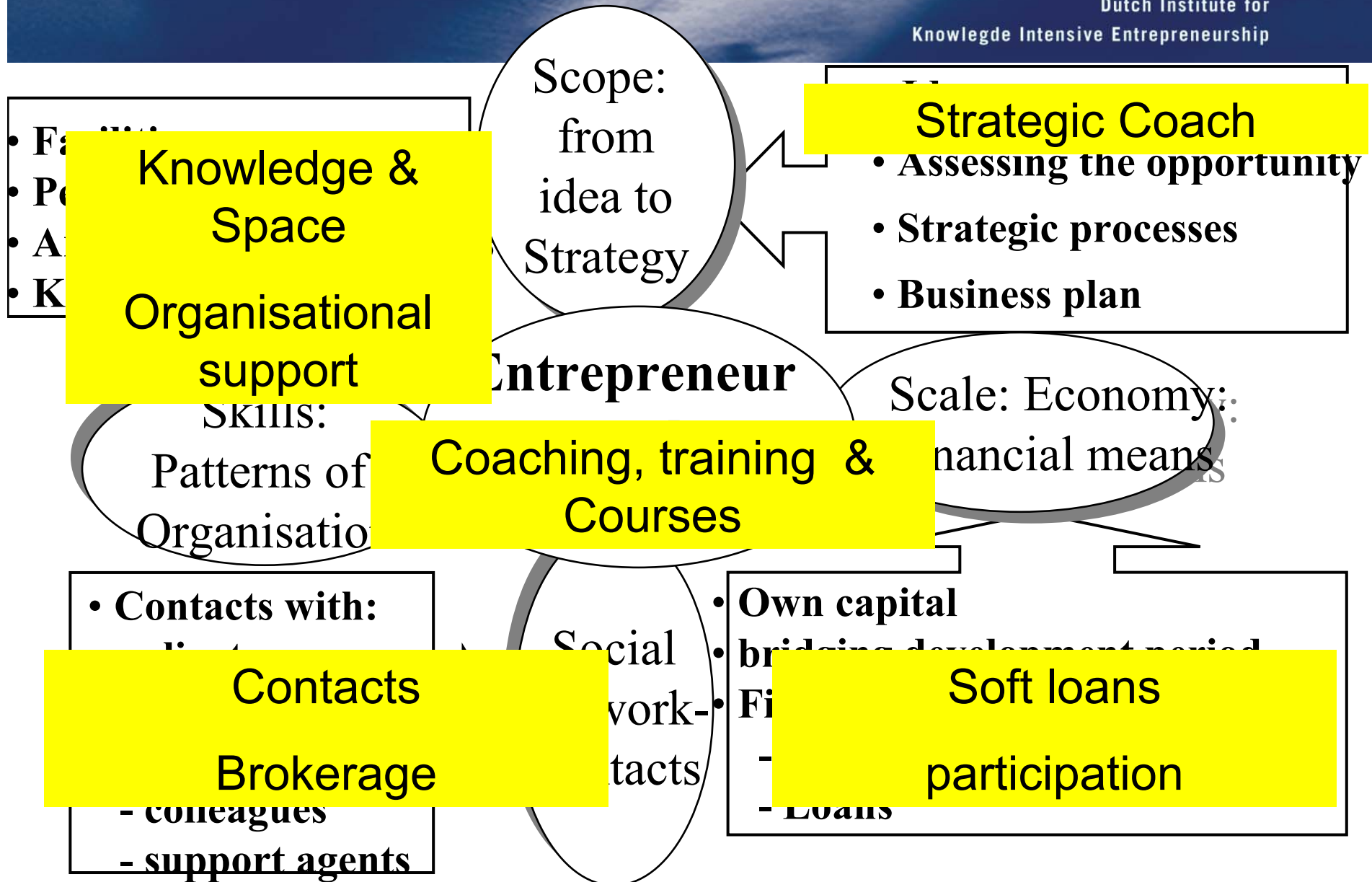
- Entrepreneurship is an engine of the economy
- New companies often have to be built on relative new and probably small networks and little other resources
- Entrepreneurial networking becomes an issue
- How to set up support networks to enhance existing and new entrepreneurial activity? More specifically what is the role of an incubation system?

# What are the needs of an entrepreneur?

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## Some results

- TOP arrangement 15 years:
  - Scientific and business coaching
  - Workspace at department of interest or BTC incubator building
  - interest free loan 13.000 euro
  - networking possibilities
- Results
  - 400 companies
  - 300 survived
  - 3000 fte mainly in Twente

## Results

- TKT: Technology Circle Twente  
120 technology driven firms  
cooperation oriented  
networking for better visibility in a.o. netlab
- Netlab is under construction as a promotion tool for the possibilities of R&D by joined efforts of UT-institutes on nano-, process, laser, biomed. Technologies
- BTC-incubator first in NI. 21 years old 400 firms stayed there 3,5 years (mean)
- Innofonds: venture capital for high tech start ups

## MEPhI / Nikos

- MEPhI is interesting in enhancing the infrastructure for knowledge circulation
- Nikos is interesting in Business development networks, especially within a technological highly developed environment like MEPhI

## MEPhI / Nikos 2006-2008

- Creation of an institutional infrastructure to serve the development and implementation of educational courses in the area of innovation management, high tech entrepreneurship and technology transfer;
- Enhancement of knowledge and competences of the university staff and students in relation to development and realization of scientific products on a market oriented basis.

## Results

- A two tier curriculum on curriculum on innovation management, entrepreneurship and technology transfer according to the standards set in the framework of the Bologna process;
- Policy recommendations based on research outcomes concerning the development of an institutional infrastructure for technology transfer and commercialisation of scientific products;
- An In-service Training Centre (at MEPhI) for disseminating results to other Russian technical universities;
- A group of MEPhI staff members (tutors) capable to independently implement an in-service training programme in the field of technology transfer and commercialisation of scientific products for professors and researchers of other technical universities in the Russian Federation.

# Questions and remarks?

Contact

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