

## Maija Renko

University of Illinois at Chicago  
College of Business Administration  
Department of Managerial Studies  
2211 University Hall, MC 243  
Chicago, Illinois 60607  
(312) 413-8237 (telephone)  
(312) 996-3559 (fax)  
maija@uic.edu (email)

---

### EDUCATION

- Ph.D.** in Business Administration May 2008  
Florida International University  
Major: Entrepreneurship  
Dissertation title: The Role of Market Knowledge in  
Recognizing and Exploiting Entrepreneurial  
Opportunities in Technology Intensive Firms
- D.Sc.** in Business Administration Dec 2006  
Turku School of Economics, Finland  
Major: International Business  
Dissertation title: Market Orientation in Markets  
for Technology – Evidence from Biotechnology  
Ventures (*Eximia cum laude approbatur*)
- M.Sc. (Economics & Business Administration)** May 2000  
Turku School of Economics, Finland
- Diploma** in Basics of Medicine May 2000  
University of Turku, Finland. Open University.

### APPOINTMENTS

- Assistant Professor of Entrepreneurship, August 2007 – Present  
College of Business Administration, University of Illinois, Chicago, IL
- Visiting Assistant Professor of Entrepreneurship, December 2006 – August 2007  
College of Business Administration, Florida International University,  
Miami, FL
- Graduate Assistant, January 2005 – December 2006  
Entrepreneurship Center, Florida International University, Miami, FL

Visiting Scholar, March 2004 – December 2004  
Stanford University, Scandinavian Consortium for Organizational Studies,  
Palo Alto, CA

Visiting Scholar, February 2003 – December 2003  
Entrepreneurship Center, Florida International University, Miami, FL

Researcher, Jan 1999 – December 2002  
Turku School of Economics, Innomarket unit, Finland

## **JOURNAL PUBLICATIONS**

Renko Maija, Carsrud Alan & Brännback Malin (2009) The effect of a market orientation, entrepreneurial orientation, and technological capability on innovativeness: A study of young biotechnology ventures in the US and in Scandinavia. *Journal of Small Business Management*, Vol. 47, No. 3, 331-369.

Brännback , M., Carsrud, A. L., Renko, M., Ostermark, R., Aaltonen, J., Kiviluoto, N. (2009) Growth and profitability in small privately held biotech firms: Preliminary findings. *New Biotechnology*, Vol. 25, No. 5, 369-376.

Carsrud Alan, Brännback Malin, Nordberg Leif & Renko Maija (2009) Cognitive Maps and Perceptions of Entrepreneurial Growth: A quasi-experimental study in the differences between technology entrepreneurs, corporate managers, and students. *Journal of Enterprising Culture*, Vol. 17, No. 1, 1-24.

Renko Maija, Brännback Malin & Carsrud Alan (2008) Sources, development and uses of innovation in modern biotechnology. *International Journal of Technoentrepreneurship*, Vol. 1, No. 4, 345-362.

Brännback Malin, Carsrud Alan & Renko Maija (2007) Exploring the born global concept in the biotechnology context. *Journal of Enterprising Culture*, Vol. 15, No. 1, pp. 79-100.

Jaakkola Elina & Renko Maija (2007) Critical Innovation Characteristics Influencing Acceptability of a New Pharmaceutical Product Format. *Journal of Marketing Management*, Vol. 23, No. 3-4, pp. 327-346.

Tikkanen Joni & Renko Maija (2006) Developing innovation networks – the art of interorganisational collaboration in high-technology innovation. *International Journal of Entrepreneurship and Innovation Management*, 6(6), pp. 573-590.

Kundu Sumit K. & Renko Maija (2005) Explaining export performance: A comparative study of international new ventures in Finnish and Indian software industry. *Advances in Entrepreneurship, Firm Emergence, and Growth*, Volume 8, edited by Dean A. Shepherd and Jerome A. Katz, pp. 43-84, Elsevier 2005.

Renko Maija, Carsrud Alan, Brännback Malin & Jalkanen Juho (2005) Building market orientation in biotechnology SMEs: balancing scientific advances. *International Journal of Biotechnology*, Vol. 7, No. 4, pp. 250-268.

Brännback Malin & Renko Maija (2002) Technological and strategic change in the Finnish pharmaceutical industry: the emergence of a cluster. *Pharmaceuticals Policy and Law*, Vol. 5/ 2002, pp. 27-40.

## **BOOK CHAPTERS**

Renko Maija (2009) How global is global? A comparison of Nordic and American biotechnology ventures. In: *Internationalisation, Innovation & Entrepreneurship: New Ventures in Life Science*, edited by Marian V. Jones & Colin Wheeler. Edward Elgar. (Forthcoming)

Renko Maija, Carsrud Alan & Brännback Malin (2008) The living dead – Why they turned out that way? In: *Frontiers of Entrepreneurship Research*, Proceedings of the 2008 Babson College Entrepreneurship Research Conference. [papers.ssrn.com/sol3/papers.cfm?abstract\\_id=1346073](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1346073)

Renko, Maija & Haar, Jerry (2008) Innovation and entrepreneurship among born global enterprises. In: *Small Firm, Global Markets, Competitive Challenges in the New Economy*, Edited by Jerry Haar & Jorg Meyer-Stamer. Palgrave Macmillan.

Carsrud Alan, Renko Maija & Brännback Malin (2008) Strategy and Strategic Thinking in Biotechnology Entrepreneurship. In: *Handbook of Bioentrepreneurship*, International Handbook Series on Entrepreneurship, Vol. 4. Edited by Palzelt, H. & Brenner, T. Springer Science and Business Media, 83-104.

Renko Maija (2006) Sourcing Market Knowledge in Biotechnology. *Regional Development in the Knowledge Economy*, edited by Philip Cooke & Andrea Piccaluga, pp. 111-134, Routledge and Regional Studies Association.

Orava Markus & Renko Maija (2002) Globalization in the field of pharmaceutical contract research – creating value through networks. In: *Viewpoints on the economic dimension of globalization*. Publications of Turku School of Economics and Business Administration, A-Series. Edited by Niina Nummela.

## **ARTICLES IN MAGAZINES / TRADE JOURNALS**

Brannback Malin, Carsrud Alan & Renko Maija (2008) Reincarnation in biotech – Is there life after death? *Screening*, 2/2008, p.2-3. Available also [www.emagazinescreening.com](http://www.emagazinescreening.com).

## REFEREED CONFERENCE PRESENTATIONS/PROCEEDINGS

Brännback Malin, Östermark Ralf, Carsrud Alan, Renko Maija & Aaltonen Jaana (2009) The fragile link between profitability and growth in small biotech firms: An exploratory study. *Academy of Management Conference*, August 7-10, 2009, Chicago, IL.

Renko Maija, Tarabishy Ayman & Carsrud Alan (2009) Entrepreneurial Leadership – Construct Refinement and Scale Development. *Academy of Management Conference*, August 7-10, 2009, Chicago, IL.

Brännback Malin, Östermark Ralf, Carsrud Alan, Renko Maija & Aaltonen Jaana (2009) Is It A Lemon Or A Cherry? Markov Modeling Of Entrepreneurial Growth and Profitability. *Babson College Entrepreneurship Research Conference*, June 3-6, 2009, Babson College, MA

Renko Maija, Tarabishy Ayman & Carsrud Alan (2009) Entrepreneurial Leadership – Construct Refinement and Scale Development. *Babson College Entrepreneurship Research Conference*, June 3-6, 2009, Babson College, MA.

Renko Maija, Sinha Paresha N., Kontula Jukka, Baldegger Rico & Kundu Sumit K. (2009) Institutional Environments for Entrepreneurship - A Three Country Study. *Academy of International Business Conference*, June 27-30, 2009, San Diego.

Kroeck, K. Galen, Renko Maija & Bullough Amanda (2008) Expectancy theory and entrepreneurial outcomes. *5th Annual Symposium on the PSED*. Clemson University, SC, Nov 6 – 9, 2008.

Renko Maija & Baltrusaityte-Axelson Jurgita (2008) Nascent entrepreneurs' perceptions of the entrepreneurial climate in the USA and Latvia. *5th Annual Symposium on the PSED*. Clemson University, SC, Nov 6 – 9, 2008.

Lopez Luis, Renko Maija & Kundu Sumit (2008) Born Globals or Born Regionals? Evidence from young software firms in Finland and Costa Rica. *Academy of International Business Conference*, June 30 – July 3, 2008, Milan, Italy.

Renko Maija & Baltrusaityte-Axelson Jurgita (2008) When do entrepreneurial intentions lead to entrepreneurial actions? *University of Illinois, Chicago, Symposium on Marketing and Entrepreneurship*, June 15-16, 2008, Stockholm, Sweden.

Renko Maija, Carsrud Alan & Brännback Malin (2008) The living dead – Why they turned out that way? *Babson College Entrepreneurship Research Conference*, June 4-7, 2008, Chapel Hill, NC. Forthcoming in *Frontiers of Entrepreneurship Research 2008*.

Renko Maija, Reynolds Paul & Carsrud Alan (2007) Lacking resources and slack

- resources: What makes a difference for new firm survival and growth? *CLADEA, the Council of Latin American Management Schools 40<sup>th</sup> Anniversary Conference*, October 28-31, 2007, Florida International University, Miami, FL.
- Lopez Luis, Renko Maija & Kundu Sumit (2007) Internationalization of young software firms in Finland and Costa Rica. *Tenth Anniversary McGill Conference on International Entrepreneurship*, Sep 27-30, 2007, University of California Los Angeles, CA.
- Renko Maija, Bullough Amanda, and Zanakis Steve (2007) Survival of nascent enterprises – In search for an explanation. *International Council for Small Business Conference*, June 13-15 2007, Turku, Finland.
- Renko Maija and Reynolds Paul (2006) Profiling the Growth Oriented Nascent Entrepreneur in the US – Evidence from Representative Samples. *Academy of Management Conference*, August 11-16, 2006, Atlanta.
- Renko Maija (2006) Market orientation in markets for technology – Evidence from entrepreneurial biotechnology firms. *University of Illinois, Chicago, Symposium on Marketing and Entrepreneurship*, August 3-4, 2006, Chicago.
- Renko Maija and Kundu Sumit (2006) The dynamics of new ventures internationalization: Some testable propositions. *Academy of International Business Conference*, June 23-26, 2006, Beijing, China.
- Renko Maija (2005) Market orientation in markets for technology. *2nd Symposium on the Entrepreneurship – Innovation – Marketing Interface*, Universität Karlsruhe, October 6-7, 2005, Karlsruhe, Germany.
- Renko Maija (2005) Market knowledge in young technology ventures. *25th Babson College Entrepreneurship Research Conference* at Babson College, in Wellesley, MA. June 9-11, 2005.
- Renko Maija (2005) Integrating market knowledge into R&D – Typology of challenges in young biotechnology firms. Proceedings (CD-Rom) of the 50th World Conference of the *International Council for Small Business (ICSB)*, Washington DC, June 15-17, 2005.
- Renko Maija and Kundu Sumit (2004) Internationalization of born global firms: intentions, resources, and performance. Proceedings of the *Fourth Biennial McGill Conference on International Entrepreneurship – Researching New Frontiers*, Montreal, September 17-20, 2004.
- Tikkanen Joni and Renko Maija (2004) Developing innovation networks – the art of interorganizational collaboration in high-technology innovation. Proceedings of the *11th International Product Development Management Conference*, Dublin, Ireland,

June 20-22, 2004, pp. 1197-1211.

## INVITED CONFERENCE PRESENTATIONS

Renko, M. & Baltrusaityte-Axelson, J. (2009) When do entrepreneurial intentions lead to entrepreneurial actions? *AMA Winter Marketing Educators Conference*, Tampa, FL. (February 2009). Invited presentation at the Marketing -Entrepreneurship Special Interest Group research meeting.

Renko Maija (2008) The role of market knowledge in recognizing entrepreneurial opportunities in technology intensive firms. Presented at the *Greif Research Symposium on Entrepreneurship*, University of Southern California, Los Angeles, March 20-22, 2008.

Renko Maija, Carsrud Alan & Brännback Malin (2008) The effect of a market orientation, entrepreneurial orientation, and technological capability on innovativeness: A study of young biotechnology ventures in the US and in Scandinavia. Presented at the *Fourth Annual Office Depot Research Forum* (JSBM paper development workshop), Ft Lauderdale, FL, April 19<sup>th</sup>, 2008.

## AWARDS AND HONORS

- Faculty advisor, Best Buy case competition for MBA students, April 2008.
- Best Innovation Paper award, Council of Latin American Management Schools 40th Anniversary Conference (CLADEA), October 28-31, 2007.
- 2005 Kauffman Foundation Dissertation Fellowship Award
- Throughout my career as a doctoral student, I raised altogether \$ 110,000 from nine different foundations (private and governmental) in Finland to support my studies, research, and the 2003-2004 research exchanges in the US.

## COURSES TAUGHT

Undergraduate:

Business Plans

Introduction to Entrepreneurship

Strategic Management

Small Business Management

Graduate:

Entrepreneurship

Strategic Management

## **PROFESSIONAL AFFILIATIONS**

Academy of Management, United States Association for Small Business & Entrepreneurship, Academy of International Business, Strategic Management Society, American Marketing Association.