

# PROF. TOKE REICHSTEIN

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## Education

2003	Economics of Technical Change, Aalborg University	Ph.D.
1999	Stud Oecon, Aalborg University	MSc Economics
1997	Stud Oecon, University	BSc Economics

## Research Interests

Entrepreneurship; Markets for Technology; Innovation Management

## Positions Held/Responsibilities

### Copenhagen Business School

#### Positions

2014-	Full Professor
2011-2014	Professor (mso)
2006-2011	Associate Professor

#### Responsibilities

2017-2024	Coordinator of Minor in Entrepreneurship
2017-2020	Academic Director CBS Incubator (CSE)
2017-2019	Advisory Board Member, Creators Floor
2014-2017	Director of the CBS Entrepreneurship Platform
2013-2018	Coordinator of CBS Bachelor of Entrepreneurship
2011-2014	Advisory Board Member CBS Incubator (CSE)

### Independent Research Fund Denmark

#### Positions

2024-2024	Chair of the Economics Section, Social Science Council
2019-2024	Appointed Member of the Social Science Council

### LUISS Guido Carli University, LUISS Business School

#### Positions

2009-	External Lecturer, Econometrics for Management PhD students
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### Imperial College Business School, Imperial College London

#### Positions

2006-2006	Research Fellow
2003-2006	Research Associate

## Aalborg University

### Positions

2003-2003                      Research Assistant

### Other

#### Positions

2018-2019                      Member of the Board, IA Fonden  
 2017-2022                      Co-founder of Danish Centre of Entrepreneurship Research  
 2017-2020                      Member of the Board, Andelskassen Oikos/Faster  
 2011-2011                      Visiting Researcher, Kenan-Flagler Business School, UNC  
 2008-2011                      External Researcher, CEREBEM Bordeaux School of Management

## Journal Articles

- Failla, V., Foss, N. J., Melillo, F., & Reichstein, T. (2025). "When inequality means equity: Horizontal wage dispersion and the propensity to leave current employment across different organizational settings." *Industrial and Corporate Change*, 34(1), 118–143.
- Halbinger, M., Reichstein, T., & Melillo, F. (2025). "The entrepreneurial edge: Evidence of social identity and other-orientation in communities of interest." *Industrial and Corporate Change*, 34(3), 425–457.
- Colombo, M. G., Hoisl, K., Reichstein, T., & Torrisi, S. (2023). "Open innovation, value creation and value capture: An introduction." *Journal of Industrial and Business Economics*, 50(4), 731–742.
- Isakson, C. D., Dahl, M. S., & Reichstein, T. (2022). "Residential location choices of an isolated workforce – shifts in social attachment of former seafarers." *Maritime Studies*, 21(3), 353–362.
- Reichstein, T., & Zichella, G. (2022). "Zichella, giulio, and toke reichstein. "students of entrepreneurship: Sorting, risk behaviour and implications for entrepreneurship programmes." *Management Learning*, 54(5), 727–752.
- Boudreau, K. J., Jeppesen, L. B., Reichstein, T., & Rullani, F. (2021). "Crowdfunding as donations to entrepreneurial firms." *Research Policy*, 50(7), 104264.
- Feldman, M. P., Ozcan, S., & Reichstein, T. (2021). "Variation in organizational practices: Are startups really different?" *Journal of Evolutionary Economics*, 31(1), 1–31.
- Mahieu, J., Melillo, F., Reichstein, T., & Thompson, P. (2021). "Shooting stars? uncertainty in hiring entrepreneurs." *Strategic Entrepreneurship Journal*, ?(?), ?–?
- Cervino, G. C., Moreira, S. L., & Reichstein, T. (2019). "Licensing decision: A rent dissipation lens applied to product market competition, openness to external knowledge and exogenous sunk costs." *Industrial and Corporate Change*, 28(4), 773–792.
- Feldman, M. P., Halbinger, M., Reichstein, T., Valentin, F., & Yoon, J. W. (2019). "Technological achievements in entrepreneurial firms ? legacy, value chain experience, and division of innovation labour." *Industry and Innovation*, 26(3), 243–268.
- Feldman, M. P., Ozcan, S., & Reichstein, T. (2019). "Falling not far from the tree: Entrepreneurs and organizational heritage." *Organization Science*, 30(2), 337–360.
- Criscuolo, P., Laursen, K., Reichstein, T., & Salter, A. J. (2018). "The winning combination search strategy and innovativeness in the uk." *Industry and Innovation*, 25(2), 115–143.

- Failla, V., Melillo, F., & Reichstein, T. (2017). "Entrepreneurship and employment stability — job matching, labour market value, and personal commitment effects." *Journal of Business Venturing*, 32(2), 162–177.
- Laursen, K., Moreira, S. L., Reichstein, T., & Leone, M. I. (2017). "Evading the boomerang effect: Using the grant-back clause to further generative appropriability from technology licensing deals." *Organization Science*, 28(3), 514–530.
- Laursen, K., F., M., & Reichstein, T. (2016). "A matter of location: The role of social capital in overcoming the liability of newness in r&d activities." *Regional Studies*, 50(9), 1537–1550.
- Leone, M. I., Reichstein, T., Boccadelli, P., & Magnusson, M. (2016). "License to learn: An investigation into thin and thick licensing contracts." *R&D Management*, 46(2), 326–340.
- Leone, M. I., Oriani, R., & Reichstein, T. (2015). "Uncertainty, flexibility and upfront fees in patent licenses." *Journal of Industrial and Business Economics*, 42(4), 371–394.
- Leone, M. I., & Reichstein, T. (2012). "Licensing-in fosters rapid invention! the effect of the grant-back clause and technological unfamiliarity." *Strategic Management Journal*, 33(8), 965–985.
- Colombo, M. G., Rabbiosi, L., & Reichstein, T. (2011). "Organizing for external knowledge sourcing." *European Management Review*, 8(3), 111–116.
- Laursen, K., Reichstein, T., & Salter, A. (2011). "Exploring the effect of geographical proximity and university quality on university–industry collaboration in the united kingdom." *Regional Studies*, 45(4), 507–523.
- Colombo, M. G., Rabbiosi, L., & Reichstein, T. (2010). "Special issue on: Designing internal organization for external knowledge sourcing." *European Management Review*, 7(1), 74–76.
- Ebersberger, B., Marsili, O., Reichstein, T., & Salter, A. (2010). "Into thin air: Using a quantile regression approach to explore the relationship between r&d and innovation." *International Review of Applied Economics*, 24(1), 95–102.
- Reichstein, T., Dahl, M. S., Ebersberger, B., & Jensen, M. B. (2010). "The devil dwells in the tails." *Journal of Evolutionary Economics*, 20(2), 219–231.
- Özcan, S., & Reichstein, T. (2009). "Transition to entrepreneurship from the public sector: Dispositional and contextual effects." *Management Science*, 55(4), 604–618.
- Ebersberger, B., Marsili, O., Reichstein, T., & Salter, A. (2008). "Fortune favours the brave: The distribution of innovative returns in finland, the netherlands and the uk." *Structural Change and Economic Dynamics*, 19(4), 357–362.
- Reichstein, T., Salter, A. J., & Gann, D. M. (2008). "Break on through: Sources and determinants of product and process innovation among uk construction firms." *Industry and Innovation*, 15(6), 601–625.
- Dahl, M. S., & Reichstein, T. (2007). "Are you experienced? prior experience and the survival of new organizations." *Industry and Innovation*, 14(5), 497–511.
- Reichstein, T., & Salter, A. (2006). "Investigating the sources of process innovation among uk manufacturing firms." *Industrial and Corporate Change*, 15(4), 653–682.
- Reichstein, T., Salter, A. J., & Gann, D. M. (2005). "Last among equals: A comparison of innovation in construction, services and manufacturing in the uk." *Construction Management and Economics*, 23(6), 631–644.
- Reichstein, T., & Dahl, M. S. (2004). "Are firm growth rates random? analysing patterns and dependencies." *International Review of Applied Economics*, 18(2), 225–246.

## Books

- Alkærsig, L., Beukel, K., & Reichstein, T. (2015). *Intellectual property rights management: Rookies, dealers and strategists*. Palgrave Macmillan.
- Christensen, J. L., Vinding, A. L., & Reichstein, T. (2006). *Product innovation in denmark – extend, process, learning and economic performance*. Aalborg University Press.
- Reichstein, T. (2003). *Firm growth rate distributions, firm size distributions and the industry life cycle*. Aalborg University Press.

## Book Chapters

- Bishop, K., Reichstein, T., & Salter, A. (2008). Exploring the role of geographic proximity in shaping university–industry interaction. In J. Bessant & T. Venables (Eds.), *Creating wealth from knowledge: Meeting the innovation challenge* (p. 320).
- Reichstein, T. (2004). Does product innovation and firm growth go hand in hand? In J. L. Christensen & B.-A. Lundvall (Eds.), *Research on technological innovation, management and policy* (pp. 343–361, Vol. 8).

## Reports

- Reichstein, T., Salter, A. J., & Tether, B. (2007). “Mapping innovation and the geographical determinants of inovatopn collaboration: A report for the department of trade and industry.”
- Reichstein, T., & Whyte, J. (2005). “Quantitative analysis of the design quality-indicator (dqi) dataset.”

## Entries in Proceedings

- Mahieu, J., Melillo, F., & Reichstein, T. (2018). “Prior wage and the returns to entrepreneurship.” *Academy of Management Proceedings*, 2018(1), ?
- Isakson, C. D., Reichstein, T., & Dahl, M. S. (2013). “Economic economic choices of a nomadic and isolated work force: Shifts in social relations.” *Academy of Management Proceedings*, 2013(1), 16918.
- Laursen, K., Leone, M. I., Moreira, S., & Reichstein, T. (2013). “Explaining the use of the grant-back clause in technology licensing.” *Academy of Management Proceedings*, 2013(1), 12872.
- Laursen, K., Reichstein, T., & Trombini, G. (2013). “Whom to choose as license partner? the interplay between technology cooperation & market competition.” *Academy of Management Proceedings*, 2013(1), 15620.

## Newspaper Articles

- Foss, N. J., & Reichstein, T. (2023). “Professorer om løngap: Kvinder bør skifte job oftere, hvis de vil tjene lige så meget som mænd (english: Women needs to change job more often if they wish to earn the same as men.” *Berlingske*, 7(17), 26–27.
- Foss, N. J., & Reichstein, T. (2023). “Forskere: Ja, kvinder tjener mindre end mænd. men i disse stillinger tjener kvinderne mest (english: Yes, women yearns less than men. but in these positions woemn earn the most.” *Berlingske*, 6(13), 22–23.

- Foss, N. J., & Reichstein, T. (2021). “Hvorfor tjener sygeplejerskerne, som de gør? vi har kigget på tallene (english: Why do nurses earn the salary they do - we have looked the the numbers.” *Berlingske*, 6(30), 20–21.
- Lotz, P., Monsted, M., & Reichstein, T. (2012). “Klar, parat! sådan får vi flere iværksættere (english: Ready, steady! this is how we get more entrepreneurs.” *Politikken*, 10(11), 10.

## Teaching

Current	Entrepreneurial Finance (Bachelor)
Current	Entrepreneurial Strategy (Bachelor)
Current	Applied Econometrics (PhD)
Current	Business Models, Planning and Strategy (Master)
Current	Foundations of Entrepreneurship Research (PhD)
Past	Managerial Economics (Bachelor)
Past	Business Planning and Models (Bachelor)
Past	Intellectual Property Rights Management (Bachelor)
Past	Entrepreneurship (Master)
Past	Industrial Economics (MBA)
Past	Industrial Economics (Bachelor))
Past	Business Statistics (Bachelor)
Past	Macro Economics (Bachelor)
Past	Micro Economics (Master)
Past	Evolutionary Economics (Master)

## PhD Students

Gulio Zichella	Entrepreneurial Cognition: Three essays on entrepreneurial behaviors and cognition under risk and uncertainty	2017
Maria Halbinger	Entrepreneurial Individuals: Empirical Investigations into Entrepreneurial Activi- ties of Hackers and Makers	2014
Virgilio Failla	Three Essays on the Dynamics of Entrepreneurs in the Labor Market	2014
Maggie Qiuzhu Mei	Learning to Innovate: The Role of Ambidexterity, Standard, and Decision Making	2014
Solon Moreira	Four Essays on Technology Licensing and Firm Innovation	2014
Christina Isakson	Co-Worker Influence and Labor Mobility – The case of seafarers	2013
Signe Groth-Brodersen	From Management to Ego: A Social-Psychological Analysis of the relationship between self-efficacy, Management and Stress in Modern Work Life”	2013
Kristina Vaarst Andersen	Optimal Levels of Embeddedness - The contingent Value of Networked Collaboration	2011

## Editorial Work

2014-2023	Associate Editor: Journal of Industrial and Business Economics
	Guest Editor on Special Issue: Journal of Industrial and Business Economics
2011	Guest Editor on Special Issue: European Management Review

## Grants

2017	Entrepreneurs' Cognition and Perception of Risk and Ambiguity, Independent Research Council Denmark	DKr3.329.460
2009	5 Mobility PhD Scholarships, Independent Research Council Denmark	DKr11.000.000
2009	Organizing for Internal and External Knowledge Creation and Innovation: The Role of Resources, Independent Research Council Denmark	DKr90.000
2008	Entrepreneurship in an Organizational Context: How Matching and Context Processes Influence Firm Level Opportunity Discovery, Independent Research Council Denmark	DKr2.700.000
2004	Innovative Behaviour and Business Performance (IBBP), BEIC/EPSRC	£125.000
2004	Innovation in Construction, BEIC/EPSRC	£60.000

## Awards/Nominations

2015	Best paper Award: Entrepreneur's Social Skills: Experience, Hackers and Haikus, with Maria Hal-binger	DRUID
2014	Best paper Nominee: Unpredictably Stable. An Investigation into the Stayer-Mover Tendencies among Self-Employed, with Virgilio Failla and Francesca Melillo	AOM
2013	Best paper Nominee: Explaining the Use of the Grant-Back Clause in Technology Licensing, with Keld Laursen, Maria Isabella Leone and Solon Moreira, AOM	
2013	Best paper Nominee: Economic Choices of a Normadic and Isolated Work Force: Shifts in Social Relations, with Chrstine D. Isakson and Michael Dahl	AOM
2013	Best paper Nominee: Whom to Choose as License Partner? The Interplay between Technology Cooperation and Market Competition, with Keld Laursen and Giulia Trombini	AOM
2008	Best Paper Award: License to Speed - The Role of Licensing-in in Accelerating the Invention Process, with Maira Isabella Leone	SMS

## References

Co-Author	Prof. Maryann Feldman, School of Public Affairs, Arizona State University	USA
Co-Author	Prof. Bernd Ebersberger, University of Hohenheim	Germany
Co-Author	Prof. Ammon J. Salter, Warwick Business School, University of Warwick	UK