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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

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Abstract

This paper aims to explore the process of university spin-off (USO) creation in the social sciences and humanities (SSH) context.

Prior work: Drawing upon existing stage models of USO creation (e.g., De Cleyn & Braet, 2010; Vohora et al., 2004) and insights from the literature on SSH knowledge transfer (e.g., Benneworth & Jongbloed, 2010; Olmos-Penuela et al., 2014), we set out to design a stage model of USO creation in the SSH context.

Approach: An exploratory qualitative approach relying primarily on original data collected from thirty semi-structured interviews was chosen to fulfil the objective of the study.

Results: Our findings support the development of a flexible stage-model of USO creation in the SSH context which reflects both the specificity of SSH knowledge and the diversity of SSH USO projects observed in our sample. Within an overarching four-stage model, we observe a diversity of trajectories which are best understood as variations of two ideal-type pathways, one for product-driven USOs and one for service-driven USOs.

Implications: Our contribution demonstrates how the SSH community has begun to occupy a space within the Entrepreneurial University which was not initially designed to accommodate its specificity. TTOs were observed to play a pivotal role in this transformation as they increasingly dealt with non-conventional intellectual property assets, moving away from the gold standard of patenting.