

## Matthew J. Spaniol *MSc., EGP, PhD*

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### ⇒ EXPERIENCE

2017-present **Post-Doctoral Research Fellow**

*Aarhus University, Denmark*

Principal Investigator (PI) and project manager for the €4,5m consortium PERISCOPE, an EU-Interreg project supporting innovation in the maritime, marine, and ocean economy ecosystem in the North Sea region. The purpose is to grow transnational innovation partnerships for sustainable business development in emerging blue markets. Managing a team of 7 student assistants.

2013-2017 **Industrial PhD**

*Roskilde University, Denmark*

Dissertation: Scenario planning in practice: Empirical philosophy, social foundation, paradox, and definitions. Completed and defended at the Department of Philosophy and Science Studies. Combined ePhD program financed by Denmark's Ministry of Science.

2013-2017 **Research Fellow**

*Danish Maritime, Copenhagen*

Consulting researcher on future-oriented strategies for the maritime industry. Danish Maritime is an industrial meta-organization with over 100 members. Working and reporting to the director and C level management. Services provided for members include strategy process consultation, facilitation and development, business plan formulation, scenario development, forecasting, and applied methods training.

2010-2012 **Foresight Analyst**

*Copenhagen Institute for Futures Studies, Copenhagen*

Strategic analysis for world-class clients across sectors and industries such as manufacturing, construction, services, banking, publishing, mining and minerals, and carrier services. Also supported business development, marketing and sales, and training courses. Worked with applied methods such as scenario methods and deployment, trend analysis, futures studies, qualitative strategic stress-testing, and contingency analysis.

2005-2009 **M.Sc. Magister Scientiæ (cand.merc.int)**

*Copenhagen Business School, Frederiksberg*

Master's Thesis: Playing Chess with Hugo Chávez. Final Grade: 10 (*udmærkede og selvstændige*). International business and development studies. Study abroad in Caracas, Venezuela. Leveraged project management, institutional theory, and strategic planning to analyse empirical participant-observer data on planning in turbulent environments.

2007-2008 **Strategy Consultant**

*Swiss-Venezuelan Chamber of Commerce, Caracas*

Authored strategic business plans and played active role in the strategic planning group consisting of major Swiss industrials operating and investing in Venezuela. Designed and executed efforts of Swiss industrials with Venezuelan Ministry of Science and Technology. Worked on financing, budgeting, and risk analysis in relation to project development.

- 2007-2008 **Master's degree (EGP) in Public Management** IESA, Caracas, Venezuela  
*Especialización en Gerencia Pública (EGP)* Thesis: Strategic option analysis for meta-organizations. Integration of strategic option portfolio analysis and balanced scorecard KPI's for emerging projects in the context of industrial organizations.
- 2005-2006 **Grant Proposal Writer** *Minnesota International Center, Minneapolis*  
 Program developer and coordinator for the non-profit International Visitors Leadership Program, an initiative to invite, host, and arrange delegations from all over the world. Wrote competitive proposals to win US State Department grants to finance visitors to Minnesota industries such as 3M and Cargill.
- 2001-2005 **Securities analyst** Minneapolis & Honolulu, USA  
 Starting at Wells Fargo, I worked for 3 different banking and lending institutions on mortgage-backed securities during this time. My first career after graduating, I witnessed and took part in the build-up of the sub-prime mortgage secondary market. Decided in 2005 that I needed to retool, because this wasn't going to end well. And it didn't.
- 1997-2001 **Bachelor of Arts (B.A.)** *St. John's University, Minnesota*  
 Major: Business Management, Minor concentrations: 1) Communication 2) Spanish.  
 Study abroad program 2000, Costa Rica/Nicaragua. Internships at Wells Fargo and *Dos Pinos International*.

## ⇒ 2018-19 ACADEMIC CONFERENCE PROCEEDINGS AND PRESENTATIONS

- Spaniol, M. J. (2019) Anticipatory organizational design. ICOA winter conference, Aarhus.
- Spaniol, M. J. (2019). Scenario planning and politics. Society for the Social Study of Science, New Orleans.
- Spaniol, M. J. (2019). Contributing to scenario planning from the sociology of science. 20<sup>th</sup> April Conference on Economic and Social Development, Moscow.
- Spaniol, M. J. (2018) What scenarios are and are not. 32<sup>nd</sup> Annual Conference of the British Academy of Management, Bristol.
- Spaniol, M. J. & Rowland, N. J. (2018). Intersecting Futures Studies. Futures & Foresight Conference, Warwick.
- Spaniol, M. J. & Rohrbeck, R. (2018) Technology Foresight in Emerging Maritime & Marine Economies. DNV GL Nordic Maritime University Workshop, Copenhagen.
- Spaniol, M. J. (2018) Scenario Planning. OSA Section Presentation, Aarhus.
- Spaniol, M. J. & Rowland, N. J. (2018) No Theory, Methodological Chaos in Scenario Planning. Finland Futures Research Conference Proceedings, Turku.

Spaniol, M. J. & Rohrbeck, R. (2018). Open foresight in the front end of systemic innovations. 19th International CINet Conference Continuous Innovation, Dublin.

Spaniol, M. J. & Rowland, N. J. (2018). Potential public use of 'Opportunity Radars'. EASST, Lancaster.

## ⇒ **GRANTS, FUNDING, AND COMMISSIONS**

2019

PERISCOPE extention funding for widening scope and impact.

ECOPRODIGI (EU-Baltic Sea Programme) Expert consultant in future of maritime.

Invited speaker: 20<sup>th</sup> April Conference on Economic and Social Development, Moscow School of Higher Economics (HSE).

2018

Research fellow: Saïd Business School at Oxford University

2017-2020

EU-Interreg PERISCOPE project

2013-2017

Industrial PhD Fellowship

2015

Oxford Univeristy – Teaching assistant grant

## ⇒ **2018-20 INDUSTRY TALKS**

Spaniol, M.J. (2020). Entrepreneurial discovery and transregional collaboration. Groningen Seaports, Holland.

Spaniol, M. J. (2019). Roadmapping the future of clean shipping. ECOPRODIGI Partner workshop. Copenhagen.

Spaniol, M. J. (2019). Future of the ocean economy. TKI Maritime with a mission, session on Blue Growth, Rotterdam.

Lähtenmäki, L. & Spaniol, M. J. (2019). The future food consumer. Danske Majeriteknisk selvskab, Billund.

Spaniol, M. J. (2018). Smart & sustainable shipping. ISO - International Standardization. Copenhagen.

Rohrbeck, R. & Spaniol, M.J. (2018). Future Opportunities for Blue Growth. EU Week of Regions and Cities. Brussels.

Spaniol, M. J. (2018). Industry 4.0 Antecedents. Danish Export Industrial Alliance, Herning.

Spaniol, M. J. (2018). Operationalizing Industry 4.0. Fuld Skrue Årsmøde, Herning.

Gordon, A., Spaniol, M.J. & Rohrbeck, R. (2018). Foresight in Maritime: The case of PERISCOPE. FTA, Brussels.

Spaniol, M. J. (2018) The Future of Maritime. Danish Maritime Days. Copenhagen.

Spaniol, M. J. (2018) Future and Foresight in Advanced Manufacturing. DAMRC - Annual General Meeting, Sunds.

Spaniol, M. J. (2018) The future of work. Middlefart.