

CURRICULUM VITAE

Personal Information

Name: **Baris Istipliler**
 Nationality: German
 Place of Birth: Konak, Turkey
 Address (office): Institut für Mittelstandsforschung der Universität Mannheim
 L9 1-2; 68161 Mannheim
 Email: baris.istipliler@uni-mannheim.de
 Languages: Turkish (native), English, German (fluent), Spanish (basic)
 Research interests: Entrepreneurial cognition and behavior, family businesses, SME innovation, strategic management

Academic Work Experience

since 2023 Postdoctoral Researcher
 2018 - 2022 Research Associate/PhD Candidate
 2017 - 2018 Research Assistant
 Chair of SME Research and Entrepreneurship, University of Mannheim

Education

01/18 - 12/22 PhD (*dr. rer. Pol.*) with *summa cum laude*
 University of Mannheim
 09/21 - 01/22 → *Research stay: Stanford University, SCANCOR*
 2014 - 2017 Mannheim Master in Management (M.Sc.)
 University of Mannheim
 2008 - 2013 Bachelor of Business Administration (B.Sc.)
 Ege University, Izmir (Turkey)
 2011 - 2012 → *Exchange period: Justus Liebig Universität Giessen*

Awards and Nominations

2022 BDO Best Contribution to Practice Award, 5th IFBRF; Hasselt, Belgium
 2019 IECER Best Paper Award, Interdiscipl. European Conf. on Ent.; Utrecht, Netherlands
 2019 AoM Best Paper Award, 79th AoM Conference; Boston, USA
 2019 Rosemont International Best Paper Award, 4th IFBRF; Monaco
 2019 G-Forum Best Paper Award Nomination, 23rd G-Forum Conference, Wien
 2016 BearingPoint Be.Project 2016 Best Startup Case (8000€ for Team Eyescan)
 2013 Bachelor of Science with High Honors, Ege University

Scholarships and Grants

2023 Stiegler Foundation Travel Grant – 83rd AoM conference; Boston, USA
 2021 DAAD (German Academic Exchange Service) Research Stay Grant; Stanford, USA
 2019 Universität Mannheim IDEUM Travel Grant - 79th AoM Conference; Boston, USA
 2019 Stiegler Foundation Travel Grant - 19th EURAM Conference; Lisbon, Portugal
 2018 Stiegler Foundation Travel Grant - 18th EURAM Conference; Rijkjavik, Iceland
 2011 ERASMUS LLP Scholarship - Two semesters exchange at JLU Giessen, Germany

Publications

- Istipliler, B., Ahrens, J. P., Hauer, A., Steininger, D., & Woywode, M. (2023). Heroes of the Green Room—How able successors revitalize and reinvent family firms. *Journal of Small Business Management*, 1-48.
- Istipliler, B., Bort, S., & Woywode, M. (2023). Flowers of adversity: Institutional constraints and innovative SMEs in transition economies. *Journal of Business Research*, 154, 113306.
- Karami, M., Tang, J., Istipliler, B., & Adomako, S. (2023). Resource-induced coping heuristics transform psychological capital into opportunity recognition. *Journal of General Management*, 48(3), 241-252.
- Ahrens, J.-P., Isaak, A. J., Istipliler, B., & Steininger, D. M. 2019. The Star Citizen Phenomenon & the 'Ultimate Dream Management' Technique in Crowdfunding. In *Proceedings of the 40th International Conference on Information Systems (ICIS)*, Munich, Germany, p. 1–9.
- Istipliler, B., Ahrens, J.P., 2019. Role of sovereignty goals in explaining stakeholder orientation in family firms. In *Academy of Management Proceedings*, Vol. 2019, No. 1, p. 14418

Journal Articles Under Revision

- Title: (title hidden) focus on regulatory focus and entrepreneurial bricolage
Authors: Adomako, S., Hsu, D., Zhu, F., Istipliler, B., Wiklund, J.
Status: Revise and resubmit (2) – *Journal of Management Studies*
- Title: (title hidden) focus on family firms and childhood experiences
Authors: Istipliler, B., Hauer, A., Keese, D., Woywode, M.
Status: Revise and resubmit (3) – *Journal of Small Business Management*
- Title: (title hidden) focus on entrepreneurial cognition and strategic orientation
Authors: Istipliler, B., Ahsan, M., Mole, K., Adomako, S., Tang, J., Gyensare, M. A.
Status: Revise and resubmit (2) – *Journal of Business Research*
- Title: (title hidden) focus on entrepreneurial cognition and resource orchestration
Authors: Lanivich, S., Adomako, S., Ahsan, M., Istipliler, B.,
Status: Revise and resubmit (2) – *Journal of Business Research*
- Title: (title hidden) focus on CEO succession in family firms and experience
Authors: Istipliler, B., Ahrens J.-P., Bort, S., Isaak, A.
Status: Revise and resubmit (2) – *Journal of Business Research*
- Title: (title hidden) focus on marital attitudes of entrepreneurs
Authors: Stamm I., Bernhard, F., Ahrens, J.-P., Istipliler, B.
Status: Revise and resubmit (1) – *Small Business Economics*

Journal Articles Under Revision

- Title: (title hidden) focus on goals of family firms and stakeholder orientation
Authors: Istipliler, B., Ahrens J.-P., Hauser, C., Calabrò, A.
Status: Under Review – *Journal of Small Business & Entrepreneurship*

- Title: (title hidden) focus on successor-incumbent relationship in CEO succession in family firms
Authors: Zybura, J., Woywode, M., Ahrens J.-P., Istipliler, B., Kowalick, M.
Status: Under Review – *Journal of General Management*
- Title: (title hidden) focus on scale-ups and high-growth firms
Authors: Mula, C., Istipliler, B.
Status: Preparing for resubmission – *Small Business Economics*

Working Papers

- Title: Role of Psychological Safety in Reflexivity-Entrepreneurial Orientation Relationship: Evidence from Vietnam, Ghana, and Taiwan
Authors: Adomako, S., Istipliler B., Lanivich, S.
Status: Preparing for submission – *Journal of Business Venturing*
- Title: Going beyond First-Layer Component Based Identifications of Family Firms World-wide
Authors: Ahrens, J.-P., Istipliler, B., Kowalick, M., Keese, D.
Status: Compiling results & writing – Target: *Strategic Management Journal*
- Title: Keeping up with the Dreams for Crowdfunding Success: A New Management Technique?
Authors: Ahrens, J.-P., Isaak, A., Istipliler, B., Rottler, M., Steininger, D., Ortiz de Guinea, A.
Status: Preparing for resubmission – *Management Information Systems Quarterly*
- Title: “Identity Work in Progress”: How Moroccan Female Successors Adapt to Lead their Family Firms?
Authors: Boukhabza, S., Istipliler, B., Müller, B.
Status: Data gathering (50%) and abductive analysis – Target: *Organization Studies*
- Title: Unintended Consequences of Gender Quotes for Female High-Tech Entrepreneurship
Authors: Istipliler, B.
Status: Compiling results; multi-country validation – Target: *Journal of Business Venturing*

Other Academic Services and Responsibilities

2022	European Family Business Research Network – Organizing Committee
2020	Organizer & Track Proponent – 6th International Research Forum on Mittelstand (IRFM) (15-17 Nov 2020, Mannheim)
2020	Vice President, SIGGAME - Association for Information Systems Special Interest Group on Game Design and Research
2020	Track Proponent, SIG 04.03 - Finance, Governance, and Human Resource Management in Family Business - 20th EURAM
2020	Track Proponent, SIG 04.05 - Organization, Management, Sociology, and Psychology in Family Firms: Behavior, Values, Relations, and Social Structure - 20th EURAM
2019	Track Proponent, SIG 04.05 - Organization, Management, Sociology, and Psychology in Family Firms: Behavior, Values, Relations, and Social Structure - 19th EURAM
2019	Track Proponent, SIG 04.03 - Finance, Governance, and Human Resource Management in Family Business - 19th EURAM

Conference Presentations

Childhood Exposure to the Family Firm, Affective Commitment, and Transgenerational Orientation
Accepted at 83rd AoM Conference (Boston, Aug 03 – 08, 2023)

Childhood Exposure to the Family Firm, Affective Commitment, and Transgenerational Orientation
Accepted at 23rd EURAM Conference (Dublin, Jun 14 – 16, 2023)

Family Firm Succession Performance: Fusing Contingency Theory and Upper Echelon Theory
Presented at 5th IFBRF (Hasselt, Sep 27 - 29, 2022)

Founder Cognitive Style & Firm Performance
Presented (online) at 81st AoM Conference (Virtual, Jul 29 - Aug 4, 2021)

What do entrepreneurs expect from their spouses? And how do family entrepreneurs differ?
Presented (online) at 20th EURAM Conference (Virtual, Jun 16-18, 2021)

Ultimate Dream Management: An Innovative Crowdfunding Management Technique
Presented (online) at 20th EURAM Conference (Virtual, Jun 16-18, 2021)

What do entrepreneurs expect from their spouses? And how do family entrepreneurs differ?
Accepted (online) at IFERA 2021 Conference (Virtual, Jun 14-25, 2021)

Entrepreneurial Alertness and Bricolage: Examining the Cognitive and Behavioral Antecedents of EO
Presented (online) at 20th EURAM Conference (Dublin, Dec 4-6, 2020)

Flowers of adversity: The relationship between perf. and inst. pressures faced by innovative SMEs
Presented (online) at 20th EURAM Conference (Dublin, Dec 4-6, 2020)

Rolling stone gathers no moss: The role of change in the successions of family firms
Presented (online) at 20th EURAM Conference (Dublin, Dec 4-6, 2020)

Flowers of adversity: The relationship between perf. and inst. pressures faced by innovative SMEs
Presented (online) at 6th IRFM Conference (Mannheim, Nov 15-17, 2020)

Exchanges about dreams: Towards a new management technique for crowdfunding
Presented (online) at 24th G-Forum Conference (Karlsruhe, 28.-02.10, 2020)

Emergence of EO at the intercept of cognition and behavior: An examination of EA and bricolage
Presented (online) at 24th G-Forum Conference (Karlsruhe, 28.09-02.10, 2020)

Flowers of adversity: The relationship between perf. and inst. pressures faced by innovative SMEs
Presented (online) at 24th G-Forum Conference (Karlsruhe, 28.09-02.10, 2020)

Organizational factors underlying high-tech scale-up performance and transitional success
Presented (online) at 24th G-Forum Conference (Karlsruhe, 28.09-02.10, 2020)

Entrepreneurial Alertness and Bricolage: Examining the Cognitive and Behavioral Antecedents of EO
Presented (online) at 80th AoM Conference (Vancouver, Aug 7-11, 2020)

Learning the Bias? How Successor Pre-Succession Firm Experience affects Family Firm Performance
Presented (online) at 80th AoM Conference (Vancouver, Aug 7-11, 2020)

The Star Citizen Phenomenon & the 'Ultimate Dream Management' Technique in Crowdfunding
Presented at 40th Conference on Information Systems (Munich, Dec 16, 2019)

Learning the Bias? How Successor Pre-Succession Firm Experience affects Family Firm Performance
Presented at 23rd G-Forum Conference (Wien, Jun 26, 2019)

Role of Sovereignty Goals in explaining Stakeholder Orientation in Family Firms.
Presented at 23rd G-Forum Conference (Wien, Jun 26, 2019)

Role of Sovereignty Goals in explaining Stakeholder Orientation in Family Firms.
Presented at 79th AoM Conference (Boston, Aug 12, 2019)

Learning the Bias? How Successor Pre-Succession Firm Experience affects Family Firm Performance
Presented at 19th EURAM Conference (Lisbon, Jun 27, 2019)

Innovation and Collaboration to boost SME Performance in institutionally restricted Environments.
Presented and Poster at VW Trilateral Partnerships Symposium (Dresden, May 13, 2019)

When successors learn not to see the wood for the trees in family firms.
Presented at 4th IFBRF (Monaco, May 4, 2019)

On the Goals of Family Firms: Role of Sovereignty Goals in Explaining Stakeholder Orientation.
Presented at 9th IRMBAM (Nice, Jul 7, 2018)

On the Goals of Family Firms: From Family Involvement to Sovereignty and Social Responsibility.
Presented at 18th EURAM (Iceland, Jun 21, 2018)

On the Goals of Family Firms: Relationship between family influence and non-economic goal sets.
Presented at 3rd IFBRF (Vienna, Sep 22, 2017)

Teaching Activities (*SS xx = Summer Semester year 20xx; WS xx = Winter Semester year 20xx*)

Bachelor

MAN 301 Strategic and International Management (Exercise Instructor - WS 18, WS 19, WS 20)

MAN 450 Entrepreneurship, Inno. and Bus. Model Design (Exercise Instructor – SS 20, SS 19)

MAN 453 Thinking beyond boxes - Advance your Startup (Startup Coach - SS 19)

MAN 456 Digital Entrepreneurship and Virtual Crowd Campaign Mgmt. (Lecturer – WS 20, SS 21, SS 23)

Master

MAN 633 Entrepreneurial Spirit (Lecturer – SS 19)

MAN 631 Creativity and Entrepreneurship in Practice (Startup Coach – WS 18)

MAN 634 Digital Entrepreneurship and Crowdfunding (Lecturer – WS 22, SS 23)

MAN 770 Research Seminar (Lecturer – SS 23, WS 22; Applied Econometrics Instructor – SS 21, SS 20, SS 19, WS 18, SS 18)

MBA

MBS M1 Entrepreneurship and Innovation - Theoretical Foundations and Practical Approaches
 (Lecturer – SS 23, SS 22)

MBS Global Business Experience 2022 – Which Entrepreneurship? Contemporary Topics and Blurred Lines (Lecturer – SS 22)

Theses

Master and Bachelor Theses (completed and graded: 23 - since SS 18)

Review Activities

Journal of Family Business Strategy (7 Reviews)

Business Ethics: A European Review (4 Reviews)

European Research on Management and Business Economics (1 Review)

Junior Management Science (2 Reviews)

Ad-hoc reviewer for several conferences (AOM, EURAM, IFERA, FERC, IFBRF, IRFM, IRMBAM)

Other Work Experience

2016 - 2018	Business Analytics Working Student, <i>SAP SE</i>
2017 - 2018	Founder, <i>Treyetech UG</i>
2015 - 2016	Internships (inv. relations, controlling, audit), <i>TAKKT AG, Liebherr, EY Turkey</i>
2013 - 2014	Voluntary Work, <i>Educational Volunteers Foundation of Turkey</i>