Index

actor-network theory 335–56
    artefacts as non-human actants 336, 338, 339, 352–4
    acceleration 354
    methodological treatment 340, 349
    organization 354
    representation 352
    role of 353
    translation/ transformation 354
chain of translation 339
    case study (circulating inscription) 343, 347–8
creation of entrepreneurial network 345–8
    enrolment and mobilization 339, 346–7
    interessement 339, 345–6
    phases 344
creation of innovative business 338–40
    problemization/ interessement/ enrolment/mobilization 339
extant research 336–7
network creation phases 344
socio-technical networks (STN) 338, 339, 353
study
    aims and contributions 335–6
    research questions 338
context and methodology 340–42
overview 20–21, 355–6
results: configurations 348–55
business-oriented 351–5
    case study’s entrepreneurial trajectory 350
    scientifically oriented 349–51, 353
    support-oriented 351, 353
see also control-based entrepreneurship; dynamic perspectives
advantage seeking 217, 224–5
advertising 94–5, 149
advisor networks, see family firms;
    social network structures of
    nascent entrepreneurs; women entrepreneurs
Africa 279–97
artefacts, viewed through
control-based entrepreneurship 307, 308–9, 312–18
extant research 336–7
network creation phases 344
bifocal view 113–14, 124
business network perspective, see
    formal networks; repositioning of startups
business opportunities formation, see
    opportunities formation
chain of translation 339, 343–8
clusters 222–9, 270–74
collective strategies, formal network study 189–210
actors’ relationships 191–5
    content of case study 203–4, 206–8
    cooperation versus coordination 190, 193–5
    competition and 201
    dyadic coordination and resources 191–3, 206–7
    intensity and polymorphic nature 201–5
    map of case study 200
    satisfaction 205
extant literature 191–5
resource based view (RBV) 207–8, 209
study
    aims 189–90
Entrepreneurial process and social networks

analysis 199–206
 case study 196–7
 methodology and design 197–9
 organizational structure element
 overview 13–14, 209–10
 competitiveness, see firm
 connectedness 221, 225–6
 context, see family firms; firm
 competitiveness; social
 network structures of nascent
 entrepreneurs; ubuntu in family
 businesses
 control-based entrepreneurship 303–29
 agent-based computer simulations
 311–12
 artefact 312–13, 316
 fitness landscape 314–15
 effectual agent 313
 end customer 313–14
 mechanics 315–21
 agent behaviours 315–16
 artefact transformation 318
 end customer access to fitness
 landscape 318
 initial position impact 327
 negotiation process 316–18
 network shape measures
 319–21, 327
 social network 315
 artefacts 307, 308–9, 312–18
 effectuation 304–6
 as entrepreneurial expert decision
 logic 305–6
 four principles of 305
 as non-predictive logic 304
 use (known processes and
 behaviours) 306–8
 artefact transformation 308–9
 pre-commitment negotiation
 308
 pre-commitment/state of
 artefact 307
 relay of information 307
 literature review 304–11
 performance impact of position
 309–10
 performance impact of shape
 310–11
 overview 18–20
 research limitations and future
 avenues 329–30
 research results and implications
 321–5
 development of measures over
time 324–5
 performance impact of constraint
 and structural holes 328–9
 performance impact of efficiency
 328
 performance impact of position
 322–3, 325–6
 final position 326
 initial position 327
 performance impact of shape
 323–4, 327
 see also actor-network theory
 coordination versus cooperation
 13–14, 190, 193–5
 competition and 201
 dyadic coordination and resources
 206–7
 organizational consequences 208–9
 cultural values 266

Democratic Republic of Congo
 279–97
 dynamic perspectives 30–31, 337
 network imprinting 116, 123
 see also actor-network theory;
dynamic social network study
 (Netherlands)

dynamic social network study
 (Netherlands) 49–73
 extant studies (instrumental and
dynamic views) 51–7
 dynamic view 53–7
 instrumental view 51–3
 location/everydayness 49–50
 social capital benefits 52–3
 overview 6–7, 70–72
 resources 52, 54
 study
 aims 50–51
 analytical strategy 62
 delineation (name-generating
 questions) 58–60
 dependent variables 60–61
 independent variables 61

Alain Fayolle, Sarah L. Jack, Wadid Lamine and Didier Chabaud - 9781785364884
Downloaded from Elgar Online at 12/29/2018 06:33:14AM
via free access
Index

limitations and future options 72–3
overview 70–72
results on network changes 62–70
change in network size and composition 77–8
network size and composition 76 variables 60–61
see also dynamic perspectives

early-stage entrepreneurs 11, 165–6, 168, 170–75
economic development 136, 157, 230
economic gain 81, 97–8
economic typologies 271–5
effectuation, see control-based entrepreneurship
efficiency economy driven countries 271–5
ego-centred network 117, 241
embeddedness 115, 218, 222–4
entrepreneurial economy 157–8
entrepreneurial networks 50, 242
process stages/phases 34–5, 54, 56
entrepreneurial process, see actor-network theory
European Union 222–3
evolution of social network studies, see Dutch entrepreneurs’ venture creation; opportunities formation; small businesses in USA; repositioning of start-ups
exchange flows 192
expectation 146–7, 168–71, 174–5, 205
dynamic of 115
translated into demand 133
external actors/relationships 34, 223–4
F-PEC scale 237–40
factor economy driven countries 271–5
family firms 236–59
definitions (dichotomy to F-PEC scale) 237–40
members outwith (‘Family Jugglers’) 240, 244, 255, 256, 257–8
research findings 248–58
overview 257–9
qualitative 253–7
continuing support 255–6
‘Family In’/’Family Out’ 253
hazards 257
overview of sample 254
start-up phase 253, 255
support from members outwith 256–7
quantitative (nature of ties) 248–53
research methodology 244–8
qualitative study 246–8
quantitative study 245–6
supporting independent enterprise 241–4
see also social network structures of nascent entrepreneurs; ubuntu in family businesses
firm competitiveness 217–30
advantage seeking 217
entrepreneurial firm 217–18
evolutionary phases 54, 56
interfirm relationships and firm liabilities 220–22
knowledge spillover and connectedness 225–6
overview 15–16
performance/effectiveness 51
differentials 223, 224–8
levels of effect 219
private benefits 227, 229–30
socioeconomic embeddedness 218
spatial dimension of networks 222–4
structural holes 224
firm performance, see firm competitiveness
formal networks
case studies, see collective strategies; Oxfordshire; women entrepreneurs
definition 159
literature on 9–11
France, study in collectives 196–210
Global Entrepreneurship Monitor (GEM) project 264, 266–7
Grampian region study 246–59
information relay 307
innovation 265, 335, 338–40, 341
innovation economy driven countries 271–5
instrumental view 51–3
Entrepreneurial process and social networks

integrative model 3–4
inter-organizational analysis, see collective strategies
interfirm networks research 220–22, 224
knowledge spillover 225–6
literature, relating to control-based entrepreneurship (effectuation) 304–11 cooperation versus collaboration 193–5
dynamic and instrumental social networks 51–7
formal business networks 9–11
major studies 2–4, 29–35, 32–3
management and organizational theory 220
resource dependence theory 31, 34
longitudinal approach 50, 55, 86–90
management and organizational theory 220
management of social network 81–2, 102–7
MENA (Middle East and North Africa) region study 263, 266–73
Netherlands, see dynamic social network study
network imprinting 116, 123
network literature, see literature network paradigm 151
Northern Ireland study 165–75
Norway start-up study 117–24
occupationally based professional (OBP) networks 129–31, 139, 141, 151
opportunities formation 79–108
process phases 80–81
social network management and 81–5, 102–7
structural holes and 224
study limitations and future options 107–8
methodology and case studies 86–90
overview 7–8
results 90–98
comparative studies on weak ties 101–2
demonstrating potential economic gain 97–8
entrepreneurial discovery and evaluation 90–93, 99–100
rolling-out of services proposal 96–7, 100–101
skill in resource acquisition 93–6, 100
see also opportunity identification opportunity and constraints in Africa 285–8
opportunity identification 34, 36, 263–4, 265, 269, 275, 281; see also opportunities formation
organizational structures 191, 208–9
organizing stage 35, 36
Oxfordshire, formal network case study 129–52
formal networks 129
types of activity 131
logic of services 133–5, 146–7
network logics (activity types) 130–33, 140–46
place, density and size 132–3
networks as resource 135–6, 147–51
place 129–6, 148, 151–2
study framework 129–30
logic of services (expectations) 146–7
methodology 138–40
network logics area characteristics 140–41
types, size and chronology of networks 141–6
networks as resource (outcomes) material advantages 149–50
sectoral differences 149
OC2 Arc 137–8, 140
overview 11–12, 151–2

Panel Study of Entrepreneurial Dynamics (PSED) 38–9
### Index

- **performance impacts of position and shape of networks**: 309–11, 322–9
- **place**: 129–6, 148, 151–2
- **prediction-based approach**: 304, 305, 309–10
- **private benefits**: 227, 229–30
- **problemization, chain of translation approach**: 339, 343, 345, 347, 349–52
- **public funding**: 145
- **qualitative and quantitative methods**: 336–7
  - applied to family firms 245–8
- **reciprocation**: 12, 161–3, 173, 176–9, 281–2
- **regional differentials**: 136, 157–8, 224–8
- **repositioning of start-ups**: 113–25
  - business network reference 114–15
  - network imprinting reference 116
- **study**: cases, history and problems 118–20
  - actions taken 120–22
  - overview 8, 124–5
  - research analysis 123–4
  - research method 117–18
- **resource acquisition**: 85
  - collective strategies framework 207–8
- **differing phases**: 54
  - entrepreneurial skill in 93–6, 100, 220
  - weak ties and 36, 101
  - literature overview 30–31
  - logic of services 133–5
  - social capital in DRC businesses 280–82
  - types of resource 50, 52–3, 71
  - resource-based view (RBV) 52, 133–5, 207–8
- **resource dependence theory (RDT)**: 31, 34, 43
- **resource types**: 52
  - Revel cabinet-makers 196–210
  - rolling-out of services 96–7, 100–101
- **Science Oxford**: 138
- **size**: 135, 140, 141, 224, 309
- **small businesses in USA**
  - extant literature 30–34
  - resource dependence theory (RDT) 31, 34, 43
  - social network and entrepreneurship 30–34
  - entrepreneurial process stages 34–5
- **study**: aims 29–30, 42
  - discussion of findings 42–4
  - future research 42
  - measurement instrument 38–9
  - ties and venture creation stages 39
  - non-response bias 40
  - sample and data collection 37–9
  - ties, strength of 40, 42–3
  - using resource dependence theory 43
  - using social network composition 35–7
  - analysis of 40–42
  - small world phenomenon 220–21
  - social capital, see resource acquisition
  - social exchange theory 161, 162–3, 168, 173, 178–9
  - social network literature, see literature
  - social network structures of nascent entrepreneurs 263–76
  - advisory network composition and impacts
    - international 269
    - market 269
    - MENA region 267
    - opportunity and resource gains 263
    - private 268
    - professional 269
    - workplace 268–9
  - extant literature 264–6
  - study
    - aims and data collection 263–4
    - conclusions on economic typology 275–6
    - methods and analysis 270–75
    - cluster analysis, operating phase 273–4
Entrepreneurial process and social networks

cluster analysis, start-up phase 271–3

see also family firms
social network theory (SNT) 80, 160–61
social skills 81–2, 93–6, 102–7
socio-technical networks (STN) 338, 339, 343, 353
stability and growth 35, 36, 339
start-ups
in business networks 115
family support 253–4
MENA region, see social network structures of nascent entrepreneurs
opportunities and constraints in Africa 285–8
repositioning, see repositioning of start-ups
strategic management research 223
structural holes 224, 327–9
tertius gaudens and tertius iungens 310–11, 326
succession 282–3, 288–97
SuperNova project 340–41, 343–55
Survey on the Social Networks of Entrepreneurs 57–8
Sweden, start-up study 117–24
tertius gaudens and tertius iungens 310–11, 326, 327–9
ties
dyadic 190, 191–3, 206–7
dynamics, see actor-network theory first client 97–8
gendered view 173
homophily/homogeneity 222, 256
loss of, see repositioning of start-ups
strong family 241–4, 248–53, 295
theories 35–7, 39, 40–44, 81–2, 134, 101–2, 221
time 337
longitudinal approach 50, 55
measurements of social network development 324–5
network imprinting 116, 123
transformation of artefacts 308–9, 318, 354
trust 146–7, 241, 243, 265

ubuntu in family businesses 279–97
case selection and data collection 282–5
research aims 280
and limitations 296–7
research overview (clan solidarity) 294–7
results 285–94
funding, education constraints, cohesion during emergence 285–8
human resources and finance 291
paternal persuasion, family duty during succession 288–90
successors’ role 290–94
social capital defined by ubuntu 280–82
see also family firms
United States of America, see small businesses in USA
United Kingdom of Great Britain family firms (Grampian region) 241–2, 246–59
women entrepreneurs (Northern Ireland) 165–75
value 130, 208
venture creation 305
actor-network theory and 338–40
literature review 30–35
small business, see dynamic social network study (Netherlands); small businesses in USA
stages
opportunity identification 34, 36, 263, 265, 269, 275, 281
organizing 35, 36
stability and growth 35, 36, 339
women entrepreneurs, formal network study 157–81
entrepreneurial economy 157–8
extant literature
androcentrism 165
different units of analysis 159
social network to social exchange theory 160–64
static, cross-sectional approach 160
Index

overview 12–13, 179–81
research design and process 164–8
context 165–6
data analysis 168, 169
data collection 166–7
participant selection 166

regional development policy
context 157–8
research results 168–75
benefits perceived to accrue 174–5
motivations and expectations 168–71
networking behaviour 171–4