

**Belgian Entrepreneurship Research Day (BERD) 2024 Conference
Manuscript Abstract**

Navigating Institutional Barriers to University Spin-off Development in the Social Sciences & Humanities Context: A Multiple-Case Study

Delzenne, E., Vanderstraeten, J., Tan, B. & Engels, T. C. E

Full reference

Delzenne, E., Vanderstraeten, J., Tan, B. & Engels, T. C. E. (2024). Navigating Institutional Barriers to University Spin-off Development in the Social Sciences & Humanities Context: A Multiple-Case Study. *Belgian Entrepreneurship Research Day (BERD)*, Brussels, 25 April 2024.

Abstract

This paper aims to explore the process of university spin-off (USO) creation in the social sciences and humanities (SSH) context through a qualitative research design relying on semi-structured interviews with SSH USO founders and technology transfer officers. Drawing upon stage model theories, the resource-based view and institutional theory, the paper develops a stage model of SSH USO creation and provides an examination of the SSH-specific institutional barriers faced throughout the development trajectory of SSH USOs. It further examines how stakeholders involved in these USO projects seek to address these impediments. Our findings shed light upon the respective development specificities of product-driven and service-driven SSH USOs, and upon the higher salience of certain institutional barriers for monodisciplinary SSH USO projects, as opposed to interdisciplinary SSH USO projects involving a Science, Technology, Engineering and Mathematics (STEM) component. The findings further demonstrate how members of the SSH community navigate an institutional framework not initially designed to accommodate the specificities of the SSH community and its research outputs. Technology Transfer Offices (TTOs) were observed to play a pivotal role in this transformation, oscillating between support and gatekeeping.