

**Name: Daniel Berliner**

**Date: September 2026**

## **CURRICULUM VITAE**

### **1. Personal Details**

Permanent Home Address: 20 Yahalom Street, Pardes Hana, Israel

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### **2. Higher Education**

#### **A. Undergraduate and Graduate Studies**

| <b>Period of Study</b> | <b>Name of Institution and Department</b>                                    | <b>Degree</b>                                        | <b>Year of Approval of Degree</b> |
|------------------------|------------------------------------------------------------------------------|------------------------------------------------------|-----------------------------------|
| 2019-2024              | University of Agder, Norway. Faculty of Business and Law. (AACSB accredited) | PhD, International Business, Entrepreneurial Finance | 2024                              |
| 2016-2018              | Ruppin Academic Centre, Israel                                               | MBA, Marketing and International Business            | 2018                              |
| 1997-2002              | Middlesex University, London, UK                                             | Bachelor of Arts (BA)                                | 2002                              |

#### **B. Post-Doctoral Studies**

| <b>Period of Study</b> | <b>Name of Institution, Department, and Host</b> | <b>Degree</b> | <b>Year of Completion</b> |
|------------------------|--------------------------------------------------|---------------|---------------------------|
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|-----------|-------------------------------------------------------------------------------------|--------------------------|------|
| 2026-2027 | University of Applied Sciences<br>Neu-Ulm, Germany<br><br>Prof. Dr. Daniel Schallmo | Post-Doctoral Researcher | 2027 |
|-----------|-------------------------------------------------------------------------------------|--------------------------|------|

### 3. Academic Ranks and Tenure in Institutes of Higher Education

| Dates        | Name of Institution and Department                                        | Rank/Position             |
|--------------|---------------------------------------------------------------------------|---------------------------|
| 2026-present | Ruppin Academic Center,<br>Faculty of Management & Economics              | Lecturer (Faculty Member) |
| 2026-present | The Academic College of Law & Science                                     | Adjunct lecturer          |
| 2024-2025    | Ben-Gurion University (BGU)<br><br>Faculty of Business and Management     | Adjunct lecturer          |
| 2024-present | University of Agder (Norway)<br><br>Faculty of Business and Law           | Adjunct lecturer          |
| 2024-present | Tel-Hai University (Israel)<br><br>Organizational Behaviour               | Adjunct lecturer          |
| 2024-present | Ruppin Academic Center (Israel)<br><br>Faculty of Business Administration | Adjunct lecturer          |

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|-----------|-------------------------------------------------------------------------------------------------------------|------------------|
| 2023-2024 | UIBE-ISRAEL China<br>International University<br>(Israel)<br><br>Department of Marketing                    | Adjunct lecturer |
| July 2022 | Warsaw University of<br>Life Sciences - SGGW<br>(Poland)<br><br>Institute of Economics<br>and Finance       | Adjunct lecturer |
| May 2022  | Warsaw University of<br>Life Sciences - SGGW<br>(Poland)<br><br>Institute of Economics<br>and Finance       | Adjunct lecturer |
| 2022      | Rider University, (USA)<br>& UPB - Universidad<br>Privada Boliviana<br>(Bolivia)<br><br>Faculty of Business | Adjunct lecturer |
| 2021-2026 | College of Management<br>Academic Studies (Israel)<br><br>Faculty of Business<br>Administration             | Adjunct lecturer |

#### 4. Offices in Academic Administration

| <b>Dates</b> | <b>Name of Institution and<br/>Department</b>                                                   | <b>Role</b>                                                  |
|--------------|-------------------------------------------------------------------------------------------------|--------------------------------------------------------------|
| 2024-present | College of Management<br>Academic Studies (Israel)<br><br>Faculty of Business<br>Administration | Head of the<br>Entrepreneurship and<br>Innovation Department |
| 2024-present | Tel-Hai University (Israel)                                                                     | Member of the Steering<br>Committee                          |

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|-----------|---------------------------------------------------------------------------------------|-------------------------------------------------------------------------|
|           | Entrepreneurship and Innovation Center                                                |                                                                         |
| 2022-2024 | College of Management Academic Studies (Israel)<br>Faculty of Business Administration | Assistant to the Head of the Entrepreneurship and Innovation Department |

## 5. Scholarly Positions and Activities outside the Institution

| Period       | Name of Institution                                                                                       |
|--------------|-----------------------------------------------------------------------------------------------------------|
| 2026-present | Member of COST Action LeverAge (CA22120), EU-funded European research network                             |
| 2026-present | Track Chair (Equity Crowdfunding) at the International Conference on Alternative Finance Research (ICAFR) |
| 2024-present | Israel's representative on the Board of the European International Business Academy (EIBA)                |

## 6. Participation in Scholarly Conferences

### a. Active Participation

#### International conferences

| Date | Name of Conference                           | Place of Conference           | Subject of Lecture/Discussion                                                                              | Role                |
|------|----------------------------------------------|-------------------------------|------------------------------------------------------------------------------------------------------------|---------------------|
| 2026 | Entrepreneurial Finance Association (ENTFIN) | KEDGE Business School, France | The Non-Linear Effects of Share Price and Minimum Ticket Size on Investor Behaviour in Equity Crowdfunding | Author / Discussant |
| 2026 | European Academy of Management (EURAM26)     | University of Agder, Norway   | Entry Barriers, Really? The Non-Linear Effects of Share Price and Minimum Ticket Size on Investor          | Author/Presenter    |

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|------|---------------------------------------------------------------------------|-------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|
|      |                                                                           |                                           | Behaviour in Equity Crowdfunding                                                                                                    |                                    |
| 2025 | 9th Crowdinvesting Symposium                                              | Dresden University of Technology, Germany | Strategic Intentional Signals: The Impact of the Disclosure of Intended Use of Proceeds on Equity Crowdfunding Investors' Behaviour | Author / Presenter / Discussant    |
| 2025 | The 4th International Conference for Alternative Finance Research (ICAFR) | University of Agder, Norway               | Strategic Intentional Signals: The Impact of the Disclosure of Intended Use of Proceeds on Equity Crowdfunding Investors' Behaviour | Author / Presenter / Session Chair |
| 2025 | Babson College Entrepreneurship Research Conference (BCERC).              | Babson College, Massachusetts, USA        | Investors' Rejection Criteria: Exploring Negative Signals In Equity Crowdfunding Campaigns                                          | Co-Author                          |
| 2024 | SBEJ 3rd Online Conference for Early Career Researchers                   | Online                                    | Why Equity Crowdfunding Investors Reject Opportunities: An Exploration of Negative Signals                                          | Co-Author / Presenter              |
| 2024 | European International Business Academy (EIBA)                            | Aalto University, Helsinki, Finland       | Venture and Market Uncertainty: The Moderating Effect of Human Capital on Equity Crowdfunding                                       | Co-Author / Presenter              |

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|------|----------------------------------------------------------------------------|------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|
|      |                                                                            |                                                                  | Investors' Decisions                                                                                                          |                                       |
| 2024 | The 3rd International Conference for Alternative Finance Research (ICAFR)  | IMC University of Applied Sciences Krems, Austria                | Equity Crowdfunding: Investors' Rejection Criteria and Decision-Making Process in New Venture Evaluation                      | Co-Author / Presenter / Session Chair |
| 2023 | Babson College Entrepreneurship Research Conference (BCERC).               | University of Tennessee, Knoxville, Tennessee, U.S.A.            | Do Serial, Occasional and One-Time Equity Crowdfunding Investors Differ in Their Decision-Making Criteria? (extended version) | Co-Author / Presenter                 |
| 2023 | The 2nd International Conference for Alternative Finance Research (ICAFR). | University of Gdansk, Poland.                                    | Do Serial, Occasional and One-Time Equity Crowdfunding Investors Differ in Their Decision-Making Criteria?                    | Co-Author / Presenter                 |
| 2022 | International Conference on Crowdfunding Research (ICCR)                   | University of Agder, Oslo, Norway.                               | Do Serial, Occasional and One-Time Equity Crowdfunding Investors Differ in Their Decision-Making Criteria? (earlier version)  | Organizer / Author / Presenter        |
| 2022 | Interdisciplinary European Conference on Entrepreneurship Research (IECER) | Utrecht University School of Economics (U.S.U), The Netherlands. | Human Capital and Perceived Risk in Equity Crowdfunding: a COVID-19 Perspective                                               | Author / Presenter / Discussant       |

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| 2022 | 17th European Conference on Innovation and Entrepreneurship (ECIE)         | Neapolis University Paphos, Cyprus.                              | Human Capital and Perceived Risk in Equity Crowdfunding: a COVID-19 Perspective      | Co-Author / Presenter / Session Chair |
| 2022 | Babson College Entrepreneurship Research Conference (BCERC)                | Baylor University, Waco, Texas, U.S.A.                           | Talk Is Cheap: Equity Crowdfunding Campaigns Signaling in Low Trust Cultures         | Co-Author                             |
| 2021 | Interdisciplinary European Conference on Entrepreneurship Research (IECER) | Utrecht University School of Economics (U.S.U), The Netherlands. | Skin in the Game: Extending Entrepreneurs' Commitment Signals in Equity Crowdfunding | Co-Author / Presenter                 |
| 2021 | World Finance Conference (WFC)                                             | University of Agder, Kristiansand, Norway                        | Which Institutions Encourage Equity Crowdfunding Markets? - A Global Perspective     | Co-Author / Presenter                 |
| 2021 | IEEE International Conference on Technology and Entrepreneurship           | Kaunas University of Technology, Lithuania                       | Which Institutions Encourage Equity Crowdfunding Markets? - A Global Perspective     | Co-Author / Presenter                 |
| 2020 | Interdisciplinary European Conference on Entrepreneurship Research (IECER) | Utrecht University School of Economics (U.S.U), The Netherlands. | Financing Entrepreneurship: A Review of Equity Investors' Decision-Making Criteria   | Co-Author / Presenter                 |
| 2019 | Interdisciplinary European Conference on                                   | Utrecht University School of Economics                           | Equity Crowdfunding - Theoretical Aspects of Entrepreneurial                         | Co-Author / Presenter                 |

|      |                                                                                  |                                            |                                                                        |                       |
|------|----------------------------------------------------------------------------------|--------------------------------------------|------------------------------------------------------------------------|-----------------------|
|      | Entrepreneurship Research (IECER)                                                | (U.S.U), The Netherlands.                  | Finance Research, Review and Proposal                                  |                       |
| 2019 | International Conference on Business and Management in Emerging Markets (ICBMEM) | BI Norwegian Business School, Oslo, Norway | The Israeli Crowdfunding – A Reflection of its Entrepreneurial Culture | Co-Author / Presenter |

#### Conferences in Israel

| Date | Name of Conference                                                     | Place of Conference            | Subject of Lecture/Discussion                                                                                                                  | Role                  |
|------|------------------------------------------------------------------------|--------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| 2024 | The Israeli Entrepreneurship and Innovation Research Community (IEIRC) | Peres Academic Center (Israel) | Investors' Rejection Criteria: Exploring Negative Signals in Equity Crowdfunding Campaigns                                                     | Co-Author / Presenter |
| 2026 | The Israeli Entrepreneurship and Innovation Research Community (IEIRC) | Ono Academic College (Israel)  | Artificial Intelligence– Augmented Investment Decision-Making in Equity Crowdfunding: Implications for Investor Confidence and Value Alignment | Roundtable Moderator  |

#### b. Organization of Conferences or Sessions

| Date | Name of Conference | Place of Conference | Subject of Conference/<br>Role at Conference/<br>Comments | Role |
|------|--------------------|---------------------|-----------------------------------------------------------|------|
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|----------|------------------------------------|----------------------------------|------------------------------------|------------------------------------|
| May 2026 | Small and Medium-Sized Enterprises | Western Galilee Academic College | Small and Medium-Sized Enterprises | Member of the scientific committee |
|----------|------------------------------------|----------------------------------|------------------------------------|------------------------------------|

## 7. Invited Lectures\ Colloquium Talks

N/A

## 8. Research Grants

### a. Grants Awarded

| Role in Research | Co-Researchers                                              | Topic                                                                                                                                                                                                                             | Funded by/ Amount                                                             | Year |
|------------------|-------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|------|
| PI               | Co-PIs: Israel Rachevski, Eli Gimmon, Daphna Shwartz-Asher. | Educational Volunteering Among Older Adults: Examining Volunteering Processes, Learning, Development, and Decision-Making Through the Lens of Future Time Perspective                                                             | Tel-Hai University's Research Authority and Yadid LaChinuch (NGO) / 15000 NIS | 2025 |
| PI               | Co-PI: Eli Gimmon                                           | Can Equity Crowdfunding Mitigate the Funding Gap for Israeli Start-Ups?<br><br>Published Paper: Berliner, D., & Gimmon, E. (2026). Why Equity Crowdfunding Investors Reject Opportunities: An Exploration of Negative Attributes. | Eli Hurvitz Institute of Strategic Management / 15000 NIS                     | 2023 |

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|  |  | Eastern Economic Journal. |  |  |
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**b. Submission of Research Proposals – Pending**

N/A

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

N/A

**9. Scholarships, Awards and Prizes**

N/A

**10. Teaching**

**a. Courses Taught in Recent Years**

| <b>Year</b> | <b>Name of Course</b>                                                                         | <b>Type of Courses</b> | <b>Degree</b> | <b>Number of Students</b> |
|-------------|-----------------------------------------------------------------------------------------------|------------------------|---------------|---------------------------|
| 2025        | Entrepreneurship and Business Strategy (Western Galilee College & Tel-Hai University, Israel) | Lecture                | Master        | 30                        |
| 2025        | Competitive Business Strategy (Ben Gurion University, Israel)                                 | Lecture                | Bachelor      | 40                        |
| 2025        | International Marketing (University of                                                        | Lecture                | Master        | 100                       |

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|              | Agder,<br>Norway)                                                                                  |          |          |    |
| 2024-present | Global<br>Marketing and<br>Business<br>Development<br>(Ruppin<br>Academic<br>Center, Israel)       | Lecture  | Master   | 40 |
| 2024-present | Competitive<br>Business<br>Strategy and<br>Entrepreneursh<br>ip (Tel-Hai<br>University,<br>Israel) | Lecture  | Master   | 35 |
| 2024-present | Entrepreneuria<br>l Finance (Tel-<br>Hai University,<br>Israel)                                    | Workshop | Bachelor | 15 |
| 2023-present | Marketing<br>Management<br>(Tel-Hai<br>University,<br>Israel)                                      | Lecture  | Master   | 50 |
| 2023-2024    | Marketing<br>Strategy<br>(UIBE- China<br>International<br>University in<br>Israel)                 | Lecture  | Bachelor | 20 |
| 2023-2024    | Operation<br>Management<br>(UIBE- China<br>International<br>University in<br>Israel)               | Lecture  | Bachelor | 20 |
| 2023-2024    | International<br>Business<br>Strategy<br>(UIBE- China                                              | Lecture  | Bachelor | 20 |

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|--------------|--------------------------------------------------------------------------------------------------|---------------------------------|----------|-----|
|              | International University in Israel)                                                              |                                 |          |     |
| 2023-present | Introduction to Innovation and Entrepreneurship (College of Management Academic Studies, Israel) | Introduction Course (Mandatory) | Bachelor | 200 |
| 2023-present | Consulting to Tech and Startup Ventures (College of Management Academic Studies, Israel)         | Seminar                         | Master   | 50  |
| 2023-2024    | International Marketing (Tel-Hai University)                                                     | Introduction Course (Mandatory) | Bachelor | 25  |
| 2023-2024    | Creative and Critical Thinking (UIBE- China International University in Israel)                  | Introduction Course (Mandatory) | Bachelor | 40  |
| 2022-present | Entrepreneurship Seminar (College of Management Academic Studies, Israel)                        | Seminar                         | Bachelor | 30  |
| 2022-present | Entrepreneurship and Project Management (Tel-Hai University, Israel)                             | Introduction Course (Mandatory) | Bachelor | 30  |

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|--------------|------------------------------------------------------------------------------------------------|--------------------|----------|-----|
| 2021-2022    | International Business Strategy (College of Management Academic Studies, Israel)               | Seminar            | Bachelor | 30  |
| 2021-2024    | Managerial Aspects of New Product Development (College of Management Academic Studies, Israel) | Seminar            | Master   | 50  |
| 2021-present | Conducting Business in the Global Arena (College of Management Academic Studies, Israel)       | Lecture in English | Bachelor | 200 |
| 2021-present | Marketing Management (Tel-Hai University, Israel)                                              | Lecture            | Bachelor | 100 |
| 2021         | Introduction to Crowdfunding (Rider University, USA & Universidad Privada Boliviana, Bolivia)  | Workshop           | Bachelor | 50  |
| 2020-2024    | Entrepreneurship and Innovation (University of                                                 | Lecture            | Bachelor | 350 |

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|  | Agder,<br>Norway) |  |  |  |
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b. **Supervision of Graduate Students**

| <b>Name of student</b> | <b>Title of Thesis</b>                                                                                                                                                                   | <b>Degree</b> | <b>Date of Completion</b> | <b>Students' Achievements</b> |
|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|---------------------------|-------------------------------|
| Ingrid Bronstein Levy  | Examining the Validity of a Criterion for Predicting the Success of Ventures Receiving Government Support through Conditional Grants.<br>Co-supervised with Dr. Kashy-Rosenbaum Gabriela | MA            | 2025                      | 82                            |

11. **Miscellaneous:**

N/A

12. **Professional Experience**

| <b>Year</b> | <b>Organization</b>    | <b>Position</b>                                                                                                                                                                       |
|-------------|------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2018-2019   | TreeO Marketing Agency | Co-founder<br>Co-founded and led a boutique marketing agency advising medical device and pharmaceutical firms and startups on strategic marketing initiatives and market positioning. |
| 2005-2019   | Berliner Design Ltd    | Founder and Managing Director<br>Founded and managed a design and marketing firm providing brand strategy, commercial development, and communication solutions to medical             |

|  |  |                                                    |
|--|--|----------------------------------------------------|
|  |  | devices and pharmaceutical companies and startups. |
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## **PUBLICATIONS**

### **A. Ph.D. Dissertation**

**Berliner, Daniel.** (2024). Essays on Investors' Decision-Making in Equity-Based Crowdfunding (published in English). Doctoral dissertations at the University of Agder (180 pages). Supervisors: Professor Rotem Shneor and Professor Andreas Wald, University of Agder, Norway (AACSB Accredited).  
<https://hdl.handle.net/11250/3131691>

### **B. Scientific Books (Refereed)**

N/A

### **C. Other Scientific Publications:**

N/A

### **D. Articles in Refereed Journals**

#### **Published**

1. **Berliner, Daniel** (2026). Signals of Strategic Intent: The Impact of the Disclosure of Intended Use of Proceeds on Equity Crowdfunding Investors' Decision-Making. *Small Business Economics: An Entrepreneurship Journal*.  
<https://doi.org/10.1007/s11187-026-01280-x>  
SJR 2025: 2.618, Q1 in Business, Management and Accounting (miscellaneous) and Economics and Econometrics  
CiteScore 2025: 14.2, Q1  
Journal Impact Factor (JCR 2025): 5.9, Q1 in Business, Economics, and Management  
5-year Journal Impact Factor: 8.4 (2025)  
AJG 2024: 3
2. **Berliner, Daniel.**, & Gimmon, Eli., (2026). Why equity crowdfunding investors reject opportunities: An exploration of negative signals. *Eastern Economic Journal*. <https://doi.org/10.1057/s41302-026-00325-z>  
SJR 2025: 0.237, Q4 in Economics and Econometrics  
CiteScore 2025: 1.2, Q4 in Economics and Econometrics  
Journal Impact Factor (JCR 2025): 0.8, Q3 in Economics  
5-year Journal Impact Factor: 0.8 (2025)  
AJG 2024: 1
3. **Berliner, Daniel.**, Shneor, Rotem. & Wald, Andreas. (2025). Beyond one-size-fits-all: Empirical evidence on the heterogeneity of equity crowdfunding investors' decision drivers. *Electronic Markets*, 35, 107 <https://doi.org/10.1007/s12525-025-00856-x>

SJR 2025: 2.143, Q1 in Business and International Management, Management of Technology and Innovation, Marketing, Economics and Econometrics, and Computer Science Applications

CiteScore 2025: 16.8, Q1

Journal Impact Factor (JCR 2025): 8.8, Q1 in Business and Management

5-year Journal Impact Factor: 12.2 (2025)

AJG 2024: 2

Google Scholar Citations: 2

4. **Berliner, Daniel.**, Shneor, Rotem., & Wald, Andreas. (2025). What influences equity investors' decision-making in entrepreneurial finance: A systematic literature review 1983–2022. *Venture Capital*. 1–35.

<https://doi.org/10.1080/13691066.2025.2496743>

SJR 2025: 0.843, Q2 in Business and International Management and Finance

Journal Impact Factor (JCR 2025): 2.3, Q2 in Business, Finance

CiteScore 2025: 6.9, Q1 in Finance

Journal Impact Factor: 2.6 (2025)

5-year Journal Impact Factor: 3.1 (2025)

AJG 2024: 2

Google Scholar Citations: 8

#### **Accepted for Publication**

N/A

#### **E. Articles or Chapters in Scientific Books (which are not Conference Proceedings)**

#### **Published**

1. Almor, Tamar., & **Berliner, Daniel.** (2024). From orange to cyber: the role of international business policy in creating “Startup Nation”. In Handbook of International Business Policy (pp. 226-242). Edward Elgar Publishing.  
<https://doi.org/10.4337/9781035308682.00021>  
Google Scholar Citations: 1
2. Efrat, Kalanit., Gilboa, Shaked., & **Berliner, Daniel.** (2020). Israeli Crowdfunding: A Reflection of Its Entrepreneurial Culture. In: Shneor, R., Zhao, L., Flåten, BT. (eds) Advances in Crowdfunding: Research and Practice (pp. 341–372). Palgrave Macmillan, Cham. [https://doi.org/10.1007/978-3-030-46309-0\\_15](https://doi.org/10.1007/978-3-030-46309-0_15)  
Google Scholar Citations: 9

#### **Accepted for Publication**

N/A

## **F. Articles in Conference Proceedings**

### **Published**

1. Berliner, Daniel., Shneor, Rotem., Capizzi, Vincenzo., Almor, Tamar. (2024). Venture and Market Uncertainty: The Moderating Effect of Human Capital on Equity Crowdfunding Investors' Decisions. In EIBA 2024 conference proceedings (p. 126). ISBN 978-952-64-9658-0 <https://eiba2024.eiba.org/proceedings/>

### **Accepted for Publication**

N/A

## **G. Entries in Encyclopedias**

N/A

## **H. Other Scientific Publications**

N/A

## **I. Other Publications**

1. Opinion article in The Marker, Israel's leading financial news publication. 20.02.2026 (Hebrew) "Crowdfunding Is Not a Dangerous Gamble - It Is How the World Changes" <https://www.themarker.com/blogs/2026-02-20/ty-article/0000019c-7a65-dfbc-a39f-7a77a0ef0000>
2. Interview on Channel 20 (Israeli national T.V.) on "Social Crisis as Reflected in Crowdfunding Campaigns" (2022) (Hebrew): <https://youtu.be/HmQ-6Rhlg3c>
3. **Berliner, Daniel** (2020). Crowdfunding - A straight line connecting the Statue of Liberty and modern entrepreneurs. Revista Libre Empresa 2020; Volume September 2020. (167) p. 48-49 (in Spanish)
4. **Berliner, Daniel** (2020). Developing Crowdfunding - Strengthening the Entrepreneurial Ecosystem. Revista Libre Empresa 2020; Volume October 2020. (168) p. 20-21 (in Spanish)
5. **Berliner, Daniel** (2020). The emergence of crowdfunding - Making Sweet Lemonade Out of the Lemons. Revista Libre Empresa 2020; Volume November 2020. (169) p. 42-43 (in Spanish)

6. **Berliner, Daniel** (2020). Crowdfunding, impact, and investing – Gaining the best of Two Worlds. *Revista Libre Empresa* 2020; Volume December 2020. (170) p. 44-45 (in Spanish)