

**Technology Transfer Society Annual Meeting 2024**  
**Manuscript Abstract**

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

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**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. *Technology Transfer Society Annual Meeting 2024*, Brussels, 11-13 September 2024.

**Abstract**

This paper explores the process of university spin-off (USO) initiation and development 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 initiation and development 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 USOs seek to address these impediments. The results 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 USOs, as opposed to interdisciplinary SSH USOs involving a Science, Technology, Engineering and Mathematics (STEM) component. The results further demonstrate how members of the SSH community navigate an institutional framework not initially designed to accommodate its specificities and research outputs. Technology Transfer Offices (TTOs) appear to play a pivotal role in this transformation, oscillating between support and gatekeeping.