

Index

- activity clusters
 - creating an infrastructure 91
 - funding related efforts 91
 - impact of 92
 - legal recognition of intellectual property 91
 - operation of business activity 90
 - organizing of start-up team 91
 - overview of 95–6
 - planning efforts 91
 - policy implications of 96
 - public presence 90
 - relationship with profitability 91
 - see also* multiple activity clusters
- activity domains and outcomes 91, 94
- allocation, of economic resources 42
- asset backed loans 117
- attracting customers 89–90
 - significance of 90
- autonomy, notion of 30

- benefits, of business creation 146, 151
- business administration
 - courses and outcomes 74
 - skills for 17
- business associates 60, 65
- business creation 1–2, 49
 - benefits of 146
 - dominated by immigrants 18
 - major issues associated with 10
 - overview of 10
 - participation in *see* participation in business creation
 - policy implications 10–11
 - ten things to know about 4
- business creators 17, 20, 26, 30, 37, 38, 40, 42–3, 51, 148
 - social networks of 23
- business ideas 57, 92, 96, 98, 119, 128–9, 150, 152
 - development of 6, 30
 - nascent ventures based on 76
 - sources of 70–71
- business license 88
- business management 74–5, 77, 145
- business opportunity 16–17, 23, 26–8, 32, 43–4, 47, 51, 125, 148
- business owners 6, 11, 26–7, 32, 135
 - rewards of business ownership 26
 - social network of 17
- business plan adjustments, reasons for 128
- business planning 79, 92, 149
- business services 7, 61, 63, 65
- business skills 61

- career
 - employment 17
 - opportunities 88, 139
- case weights, development of
 - duration in process adjustment 156–7
 - effect on
 - start-up process outcomes 158
 - time in start-up process 159
 - sample screening adjustment 156
 - team size adjustment 156
 - triple-adjusted 158
- challenges, in business creation 88, 90
- classroom experience 74–5
- complications, in business creation
 - attracting customers/revenues 89
 - financial support 89

- operational 89
- personal and family issues 90
- consulting agencies assistance and outcomes 75
- Consumer Price Index (CPI) 24
- control index, five-point scale of 40
- copyrights 79, 91
- credit cards, loans through 117, 121
- crowdsourcing 114
- customer discovery 96
- debt financing 119
- decision-making styles 40, 42–3, 51
- discontinued ventures, reasons for 90
- disengagement, from business
 - creation 85, 87, 95, 129–32, 135, 138–9, 142, 145, 146, 151, 156
- Eatwell business 35, 37
- economic resources, allocation of 42
- economic sector 77, 106, 110
 - adaptation and creation of 4
 - new firms and their 68–70
- economic sophistication
 - in decision-making process 42–3
 - measurement of 42
- Employer Identification Number (EIN) 7
- entrepreneurial
 - careers 17
 - initiatives 23
 - intensity *see* entrepreneurial intensity
- entrepreneurial experience, ten things about 148–50
- entrepreneurial intensity 38
 - and level of commitment 49
 - measurement of 44
 - and participation in business creation 39
 - shifts over time 49, 50
 - systematic reduction in 49
- entrepreneurial personality 26, 49
- entrepreneurs
 - growth oriented 33, 43
 - human capital and outcomes 134
 - nascent *see* nascent entrepreneurs
 - personality traits 43
 - socio-demographic
 - characteristics 133
 - post-quit options 141
 - and reasons for quitting 140
- entrepreneurship 2
 - educational programs on 17
 - genetic predisposition of 32–7
 - need for achievement (N-Ach) 33–5
 - personal dispositions 33
 - risk preference 35–7
 - readiness for 15–17
- equity
 - investments 119
 - ownership 101
 - sweat equity 98–101, 104, 152
- established firms
 - nascent ventures and 69
 - sector distribution of 69
 - sharing of customers 68
 - work experience in 77
- Facebook 1, 149
- factors affecting outcomes, of
 - business creation
 - economic sophistication 42–3
 - innovation *versus* adaptation 40–42
 - motives and orientations 43–4
- family business 17, 55
- federal social security 68, 82
- federal tax returns 68
- financial institutions 117, 125–6
- financial support
 - formal *see* formal financial support
 - informal *see* informal financial support
 - policy implications of 126
- firm life course 2–3
- formal financial support 119–23
 - to all nascent ventures 124
 - amounts of 120
 - attributes of 125

- contracts for 119
- impact of 123–5
- to legally registered ventures 122
- outcomes of 121, 122, 124
- sources of 120
- for-profit new ventures 4
- full-time work 98, 100, 106, 109–10
- Gamblers Anonymous 51–2
- growth oriented entrepreneurs 33, 42
- growth ventures 28, 43, 51, 104–5
- helper assistance, types of 64
- helpful others 59–61
 - assistance provided by 61
 - relationship to 60
 - by start-up team structure 60
- helping agencies 75–6, 77
- high technology ventures 18
- hours of work 104, 161
- household income 21, 145
- human capital 18, 20, 132, 134
 - participation in business creation and 20
- I-Corp (Innovation Corp) training 96
- immigrant business creation 18
- income tax payments 82
- “industry creating” start-ups 149
- informal financial support 114, 116–19, 125
 - outcomes of 118
 - sources and amounts of 116
- innovation *versus* adaptation, in business creation 40–42
- intellectual property 79
 - intellectual property rights (IPR) 82, 93
 - legal recognition of 91
- internet based social interaction 1
- intrinsic rewards, types of 26, 30–32
- investments, in nascent ventures
 - equity ownership 101
 - factors affecting 104–9
 - formal financial support 119–23
 - forms of 114
 - informal financial support 114, 116–19
 - method of contribution 101–4
 - overview of 109
 - ownership 116
 - person-hour investments 106
 - policy relevance 110–12
 - profitability in 102
 - sole proprietorship factors associated with 107
 - by start-up teams 102
 - monthly financial contributions 104
 - team member factors associated with 108
 - venture characteristics and 105
 - see also* team investments
- jobs
 - creation 4, 153
 - market 49
 - satisfaction 11
- labor force 32, 142
- “lean start-up” strategy 96
- lease obligation debts 121
- legal registration, of the firm 114–15, 125
- living expenses, of start-up team 114
 - strategy for covering 114
- loans
 - asset backed 117
 - by credit cards 117
 - by financial institutions 117
 - personal 116, 117, 121
 - post-legal registration 120
 - sources of 117
 - through personal relationships 117
- market economies 2
- mentors
 - assistance provided by 61
 - relationship to 60
 - by start-up team 60

- minority participation, in business creation 2, 15, 21, 77, 109, 121, 144, 148, 162
- more start-ups 6, 73, 76, 79, 83–4, 139, 142, 145, 151
- motivation, for business creation 25, 26–8
 - assessment of 49–51
 - contextual 26–8, 47–9
 - cross-national comparisons 28–30
 - exceptions of 29
 - intrinsic rewards of 30–32
 - personal goals 49
 - policy implications 52
 - “push” and “pull” factors of 27
 - and rewards of business ownership 26
 - shifts over time 47–9
 - stability of 47
- multiple activity clusters
 - domains of 94
 - outcomes of 93–5
- nascent entrepreneurs 17, 21, 43
 - classroom experience 74–5
 - commitment intensity 51
 - dispositions, and outcomes of 44–9
 - entrepreneurial intensity 38
 - genetic predisposition 32–7
 - motivation for business creation 25, 26–8, 44–9
 - cross-national comparisons 28–30
 - intrinsic rewards 30–32
 - overview of 49–51
 - personal control of outcomes 40–44
 - personal financial situation of 21–2
 - personality traits 43
 - policy implications 52
 - problems expected by 89
 - profitability 83
 - risk preferences 37–8
 - satisfaction by outcome 9
 - tolerance for risk 51
 - versus* typical adults 8
 - U.S. population of 18
- nascent ventures 65
 - business ideas 76
 - discontinued 89
 - economic sector 68–70
 - factors associated with duration in process 160–61
 - guided by individuals 76–7
 - helping agencies for 75–6, 77
 - investments in *see* investments, in nascent ventures
 - overview 76–7
 - policy implications 77
 - prior experience 70–74
 - problems expected and reasons for quitting 89
 - sector distribution of 69
 - start-up experience 76
 - still in process 101
 - time devoted by outcome 99
- National Science Foundation 96
- need for achievement (N-Ach) 33–5, 44
 - index score 44
 - and participation in business creation 34
- not-for-profit initiatives 4
- operation of business activity 90
- ownership investments 116
- Panel Study of Entrepreneurial Dynamics (PSED) 2
- participation in business creation 12
 - by age and gender 13
 - contextual motivations and 27, 29
 - due to a lack of good options 30
 - entrepreneurial intensity and 39
 - by ethnic background and gender 14–15
 - factors affecting 23, 29
 - global assessment of 30
 - and human capital 20
 - by minority 15

- need for achievement and 34
- outcomes of 44
- overview of 21–3
- personal characteristics in 18–21
- personal dispositions and 41
- policy implications of 23
- by readiness for entrepreneurship 15–17
- risk orientation and 36
- socio-demographic characteristics of 19
- part-time jobs 135
- patents 79
- personal dispositions 33
 - and participation in business creation 41
- personal loans 116, 117, 121, 125
- personal savings 116–17, 125
- personal social networks 17
- person-hour investments 106
- person-hours, devoted to start-up effort 101
- pre-legal registration 119
- previous experience, with business creation 70–74
- problem-solving 42
- profitability, of nascent ventures 83–4, 95, 98, 102, 149–50
 - activity clusters and 91
 - time to 85
 - and total start-up activity 85
- profitable business, creation of 6, 10, 92, 110
- PSED protocol
 - case weights 156–62
 - cohort development overview 154
 - data sets 153–63
 - access to 162
 - PSED I 33, 153, 161
 - PSED II 153, 161
 - date of entry 155–6
 - documentation 162
 - follow-up interviews 153
 - process weights adjustment 157–9
 - sources of time in duration variation 159–62
- public education systems 10–11
- public presence, for nascent venture 90, 93, 95
- “push” and “pull” factors, for business creation 27
- quitting, a start-up venture 135–9
 - for better career opportunities 139
 - entrepreneur socio-demographic characteristics and 140
 - non-business complication 136
 - organizational and management issues 139
 - policy implications 146
 - post-quit options 139–42
 - reasons for 137–9
 - reduced interest 142
- real entrepreneurs 28, 33, 51
- reasons for pursuing, business creation 25, 26
- registered ventures 119, 121, 123, 150
- respect, idea of 30
- retirement plan 25
- rewards, of business ownership 26
- risk preferences
 - commentary on 37–8
 - Eatwell business 35
 - idea of 35–7
 - and participation in business creation 36
 - Sleepwell business 35
- seed funding 136
- self-confidence 6, 148
- self-employment 8, 10, 135
- sense of satisfaction 148
- shutdown of business, factors influencing 89
- Sleepwell business 35, 37
- Small Business Development Centers (SBDC) 75
- social contacts, with entrepreneurs 17
- social costs, of business creation 4–5, 151, 152

- social networks 60, 66, 149, 151
 - of business creators 23
 - of business owners 17
 - of start-up teams 55
- sole proprietors 55, 60–61, 106, 159
- sole proprietorships 60, 62, 65, 68, 106, 110
 - and nascent venture investments 107
- Southeast Foundations 1–2
- stability of motivations 47
- start-up activities 79
 - defining the market and customer base 82
 - implementation of 84
 - investments of funds 82
 - and outcomes 83–4, 90–93
 - overview of 86–7
 - policy implications 87
 - by popularity 80
 - prevalence of 81
 - schedule of 87
 - timing of 80–82
 - outcomes 84–5
 - profitability 85
 - quitting 86
- Startup.com 2
- start-up experience 72, 73, 76, 106, 109, 139, 144–5
- start-up initiatives, funding for 114, 121, 151
- start-up process 79, 112, 131, 154
 - concept of 3
 - features of 92
 - patterns related to pivoting during 144–5
 - timing of financial support events in 115
- start-up skills 16
- start-up teams 55–6, 86
 - age distribution among 109
 - business operation of 59
 - of business partners 149
 - business services 63
 - ethnic composition of 109
 - experience and outcomes 72, 73
 - factors associated with duration in process 163
 - family start-up 55
 - helper assistance and outcomes 64
 - helpful others 59–61
 - industry work experience 71
 - investments, in nascent ventures 102
 - job responsibility 57
 - living expenses of 114
 - management of 59
 - members and contributions 107–9
 - mixed gender teams 107
 - monthly financial contributions 104
 - organization of 57–9
 - overview of 65
 - personal involvement and outcomes 62–3
 - policy implications of 66
 - previous start-up experience 109
 - profitability of 59, 63
 - size and structure of 55, 56
 - social relationships 56, 57, 65
 - steps in business creation 79–80
 - team member responsibilities 58
 - team structure and outcomes 62
 - types of activities 57
 - “still in process” nascent ventures 101
 - sunk costs 42, 84, 86, 93, 151–2
 - supplier credits 6–7, 13, 15, 82, 90, 121
 - sweat equity 98–101, 104, 152
 - task achievement 30, 32, 43
 - team investments
 - factors affecting 104–9
 - sole proprietors 106
 - start-up team members 107–9

- funds provided to start-up effort
 103
- tendency, to pursue business
 creation 22
- time line, for business creation
 155
 - by outcome 99
- tolerance for risk 35, 51
 - and the outcomes 47
- trademarks 79, 91

- unemployment taxes 82

- venture capital funds 2
- venture sponsored credit cards
 121

- wealth, significance of 30
- work career 6, 9–10, 137
- work experience 6, 13–14, 21, 37,
 70–72, 76–7, 106, 110, 135,
 139, 142, 144, 162
- work satisfaction 7–8

- Zuckerberg, Mark 1

