

PROFESSIONAL EXPERIENCE

Project Manager EXIST

2020-2024

Ludwig-Maximilians-Universität München (LMU)

- Establishment of a startup center to support research-based, early-stage startups
- Development and implementation of entrepreneurship programs

Strategic Management Automotive

2015-2020

Fraunhofer Institute for High-Speed Dynamics, Ernst-Mach-Institut (EMI)

- Strategic development of the automotive business segment
- Project acquisition (public/industrial)
- Coordination of development roadmaps for the Tech Center "i-protect" (including Daimler AG, Robert Bosch GmbH)

Acting Head of Fraunhofer Crash Center

2017-2019

Fraunhofer Institute for High-Speed Dynamics, Ernst-Mach-Institut (EMI)

- Technical and disciplinary leadership of an interdisciplinary team (up to 15 project members)
- Project management of contract research projects with international industrial partners in the field of passive safety for automotive applications

Professional Internships

2008-2015

Multiple internships during studies in the fields of marketing, innovation management, procurement, and sales, completed at large corporations (John Deere GmbH, Freudenberg SE, BMW AG) as well as in SMEs.

PUBLICATIONS AND WORKING PAPERS

Dahl, P. (2026). Uncertainty Framing in Entrepreneurial Narratives: Evidence from Founder Podcasts and Funding Outcomes – *Working Paper submitted to Academy of Management Annual Meeting (AOM), Philadelphia, USA, August 2026*

Dahl, P. (2025). Conceptualizing Endogenous Uncertainty: A Word-Embedding Analysis of Entrepreneurial Podcasts – *Working Paper submitted to Academy of Management Annual Meeting (AOM), Philadelphia, USA, August 2026*

Dahl, P. (2023). Uncertainty Perceptions in New Venture Creation: An Integrative Process Framework – *Working Paper*

Spanjol, J., Rosa, A., Schirrmeister, E., **Dahl, P.**, Domnik, D., Lindner, M., de la Cruz, M., & Kuhlmann, J.-F. (2023). The potential of futures literacy for impact-oriented business schools. *Futures*, 146, 103084. <https://doi.org/10.1016/j.futures.2022.103084>

Hesse, T. & Zebuhr, Y. & Höhne, M. & Kelsch, J. & Köster, F. & Fritz-Drobeck, N. & Fehr, B. & Knake-Langhorst, S. & Ackermann, T. & Richelmann, J. & Fastenrath, B. & Häring, I. & Form, T. & Fränzle, M. & Hegner, K. & Schroth, C. & Jain, A. & Smethurst, G. & Pfister, W. & **Dahl, P.** (2019). *Neue autoMobilität II. Kooperativer Straßenverkehr und intelligente Verkehrssteuerung für die Mobilität der Zukunft.* (ACATECH Studie) Herbert Utz Verlag GmbH.

PRESENTATIONS

Dahl, P. (2025). Narrating Uncertainty: A Word Embeddings Analysis of Entrepreneurial Podcasts. *Presentation at 32nd Innovation and Product Development Management Conference 2023, U.Porto, Porto, Portugal.*

Dahl, P. (2025). Narrating Uncertainty: A Word Embeddings Analysis of Entrepreneurial Podcasts. *Poster at 85th Annual Meeting of the Academy of Management 2025, Copenhagen, Denmark.*

Dahl, P., Dutta, D., Hsieh, C., Huang, T. (2023). Smart AI, Smart Decisions? Effects of AI on intendedly rational decision-making. *Presentation at Carnegie School of Organizational Learning Summer School 2023, Online.*

Dahl, P. (2023). Transitions of entrepreneurial uncertainties during new venture creation. *Presentation at Uncertainty Summer School 2023, ETH Zurich, Ascona, Switzerland.*

ACADEMIC AND TEACHING ACTIVITIES

Reviewing Activities for Conferences

Reviewer for: Academy of Management (AOM) Annual Meetings (2025, 2026)

Startup Coach for the LMU Innovation Incubator (since 2023)

Teaching Incubation Teams principles of project management and roadmapping.

Approx. Number of Startup Teams: 40

Teaching Experiences

Starting Up: From Ideas to Successful Business! (since March 2024)

Course teaches students from diverse academic backgrounds with core entrepreneurial and management skills, guiding them in developing business ideas and creating investor-ready pitch deck business plans.

Responsibilities: Preparation of teaching material and conduction of lectures, organizational

setup and management of the course.

Approx. Number of Students per Semester: 130

Mean Evaluation Score: 9.1/10

Students' Feedback:

"The course was fun. I thought it was great that we were given a lot of freedom and yet we always had the opportunity to fall back on help/knowledge. I think Philipp Dahl did a fantastic job running the course and gave great feedback. Very likeable instructor."
(WS2025)

"Philipp Dahl was very knowledgeable and kind" (SS2025)

"I really appreciate the respectful interaction and constructive criticism by the lecturers. Thanks! I already recommended this course to friends who might attend it next semester." (WS2024)

Thesis supervision Bachelor/Master Theses in Business Administration (since March 2021)

Master Theses: approx. 1 per semester

Bachelor Theses: approx. 2 per semester

SKILLS

Language *German (native), English (fluent), French (basic)*
Software *MS Office, MATLAB, Origin, Python, R, STATA, IBM SPSS*
 Statistics, LIWC

AWARDS AND GRANTS

Nominee ‘Deutscher Zukunftspreis 2019’ by Fraunhofer Gesellschaft 2019
Joint project between Daimler AG and Fraunhofer Institute for High-Speed Dynamics that developed a dynamic X-ray measurement technique (X-CC) for passive safety testing applications (e.g. car crash).
The Deutscher Zukunftspreis (German Future Prize) is a prestigious science and innovation award presented annually by the President of Germany. It recognizes outstanding technical, engineering, or scientific innovations that have the potential to become market-ready products and open up new areas of economic growth.

Last updated: March 13, 2026