Index

Abdel-Khalek, A.M. 129
Academy of Management
Entrepreneurship Division 56, 167, 177
symposium (2009) 10
Academy of Management Journal (AMJ) 1, 2, 61, 62, 64, 71, 85
control variables 136, 142
action research 234
Adler, N. 229
Administration Science Quarterly (ASQ) (journal) 61–2, 64, 85, 142
advocacy research worldview 6
agency theory 27
Aguinis, H. 99, 113, 114, 115, 116, 118, 119, 120, 121, 122, 128
Akerlof, G. 43
Alcoff, L. 193
Aldag, R.J. 128
Aldrich, H.E. 56, 57, 58, 59, 60, 61, 62, 63, 64, 76, 80, 81, 158, 177, 183, 184, 202
Alpert, M. 48
Alvarez, S.A. 10, 56, 81
Alvesson, M. 204, 206, 208, 234, 252, 254
Amabile, T.M. 107
American Psychological Association (APA) 114
Amis, J.M. 3, 179, 181, 182, 188, 189, 195
Amit, R. 27
amplified immediacy 248
Anundson, S.D. 41
analysis of variance 101
analytical procedure 63
Anamorphosis project 250, 254
anarchist approach to science 46
Anastasi, A. 130
Anderson, D.J. 128, 129
Angen, M.J. 185, 190, 191, 192, 193
ante-narratives 214, 215
Antoncic, B. 157, 163
applied research program (ARP) agenda 35–9
alternative explanations, eliminating 39
controllable variables 38
cost-effective solutions 39
how and why questions, addressing 38
practical outcomes/significance 36, 37
replicability, evidence of 36
unexpected findings 37–8
Arena for Growth (Swedish public–private sector partnership) 213
Aristotle 234
Armstrong, J.S. 34, 37
Arnold, J. 152
Aronson, E. 90, 95
Arrindell, W.A. 122
Arrow, K. 43, 191
Atinc, G. 136, 139, 142, 143, 144, 148, 150, 151, 153
Atkinson, P. 186
Austin, J.T. 136, 139
Autio, E. 157
auto-ethnographic approach 249
Ayicicegi, A. 161, 163
Babson College Entrepreneurship Research Conference, Lyon (2013) 1, 7
background theory 4
Bagby, R. 88
Bagozzi, R.P. 113, 115
Baker, T. 57, 58, 59, 61, 62, 63, 64, 76, 79, 80, 81, 177, 183, 184, 247
Balogun, J. 207
Bandura, A. 149
Bansal, P. 2
Barley, S.R. 44
Barney, J.B. 56, 81
Baron, R. 56
Barrett, F.J. 235
260  Handbook of research methods and applications

Barthes, R. 164, 169–70
Bauer, C. 38
Becattini, G. 241
Becker, G.S. 43, 45
Becker, T.E. 136, 139, 142, 144, 148, 149, 150, 151, 153
‘behavioroid’ measures 92
benchmark journals 61, 65, 66, 71, 76
Bergkvist, L. 126, 128, 129
Berglund, K. 8, 206, 213, 215, 217, 219, 222, 228, 245, 253
Bergum, V. 190
Bernstein, R.J. 185
best practices 12
control variables 148–51
Bettis, R. 78
between-subjects design 102, 103
Bezos, J. 93
bias 13, 30
avoiding 95–6
Bill, F. 202, 239
biotechnology ventures 15–16, 18
Birch, D.L. 34, 36
Bird, B.J. 8, 112, 119, 123, 130, 139
Birkinshaw, J. 160
Birley, S. 178, 186–7
Blaug, M. 21, 23, 28, 33, 43
Boal, K. 56
Bogdan, R. 186
Bohr, N. 191
Boje, D. 215
Bonnett, C. 124
Bono, J.E. 2
Bourdieu, P. 231
Bradbury, H. 234
Brännback, M. 8, 160, 170–1
Brannen, M.Y. 156, 157, 160
Brannick, M.T. 136, 137, 139, 142, 144, 145, 147, 148, 149, 150, 151, 153
Branson, R. 48
Breaugh, J.A. 136, 139, 142, 145, 146, 147, 148, 149, 150, 152, 153
Brettel, M. 116
bricolage 247
Brief, A.P. 128
Brin, S. 93
Brockner, J. 107
Bruni, A. 202, 206
Brunsson, N. 231
Brush, C.G. 8, 22, 56, 57, 59, 63, 79, 81, 89, 177
Brunton, G. 186
Bruyat, C. 177
Bryant, F.B. 122
Bryk, A. 104
Bryman, A. 178
Brytting, T. 251
Buchanan, A. 178
Burmeister-Lamp, K. 99
Burrell, G. 24, 58, 180
Busch, A. 43
Busenitz, L.W. 57, 59, 79, 177
Butler, J.E. 27
Bygrave, W.D. 26, 27, 28, 88, 178, 184, 185, 190
Campbell, D.T. 89, 90, 92, 113, 114, 115–16, 118, 119, 123, 130, 145, 152
Campbell, J.P. 128, 129
Campbell-Hunt, C. 47
Canada
cross-cultural survey 161, 162, 174
doctoral business programs 25–6
Cantillon, R. 166
Caputo, J.D. 193
Cardon, M.S. 115, 117, 118, 121, 160, 161
Carlson, K.D. 136, 142, 143, 145, 148, 149, 150, 151
Carnap, R. 28
Carsrud, A.L. 8, 170, 170–1, 171
Carter, S. 80
Caruana, A. 24
Carver, R.P. 37
case studies 216
Cassar, G. 116
Cassell, C. 204
Cattell, R.B. 114, 117, 125
causal modeling 116
causal predictor variables 139
causal relationships, experimental
methods 92–3
Chandler, D. 164, 167, 168, 169
Index 261

Chandler, G.N. 27, 57, 59, 79, 88–9, 114, 116, 121, 130, 178
Chave, E.J. 121
Chen, C.C. 117, 124
Chen, M.K. 157
Chen, Y.-W. 163
Chia, R.C.H. 229, 231, 233, 234, 252, 254
chi-square tests 63, 66
Chua, W.F. 58, 60
Churchill, W. 158
CITI (Collaborative Institutional Training Initiative) 98
Clegg, S. 184, 185
Clifford, J. 205
C-OAR-SE procedure, measurement development 123
codes, and language 168, 170, 171
code-switching 163, 174
coding of data 62–3
coefficient alpha method, internal reliability 119, 122, 123
coefficient of stability (test–retest reliability) 118, 130–1
Cohen, J. 32, 37, 137, 142, 149, 152
Cohen, M.D. 22
Cohen, P. 137
Cohen’s kappa statistics 63, 81
Collaborative Institutional Training Initiative (CITI) 98
Colquitt, J.A., George, G. 2
communicate action notion (Habermas) 234
corporation language 172
composite reliability 119–20
computer simulation/modeling 85
conceptual replication 105
conferences 1, 17, 78, 246
confirmation bias 30
confirmatory factor analysis (CFA) 117, 125
confounding variables 141
conjecture, philosophy (Popper) 23
Conklin, B. 144, 151
Connelly, B.L. 32, 37
Conner, K.R. 44
connotation 168–9
conscientization 217, 253
consensus theory of truth 22–3, 24
constructivism 6, 231
constructs 113–14
construct validity 89, 93, 114, 123
culture 156
job satisfaction 127–8
content validity 114, 115, 121–2, 123
versus face validity 130
context 2, 5, 12, 15, 18, 192, 235, 236
ethnography 202, 207, 208
case studies 209–16
lessons learned 217–19
familiarity with 238–9, 243, 246, 249–50
control variables 136–55
best practices 148–51
contamination issues 145–6
generalizability of results 146–7, 148, 188
inclusion without theoretical justification 137, 142–3, 148
measurement and use 149–50
in non-experimental entrepreneurship research 137–8, 148, 151
parental role model and intention to start new business venture, hypothesized relationship 139–41
purification principle 144, 145, 148
reporting 150
results interpretation 150–1
selection 148–9
statistical control 138–42, 144, 151
use 142–8
Venn diagram 140, 141, 147
see also predictor variables
convergent validity 114, 115
Cook, T.D. 89, 90, 92, 113, 114, 115, 116, 130
Coompanion (regional agency) 246
Cooper, A.C. 27, 30, 31
coordination, in language 170
Cope, J. 189
262 Handbook of research methods and applications

Corley, K. 2
Cornelius, B. 30, 48, 177
Cornforth, C. 43
correlations 116
correspondence theory of truth 22, 24
Cortina, J.M. 119
cost-effective solutions 39
Coviello, N.E. 157
Covin, J.G. 121
Craig, E. 22
Creswell, J.W. 193
criterion variables 139, 142, 145
criticism 253
Cronbach, L.J. 113, 114, 115, 119, 126, 130
Cronbach’s alpha estimation method 119, 120, 123, 125, 130
cross-cultural studies 156–76
challenges of 161–2
emic and etic perspectives 158, 159–62, 168, 171, 172, 173
language 157–8, 163–7
research implications 173
semiotics 157, 164–7, 168, 169
see also culture
culture
'crud factor' 31, 32
construct of 156
and ethnography 206, 223
impact on entrepreneurial activity 156–7
origins of concept 159
see also cross-cultural studies; ethnography
Czarniawska, B. 235
Czarniawska-Joerges, B. 228

Dalton, D.R. 47
Darley, J.M., Jr 104
data analysis 192
data coding 62–3
data collection 61–2, 162, 180, 192
experimental methods 94, 96
databases
lack of publicly available 14–15
public 84
David, R. 27, 44, 47
Davidsson, P. 56, 57, 58, 59, 63, 80, 158, 177, 180, 181, 184, 186, 189
Davis, P. 43
Dean, M.A. 56, 57, 59, 81, 177–8
Deeds, D. 8
Delgado-García, J.B. 143, 144, 151
Delmar, F. 56
denotation 168
Department of Health and Human Services (DHHS), Office for Human Research Protections 98
dependent variables 31, 112
experimental methods 89, 90, 91, 92, 96, 100, 105, 107
open- or closed-ended 96
descriptive statistics 150
DeVellis, R.F. 115, 118, 119, 120–1, 122, 124
Dewald, W.G. 36
Dick, P. 161, 163
Didomenico, L. 247
Dilthey, W. 185
dimensionality, and reliability 117–20
discipline of entrepreneurship 185
discourse theory 217
discriminant validity 114, 115
divergent validity 93
'Diversity in Entrepreneurship' (DiE) project 209, 215–17, 219, 220, 221, 222
documental business programs 25–6
Donaldson, J. 43
Donaldson, L. 44
Doucouliagos, C. 43
Dow, Gregory, K. 44
Down, S. 56–7, 78, 202
Doz, Y.L. 156, 160
Draft, R.L. 204, 223
Drnovsek, M. 160
Drolet, A.L. 127, 128
dual families 171
duham-Quine problem 29
dust-bowl empiricism 46
'dwelling' worldview 234, 235, 254
Easterby-Smith, M. 178, 180, 187, 188, 191, 193
Index 263

entrepreneurial phenomenon 180, 231
versus small-business phenomena 232
entrepreneurial process, characteristics 88
entrepreneurship definitions 177–8
entrepreneurship theories, as non-scientific 27
and epistemology 180–3
as idiosyncratic and context-specific 12, 15, 18
macro level versus venture level 10
as multidisciplinary 2–3
pre-paradigmatic field 11, 23
research see empirical research challenges in entrepreneurship; research, entrepreneurship
terminology 166–7, 169
Entrepreneurship & Regional Development (journal) 61, 85
Entrepreneurship Theory and Practice (ET&P) 1, 61, 81, 86, 178
control variables 136–7
experimental methods 89, 90
episteme 234
epistemology 163, 184, 235
and entrepreneurship 180–3
errors 118
Type II 149
Essence of Entrepreneurship, The (Johannisson) 165–6
ethical validation 193
ethnographic approaches case studies see ethnographic case studies
definition of ethnography 84
ethnography 201–27
‘Ah-ha’ effects 206, 223
auto-ethnographic approach 249
case studies ‘Diversity in Entrepreneurship’ (DiE) project 209, 215–17, 219, 220, 221, 222
lifestyle entrepreneurship (rural entrepreneurs) 209, 211–13, 218
Index 265

Fiske, D.W. 114, 115, 123, 145
Fiske, J. 168
Flax, J. 193
Fletcher, D.E. 24
Fligstein, N. 44
focal theory 4
focus group interviews 216, 239, 240
focusing 15–17
Foo, M. 99
footprints, looking for 18–19
Forbes, D.P. 59
Ford, H. 48
Forscher, B.K. 31
foundationalist research 181, 182, 187, 189

see also non-foundationalist research
Freire, P. 214, 217
Frey, B. 44
Friedman, H. 116
Fuller, S. 24
Fuller, T. 24
functionalist perspective 57
Furnham, A. 124
Furubotn, E. 44
Gadamer, H.G. 192, 193
Ganzach, Y. 131
Gardner, D.G. 129
Gartner, W.B. 1, 56, 57, 59, 78, 79, 81,
91, 116, 124, 177, 178, 186–7, 201, 202, 222
Gatewood, E.J. 96, 98, 99
Geertz, C. 79, 205, 220–1
Geletkanycz, M., 2,
GEM (Global Entrepreneurship Monitor) studies 1, 157, 158
gender factors, random assignment 100
generalizability 146–7, 148, 188
generalization theory 130
Gephart, R.P. 186, 187, 189
Gerbası, K.C. 122
Gergen, K.J. 105
Geyskens, I. 44
Gherardi, S. 185
Ghoshal, S. 27, 44
Gibb, A.A. 233
Gibbons, M. 185
Giddens, A. 231
gift culture/economy 204
Gilbert, D.T. 90
Global Entrepreneurship Monitor (GEM) studies 1, 157, 158
Glorfeld, L.W. 117
Gnosjö industrial district (Sweden) ethnographic case study 209–11, 217, 220, 221
and small scale venturing 241–5
Golsorkhi, D. 231
Google Scholar 2
Gordon, R.A. 149, 150
Gouldner, A.W. 30, 34, 38
Grabher, G. 241
Graham, J.M. 119
grand narrative 214
Granovetter, M. 44, 218
Grant, A.M. 2
Grant, P. 57, 60
Green, D.P. 41
Greene, F.J. 238
Grégoire, D.A. 183, 202
Guadagnoli, E. 122
Guba, E.G. 60, 179, 181, 189
Guttman, L./Guttman scaling 121
Haag, K. 232
Habermas, J. 234
Hacking, I. 182
Hackman, J.R. 127
Hair, J.F. 122, 130
Hall, E.T. 205
Han, S. 27, 44, 47
Handbook of Social Psychology (Lindzey) 90
Haraway, D. 193
hard sciences 23
Harris, C.L. 161, 163
Harrison, R.T. 3–6, 8, 177, 186
Harzing, A.-W. 161, 162
Haynie, J.M. 99
Hays, W.L. 32
Hayton, J.C. 157, 163
Hébert, R.F. 166
Hernes, T. 236
Herron, L. 88
Hierarchical linear modeling (HLM) 104
Higgins, E.T. 106–7
Hindle, K. 178, 188–9
Hirsch, P.M. 44
Hisrich, R.D. 157, 163
Hjorth, D. 202, 229, 231
Hobbs, D. 38
Hoepfl, M.C. 186, 189
Hofer, C.W. 178, 202, 229, 231
Holliday, R. 202
Holt, R. 179, 229, 231
Honig, B. 56
Horn, J.L. 117
House, E.R. 181
Hsu, D.H. 56
Hubbard, R. 34, 36
Human capital theory (HCT) 27, 43
micro-level and macro-level 45
testing 23, 30, 45–8
variants 46
see also testing of theories; theories
human resources (HR) 13
Hunter, J.E. 137, 138
Huse, M. 178, 202
hypothesis testing see testing of theories
hypothetico-deductive method 5, 179, 180
imposed etics 160
increasing human experience model (IHEM) 45
independent variables 112
experimental methods 92–3, 100, 105, 108
in-depth interviews 106
Institutional Review Board (IRB) 98, 99
intellectual community 186
interactive research 230, 252
‘dwelling’ worldview 234, 235, 254
Lego analogy 234–5
as methodology 233–6
as responsible 252–4
intermediate-strength theories 28, 29
internal reliability 118–19, 120
internal validity 89, 92, 162, 188
international business (IB) 156
International Council for Small Business (ICSB) 87, 158
international entrepreneurship (IE) 157
International Small Business Journal (ISBJ) 61, 86
experimental methods 89
interval scales 121
interviews
in-depth 106
ethnographic 207, 216
face-to-face 94, 95
focus group 216, 239, 240
IRB (Institutional Review Board) 98, 99
Ironson, G.H. 127, 128
Jarzabkowski, P. 232
Jennings, P.L. 24, 178, 186
Jensen, M.C. 43
job creation 36
job satisfaction, single- versus multiple-item measures 127–8
Johannisson, B. 8, 24, 165–6, 202, 206, 229, 231, 235, 238, 241, 242, 243, 244, 245, 246, 249, 250, 251
Johansson, A.W. 206, 215, 217, 253
Johnson, E. 228
Johnson, P. 186
Johnson, R.B. 185, 190
Johnstone, B.A. 202
Jones, M.V. 157
Journal of Applied Psychology 136, 142
Journal of Business Venturing (JBV) 61, 81, 86, 89, 137, 178
Journal of Experimental Social Psychology 90
Journal of Management and Strategic Management 136
Journal of Small Business Management (JSBM) 1, 61, 81, 86–7, 89, 90, 137
journals, entrepreneurship 1, 22, 34, 40, 45
benchmark 61, 65, 66, 71, 76
control variables 136–7, 142, 143
European-based 61, 65, 71, 77, 78
experimental methods 89–90
mission statements 85–7
and progress measurement see progress measurement in entrepreneurship research
qualitative research 178, 179
SSCI rankings 56, 61
top-tier management 77
US-based 65, 66, 71, 76, 77
see also specific journals
Julian, P.A. 177
Kahneman, D. 102
kairos 248, 251
Kaiser, H.F. 117, 125
kappa procedure, data coding 63
Katz, J. 56, 218, 230
Kauffman Foundation 12
Kayande, U. 130
Keat, R. 181
Kelley, H.H. 37
Kenny, D.A. 152
Kenworthy, A. 8, 81
Ketchen, D. 47
Keynes, J.M. 21–2
Keysar, B. 162, 163, 164
KI rule (eigenvalue-greater-than-one rule) 117
Kim, P. S6
Kirchhoff, B.A. 34
Kirk, R.E. 32, 34, 37
Kirzner, I. 81, 166
Klimoski, R.J. 139
Knight, G.A. 157, 163, 172
knowledge
academic and hands-on, intertwining 233–4
creation of researchers and practitioners partnering for 228–30
in social sciences 163
embodiment 232
interactive research 233–4
practical, developing 35–9
applied research program (ARP) agenda 35–6
replicability 33–4
Knowledge Foundation 213
Knudsen, C. 178
Kotowitz, Y. 43
Kreiser, P.M. 163, 172
Krueger, N.F. 182
Kuder, G.F. 119
Kuhn, T.S. 11, 21, 22–3, 24, 29, 39, 58, 60, 184
Kvale, S. 194
Kwan, K.M. 33, 36
Lakatos, I. 22, 23, 28, 29, 39
Lambrechts, J. 238
Landström, H. 178, 202
Lang, S. 8
Langlois, R.N. 44
language 157–8, 163–7
back-translation 162, 169, 172
and codes 168, 170, 171
everyday 232
Finnish 173–4
meaning of words, analyzing 167–73
research-specific 169, 170, 172
and semiotics 164–7, 168, 169
signs 164, 165, 168
as a social institution 169–70
structure, relationship to meaning 164–5
Swedish 166, 173
translation 172
Larson, J.R. 127
Latane, B. 104
Latham, S. 8
Lather, P. 190, 193
Latour, B. 182
Law, J. 182, 183, 195
Lawal, S.O. 99
Lawson, T. 181
Leitch, C.M. 3, 8, 177, 186, 187, 193, 195
Lévi-Strauss, C. 204, 247
Levy, D.M. 36
Lewin, A.Y. 44
lifestyle entrepreneurship, case study 209, 211–13, 218
Likert, R. 92, 121

268  Handbook of research methods and applications

Likert scaling 121, 124
Lin, X. 161, 162
Lifán, F. 163
Lincoln, Y.S. 60, 179, 181, 189
Lindblom, C. 232
Lindholm-Dahlstrand, Å 238
Lindsay, D.S. 37
Lindzey, G. 90
linguistics 157
Link, A.N. 166
Linnaeus (formerly Växjö) University, Sweden 238, 242, 246
literature reviews 59–60, 62
Locke, E.A. 127–8
Locke, K. 187
Locke, R. 184
lock-in effect 241
locus of control 124
logical incrementalism 232
logical positivist research tradition 3, 22, 28
logical probability 28
longitudinal studies 138
Louis, M.R. 204
Lounsbury, M. 44
Low, M.B. 57, 58, 60, 78, 81
Lubart, T.I. 106
Lumsden, J. 115
Luna, D. 163
Lykken, D.T. 31, 32–3
Lyon, D.W. 27, 57, 59, 79, 88–9, 130, 178
Machlup, F. 20
Macken (small social enterprise), Sweden 245–8, 253
MacMillan, I.C. 57, 58, 60
Madison, G. 193
Maglen, L.R. 28, 43
Malinowski, B. 204
Manolova, T. 8
Marcus, G.E. 205, 206, 216, 221
Marshall, A. 241
Martin-Cruz, N. 143
Marxism 27
Maxwell, J.A. 190
Mayer, K.J. 2
McClellan, M. 39
McClelland, D.C. 157
McCloskey, D. 191, 194
McDonald, S. 178
McDougall, P.P. 156–7, 157
McDougall, W. 90
McKinley, W. 58
McMullen, E. 8
McNamara, G. 2
Mead, M. 204
measurement of constructs 113
control variables 149–50
developing a measure 120–4
experimental methods 91–2
multi-item measures
developing (example) 124–6
information inaccuracy 127
job satisfaction 127–8
respondent fatigue 127, 128
respondent refusal 127
versus single measures 114, 126–9
pool of items, generating 120–1
purpose of measure, determining 120
validity see measurement validity
see also progress measurement;
progress measurement in entrepreneurship research
measurement validity 112–35
characteristics of valid measurements 114–17
critical role 112–13
dimensionality and reliability 117–20
improvement requirements 130
within-individual variation 116
psychometric perspective 113, 122, 130
reliability 114, 117–20
unidimensionality 114, 117–20, 122
and validation 113–14, 122
see also measurement
Meehl, P.E. 20, 24, 26, 27, 28, 29, 31, 32, 37, 38, 40, 41, 114, 115, 137, 138, 139, 144, 146, 147, 149, 150, 152, 153
metaphysics 22
Index  269

meta-theory, 26, 57
methodological falsification (Popper) 26
methodology, research
analytical procedure 63
choice, in entrepreneurship research 194–5
data coding 62–3
data collection 61–2, 94, 96
defined 20–1
experimental see experimental methods
interactive 230, 233–6
philosophy of science 24–6
problems 26–35
practical research requirements 33–5
statistical testing 32–3
theory 26–8
theory testing 28–31
variables and related measures 31–2
progress measurement 57, 61–4
qualitative research 183–7
rigour 188, 189
sample description 64
survey-based 64, 66–7, 84, 94
métis 234, 252, 254
Meyer, G.D. 22
Milgram, S. 105
Mill, J.S. 166
Miller, M.B. 130
Mincer, J. 45
Miner, J.B. 27
minimum average partial (MAP) approach 117
Minnesota Center for the Philosophy of Science 24
Minnesota Satisfaction Questionnaire (MSQ) 131
Mintzberg, H. 223
Mischler, E.G. 190
Mises, L. von 20
Mitchell, J.R. 104
Mitchell, R.K. 57, 60, 79, 163
mixed-methods research 160
Mone, M.A. 58
Monllor, J. 107
Montuschi, E. 182
Moran, P. 24, 44
Morgan, D.L. 239
Morgan, G. 24, 58, 180, 234
Morris, C. 165
Morris, M.H. 159, 160, 173
Morrison, D.G. 127, 128
Morse, J. 193, 194
Mullahy, J. 39
Mullen, M.R. 57, 60, 79, 89
multi-item measures
developing 124–6
versus single measures 126–9
multinational corporations (MNCs) 156
multiple regression analysis 138, 139, 144
multitrait–multimethod matrix (MTMM) 115
Murphy, K.J. 43
Nagy, M.S. 128, 129
narrative literature reviews (NLR) 30
national cultures 156
National Panel Study, US Business Startups 12
natural experiments, seeking out 19
natural science 184
Neergaard, H. 178, 179, 183, 186, 187
Nelson, J.A. 182
Nelson, R. 247
Nelson, R.K. 219
neo-institutional theory 44
Netemeyer, R.G. 122, 124
networking 17
Newcombe, N.S. 147
Newhouse, J.P. 39
NHST (null hypothesis significance testing) 29, 30
Nickerson, R.S. 30
Nielsen, H.B. 193
Nilsson, A. 246
nominal scales 121
nomological (predictive) validity 114, 115–16
Nonaka, I. 229
non-foundationalist research 179, 195
epistemology and entrepreneurship 181–3
methodological stance, in entrepreneurship 185, 187
quality in entrepreneurship research 189, 190, 191, 192, 193
see also foundationalist research
North America, doctoral business programs 25
nuisance variables 136, 139, 140, 146
null hypothesis 101
null hypothesis significance testing (NHST) 29, 30, 32–3, 37
Nunnally, J.C. 113, 117, 118, 121, 122, 123, 124, 126, 127, 129
objectivity, in social research 181, 182, 188
observation 189
O’Connor, E.S. 202
Office for Human Research Protections (OHRP), Department of Health and Human Services 98
Olaison, L. 239
Oldham, G.R. 127
ontology 181, 182
operationalization, experimental methods 91, 97, 105, 108
ordinal scales 121
Organization Research Methods (journal) 179
organizational behavior (OB) 13
organizational science 27
Orlikowski, W.J. 229, 233
Osgood, C.E. 121
Osterloh, M. 44
Oviatt, B. 157
Page, R. 178
Pahre, R. 39
Panel Study of Entrepreneurial Dynamics (PSED I) 1, 97, 124, 125–6, 135
parallel analysis 117
parametric procedures 33
Parida, V. 146
participant observation, ethnography 212, 216
participative action research project (‘Smithy think tank’) 209, 213–15, 218, 221
passion, entrepreneurial 115, 117
cross-cultural studies 160, 161
Patel, P.C. 93, 105, 144, 151
Patton, M.Q. 189
Patzelt, H. 103
Paulhus, D. 124, 125
Pearce, M. 239
Pearson chi-square test 66
Penrose, E. 20
Peracchio, L.A. 163
Perren, L. 57, 60, 79
Perrow, C. 44
Personnel Psychology (journal) 142
Peter, J.P. 112–13, 114, 115, 116, 118, 119, 122, 127, 128
Pfeffer, J. 41
Phan, P.H. 27
Phillips, B.D. 34
philosophy of science (POS) 185
conflicts 24
core curriculum requirements, Ph.D program websites 24–5
importance 20–4
as meta-theory 26
methodology 24–6
phronesis 234, 252–3, 254
physics 191
Pike, K.L. 205
Pinney, F. 238
Platt, J.R. 31
pluralism 187
Pollock, T.G. 2, 79
Popper, K.R. 22, 23, 24, 26, 27, 42
Poppo, L. 44
Porter, T.M. 182
POS see philosophy of science (POS)
positivism 60, 77–8, 178, 179, 181
see also logical positivist research tradition
postmodern turn 205
post-positivism 5, 60

270 Handbook of research methods and applications
Index  271

Powell, W.W. 44, 211
practical knowledge, developing 35–9
  applied research program (ARP)
  agenda 35–6
replicability, evidence of 33–4
practice approach, inviting into
trepreneurship and
  small-business research 230–3
practice turn 232
pragmatism 6
Pratt, M.G. 188
predictive power of theory, need for
  41–2
predictive theory see scientific
  paradigms/theories
predictor variables 137, 138, 153
  best practices 149, 150
  and control variables 143, 144, 145,
  146
statistical control 139, 142
  see also control variables
pre-scientific theory 22, 23, 26
Priem, R.L. 27
primitive societies 204
progress measurement in
  entrepreneurship research 56–87
background to study 58–61
  implications 76–80
limitations/conclusions 80–1
literature reviews 59–60, 62
methodology 61–4
  normal science 58, 60, 61, 76, 77, 79,
  80
positivism 60, 77–8
research design 63, 66–71
research method see research
  methods
results 64–76
reviews of field 56–7
sample response rate and size 63,
  66–7, 68, 73, 74
sensitivity analysis 71–6
  single- versus multiple-paradigm
  approaches 57, 58, 78, 80
statistical methods 69, 74
topic area 63, 67–8, 73
  units of analysis 63, 69, 75
see also journals, entrepreneurship
  proxies 114
priest procedure, STATA 63
PSED I (Panel Study of Entrepreneurial
  Dynamics) 1, 97, 124, 125–6, 135
pseudo ethics 160
Ptolemy, C. 21
Puntoni, S. 157, 161, 163
purification principle, control variables
  144, 145, 148
qualitative research 11
  context, importance of 192
  demand for, in entrepreneurship
  178–9
  and drift in favour of quantitative
  research 188
epistemology and entrepreneurship
  180–3
hypothetico-deductive method 179,
  180
methodological stance 183–7
  non-foundationalist 179, 181–3, 185,
  187, 189, 190, 191, 192, 193,
  195
philosophy and practice 177–200
  quality in 187–94
  rigour 188, 189
  validation process 192, 193
  quality, entrepreneurship research
  187–94
Quinn, J.B. 232
Quinn, R.E. 127
Raiffa, H. 48
Ram, M. 79, 202
random assignment, experimental
  methods 99–101, 108
Rasche, A. 233, 234, 235, 252, 254
  ratio scales 121
Raudenbush, S.W. 104
Raykov, T. 119
reactivity, in experimental research
  94–7
Reason, P. 234
Reckwitz, A. 232
reflexivity 233–4, 252
refutation, philosophy (Popper) 23
regression coefficients 116, 146
Reichers, A.E. 126, 128, 129
reliability 114, 117–20, 188
classical theory 130
composite 119–20
defined 118
emic perspective, culture 162
and generalization theory 130
internal 118–19, 120
test–retest 118, 130–1
Renko, M. 8, 114, 115, 121
replicability 33–4, 36
contemplative and empirical replication 105
experimental methods 91, 105
reporting 150
research, entrepreneurship
applied research program (ARP) agenda 35–6
empirical research challenges see empirical research challenges in entrepreneurship
findings, requirements for 34
fishing-expedition-style 32
methodology see methodology, research
practical requirements 33–5
practice approach, inviting into 230–3
progress measurement see progress measurement in entrepreneurship research
qualitative see qualitative research
quality in 187–94
relevance to practitioners and entrepreneurs 79–80
reliability see reliability
replicability 33–4, 36
‘traits versus non-traits’ 80
twentieth-century challenges 1–9
validity see validity
research design 3–6, 192
progress measurement in entrepreneurship research 63, 66–71
research methods
experimental see experimental methods
progress measurement in entrepreneurship research 62–3, 64–6, 72–3
weighted 72–3, 76
see also methodology, research process, ethnographic approach 207, 208
case studies 202, 210–11, 212, 214–15
research program concept (Lakatos) 23
researchers 172, 193
partnering with practitioners for knowledge creation 228–30
reflexivity of 233–4, 252
role, in ethnographic case studies 202, 205, 207, 210, 212, 214, 216
research-specific language 169, 170, 172
resource-based view (RBV) 27
responsible research 98–9, 252–4
Reveley, J. 202
Reynolds, P.D. 12, 116, 201
Richardson, M.W. 119
Riordan, C.M. 156, 157, 159, 160, 173
Ritzer, G. 59, 78
Robinson, K.C. 33
Rodriguez-Escudero, A.I. 143
Rosen, M. 219, 220
Rosenberg, M.J. 94
Rosenthal, R. 32, 33, 94, 106
Rosnow, R.L. 32, 33
Rossiter, J.R. 122, 123, 126, 128, 129
Rotter, J.B. 124
Rozeboom, W.W. 37
Runyan, R.C. 157, 163
rural entrepreneurs, ethnographic case study 209, 211–13
Sackett, D.L. 186
Sackett, P.R. 127
Salanié, B. 43
Salmon, W.C. 28, 35, 37
Salzer, M. 208
samples 15, 63, 64
Index  273

literature reviews 60–1
random sampling 100
response rates 63, 66–7, 68, 73
size 66, 68–9, 74
Sandelowski, M. 186, 193
Sanjek, R. 193
Sapienza, H. 88
Sarason, Y. 24
Sarasvathy, S.D. 57, 79, 108, 206, 224, 231, 247, 249
Saussure, F. de 158, 164–5, 169–70
Say, J.-B. 166
scale development studies, in entrepreneurship 121
Scarpello, V. 128, 129
Schaffer, B.S. 156, 157, 159, 160, 173
Schatzki, T.R. 184, 185, 231
Schjoedt, L. 8, 112, 114, 121, 123, 124, 125, 126, 130, 131, 135, 139
Schmelnik, L.P. 149
Schmidt, F. 32, 34, 37
Schmitt, N.W. 139
Schön, D. 248
Schriesheim, C.A. 47
Schultz, H. 93
Schultz, T.W. 45
Schumpeter, J. 157, 166, 230
Schwab, D.P. 112, 114, 120, 130, 136, 139, 152
Schwartz-Shea, P. 26
science
anarchist approach to 46
hard 23
natural 184
normal 58, 60, 61, 76, 77, 79, 80, 184
organizational 27
philosophy see philosophy of science (POS)
scientific paradigms/theories 21, 26–7, 28
Scott, M. 233
Scott, W.R. 224
scree plot 117
Scale, C. 191, 192
secondary data 77, 90
lack of 14–15
Securities and Exchange Commission (SEC) 18
Seghers, A. 147
segmentation of text 170
self-efficacy 112
Selznick, P. 44
semantic differential scaling 121
semiotic communication model 171
semiotics 157, 164–7, 168, 169
Semrau, T. 143
Sen, A.K. 43
sensitivity analysis 71–6
Shadish, W.R. 152
Shane, S.A. 27, 31, 36, 56, 57, 81, 106, 166–7, 230, 231
Shapiro, I. 41, 181
Shaver, K.G. 8, 90, 96, 99, 114, 121, 124, 125, 130, 135
Shaw, E. 186
Shenhav, Y. 184
Shepherd, D. 56
Shepherd, D.A. 104
Short, J.C. 58, 179
Signelman, L. 30
signifier 165
signs, in language 164, 165, 168
Silk, M.L. 3, 179, 181, 182, 188, 189, 195
Sköldberg, K. 234, 252, 254
Slevin, D.P. 121
small and medium-sized enterprises (SMEs) 162
ethnography 202, 203
hidden agendas, disclosing in public support of small businesses 238–41
small-business phenomena versus entrepreneurial 232
Small Business Economics (journal) 61, 71, 81, 87
experimental methods 89
Smith, J.K. 190
Smith, P. 168
Smith-Cook, D. 88
Snyder, P.A. 32, 34
social bricolage 247
social cognition 106
social facilitation experiment (Triplett) 90
social media 248
social psychology 90, 92, 97, 101, 105–6
Social Science Citation Index (SSCI, 2011) 56, 61
social sciences
  knowledge creation 163
  as pre-paradigmatic 21, 23
  progress measurement in
    entrepreneurship research 58
social-franchising 246
societal entrepreneurship (SE) 246
  participant observation 209, 213–15
Society of Experimental Social Psychology 90
soft psychology 27
Sorensen, O. 56
Sparrowe, R.T. 2
Spector, P.E. 136, 137, 139, 142, 144, 145, 147, 148, 149, 150, 151, 153
Spence, M. 43
split-half method, internal reliability 119
Staines, G.L. 127
standardization, experimental methods 96, 108
STATA (statistical software package) 63
statistical conclusion validity 89, 92
statistical control 138–42, 144, 151
statistical significance 37
statistical testing, problems with 32–3
Staw, B.M. 38
Stemler, S.E. 63
Sternberg, R.J. 34–5
Stevens, S.S./Stevens scaling 121
Stewart, A. 219
Steyaert, C. 202, 206, 218, 224, 229, 230, 231
Stiglitz, J.E. 43
Stjinett, A.A. 39
Stone-Romero, E.F. 136, 137, 139, 147, 150
Storey, D.J. 238
Strahan, R. 122

Strategic Entrepreneurship Journal 1, 137
strategic management research 78
strategy-as-practice 231
strong theory 28, 43–4
structural equation modeling 116, 138
Stuart, T.E. 56
sub-codes 171
subjectivity 22
substantive validation 193
Summer, C.E. 22
survey-based methodology 64, 66–7, 84, 94
cross-cultural studies 161
Sutton, R.I. 38
Sweden 160, 161
Arena for Growth (public–private sector partnership) 213
on entrepreneurship 229–30
ethnographic case studies
  ‘Diversity in Entrepreneurship’ (DiE) project 209, 215–16, 219, 220, 221, 222
Gnosjö industrial district 209–11, 217, 220, 221
lifestyle entrepreneurship 209, 211–13, 218
Gnosjö industrial district
ethnography 209–11, 217, 220, 221
and small scale venturing 241–5
Linnaeus (formerly Växjö)
University 238, 242, 246
Macken (small social enterprise)
245–8, 253
new Swedes 245
Swedish Association of Local Authorities and Regions 213
Swedish language 166, 173
Swedish Rural Network 211
Symon, G. 204

Takeuchi, H. 229
Tamara concept 215
Taylor, S.J. 186, 202
techné 234
Tepper, B.J. 2
Indices

Terjesen, S. 8, 157, 158
testing see testing of theories 23, 28–31, 60, 194
applied research program (ARP) agenda 35–9
exogenous assessment model 42, 43
ineffective use of theories 30
lack of coordination in field of entrepreneurship 30–1
narrative literature reviews 30
null hypothesis significance testing 29, 30, 32–3, 37
predictive power, need for 41–2
test–retest reliability 118, 130–1
text segmentation 170
Thailand, tsunami in 222
theories agency 27, 43
background 4
consensus theory of truth 22–3
correspondence theory of truth 22
'damn strange coincidence'
(Popperian risk) 28, 35
focal 4
generalization 130
human capital theory see human capital theory (HCT)
importation of 27, 39–41, 108
model for 41–4
most-used theories in top three entrepreneurship journals 40
special concerns 42
ineffective use 30
intermediate-strength 28, 29
meta-theory, philosophy of science as 26
neo-institutional 44
pre-scientific 22, 23, 26
research methodological problems 26–31
scientific 22, 26–7, 28
strong 28, 43–4

Arnesen, A.K. 5

testing see testing of theories
unvetted 41
verisimilitude, possessing 40–1
weak 28, 32
see also entrepreneurship theories
unification 139

Thompson, B. 32, 34
Thompson, L. 48
Thorpe, R. 179
Thurstone, L.L./Thurstone scaling 121
Tietze, S. 161, 163
Tolbert, P. 44
Tolbert, P.S. 44
trait validity 115, 116
transaction cost economics (TCE) 27, 44
Trevor, C.O. 131
Triplett, N. 90
Trondman, M. 205, 206, 208, 223
truth consensus theory 22–3, 24
correspondence theory 22, 24
Tsang, E.W.K. 33, 36
Turkey 161, 162
Type II error 149
Ulhøi, J.P. 178, 179, 183, 186, 187
uncertainty 108
Unger, R.K. 190
unidimensionality 114, 117–20, 122
United Kingdom (UK), doctoral business programs 25
United States (US) journals, entrepreneurship 65, 66, 71, 76, 77
passion, entrepreneurial 160
scholarship published in 80
universities, doctoral business programs 25–6
unknowability 248
Urry, J. 181
US News and World Report 25
Usunier, J.-C. 156, 157, 159, 160, 162, 164
validation ethical 193
276  *Handbook of research methods and applications*

process 192, 193
substantive 193
and validity 113–14, 122
validity
construct 89, 93, 114
content 114, 115, 121–2, 123, 130
convergent 93, 114, 115
discriminant 114, 115
divergent 93
experimental methods 89, 92–3
external 89, 116, 188
face 123, 130, 232
internal 89, 92, 162, 188
measurement see measurement validity
of measures in entrepreneurship research see measurement validity
nomological (predictive) 114, 115–16
statistical conclusion 89, 92
trait 115, 116
types 113–14
and validation 113–14
van Aken, J.E. 185
Van de Ven, A.H. 229
van der Ende, J. 122
Van Essen, M. 43
Van Maanen, J. 188, 190, 204, 251
variables
causal predictor 139
confounding 141
controllable 34, 38, 39
control see control variables
criterion 139, 142, 145
dependent see dependent variables
established and readily available outcome variables, lack of 14
extraneous nuisance 136, 139, 140, 146
independent see independent variables
methodology problems 31–2
predictor see predictor variables
between-subjects 102
within-subjects 102–3
between-subjects 103
uncontrollable 38
Veciana, J.M. 242
Velicer, W.F. 117, 122, 125
Venkataraman, S. 27, 31, 36, 57, 60, 106, 166–7
Venn diagram 140, 141, 147
ventures, small-scale 228–58
biotechnology 15–16
case studies
background and purpose 238, 241–3, 245–6, 248–9
enactment of entrepreneurship (contemporary environments)
237, 248–51
enquiry (phenomenon, methodology and outcome)
239–41, 243–5, 246–8, 250–1
familiarity with context 238–9, 243, 246, 249–50
hidden agendas, disclosing in public support of small businesses
237, 238–41
local small-firm cluster (industrial district) 237, 241–5
overview 237
social enterprises, sense-making 237, 245–8
contextual familiarity 235, 236, 238–9, 243, 246, 249–50
and entrepreneurship 10
field reports 236–51
interactive research 230, 252
as methodology 233–6
as responsible 252–4
partnership of researchers and practitioners for knowledge creation 228–30
practice approach, inviting into entrepreneurship and small-business research 230–3
verisimilitude, theory possessing 40–1
Vesper, K.H. 96, 249
Vetter, D.E. 34, 36
visual analog scales 121
Wanous, J.P. 126, 128, 129
war stories 11–12
Index 277

Watson, T.J. 202
weak theory 28, 32
Web-based design 97
Weick, K.E. 229, 231
Weiss, D.J. 131
Welch, C. 160
Welpe, I.M. 99
Welter, F. 2, 202, 218, 224, 235
Wendt, A. 181
Wennberg, J.E. 186
Werner, A. 143
Whetten, D.A. 38
Whittington, R. 184
Whorf, B.L. 157
Whyte, W.F. 222–3
Wigren, C. 8, 209, 213, 215, 219, 222, 241
Wigren-Kristoferson, C. 213
Wiklund, J. 56, 57, 59, 63, 80
Williamson, O.E. 27
Willis, P. 205, 206, 208, 223
Wilson, D.C. 232
within-subjects design, experimental methods 102–3
Wolcott, H.F. 208
Wolff, R. 228
Woolgar, S. 182
Wright, M. 57, 79–80
Wu, J. 136, 142, 143, 145, 148, 149, 150, 151
Yarnold, P.R. 122
Yin, R.K.
Young, M. 249
Zahra, S.A. 21, 23, 30, 35, 57, 79–80
Zenger, T. 44
Zhang, A., Shaw, J.D. 2
Zucker, L. 44
Zwick, W.R. 117, 125