

## **DARIUS MAHDJOUBI, PH.D.**

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### **CURRICULUM VITA**

#### **Academic Positions**

- 2004-Present **Research Associate: IC<sup>2</sup> (Innovation, Creativity and Capital) Institute, The University of Texas at Austin.**  
This position allows me to conduct an action research on the patterns of development of new businesses in their early stages of development. The study has so far indicated the key role of Survival stage—between two thresholds of Startup and Sustainable cash flow— which happens before the Growth stage. The Survival stage is distinct from the Growth stage which has been the prevue of many management and entrepreneurship studies. The study of new businesses in their Survival stage provides a new outlook towards the process of entrepreneurship and businesses development. A parallel research is conducted on non-analytic, integrating methodologies, such as Design Methodology.
- 2004- Present **Adjunct Professor: MBA Entrepreneurship Program, St. Edward's University, Austin, Texas.**  
Developed and taught courses on High Tech Venture, Capstone, Intrapreneurship E-Business Economics, and Business Ideation and New Product Development. In the High Tech Venture course the model-based method of learning was introduced that enables the students to explicate their own ideas. In the Capstone course, Action Business Planning was introduced parallel with formal business plans.
- 2008-2009 **Visiting Associate Professor: Art and Technology Institute, The University of Texas at Dallas.** Co-teaching two courses on the interdisciplinary topics related to art and technology.
- 2007-2008 **Lecturer: The Institute for Innovation and Entrepreneurship, The University of Texas at Dallas.** Developed and taught courses on Entrepreneurship, Entrepreneurial Strategy and Strategic and Organizational Issues in Technology Management. In the Strategic and Organizational Issues in Technology Management course the model-based method of learning was used that enables the students to explicate their own ideas. In the Entrepreneurship course, Action Business Planning was introduced parallel with formal business plans.
- 2007-2008 **Adjunct Professor: Master in Innovation and Technological Entrepreneurship – MIETE, University of Porto, Portugal.** Advisor to the director of the MIETE Program for re-organization of the Program and to initiate a new Inter-disciplinary Ph.D. program on Innovation and Entrepreneurship.
- 2005-2006 **Adjunct Professor, Innovation School, Haugesund, Norway.**  
Assisted the development of The Innovation School, which consists of an executive master level program on Innovation and Entrepreneurship and a Regional Innovation Strategy program. In addition I teach two courses at the master program: Innovation Commercialization, and Action Business Planning.

## Education

- 2004      **Ph.D., The University of Texas at Austin**  
**Committee Chair:** Dr. George Kozmetsky  
**Dissertation Title:** Knowledge, Innovation and Entrepreneurship: Business Plans, Capital, Technology and Growth of New Ventures in Austin, Texas.
- 1976      **Mechanical/Industrial Engineering**, Master of Science degree from the Engineering School of Tehran University, Iran
- 1974      **Mechanical Engineering**, Bachelor of Science degree from the Engineering School of Tehran University, Iran

## Recent Professional Presentations

- 2005, 2006, 2007, 2008      **VECTOR-e program of the Instituto Superior Técnico, Lisbon, Portugal** (Since October 2005): Presentations on “Innovation Commercialization” and “Action Business Planning” as part of a professional program (VECTOR-e) that intends to provide engineering students and researchers with entrepreneurial skills complementary to their technological and scientific education.
- 2008      **Innovation Marketplace, Lisbon, Portugal.** A presentation of Innovation and Intrapreneurship inside Existing Portuguese Businesses, which concentrated on the role of Design and Development (D+D) in technology development.
- 2007      **MIETE (Master in Innovation and Technological Entrepreneurship, Porto, Portugal.** Two presentations on “Innovation Commercialization” and “Action Business Planning”
- 2006      **Small Business Development Center Conference – Lubbock, TX** (May 2006): A presentation on “Action Business Planning”
- 2006      **Laura Polytechnic, Vantaa, Finland** (May 2006): A presentation on New Regional Development Platform
- 2005      **Innovation International Conference – Tampere, Finland** (March 2006): A presentation on “Four Paradigms of Innovation.”
- 2006      **Instituto Superior Técnico, Lisbon, Portugal** (November 2005): Two presentations on “Innovation Commercialization” and “Action Business Planning”
- 2005      **Greater Stavanger Economic Development Board, Stavanger, Norway** (October 2005): Two presentations: “Innovation Commercialization” and “New Regional Development Platform.”
- 2005      **Haugesund Economic Development Board, Haugesund, Norway** (October 2005): A presentation on “Regional Innovation Strategy”
- 2005      **San Antonio SBDC** (September 2005): A presentation on Action Business Planning.
- 2005      **Technology Incubator, Stord, Norway** (April 2005): A presentation on Innovation Commercialization.

## Professional Work History

- 1991-2000      **Senior Consultant, DMA Ltd. –Technology Consultants, Toronto, Canada**

At this position initiated and then participated in a Regional Innovation Strategy for a suburb of Toronto. This project funded by the Federal Department of Human Resources Canada and it took about 3 years and it required the coordination of teams of up to 30 members.. A report entitled “The Mapping of Innovation” documented this project.

1987-1991     **Engineering Manager, ICIRAD Inc., Tehran, Iran**  
Coordinated to teams of up to 25 designers

1977-1986     **Project Engineer & Project Manager, Technicon Inc., Tehran, Iran**  
Actively participated in the design, engineering and installation new industrial project for setting up new factories.

## **Professional Work Experience**

**Knowledge-Innovation Strategy for Business:** Studies/experience in knowledge-innovation strategy for businesses and re-organizing industrial companies, considering further development of knowledge (innovation) capabilities as well as innovation benchmarking. .

**Industrial Advisory Services:** Provided industrial and advisory services on management of innovation, selection and improvement of technology, methods of production, as well as on improving efficiency, based on needs assessment and information analysis.

**Technology Transfer:** Studies of formulation of technology transfer policies at corporate and production level. Hands-on experience in implementation of technology transfer programs at project level and negotiation for technology transfer agreements.

**Business Planning and Technological Analysis of Projects:** Studied and prepared technical sections of feasibility reports. Coordinated teams for preparing techno-economic feasibility reports.

**National/ Regional Innovation Strategy:** Studies/experience in planning national/ regional innovation strategies and integrating them with macro-level economic development plans. Participating in studies aimed at developing Regional Systems of Innovation for Etobicoke, Ontario (A suburb of Toronto).

**Developing and Re-organizing Design / Engineering Capabilities:** Extensive studies and hands-on experience in developing and re-organizing design engineering firms. Prepared training programs for the specialists working in engineering firms and the engineering and innovation (R&D) departments of factories. The project supported by UNIDO.

**Process Improvement, Facilities Planning and Plant Lay-out:** Performed project on process improvement, facilities planning, plant layout and time and motion study. Coordinated teams for design, installation and start-up of factories. Prepared technical reports for planning and control of projects

## Previous Teaching & Research

- 2004-2008 Workshops for Entrepreneurship and Innovation Commercialization: **Action Planning for Venture Development**, and **Ideation and Entrepreneurship**.
- 2000-2003 Teaching Assistant at the Executive Master of Science in Science and Technology Commercialization - MSSTC, IC2 Institute. The MSSTC covers parallel in-class and online programs.
- 2002-2003 Teaching Assistant for **Information Networks** (School of Information).
- 2003-2004 Research Associate: **Analysis of Business Patterns in Austin**, IC<sup>2</sup>, Austin, TX
- 2001-2002 Research Assistant: **Technological Innovation and the Limits of Organizational Complexity**, IC<sup>2</sup>, Austin, TX.
- 1985-1990 Guest Lecturer on management and innovation – IDRO Master Program, Tehran.

## Areas of Interest to Teach and Research

- Innovation Commercialization, Management of Innovation and Management of Technology
- Action Planning and Entrepreneurship,
- Strategic Management
- Knowledge Management and Management of Information Systems
- Methodology

## Publications

- 2011 **Creative Regions, Innovation Clusters, and Science Parks in Developed, Developing, and Emerging Regions Worldwide.** D. Gibson and D. Mahdjoubi in Technology Transfer (Eds.) P. Redakcja and D. Trzmielaka, Monograph, University of Lodz, Lodz, Poland (2011)
- 2010 **Diferentes Aspectos Da Transferencia de Tecnoloxia: Construindo Unha Rede de Transferencia de Tecnoloxia Competitiva a Nivel Global,”** David V Gibson and Darius Mahdjoubi, in Revista Galega de Economia, Vol. 19, 2010, pp. 209-220.
- 2008, **Creative Regions, Innovation Clusters, and Science Parts in Developed, Developing, and Emerging Regions Worldwide,”** D. Gibson, D. Mahdjoubi, and E. Mercer, in Proceedings of the World Technopolis Association, Daejon Korea, October 2008.
- 2007 **Design Methodology as a Migration from Analytic Methodology.** Design Management Review, Fall 2007
- 2006 **Emergence of the Knowledge Society: A Social Transformation.** Co-authored with Hiroshi Yamaguchi and Chittoor Ramamoorthy. A pier-reviewed paper for the IEEE International Conference on Tools with Artificial Intelligence.
- 2006 **Disconnect between Theory and Practice in the Management of Innovation.** Co-authored with Andrew Van De Ven. A pier-reviewed paper for 2006 Annual Conference of the Academy of Management
- 2005 **Action Planning for Project Management.** Engineering Management Conference – Austin, Texas

- 2005 **Technology Development as a Language.** American Creativity Association International Conference
- 2004 **Dynamic Model of Production and the Evolution of Knowledge Economy,** Chapter 2 in *Knowledge Economics: Principles, Practices and Standards.*
- 2003 **Growth of Employment in the Austin Information Sector: A Study Based on the “Kozmetsky Effect” Model.** 7<sup>th</sup> World Conference on Integrated Design and Process Technology, Austin, TX
- 2003 **Epistemology of Design.** 7<sup>th</sup> World Conference on Integrated Design and Process Technology, Austin, TX
- 2003 **Corporate Compass: Knowledge-Based Cost Analysis.** International Conference on Management of Intellectual Capital and Innovation. Hamilton, Canada
- 2002 **An Atlas for Knowledge-Innovation.** Co-authored with Debra Amidon. *Handbook of Knowledge Management*
- 2002 **Towards a Grounded Model Methodology for the Study of Innovation.** 6<sup>th</sup> International Conference on Technology Policy and Innovation. Kansai, Japan.
- 2002 **Knowledge and Innovation Strategy: An Interdisciplinary Study.** 1<sup>st</sup> Interdisciplinary Conference on Technology, Innovation and Policy. Austin, Texas
- 2002 **Knowledge Navigation: An Exploratory Model to Study the Knowledge-Sensitive Performance Metrics.** International Conference on Intellectual Capital. Hamilton, Canada
- 2001 **Knowledge-Sensitive Performance Metrics for Management of Public Libraries.** Co-authored with Glynn Harmon. ASIST Conference. Washington, D.C.
- 2001 **Knowledge Management: A Platform for the Sharing of Ideas.** Co-authored with Glynn Harmon. ASIST Conference. Washington, D.C.
- 2001 **Application of the Gray Box Model to Explore the Relationships between E-Business and Knowledge Management.** International Conference on E-Business. Hamilton, Canada
- 1999 **An Atlas for Knowledge-Innovation.** Co-authored with Debra Amidon. *Handbook of Business Strategy.*
- 1998 **Knowledge-Based Cost Analysis.** International Conference on Intellectual Capital. Hamilton, Canada
- 1997 **The Mapping of Innovation.** Industrial Adjustment Services. Toronto, Canada
- 1996 **An Innovation Model for the Real World.** “Engineering Dimensions”. Toronto, Canada
- 1996 **Regional Innovation Strategy.** “Economic Development Journal of Canada”. Toronto, Canada
- 1994 **Economic Renewal; Engineering Holds A Key.** “Engineering Dimensions”. Toronto, Canada
- 1994 **National Technology Strategy.** International Conference of Management of Technology, Miami, FL
- 1990 **Organizing Engineering Services Firms in Developing Countries.** Tehran, Iran
- 1985 **Design and Installation of Dairy Plants; Some Experiences.** FEANI Conference, Ireland

## **Awards**

- 2003 1) Continuing University Fellowship, 2) Professional Development Award and 3) Muse Scholarship
- 2002 1) University Tuition Fellowship and 2) R. Douglas Memorial Presidential Scholarship
- 2001 First prize paper at the First Interdisciplinary Conference on Technology, Innovation and Policy, Burton Fellowship and 2) Competitive Scholarship