

## References

---

- Aaboen, L. (2009), 'Explaining incubators using firm analogy', *Technovation*, **29** (10), 657–70.
- AEGIS Survey (2012), [www.aegis-fp7.eu](http://www.aegis-fp7.eu).
- Aldrich, H.E. and P.R. Reese (1993), 'Does networking pay off? A panel study of entrepreneurs in the research triangle', in N. Churchill (ed.), *Frontiers of Entrepreneurship Research*, Babson, MA: Babson College, pp. 325–99.
- Aldrich, H.E. and C. Zimmer (1986), 'Entrepreneurship through social networks', in D. Sexton and R. Smilor (eds), *The Art and Science of Entrepreneurship*, New York: Ballinger, pp. 3–23.
- Anderson, A., J. Park and S. Jack (2007), 'Entrepreneurial social capital – conceptualizing social capital in new high-tech firms', *International Small Business Journal*, **25** (3), 245–72.
- Antonelli, C. (1999), 'The evolution of the industrial organisation of the production of knowledge', *Cambridge Journal of Economics*, **23** (2), 243–60.
- Ardichvili, A., R. Cardozo and S. Ray (2003), 'A theory of entrepreneurial opportunity identification and development', *Journal of Business Venturing*, **18** (1), 105–23.
- Atherton, A. (2009), 'Rational actors, knowledgeable agents extending pecking order considerations of new venture financing to incorporate founder experience, knowledge and networks', *International Small Business Journal*, **27** (4), 470–95.
- Avnimelech, G., D. Schwartz and R. Bar-El (2007), 'Entrepreneurial high-tech cluster development: Israel's experience with venture capital and technological incubators', *European Planning Studies*, **15** (9), 1181–98.
- Bader, M.A. (2008), 'Managing intellectual property in inter-firm R&D collaborations in knowledge-intensive industries', *International Journal of Technology Management*, **41** (3–4), 311–35.
- Bagchi-Sen, S. (2007), 'Strategic considerations for innovation and commercialization in the US biotechnology sector', *European Planning Studies*, **15** (6), 753–66.
- Baldini, N. (2006), 'University patenting and licensing activity: a review of the literature', *Research Evaluation*, **15** (3), 197–207.
- Bates, T. (1997), *Race, Upward Mobility, and Self-employment: An Illusive American Dream*, Baltimore, MD: Johns Hopkins University Press.
- Baum, A.C., T. Calabrese and B.S. Silverman (2000), 'Don't go it alone: alliance network composition and startups' performance in Canadian biotechnology', *Strategic Management Journal*, **21**, 267–94.
- Bayazit, N. (2004), 'Investigating design: a review of forty years of design research', *Design Issues*, **20** (1), 16–29.

- Beckman, S.L. and M. Barry (2007), 'Innovation as a learning process: embedded design thinking', *California Management Review*, **50** (1), 25–56.
- Bell, J., D. Crick and S. Young (2004), 'Small firm internationalization and business strategy – an exploratory study of “knowledge-intensive” and “traditional” manufacturing firms in the UK', *International Small Business Journal*, **22** (1), 23–56.
- Ben-Ari, G. and N.S. Vonortas (2007), 'Risk financing for knowledge-based enterprises: mechanisms and policy options', *Science and Public Policy*, **34** (7), 475–88.
- Berry, M.M.J. (1996), 'Technical entrepreneurship, strategic awareness and corporate transformation in small high-tech firms', *Technovation*, **16** (9), 487–98.
- Bourellos, E., M. Magnusson and M. McKelvey (2012), 'Investigating the complexity facing academic entrepreneurs in science and engineering: the complementarities of research performance, networks and support structures in commercialization', *Cambridge Journal of Economics*, **36**, 751–80.
- Bousbaci, R. (2008), "“Models of man” in design thinking: the “bounded rationality” episode', *Design Issues*, **24** (4), 38–52.
- Braha, D. and O. Maimon (1997), 'The design process: properties, paradigms, and structure', *Systems, Man and Cybernetics, Part A: Systems and Humans, IEEE Transactions*, **27** (2), 146–66.
- Brass, D.J. (1984), 'Being in the right place: a structural analysis of individual influence in an organization', *Administrative Science Quarterly*, **29**, 518–39.
- Brass, D.J. (1992), 'Power in organizations: a social network perspective', in G. Moore and J.A. Whitt (eds), *Research in Politics and Society*, Greenwich, CT: Westview Press, pp. 295–323.
- Braunerhjelm, P., Z. Acs, D. Audretsch and B. Carlsson (2010), 'The missing link: knowledge diffusion and entrepreneurship in endogenous growth', *Small Business Economics*, **34**, 105–25.
- Breschi, S., F. Malerba and L. Orsenigo (2000), 'Technological regimes and Schumpeterian patterns of innovation', *Economic Journal*, **110**, 388–410.
- Broberg, O., A. Axelsson and G. Sjöblom (2013). 'Entrepreneurial exploitation of creative destruction and the ambiguity of knowledge in the emerging field of digital advertising' in M. McKelvey and A.H. Lassen, *How Entrepreneurs Do What They Do*, Cheltenham, UK, and Northampton, MA, USA: Edward Elgar.
- Brockhaus, R.H. Sr (1980), 'Risk taking propensity of entrepreneurs', *Academy of Management Journal*, **23** (3), 509–20.
- Brody, P. and D. Ehrlich (1998), 'Can big companies become successful venture capitalists?', *McKinsey Quarterly*, **2**, 51–63.
- Brown, B. and J.E. Butler (1995), 'Competitors as allies: a study of entrepreneurial networks in the U.S. wine industry', *Journal of Small Business Management*, **33** (3), 57–66.
- Brown, T. (2008), 'Design thinking', *Harvard Business Review*, June, 1–10.
- Bruderl, J. and R. Schussler (1990), 'Organizational mortality: the liabilities of newness and adolescence', *Administrative Science Quarterly*, **35** (3), 530–47.

- Brush, C.G. and P.A. Vanderwerf (1992), 'A comparison of methods and sources for obtaining estimates of new ventures performance', *Journal of Business Venturing*, **7** (2), 157–70.
- Buchanan, R. (1992), 'Wicked problems in design thinking', *Design Issues*, **8** (2), 5–21.
- Buchanan, R. (1995), 'Wicked problems in design thinking' in V. Margolin and R. Buchanan (eds), *The Idea of Design, A Design Issues Reader*, Cambridge, MA: MIT Press, pp. 3–29.
- Camerer, C. and D. Lovo (1999), 'Overconfidence and excess entry: an experimental approach', *American Economic Review*, **89** (1), 306–18.
- Capaldo, A. (2007), 'Network structure and innovation: the leveraging of a dual network as a distinctive relational capability', *Strategic Management Journal*, **28** (6), 585–608.
- Carlsson, B., P. Braunerhjelm, M. McKelvey, C. Olofsson, L. Persson and H. Ylinenpää (2012), 'The evolving domain of entrepreneurship research', paper presented at the International Joseph A. Schumpeter Society, July, Brisbane, Australia.
- Cassiman, B. and E. Veugelers (2006), 'In search of complementarity in innovation strategy: internal R&D and external knowledge acquisition', *Management Science*, **52** (1), 68–82.
- Casson, P.D. and T.M. Nisar (2007), 'Entrepreneurship and organizational design: investor specialization', *Management Decision*, **45** (5), 883–96.
- Chandler, G.N. and E. Jansen (1992), 'The founder self-assessed competence and venture performance', *Journal of Business Venturing*, **7** (3), 223–36.
- Chesbrough, H. (2000), 'Designing corporate ventures in the shadow of private venture capital', *California Management Review*, **42** (3), 31–49.
- Chesbrough, H. (2003), *Open Innovation: The New Imperative for Creating and Profiting from Technology*, Cambridge, MA: Harvard Business Press.
- Chesbrough, H. and S. Socolof (2003), 'Sustaining venture creation from industrial laboratories', *Research-Technology Management*, **46** (4), 16–19.
- Chetty, S.K. and H.J.M. Wilson (2003), 'Collaborating with competitors to acquire resources', *International Business Review*, **12** (1), 61–81.
- Christensen, C.M. and M.E. Raynor (2003), 'Why hard-nosed executives should care about management theory', *Harvard Business Review*, **81** (9), 66–74.
- Clausen, C. and Y. Yoshinaka (2007), 'Staging socio-technical spaces: translating across boundaries in design', *Journal of Design Research*, **6** (1), 61–78.
- Cockburn, I.M. and R.M. Henderson (1998), 'Absorptive capacity, coauthoring behavior, and the organization of research in drug discovery', *Journal of Industrial Economics*, **46**, 157–82.
- Cohen, W.M. and D.A. Levinthal (1990), 'Absorptive capacity: a new perspective on learning and innovation', *Administrative Science Quarterly*, **35** (1), 128–52.
- Cook, S.D.N. and J.S. Brown (1999), 'Bridging epistemologies: the generative dance between organizational knowledge and organizational knowing', *Organization Science*, **10** (4), 381–400.
- Coviello, N.E. (2006), 'The network dynamics of international new ventures', *Journal of International Business Studies*, **37**, 713–31.
- Covin, J.G. and M.P. Miles (2007), 'Strategic use of corporate venturing', *Entrepreneurship Theory and Practice*, **31** (2), 183–207.

- Crick, D. (2009), 'The internationalisation of born global and international new venture SMEs', *International Marketing Review*, **26** (4/5), 453–76.
- Crilly, N. (2010), 'The structure of design revolutions: Kuhnian paradigm shifts in creative problem solving', *Design Issues*, **26** (1), 54–66.
- Cross, N. (1997), 'Creativity in design: analyzing and modeling the creativity leap', *Leonardo*, **30** (4), 311–17.
- Dahlstrand, A.L. (1997), 'Entrepreneurial spin-off enterprises in Goteborg, Sweden', *European Planning Studies*, **5** (5), 659.
- Das, T.K. and B. Teng (1998), 'Between trust and control: developing confidence in partner cooperation in alliances', *Academy of Management Review*, **23** (3), 491–512.
- Davidsson, P., M.B. Low and M. Wright (2001), 'Editors' introduction: Low and MacMillan ten years on: achievements and future directions for entrepreneurship research', *Entrepreneurship Theory and Practice*, **25** (4), 5–16.
- De Bono, E. (1978), *Opportunities: A Handbook of Business Opportunity Search*, Ringwood, VIC: Penguin Books Australia.
- De Carolis, D.M., B.E. Litzky and K.A. Eddleston (2009), 'Why networks enhance the progress of new venture creation: the influence of social capital and cognition', *Entrepreneurship Theory and Practice*, **33** (2), 527–45.
- De Clercq, D. and P. Arenius (2006), 'The role of knowledge in business start-up activity', *International Small Business Journal*, **24** (4), 339–58.
- Deeds, D.L., P.Y. Mang and M. Frandsen (1997), 'The quest for legitimacy: a study of biotechnology IPOs', *Frontiers of Entrepreneurship Research*, Wellesley, MA: Center for Entrepreneurial Studies, pp. 533–43.
- Deiaco, E., A. Hughes and M. McKelvey (2012), 'Universities as strategic actors in the knowledge economy', *Cambridge Journal of Economics*, **36**, 525–41.
- Dittmar, A. (2004), 'Capital structure in corporate spin-offs', *Journal of Business*, **77** (1), 9–43.
- Dorst, K. (2006), 'Design problems and design paradoxes', *Design Issues*, **22** (3), 4–17.
- Dorst, K. and N. Cross (2001), 'Creativity in the design process: co-evolution of problem–solution', *Design Studies*, **22** (5), 425–37.
- Eckhardt, J.T. and S.A. Shane (2003), 'Opportunities and entrepreneurship', *Journal of Management*, **29**, 333–49.
- Fan, T. and P. Phan (2007), 'International new ventures: revisiting the influences behind the "born-global" firm', *Journal of International Business Studies*, **38**, 1113–31.
- Faulkner, D. and G. Johnson (1992), *The Challenge of Strategic Management*, London: Kogan Page.
- Feldman, J.M. and M. Klofsten (2000), 'Medium-sized firms and the limits to growth: a case study in the evolution of a spin-off firm', *European Planning Studies*, **8** (5), 631–50.
- Freeman, J. (1999), 'Venture capital as an economy of time', in R.T.A.J. Leenders and S.M. Gabbay (eds), *Corporate Social Capital and Liability*, Boston, MA: Kluwer Academic Publishing, pp. 460–82.
- Garavaglia, C. and D. Grieco (2005), 'Hand in hand with entrepreneurship: a critical overview from entrepreneurship to knowledge-based entrepreneurship',

- paper presented at Knowledge-based Entrepreneurship: Innovation, Networks and Systems (KEINS), Milan.
- Garcia-Quevedo, J. and F. Mas-Verdu (2008), 'Does only size matter in the use of knowledge intensive services?', *Small Business Economics*, **31** (2), 137–46.
- Gartner, W.B. (1985), 'A conceptual framework for describing the phenomenon of new venture creation', *Academy of Management Review*, **10** (4), 696–706.
- Gartner, W.B. (1993), 'Words lead to deeds: towards an organizational emergence vocabulary', *Journal of Business Venturing*, **8** (3), 231–9.
- Gatewood, E.J., K.G. Shaver and W.B. Gartner (1995), 'A longitudinal study of cognitive factors influencing start-up behavior and success at venture creation', *Journal of Business Venturing*, **10** (5), 371–91.
- Goel, S. and R. Karri (2006), 'Entrepreneurs, effectual logic, and over-trust', *Entrepreneurship Theory and Practice*, **30** (4), 477–93.
- Gompers, P.A. and J. Lerner (1998), 'Venture capital distributions: short- and long-run reactions', *Journal of Finance*, **53**, December, 2161–83.
- Grady, J. (1996), 'The scope of visual sociology', *Visual Sociology*, **11** (2), 10–24.
- Granovetter, M. (1973), 'The strength of weak ties', *American Journal of Sociology*, **78**, 1360–80.
- Grimaldi, R. and A. Grandi (2005), 'Business incubators and new venture creation: an assessment of incubating models', *Technovation*, **25** (2), 111–21.
- Groen, A.J., I.A.M. Wakkee and P.C. De Weerd-Nederhof (2008), 'Managing tensions in a high-tech start-up – an innovation journey in social system perspective', *International Small Business Journal*, **26** (1), 57–81.
- Gupta, P. (2004), *The Role of Board Members in Venture Capital Backed Companies: Rules, Responsibilities and Motivations of Board Members – From Management & VC Perspective*, Boston, MA: Aspatore Books.
- Hamel, G. and C.K. Prahalad (1989), 'Strategic intent', *Harvard Business Review*, **83** (7), 148–61.
- Hannan, M.T. and J. Freeman (1984), 'Structural inertia and organizational change', *American Sociological Review*, **49**, 149–64.
- Hansen, E.L. (1995), 'Entrepreneurial networks and new organization growth', *Entrepreneurship Theory and Practice*, **19** (4), 7–19.
- Hayek, F.A. (1945), 'The use of knowledge in society', *American Economic Review*, **35** (4), 519–30.
- Heidenreich, M. (2009), 'Innovation patterns and location of European low- and medium-technology industries', *Research Policy*, **38** (3), 483–94.
- Hellmann, T. (2007), 'Entrepreneurs and the process of obtaining resources', *Journal of Economics and Management Strategy*, **16** (1), 81–109.
- Heneman, H.G. and R.A. Berkley (1999), 'Applicant attraction practices and outcomes among small businesses', *Journal of Small Business Management*, **37** (1), 53–74.
- Higgins, M.C. and R. Gulati (2000), 'Getting off to a good start: the effects of top management team affiliations on prestige of investment bank and IPO success', Harvard University working paper, Cambridge, MA.
- Hite, J.M. (2000), 'Patterns of multidimensionality in embedded network ties of emerging entrepreneurial firms', paper presented at the annual meeting of the Academy of Management, Toronto, Canada.

- Hoang, H. and N. Young (2000), 'Social embeddedness and entrepreneurial opportunity recognition; (more) evidence of embeddedness', Babson College working paper, Babson, MA.
- Holmén, M., M. Magnusson and M. McKelvey (2007), 'What are innovative opportunities?', *Industry and Innovation*, **14** (1), 27–45.
- Hornsby, J.S. and D.F. Kuratko (1990), 'Human resource management in small business: critical issues for the 1990s', *Journal of Small Business Management*, **28** (3), 9–18.
- Hsu, D.H., E.B. Roberts and C.E. Eesley (2007), 'Entrepreneurs from technology-based universities: evidence from MIT', *Research Policy*, **36** (5), 768–88.
- Huse, M. (2007), *Boards, Governance and Value Creation: The Human Side of Corporate Governance*, Cambridge: Cambridge University Press.
- Huss, W.R. and E.J. Honton (1987), 'Scenario planning: what style should you use?', *Long Range Planning*, **20** (4), 21–9.
- Jacobsen, A. and A.H. Lassen (2012), 'User-driven innovation in business networks: a literature review', paper presented at the conference Innovation in Business Networks, Kolding, Denmark, 22–23 March.
- Jarillo, C.J. (1988), 'On strategic networks', *Strategic Management Journal*, **9**, 31–41.
- Jennings, P. and G. Beaver (1997), 'The performance and competitive advantage of small firms: a management perspective', *International Small Business Journal*, **15**, 63–75.
- Johannisson, B., O. Alexanderson, K. Nowicki and K. Senneseth (1994), 'Beyond anarchy and organization: entrepreneurs in contextual networks', *Entrepreneurship Regional Development*, **6**, 329–56.
- Jones, C., W.S. Hesterly and S.P. Borgatti (1997), 'A general theory of network governance: exchange conditions and social mechanisms', *Academy of Management Review*, **22** (4), 911–45.
- Kahneman, D. and A. Tversky (1982), 'The psychology of preferences', *Scientific American*, **246** (1), 160–73.
- Kahneman, D., P. Slovic and A. Tversky (1982), *Judgement under Uncertainty: Heuristics and Biases*, Cambridge: Cambridge University Press.
- Katila, R. (1997), 'Technology strategies for growth and innovation: a study of biotechnology ventures', *Frontiers of Entrepreneurship Research*, Wellesley, MA: Center for Entrepreneurial Studies, pp. 405–18.
- Katila, R. and P.Y. Mang (1999), *Interorganizational Development Activities: The Likelihood and Timing of Contracts*, *Academy of Management Proceedings*, Chicago, IL: Academy of Management.
- Keeble, D. and R. Oakey (1998), 'Spatial variations in innovation in high-technology small and medium-sized enterprises: a review', in A. Cosh and A. Hughes (eds), *Innovation: National Policies, Legal Perspectives and the Role of Smaller Firms*, Cheltenham, UK and Lyme, NH, USA: Edward Elgar.
- Kirzner, I.M. (1973), *Competition and Entrepreneurship*, Chicago, IL: University of Chicago Press.
- Kirzner, I.M. (1982), 'The theory of entrepreneurship in economic growth', in C.A. Kent, D.L. Sexton and K.H. Vesper (eds), *Encyclopedia of Entrepreneurship*, Englewood Cliffs, NJ: Prentice-Hall, pp. 272–6.



- Klayman, J., B. Soll, C. González-Vallejo and S. Barlas (1999), 'Overconfidence: it depends on how, what, and whom you ask', *Organizational Behavior and Human Decision Processes*, **79** (3), 216–47.
- Klofsten, M. and D. Jones-Evans (2000), 'Comparing academic entrepreneurship in Europe – the case of Sweden and Ireland', *Small Business Economics*, **14** (4), 299–309.
- Knight, G., T.K. Madsen and P. Servais (2004), 'An inquiry into born-global firms in Europe and the USA', *International Marketing Review*, **21** (6), 645–65.
- Krackhardt, D. (1990), 'Assessing the political landscape: structure, cognition, and power in networks', *Administrative Science Quarterly*, **35**, 342–69.
- Krackhardt, D. (1995), 'Entrepreneurial opportunities in an entrepreneurial firm: a structural approach', *Entrepreneurship Theory Practice*, **19**, 53–69.
- Landström, H. (2007), *Handbook of Research on Venture Capital*, Cheltenham, UK and Northampton, MA, USA: Edward Elgar.
- Larson, A. (1992), 'Network dyads in entrepreneurial settings: a study of the governance of exchange relations', *Administrative Science Quarterly*, **37**, 76–104.
- Lassen, A.H. (2013) "How tensions between exploration and exploitation drives the development process of KIE: the case of Sensor Inc.", in M. McKelvey and A.H. Lassen, *How Entrepreneurs Do What They Do*, Cheltenham, UK, and Northampton, MA, USA: Edward Elgar.
- Lassen, A.H., M. McKelvey and D. Slepnirov (2012), 'Strategies for international development in knowledge intensive new ventures: implications for Asian-European collaboration', paper presented at the 28th Annual Euro-Asia Management Studies Association Conference, Strategies of International Development in Euro-Asian Business, University of Gothenburg, Gothenburg, Sweden.
- Lawson, B. (1980), *How Designers Think: The Design Process Demystified*, 4th edn, Burlington, MA: Elsevier.
- Lerner, J. (2009), *Boulevard of Broken Dreams: Why Public Efforts to Boost Entrepreneurship and Venture Capital have Failed – and What to Do About It*, Princeton, NJ: Princeton University Press.
- Lichtenstein, B.B., K.J. Dooley and G.T. Lumpkin (2006), 'Measuring emergence in the dynamics of new venture creation', *Journal of Business Venturing*, **21** (2), 153–75.
- Lichtenthaler, U. and E. Lichtenthaler (2009), 'A capability-based framework for open innovation: complementing absorptive capacity', *Journal of Management Studies*, **46**, 1315–38.
- Lindberg, T., C. Meinel and R. Wagner (2011), 'Design thinking: a fruitful concept for IT development?', in C. Meinel, L. Leifer and H. Plattner (eds), *Design Thinking: Understand, Improve, Apply*, Berlin and Heidelberg, Germany: Springer, pp. 3–16.
- Lissoni, F., P. Llerena, M. McKelvey and B. Sanditov (2008), 'Academic patenting in Europe: new evidence from the KEINS database', *Research Evaluation*, **17** (2), 87–102.

- Lorenzoni, G. and A. Lipparini (1999), 'The leveraging of interfirm relationships as a distinctive organizational capability: a longitudinal study', *Strategic Management Journal*, **20** (4), 317–38.
- Malerba, F. and M. McKelvey (2010), 'Conceptualizing knowledge intensive entrepreneurship: concepts and models', paper presented at DIME – AEGIS – LIEE/NTUA 2010 Conference, The Emergence and Growth of Knowledge Intensive Entrepreneurship in a Comparative Perspective. Studying Various Aspects in Different Contexts, 29–30 April, Athens.
- March, J.G. (1991), 'Exploration and exploitation in organizational learning', *Organization Science*, **2** (1), 71–87.
- Maula, M. and G. Murray (2000), 'Corporate venture capital and the creation of US public companies: the impact of sources of venture capital on the performance of portfolio companies', in M. Hitt, R. Amit, C.E. Lucier and R.D. Nixon (eds), *Creating Value: Winners in the New Business Environment*, Oxford: Wiley-Blackwell, pp. 164–87.
- McClelland, D.C. (1961), *The Achieving Society*, Princeton, NJ: Van Nostrand.
- McDougall, P. P. and B.M. Oviatt (2000), 'International entrepreneurship: the intersection of two research paths', *Academy of Management Journal*, **43** (5), 902–6.
- McEvily, B. and A. Zaheer (1999), 'Bridging ties: a source of firm heterogeneity in competitive capabilities', *Strategic Management Journal*, **20**, 1133–56.
- McKelvey, M. (1996), *Evolutionary Innovations: The Business of Biotechnology*, New York: Oxford University Press.
- McKelvey, M. and M. Holmèn (2006), *Flexibility and Stability in the Innovating Economy*, Oxford: Oxford University Press.
- McKelvey, M. and M. Holmèn (2008), *Learning to Compete in European Universities: From Social Institutions to Knowledge Businesses*, Cheltenham, UK and Northampton, MA, USA: Edward Elgar.
- McKelvey, M. and A.H. Lassen (2013), *How Entrepreneurs Do What They Do: Case Studies of Knowledge Intensive Entrepreneurship*, Cheltenham, UK and Northampton, MA, USA: Edward Elgar.
- McKelvey, M., D. Ljungberg and A.H. Lassen (2012), 'Case study analysis in AEGIS', available at [www.aegis-fp7.eu](http://www.aegis-fp7.eu).
- McKelvey, M., D. Ljungberg and J. Laage-Hellman (2013), 'Collaborative research in innovative food: an example of renewing a traditional low-tech industry', in M. McKelvey and A.H. Lassen, *How Entrepreneurs Do What They Do*, Cheltenham, UK, and Northampton, MA, USA: Edward Elgar.
- Metrick, A. (2006), *Venture Capital and the Finance of Innovation*, Hoboken, NJ: John Wiley & Sons.
- Moenaert, R.K., F. Caeldries, A. Lievens and E. Wauters (2000), 'Communication flows in international product innovation teams', *Journal of Product Innovation Management*, **17**, 360–77.
- Nicholls-Nixon, C.L. (2005), 'Rapid growth and high performance: the entrepreneur's "impossible dream"?', *Academy of Management Executive*, **19** (1), 77–89.



- Nielsen, S.L., A.H. Lassen, L.M. Nielsen and M. Mikkelsen (2012), 'Opportunity design: understanding entrepreneurial opportunities through design thinking', *International Journal of Entrepreneurial Behaviour and Research*, forthcoming.
- Oestergaard, C. and E. Park (2013), 'Knowledge intensive entrepreneurship from firm exit in a high-tech cluster: the case of the wireless communications cluster in Aalborg, Denmark', in M. McKelvey and A.H. Lassen, *How Entrepreneurs Do What They Do*, Cheltenham, UK, and Northampton, MA, USA: Edward Elgar.
- Orlikowski, W.J. (2004), 'Managing and designing: attending to reflexivity and enactment', in R.J. Boland and F. Collopy (eds), *Managing and Designing*, Stanford, CA: University of Stanford Press, pp. 85–90.
- Parhankangas, A. and P. Arenius (2003), 'From a corporate venture to an independent company: a base for a taxonomy for corporate spin-off firms', *Research Policy*, **32** (3), 463–81.
- Park, J.S. (2005), 'Opportunity recognition and product innovation in entrepreneurial hi-tech start-ups: a new perspective and supporting case study', *Technovation*, **25** (7), 739–52.
- Parker, S. (2004), *The Economics of Self-employment and Entrepreneurship*, Cambridge: Cambridge University Press.
- Pavitt, K. (1984), 'Sectoral patterns of technical change: towards a taxonomy and a theory', *Research Policy*, **13** (6), 343–73.
- Penrose, E.T. (1959), *The Theory of the Growth of the Firm*, New York: Oxford University Press.
- Perkmann, M., V. Tartari, M. McKelvey et al. (2013), 'Academic engagement and commercialization; a review of the literature on university relations with industry', *Research Policy*, forthcoming.
- Pirnay, F., B. Surlemont and F. Nlemvo (2003), 'Toward a typology of university spin-offs', *Small Business Economics*, **21** (4), 355–69.
- Portes, A. and J. Sensenbrenner (1993), 'Embeddedness and immigration: notes on the social determinants of economic action', *American Journal of Sociology*, **98**, 1320–50.
- Powell, W.W. (1990), 'Neither market nor hierarchy: network forms of organization', in L.L. Cummings and B.M. Staw (eds), *Research in Organizational Behavior*, vol. 12, Greenwich, CT: JAI Press, pp. 295–336.
- Pruitt, D.G. (1981), *Negotiation Behavior*, New York: Academic Press.
- Rae, D. (2006), 'Entrepreneurial learning: a conceptual framework for technology-based enterprise', *Technology Analysis and Strategic Management*, **18** (1), 39–56.
- Ranger-Moore, J. (1997), 'Bigger may be better, but is older wiser? Organizational age and size in the New York life insurance industry', *American Sociological Review*, **62** (6), 903–20.
- Rindfleisch, A. and C. Moorman (2001), 'The acquisition and utilization of information in new product alliances: a strength-of-ties perspectives', *Journal of Marketing*, **65**, April, 1–18.
- Rittel, H. (1972), 'On the planning crisis: systems analysis of the "first and second generations"', *Bedriftsøkonomen*, **8**, 390–6.

- Rocha, F. (1997), 'Inter-firm technological cooperation: effects of absorptive capacity, firm-size and specialization', edition 9707 of UNU-INTECH discussion papers.
- Roos, J., B. Victor and M. Statler (2004), 'Playing seriously with strategy', *Long Range Planning*, **37** (6), 549–68.
- Rotter, J.B. (1975), 'Some problems and misconceptions related to the construct of internal versus external control of reinforcement', *Journal of Consulting and Clinical Psychology*, **43** (1), 56–67.
- Ryhammar, L. and C. Brodin (1999), 'Creativity research: historical considerations and main lines of development', *Scandinavian Journal of Educational Research*, **43** (3), 259–73.
- Said, R. and J. Roos (2002), 'Committing to strategy', Imagination Lab Foundation working paper series no. 15.
- Salter, A.J. and B.R. Martin (2001), 'The economic benefits of publicly funded basic research: a critical review', *Research Policy*, **30**, 509–32.
- Sapienza, H.J., A. Parhankangas and E. Autio (2004), 'Knowledge relatedness and post-spin-off growth', *Journal of Business Venturing*, **19** (6), 809–29.
- Sarason, Y., T. Dean and J.F. Dillard (2006), 'Entrepreneurship as the nexus of individual and opportunity: a structuration view', *Journal of Business Venturing*, **21** (3), 286–305.
- Sarasvathy, S.D. (2001), 'Causation and effectuation: toward a theoretical shift from economic inevitability to entrepreneurial contingency', *Academy of Management Review*, **26** (2), 243–63.
- Sarasvathy, S. (2008), *Effectuation: Elements of Entrepreneurial Expertise*, Cheltenham, UK and Northampton, MA, USA: Edward Elgar.
- Saxenian, A. (1991), 'The origins and dynamics of production networks in Silicon Valley', *Research Policy*, **20** (5), 423–37.
- Scherer, F.M. (1965), 'Firm size, market structure, opportunity, and the output of patented inventions', *American Economic Review*, **55** (5), 1097–125.
- Schumpeter, J. (1934), *The Theory of Economic Development*, Cambridge, MA: Harvard University Press.
- Schwartz, P. (1991), *The Art of the Long View*, New York: Doubleday/Currency.
- Sebastian, R. (2005), 'The interface between design and management', *Design Issues*, **21** (1), 81–91.
- Shane, S.A. (2003), *A General Theory of Entrepreneurship: The Individual-opportunity Nexus*, Cheltenham, UK and Northampton, MA, USA: Edward Elgar.
- Shane, S. (2009), 'Why encouraging more people to become entrepreneurs is bad public policy', *Small Business Economics*, **33**, 141–9.
- Shane, S. and D. Cable (2002), 'Network ties, reputation, and the financing of new ventures', *Management Science*, **48** (3), 364–81.
- Shane, S. and S. Venkataraman (2000), 'The promise of entrepreneurship as a field of research', *Academy of Management Review*, **25** (1), 217–26.
- Simon, H.A. (1969), *Sciences of the Artificial*, Cambridge, MA: MIT Press.
- Singh, R.P., G.E. Hills, G.T. Lumpkin and R.C. Hybels (1999), 'The entrepreneurial opportunity recognition process: examining the role of self-perceived alertness and social networks', paper presented at the 1999 Academy of Management Meeting, Chicago, IL.

- Smeltzer, L.R., B.L. Van Hook and R.W. Hutt (1991), 'Analysis and use of advisors as information sources in venture startups', *Journal of Small Business Management*, **29** (3), 10–20.
- Starr, J.A. and I.C. Macmillan (1990), 'Resource cooptation via social contracting: resource acquisition strategies for new ventures', *Strategic Management Journal*, **11**, 79–92.
- Steinmueller, E. (2011), 'Social consequences of entrepreneurial activity and opportunities for European knowledge based societies', AEGIS WP3.2, available at [www.aegis-fp7.eu](http://www.aegis-fp7.eu).
- Stinchcombe, A. (1965), 'Social structures and organizations', in J.G. March (ed.), *Handbook of Organizations*, Chicago, IL: Rand McNally, pp. 142–93.
- Storey, D.J. (1982), *Entrepreneurship and the Small Firm*, London: Croom Helm.
- Stuart, T.E., H. Hoang and R. Hybels (1999), 'Interorganizational endorsements and the performance of entrepreneurial ventures', *Administrative Science Quarterly*, **44** (2), 315–49.
- Swann, C. (2002), 'Action research and the practice of design', *Design Issues*, **18** (1), 49–61.
- Sykes, H.B. and Z. Block (1989), 'Corporate venturing obstacles – sources and solutions', *Journal of Business Venturing*, **4** (3), 159–67.
- Teece, D.J., G. Pisano and A. Shuen (1997), 'Dynamic capabilities and strategic management', *Strategic Management Journal*, **18** (7), 509–33.
- Thorelli, H.B. (1986), 'Networks: between markets and hierarchies', *Strategic Management Journal*, **7**, 37–51.
- Thurik, A.R. (1999), 'Entrepreneurship, industrial transformation and growth', in G.D. Libecap (ed.), *The Sources of Entrepreneurial Activity: Vol. 11, Advances in the Study of Entrepreneurship, Innovation, and Economic Growth*, Stamford, CT: JAI Press, pp. 29–65.
- Todtling, F., P. Lehner and M. Trippel (2006), 'Innovation in knowledge intensive industries: the nature and geography of knowledge links', *European Planning Studies*, **14** (8), 1035–58.
- Utterback, J.M. and G. Reitberger (1982), *Technology and Industrial Innovation in Sweden – A Study of New Technology-based Firms*, report submitted to the National Swedish Board for Technical Development (STU), Stockholm.
- Vaghely, I.P. and P.-A. Julien (2010), 'Are opportunities recognized or constructed?: an information perspective on entrepreneurial opportunity identification', *Journal of Business Venturing*, **25** (1), 73–86.
- Van de Ven, A.H., R. Hudson and D.M. Schroeder (1984), 'Designing new business startups: entrepreneurial, organizational, and ecological considerations', *Journal of Management*, **10** (1), Spring, 87–108.
- van Leeuwen, T. and C. Jewitt (eds) (2000), *Handbook of Visual Analysis*, London: Sage Publications.
- Vecchio, R.P. (2003), 'In search of gender advantage', *Leadership Quarterly*, **14**, 835–50.
- Venkataraman, S. (1997), 'The distinctive domain of entrepreneurship research', in J. Katz (ed.), *Advances in Entrepreneurship, Firm Emergence and Growth*, vol. 3, Greenwich, CT: JAI Press, pp. 119–38.
- von Hippel, E. (1988), *The Sources of Innovation*, New York: Oxford University Press.

- Witt, U. (1998), 'Imagination and leadership – the neglected dimension of an evolutionary theory of the firm', *Journal of Economic Behavior and Organization*, **35** (2), 161–77.
- Zahra, S.A. and G. George (2002), 'Absorptive capacity: a review, reconceptualization, and extension', *Academy of Management Review*, **27** (2), 185–203.