APPOINTMENT DETAILS

PROFESSOR IN
ENTREPRENEURIAL
EDUCATION

INFORMATION FOR CANDIDATES
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OUR TASK AT TUM SCHOOL OF MANAGEMENT IS TO BRIDGE THE GAP BETWEEN MANAGEMENT & TECHNOLOGY.

We do this in a number of pioneering ways. Our reputation as one of the leading business schools in Germany and our unique location in the heart of Europe means that we can attract the very best students from around the world. We teach them how to work in a rapidly changing global economy and how to contribute to solutions for the grand societal challenges. The expertise that they acquire during their time with us enables them to convert their enthusiasm for technological innovation into the products and services of the future.

Our research pushes boundaries. The work done by our academics combines state-of-the-art knowledge of modern entrepreneurship with thought leadership in a wide range of areas relating to management, engineering and the natural and life sciences. Our high levels of academic excellence are reflected in our outstanding rankings – yet we remain relevant for business. Our Advisory Board plays an important role, bringing together leading figures from the corporate world, academia and society to advise the school on strategic matters.

We at TUM School of Management guarantee a global perspective, through our highly motivated, international student body and collaboration with renowned universities and management schools worldwide. At the same time, industry know-how flows into our programs through close collaboration with our corporate partners.

The Entrepreneurship Division in particular uses this environment by bringing together research interests and current economic issues. The study of the interplay between transformative markets and the entrepreneurial spirit of teams or individuals is intended to improve our understanding of how successful ventures are founded and how this success can be perpetuated. Within the Division and the TUM School of Management we create a uniquely dynamic and inspiring atmosphere that we invite you to be a part of. Join us, and together we can continue to achieve academic excellence and prepare the leaders of tomorrow.

Prof. Dr. Gunther Friedl
Dean of TUM School of Management
The Technical University of Munich (TUM) combines first-class facilities for cutting-edge research with unique learning opportunities for students. It is committed to finding solutions to the major challenges facing society as we move forward. The university thinks and acts with an entrepreneurial spirit. Its aim: to create lasting value for society.

The Technical University of Munich (TUM) is one of Europe’s leading universities, with more than 600 professors, over 11,000 academic and non-academic staff, and 48,000 students. It combines outstanding research with unique offerings for students. The university focuses on the engineering sciences, natural sciences, life sciences and medicine; reinforced by schools of management, education and governance. TUM has a very strong position in national and international rankings.

TUM forges strong links with companies and scientific institutions across the world. It is a truly entrepreneurial university, fostering a supportive environment for innovation with a market-oriented approach. Its strong international presence and reputation is further strengthened by its campus in Singapore and offices in Beijing, Brussels, Cairo, Mumbai, San Francisco and São Paulo.

The School of Management at TUM has a unique focus on the interface between management, engineering and the natural and life sciences. Our task is to bridge the divide between management and technology. Currently we have 52 professors and some 400 staff members in total. TUM School of Management has cooperations with more than 110 internationally renowned universities and business schools. We work closely with a wide range of corporate partners in Germany and abroad.

In 2017, TUM School of Management joined a select international group of business schools to be awarded what is known as the “Triple Crown” accreditation by the AACSB (Association to Advance Collegiate Schools of Business), AMBA (Association of MBAs) and EQUIS (European Quality Improvement System) awarded by the European Foundation for Management Development. To achieve this feat, an institution has to meet a large number of criteria, including having a highly qualified teaching staff, a curriculum with an international character, close-knit interactions with business and substantial dedication to ethics and sustainability.

Since 2017, we were ranked several times as the best German business school in The Korea University Business School (KUBS) Worldwide Business Research Rankings, which puts us among the Top 100 business schools in the world. According to the Frankfurter Allgemeine Zeitung, Handelsblatt and Wirtschaftswoche, our professors are among the most influential economists and management scholars in Germany and German-speaking countries. In the 2020 CHE Ranking, as the only university in Germany, we received top ratings in all five categories concerning research and the school’s scientific approach in lectures.
MULTIPLE LOCATIONS, MORE POSSIBILITIES

TUM School of Management operates in places where it finds the best interactions with other disciplines and the corporate world.

This is why TUM School of Management is located in Munich, Garching and Weihenstephan and cooperates with the new TUM Campus Straubing for Biotechnology and Sustainability – in addition to our brand-new TUM Campus in Heilbronn.

Munich, the capital of Bavaria and home of global companies such as BMW, Siemens and Allianz, offers great opportunities to interact with DAX companies, large corporations and start-ups.

TUM members alone have initiated over 1,000 start-ups within the last 20 years, accompanied by the UnternehmerTUM, the university’s interdisciplinary center for entrepreneurship. Three of just over a dozen German unicorns (start-ups valued at over a billion dollars) alone come from TUM. The founding spirit of the university and its students makes TUM one of the top performing universities in the world. This makes Munich one of the most vibrant start-up scenes in Europe and offers unique opportunities for you and your research interests.

Furthermore Munich attracts highly motivated and excellent international students from over 40 countries, ranking number two worldwide in the QS Best Student Cities Ranking 2021.

Located in Garching, the Entrepreneurship Research Institute (ERI) is one of Europe’s leading research institutes in the emerging field of entrepreneurial studies.

In Weihenstephan, our professors and their staff teach and research in close collaboration with their colleagues from the life sciences. Management studies are also represented at the new TUM Campus Straubing for Biotechnology and Sustainability.

Finally, the TUM Campus Heilbronn lies in the heart of Heilbronn-Franken, a geographical area that is home to a significant number of innovative firms, many of them family-led small and medium-sized enterprises that have achieved top positions in world markets.
VISION

Being one of the leading management schools at the interface with technology, engineering and the sciences, contributing to solutions for the grand societal transformations.

MISSION

Grounded in our technological and entrepreneurial ecosystem, we educate responsible talents and pursue relevant research to advance innovation-based businesses and societies in Germany, Europe, and the world.

OUR VISION AND MISSION

OUR VALUES

RESPONSIBILITY AND INTEGRITY

We conduct research in line with the highest scientific and ethical standards and are committed to progress and innovation for improving people’s lives. We teach general management skills with an emphasis on technology, and in doing so, advocate the United Nations’ sustainability values of freedom, equality, solidarity, tolerance, respect for nature and shared responsibility.

PASSION FOR EXCELLENCE

We strive for excellence in our areas of research and publish our findings in order to create impact. We provide our students at all levels with a sound scientific education, not only to facilitate their starts in careers in business or in science, but also to improve their critical thinking so that they act responsibly in relation to society.

ENTREPRENEURIAL SPIRIT

We research entrepreneurship and innovation and integrate the results into the education of our students at all levels in order to enable our students to think and act entrepreneurially. We encourage our TUM colleagues, students and doctoral candidates to found growth-oriented start-ups, and facilitate their successful development.

CURIOSITY AND OPENNESS

We encourage research beyond disciplinary, institutional and national borders in order to open up new perspectives and generate novel research findings and ways to approach management practices. We develop talented individuals irrespective of gender, nationality, religion or belief, disability, age or sexual orientation, and we are determined to learn from our students’ cultures, experiences, and opinions.

COLLEGIALITY AND “GEMÜTLICHKEIT”

We foster a climate of mutual interaction, help, and collaboration among students, faculty, and administrative staff. We cultivate an attitude of “Gemütlichkeit” – the Bavarian way of life – and a warm and friendly atmosphere within the school.
Research at the TUM School of Management is characterized by its interdisciplinary approach: theoretical innovation along with ground-breaking applied research taking place at the interface between management, engineering and the natural and life sciences. Within the framework of this strategic orientation, research is undertaken in the areas of Innovation & Entrepreneurship, Marketing, Strategy & Leadership, Operations & Technology, Finance & Accounting, and Economics & Policy. With the establishment of additional competence centers, TUM School of Management continues to increase its research strengths through more intense cooperation with other research establishments and corporate partners.

**ACADEMIC DEPARTMENTS**

**INNOVATION & ENTREPRENEURSHIP**
The Innovation & Entrepreneurship department explores developments in the management of innovation and start-ups. Its research focus lies on empirical studies. Research topics include corporate strategies for profiting from innovation, openness in innovation processes, innovation by users, patent management, the recognition of business opportunities, the psychological processes of entrepreneurial individuals and teams, strategies for young companies and understanding the consequences of entrepreneurial failure.

**MARKETING, STRATEGY & LEADERSHIP**
The Marketing, Strategy & Leadership department focuses on the planning and achievement of market and company targets. The primary interest of the department is in the empirical investigation of attitudes, motivation and behavior among employees, management, customers and consumers.

**OPERATIONS & TECHNOLOGY**
The Operations & Technology department focuses on analyzing, modeling and optimizing decisions relating to the design and operation of manufacturing and service systems such as logistics and supply chains. Research by the department focuses on decision support for real-world problems through the development and application of novel techniques in the area of operations research and management science.

**FINANCE & ACCOUNTING**
The Finance & Accounting department combines the traditional fields of corporate finance, management accounting and financial accounting. The department conducts empirical, theoretical and experimental research. Several industry cooperation projects are run by the department, which is also home to the Center for Entrepreneurial and Financial Studies (CEFS), focusing on entrepreneurial finance. In addition, the Center for Energy Markets (CEM) was recently founded in the department and focuses on the economic and financial analysis of the wider area of energy markets.

**ECONOMICS & POLICY**
The Economics & Policy department examines economic processes with a focus on the role of public policy. It addresses contemporary policy issues by means of theoretical and empirical investigations into public economics, health economics, industrial organization, environmental economics, sustainable resources management, agricultural and food economics, forestry, energy economics and the economics of aging. Special emphasis is given to policy conflicts among equity, efficiency and sustainability.
Teaching at the TUM School of Management takes place at the intersection of management, engineering, and the natural and life sciences. Our more than 6,000 students receive a thorough university education along with opportunities to put theoretical knowledge into practice. Course content is constantly updated in line with the latest research and management practices.

## ACADEMIC PROGRAMS

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<th>Type</th>
<th>Location</th>
<th>Program</th>
<th>Description</th>
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<tr>
<td>Undergraduate program</td>
<td>Munich</td>
<td>Bachelor in Management and Technology (B.Sc.)</td>
<td>Combine the best of two worlds</td>
</tr>
<tr>
<td></td>
<td>Heilbronn</td>
<td>Bachelor in Management and Technology (B.Sc.)</td>
<td>Take off with a head start</td>
</tr>
<tr>
<td></td>
<td>Straubing</td>
<td>Bachelor in Sustainable Management and Technology (B.Sc.)</td>
<td>Take charge for a greener planet</td>
</tr>
<tr>
<td>Graduate program</td>
<td>Munich</td>
<td>Master in Management and Technology (M.Sc.)</td>
<td>Build bridges between business and science</td>
</tr>
<tr>
<td></td>
<td>Munich</td>
<td>Master in Management (M.Sc.)</td>
<td>Stand out from the crowd</td>
</tr>
<tr>
<td></td>
<td>Heilbronn</td>
<td>Master in Management (M.Sc.)</td>
<td>Linking management and sciences</td>
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<tr>
<td></td>
<td>Munich</td>
<td>Master in Consumer Sciences (M.Sc.)</td>
<td>Understand your target group</td>
</tr>
<tr>
<td></td>
<td>Munich</td>
<td>Master in Finance and Information Management (M.Sc.)</td>
<td>Own finance in the digital era</td>
</tr>
<tr>
<td></td>
<td>Straubing</td>
<td>Master in Sustainable Management and Technology (M.Sc.)</td>
<td>Drive green transformation</td>
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<tr>
<td>Young professional program</td>
<td>Heilbronn</td>
<td>Master in Management and Innovation (M.Sc.)</td>
<td>Boost your career</td>
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<td>Munich and HEC Paris</td>
<td>Master in Management and Innovation (M.Sc.)</td>
<td>Boost your career</td>
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<td>Executive MBA</td>
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<td>Munich and St. Gallen</td>
<td>Executive MBA in Innovation and Business Creation</td>
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<td></td>
<td>Munich</td>
<td>Executive MBA in Business and IT</td>
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* Part-time Study
THE INNOVATION & ENTREPRENEURSHIP DEPARTMENT AT A GLANCE

WHO WE ARE

The department Innovation & Entrepreneurship (IE) is one out of five at TUM School of Management. As of November 1, 2021, we are comprised of 13 professors. Within the IE department, our faculty form a research cluster on entrepreneurship, with its domains in business, economics, and psychology.

WHAT WE DO

Specifically, the entrepreneurship group explores developments and extends research into start-ups. With an emphasis on the context of technology entrepreneurship, we are interested in understanding entrepreneurial individuals, teams, ventures, and ecosystems. We investigate how changes in technology, markets, and society drive entrepreneurship and influence new entrepreneurial phenomena, including social and sustainable entrepreneurship. Research topics include, for example, the process of establishing and organizing start-ups, entrepreneurial motivation and psychology, success and failure of entrepreneurial ventures, new venture management and organizing, entrepreneurial networks, and entrepreneurial environments.

Through our work, we strive to develop new theory with practical implications for entrepreneurs, investors, and other entrepreneurial stakeholders. These insights also drive evidence-based teaching in entrepreneurship courses at different TUM Schools at the Bachelor’s, Master’s, and Executive levels. Our courses not only to enhance students’ theoretical understanding of entrepreneurial phenomena, but also to help founders move their projects and ventures forward.
UnternehmerTUM is a unique platform for the development of innovations. UnternehmerTUM actively identifies innovative technologies and initiates new business through the systematic networking of talents, technologies, capital and customers.

UnternehmerTUM offers founders and start-ups a complete service from the initial idea to IPO. A team of over 300 experienced entrepreneurs, including scientists and investors, supports start-ups with business creation, market entry and financing – also with venture capital.

For established companies, a team of experienced consultants offers access to the UnternehmerTUM ecosystem. UnternehmerTUM has many years of expertise in the development of innovation strategies and the implementation of technology-driven business ideas.

Founded in 2002 by the entrepreneur Susanne Klatten, the non-profit oriented UnternehmerTUM gGmbH is the leading center for innovation and business creation in Europe with more than 80 high-growth technology start-ups every year – including Celonis, Konux, Lilium and Isar Aerospace.

Munich is considered to be one of the strongest economic regions within Europe and one of the most attractive cities – also for students – in Germany and the world. The attraction of Munich lies not only in its natural beauty and location, but also in its strong labor market. In Munich, the unemployment rate is just 3.1%, the lowest of any major city in Germany. Munich and surrounding areas also host more DAX 30 companies than any other city (Allianz, BMW, Infineon, Linde, MTU Aero Engines, MunichRe, and Siemens). In addition, Munich has established itself in recent years as one of the world’s leading cities for digitization. Both Sundar Pichai, CEO of Google, and Tim Cook, CEO of Apple, recently chose the Bavarian capital over established international tech locations for new development centers.

For our activities, the metropolitan area Munich is the perfect location as it is home to a vibrant entrepreneurial community, at with TUM is in the center. Munich has a vibrant start-up community, with the most start-ups in Germany after Berlin (which is about three times the size of Munich). The entrepreneurial community is highly international, attracting entrepreneurs and startups from all over the world. The university’s affiliated institute UnternehmerTUM is the largest entrepreneurship center in Europe. As a result of this environment, TUM took first place four times in a row in the Start-Up Radar (“Gründungsradar”), an annual comparison of university profiles in start-up support at German universities. This offers you a unique position at the intersection of science, start-ups and newly established companies.

Based on this stimulating environment of our entrepreneurship cluster and Munich, it is up to you to participate in driving excellent research even further.

ENTREPRENEURIAL RESEARCH INSTITUTE (ERI)

The ERI houses an interdisciplinary team of over 20 scientists (including 6 professors) who devote their energies to further developing the scientific field of entrepreneurship, as indicated by publication in top-tier journals in the fields of management and entrepreneurship. The ERI provides a wide range of lectures and seminars, research colloquia, and project studies, often in cooperation with partners from the UnternehmerTUM and practice, to students from different TUM Schools. With workshops and summer/winter schools, we create and sustain a research-based entrepreneurial spirit within our students.
THE TUM INVITES APPLICATIONS FOR THE POSITION OF FULL PROFESSOR IN "ENTREPRENEURIAL EDUCATION"

to begin as soon as possible. The position is a tenured W3 position.

SCIENTIFIC ENVIRONMENT

The professorship will be assigned to the TUM School of Management. With its strong research environment and close ties to industry, TUM School of Management constantly scores well in rankings, currently listed as the strongest German business school for research. The school offers a dynamic scientific setting providing scholars with an exceptional environment to educate responsible talents and pursue relevant research at the intersection of management and engineering. The professor will work closely with UnternehmerTUM and the TUM Venture Labs.

RESPONSIBILITIES

The responsibilities include research and teaching as well as the promotion of early-career scientists. We seek to appoint an expert in the research area of entrepreneurial education. Teaching responsibilities include courses in the university’s bachelor’s and master’s programs, especially in the field of entrepreneurship. The candidate is expected to establish new methods and tools for education and mentoring technology entrepreneurs. Additionally he/she should contribute to the coordination and optimization of the entrepreneurship education portfolio at TUM. This includes e.g. the coordination of interdisciplinary entrepreneurship-related courses.

QUALIFICATIONS

We are looking for candidates with an exceptional international research and teaching reputation and an established academic record through an internationally recognized research program. A university degree and an outstanding doctoral degree or equivalent scientific qualification, as well as pedagogical aptitude, are prerequisites. Substantial research experience abroad as well as experience and passion about excellent entrepreneurship education is expected. We are looking for a true team player who enjoys interacting with the many players of Munich’s startup ecosystem.

OUR OFFER

TUM provides excellent working conditions in a lively scientific community, embedded in the vibrant research environment of the Greater Munich Area. The TUM environment is multicultural, with English serving as a common interface for scientific interaction. TUM offers attractive and performance-based salary conditions and social benefits. The TUM Munich Dual Career Office (MDCO) provides tailored career consulting to the partners of newly appointed professors. The MDCO assists the relocation and integration of new professors, their partners and accompanying family members.

YOUR APPLICATION

TUM is an equal opportunity employer and explicitly encourages applications from women. The position is suitable for disabled persons. Disabled candidates with essentially the same qualifications and scientific performance as other candidates will be given preference.

Application documents should be submitted in accordance with TUM’s application guidelines for professors. These guidelines and detailed information about the TUM Faculty Recruitment and Career System are available at tum.de/faculty-recruiting. Here you will also find TUM’s information on collecting and processing personal data as part of the application process.

Please send your application no later than December 22, 2021 to the Dean of the TUM School of Management, Prof. Dr. Gunther Friedl.
Email address for applications: faculty.applications@mgt.tum.de

For questions, please contact the head of the search committee, Prof. Dr. Benedikt Boucsein:
boucsein@tum.de

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boucsein@tum.de
HOW TO APPLY
APPLICANTS FOR PROFESSORSHIPS AT TUM ARE REQUIRED TO SUBMIT THE FOLLOWING DOCUMENTS

1. Cover letter
2. Résumé, certificates, credentials
3. List of publications
4. Three selected publications with a summary (max. 1,000 characters) of their impact on your research
5. Presentation of research strategy
6. List of courses taught
7. Descriptive statement of your teaching strategy and philosophy
8. Details of third-party funding
9. Names and addresses of three expert references

International experts will evaluate your application in English. Therefore, we ask you to submit all application documents in English.

APPOINTMENT PROCESS

Germany’s appointment process for professorships differs from that of many other countries. In the case of the advertised post at TUM, a special university appointment committee ("Berufungskommission") will be established for the purpose of the appointment. This committee will select the most promising applicants, who will then be invited for an interview and to give a test lecture in front of a group of students.

Candidates will also have the opportunity to learn more about the school and to meet faculty members, other staff and students. Based on the interview and test lecture, the committee will then draw up a shortlist.

Peer reviews (and references) regarding the academic and personal suitability of the shortlisted applicants will be requested from professors at other universities. The final appointment decision will be made by the TUM Board of Management. Successful appointments are followed by negotiations in which the selected candidate explains his/her teaching and research concept. This is also an opportunity for the selected candidate to negotiate the details of their compensation package and any requirements in terms of resources. The selected candidate will be offered services from our Dual Career Office.
PROFESSORSHIP AT TUM

TUM FACULTY RECRUITMENT
W3 full professors have already achieved substantial success in research, external fundraising and academic teaching. As an established member in academia, they usually receive a tenured W3 professorship, thus being able to permanently enrich the faculty and their research area.

SALARY
In Germany, professors are usually civil servants, remunerated in accordance with what is known as “W-Besoldung,” a system of salary scales for scholars (the W stands for “Wissenschaft,” meaning academia). Germany is a federation in which each individual federal state (“Land,” plural: “Länder”) has jurisdiction over the basic pay of its civil servants.

The initial monthly gross basic salary for a W3 full professor is around EUR 7,220. On top, each professor can receive individually negotiated payments and is entitled to a special annual benefit payment.

ADDITIONAL INFORMATION
With the post-tenure performance monitoring, TUM implements a monitoring system for benchmarking and documenting the performance of its tenured professors in order to continuously review its claim to excellence. This review process decides whether the additional endowments and merit pay, granted during appointment negotiations, are prolonged over the initial five years.
GENERAL INFORMATION ABOUT TUM SCHOOL OF MANAGEMENT

ABOUT TUM SCHOOL OF MANAGEMENT

wi.tum.de/about

TUM SCHOOL OF MANAGEMENT STRATEGY 2021
“BRIDGING MANAGEMENT AND TECHNOLOGY”

wi.tum.de/TUM_SoM_Strategy.pdf

RESEARCH

wi.tum.de/faculty-research

TEACHING

wi.tum.de/programs

ETHICS, RESPONSIBILITY AND SUSTAINABILITY

wi.tum.de/ethics-responsibility-sustainability

GENERAL INFORMATION ABOUT TUM FACULTY RECRUITMENT AND CAREER SYSTEM

Click here

FURTHER INFORMATION AND WEBSITE ADDRESSES
WANT TO FIND OUT MORE?

Click on the icons and find us on social media: