



## WORK EXPERIENCE

- Since 2011 National Research University – Higher School of Economics, Institute for Statistical Studies and Economics of Knowledge, Deputy Head and Research Professor Research Laboratory for Science and Technology Studies
- major projects:
- Conceptual work on Foresight studies
  - Science, technology and innovation policy governance
  - Science, technology and innovation policy instruments and implementation
  - Intellectual property management
  - Open innovation
  - Innovation indicators
- major duties:
- Unit building and management
  - Project management / team management
  - Supervision
- 2009 - 2010 T.A. Cook Consultants, Head of Unit Industry Studies and Research
- major projects:
- Industry analysis petrochemical industry
  - Offshore windpower - operations and maintenance strategies
  - RFID - potentials for maintenance in capital intensive process industry plants
- major duties:
- Unit building and management
  - Project management / team management
  - Subcontractor management
- since 2009 independent consultant to Organisation for Cooperation and Economic Development (OECD)
- major projects:
- Globalization of R&D and innovation – challenges for national innovation systems
  - Uptake of technology for regional economic development
  - Commercialization of public research results in the light of open innovation
  - Spillovers from research and science
- 2006 -2009 Swiss Science and Technology Council (SSTC)  
(since April 2008 presidential bureau SSTC; November 2006-March 2008 affiliated Center for Science and Technology Studies)
- major projects:
- Foresight studies in OECD and ERA countries;
  - New forms of industry-science collaboration;
  - Public Private Partnerships as means of R&D collaborations;

- Strength, weaknesses, opportunity, threats analysis of Swiss national innovation system
- Open innovation and globalization

major duties:

- Representation of Switzerland in working parties especially OECD
- Management of SSTC working party on innovation and technology policy
- Project management / team management

2004 – 2006

Proneos GmbH,

major projects:

- Technology assessment and evaluation of projection systems in automotive applications;
- Private Sector Interaction in the Decision Making Processes of Public Research, study on behalf of European Commission;
- Evaluation and definition of the strategic reorientation of higher education institutes

major duties:

- Lead generation and proposal submission
- Project management / team management
- Subcontractor management (team building, contract negotiation, quality management)

2000 - 2003

Arthur D. Little International, Inc., Wiesbaden  
Consultant Innovation and Technology Management

major projects:

- IP audit and IP benchmarking;
- New Business Development
- Market entry strategies

major duties:

- Lead generation and proposal submission
- Project management / team management
- Subcontractor management (team building, contract negotiation, quality management)

1997 - 2000:

Dresden University of Technology, Faculty of Economics,  
Department for Innovation and Technology Management  
Research assistant, doctoral student

major duties:

- Teaching
- Project management / team management
- Quality management

### **TEACHING EXPERIENCE**

- 2011 Science and Technology Policy, Faculty of Public Administration,  
Higher School of Economics
- 1996-2011 Innovation and Technology Management – Basics, advanced  
Diploma course, Technical University of Dresden
- 1996-2011 Innovation and Technology Management – Process and Portfolio  
Management, advanced Diploma course, Technical University of  
Dresden
- 1996-2011 National Innovation Systems, advanced Diploma course,  
Technical University of Dresden
- over 40 diploma thesis' supervised  
over 90 student essays supervised

### **EDUCATION**

- 2001 Dresden University of Technology (Dresden, Germany)  
Dr. rer. pol.; Phd thesis "Wissens- und Technologietransfer in  
nationalen Innovationssystemen"
- 1990 – 1996 Dresden University of Technology (Dresden, Germany)  
business administration, technology and innovation management  
1996 Diplom-Kaufmann
- 1995 Osaka Sangyo University (Osaka, Japan)  
3 months joint diploma thesis
- 1992 – 1993 University of Wolverhampton (Wolverhampton, Great Britain)  
business management, international management  
Bachelor of Arts

## PUBLICATIONS

1. *Results and impact of national Foresight-Studies*, Futur Journal, forthcoming
2. *Regional balance of technology transfer and innovation in transitional economy: empirical evidence from Russia*, International journal of transitions and innovation systems (IJTIS), forthcoming, jointly with Stanislav Zaychenkov
3. *Open innovation – the changing nature of innovation management process*, in: Service Innovation Yearbook 2012, European Commission, forthcoming
4. *Open innovation – implications for corporate strategies, international R&D spillovers and government policy*. National Research University – Higher School Of Economics, Russia (in Russian), jointly with Jean Guinet
5. *Contribution of about 25 definitions related to STI policy* to compendium technology and innovation management, Braun, M, Sommerlatte, T, Achatz, F. (edt.): Innovations- und Technologiemanagement Compendium, Symposium Verlag 2011
6. *Effectiveness and Efficiency of Foresight-Studies – Key Success Factors and Challenges*. Foresight Journal, forthcoming
7. *Results and impact of national Foresight-Studies*. International Journal for Innovation and Technology Management, forthcoming
8. *Designing a Successful Foresight study – implications for design, preparatory activities and tools to use*. National Research University– Higher School Of Economics, Russia (in Russian)
9. *Globalisation and Open Innovation: Implications for Innovation and Technology Policy*. CEST, Bern 2008
10. *Results and impact of national Foresight-Studies*. Paper submitted to The 3<sup>rd</sup> International Seville Conference on Future-Oriented Technology Analysis (FTA): Impacts and implications for policy and decision making. Jointly with Mario Cervantes
11. *Public-private partnership research cooperation - arguments and selected examples*. CEST, Bern 2008
12. *Open Innovation and Globalization – Implications for National Innovation Policy*. Paper presented at Baltic Dynamics 2008 "INNOVATION – KEY FROM SLOWDOWN TO GROWTH"
13. *Foresight studies in OECD- and ERA-countries*. CEST, Bern 2008
14. *Anwendungsorientierte Forschung und Entwicklung an den Fachhochschulen - aktueller Stand und Zukunftsperspektiven*. Gemeinsam mit Elena Sultanina; Bern 2007
15. *Wissens- und Technologietransfer - Grundlagen und Diskussion von Studien und Beispielen*. Gemeinsam mit Elena Sultanina; Bern 2007
16. *The Role of Private Sector Interaction in Public Research Policy Making*, European Commission, Directorate General Research. Brussels 2006
17. *Verwertung von Forschungsergebnissen an europäischen Hochschulen* (gemeinsam mit Michael Braun). In: Wagner, Helmut; Fisch, Rudolf (Hrsg.): Patentverwertung in Wissenschaft und Wirtschaft nach Wegfall des Hochschul-lehrerprivilegs. Speyer 2004, S. 31-39

18. *Evaluation of the efficiency and coherence of IPR rules applicable to publicly-funded research.* European Commission, Directorate General Research. Brussels 2003
19. *FuE-Netzwerke in Japan: Industrie und Wissenschaft im gleichen Boot.* In: Braun, M.; Feige, A.; Sommerlatte, T. (Hrsg.): Business Innovation: Quantensprünge statt „Innovatiönchen. Ein Wegweiser zur zielgerichteten Geschäftsfelderneuerung. Frankfurt: FAZ-Institut, 2001 (gemeinsam mit Watanabe, H.; Yoshimura, T.; Mori, Y.; Hoberg, B.)
20. *Junge Industrien gezielt aufbauen – Von Inkubatoren und innovativen Start Ups in Israel.* In: Braun, M.; Feige, A.; Sommerlatte, T. (Hrsg.): Business Innovation: Quantensprünge statt „Innovatiönchen. Ein Wegweiser zur zielgerichteten Geschäftsfelderneuerung. Frankfurt: FAZ-Institut, 2001
21. *Wissens- und Technologietransfer aus der Forschung – die verkannte Innovationsquelle?* In: Braun, M.; Feige, A.; Sommerlatte, T. (Hrsg.): Business Innovation: Quantensprünge statt „Innovatiönchen. Ein Wegweiser zur zielgerichteten Geschäftsfelderneuerung. Frankfurt: FAZ-Institut, 2001 (gemeinsam mit Braun, M.)
22. *Innovation als Herausforderung für unsere Gesellschaft - das nationale Innovationssystem Deutschland.* In: Braun, M.; Feige, A.; Sommerlatte, T. (Hrsg.): Business Innovation: Quantensprünge statt „Innovatiönchen. Ein Wegweiser zur zielgerichteten Geschäftsfelderneuerung. Frankfurt: FAZ-Institut, 2001 (gemeinsam mit Prof. Sabisch, H.)
23. *Wissens- und Technologietransfer in nationalen Innovationssystemen.* Dissertation, Technische Universität Dresden, Dresden 2001
24. *Value from research: achieving innovation with LPRIs - Good practice in Technology Transfer from Large Public Research Institutions (LPRI).* European Commission 2000 (gemeinsam mit Dr. Braun, M; Brown, D.; Gräf, G.; Prof. Roach, D.; Prof. Sabisch, H.; Santi, P.)
25. *Das nationale Innovationssystem Deutschlands - Vorbild für die Reformstaaten Ost- und Mitteleuropas?* Dresdener Beiträge zur Volkswirtschaftslehre, 01/00, Dresden 2000 (gemeinsam mit Schmalholz, H.)
26. *Benchmarking Industry-Science Relationships.* Issues Paper presented to the OECD Working Group on Innovation and Technology Policy. Paris: OECD 2000; DSTI/STP/TIP(2000)9
27. *Spin-Offs als spezifische Form des Wissens- und Technologietransfers - Aufgaben, Stand und Probleme im europäischen Vergleich.* In: dresden exists (Hrsg.): Ausgründungen, von Technologieunternehmen - Strategien, Erfahrungen und Probleme. Konferenzunterlagen zum Symposium an der Technischen Universität Dresden, Dresden, 30.06.2000 (gemeinsam mit Prof. Sabisch, H.)
28. *Innovationsmanagement.* Heidelberg: Springer 1999 (gemeinsam herausgegeben mit Dr. Steinmeier, I.; Dr. Tintelnot, C.)
29. *Instrumente des Forschungstransfers.* In: Dr. Tintelnot, C.; Dr. Meißner, D.; Dr. Steinmeier, I. (Hrsg.): Innovationsmanagement. Heidelberg: Springer 1999
30. *Technologietransfer und Unternehmensgründung.* In: Prof. Sabisch, H. (Hrsg.): Management technologieorientierter Unternehmensgründung. S. 161 - 174, Stuttgart: Schäffer-Poeschel 1999 (gemeinsam mit Baumann, P.)

31. *Technologietransfer von Universitäten*. Dresdner Beiträge zur Betriebswirtschaftslehre, 20/99, Dresden 1999
32. *A Data Base Model for the Technology Transfer between Universities and Small and Medium Sized Enterprises*. Beitrag zum 50<sup>th</sup> International Astronautical Congress IAF 99, Amsterdam 1999, (gemeinsam mit Prof. Janschek, K; Kieb, K.)
33. *A Modelling Approach for University-Industry Relation*. In: European Space Agency: Academic and Industrial Cooperation in Space Research. S. 23 - 30, Noordwijk: ESA 1998 (gemeinsam mit Prof. Janschek, K.; Göhler, W.; Mercer, D.)
34. *Messung und Quantifizierung des Erfolgs von Technologieförderprogrammen*. Studie im Auftrag des Sächsischen Rechnungshofes, Dresden 1998 (gemeinsam mit Prof. Sabisch, H.; Prof. Esswein, W.; Wylegalla, J.)
35. *Modelle des Forschungs- und Wissenstransfers von Hochschulen*. In: Gersten, K. (Hrsg.): Arbeit und Technik in den neuen Bundesländern - Ergebnisse der Dresdner InnovationsGespräche 1998 "Von der Idee zum Markt". S. 216 - 223, Bautzen: Lausitzer Druck- und Verlagshaus 1998
36. *University-Industry Relation in the Space Domain*. ESA Working Paper, Noordwijk 1998; (gemeinsam mit Prof. Janschek, K.; Göhler, W.; Mercer, D.)
37. *Integration of Marketing and Innovation - Current Status and Issues in the Former East Germany*. In: Keiki Kansoku (Economic survey), #852, November 20, 1997, p. 7 (gemeinsam mit Prof. Sabisch, H.)

## RELEVANT PROJECT EXPERIENCE

During his career as top-management-consultant Dirk worked on relevant projects on industrial innovation and intellectual property management as well as design, implementation and evaluation of innovation and technology policy at regional, national and international level. Selected examples are as follows:

### ➤ ***Design, evaluation and implementation of innovation and technology policy***

- Swiss contribution to OECD-project “open innovation and globalisation”
- Several studies on behalf of the European Commission, e.g.
  - Private Sector Interaction in the Decision Making Processes of Public Research
  - Evaluation of the coherence of national intellectual property regimes in Europe
  - Good Practice in Technology Transfer from Large Public Research Institutions

There his responsibilities were with building pan-European teams, subcontractor negotiations and project monitoring, conducting high level workshops, deriving feasible policy recommendations and liaison with a high level steering group from across Europe;

- Several studies for German Ministry of Education and Research, e.g.
  - Evaluation and coaching of optical technology competence centers
  - Design of future policy instruments to support use and application of scientific and technical information in public research and industry;
- Evaluation and definition of the strategic reorientation of higher education institutes for a German state ministry. This includes quantification of potential demand for graduates in all technology areas and development of quality management systems in HEI's;
- Expert role in a program on “The Innovative Company” for eight Governments as part of an OECD project contributing to national innovation systems project. This focused on the use of policy to encourage the development of innovative small and medium sized enterprises;
- He was responsible for organizing a major international conference on industry-science linkages, on behalf of the OECD and the German Federal Ministry for Education and Research.

### ➤ ***Selected consulting projects to leading high technology companies***

- Intellectual property audit with a leading optics company in Germany. There he was responsible for developing the IP audit approach and coaching the clients team with implementing the audit;
- Assistance and review of an intellectual property management benchmarking on behalf of a leading Japanese high technology company;
- Design and implementation of an “Innovation Campaign” for a leading German high technology company. There he was responsible above all for coaching the clients team;

- Review and development of a market entry study for a fuel cell component supplier especially the assessment of market and technological risks and potentials and client contacts management;
- Review and development of the research strategy and implementation of a leading European research institution;
- Development of a masterplan for establishment of a private university; responsible for intellectual property strategy and research focus area definition;
- R&D strategy review and R&D portfolio analysis of a leading pharmaceutical company;
- Intellectual property portfolio assessment and strategy development for a large research institution;
- Analysis of R&D cooperation between industry and academia in space related research on behalf of an international space organization;

#### **OTHER RELEVANT EXPERIENCE AND ACADEMIC QUALIFICATIONS**

- Numerous publications and conference presentations on Innovation and Technology Management, Intellectual Property Management, Innovation and Technology Policy;
- Editor of a book on Innovation Management (Springer Verlag);
- Regular teaching at leading universities (e.g. Dresden University of Technology, European Business School, etc.).