

Prof. Dr. Harald F. O. von Kortzfleisch  
*(Editor)*

# Scientific Entrepreneurship

Reflections on Success of 10 Years EXIST

With a Preface by Dr. Johannes Veiling,  
Federal Ministry of Economics and Technology

LIECHTENSTEIN  
Btbhothek



## Table of Contents

1. Scientific Entrepreneurship: Introduction and Overview.....1	
<i>Harald F. O. von Kortzfleisch</i>	
EXIST AT A GLANCE.....19	
2. The Emergence of Academic Entrepreneurship at Wuppertal University - A Case Study.....19	
<i>Sean Patrick Sa&amp;mannshausen, Christine Volkmann</i>	
3. Growth and Sustainability of Academic Entrepreneurship at Wuppertal University -A Case Study Continues.....41	
• <i>Sean Patrick Sa&amp;mannshausen, Christine Volkmann</i>	
COLLABORATION AND NETWORKS.....63	
4. Two Universities -Two Agencies: Unity in Diversity.....63	
<i>Kurt-Dieter Koschmieder, Matthias Maier, Christiane Killian</i>	
5. Motivating Business Start-Ups in Saarland (METiS).....77	
<i>Wolfgang Lorenz</i>	
6. Humboldt Spin-Off: Driving Entrepreneurial Spirit and Building Bridges between Science and Business at Humboldt-Universität zu Berlin.....89	
<i>Martin Mann</i>	
7. Scientific Entrepreneurship as Part of an Integrated Concept for Commercialization of Research, Science and Technology: The hep-Project of the Hamburg Universities.....105	
<i>Helmut Thamer</i>	
8. The START Network for Intra- Entrepreneurship e.V. - Kassel Results and Conclusions from the EXIST-Funded START Project 2002 - 2005.....115	
<i>Klaus Nathusius</i>	

9. Promotion of University Spin-Offs in Regional Networks.....	135
<i>Michael Schuricht, Ann-Christine Schulz, Alexander T. Nicolai</i>	
IDEA ENGINEERING AND MATCHING.....	149
10. Scidea - Scientific Ideas: An EXIST-III Transfer-Project of Martin-Luther-University Halle-Wittenberg.....	149
<i>Reinhard Neubert, David Biunck, Falk Ritschel, Ulf-Marten Schmieder</i>	
11. Developing and Implementing a Start-Up and Team Skills Laboratory for Functionally Heterogeneous Teams at the Brandenburg University of Technology Cottbus.....	159
<i>Alexandra Rese, Daniel Baier</i>	
12. Scientific Entrepreneurship and Entrepreneurial Design Thinking in Koblenz-The KOpeE Project.....	177
<i>Harald F. O. von Kortzfleisch, Kornelia van der Beek, Ilias Mokanis, Dorothee Zerwas</i>	
COUNSELING AND EDUCATION.....	197
13. Start-Up Counseling at Universities: The EXIST Program in Troubled Waters.....	197
<i>Brigitte Halbfas, Wolfgang Kuhn, Miriam Thielemann</i>	
14. Scientific Entrepreneurship: Raising Awareness of Entrepreneurship - Strategies and Experiences.....	207
<i>Marion Titgemeyer, Gerold Holtkamp</i>	
15. Science to Market: A New Approach in Entrepreneurship Education at the University of Applied Sciences Jena.....	221
<i>Heiko Haase, Anika Thomas, Arndt Lautenschlager</i>	

16. International Scientific Entrepreneurship Education: The start.on.top-Project at the Clausthal University of Technology.....	235
<i>Wolfgang Pfau, Jens Hilgedieck</i>	
17. Field Report: Entrepreneurial Postgraduate Education at the University of Potsdam.....	245
<i>Dieter Wagner, Enrico Sass, Kuang Dai</i>	
18. The Pre-Start-Up Process of Students in Germany - An Empirical Study.....	253
<i>Walter Ruda, Bernhard Schu</i>	
19. Motivation and Responsibility: the MORE Project at the Munich University of Applied Sciences.....	283
<i>Klaus Sailer</i>	
INTERNATIONALIZATION AND GROWTH.....	293
20. International Entrepreneurship amongst Scientists: Insights from the Thuringian GET UP Network.....	293
<i>Arndt Lautenschlager, Heiko Haase</i>	
21. High-Expectation Entrepreneurship (HEE)- Strategic Planning for High-Growth Start-Ups.....	305
<i>Matthias Raith, Thorsten Staak, Helge Wilker</i>	
22. A New Approach to Scientific Entrepreneurship: The GO:Incubator Project at the University of Potsdam.....	323
<i>Dieter Wagner, Dana Mietzner</i>	