

CURRICULUM VITAE

I – PERSONAL INFORMATION

Name: José Guilherme Leitão Dantas

Marital Status: Married

Birthplace: Ponte de Lima - Portugal

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II – EDUCATION

Academic Qualifications

1999: Ph.D. in Economics and Business Sciences, Universidad Autónoma de Madrid (Autonomous University of Madrid)

Title of thesis: *La gestión de la innovación en un sector básico y tradicional: la industria del corcho en Portugal* (Innovation management in a basic and traditional sector: the cork industry in Portugal)

1987: Degree in Business Organization and Management, Instituto Superior de Economia e Gestão (Higher Institute of Economy and Management)

1979: Primary School Teaching Degree, Viana do Castelo

Professional Qualifications

2017: ZGI: Compact workshop (Social Entrepreneurship Akademie)

2015: Coneect Training Programme

1999: Certificate of Professional Aptitude for Training

1992: M.B.A. in International Management, Autonomous University of Lisbon (Universidade Autónoma de Lisboa)

III – PROFESSIONAL EXPERIENCE – LECTURING CONTEXT

Current Activities: Polytechnic Institute of Leiria – School of Technology and Management (Instituto Politécnico de Leiria – Escola Superior de Tecnologia e Gestão).

Position: Associate Professor

Coordinator of the course unit of Innovation and Entrepreneurship (lectured in around 20 Degrees), and lecturing it in the Degrees of Public Administration, Marketing, Management, Automotive, and Civil Engineering.

He has also been lecturing Social and Public Marketing (Public Administration Degree), Marketing of Services (Marketing Degree), International Entrepreneurship (Master in International Business), Marketing of Services and Tourism (Master in Relational Marketing).

Founding and effective member of CARME (Center of Applied Research in Management and Economics – School of Technology and Management.

University of Coimbra – Faculty of Economy (Universidade de Coimbra – Faculdade de Economia).

Invited Professor teaching the Management Master's Degree and Master's Degree in Marketing.

2006-2004: Higher Institute of Maia (Instituto Superior da Maia)

Position: Assistant Professor

Teaching *Marketing and Advertisement* (Business Management Degree) and *Business Organization and Management* (Degrees in Sports Management, Work Security and Public Relations).

Member of the Scientific Council.

In charge of the preparation of a Master's Degree in Management

University of Coimbra – Faculty of Economy (Universidade de Coimbra – Faculdade de Economia).

Invited Professor teaching the Management Master's Degree and the Marketing Master's Degree.

Polytechnic Institute of Leiria – Higher School of Technology and Management (Instituto Politécnico de Leiria - Escola Superior de Tecnologia e Gestão)

Position: Assistant Professor

Teaching *Services Marketing* (Degree in Marketing) and *Introduction to Management* (Degrees in Engineering and Industrial Management and Public Management and Administration).

Autonomous University of Lisbon – Department of Economic and Business Sciences – Master's Degree in Planning and Business Strategy

2004-2002: Autonomous University of Lisbon

Position: Assistant Professor

Responsible for the organization of syllabus as well as the teaching of *Business Organization, Innovation Management* and *Management Planning and Control*, (Business Management Degree)

Teaching also *Distribution Channels* (Post-graduation in e-Marketing and Communication) and *Strategic Management* (Master's Degree in Business Planning and Strategy)

Member of the Scientific and the Pedagogical Councils

2002-2001: Polytechnic Institute of Viana do Castelo

Position: Director of the Higher School of Business Sciences of Valença (Escola Superior de Ciências Empresariais de Valença).

Chairman of the School Scientific Council.

Coordinator Professor, teaching *Business Organization*.

Coordinator of the proposal of a new two-stage degree in Commercial and Logistics Management.

Member of the Permanent Commission of the Polytechnic Institute of Viana do Castelo.

In charge of launching academic activities, which required a great plan of action, among other things recruiting and selecting the teachers; creating the library; selecting and purchasing various equipments, namely in the field of Informatics; organizing all of the basic services; promoting the School and its connection to the Community.

Autonomous University of Lisbon:

Teaching *Product Innovation*, (Post-graduation in e-Marketing and Communication) as an Invited Professor.

2001-1993: Autonomous University of Lisbon

Position: Assistant Professor

Responsible for the organization of the syllabus as well as the teaching of *Business Organization*.

Member of the Pedagogical Council.

1987-80: General Direction of Basic Teaching (Direcção Geral do Ensino Básico)

Activities: Teaching and directing activities, as well as staff evaluation.

IV - PROFESSIONAL EXPERIENCE – BUSINESS CONTEXT

2003-2000: MultiSector – Technology and Industrial Management Consultants (Consultores em Tecnologia e Gestão Industrial, Lda.).

Most significant activities/positions:

- Permanent collaborator as a Director, since February 2003, and in charge of the Professional Education and Training, leading among other projects, the process of the firm accreditation as a teaching and training entity by the INOFOR.
- Co-founder and General Director of the firm MultiSector-Norte – Strategy, Technology and Industrial Management Consultants

(Consultores em Estratégia, Tecnologia e Gestão Industrial, Lda.) (July 2002 - February 2003).

- External consultant, carrying out the "Diagnosis and Strategic Plan" of a company in the metal-mechanic sector and the "Diagnosis and Internationalization Strategy" of a company in the informatics sector.
- Adjunct General Director of a company in the electronics sector, as an external consultant (January/May 2000).

1993-91: Imoleasing, S.A.

Position: Adjunct Director of Administration and Finance, having direct control over:

- Contract management
- Management of planning and control
- Investment analysis
- Support and intervention in the coordination of multiple areas, namely: Accounting, informatics, personnel, finance and monetary markets

1991-90: Ramalho Rosa, S.A.

Position: Service Director, having direct control over:

- Treasury and bank guarantees management.
- Banking, supplier and customer relationships.
- Analytical accounting.

1990-87: Severo de Carvalho, S.A.

Position: Head of Finance Department, carrying out among others, the following activities:

- Treasury management.
- Banking, supplier and customer relationships.
- Services restructuring, aiming to improve the response to the firm growth.

V - OTHER ACADEMIC ACHIEVEMENTS

- Organizing, launching and moderating several conferences.
- Integrating various technical and scientific commissions in different high schools.
- Member of PhD's and Master's Degree Juries.
- Various Master Guidance's.
- Reviewer in several journals (Athens Journal of Mediterranean Studies, Revista Gestão em Análise, International Journal of Entrepreneurship and Governance in Cognitive Cities).
- Member of the Editorial Board of the Interdisciplinary Studies Journal, some books, and of the scientific committee of several national and international conferences.
- Founding member of Services Forum (Portuguese Confederation of Trade and Services).

Publications:

- Moreira, A., Dantas, J., & Valente, F. (Eds). (2018). *Nascent Entrepreneurship and Successful New Venture Creation*. Hershey: IGI Global.
- Dantas, J., & Valente, F. (2018). Entrepreneurship, non-cognitive skills and education. In A. Moreira, J. Dantas & F. Valente (Eds). *Nascent Entrepreneurship and Successful New Venture Creation*. Hershey: IGI Global.
- Dantas, J., Moreira, A., & Valente, F. (2018). National culture, societal values and type of economy. Are they relevant to explain entrepreneurial activity? In L. Carvalho (Ed.). *Handbook of Research on Entrepreneurial Ecosystems and Social Dynamics in a Globalized World*. Hershey: IGI Global.
- Valente, F., Dominginhos, P., & Dantas, J. (2017). Apoios públicos e performance das spin-offs académicas - O caso Neotec [Public support and performance of academic spinoffs: The case NEOTEC]. *Revista de Empreendedorismo e Gestão de Micro e Pequenas Empresas*, 2(2), 96-115.
- Dantas J. & Marques, A. (2016). Marketing Experiencial: O estudo de 3 hotéis de *Charme* da Região Centro de Portugal [Experiential Marketing. The case of 3 design hotels from the Central Region of Portugal]. *GESTIN*, 13, 137-155.
- Dantas, J. & Valente, F. (2015). Empreendedorismo, sim. Mas quando e onde se desenvolvem as competências? [Entrepreneurship, yes. But when and where are skills developed?]. In A. Daniel, C. Cerqueira, J. Ferreira, M. Preto, P. Afonso, & R. Quaresma (Coord.) *Ensino do Empreendedorismo – Teoria & Prática*, (pp. 55-82). Coimbra: Instituto Pedro Nunes.
- Valente, F., Dantas, J. & Dominginhos, P. (2015). Empreendedorismo e desenvolvimento regional - O caso "DNA Cascais" [Entrepreneurship and regional development – The Case of "DNA Cascais"]. In L. Carvalho, P. Dominginhos, R. Baleiras, & T. Dentinho (Eds.) *Empreendedorismo e desenvolvimento regional - Casos práticos* (pp. 167-186). Lisboa: Edições Sílabo.

- Dantas, J., Moreira, A. & Valente, F. (2015). Entrepreneurship and national culture. How cultural differences among countries explain entrepreneurial activity. In L. Carvalho (Ed.) *Internationalization of Entrepreneurial Innovation in the Global Economy* (pp. 1 – 30). Hershey: IGI Global.
- Dantas, J. & Silva, L. (2014). Empreendedorismo e empreendedores. O papel da educação [Entrepreneurship and entrepreneurs. The role of education]. *Sensos* 8, 4(2), 175-192.
- Dantas, J. (2013). *Inovação e Marketing em Serviços [Innovation and Marketing in Services]*. Lisbon: Lidel.
- Dantas, J. (2012): Cultura de Inovação e a Internacionalização [Innovation culture and internationalization]. In A. Coelho, & R. Mugnol (Ed.): *Os Desafios da Internacionalização* (pp.265 – 309). Brazil: Editora Imprensa da Universidade de Caxias do Sul.
- Dantas, J. & Moreira, A. (Ed.) (2011). *O Processo de Inovação [The process of innovation]*. Lisbon: Lidel.
- Dantas J. & Coelho, A. (Ed.) (2007). *O Jogo do Futuro – por uma competitividade sustentável [The game of the future - towards a sustainable competitiveness]*. Oporto: Vida Económica.
- Dantas, J. (2001). *Gestão da Inovação [Innovation management]*. Oporto: Vida Económica.

More recent participation in conferences:

- Valente, F., Dantas, J., & Btito, M. (2019). Ecosistemas empreendedores: Estudo de caso [Entrepreneurial Ecosystems. Case study]. Proceedings of the XXIX Jornadas Hispanolusas de Gestión Científica. Osuna, Spain (30 Jan-1 Feb).
- Dantas, J. & Valente, F. (2018). Empreendedores estilo de vida: Uma realidade diferente? [Lifestyle entrepreneurs: A different reality?]

Proceedings of the XXVIII Jornadas Luso-Espanholas de Gestão Científica. Guarda (7-10 Feb.).

- Valente, F., Dominginhos, P., & Dantas, J. (2017). Capital humano e desempenho das *spin-offs* académicas [Human capital and academic spinoffs' performance]. Proceedings of the XXVII Jornadas Hispano-Lusas de Gestión Científica. Universidad de Alicante, Benidorm.(1-4 Feb.).
- Valente, F., Dominginhos, P. & Dantas, J. (2016). Apoios públicos e performance das spin-offs académicas - O caso NEOTEC [Public support and performance of academic spinoffs: The case NEOTEC]. 24.º Workshop APDR - "*Entrepreneurship and Performance in a Regional Context*", Universidade Lusófona de Humanidades e Tecnologias, 17th March, Lisboa. ISBN: 978-989-8780-03-4.
- Dantas, J. & Marques, A. (2016). *Marketing experiencial. O estudo de 3 hotéis de charme da região Centro de Portugal* [Experiential Marketing. The case of 3 design hotels from the Central Region of Portugal]. Proceedings of the XXVI Jornadas Luso-Espanholas de Gestão Científica. Escola Superior de Gestão. Idanha-a-Nova (3-6 Feb.).
- Valente, F., Dantas, J. & Dominginhos, P. (2016). *Spin-offs académicas em Portugal: Influência dos recursos tecnológicos no desempenho* [Academic spinoffs in Portugal: The influence of technological resources in the performance]. Proceedings of the XXVI Jornadas Luso-Espanholas de Gestão Científica. Escola Superior de Gestão. Idanha-a-Nova. (3-6 Feb.).
- Dantas, J. (2015). Competir: através dos produtos ou das experiências? [Competing: Through products or through experiences?]. Dinamizar – Projeto em Movimento. *Confederação de Comércio e Serviços de Portugal*, Tomar.
- Dantas, J. & Valente, F. (2015). Empreendedorismo, sim. Mas quando e onde se desenvolvem as competências? [Entrepreneurship, yes. But where and when should entrepreneurial skills and competencies be developed?]. Proceedings of *I Jornadas de Ensino do Empreendedorismo*, 8th April. Instituto Pedro Nunes, Coimbra, Portugal.

- Dantas, J. (2015). Empreendedorismo, empreendedores e a criação de competências específicas. O papel da educação em Portugal [Entrepreneurship, entrepreneurs and the entrepreneurial skill set. The role of Education in Portugal. Proceedings of the *XXV Jornadas Hispanolusas de Gestión Científica*, 5-6 February. Universidad de Vigo, Ourense, Spain.
- Dantas, J. & Valente, F. (2014). Empreendedorismo, cultura nacional e o papel da Administração Local. Estudo de caso [Entrepreneurship, national culture and the role of local administration]. Proceedings of the *XXIV Jornadas Luso-Espanholas de Gestão Científica*, 6-8 February. Escola Superior de Tecnologia e Gestão, Instituto Politécnico de Leiria, Leiria, Portugal.
- Dantas, J., Valente, F. & Brito, M. (2013). Casa das Penhas Douradas: Um caso de desenvolvimento turístico sustentável num contexto de empreendedorismo e inovação [Casa das Penhas Douradas: entrepreneurship and innovation in a sustainable tourism project]. Proceedings of the *19th Congresso da APDR, Políticas de Base Regional e Recuperação Económica*, 20-22 June. Universidade do Minho, Braga, Portugal.
- Dantas, J. & Valente, F. (2013). Entrepreneurship and regional development: The revitalization of burel, in Portugal, as a case study. Proceedings of the *2nd International Regional Development Conference*, 16-17 May. Firat University, Elazig, Turkey.
- Valente, F., Dantas, J. & Dominginhos, P. (2012). Empreendedorismo e Desenvolvimento Regional: O Caso "DNA CASCAIS" [Entrepreneurship and regional development: the case of "DNA Cascais"]. Proceedings of the *14th Workshop APDR, Empreendedorismo e Desenvolvimento Regional*, 9th October. Escola Superior de Ciências Empresariais, Instituto Politécnico de Setúbal, Setúbal, Portugal.

- Dias, F., Dantas, J. & Valente, F. (2012). Empreendedorismo e inovação em animação turística: O caso Live Beach [Entrepreneurship and innovation in tourism entertainment: The case of "Live Beach"]. Proceedings of the *2nd International Conference on Tourism Recreation*, 7-9 November. Escola Superior de Tecnologia do Mar, Instituto Politécnico de Leiria, Peniche, Portugal.
- Dantas, J., Valente, F. & Dias, F. (2012). Tourism, entrepreneurship and regional development: The Case of Live Beach. *1st EJTHR International Conference on Destination Branding, Heritage and Authenticity*, 21-22 June. Universidad de Santiago de Compostela, Spain.
- Dantas, J. & Valente, F. (2011). O governo electrónico ao serviço do cidadão: O caso "casa pronta" [eGovernment at the citizens' service: The case of "Casa Pronta"]. Proceedings of the *XVI Congreso, AECA*, 21-23 September. Granada, Spain.