



Tiago RATINHO

Ph.D., Business Administration, Entrepreneurship and Innovation

Associate Professor, Innovation and Entrepreneurship

Academic Director

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EDUCATION

- 2011** Ph.D., Business Administration, Entrepreneurship and Innovation, University of Twente, Netherlands
- 2007** Master, Engineering, Entrepreneurship and Innovation, IST - Instituto Superior Técnico, Portugal
- 2002** Bachelor, Engineering, Other, University of Évora, Portugal

PROFESSIONAL CERTIFICATION

- 2013** Experiential Classroom Clinic, University of Florida, USA
- 2008** EIASM Doctoral Tutorial on Entrepreneurship and Innovation, EIASM - European Institute for Advanced Studies in Management , Belgium
- 2008** Max Planck Institute of Economics Summer School in Entrepreneurship Research, Max Planck Institute, Germany
- 2007** EIASM Doctoral Seminar on Statistics Methods for Management, EIASM - European Institute for Advanced Studies in Management , Belgium

RESEARCH INTERESTS

Entrepreneurial Strategies, Entrepreneurship Support

PROFESSIONAL EXPERIENCE

ACADEMIC:

- 2013 - 2017** Professor, University of Baltimore, Baltimore, USA

PROFESSIONAL:

- 2017 - 2017** External Expert Evaluator, Research Executive Agency, Brussels, Belgium
- 2007 - 2007** Technical consultant, Tecparques - Portuguese Association of Science & Technology Parks, Lisbon
- 2004 - 2007** Quality Management Consultant, Freelance, Lisbon, Portugal

COURSES TAUGHT

- effectuation: the art of entrepreneurial thinking (webinar, lunch & learn)

INTELLECTUAL CONTRIBUTIONS

Papers in refereed journals

Published

- Ratinho T., Bruneel J., (2024), Taking stock of research on hybrid organizations: Enriching theoretical perspectives, extending empirical contexts, and expanding practical relevance, *Journal of Business Research*, 170(2024), pp. 114313
- Ratinho T., Sarasvathy S., (2024), Entrepreneurial Actions Under Uncertainty: The Role of Psychological Variables and Decision Logics, *International Journal of Entrepreneurial Behaviour and Research*, 30(10), pp. 2701-2730
- Yacoub G., Mitra P., Ratinho T., Fatalot F., (2022), Sustainable Entrepreneurs: What Drives Them to Engage in Different Crowdfunding Types?, *International Journal of Entrepreneurial Behaviour and Research*, 28(4), pp. 980-1000
- Amezcuca A., Ratinho T., Plummer L. A., Jayamohan P., (2020), Organizational Sponsorship and the Economics of Place: How Urbanization and Localization Shape Incubation Outcomes, *Journal of Business Venturing*, 35(July), pp. 105967
- Ratinho T., Amezcuca A., Honig B., Zeng Z., (2020), Supporting Entrepreneurs: A Systematic Review of Literature and an Agenda for Research, *Technological Forecasting and Social Change*, 154(May), pp. 119956
- Kirwan P., Ratinho T., Van Der Sijde P., Groen A., (2019), The Early Development of International New Ventures: A Multidimensional Exploration, *International Journal of Entrepreneurial Behaviour and Research*, 25(6), pp. 1340-1367
- Kirwan P., Ratinho T., Van Der Sijde P., Groen A., Heuven J., (2019), Finding the Pot of Gold:Leveraging Social Capital in International New Ventures, *International Journal of Technology Intelligence and Planning*, 12(3), pp. 273-296
- Lans T., Tynjälä P., Biemans H., Ratinho T., Karimi S., (2017), Entrepreneurship Education with Impact: Opening the Black Box, *Education Research International*, 2017
- Ratinho T., Harms R., Walsh S., (2015), Structuring the Technology Entrepreneurship publication landscape: Making sense out of chaos, *Technological Forecasting and Social Change*, 100, pp. 168-175
- Benneworth P., Ratinho T., (2014), Reframing the role of knowledge parks and science cities in knowledge-based urban development, *Environment and Planning (B, C, D)*, 32(5), pp. 784-808
- Bruneel J., Ratinho T., Clarysse B., Groen A., (2012), The Evolution of Business Incubators: Comparing demand and supply of business incubation services across different incubator generations, *Technovation*, 32(2), pp. 110-121
- Ratinho T., Henriques E., (2010), The role of science parks and business incubators in converging countries: Evidence from Portugal, *Technovation*, 30(4), pp. 278-290

Communications in refereed conferences

International

- Ratinho T., Plummer L., (2025), *Entrepreneurial Support Organizations: Laboratories to advance Entrepreneurship Research and Practice* Academy of Management Meeting, Copenhagen, Denmark
- Ratinho T., Sarasvathy S., (2023), *The Entrepreneurial Ask: an Exploration of Conversational Elements* RENT 2023 - Research in Entrepreneurship Conference, Gdansk, Poland
- Ratinho T., Sarasvathy S., (2020), *Optimism, Passion and Entrepreneurial Action in the Prediction-Control Space* RENT - Research in Entrepreneurship, Virtual Conference, Italy
- Ben-Hafaïedh C., Ratinho T., (2019), *How entrepreneurs manage the paradox of effectuation and causation* RENT - Research in Entrepreneurship, Berlin, Germany
- Ratinho T., Amezcuca A., (2019), *Entrepreneurial Ecosystems Networks: An Exploratory Study* Babson College Entrepreneurship Research Conference, Wellesley, MA, USA

Kirwan P., Ratinho T., Van Der Sijde P., Groen A., Heuven J., (2018), *Finding the Pot of Gold: Leveraging Social Capital in International New Ventures* EURAM 2018, Reykjavik, Iceland

Ratinho T., Amezcua A., (2018), *Entrepreneurial Ecosystems Configuration: An Exploratory Study* RENT - Research in Entrepreneurship, Toledo, Spain

Ratinho T., Amezcua A., (2018), *Measuring Connectivity Levels of Entrepreneurial Ecosystems* RENT - Research in Entrepreneurship and Small Business, Toledo, Spain

Ratinho T., (2017), *How Are We Supporting Entrepreneurs? Research & Practice* RENT Research in Entrepreneurship and Small Business, Lund, Sweden, Sweden

Other conference and seminar presentations

International

Ratinho T., (2025), *Oblique Strategies for Worldmaking* USASBE 2025: Fortune Favors the Bold, Las Vegas, NV, USA

Ratinho T., Sarasvathy S., (2025), *A field experiment on entrepreneurial asking* USASBE 2025: Fortune Favors the Bold, Las Vegas, NV, USA

Ratinho T., Sarasvathy S., (2025), *Effectuation Next: Toward New Theoretical Developments* Academy of Management Meeting, Copenhagen, Denmark

Ratinho T., Sarasvathy S., Ramesh A., Read S., (2025), *The Ask: Towards a Foundational Mechanism of Stakeholder Enrollment* USASBE 2025: Fortune Favors the Bold, Las Vegas, NV, USA

Ratinho T., Giuliani A., Yacoub G., (2024), *Sustainable Entrepreneurship: Taking Stock and Moving Forward* Academy of Management Annual Meeting, Chicago, IL, USA

Ratinho T., Sarasvathy S., (2024), *The Ask: How Entrepreneurs Enroll Stakeholders Through Relational Capital* Academy of Management Annual Meeting 2024, Chicago, IL, USA

Ratinho T., Sarasvathy S., (2024), *The Ask: microfoundations of stakeholder enrollment and the development of entrepreneurial expertise* RENT Research in Entrepreneurship, Nantes, France

Ratinho T., Sarasvathy S., (2024), *What do entrepreneurs ask for? Mapping resource seeking in entrepreneurs' daily actions* Effectuation Conference, Nantes, France

Ratinho T., Sarasvathy S., (2022), *The Ask: a Basic Unit of Deliberate Practice in Entrepreneurship* 7th Effectuation Conference, Naples, Italy

Ratinho T., Sarasvathy S., Wheatley G., (2022), *PDW: Growing a Community Effectually* RENT - Research in Entrepreneurship, Naples, Italy

Ratinho T., Sarasvathy S., Ramesh A., Read S., (2021), *Beyond and Beneath Fundraising: Relational Resource Seeking Under Uncertainty* RENT XXXV Conference, Turku, Finland, Finland

Refereed proceedings

Published

Amezcua A., Ratinho T., Jayamohan P., Plummer L. A., (2016), Location, Competition, And Organizational Sponsorship, in: AOM(Eds.) in *AOM Proceedings, Academy of Management* , New York

Forthcoming

Yacoub G., Mitra P., Ratinho T., Fatalot F., (2021), Sustainable Entrepreneurs: What Drives Them to Engage in Different Crowdfunding Types?, in: The Academy of Management(Eds.) in *81st Annual Meeting of the Academy of Management, Academy of Management* , New York

Non-refereed proceedings

Published

Ratinho T., Kraaijenbrink J., Oude Luttikhuis J., (2014), Towards a Taxonomy of Entrepreneurial Strategies: Evidence From US High-Tech Venture Business Plans, in: Babson College(Eds.) in *Frontiers of Entrepreneurship Research, Babson College, Wellesley, chapter Vol. 34: Issue 11, Article 5*

Books

Published

Ratinho T., (2011), *Are They Helping? An Examination of Business Incubators' Impact on Tenant Firms*, 978-90-365-3263-1, University of Twente, Enschede, 216 pages

Chapters in books

Published

Ratinho T., (2024), Digital Business Incubation: an Avatar for the 21st Century Entrepreneur, in: Wadid Lamine, Sarah Jack , Alain Fayolle and David Audretsch(Eds.), *Handbook of Digital Entrepreneurship: The Transformation of Enterprise*, 9783110764109, De Gruyter Publishing House, Boston, MA, chapter 11, pp. 20

Ratinho T., (2022), How business incubators and accelerators finance startups, in: David Lingelbach(Eds.), *De Gruyter Handbook of Entrepreneurial Finance*, 9783110726756, De Gruyter Publishing House, Boston, MA, chapter 7, pp. 119-134

Ratinho T., Mitsopoulos M. S., (2021), New forms of entrepreneurship support in a growing entrepreneurial ecosystem: the case of business incubation in Greece, in: Sarfraz A. Mian, Magnus Klofsten and Wadid Lamine(Eds.), *New forms of entrepreneurship support in a growing entrepreneurial ecosystem: the case of business incubation in Greece*, 9781788974776, Edward Elgar Publishing, Cheltenham, chapter 17, pp. 299–315

Ratinho T., (2020), The Domains of Entrepreneurship Support, in: Adam Novotny, Einar Rasmussen, Tommy Høyvarde Clausen, Johan Wiklund(Eds.), *Research Handbook on Start-Up Incubation Ecosystems*, 978 1 78897 352 6, Edward Elgar Publishing, Cheltenham, chapter 3, pp. 60-73

Ben-Hafaïedh C., Ratinho T., (2019), Entrepreneurial behaviour and Effectuation: an examination of team formation processes, in: Maura McAdam; James Cunningham(Eds.), *Entrepreneurial Behaviour: Individual, Contextual and Micro-Foundation Perspectives*, ISBN 978-3-030-04402-2, Palgrave-Macmillan, chapter 5, pp. 91-118

Korotka M., Benneworth P., Ratinho T., (2015), Back to the future of high technology fantasies? Reframing the role of knowledge parks and science cities in innovation-based economic development, in: Miao, JT; Benneworth, P; Phelps, NA(Eds.), *Making 21st Century Knowledge Complexes - Technopoles of the world revisited*, 9780415727792, Routledge, London, pp. 41-61

Benneworth P., Ratinho T., (2014), Regional innovation culture in the social knowledge economy, in: Roel Rutten, Paul Benneworth, Dessy Irawati, Frans Boekema(Eds.), *The Social Dynamics of Innovation Networks*, 978-0-415-85947-9, Routledge, London, chapter 13, pp. 239-256

Ratinho T., Harms R., Groen A., (2013), Business Incubators: (How) Do They Help Their Tenants?, in: Ray Oakey, Aard Groen, Gary Cook, Peter Van Der Sijde(Eds.), *New Technology-Based Firms in the New Millennium, Volume 10*, 978-1-78190-315-5, Emerald Group Publishing Limited, Bingley, chapter 00, pp. 161 - 182

Ratinho T., Hitt M., (2011), The multifaceted effects of institutions on firm strategies and entrepreneurial actions, in: K. McCarthy, M. Fiolet & W. Dolfsma(Eds.), *The Nature of the New Firm: Beyond the Boundaries of Organisations and Institutions*, 978 1 84980 393 9, Edward Elgar Publishing, Cheltenham

Ratinho T., Harms R., Groen A., (2010), Towards a distinction between technology incubators and non-technology incubators: can they contribute to economic growth?, in: M. Fink, I. Hatak(Eds.), *Current research on entrepreneurship and SME management*, 9789522490063, European Council of Small Business and Entrepreneurship, Turku, Finland

Grants

2018 Impression management in Startup pitches, LEM UMR CNRS (France)

2016 Entrepreneurial Ecosystems: Proposal to Create an Index of Connectivity, Ewing Marion Kauffman Foundation (USA)

2015 Launching Student Entrepreneurship Support, University of Baltimore (USA)

2014 "Enhanced Course" Designation for ENTR300, University of Baltimore (USA)

EDITORIAL ACTIVITY

Guest editor of an academic journal

2016 - 2017 Education Research International

Member of the editorial board of an academic journal

2016 Innovation & Management Review, Brazil

Reviewer in an academic journal

2020 Journal of Business Venturing

2019 International Journal of Entrepreneurship and Innovation

Technovation

Journal of Small Business Management

Research Policy

Small Business Economics

Technological Forecasting and Social Change

Journal of Engineering and Technology Management

R&D Management

Journal of Technology Transfer

PROFESSIONAL SERVICE

Invited Lecturer

2023 Dare to Ask: Improve your Entrepreneurial Mindset, USA

2023 Effectuation: The Art of Entrepreneurial Thinking, USA

Keynote address

2024 Improving South African Economy: A Pragmatic Indigenous African Entrepreneurship Model, France

2023 Improving South African Economy: A Pragmatic Indigenous African Entrepreneurship Model, South Africa

SemeAd – Seminarios em Administracao, FEA-USP, Brazil

National Conference of the Portuguese Network of Business Incubators, Portugal

Member of the organizing committee of an academic conference

2022 - 2023 8th Effectuation Conference: Building the Global Effectual Classroom, Poland

2022 7th Effectuation Conference, Italy

2018 5th Effectuation Conference, USA

- 2017** 4th Effectuation Conference, Norway
- 2014** 3rd Effectuation Conference, Netherlands
- 6th Effectuation Conference, Germany

Panelist in an academic conference

- 2020** III SciBIZ Conference, Brazil
- 2020** SciBiz - Science Meets Business 2020, Brazil
- 2019** II Science Meets Business Conference, Brazil

Presentation in a seminar

- 2024** Babson Collaborative Annual Summit
- 2020** Webinar Executive Development

Reviewer - Grant proposal related to expertise

- 2018** Research Foundation Flanders (Fonds voor Wetenschappelijk Onderzoek - Vlaanderen), Belgium

Reviewer for an academic conference

- 2019** RENT - Research in Entrepreneurship
- 2018** European Academy of Management Conference
- 2012** Babson College Entrepreneurship Research Conference, USA
- 2009** Academy of Management Annual Meetings, USA

RESEARCH ACTIVITIES

COMMITTEE CHAIR

Head of a school project

- 2022** Entrepreneurship Champion of the Babson Collaborative, IÉSEG School of Management, France

Member of a teaching quality committee

- 2022 - 2023** TQLC Scientific Mindset for Managers, IÉSEG School of Management, France

Supervision of Ph.D. Thesis:

- 2024** Co-director, The Generation of Competitive Advantages and Performance in Startups: Research in Brazil and France, Federal University of Rio Grande do Sul