

# Subject index

- affect infusion
  - concept of 46
- alertness
  - components of, 55–7
- attraction-selection-attrition (ASA)
  - theory 103, 106
  - application to entrepreneurship 10
  - concept of 10
- bias processing of information
  - in decision making 131, 143–6
- big five dimensions of personality
  - 27–8, 108–10
- bricolage
  - concept of 120
- business failure 161, 165
  - financial costs of 160, 165
  - psychological costs of 160–61, 165
  - social costs of 160, 165
  - strategies to cope with 161–2
- cognitive traps
  - in decision-making 132, 134
- complementarily
  - concept of 87
- concepts 49, 54, 59
  - role in creativity 50–52, 174
- confirmation bias
  - concept of 132–3
  - impact on entrepreneurship 44
- counterfactual thinking 182
  - affects of 156
  - concept of 155–6
- criticism 73, 159
- constructive 158
  - destructive 158
  - giving 157, 165
  - importance of 157–8
  - receiving 157–9, 165, 183
- decision-making 128–9, 134, 139, 144
  - as cognitive process 132
  - biased processing of information
    - 131, 143–6
  - cognitive traps 132, 134
  - effective 135
  - group 141–2, 144
  - group polarization 141–2, 146
  - impact of subjective well-being on
    - 136
  - maximizing 136, 144, 181
  - person sensitivity bias 144
  - rational analytic model 129–31
- effectuation
  - concept of 119–21, 123
  - opposing relationship to business
    - plan 121–2
- emotional contagion 110
- emotional intelligence (EI)
  - concept of 70–71
  - use of 71
- entrepreneurs 16, 20, 64–5, 67, 84, 99,  
103, 114, 118–20, 140, 171, 173–4
  - application of ASA to 10
  - as process 49, 59
  - business plan 116–17
  - cognitive processes in 39–43, 138
  - definition of 1–4, 9–10
  - development of 58, 97, 183
  - emotional stability of 110–11
  - founding teams of 84–7
  - guidelines 181
  - impact of confirmation bias on 44
  - impact of optimistic bias on 46,  
48
  - importance for delay of gratification  
74–5
  - importance of improvisation  
118–19, 122–3, 136, 153, 181
  - intentions of 20, 22, 26–9, 35, 104
  - media depiction of 2–3
  - motivation of 22, 26–35
  - passion 109–10, 113–16, 123
  - pursuit of new ventures 174–5
  - role in failure of ventures 6
  - role of tools in success of 11, 16–17
  - self-efficacy of 27–8
  - stress levels experienced by 13–16,  
154
  - use of EI in 71–2
  - use of social networks in 179

- use of subjective criteria by 140
  - view as risk-takers 105–7, 122
- entrepreneurial intentions 20, 22, 26–9, 35, 104
- escalation of commitment
  - concept of 134
- expectancy theory
  - concept of 23–4
  - factors involved in 23
- failure
  - business 2, 5–6, 28, 71, 149, 159–62, 165
- funding 47
  - sources of 28
- goal-setting theory
  - concept of 24–5
- group decision-making 141–2, 144
- group polarization 141–2, 146
- groupthink 99, 182
  - concept of 86
- heuristics 64
  - anchor-and-adjustment 45
  - concept of 45
- higher mental processes 110
- image theory
  - concept of 131
- implicit favourite
  - concept of 132
- improvisation 118–19, 122–3, 136, 153, 181
- learning 58, 75, 113, 123, 155, 161
  - from mistakes 155–7, 160, 162, 165, 182–3
- locomotion
  - concept of 72
- maximizing 181–2
  - versus satisficing 136–9, 144
- memory 41–2
  - auto-biographical 42
  - fallibility of 12–13, 58–9
  - long-term 42
  - procedural 42–3
- mental ruts 51–2, 174
- motivation
  - of entrepreneurs 22, 26–35
  - psychological concept of 21–2, 25
- opportunity costs
  - concept of 138
- opportunity recognition 54–7, 59
  - optimistic bias 46, 48, 59
  - planning fallacy 46
  - role of pattern recognition 58, 175
- passion 109–10, 113–16, 123
- pattern recognition 56, 58, 91, 175
  - concept of 59, 138
- perceived behavioural control
  - concept of 27
- person sensitivity error
  - concept of 133
- personality aspects 109, 122–3
  - agreeableness 27–8, 108
  - conscientiousness 27, 108
  - emotional stability 27, 108–10
  - extraversion 27, 108
  - openness to experience 27, 108
- planned behaviour theory
  - concept of 26
- political skills 94–5, 97–9, 179–80
  - forms of 93
  - impact on development of social networks 94
  - role in organizational processes 92–3
  - strengthening of 96–8
- psychological capital
  - concept of 14
  - levels of 153–4
- rational analytic model of decision making 129–31
- reasoned action theory
  - concept of 26
- Remote Associates Test
  - concept of 53
  - related research 53–4
- risk 13, 28, 44, 72, 107, 129, 171
  - acceptance of high levels of 105–6
  - management of 122, 140
- satisficing 182
  - versus maximizing 136–9, 144
- self-efficacy 28, 153, 161
  - concept of 104–5, 115, 122
  - enhancement of 115
  - of entrepreneurs 27–8
- self-fulfillment 26, 183
  - desire for 32–3
- self-knowledge 15, 63
  - importance of 48, 177
- self-regulation 64–5, 113, 176–7
  - concept of 63, 65, 78
  - delaying gratification 63–4, 73–5
  - emotional 72

- GRIT 68–70, 79
  - metacognition 75–9, 177
  - self-control 66–7, 70, 78–9, 176–7
- signal-detection theory 145
  - concept of 139–41
  - examples of 140
- similarity (homophily) 87, 99
- social capital 98, 179
  - concept of 90
  - social ties 90–91
  - use of 95
- social network theory 91
  - focus of 93
- social networks 91–2, 108–9
  - concept of 89, 99, 179
  - development of 93–4, 98, 180
  - network composition 94
  - network effectiveness 94
  - network efficiency of 94
  - use of 88–9, 179
- social skills 92, 95–6, 98–9, 179–80
  - forms of 93
  - strengthening of 96–8
  - impact on development of social networks 94
- stress 149–50, 153
  - levels experienced by entrepreneurs 13–15
  - relation to physical health 150–51, 165
  - strategies for management of 151–2
- subjective well-being 164–5, 182
  - impact on decision-making 136
  - lack of impact of wealth on 162–3, 165–6
- success
  - factors responsible for 12–13
  - measurements of 62–3
  - role of passion in, 113–14
- sunk costs 134, 177
  - concept of 46–7
- tools 1–2, 8, 11, 33, 51, 65, 129, 171
  - examples of 15–16
  - potential lack of 7, 171
  - role in success of entrepreneurship 7, 11, 16–17, 40, 63, 68, 149, 159–60, 171, 182–3
- venture capitalists (VC) 28, 47, 95
  - development of social networks by 89–90
  - financial backing provided by 22, 34, 115–17, 133–4, 178
  - potential guidance role of 64
- ventures 24, 56, 58, 75–6, 83, 105–6, 131, 140, 149, 176, 179
  - average lifespan of 4–6
  - creation of 16, 20, 22, 27–8, 30, 40, 49–50, 68, 86, 98, 104
  - failure of 4–6, 134, 159–61, 165, 170–71
  - financial earnings from 75, 95, 113
  - founding teams/founders of 83–5, 89, 110, 117, 178–9, 181
  - funding of 33, 47, 133
  - impact of grit in performance of 70
  - impact of entrepreneurial passion on 123
  - impact of self-control in performance of 67
  - potentially limited resources of 142
  - role of guidance system in 34













