

# Curriculum Vitae Hein Roelfsema (December 2017)

## Personal details

Dr. Hein Roelfsema (1967)

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Married to Kim Arends, two children Klaas (16) and Anouk (14), living in Heemstede, The Netherlands.

## Education

PhD in Economics, Utrecht University (The Political Economy of Policy Centralization).

MSc in Economics, University of Amsterdam (International Economics, Monetary Economics).

## Academic positions at Utrecht University

1. Associate Professor International Entrepreneurship, Utrecht University.
2. Director **Utrecht Center for Entrepreneurship**, Utrecht University. In this position responsible for implementation of entrepreneurship education across Utrecht University and the entrepreneurial ecosystem around the university.
3. Graduate Board Utrecht School of Economics, Member.
4. **Coordinator Master International Management**, participant in the REBO master European Governance.
5. Principal Lecturer and Coordinator:
  - **Multinational Firms** (Master International Management)
  - **International Trade and Multinational Business** (Master International Management)
  - **Strategic Management and Innovation** (Master Science and Business Management)

## Current projects and positions

1. Chair of the **Dutch Center for Entrepreneurship** (since 2015). This is the central platform of the (academic) centers for entrepreneurship in the Netherlands. Currently, 23 centers for entrepreneurship (WO and HBO) are member of DutchCE. Subsidy for the programme (2015-2017) is 400k. In this programme, especially responsible for internationalization of academic startups and the creation of a national strategy for entrepreneurship education. In this position also coordinator of G
2. Chair of **Global Entrepreneurship Week** Netherlands Foundation and national GEN representative (Since 2013). This is the host organization for the Global Entrepreneurship Network present in more than 150 countries worldwide. GEW Netherlands organised 104 events in november 2016. *In addition, coordinator for Global Entrepreneurship Network Europe.*
3. Programme leader for the **Kofi Annan Business Schools Foundation at Utrecht University**. This programme offers scholarships for students from developing countries

and assists in capacity building in Africa. 2015-16 activities include (international) entrepreneurship training at the University of Dar es Salaam and participation in the policy advocacy programme of that university; on location cooperation with Copperbelt University, Kitwe, Zambia.

4. **Kajjansi Market.** Academic lead partner in the RVO funded (1Mln) impact project in Kampala for local development. Task is mainly entrepreneurship promotion and internationalization support.
5. Programme Leader **Utrecht Refugee Launchpad.** Refugee Education and Incubation project Einstein. Partners Municipality Utrecht, Social Impact Factory, Volksuniversiteit Utrecht, Oxford University. *European Subsidy 2015-2018: 2.8Mln.* In this programme responsible for the international entrepreneurship course and dissemination.
6. Board of Advice **Holland Startup** (since 2015). Holland Startup is the most well-known private incubator in Utrecht.
7. **Russia-Netherland Innovation Group, Visiting Professor Innopolis University .** High level ministerial workgroup to foster innovation cooperation between Russia and the Netherlands. 2015-2017 visits to Moscow, Kazan, Novosibirsk, Nizhny Novgorod. At Innopolis, Hein Roelfsema is the Professor for Entrepreneurship, teaching the courses on Economics of Entrepreneurship and the more applied Entrepreneurship and Business Models (8 visits per year). At Tomsk State University, Hein Roelfsema coordinates the implementation of the Center for Entrepreneurship (6 visits per year).

## Experience

1. Member of the **Utrecht Valorisation Center (UVC)** Management Team. Valorization Grant (16 Mln), 2011-2016. Director for Training and Education, other pillars are Startup Support (UtrechtInc) and Technology Transfer (UU Holdings). Also member of the 2010 grant acquisition team.
2. **Professor for International Business and Innovation, Utrecht University of Applied Sciences (2006-2010)**, 10 persons research staff. Responsible for building up the Kofi Annan Business School that focuses on entrepreneurship in developing countries. In this role, I have extensive experience in working in Africa. In this position acquisition and management of SIA-Raak project International Entrepreneurship Dutch SMEs (300k), 2006-2009 and Business Partner Connect (Team Startups, 1.2 Mln), 2010-2014. In addition, board member for the University's Center for Innovation and Business (InBus). In this period, I conducted the yearly local capacity building and recruitment at partner universities in Tanzania (UDSM), Kenya (Moi), and Zambia (Copperbelt). With respect to education, content responsible for the bachelor programme International Business and Management Studies (IBMS) and Entrepreneurship in Developing Countries (EDA). Responsible for the current HU pre-master programme for U.S.E..
3. **Indonesia.** Over the period 2006-2010 before taking the valorization position, I have conducted 5 visits to Indonesia for recruitment, of which 2 were combined with a teaching tour across Indonesia for the ministries of Education and Religion.
4. **Africa and the Middle East.** Recent Regular capacity building assignments for the Maastricht School of Management, Business in the Global Arena, International MBA

program Assignments in Egypt, Yemen, Zambia, Ghana. In addition, participation in courses at Nyenrode Business University, mainly on International Business.

5. **China and Australia:** Professor Entrepreneurship and innovation, China Europe International Summer School and the Netherlands Asia Honours Summer School NAHSS 2015 at Fudan University. The 2016 for professor Entrepreneurship as the National Science Foundation Summer School at Zhejiang University in Hangzhou. In January 2016, course International Trade at Adelaide University.
6. **Training of Dutch civil servants (2007-present).** Yearly participation in the training course for Dutch civil servants in international policy making. Emphasis on globalization, international business and European Integration. Most recently participation in Foreign Affairs training program OAIB and core trainer in two week program International Economics.
7. 2010-present: Yearly entrepreneurship training in various **Matra programmes** for het Rijks Opleidings Instituut (ROI). This includes training of Dutch civil servants as well as participation in Matra programmes. These programs have a capacity building focus in Northern Africa and the Middle East.
8. **Central Europe and Africa.** Consultancy and capacity building in regional Integration in Europe and Africa (1992-2003) more than 40 assignments to central Europe, Asia, and Africa. Before starting PhD research, next to teaching, I engaged in capacity building project in many parts of the world. To highlight a few.
  - a. 20+ Phare assignments to countries in Central Europe on the 'Chapters' of International Trade and Monetary Policy. Most were done for the European Institute of Public Administration (EIPA).
  - b. 5 times visiting professorship to Indonesian School for Science and Management Jakarta.
  - c. Consulting for Regional Integration in East Africa (EAC) in Tanzania and ECOWAS in Nigeria for projects sponsored by the World Bank and European Commission.
  - d. WTO capacity building project in Cambodia upon entry in the WTO.
  - e. In 2003, I attended the ASEM Young Leaders conference as representative of the Netherlands.

#### **Research peer reviewed publications (2005-17)**

- Boermans, Martijn and Hein Roelfsema (2016). Small firm internationalization, innovation, and growth. *International Economics and Economic Policy*, 13(2), 283-296.
- Bell, Leendert de, Hein Roelfsema and Khalid Swabiri (2016). Ethnic entrepreneurship and internationalization in East Africa. *Business Management Review*, 20(2).
- Boermans, Martijn and Hein Roelfsema (2015). The Effects of Internationalization on Innovation: Firm-Level Evidence for Transition Economies. *Open Economies Review*, 26(2), 333-350.
- Harsanto, Budi, and Hein Roelfsema, H. (2015). Asian leadership styles, entrepreneurial firm orientation and business performance. *International Journal of Entrepreneurship and Small Business*, 26(4), 490-499.

- Roelfsema, Hein, and Yi Zhang (2014). Unravelling the complex motivations behind China's outward FDI. *Journal of the Asia Pacific Economy*, 19(1), 89-100.
- Roelfsema, Hein, and Yi Zhang (2014). Globalization, Foreign Direct Investment, and Regional Innovation in China. *Journal of International Commerce, Economics and Policy*, 5(03).
- Roelfsema, Hein, and Yi Zhang (2013), Dual and Common Agency Issues in International Joint Ventures: Evidence from China, *Singapore Economic Review*, 58(3).
- Boermans, Martijn and Hein Roelfsema (2013), The Effects of Managerial Capabilities on Internationalization: Firm-Level Evidence from Indian Manufacturers, *Asia Business and Management*, 12: 387-408.
- Roelfsema, Hein, and Yi Zhang (2012), The Causal Effect of Institutional Quality on Outsourcing, *Journal of International Trade and Economic Development*, 20(6) 895-920.
- Boermans, Martijn and Hein Roelfsema (2012), A Resource Based View of Internationalization in Emerging Markets, in Marinov, Marin, and Svetla Marinova, eds. *Impact of emerging economies on international business*. Palgrave Macmillan, 2012.
- Boermans, M.A., Roelfsema, H., Zhang, Y. (2011) Regional Determinants of FDI in China: A New Approach with Recent Data. *Journal of Chinese Economic and Business Studies* 9(2) 23-42.
- Dur, Robert, Arjan Non, and Hein Roelfsema, (2010). *Reciprocity and incentive pay in the workplace*. *Journal of Economic Psychology*, 31(4), 676-686.
- Dur, Robert and Hein Roelfsema (2010). Social exchange and common agency in organizations. *The Journal of Socio-Economics*, 39(1), 55-63.
- Hoestenbergh, Karel and Hein Roelfsema, The Making of the East African Community, in De Lombaerde, P., & Schulz, M. (Eds.). (2009). *The EU and world regionalism: the makeability of regions in the 21st century*. Ashgate Publishing, Ltd.
- Roelfsema, Hein (2008). "Civil Conflict, Federalism and Strategic Delegation of Leadership." *Journal of Peace Research* 45(4): 557-573. With Colin Jenkins.
- Roelfsema, Hein (2007). Strategic delegation of environmental policy making. *Journal of Environmental Economics and Management*, 53(2), 270-275.
- Dur, Robert and Hein Roelfsema (2005). Why does centralisation fail to internalise policy externalities? *Public Choice*, 122(3-4), 395-416.

### Current working papers

- Bell, Leendert de, Hein Roelfsema. Why Nations Succeed: Connecting Entrepreneurial Ecosystems and Industrialization to New Institutional Theory.
- Bell, Leendert de, Hein Roelfsema, Khalid Swabiri. Drivers of SME Innovation in a Developing Context: The Case of Tanzania.
- An Duong and Hein Roelfsema. Financial Constraints and Firm Exports: Firm-level evidence from Vietnam.
- Li Lin and Hein Roelfsema. Traditional Chinese Philosophies Abroad: Expatriates in the Netherlands.
- Yi Zhang and Hein Roelfsema. Entrepreneurial Ecosystems, Startups and Scale-Ups: Evidence from 286 Chinese Cities.
- Martijn Boermans and Hein Roelfsema. International Transmission of Management Practices.

## Other

Bell, Leendert de, Hein Roelfsema, Khalid Swabiri (2016). Drivers of SME Innovation in a Developing Context: The Case of Tanzania. Presented at FIRST ROUNDTABLE ON SMEs INNOVATION AND RESPONSIVE POLICIES, 2016 Kisanga LAPF International Conference Centre, Dar es Salaam, Tanzania.

Bell, Leendert de, Hein Roelfsema (2016). Why Nations Succeed: Connecting Entrepreneurial Ecosystems and Industrialization to New Institutional Theory. Keynote at 22nd REPOA's Annual Research Workshop "Why Institutions Matter for Industrial-led Development".

Faber, G., & Roelfsema, H. (1997). Lome Convention and Development in Sub-Saharan Africa, *The Eur. Foreign Aff. Rev.*, 2, 367. This is a widely cited paper setting the early debate on EPAs.

Hoestenbergh, K., & Roelfsema, H. (2006). Economic Partnership between the ACP Countries and the EU. *Tjalling C. Koopmans Research Institute, Utrecht School of Economics, Utrecht University Discussion Paper Series*, 6(20), 1-21.

Van Hoestenbergh, K., Roelfsema, H., & Khalidi, S. (2009). The Making of the East African Community: A Case Study. *The EU and World Regionalism: The Makeability of Regions in the 21st Century*. Farnham: Ashgate, 235-250.

## Teaching Experience

Hein Roelfsema has been employed by Utrecht University since his Master graduation (specializing in International Economics and Monetary Economics) in 1992. As an international financial economist, he gained substantial experience in teaching general economics and economic policy. More explicit, teaching includes:

1. Economics (start Bachelor)
2. Macro- and Monetary Economics (advanced Bachelor)
3. European Economic Integration (advanced Bachelor, coordinator 1997-2006)
4. International Economics (advanced Bachelor)
5. Industrial Organization (advanced Bachelor, coordinator 1994-2000)
6. International Monetary and Financial Relations, coordinator 1996-2014)
7. Economic Policy (advanced Bachelor, coordinator 1998-2002)
8. Globalization and Economic Development (Master, coordinator 2002-2014)
9. International Economics and Finance (Master, coordinator 2004-2006)
10. International Trade and Multinational Business (Master, coordinator 2014-present)
11. Multinational Firms (Master, coordinator 2010-present)

Besides the courses outside UU already mentioned:

1. Nyenrode: International Business (Master, 2015)
2. Radboud: International Finance (Master, coordinator 2006-2009)
3. Thesis supervision for the TIAS MBA (2015-present)

**PhD supervision**

Martijn Boermans (2013), currently at DNB: International Entrepreneurship and Enterprise Development.

Yi Zhang (2011): Institutions and International Investments.

Emily Lin: Transformational Leadership and Entrepreneurship in Emerging Markets (Feb 2018)

An Duong: Financial Integration in Asia.

**Publicity**

Hein Roelfsema is well-known in the media, especially as a commentator at Business News Radio. In independent research, I was named the second most influential media person of Utrecht University in 2014.

**Personal**

Hobbies: Economics, Cricket, and Modern Dutch Literature.