**Name:** **Dan Kaufmann Date:26 April 2024**

**CURRICULUM VITAE**

1. **Personal Details**

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1. **Higher Education**

1. **Undergraduate and Graduate Studies**

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| --- | --- | --- | --- |
| **Year of Approval of Degree** | **Degree** | **Name of Institution**  **and Department** | **Period of Study** |
| 2006 | Ph.D. | Ben Gurion University of the Negev, [Department of Business Administration](http://cmsprod.bgu.ac.il/Eng/som) | 2002–2005 |
| 1994 | M.A. | Maastricht University, Department of Economics, Maastricht Economic Research Institute on Innovation and Technology | 1991–1992 |
| 1991 | B.A. | The Hebrew University of Jerusalem, Department of Economics | 1988–1991 |

1. **Post-Doctoral Studies**

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| **Name of Institution**  **and Department** | **Period of Study** |
| The Jerusalem Institute for Israel Studies, Prof. Morris Teubal, The Hebrew University of Jerusalem | 2006–2008 |

1. **Academic Ranks and Tenure in Institutes of Higher Education**

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| **Dates** | **Name of Institute and Department** | **Rank/Position** |
| 2017–present | Sapir College | Senior Lecturer |
| 2016–2017 | Sapir College | Lecturer |
| 2010–2016 | Ben Gurion University of the Negev, Department of Business and Administration | Lecturer |
| 2006–2010 | Sapir College | Lecturer |
| 2006–2009 | The Hebrew University of Jerusalem | Adjunct Lecturer |

1. **Offices in Academic Administration**

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| **Dates** | **Role at Sapir College** |
| \*\*2024–present | Leading and implementing the new Think Group: Vision. |
| \*\*2024–present | Leading the new strategic plan together with the Sapir College President, Prof. Nir Kedar, and the Vice President for Academic Affairs, Prof. Omri Hertzog. |
| \*\*2022–present | Head of M.A. Degree Program in Innovation and Entrepreneurship in Organizations. |
| \*\*2017–present | Academic Manager of the Innovation and Entrepreneurship Center |
| \*\*2022 | Head of the Prize Committee for Sapir Social Entrepreneurs of the Crown Foundation. |
| \*\*2020–2022 | Board Member of ‘PRACTICA’—a program that supports external entrepreneurs. |
| \*\*2018 | Member of the stirring committee that prepared an application to the Council for Higher Education for establishing the Sapir Entrepreneurial Center (Granted 5 million NIS). |
| \*\*2017–2019 | Member of the Excellence in Teaching Committee |

1. **Scholarly Positions and Activities outside the Institution**

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| **Dates** |  |
| \*\*2023 | Evaluator, B.A. degree in Innovation and Entrepreneurship for the Council for Higher Education. |
| \*\*2023–present | Israeli delegate to the European Cooperation on Science and Technology, COST Action N° CA22156. |
| \*\*2020–2022 | Member, the Evaluation Committee of “Unistream” for the promotion of innovative, entrepreneurial, and technological thinking throughout Israel's periphery. |
| \*\*2021 | Grant reviewer, the Israeli Science Foundation (ISF) |
| \*\*2020–2022 | Founder, the Council for Higher Education Students’ Entrepreneurship Prize |
| \*\*2020 | Member, the Research Grants Committee (Parallel to the ISF) of the Lithuanian Higher Education Council |
| \*\*2019–2022 | Member, the Council for Higher Education Committee of Israeli Entrepreneurship Centers |
| 2016–2021 | Consultant, the economic research team of the Jerusalem Institute for Policy Research |
| 2008–present | Ad-hoc reviewer for scholarly journals, including European Planning Studies, Journal of Sustainability, EuroMed, and Israeli Sociology. |

1. **Participation in Scholarly Conferences**

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| **Overseas Conferences** | | | | |
| **Date** | **Name of Conference** | **Place of Conference** | **Subject of Lecture/ Discussion** | **Role** |
| \*\*2024 | 17th Annual Conference of the EuroMed Academy of Business | Pisa, Italy | Integration of minorities in academic entrepreneurship programs: the case of Israel | Speaker  (To be held in September) |
| \*\*2023 | Placemaking Europe | Strasburg France | Placemaking for civic engagement | Participant |
| A\*\*2021 | 60th Congress of the European Regional Science Association: Territorial Futures, Visions, and Scenarios for a Resilient Europe | Bolzano-Bozen, Italy | Necessary conditions for integrating low socio-economic minorities in a mixed region into technological entrepreneurship and high-tech activities. | Co-speaker |
| \*\*2021 | 13th World Congress of the Regional Science Association International | Marrakech, Morocco | Triggering the integration of minorities residing in a demographically mixed region into high-tech activities | Co-speaker |
| \*\*2021 | The International Black Sea Coastline Countries Scientific Research Symposium | Turkey | Minority integration within growing economic sectors in mixed regions | Co-speaker |
| \*\*2021 | 65th International Scientific Research Congress | Azerbaijan | Minority integration within growing economic sectors in mixed regions | Co-speaker |
| \*\*2019 | Chinese Higher Education Council | China | The growth of the Israeli high-tech sector | Keynote Speaker |
| 2017 | Critical Management Studies | UK | Contextual complexities of smart specialization: mutual economic development and inclusive innovative capacities in mixed regions | Co-speaker |
| **2017** | **IMPACT 17** | **Poland** | **Developing entrepreneurship in the periphery** | **Invited Speaker** |
| **2017** | **Cluj Innovation Days** | **Romania** | **High-tech based entrepreneurship in Israel: An evolutionary perspective** | **Keynote Speaker** |
| 2016 | The European Science Research Association | Austria | Innovation capabilities and processes in small low-tech firms | Speaker |
| 2016 | The European Science Research Association | Austria | External funding for innovation in low and medium-tech SMEs | Speaker |
| 2016 | The European Science Research Association | Austria | Influence of economic crisis on the performance of incubated companies: the Israeli case | Speaker |
| **2015** | **SPREE** | **Belgium** | **Policy packages for greywater systems: A comparison between the UK, Israel, and Spain** | **Invited Speaker** |
| 2013 | DRUID | Barcelona, Spain | Biotechnology policy in Israel and Singapore: A comparison study. Danish Research Unit for Industrial Dynamics | Speaker |
| 2013 | Atlanta Conference on Science and Innovation Policy | Atlanta, USA | The influence of causation and effectuation logics on targeted policies: The cases of Singapore and Israel | Speaker |
| 2013 | SPREE R&D Policies | The Netherlands | Eco-innovation in PSS | Speaker |

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| **Conferences in Israel** | | | |
| **Date** | **Name of Conference** | **Subject of Lecture/ Discussion** | **Role** |
| \*\*2024 | The second conference of Israeli researchers in innovation and entrepreneurship. | The influence of an academic entrepreneurship program on Arab students | Organizer and head of panel (to be held in July) |
| \*\*2024 | The Israeli Conference on Regional Science | Engaging faith-based communities in pro-environmental behavior using soft regulations: The case of single-use plastics | Speaker |
| **\*\*2023** | **IFI Conference** | **A thematic monopoly game as a tool to teach sustainable finance** | **Invited Speaker** |
| \*\*2022 | The 9th Israeli Strategy Conference | High-tech development in mixed Jewish-Arab regions | Speaker |
| \*\*2021 | The Israeli Conference on Regional Science | Integration of minorities in mixed areas in the high-tech field | Speaker |
| \*\*2020 | The Israeli Conference on Regional Science | Smart specialization as a tool for economic integration in mixed Arab-Jews regions | Speaker |
| \*2018 | The Israeli Conference on Regional Science | Open innovation as a facilitator for SMEs | Speaker |
| 2016 | The Israeli Conference on Regional Science | Consumer motivations for using greywater in Israel | Speaker |
| 2015 | The Israeli Conference for Environment and Science, Jerusalem | Consumer motivations for using greywater in Israel | Speaker |
| 2014 | The annual conference of regional science | The concept of Servicizing | Speaker |
| **2013** | **OECD Impact Assessment** | **Indicators for assessing SMEs activity in Israel** | **Invited Speaker** |
| **2012** | **Migal Conference on Biotechnology** | **Biotech clusters in Israel** | **Invited Speaker** |
| 2008 | Ultra-Orthodox and Academic Studies | Higher education for the ultra-Orthodox community | Speaker |
| 2007 | Regional Innovation Strategies | A Process for managing regional innovation strategies | Speaker |

1. **Invited Lectures\ Colloquium Talks**

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| **Presentation/Comments** | **Name of Forum** | **Place of Lecture** | **Date** |
| Navigating through financial, social, and environmental values | Sustainable Finance | Heidelberg University, Germany | \*\* 2024 |
| Gamification of sustainable topics | Sustainable Finance | Deusto University, Spain | \*\* 2023 |
| Teaching sustainable finance | IFI | Rotterdam University, the Netherlands | \*\* 2022 |
| CE business models | R2Pi | The Jerusalem Institute for Policy Research, Israel | 2017 |
| CE policies | R2Pi | ESCP, Germany | 2017 |
| Ontology of CE | Circular Economy | University of Malta | 2017 |
| Entrepreneurship in biotechnology | MBA Program University of California | The Jerusalem Institute for Policy Research, Israel | 2014 |
| Eco-innovation in PSS | Servicizing | Delft University, the Netherlands | 2012 |
| Targeted R&D policies | Policy | ESCP Business School, France | 2010 |
| Targeted R&D policies | Innovation Policies | The Open University, London, the UK | 2010 |
| Targeted R&D policies | Innovation Policies | Universidade de Santiago de Compostela, Spain | 2010 |
| Tendencies for academic studies among Ultra-Orthodox in Israel | Academic Studies of Ultra-Orthodox | The Floersheimer Research Institute, Israel | 2009 |
| Singapore biotechnology initiative | Open Discussion on Biotech Policy | National University of Singapore | 2009 |
| Networking processes ofIsraeli biotechnology firms | Innovation Policies | University of Edinburgh, Scotland | 2008 |
| Network creation in the biotech industry | Innovation | University of Athens, Greece | 2007 |
| Network creation in the biotech industry | Innovation Policy | Technion, Haifa | 2007 |

1. **Grants**
2. **Institutional Grants**

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| --- | --- | --- | --- | --- |
| **Role in Research** |  | **Topic** | **Funded by/**  **Amount (NIS)** | **Year** |
| PI |  | Evaluation of Sapir College’s new teaching program | Bank Ha’poalim /10 million | \*\*2024­–2028 |
| PI |  | Purchasing laptops for evacuated students | UIAC /300,000 | \*\*2024 |
| PI |  | Promoting innovation in the field of sustainability | Keren Kayemet Le’Israel/ 810,000 | \*\*2024–2025 |
| PI | Hama Abu Kishk | Promoting entrepreneurship among Bedouin students | The Israeli Innovation Council. 191,000 | \*\*2023–2026 |  |

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| **Research Grants** | | | | | |
| **Role** | **Co-Researchers** | **Topic** | **Funded by/**  **Amount (USD)** | **Publications/ Comments** | **Year** |
| PI | Hama Abu Kishk | Promoting entrepreneurship among Bedouin students | The Israeli Innovation Council. 45,000 |  | 2024-2025 (Awaiting approval) |
| PI | Hama Abu Kishk | Promoting entrepreneurship among Bedouin students | The Israeli Innovation Council. 191,000 |  | \*\*2023–2026 |
| Co-PI | Prof. Vered Holtzman | IFI Project (Innovative Finance Inclusion) | Erasmus / Total:  1.06 million,  Personal:  103,000 | A teaching game was developed. 100 units were distributed to different universities. | \*\*2020–2023 |
| PI | Dr. Mor Shilon and Prof. Dafna Shwartz | Smart Specialization | 130,000 | 3 and 4 (under Refereed) | \*2017–2019 |
| PI | Ms. Yamit Naftali | **R2PI** Circular Economy | European Framework Program (H2020)/  Total:  3.3 million  Personal:  500,000 | 14 (under Refereed),  2 and 3 (under Other),  1 (under Submitted) | 2016–2019 |
| PI |  | **SPREE** (Servicizing Policy for Resource Efficient Economy) | European Framework Program (FP7)  Total:  2.9 million  Personal:  350,000 | 13 (under refereed).  4 and 5 (under Other) | 2012–2015 |
| Co-PI |  | Financial Constraints and Market Failures of SMEs based on Intangible Assets | Israeli Ministry of Economy/  65,000 | 1 and 2 (under Book Chapters) | 2012–2013 |
| PI |  | The Integration of Ultra-Orthodox Graduates in the Labor Market | Israeli Ministry of Economy/  22,000 | 16 (under Refereed).  8 (under Other) | 2009–2011 |
| PI |  | TARGET  Targeted Innovation Policies | European Framework Program (FP7)/  Total:  1.08 million  Personal:  350,000 | **Project Coordinator**  20 and 21 (under Refereed).  9 (under Other). | 2009–2011 |
| Co-PI |  | Mapping the Israeli Research Infrastructure | Israeli Ministry of Science/  Total:  200,000  Personal:  55,000 |  | 2009–2010 |
| PI |  | Evaluation of International Collaborative Research Program | European Enterprise Network and the Israeli Ministry of Trade and Industry/  43,500 | 6 (under Other) | 2008–2010 |
| PI |  | Innovation Financing in Israel | The World Bank/  8,000 |  | 2008–2009 |
| PI |  | Evaluation of the Israeli Incubator Program | Evaluation of the Israeli Incubator Program/  11,000 | 5 (under Book Chapters)  10 (under Other) | 2008–2009 |
| PI |  | Regional Innovation Strategy for Jerusalem | European Framework Program (FP6)/  Total:  800,000  Personal:  355,000 | 3 (under Book Chapters)  11 (under Other) | 2005–2008 |
| PI |  | **Bio-Link**  The Influence of Co-Incubation on Biotech Start-Ups | European Framework Program (FP5)/  Total:  1.2 million  Personal:  200,000 | 23 and 25 (under Refereed). | 2003–2005 |
| PI |  | The Biotechnology and Software Clusters in Jerusalem | The Jerusalem Development Authority/  10,000 | 24 (under Refereed) | 2002–2003 |
| Co-PI |  | Israeli Financial Support Schemes for Europe | European Framework Program (FP5)/  800,000 |  | 2001–2002 |
| Co-PI |  | Promoting Innovation in SMEs | European Framework Program (FP4)/  Total:  1 million  Personal:  150,000 |  | 2000–2002 |
| PI |  | Pre-Evaluation of the Magnet Program | The Sapir Foundation/  10,000 | 26 (under Refereed) | 1998–1999 |

1. **Submission of Research Proposals – Not Funded**

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| --- | --- | --- | --- | --- | --- |
| **Score** | **Year** | **Funded by** | **Topic** | **Co-Researchers** | **Role in Research** |
|  | 2021 | Israel Science Foundation | Religions and Ecology: Restoring the Earth Community | A. Mames | Co-PI |

1. **Scholarships, Awards and Prizes**

2021 Kauffman Foundation, $1500. Best paper of the year for ‘Smart specialization: A spontaneous four-step process in the mixed Arab-Jewish Region of Haifa and Nazareth’ *Regional Studies* (2021)

2010 IBM, $8,000 for research on Innovation and Growth

1. **Teaching**
2. **Courses Taught in Recent Years**

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| --- | --- | --- | --- |
| **Year** | **Name of Course** | **Type of Course** | **Degree** |
| \*\* 2024 | Open Innovation | Mandatory | M.A. |
| \*\* 2023 | Circular Economy | Mandatory | M.A. |
| \*\* 2023 | Financing New Venture | Mandatory | M.A. |
| \*\* 2022-2023 | Research Seminar on SMEs | Elective | B.A. |
| \*\*2020-2023 | Basic Terms in Entrepreneurship | Elective | B.A. |
| \*\*2019 | The Innovation Lab | Elective | B.A. |
| 2017-2023 | Innovation for Sustainability | Elective | M.A. |
| 2017-2022 | Entrepreneurship | Workshop | B.A. |
| 2017-2023 | Innovation and the Sharing Economy | Elective | M.A./B.A. |
| 2017-2021 | Growth Policies and Innovation in Changing Markets: Israel and Poland. The course is being taught in Israel and in Poland by the Warsaw University. | Seminar | M.A./B.A. |
| 2008 | The Management of SMEs | Seminar | M.A./B.A. |
| 2006-2017 | Innovation Management and R&D Policies | Elective | M.A./B.A. |

1. **Supervision of Graduate Students**

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| --- | --- | --- | --- | --- |
| **Co-Supervisors** | **Date of Completion** | **Degree** | **Title** | **Name of Student** |
|  | Expected: July 2024 | M.A. | Final Project in Innovation and Entrepreneurship in Organizations | Tomer Lugasy |
|  | Expected: July 2024 | M.A. | Final Project in Innovation and Entrepreneurship in Organizations | Liat Ben David |
|  | Expected: July 2024 | M.A. | Final Project in Innovation and Entrepreneurship in Organizations | Victoria Aderet |
|  | Expected: July 2024 | M.A. | Final Project in Innovation and Entrepreneurship in Organizations | Naama Zakin |
| Prof. Dafna Schwartz and Dr. Ilanit Gavious | 2016–2018 | Post-Doctorate | Smart specialization in the mixed Arab-Jewish Region of Haifa and Nazareth | Mor Shilon |
| Prof. Nurit Zeidman | 2013–2015 | Post-Doctorate |  | Ziva Sharp |
| Prof. Schwartz Dafna | 2013–2017 | Ph.D. | Management of Innovation in SMEs | Harel Ronen |
| Dr. Galit Cohen-Blankshtain | 2014–2016 | M.A. |  | Danielle Zeychik |
|  | 2014–2016 | M.A. |  | Lior Hayoon |
| Prof. Ilanit Madar Gaviuos | 2013 | M.A. |  | Nimrod Hirch |
|  | 2013–2015 | M.A. |  | Ben Reuveni |

**11. Miscellaneous**

**12. Professional Experience**

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| **Years** | **Role** | **Organization/ Area of Professional Contribution** |
| \*\*2023 | Consultant | The Council for Higher Education in Israel/  Innovation studies |
| \*\*2020–2021 | Consultant | The Council for Higher Education in Israel/  Designing the Innovations and Entrepreneurship Student Grants |
| \*\*2020–2022 | Member | The Entrepreneurship Forum, organized by the Council for Higher Education in Israel |
| 2012–2017 | Member | The Strategic Consulting Committee for Small and Medium Size Businesses, the Ministry of Economics |
| 2012–2014 | Consultant | The OECD/ SME indicators, industry mapping |
| 2011–2013 | Consultant | Bird Foundation/ Economical assessment |
| 2009–2013 | Consultant | Ministry of Trade and Industry/ Innovation in SMEs |
| 2008–2011 | Consultant | The Jerusalem Development Authority/ Strategic Planning |
| 2007 | Consultant | World Bank/ The Israeli R&D sector |

**‏PUBLICATIONS**

1. **Ph.D. Dissertation**

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| --- | --- |
| **Title** | Network Creation Processes in Biotechnology Firms: Identify the Involved Factors and their Influence |
| **Year of submission** | 2006 |
| **Number of Pages** | 130 |
| **Language** | Hebrew |
| **Supervisor** | Prof. Dafna Schwartz |
| **University** | Ben Gurion University of the Negev |

1. **Articles in Refereed Journals**

**Notes:**

* Quartile index Q is based on SJR unless indicated otherwise.
* Author contribution
  + Equal contribution—The authors of this work have made equal contributions to the research and writing of the article.
  + Ordered by contribution—The authors are listed according to their relative contribution.

1. \*\* **Kaufmann, D.,** Tikotsky, A., Yoreh, T., and Tchetchik, A. (2023). Engaging faith-based communities in pro-environmental behavior using soft regulations: The case of single-use plastics. *Frontiers in Environmental Science*, *10*, 2331 (IF 4.6, Q1, H 61).‏ **Equal contribution**.
2. \*\* Harel, R. and Kaufmann, D. (2022). Funding innovative SMEs operating in traditional sectors, *International Journal of Entrepreneurship and Small Business*, Vol. 45(3). (3 citations; IF 1.15; Q3; H 44). **Equal contribution. Dr. Harel was supervised by me and the article is based on Dr. Harel’s Ph.D. dissertation**
3. \*\* Shilon, M., **Kaufmann, D.,** Schwartz, D., & Rosiello, A. (2021). Smart specialization: A spontaneous four-step process in the mixed Arab-Jewish Region of Haifa and Nazareth. *Regional Studies*.‏ (9 citations; IF 4.6; Q1; H 134).**This article is grounded in original research that was conducted under the auspices of the Israel Science Foundation (ISF). I was the PI and supervised Dr. Shilon, a Postdoctoral fellow.**
4. \*\* Harel, R., **Kaufmann, D**., and Schwartz, D. (2021). Integrating low socio-economic minorities in a mixed region into technological entrepreneurship and high-tech activities. *Innovation: The European Journal of Social Science Research*, 1–21.‏ (3 citations; IF 2.0; Q1; H 41). **This article is grounded in original research that was conducted by me under the auspices of the Israel Science Foundation (ISF). I was the PI.**
5. \*\* Harel, R. and **Kaufmann**, **D**. (2020). Funding innovative SMEs operating in traditional sectors, International Journal of Entrepreneurship and Small Business, accepted for publication. (3 citations; IF 1.15 Scopus), Q3; H 44). Equal contribution. **Dr. Harel was supervised by me and the article is based on Dr. Harel’s Ph.D. dissertation**.
6. \*\* **Kaufmann, D.** and Reuveni, B. (2020). Influence of Economic Crisis on the Performance of Incubated Companies: The Israeli Case, *European Planning Studies* (3 citations; IF: 2.8; Q1; H 95). **I was Mr. Reuveni’s supervisor, and the article is based on Mr. Reuveni’s M.A. thesis.**
7. \*\* Harel, R., Schwartz, D. and **Kaufmann, D.** (2020). Sharing knowledge processes for promoting innovation in small businesses. *European Journal of Innovation Management.* (22 citations; IF 5/1; Q1; H 74). **Equal contribution. Dr. Harel was supervised by me, and the article is based on Dr. Harel’s Ph.D. dissertation.**
8. \*\* Harel, R., Schwartz, D. and **Kaufmann, D**. (2020). Organizational culture processes for promoting innovation in small businesses. *EuroMed Journal of Business*. DOI 10.1108/EMJB-03-2020-0027. (61 citations; IF 5.2, Q1; H 31). **Equal contribution. The article is partly based on Dr. Harel’s Ph.D. dissertation. Dr. Harel was supervised by me, and the article is based on Dr. Harel’s Ph.D. dissertation.**
9. \*\* Harel, R., Schwartz, D. and **Kaufmann, D**. (2020) The relationship between innovation promotion processes and small business success - The role of managers' dominance. *Review of Managerial Science.* (38 citations; IF 5.5; Q1; H 41). **Equal contribution. Dr. Harel was supervised by me and the article is based on Dr. Harel’s Ph.D. dissertation.**
10. \*\* Harel, R., Schwartz, D. and **Kaufmann, D**. (2020). Funding access and innovation in small businesses. *Journal of Risk and Financial Management*, *13*(9), 209. (16 citations; Q2 (CJR); H 7). **Equal contribution. Dr. Harel was supervised by me, and the article is based on Dr. Harel’s Ph.D. dissertation.**
11. \*\* Harel, R., Schwartz, D. and **Kaufmann, D**. (2019). Open innovation in small businesses in the industry and craft sectors. *International Journal of Innovation Management*, *23*(4), 1950038. (13 citations; IF 2.1; Q2; H 53). **Equal contribution. Dr. Harel was supervised by me, and the article is based on Dr. Harel’s Ph.D. dissertation.**
12. \*\* Harel, R., Schwartz, D. and **Kaufmann, D**. (2019). Small businesses are promoting innovation. Do we know this? *Small Enterprise Research, 26*(1), 18–35. (21 citations; IF 1.7; Q2; H 20)*.* **Equal contribution.** **Dr. Harel was supervised by me, and the article is based on Dr. Harel’s Ph.D. dissertation.**
13. **Kaufmann, D.**, Hayoon-Davidov, L., and Tchetchik, A. (2016). Factors influencing the adoption of greywater systems among people living in multi-family dwellings in Israel. *Built Environment*, *42*(2), 258–272.‏ (2 citations; IF 1.1 (Scopus); Q2; H 43). **Equal contribution. I was Ms. Hayoon-Davidov’s supervisor, and the article is based on Ms. Hayoon-Davidov’s M.A. thesis.**
14. Tchetchik, A., **Kaufman, D.**, and Blass, V. (2016). Perceived scarcity, habits, environmental attitudes, and price sensitivity: how do they interact with preferences towards greywater systems? *Built Environment*, *42*(2), 273-293.‏ (2 citations; IF 1.1 (Scopus); Q2; H 43). **Equal contribution.**
15. Harel, R. and **Kaufmann, D**. (2016). Financing innovative SMEs of traditional sectors: the supply side. *EuroMed Journal of Business*.‏ (32 citations; IF 5.2, Q1; H 31). **Equal contribution. Dr. Harel was supervised by me, and the article is based on Dr. Harel’s M.A. thesis.**
16. **Kaufmann, D.**, Marciano, R., and Regev, L. (2016). Same education, different treatment: Analyzing job-search experiences of ultra-Orthodox graduates entering the Israeli labor market. *International Journal for Innovation Education and Research*, *3*(4), 58–73.‏ (3 citations). **Ordered by contribution.**
17. Gavious, I., Hirsh, N., and **Kaufman, D.** (2015). Innovation in pyramidal ownership structures. *Finance Research Letters*, *13*, 188–195.‏ (17 citations; IF 10.4; Q1; H 81). **Equal contribution. I was Mr. Hirsh’s supervisor and the article is based on Mr. Hirsh’s M.A. thesis.**
18. **Kaufmann, D.** and Malul, M. (2015). The dynamic brain drain of entrepreneurs in peripheral regions. *European Planning Studies*, *23*(7), 1345–1356.‏ (18 citations; IF: 2.8; Q1; H 95). **Equal contribution.**
19. **Kaufmann, D.** (2013). The influence of causation and effectuation logics on targeted policies: the cases of Singapore and Israel. *Technology analysis & strategic management*, *25*(7), 853–870.‏ (26 citations; IF: 3.4; Q2; H 78).
20. **Kaufmann, D.** and Gore, O. (2013). Biotechnology as a low-level-of-coherence policy priority: effectual-targeting and the need for learning and experimentation capabilities. *Technology Analysis & Strategic Management*, *25*(7), 773–784.‏ (5 citations; IF: 3.4; Q2; H 78). **Ordered by contribution.**
21. **Kaufmann, D.** and Schwartz, D. (2009). Networking strategies of young biotechnology firms in Israel. *Annals of Regional Science*, 43(3). (29 citations; IF 1.7; Q2 ; H 71). **Ordered by contribution.**
22. **Kaufmann, D.** and Schwartz, D. (2008). Networking: The “missing link” in public R&D support schemes. *European Planning Studies*, 16(3), 429–440.‏ (36 citations; IF 2.8; Q1; H 95). **Ordered by contribution.**
23. Cooke, P., **Kaufmann, D.,** Levin, C., and Wilson, R. (2006). The biosciences knowledge value chain and comparative incubation models. *The Journal of Technology Transfer*, 31, 115–129.‏(92 citations; IF 6.8 (Scopus); Q1; H 95). **The article is grounded in original research that was conducted under the auspices of FP5. I was the PI.**
24. **Kaufmann, D**., Schwartz, D., Frenkel, A., and Shefer, D. (2003). The role of location and regional networks for biotechnology firms in Israel. *European Planning Studies*, 11(7), 823–840.‏ (59 citations; IF: 2.8; Q1; H 95). **Ordered by contribution.**
25. **Kaufmann, D.** (1999). Pre-Evaluation of the MAGNET Program,*The Israeli Economic Quarterly* 384–398. [Hebrew] **PI**
26. **Articles or Chapters in Scientific Books**
27. Harel, R., Schwartz, D. and **Kaufmann, D.** (2018). A culture of innovation could also take place in small businesses: The Israeli experience, In: Vrontis, D., Weber, Y. and Tsoukatos, E. (Eds) Proceedings of the 11th Annual Conference of the EuroMed Academy of Business, Research Advancements in National and Global Business Theory and Practice, pp. 604–618. **Ordered by contribution. I was Dr. Harel’s Ph.D. supervisor.**
28. Bar-El, R., Gavious, I., **Kaufmann, D**., and Schwartz, D. (2017). Under-Investments in Innovative SMEs: The Effect of Entrepreneurial Cognitive Bias 1. In: *Human Capital and Assets in the Networked World*. Emerald Publishing Limited. **Ordered by contribution.**
29. **Kaufmann, D**. (2008). Regional Innovation Strategy for Jerusalem. Editors, Ahimeir, O. and Bar Siman Tov, Y. *Forty Years in Jerusalem*. The Jerusalem Institute for Israel Studies, Jerusalem. pp. 22–33 [Hebrew].
30. **Kaufmann, D.** and D. Schwartz. (2006.) The Role of Networks in the Development of Biotechnology Start-up. Editors, Bar-El, R., Benhayoun, G. and Moustier, F. *Regional Economic Policy*. L'Harmattan, France. Pp. 239-256. **Ordered by contribution.**
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**E. Submitted Publications**

1. Rotem-Mindali, O., Tchetchik, A., Briguglio, M., and **D. Kauffman** (2023).Consumer Preferences for Circular Economy Dimensions in European Markets—An Experimental, Cross-Cultural Approach. *Environmental and Resource Economics.* (IF 4.99, Q1, H.105). Under review.

**Summary of my Activities and Future Plans**

**Research Activities**

Over the past 15 years, my research has focused on the transformative impact of innovation and entrepreneurship on various facets of societal structures and on the regulatory frameworks that shape this transformation. My primary research goal is to determine the role of innovation in driving regional and urban development, enhancing industrial competitiveness, and fostering sustainability initiatives.

**National and International Research Partnerships** To advance my interdisciplinary research projects, I have established several national and international research collaborations. Through these collaborations, I have secured research funding from several prestigious institutions, including the European Framework Programs, the Israel Science Foundation, the World Bank, the OECD, and the Israeli government. The outcomes of these collaborative efforts, which have been disseminated through publications in respected scientific journals, scientific reports, and presentations at various conferences and workshops, have significantly influenced innovation policies in Israel and across Europe. Examples include the initiation of “Marom”—a national innovation program for Jerusalem, “Haredim Le’Atidam”—a national program for the integration of ultraorthodox Jews in academic studies, a national program for advancing circular economy, and the integration of circular economy concepts into the European directive.

**Recent Research** My recent academic work has focused on advancing the concepts of social and environmental sustainability. Specifically, within the domain of social sustainability, my research has aimed to understand the developmental trajectories observed in peripheral regions, with a particular emphasis on innovation in those regions. For example, I have recently investigated factors shaping the development of the high-tech industry in areas of mixed Jewish and Arab populations. This study, **supported by the Israel Science Foundation,** included a detailed analysis of the evolution of the high-tech industry within the locales of Nazareth and the Bedouin city of Rahat. The results of this research were published in the *Regional Studies Journal* in an article that won the Kauffman Foundation annual best paper award. Furthermore, based on the knowledge gained from this study, I have recently initiated three courses that aim to foster entrepreneurship among Arab students at Sapir College. These courses received a 1 million NIS grant from the Israeli Innovation Authority.

**Ongoing and Future Research Initiatives** I am currently engaged in the following research projects:

1. Identifying factors that increase the acceptance of entrepreneurship as a worthy career path among the Arab society. This initiative, supported by the Israeli Innovation Authority, is conducted in collaboration with Dr. Hama Abu Kishk from Sapir College.
2. The impact of October 7 on the number of applications for Master’s degree programs in Israel; a collaboration with Prof. Vered Holzmann from Tel-Aviv Yafo College, Prof. Orit Arbiv from Achva College, and Prof. Daphna Shwartz from Tel-Hai College.
3. The influence of monopoly game on students’ knowledge of various aspects of sustainability; a collaboration with Prof. Vered Holzmann from Tel-Aviv Yafo College. The game was developed by me and Prof. Holzman.
4. The integration of the Arab society in dedicated academic programs of entrepreneurship. The research received a grant from the National Innovation Authority.

**Previous Research**

1. Factors influencing the growth of the high-tech industry in Jerusalem, with emphasis on encouraging participation of the ultraorthodox community in academic studies.
2. The IFI project investigated financial models promoting ecological sustainability. This project was supported by the Erasmus+ program of the European Union.
3. The R2PI project characterized business models promoting a circular economy. This project was funded by the European Research Fund Horizon 2020.
4. The SPREE project centered on servicizing as a strategy to promote sustainability. This project was funded by the European Research Fund FP7.

**Academic Appointments and Activities**

After the events of October 7th, I assumed the role of leading the strategic forum at Sapir College. In this role, I directed the development of a comprehensive new educational program designed to encompass the entire student body. This program integrates regional challenges into the curriculum, aiming to cultivate a stronger sense of attachment among students to the region. The primary objective of this initiative is to attract students with a high level of social consciousness as well as increase the proportion of students who choose to establish their personal and professional lives within the region. **This pioneering program has been awarded significant funding of 10 million NIS from Bank Ha’Poalim and is scheduled to commence next year**.

I recently secured a grant of 670,000 NIS from the Israeli Council for Innovation to establish an Innovation and Entrepreneurial Lab specifically focusing on engaging Arab students. This lab will be an integral component of the Innovation and Entrepreneurship Center at Sapir College, further enhancing our commitment to fostering innovation and entrepreneurship among diverse student populations.

In the past five years, I have played a pivotal role in establishing and managing the Innovation and Entrepreneurship Center at Sapir College, where I currently hold the position of academic manager. Notably, the center successfully secured a significant grant of 5 million NIS from the Israeli Council for Higher Education. The demonstrable success of our programs has led various academic institutions across Israel, including Tel Aviv University, Haifa University, and the Academic College of Tel-Aviv Yafo, to adopt several of our teaching methodologies and ideas. In my position as the academic head at Sapir College, I played a crucial role in setting up the academic forum for managers of entrepreneurship centers under the guidance of the Council for Higher Education.

I led the initiative to develop a new M.A. program in Entrepreneurship and Innovation in Organizations. I am currently managing this program, which received temporary approval from the Council for Higher Education and was launched in March 2023. The initial 2023 cohort comprised 17 students, whereas in 2024, there was a significant increase in enrollment, with 33 students selected from approximately 80 applicants.

**Future Plans**

Over the next three years, I will primarily focus on implementing the Sapir-Poalim program, which aims to integrate regional challenges into the curriculum of Sapir College. In this role, I will rigorously study the program’s efficacy and impact. I will also continue to research and publish scholarly articles on the transformative impact of innovation and entrepreneurship on various facets of societal structures.