

Curriculum Vitae

Utz Weitzel

Academic Positions

- 2015 - ongoing University Utrecht School of Economics, The Netherlands:
Professor of Finance and Financial Markets
- 2015 - ongoing Radboud University, Nijmegen School of Management, Economics
Department, The Netherlands:
Professor of Experimental and Behavioral Finance
- 2010 - 2015 Radboud University, Nijmegen School of Management, Economics
Department, The Netherlands:
Professor of Finance, Head of the Economics Department (2012-2015)
- 2012 - 2014 Maastricht School of Management, Maastricht, The Netherlands:
Honorary Professor of Experimental Methods and Finance
- 2008 - 2010 Research fellow Max Planck Institute of Economics; Entrepreneurship,
Growth and Public Policy Group; Jena, Germany: Research Fellow
- 2007 - 2010 University Utrecht School of Economics, The Netherlands: Tenure
- 2003 - 2007 University Utrecht School of Economics, The Netherlands: Assistant
Professor, Organization & Strategy
- 1997 Humboldt-University Berlin, Germany: Assistant Professor, Corporate
Strategy and Theory
- 1996 - 1997 J.L. Kellogg Graduate School of Management, Northwestern University,
Evanston (Chicago), USA: Post-doc fellow
- 1993 - 1996 Humboldt-University Berlin, Germany: Research and Teaching Assistant,
'Corporate Strategy and Theory' (Prof. Horst Albach)
- 1991 - 1993 Free University Berlin, Germany: Research and Teaching assistant,
'Industrial Management & Organisation' (Prof. Horst Albach)

Education

- 1996 Ph.D. in Economics, Humboldt-University Berlin, Germany, Thesis:
'Dynamics of Innovative Firms in Global Competition'
- 1991 Master's Degree (with distinction) in International Business & Economic
Development, University of Reading, U.K., Thesis: 'International Research &
Development in Multinational Enterprises'
- 1989 Bachelor's Degree in Economics and Business Administration, University of
Augsburg, Germany
- 1987 German 'Abitur' at the DHPS, Windhoek, Namibia
- 1986 South African Matriculation Board Examination at the DHPS, Windhoek,
Namibia

Practical Experience

- 2002 - ongoing Member of the Board of Directors (after MBO), CM Community Media GmbH

	& Co. KG, Germany
2005 - 2009	2nd speaker of supervisory board, ICT AG, Aachen, Germany
2000 - 2002	Head of Business Development, CM Community Media GmbH & Co. KG (subsidiary of ProSiebenSat.1 Media AG until MBO in 2002)
2000	Silent partner Berlecon Research, Berlin, Germany. Co-founding CEO of 01-Soft B.V. in Hasselt, Belgium
1997 - 2000	Consultant in corporate planning and organisation, Bayer AG, Leverkusen, Germany (projects with The Boston Consulting Group, Germany)
Consulting for	Akzo Nobel (2013), Scala BV, ICT AG, Westlotto, Point-of-Purchase Advertising International (German office)

Academic Services, Coordination & Memberships

Editorial services	<i>Journal of Behavioural and Experimental Finance</i> (Founding editor, 2013-ongoing). <i>Small Business Economics</i> (Associate Editor, 2013-2015). <i>International Journal of Entrepreneurial Venturing</i> (Editorial board member, 2008-ongoing).
Reviewer for	The Netherlands Organisation for Scientific Research (NWO Vidi), American Economic Review, Strategic Management Journal, Journal of International Business Studies, Journal of Economic Behavior and Organization, Journal of Economic Psychology, Journal of International Money and Finance, Journal of Behavioural and Experimental Finance, International Journal of Industrial Organization, Journal of Institutional and Theoretical Economics, Journal of Economics, Small Business Economics, Journal of Entrepreneurship & Innovation Management, International Journal of Entrepreneurial Venturing, Zeitschrift für Betriebswirtschaft.
Scientific commissions and affiliations	Treasurer of the GXP foundation, www.gxp-foundation.org (2015-ongoing) Member of the Scientific Board of the Society for Experimental Finance (2014-ongoing) Member of cross-faculty think tank on 'Role of Randomness in Sciences', Radboud University Nijmegen, NL (2014-2015) Member of the appointment commission for associate professors of the Faculty of Management, Radboud University Nijmegen (2014-2015) Member of the Honours Programme Committee of the Radboud University Nijmegen (2013-2015) Member of the Council for Scientific Integrity of the Radboud University Nijmegen (2013-2014) Member Scientific Commission: Dutch Academy of Research in Entrepreneurship, DARE (2011-ongoing) Senior Affiliate: Households in Conflict Network, HiCN (2009 - ongoing) Research Fellow: Max Planck Institute of Economics; Entrepreneurship, Growth and Public Policy Group; Jena, Germany (2008-2010) Research Fellow: Tjalling C. Koopmans Institute, Utrecht University (2003-2010, 2015-ongoing)

	PhD reading commissions: Ferdy van Beest (2010), Marco Della Seta (2011), Coen Rigtering (2013), Chen Li (2014), Sasha Prokosheva (2015)
	'Habilitation' commission: Stefan Palan (2014)
Past and current memberships in academic associations	American Finance Association; American Economic Association; European Finance Association; European Financial Management Association; Society for Experimental Finance; Financial Management Association International; Koninklijke Vereniging voor de Staathoudkunde; German Economic Association for Business Administration (Geaba).
Workshop and conference organization	Experimental Finance Conference, 6 th Annual Meeting of the Society for Experimental Finance, Radboud University, Nijmegen, NL (2015) Ambiguity, Workshop, Radboud University, Nijmegen, NL (2011). Experiments on group lending, trust and entrepreneurship in microfinance, Workshop, Utrecht University, NL (2010). Strategic Entrepreneurship, Workshop, Utrecht University, NL (2009). 3rd European Conference on Entrepreneurship and Innovation, University of Winchester, UK (2008). 2nd European Conference on Entrepreneurship and Innovation, Utrecht University, NL (2007). Policy Issues in Mergers, Acquisitions and Alliances, Tjalling C. Koopmans Workshop, Utrecht University, NL (2005).
Academic coordination	Head of the Economics Department, Nijmegen School of Management, Radboud University, Nijmegen, NL (2012-2015). Academic Director of the bachelor track 'International Economics and Business' (IEB), Nijmegen School of Management, Radboud University Nijmegen, Nijmegen, NL (2010-2013). 'Ambassador' of Utrecht University for Germany and official coordinator of research and teaching activities with German institutions (2009-2010). Development and coordination: International Entrepreneurship Track, joint program between the Utrecht University School of Economics and Lund University School of Economics and Management (2008-2010). Member of the Board of Undergraduate Studies (BUS), Utrecht University School of Economics (2004-2007). Member of the Teaching Commission (Opleidingscommissie, OC) of the Utrecht University School of Economics (2004).

Additional Qualifications & Awards

2015	Teacher of the year award (by ECU92, the Student Association of the Utrecht School of Economics)
2014	Award nomination at G-Forum 2014 for paper with K. Muehlfeld and D. Urbig ("Once Bitten, Twice Still Not Shy - Explorative persistence in entrepreneurial learning").
2014	Teacher of the 2 nd year award (by SYNERGY, the Association of Business Students at the Radboud University Nijmegen)
2013	Internationalization award for the IEB program (by the Board of Directors of the Radboud University, Nijmegen)

2013	Teacher of the 2 nd year award (by SYNERGY, the Association of Business Students at the Radboud University Nijmegen)
2012	Teacher of the 2 nd year award (by SYNERGY, the Association of Business Students at the Radboud University Nijmegen)
2011	Teacher of the 2 nd year award (by SYNERGY, the Association of Business Students at the Radboud University Nijmegen)
2011	Full Professor Strategic Management ('Ruf' from Leibniz University Hanover)
2009	Researcher of the year award (by the Utrecht University School of Economics faculty)
2008	EECPCL Executive Program, Harvard Business School, Boston, MA
2008	Centre of Excellence in University Teaching (CEUT) Fellow, Utrecht University, The Netherlands
2008	Certificate, Senior Teaching Qualification (SKO/UKO), Utrecht University, The Netherlands
2007	Teacher of the year award (by ECU92, the Student Association of the Utrecht School of Economics)
2006	Certificate, Junior Teaching Qualification (BKO), Utrecht University, The Netherlands
1989 - 1991	Scholarship for outstanding students from the Friedrich-Ebert-Foundation in Bonn, Germany
Languages	Fluent in English, German, Dutch; passive Afrikaans; advanced proficiency certificate in Latin (unfortunately not in Italian).

Publications

Journal articles (internationally peer-reviewed)

- J. Qiu, U. Weitzel (2016). "Experimental Evidence on Valuation with Multiple Priors." *Journal of Risk and Uncertainty*.
- K. Muehlfeld, D. Urbig, U. Weitzel. (2016). "Entrepreneurs' Exploratory Perseverance in Learning Settings." *Entrepreneurship, Theory & Practice*.
- G. Braam, M. Nandy, U. Weitzel, S. Lodh (2015): "Accrual-based and Real Earnings Management and Political Connections", *The International Journal of Accounting*, 50(2): 111-141.
- U. Weitzel, G. Kling, D. Gerritsen (2014): "Testing the Fire-Sale FDI Hypothesis for the European Financial Crisis", *Journal of International Money and Finance*, 49: 211-34
- S. Füllbrunn, H. Rau, U. Weitzel (2014): "Does Ambiguity Aversion Survive in Experimental Asset Markets?" *Journal of Economic Behavior & Organization*, 107: 810-26.
- K. De Jaegher, S. Rosenkranz, U. Weitzel (2014): "Economic principles in communication: an experimental study" *Journal of Theoretical Biology*, 363: 62-73
- G. Kling, A. Ghobadian, M. Hitt, U. Weitzel, N. O'Regan (2014): "The effects of cross-border and cross-industry M&As on home-region and global MNEs", *British Journal of Management*, 25(1): 116-132
- S. Desai, Z. Acs, U. Weitzel (2013): "A Model of Destructive Entrepreneurship: Insight on Conflict and Postconflict Recovery", *Journal of Conflict Resolution*, 57(1): 20-40
- M. Sanders, U. Weitzel (2013): "Mis-Allocation of Entrepreneurial Talent in Post-Conflict

Environments", *Journal of Conflict Resolution*, 57(1): 41-64

- J.P.C. Rigtering, U. Weitzel (2013): "Work context and employee behaviour as antecedents for intrapreneurship", *International Entrepreneurship and Management Journal*, 9(3): 337-360
- K. Muehlfeld, U. Weitzel, A. van Witteloostuijn (2013): "Fight or Freeze? Individual Differences in Investors' Motivational Systems and Trading in Experimental Asset Markets", *Journal of Economic Psychology*, 34: 195-209
- S. Rosenkranz, U. Weitzel (2012): "Network Structure and Strategic Investments: An Experimental Analysis", *Games and Economic Behavior*, 75 (2): 898-920
- D. Urbig, U. Weitzel, S. Rosenkranz, A. van Witteloostuijn (2012): "Exploiting opportunities at all cost? Entrepreneurial intent and externalities", *Journal of Economic Psychology*, 33(2): 379-393
- K. Muehlfeld, U. Weitzel, A. van Witteloostuijn (2011): "Mergers and acquisitions in the global food processing industry in 1986-2006", *Food Policy*, 36(4): 466-479
- G. Kling, U. Weitzel (2011): "The internationalization of Chinese companies: firm characteristics, industry effects and corporate governance", *Research in International Business and Finance*, 25(3): 357-372
- U. Weitzel, K.J. McCarthy (2011): "Theory and Evidence on Mergers and Acquisitions by Small and Medium Enterprises", *International Journal of Entrepreneurship and Innovation Management*, 14(2/3): 248-275
- U. Weitzel, D. Urbig, S. Desai, Z. Acs, M. Sanders (2010): "The good, the bad, and the talented: entrepreneurial talent and selfish behavior", *Journal of Economic Behavior and Organization*, 76(1), 64-81 [Errata: Page 67, line 7 should be " $P_d = -pM$ "; Page 67, line 8 should be " $P_r = -((1-p)M)$ "]
- G. Kling, U. Weitzel (2010): "Endogenous mergers: Bidder momentum and market reaction", *Applied Financial Economics*, 20, 243-254
- E. Cefis, S. Rosenkranz, & U. Weitzel (2009): "Effects of acquisitions on product and process innovation and R&D performance", *Journal of Economics*, 96(3), 193-222
- S. Rosenkranz & U. Weitzel (2007): "Strategic Positioning of Alliances in Technological Life Cycles", *International Journal of the Economics of Business*, 14(1), 135-149
- U. Weitzel & S. Berns (2006): "Cross-border Mergers, Government Effectiveness, and Related Aspects of Corruption", *Journal of International Business Studies*, 37, 786-806

Books, chapters and proceedings

- U. Weitzel, S. Rosenkranz (2016) "Randomness and the Madness of Crowds." In *The Challenge of Chance - A Multidisciplinary Approach From Science And The Humanities*, edited by Klaas Landsman and Ellen van Wolde, 250. Heidelberg: Springer.
- U. Weitzel, D. Urbig, S. Desai, M. Sanders, Z. Acs (2015) "The Good, the Bad, and the Talented: Entrepreneurial Talent and Selfish Behavior." In *Global Entrepreneurship, Institutions and Incentives*, edited by Zoltan Acs, 672. Edward Elgar.
- S. Desai, Z. Acs, U. Weitzel (2015) "A Model of Destructive Entrepreneurship: Insight for Conflict and Postconflict Recovery." In *Global Entrepreneurship, Institutions and Incentives*, edited by Zoltan Acs, 672. Edward Elgar.
- B. Westbrook, U. Weitzel, K. Muehlfeld (2013): "Connections versus Expertise of Legal Advisors, and Acquirers' Failure to Learn", *Academy of Management Proceedings*
- S. Danakol, E. Saul, P. Reynolds, U. Weitzel (2013) "Foreign direct investment and domestic entrepreneurship: what are the linkages?" *Frontiers of Entrepreneurship Research*, 33(15),

Article 1.

- E. Diecidue, J. van de Ven, J., U. Weitzel (2012): "Shareholders' Expectations, Aspiration Levels and Mergers" in McCarthy, K.J., Dolfsma, W. (eds.) "Understanding Mergers and Acquisitions in the 21st Century", Palgrave Macmillan, 148-164.
- K.J. McCarthy and U. Weitzel (2012): "When bigger isn't always better: A study of merger and acquisitions by small and medium enterprises" in McCarthy, K.J., Dolfsma, W. (eds.) "Understanding Mergers and Acquisitions in the 21st Century", Palgrave Macmillan, 79-108.
- K.J. McCarthy and U. Weitzel (2012): "Merger motives and the realization of gains" in McCarthy, K.J., Dolfsma, W. (eds.) "Understanding Mergers and Acquisitions in the 21st Century", Palgrave Macmillan, 109-147.
- P. Jost, U. Weitzel (2010): „Strategic Conflict Management – A Game-Theoretical Introduction“, 2nd Edition (paperback), Edward Elgar, Cheltenham UK
- D. Urbig, U. Weitzel (2009): "A plea for individually 'irrational' entrepreneurship: how entrepreneurial overconfidence affects payoffs of an entrepreneurial population", *Frontiers of Entrepreneurship Research*, 29(6), art. 19 (summary)
- U. Weitzel (2007): "Growth and Innovation Strategies in Global Competition", in Saeed, John (ed.), "Contemporary Corporate Strategy", Routledge Studies in International Business and the World Economy, Routledge UK.
- P. Jost & U. Weitzel (2007): „Strategic Conflict Management – A Game-Theoretical Introduction“, 1st Edition (hard cover), Edward Elgar, Cheltenham UK (EE Book Of The Month in Business and Management, Jan. 2008)
- U. Weitzel (1996): „Unternehmensdynamik und globaler Innovationswettbewerb“, *Beiträge zur betriebswirtschaftlichen Forschung (Braune Reihe)*, Gabler, Wiesbaden
- U. Weitzel, D.H. Wellershoff, A. Wolff (1993): „Liquidationen und Privatisierungen - Der Fall Lacufa“ in: Albach, H. and Witt, P. (eds.): „Transformationsprozesse in ehemals Volkseigenen Betrieben“, Schäffer Poeschel Verlag, Stuttgart.

Reviews, reports and other publications (non-peer-reviewed)

- S. Rosenkranz, U. Weitzel, S. Danakol (2013): *Foreign Direct Investment and Entrepreneurship*, Report to the Dutch ministry of economic affairs, The Hague.
- S. Rosenkranz, K. Muehlfeld, G. van der Laan, U. Weitzel (2013): *Sustainable Decision Making: Non-Monetary Incentives for Pro-Social Behavior in the Energy Sector*, Report to the Dutch ministry of economic affairs, The Hague.
- U. Weitzel (2007) Review on "Microeconomics for MBAs" by R.B. McKenzie and D.R. Lee (Cambridge University Press, 2006), *De Economist* (2)
- U. Weitzel, T. Wichmann (2000): *Virtual Mediators: B2B Marketplaces on the Internet*, Report published by Berlecon Research, Berlin.
- U. Weitzel (1996), Review on „Innovationsmanagement“ by F. Pleschak and H. Sabisch (UTB, 1996), *Zeitschrift für Betriebswirtschaft* (5)
- U. Weitzel (1995), Review on „Innovationskooperationen zwischen Herstellern und Anwendern“ by E.M.W. Kirchmann (Deutscher Universitätsverlag, 1994), *Zeitschrift für Betriebswirtschaft* (7)
- U. Weitzel (1993), Review on „Flexible Fertigungssysteme“ by H. Tempelmeier and H. Kuhn (Springer, 1992), *Zeitschrift für Betriebswirtschaft* (8)
- U. Weitzel (1989): *Die Kandidaten – Deutschsprachige Namibier fuer Verfassunggebende*

Versammlung nominiert, Namibia Nachrichten, 29./30. October

U. Weitzel (1989): Auch ohne blutige Koepfe – spannender Wahlkampf in Namibia, Namibia Nachrichten, 22./23. October

U. Weitzel (1989): Landesausstellung entwickelt sich immer mehr zur reinen Industriemesse, Namibia Nachrichten, 8./9. October

Presentations

Plenary and Keynote Speeches

U. Weitzel (2012): UCSIA International Workshop (Risk and Uncertainty in a Changing Society), University Centre St-Ignatius Antwerp, Belgium; 21-23 November 2012.

U. Weitzel (2011): Investing in an ambiguous future, Inaugural Lecture, September 15, 2011, Radboud University, Nijmegen, Netherlands

Seminar Presentations

S. Füllbrunn, D.-J. Janssen, U. Weitzel (2015): Risk Aversion causes Overbidding – experimental evidence from first price sealed bid auctions, December 2015, University of Innsbruck, Netherlands

M. Kirchler, F. Lindner, U. Weitzel (2015): Rankings and Risk-Taking in the Finance Industry, November 2015, Groningen University, Netherlands

M. Kirchler, F. Lindner, U. Weitzel (2015): Rankings and Risk-Taking in the Finance Industry, November 2015, University Utrecht, Netherlands

M. Kirchler, F. Lindner, U. Weitzel (2015): Rankings and Risk-Taking in the Finance Industry, September 2015, Radboud University, Netherlands

U. Weitzel & G. Kling (2014): Sold below value? Why some takeover offers have very low or even negative takeover premiums, Sept 2014, Radboud University, Nijmegen

U. Weitzel & G. Kling (2014): Sold below value? Why some targets accept very low and even negative takeover premiums, June 2014, Innsbruck University, Department of Finance and Banking, Austria

U. Weitzel (2014): FDI and entrepreneurship, February, 2014, Ministry for economic affairs, The Hague, Netherlands

U. Weitzel (2013): FDI and entrepreneurship, October 15, 2013, Ministry for economic affairs, The Hague, Netherlands

U. Weitzel (2013): Decision making in a radically uncertain world, March 28, 2013, Maastricht School of Management, Netherlands

U. Weitzel & G. Kling (2012): Sold below value? Why some targets accept very low and even negative takeover premiums, 12 Dec 2012, University of Southampton, School of Management, UK

S. Danakol, S. Estrin, P. Reynolds, U. Weitzel (2011): „Foreign Direct Investment and Entrepreneurial Activity in Host Countries“, Nov 2, 2011, Maastricht School of Management, Netherlands

U. Weitzel & G. Kling (2011): Sold below value? Why some targets accept very low and even negative takeover premiums, June 29, 2011, Deutsches Institut fuer Wirtschaftsforschung, Berlin, Germany

U. Weitzel & G. Kling (2011): Sold below value? Why some targets accept very low and even

negative takeover premiums, April 18, 2011, Tinbergen Institute, Erasmus School of Economics, Erasmus University Rotterdam, Netherlands

- S. Rosenkranz, U. Weitzel & A. van Witteloostuijn (2009): An Experiment on Allocation of Entrepreneurship, March 11, 2009 at Groningen University, Netherlands
- U. Weitzel & G. Kling (2009): Sold below value? Why some targets accept very low and even negative takeover premiums, Georg-August-Universität Göttingen, Faculty of Economic Sciences, 24 October 2009
- S. Desai, D. Urbig, U. Weitzel (2008): Institutions and the Allocation of Entrepreneurship, Max Planck Institute, Jena
- E. Cefis, S. Rosenkranz & U. Weitzel (2005): Strategic Positioning of Cost Reduction & Product Differentiation in Alliances, ECIS, TU/e, Eindhoven
- S. Rosenkranz & U. Weitzel (2003): The Role of Trust in Knowledge-Based Cooperation, Groningen University, Netherlands
- U. Weitzel (1995): Corporate Networks and Network Approaches, Wissenschaftszentrum Berlin, Berlin

Conferences and Workshops (presenter underlined)

- M. Kirchler, F. Lindner, U. Weitzel (2015): Rankings and Risk-Taking in the Finance Industry, CFA Best Practices Conference Series: Risk Management, 8 October 2015, Amsterdam, Netherlands
- D.J. Jansen, S. Füllbrunn, U. Weitzel (2015): Speculative Bubbles - An introduction and application of the Speculation Elicitation Task (SET), ESA European Annual Meeting, 2-5 September 2015, Heidelberg, Germany
- M. Kirchler, F. Lindner, U. Weitzel (2015): Rankings and Risk-Taking in the Finance Industry, ESA European Annual Meeting, 2-5 September 2015, Heidelberg, Germany
- K. Fairley, U. Weitzel (2015): Ambiguity attitudes and borrowing behavior, Experimental Finance Conference, 17-19 June 2015, Nijmegen, Netherlands
- K. Fairley, J. Vyrastekova, U. Weitzel (2015): Trust and risk revisited, Experimental Finance Conference, 17-19 June 2015, Nijmegen, Netherlands
- M. Kirchler, F. Lindner, U. Weitzel (2015): Rankings and Risk-Taking in the Finance Industry, Experimental Finance Conference, 17-19 June 2015, Nijmegen, Netherlands
- U. Weitzel (2013): Entrepreneurship and Intrapreneurship ... a happy couple?, Dutch Academy of Research in Entrepreneurship (DARE) workshop on current topics in entrepreneurship research, 18 June 2013, Zoetermeer (Panteia), Netherlands
- J. Qiu, U. Weitzel (2013): Valuation and learning with multiple priors, Experimental Finance Conference 2013, June 2013, Tilburg University, Netherlands
- D. Gerritsen, G. Kling, U. Weitzel (2013): Firesales in the European Financial Crisis? International Conference on the Global Financial Crisis: European Financial Markets and Institutions, 25.-26. April 2013, Southampton, UK
- U. Weitzel & G. Kling (2013): Sold below value? Why some targets accept very low and even negative takeover premiums, European Financial Management Association (EFMA) Conference, June 26-29, 2013, Reading, UK
- S. Fullbrunn, H. Rau, U. Weitzel (2012) „An experimental consideration of strong ambiguity in call markets and double auction markets“, ESA European Conference, Cologne, 12.-15. September 2012
- V. Buskens, S. Goyal, S. Rosenkranz, U. Weitzel (2012) „Dynamic public good networks: An

experimental test of the law of the few“, ESA European Conference, Cologne, 12.-15. September 2012

- S. Fullbrunn, H. Rau, U. Weitzel (2012) „An experimental consideration of strong ambiguity in call markets and double auction markets“, Experimental Finance Conference 2012, Luxemburg, 3.-5. September 2012
- K. Muehlfeld, U. Weitzel, A. van Witteloostuijn (2011): Individual differences in investors' motivational systems and fundamental shocks in asset prices, Experimental Finance Conference, September 22-24, 2011, in Innsbruck, Austria
- U. Weitzel, D. Urbig, K. Muehlfeld, C. Kruijne (2011): Entrepreneurial Decision Making; 2nd joint DIW / IZA Workshop on Entrepreneurship Research, May 12-13, 2011 in Bonn, Germany
- S. Danakol, S. Estrin, P. Reynolds, U. Weitzel (2010): „Foreign Direct Investment and Entrepreneurial Activity in Host Countries“, US-German Innovation Policy Workshop, The National Academies (US) & the DIW Berlin, Nov 1-2, 2010 in Washington D.C.
- K. McCarthy, U. Weitzel, W. Dolfsma (2010): The Sixth Merger Wave: Evidence of Global Significance and Local Difference, Academy of Management 2010 Annual Meeting, Aug. 6-10, 2010 in Montreal, Canada
- U. Weitzel, D. Urbig, S. Desai, M. Sanders, Z.Acs (2010): The good, the bad and the talented: entrepreneurial talent and selfish behavior; 1st joint DIW / IZA Workshop on Entrepreneurship Research, Febr. 25-26, 2010 in Bonn, Germany
- U. Weitzel, B. Westbrook (2009): Legal Advisor Alliances and Merger Performance - the Dark Side of Social Embeddedness, 8th Workshop on Networks in Economics and Sociology: Dynamic Networks, June 23, 2009 at Utrecht University, Netherlands
- U. Weitzel, D. Urbig, S. Desai, M. Sanders, Z.Acs (2009): The good, the bad and the talented: entrepreneurial talent and other-regarding behavior; Annual Max Planck Ringberg Conference on Entrepreneurship, June 10-13, 2009 in Tegernsee, Germany
- D. Urbig, U. Weitzel (2009): A plea for individually 'irrational' entrepreneurship, 29th Babson College Entrepreneurship Research Conference (BCERC), refereed paper session, June 4-6, 2009 in Wellesley, MA, USA
- U. Weitzel, D. Urbig, S. Desai, M. Sanders, Z.Acs (2009): Productive or destructive? The allocation of Entrepreneurial Talent; IPGC Workshop in Entrepreneurship, Economic Development and Productivity, May 15-16, 2009 in London, UK
- S. Desai, Z. Acs, U. Weitzel (2009): A Theory of Destructive Entrepreneurship, UNU-WIDER Research Workshop on Entrepreneurship and Conflict, March 20-21, 2009 in (London)Derry, Northern Ireland
- S. Rosenkranz, U. Weitzel (2008): Bargaining for Pre-Contracts with Termination Provisions, NAKE 2008, Utrecht
- U. Weitzel, K. McCarthy (2008): Operating Synergies and Acquirer Returns, NAKE 2008, Utrecht
- S. Rosenkranz, U. Weitzel & A. van Witteloostuijn (2008): An Experiment on Allocation of Entrepreneurship, Max Planck Institute Workshop on the Allocation of Entrepreneurship, Jena
- U. Weitzel & S. Berns (2006): Cross-border Takeovers, Corruption, and Related Aspects of Governance, German Economic Association for Business Administration (Geaba), Bielefeld
- S. Rosenkranz & U. Weitzel (2006): Bargaining in Mergers: The role of Termination Fees and Outside Options, Midwest Finance Association, Chicago
- S. Rosenkranz & U. Weitzel (2006): Bargaining in Mergers: The role of Termination Fees and Outside Options, European Association for Research in Industrial Economics (EARIE), Amsterdam

- S. Rosenkranz & U. Weitzel (2006): Bargaining in Mergers: The role of Termination Fees and Outside Options, European Economic Association - Econometric Society European Meeting (EEA-ESEM), Vienna
- E. Cefis, S. Rosenkranz & U. Weitzel (2005): Effects of Acquisitions on Product and Process Innovation and R&D Performance, European Association for Research in Industrial Economics (EARIE), Porto
- S. Rosenkranz & U. Weitzel (2005): Bargaining in Mergers: The role of Termination Fees and Outside Options, German Economic Association for Business Administration (Geaba), Freiburg
- S. Rosenkranz & U. Weitzel (2005): Lock or Key? Bargaining Power and Termination Provisions in M&A, International Workshop on Alliances, Merger and Acquisitions, USE, Utrecht
- S. Rosenkranz & U. Weitzel (2004): The Role of Trust in Knowledge-Based Cooperation, EURAM, St. Andrews, Scotland
- S. Rosenkranz & U. Weitzel (2004): Strategic Positioning of Cost Reduction & Product Differentiation in Alliances, IASTED Conference on Alliances, Mergers, and Acquisitions Cambridge, MA
- U. Weitzel (2000): Success Factors for B2B Market Places, e-Procurement Conference, International Communications for Management Group, Berlin
- U. Weitzel (1994): The Management of Transition in East German Firms, Second World Conference of Management, IFSAM: International Federation of Scholarly Associations of Management, Dallas
- U. Weitzel (1993): Transition of East German Firms: Case Studies, Volkswagen Symposium, Wissenschaftliche Hochschule für Unternehmensführung, WHU, Koblenz

Teaching & Supervision

Courses

2015	Corporate Finance and Behavior, Bachelor, Utrecht University School of Economics
2015	Money and Finance, Research Master, Utrecht University School of Economics
2014	Cross-Border Mergers & Acquisitions, Master, Radboud University Nijmegen (90 students)
2014	Advanced Behavioral Finance, Master, Radboud University Nijmegen (30 students)
2010-2014	Corporate Finance, Bachelor, Radboud University Nijmegen (450 students)
2010, 2013	Cases in Corporate Finance, Master, Radboud University Nijmegen (50-80 students)
2009 - 2010	Introduction to Business Economics, Bachelor, Utrecht University School of Economics (300 students)
2009 - 2010	Corporate Entrepreneurship (lectures), Honours, Utrecht University School of Economics (20 students)
2008 - 2010	International Business Ventures, Master, Utrecht University School of Economics (50-60 students)
2005 - 2008	Organization and Strategy, Bachelor, Utrecht University School of Economics (250-300 students)

2004 - 2008	Mergers, Acquisitions and Restructuring, Master, Utrecht University School of Economics (40-60 students)
1995 - 1997	Organization Theory, Master, Humboldt University Berlin
1996	Innovation Theory, Master, Humboldt University Berlin
1995	Dynamics of the Firm, Master, Humboldt University Berlin
1994	Introduction to Management Science, Bachelor, Humboldt University
1992	Introduction to Industrial Management & Organisation, Bachelor, Free University Berlin

Ph.D Supervision

- D. Urbig, "Outcome expectancies and the interaction of efficacy and control beliefs", Radboud University (promotor, PhD in 2010)
- K. McCarthy, "Understanding success and failure in mergers & acquisitions", Groningen University (promotor jointly with Wilfred Dolfsma, PhD in 2011).
- C. Rigtering, "Intrapreneurship and the entrepreneurial orientation of corporations", Utrecht University (initial daily supervisor, PhD in 2013).
- D. Gerritsen, "The role of analyst recommendations", Utrecht School of Economics (promotor jointly with Arie Buijs, PhD in 2014)
- S. Danakol, "Entrepreneurship, economic development and microfinance", Utrecht University (promotor jointly with Stephanie Rosenkranz and Arjen van Witteloostuijn, PhD in 2015)
- K. Fairley, "Neuroscientific foundations of decision making under ambiguity", Radboud University Nijmegen (promotor jointly with Alan Sanfey, Donders Institute for Brain, Cognition and Behaviour, defense in 2016)
- M. Abolhassani, "Globalisation and the national welfare state", Radboud University Nijmegen (promotor, ongoing)
- D.-J. Janssen, "Heterogeneous agents and financial transactions tax", Radboud University Nijmegen (promotor, ongoing)
- J. Verhoecx, "Foreign direct investment and innovation", Radboud University Nijmegen (promotor, ongoing)
- R. Bloemkolk, "Planned adaptation in banking", Radboud University Nijmegen (promotor jointly with Vincent Marchau and Etienne Rouwette, ongoing)
- Jiangyan Li, "Financial Crises and Belief Updating with Multiple Priors", Radboud University Nijmegen (promotor, ongoing)
- Wang Zhi, "Mergers and acquisitions, government ownership and intervention", Radboud University Nijmegen (promotor, ongoing)
- Keyang Li, "The Self-organizing City: Game Simulation for Innovative Land Management" (promotor jointly with Erwin van der Krabben, ongoing)

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