

## VICTOR MARTIN-SANCHEZ

Department of Business & Management  
 University of Southern Denmark  
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### ACADEMIC POSITIONS

Assistant Professor, International Business and Entrepreneurship Group, Department of Business and Management, University of Southern Denmark, Odense, Denmark (September 2021 – Present).

Lecturer (Assistant Professor), Strategy, International Management and Entrepreneurship Group, King's Business School, King's College London, UK (January 2021 – August 2021).

Teaching Fellow, Strategy, International Management and Entrepreneurship Group, King's Business School, King's College London, UK (September 2015 - December 2020).

Short Visiting Scholar positions: John Molson School of Business, Concordia University, Montréal, Canada (August 2014); School of Labor and Employment Relations, University of Illinois at Urbana-Champaign, USA (December 2013 - May 2014).

### EDUCATIONAL BACKGROUND

Universitat Autònoma de Barcelona, Spain.

PhD in Business Economics, Sept. 2015.

MSc in Management, Organization and Business Economics, Sept. 2010.

BSc in Business Administration and Management, Sept. 2009.

### RESEARCH INTERESTS

Comparative International Entrepreneurship; Internationalization; Institutions; Entrepreneurial Cognition; Strategic Human Capital; Entrepreneurial Growth Aspirations.

### PUBLICATIONS

#### Articles in refereed journals

Amore, M. D., Garofalo, O. and Martin-Sanchez, V. (2021) "Failing to learn from failure: How optimism impedes entrepreneurial innovation", *Organization Science*, 32 (4): 909-1148.

Capelleras, J-L., Contín-Pilart, I., Larraza-Kintana, M., and Martin-Sanchez, V. (2019) "Entrepreneurs' human capital and growth aspirations: the moderating role of regional entrepreneurial culture", *Small Business Economics*, 52 (1): 3-25.

Martin-Sanchez, V., Contín-Pilart, I., and Larraza-Kintana, M. (2018) "The influence of entrepreneurs' social referents on start-up size", *International, Entrepreneurship and Management Journal*, 14 (1): 173-194.

Capelleras, J-L., Contín-Pilart, I., Larraza-Kintana, M., and Martin-Sanchez, V. (2016) "Unemployment and growth aspirations: the moderating role of education", *Strategic Change*, 25 (2): 171-185.

#### Articles in progress at different stages of development

Martin-Sanchez, V., Epure, M., Aparicio, S., and Urbano, D. "The human capital puzzle and ambitious entrepreneurship: A comparative institutional approach" (In preparation for submission to *Entrepreneurship Theory and Practice*).

Amore, M.D., Garofalo, O., and Martin-Sanchez, V. "Dispositional optimism and business recovery: Evidence from the Covid-19 pandemic" (In preparation for submission to *Organization Science*).

Berbegal-Mirabent, J. and Martin-Sanchez, V. "Evaluating the impact of third-stream activities in the Spanish universities" (In preparation for submission to *Studies in Higher Education*).

- Albert, C., Caggese, A., González, B., and Martin-Sanchez, V. “Income inequality and entrepreneurship: Lessons from the Covid 2020 recession” (In preparation for submission to *Management Science*).
- Capelleras, J-L., Contín-Pilart, I, Larraza-Kintana, M., and Martin-Sanchez, V. “Predicting export-oriented entrepreneurial activity. What’s the role of the institutional context?” (In preparation for submission to *Journal of International Business Studies*).
- Capelleras, J-L., De Castro, J., Epure, M., and Martin-Sanchez. “Strategic choices and entrepreneurs’ internationalization intensity” (Target journal *Journal of International Business Studies* this paper is at early stage of development).
- Amore, M.D., Capelleras, J-L., Garofalo, O., and Martin-Sanchez, V. “Necessity entrepreneurship: experimental evidence” (Target journal *Strategic Management Journal* this paper is at early stage of development).
- Zunino, D., Martin-Sanchez, V., and Forbes, D. “Recruiting talent for early-stage ventures: An online experiment on startup job ads” (In preparation for submission to *Academy of Management Journal*).

### Book chapters

- Capelleras, J-L., Martin-Sanchez, V., Rialp, J. and Shleha, W. (2018) “Entrepreneurs’ export orientation and growth aspirations: the moderating role of individual human capital”, In. G. Bosio et al. (Eds.) *Rethinking Entrepreneurial Human Capital*. Pp. 63-87. Springer.
- Capelleras, J-L., Contín-Pilart, I, Larraza-Kintana, M., and Martin-Sanchez, V. (2015) “Determinantes de las aspiraciones de crecimiento de los emprendedores en nuevos hoteles y restaurantes”, In. Gerda K. Priestley (Ed.) *Retos de la industria hotelera y de la restauración: Planificación, emprendimiento y gestión*. Pp. 91-111. Bellaterra (Barcelona): EUTDH.

### Other publications (refereed Spanish & Iberoamerican journals)

- Contín-Pilart, I., Larraza-Kintana, M., and Martin-Sanchez, V. (2020) “Entrepreneurs’ planning behavior and new firm performance”, *Management Research*, 18 (3): 307-334.
- Capelleras, J-L., Contín-Pilart, I, Larraza-Kintana, M., and Martin-Sanchez, V. (2018) “Regional and individual determinants of entrepreneurial growth aspirations”, *Journal of Evolutionary Studies in Business*, 3 (1): 17-53.
- Ruizalba Robledo, J.L., Vallespín Aran, M., Martin-Sanchez, V., and Rodríguez Molina, M.A. (2015) “The moderating role of gender on entrepreneurial intentions: a TPB perspective”, *Intangible Capital*, 11 (1): 92-117.
- Capelleras, J-L., Contín-Pilart, I., Martin-Sanchez, V., and Larraza-Kintana, M. (2013) “The influence of individual perceptions and the urban/rural environment on nascent entrepreneurship”, *Investigaciones Regionales*, 26: 97-113.

### JOURNAL EDITORIAL SERVICE

Ad-hoc reviewer (16 reviews in total; 2021=4; 2020=2; 2019=1; 2018=6; 2017=1; 2016=1; 2015=1):

*Small Business Economics; Journal of Small Business Management; International Small Business Journal; Regional Studies; Studies in Higher Education; European Business Review; International Journal of Entrepreneurial Behavior & Research; M@n@gment; International Entrepreneurship and Management Journal; Business Research Quarterly; Management Research; European Research on Management and Business Economics; Socio-Economic Planning Sciences; Intangible Capital.*

### MEDIA COVERAGE

Se il Manager è Ottimista l’Azienda è Più Competitiva, by Ettore Livini, *La Repubblica*, February 19, 2021.

### CONFERENCES AND WORKSHOPS (including scheduled events)

#### Invited presentations

- 2021 The fourth Odense International Entrepreneurship Workshop, University of Southern Denmark, Odense, Denmark. (Held online due to Coronavirus)  
Department of Business, Universitat Autònoma de Barcelona, Spain. (Held online due to Coronavirus)
- 2020 EGADE Business School, Mexico City, Mexico. (Rescheduled as online presentation due to Coronavirus)

- 2019 Department of Food and Resource Economics, University of Copenhagen, Denmark.  
Jönköping International Business School (CeFEO Research Group), Jönköping University, Sweden.  
Colegio de Estudios Superiores de Administración (CESA), Bogotá, Colombia.  
UB Business School - University of Barcelona, Spain.
- 2018 Department of Management – Aarhus University, Denmark.
- 2017 Department of Business Economics – University of the Balearic Islands, Spain.  
UB Business School - University of Barcelona, Spain.
- 2016 Centre for Innovation Management Research, Birkbeck, University of London, UK.
- 2015 WHU-Otto Beisheim School of Management, Vallendar, Germany.
- 2014 Department of Business, Universitat Autònoma de Barcelona, Spain.  
Department of Innovation and Organizational Economics, Copenhagen Business School, Denmark.  
Department of Business Administration, University of Illinois at Urbana-Champaign, IL, USA.

### **Paper presentations at Conferences and Workshops**

- 2021 47<sup>th</sup> EIBA Annual Conference, Madrid, Spain.  
41<sup>st</sup> BABSON College Entrepreneurship Research Conference (BCERC). (Held online due to Coronavirus)  
Strategy, International Management and Entrepreneurship Group (SIME) Conference, King's Business School.  
(Held online due to Coronavirus)
- 2020 40<sup>th</sup> BABSON College Entrepreneurship Research Conference (BCERC), Knoxville, TN, USA. (Conference canceled due to Coronavirus)  
Academy of Management Specialized Conference, Mexico City, Mexico. (Conference canceled due to Coronavirus)
- 2019 XIII GEM Research Workshop, Public University of Navarra, Pamplona, Spain.  
39<sup>th</sup> BABSON College Entrepreneurship Research Conference (BCERC), Babson Park, MA, USA.
- 2018 Academy of Management Specialized Conference, Tel Aviv, Israel.  
78<sup>th</sup> Annual Meeting of the Academy of Management, Chicago, IL, USA.  
1<sup>st</sup> Family Business and Corporate Control Workshop, Bocconi University, Milano, Italy.  
DRUID Conference, Copenhagen, Denmark.
- 2017 XXXI RENT Conference, Lund, Sweden.  
77<sup>th</sup> Annual Meeting of the Academy of Management, Atlanta, GA, USA.  
Economic Science Association (ESA) World Conference, San Diego, CA, USA.
- 2016 1<sup>st</sup> Global Entrepreneurship Development Centre Conference, Kingston Business School, London, UK.  
International Workshop on Entrepreneurship from an Evolutionary Perspective: New Research Challenges, Universitat de Barcelona, Spain.  
76<sup>th</sup> Annual Meeting of the Academy of Management, Anaheim, CA, USA.  
61<sup>st</sup> Annual ICSB World Conference, New Jersey/New York, USA.
- 2015 9<sup>th</sup> Iberoamerican Academy of Management Conference, Santiago, Chile.  
75<sup>th</sup> Annual Meeting of the Academy of Management, Vancouver, BC, Canada.  
DRUID Conference, LUISS Business School, Rome, Italy.  
3<sup>rd</sup> DREAMT-CYFE Doctoral and Young Researcher Workshop, Bergamo, Italy.
- 2014 Early-stage seminar at ESADE-Entrepreneurship Institute, ESADE Business School, Sant Cugat, Spain.  
XXXIX Simposio of the Spanish Economic Association, Palma de Mallorca, Spain.  
VIII Research Workshop based on GEM, Madrid, Spain.  
8<sup>th</sup> DEMO-MMOBE workshop “Economics of Organization, Corporate Governance and Competitiveness”, Universitat Autònoma de Barcelona, Spain.  
INBAM Conference, Barcelona, Spain.  
2<sup>nd</sup> Necessity Entrepreneurship Conference, University of Illinois at Chicago, IL, USA.

- 2013 7<sup>th</sup> DEMO-MMOBE workshop “Economics of Organization, Corporate Governance and Competitiveness”, Universitat Autònoma de Barcelona, Spain.  
GEM Research Conference on Entrepreneurship and Economic Development, Barcelona, Spain.  
Entrepreneurship in the XXI century. Social and educational aspects. Entrepreneurship track of ACEDE association, Universidad de La Laguna, Tenerife, Spain.  
1<sup>st</sup> Necessity Entrepreneurship Conference, University of Illinois at Urbana-Champaign, IL, USA.
- 2012 35<sup>th</sup> ISBE Conference, Dublin, Ireland.  
6<sup>th</sup> DEMO-MMOBE “Economics of Organization, Corporate Governance and Competitiveness”, Universitat Autònoma de Barcelona, Spain.  
GEM Research workshop “Entrepreneurial Activity and Regional Development”, Deusto University, San Sebastián, Spain.  
XXII congress of ACEDE, Cádiz, Spain.
- 2011 34<sup>th</sup> ISBE Conference, Sheffield, UK.  
6<sup>th</sup> DEMO-MMOBE “International Business Economics Workshop”, Universitat de les Illes Balears, Palma de Mallorca, Spain.  
XXI congress of ACEDE, Barcelona, Spain.  
5<sup>th</sup> DEMO-MMOBE workshop “Economics of Organization, Corporate Governance and Competitiveness”, Universitat Autònoma de Barcelona, Spain.  
56<sup>th</sup> Annual ICSB World Conference, Stockholm, Sweden.
- 2010 8<sup>th</sup> Congress of Economy of Navarre, Pamplona, Spain.

## PH.D. STUDENT SUPERVISION

### Doctoral dissertation co-supervision

Cecilia Álvarez, Universitat Autònoma de Barcelona (Spain). 2019-present.

Chao Zhang, Universitat Autònoma de Barcelona (Spain). 2019-present.

## PH.D. COMMITTEE MEMBERSHIPS

### Dissertation committee member

Tatiana Lopez; Universitat Autònoma de Barcelona (Spain); Fall 2021.

José Luis González Porras; Universidad de Málaga (Spain); Spring 2021.

Daryna Lysenko; University of Westminster (UK); Spring 2021.

Nerea González Egia; Mondragon Unibertsitatea (Spain); Fall 2017.

### Dissertation external examiner

Sergey Kazakov; Universidad de Málaga (Spain); Spring 2021.

Luis Fernando Hidalgo Varela; Universitat Autònoma de Barcelona (Spain); Fall 2020.

Paula María Infantes Sánchez; Universitat de les Illes Balears (Spain); Summer 2020.

## TEACHING EXPERIENCE

### Undergraduate level

*University of Southern Denmark (Denmark)*

- Cross Cultural Management (Course coordinator). Fall 2021-present.

*King's College London (UK):*

- Introduction to Entrepreneurship (Course coordinator). Fall 2020; Fall 2019; Fall 2018; Fall 2017.
- BSc thesis supervision (Main supervisor). 2018-2020.
- Entrepreneurial Finance (Teaching assistant). Fall 2020.
- The Psychology of Entrepreneurship and Innovation (Course coordinator). Spring 2018; Spring 2017.

- Entrepreneurial Family Firms (Teaching assistant). Spring 2017.
- Principles of Economics (Teaching assistant). Fall 2016; Fall 2015.
- Business Strategy (Teaching assistant). Fall 2016.

*Birkbeck, University of London (UK):*

- Entrepreneurship and Small Business (Course coordinator). Fall 2016.

*Universitat Pompeu Fabra (Spain):*

- Human Resources (Lecturer). Fall 2014.

*Universitat Autònoma de Barcelona (Spain):*

- Strategic Management (Course coordinator). Spring 2014; Spring 2013; Spring 2012.
- Entrepreneurship (Teaching assistant). Fall 2014.
- Finance (Teaching assistant). Spring 2012.

*Universitat Internacional de Catalunya (Spain):*

- Strategic Management (Course coordinator). Summer 2019.

### **Graduate level**

*University of Southern Denmark (Denmark)*

- MSc thesis supervision (Main supervisor). Fall 2021-present.

*King's College London (UK):*

- Venture Growth (Course coordinator). Fall 2020; Fall 2019; Fall 2018.
- MSc thesis supervision (Main supervisor). 2016-2021.
- International Entrepreneurship (Teaching assistant). Spring 2016.

*Birkbeck, University of London (UK):*

- Innovation: Management and Policy (Lecturer). Fall 2017.

*Copenhagen Business School (Denmark):*

- Business Strategies in Latin America and the Caribbean (Lecturer). Spring 2017.
- Leadership and Governance at MNEs (Lecturer). Fall 2016.
- Master thesis/business project supervision (Main supervisor). Spring 2017.

### **TEACHING TRAINING**

Fellow of The Higher Education Academy (FHEA) in recognition of attainment against the *UK Professional Standards Framework* for teaching and learning support in higher education. Certification pursued at King's College London (UK). Recognition reference: PR137483

Courses taken in the Unit for Innovation in Higher Education Teaching at the Autonomous University of Barcelona (Spain) learning programs (The entire course is organized in 7 activities; \*ECTS = European Credit Transfer System):

- Activity 1: Teaching in the new knowledge-learning context (2h).
- Activity 2: Oral skills competences (1 ECTS\*).
- Activity 3: Ways to assess student learning (1 ECTS\*).
- Activity 4: Teaching innovative experiences (1 ECTS\*).
- Activity 5: Classroom observation guidelines (1.5 ECTS\*).
- Activity 6: Teaching planning (1 ECTS\*).
- Activity 7: Teaching portfolio (1.5 ECTS\*).

### **RESEARCH GRANTS**

2017 £2000 RIF grant allowance from the School of Management and Business at King's College London to develop a research project entitled *Entrepreneurs and beliefs formation: Optimism or feedback?* (with an extension of a further £7000 in 2019).

- 2014 Mobility scholarship for the participation in the 2014 USASBE (*United States Association for Small Business and Entrepreneurship*) Doctoral Consortium and attendance to the annual conference, Fort Worth, TX, USA.
- 2013 Mobility scholarship from the Universitat Autònoma de Barcelona under the Research Committee agreement to join as a Visiting Scholar the School of Labor and Employment Relations at the University of Illinois at Urbana-Champaign, IL, USA.
- 2012 Mobility scholarship for attendance and participation to the Course on Management Research for Business and Administration Spanish professors (30h) at Real Colegio Complutense, Harvard University, Cambridge, MA, USA.
- 2011 Pre-doctoral fellowship (PIF, Research Staff in Training Period) in the Department of Business Economics at the Universitat Autònoma de Barcelona with the following reference number: 410-01-1/2011. This scholarship funds the dissertation development in the doctoral program "Doctorate in Economics, Management and Organization (DEMO)" (October 2011-September 2015).

### HONORS AND AWARDS

- 2016 Best paper award for competitive paper presented by young scholar at Global Entrepreneurship Development Centre (GEDC) Conference, Kingston Business School, London, UK, October 2016.
- 2015 *International Entrepreneurship and Management Journal* Editors' Best Paper Award at the Iberoamerican Academy of Management (IAM) Conference 2015 in Santiago, Chile.  
Most promising PhD student paper Award at the 3<sup>rd</sup> DREAMT-CYFE Doctoral and Young Researcher Workshop, Bergamo, Italy.
- 2014 Best paper Award in the track organized by *Cornell Hospitality Quarterly* at the INBAM (*International Network of Business and Management Journals*) Conference 2014 in Barcelona, Spain.
- 2010 The best paper presented at the 8<sup>th</sup> Congress of Economy of Navarre, Pamplona, (Spain). Titled: "*The impact of entrepreneurs' planning profiles on firm growth: an empirical analysis*".

### RESEARCH GROUPS MEMBERSHIP

- 2015-2017 Research member of the research project entitled "*Firm Commitment for Improving Organizations and Enhance Welfare*" with the following reference number: ECO2013-48496-C4-4-R. Government of Spain. Ministry of Economy and Competitiveness. Principal researcher: Prof. Miguel Angel Garcia Cestona and Prof. Pedro Ortín Ángel.
- 2012-2014 Research member of the research project entitled "*Internal drivers of firm success: innovation, people and the organization of the workplace*" with the following reference number: ECO2010-21393-C04-03. Government of Spain. Ministry of Economy and Competitiveness. Principal researcher: Prof. Martin Larraza-Kintana.
- 2011-present Research member of the Navarre (Spain) GEM (Global Entrepreneurship Monitor) team at GERA (Global Entrepreneurship Research Association).
- 2012-2013 Research member as a doctoral student of the competitive research group "*Management and Organization*" at Universidad Pública de Navarra in the department of Business Administration. Group code: 309. Principal researcher: Prof. Emilio Huerta Arribas.

### UNIVERSITY ADMINISTRATION SERVICES

- Admissions tutor for the MSc in Strategic Entrepreneurship and Innovation at King's Business School. (2018-2021).
- Deputy admissions tutor for the BSc in Business and Management at King's Business School where I give several tasters, offer holder, and open day presentations per each academic year (2015-2020).
- Personal tutor for UG and PG students. A personal tutor is an academic member of staff who takes an active interest in a student's academic progress and university experience and is concerned for a student's general welfare (2015-2021).

### PROFESSIONAL AND CONSULTING EXPERIENCE

- Contributor member in the publications commission of the Catalan Economics Association (Societat Catalana d'Economia), subsidiary of Instituts d'Estudis Catalans, Carrer del Carme 47, Barcelona, Spain (2009-2016).

Marketing Assistant Intern in Bellsolà, S.A. in the marketing department, Avinguda Príncep d'Asturias 66, Barcelona and in offices located in Carretera de Santa Coloma de Farners km 5.6 Aiguaviva, Girona, Spain (June 2011-May 2012).

Internal auditor intern in the Central Services of "la Caixa" savings bank in audit department, Av. Diagonal 621-629, Barcelona, Spain (January 2008-April 2008 and September 2008-December2008).

## **LANGUAGES**

Spoken: Catalan, Spanish, English, Italian.

Writing: Catalan, Spanish, English, Italian.

Reading: Catalan, Spanish, English, Italian.