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Date of Birth 1st April 1961 in Isfahān /Iran

Marital Status married, two children

Academic Experiences

Since 11/2014 **Technische Universität Braunschweig and Ostfalia University**
Regular professorship of joint chair for Entrepreneurship at Technical University Braunschweig and Ostfalia University for Applied Sciences

06/2009 – 10/2014 **Technische Universität Braunschweig and Ostfalia University**
Endowed Professorship Entrepreneurship and Business Creation at Technical University Braunschweig and Ostfalia University for Applied Sciences

Since 2012 Director of German Federal Government funded “EXIST IV-Program” at Technische Universität Braunschweig and Ostfalia University, recognized as “**Entrepreneurial University**”

Since September 2014 Conceptualization & Implementation of MBA-Program “**Entrepreneurship & Innovation Management**”

09/2000 – 05/2009 **Ostfalia University for Applied Sciences**
Professor for business administration, internet economy and e-business at Ostfalia University for Applied Sciences

1994 – 1998 **Technische Universität Braunschweig**
Research assistant at the Institute for Economics

1998 PhD in the field of Growth & Innovation Economics with references to Iranian economy

1989 -07/1994 **Studies Business Computer Science, TU Braunschweig**

Degree 'Diplom-Wirtschaftsinformatiker', grade: magna cum laude

Entrepreneurship Projects

- Conceptualization and Implementation the first university owned Venture Capital Corporate in Federal State Lower Saxony "Academic Ventures GmbH & Co KG" .
 - CEO of Academic Ventures GmbH & CO KG since 2012
 - Member of the jury of the start-up competition: KPMG Smart Start Award 2017, Hannover
 - Director of the Entrepreneurship Centers at Ostfalia University of Applied Sciences (<http://www.entrepreneurship-center.de>)
 - Member of the jury of the start-up competition „Gründer-Garage“ initiated by Google Germany and Stiftung Entrepreneurship, Berlin, 2012
 - Member of the jury of the start-up competition „Idee 2012“ initiated by Wolfsburg AG and Region Braunschweig
 - Head of the project „Campus Entrepreneurship“, funded by the MWK (Ministry of Science, Research and the Arts) in the framework of the programme „Gründer Campus“, project duration 2010-2013, funding amount 190.000,- €
 - Head of the accompanying research for the project „Nachfolgemoderation“ (process of succession), funded by the Ministry of Economics. Participating are all Chamber of Trades in Lower Saxony as well as the Chamber of Industry and Commerce (IHK) Lüneburg-Wolfsburg, 2011-2013
 - Head of the project „FastBiz“, funded by the MWK (Ministry of Science, Research and the Arts) in the framework of the programme „Verwertungs-Spinoff“, project duration 2011-2013
 - Head and management of the project „KMU-Management“ (www.kmu-management.de) funded by the European Social Fund (ESF). In the frame of the project, running from 2003 to 2007, in cooperation with der Chamber of Trades in Braunschweig, relevant know how in the areas of business administration and law was provided by means of online seminars and classical presence events for the target group of potential start-ups in the region.
 - Project „KMU-Management International“ (www.kmuinternational.de), funding amount 340.000 €. Target of the project was to assist and support SMEs in Lower Saxony in the successful opening up of new European and international markets by using new media and e-commerce. Project start: 1st June 2008, project duration: 3 years.
 - Survey: an empirical study on the potential for start-ups among the student bodies of Ostfalia University of Applied Sciences and Technical University TU Braunschweig, 2012
 - Survey: an empirical study on the potential for start-ups among the student bodies of Ostfalia University of Applied Sciences and Technical University TU Braunschweig and Technical University Clausthal, 2011
 - Survey: an empirical study on the potential for start-ups among the student body of the University of Applied Sciences Braunschweig/Wolfenbüttel, conducted within the frame of the project 'KMU-Management' 2005
 - Varied expert opinions for technology oriented start-ups
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International Teaching Assignments

2007-2009 University of Wisconsin-Milwaukee (UWM), School of Information Studies

Summer terms 2008 & 2009 Technical University Sofia, Bulgaria

International Conferences

- 2016 3rd International Conference on Entrepreneurship (ICE 2016), University of Tehran, 2nd-3rd February 2016, Iran
- 2013 Annual Conference of United States Association of Small Business and Entrepreneurship (USASBE), January 2013, San Francisco USA
- 2011 Annual Conference of United States Association of Small Business and Entrepreneurship (USASBE), January 2011, SC USA
- 2011 5th European Conference on Innovation and Entrepreneurship ECIE 2010, Athens (Greece)
Annual Conference of United States Association of Small Business and Entrepreneurship (USASBE), January 2010, Nashville USA
- 2009 Annual Conference of United States Association of Small Business and Entrepreneurship (USASBE), January 2009, Orange County USA
- 2007 International Conference on E-Business and Economic Development, International Telecommunication Union (ITU), UN, Geneva, May 2007
African Information Ethics Conference, University of Pretoria, South Africa, Feb. 2007
- 2005 World Summit of Information Society (WSIS) der UNO, Tunis, November 2005
German-Chinese Symposium on Commercial Law at the Tongji University in Shanghai, China, September 2005

Selected Publications

- The impact of Entrepreneurship Governance and institutional framework on knowledge-based spin-offs, 2017 (planned)
- Political Entrepreneurship, in: Handbuch Entrepreneurship, Günter Falting (Hrsg.), Springer Verlag, 2016
- The role of universities in fostering knowledge-intensive start-ups, International Conference on Industrial Management 2015, Singapore
- Crowd Funding, How German Start-ups evaluate Crowd-Funding, An Empirical Research, Entrepreneurship Center, 2015 (with Wilgeroth, D.)
- Erfolgsrezept: Geschäftsmodell, studi 38, Issue 14, 2013
- Gründerstipendium, studi 38, Issue 13, 2013
- Silicon Valley, studi 38, Issue 12, 2013
- Entrepreneurial University, studi 38, 7/2013 Braunschweig
- Social Entrepreneurship, studi 38, 6/2012, Braunschweig
- Spin-offs als Bindeglied, studi 38, 5/2012, Braunschweig
- Innovation als Wirtschaftsmotor, studi 38, 4/2012, Braunschweig
- Gründung mit Komponenten, studi38, 3/2011, Braunschweig
- Entrepreneurship als Wachstumsmotor, studi38, 2/2011, Braunschweig
- Entrepreneurship, studi38, 1/ 2010, Braunschweig

- Significance and Impact of Internet on the Entrepreneurial Process: E-Entrepreneurship and Completely Digital Entrepreneurship (with Gedeon, S.). In: Kakouris, A. - Proceedings of the 5th European Conference on Innovation and Entrepreneurship ECIE 2010, Athens (Greece), 2010
- Konventionen unbedingt brechen: Bestimmungsfaktoren nachhaltiger Unternehmensgründung. In: *economag*, Wissenschaftsmagazin für Betriebs- und Volkswirtschaftslehre. 07/2010 (with Becks, M.)
- Wachstumschancen ländliche Räume durch den Einsatz des mobilen Internets – Ein Konzept zur Stärkung ländlicher Regionen in Niedersachsen durch Integration innovativer, breitbandbasierter Applikationen, Mai 2010, (with Becks, M.)
- Entrepreneurship, in: *Wirtschaftsstudium*, 12/2009 (with Becks, M.)
- E-Business, Software und Support Verlag, September 2008, Frankfurt
- Die EU-Dienstleistungsrichtlinie als Motor der Verwaltungsmodernisierung, in: *Deutsche Verwaltungspraxis*, Heft 12, Dezember 2008 (with Pautsch, A.)
- Die Zukunft ist Hybride, in: *eCommerce Magazin*, 05/08
- Interkommunale Kooperation auf IT-Basis schafft neue Beteiligungsmöglichkeiten, in *DEMO*, 5/2008
- Web 2.0, in: *eCommerce Magazin*, 2/2008
- Von kleinen Kommunen lernen, (with A. Memmert), in: *Der neue Kämmerer*, 5/2007
- Grüne IT, in: *eCommerce Magazin*, Nr. 6/2007
- E-Government in Deutschland, status quo, in: *eCommerce Magazin*, Nr. 5, 2007,
- Open Source Einsatz in Kommunen, in: *Kommune21*, Nr. 6, 2007
- E-Government in China and in Deutschland: Was können beide Länder voneinander lernen?, in: Huck, Winfried (Hrsg.) *Deutsch-Chinesisches Wirtschaftsrecht Symposium*, 2007
- Der Staat hinkt hinterher (Gastkommentar zum Thema: Deutschland in der Informationsgesellschaft), in: *Braunschweiger Zeitung*, Nr. 127, 4..6.2007
- E-Government in der Praxis (Hrsg.), 2005, Frankfurt
- E-Government, in: *Wirtschaftsstudium*, Feb. 2004

Organized Conferences

2017	High-Tech Entrepreneurship & Innovation Forum, Technische Universität Braunschweig, July 2017
2007	E-Government Days 2007, FH Braunschweig/Wolfenbüttel, under the auspices of the Interior Minister of Lower Saxony, Uwe Schünemann, November 2007
2006	E-Government Day 2006, under the auspices of the Federal Minister of the Environment, Sigmar Gabriel, FH Braunschweig/Wolfenbüttel, November 2006
2005	E-Government Day 2005, FH Braunschweig/Wolfenbüttel, December 2005
2004	E-Government Day, FH Braunschweig/Wolfenbüttel, under the auspices of Wilhelm Schmidt (Member of the German Bundestag), FH Braunschweig/Wolfenbüttel, November 2004
2003	E-Government Conference, Mai 15th, 2003, Salzgitter Key Speaker: Dr. Wewer, Minister of State in the German Federal Ministry of the Interior
2003	Informationstechnologie und E-Business Messe für den Mittelstand (Information Technology and E-Business fair for SME) (ITEMM 2003), under the auspices of the Minister of Economic Affairs of Lower Saxony, Walter Hirche November 20 th /21st, 2003

- 2002 Informationstechnologie und E-Business Messe für den Mittelstand (Information Technology and E-Business fair for SME) (ITEMM 2002), under the auspices of the Prime Minister of Lower Saxony, Sigmar Gabriel
April 21st/22nd, 2002, 40 exhibitors, 32 expert lectures, ca. 600 visitors, Salzgitter
- 2000 Digital Business - Challenges of the Internet Age for Companies, FH Braunschweig/Wolfenbüttel, December 2000

Memberships

- Peter Drucker Society Europe
- European Association for Evolutionary Political Economics (EAEPE)
- United States Association for Small Business and Entrepreneurship (USASBE) (www.usasbe.org)
- Association for Evolutionary Economics
- FGF Förderkreis Gründungs-Forschung e.V. (promotional circle for start-up research)
- Member of the executive board of BANSON (Business Angel Network South-East Lower Saxony)
- Member of the board of trustees of Consult One Management Consulting e. V.

Language Skills

German: almost native speaking

English: highly proficient in spoken and written English

Persian: native speaking

Braunschweig, March 2017