

# References

---

- Blanchflower, David G. and Andrew J. Oswald. (1998). What Makes an Entrepreneur? *Journal of Labor Economics* 16(1):26–60.
- Evans, David S. and Linda S. Leighton. (1989). Some Empirical Aspects of Entrepreneurship. *American Economic Review* 79(3):519–535.
- Frese, Michael and Michael M. Gielnik. (2014). The Psychology of Entrepreneurship. *Annual Review of Organizational Psychology and Organizational Behavior* 1:413–438.
- Gartner, W. B. (1989). “Who is an Entrepreneur?” is the Wrong Question. *Entrepreneurial Theory and Practice* 13(4):47–68.
- Gartner, W. B., K. G. Shaver, N. M. Carter, and P. D. Reynolds (Eds). (2004). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications.
- Global Entrepreneurship Research Association. (2017). Global Entrepreneurship Monitor: 2016/2017 Global Report, accessed June 2, 2018 at [www.gemconsortium.org](http://www.gemconsortium.org).
- Granovetter, Mark. (1955). *Getting a Job: A Study of Contacts and Careers*. Chicago, IL: University of Chicago Press.
- Hegedus, Chris and Jehane Noujaim. (2001). *Stareup.com: A film*. Santa Monica, CA: Artisan Home Entertainment.
- Johnson, Kevin L., Wade M. Danis, and Marc J. Dollinger. (2004). Decision-making (Innovator/Adaptor) Style. Chapter 13 in Gartner, W. B., K. G. Shaver, N. M. Carter, and P. D. Reynolds (Eds). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 171–178.
- Johnson, Kevin L., Marne L. Arthaud-Day, Joseph C. Rode, and Janet Near. (2004). Job and Life Satisfaction. Chapter 14 in Gartner, W. B., K. G. Shaver, N. M. Carter, and P. D. Reynolds (Eds). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 163–170.
- Kelley, Donna, Slavica Singer, and Mike Herrington. (2016). Global Entrepreneurship Monitor: 2015/2016 Global Report. Global

- Entrepreneurship Research Association, accessed June 2, 2018 at [www.gemconsortium.org](http://www.gemconsortium.org).
- Lange, Thomas. (2012). Job Satisfaction and Self-employment: Autonomy or Personality? *Small Business Economics* 38:165–177.
- Liao, Jainwen and Harold Welsch. (2004). Entrepreneurial Intensity. Chapter 17 in Gartner, W. B., K. G. Shaver, N. M. Carter, and P. D. Reynolds (Eds). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 186–195.
- McClelland, D. C. (1961). *The Achieving Society*. New York: The Free Press.
- Morgan, James N. (2004). On Economic Sophistication. Chapter 20 in Gartner, W. B., K. G. Shaver, N. M. Carter, and P. D. Reynolds (Eds). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 214–219.
- National Science Foundation. (2016). NSF Innovation Corps, accessed June 2, 2018 at [www.nsf.gov/news/](http://www.nsf.gov/news/).
- National Technical Information Service. (2002). North American Industry Classification System: United States. Springfield, VA: National Technical Information Service.
- Osterwalder, Alexander and Yves Pigneur. (2013). *Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers*. New York: Wiley.
- Polgreen, Lydia. (2011). Scaling Caste Walls with Capitalism's Ladders in India. *International New York Times*, 21 December.
- Reiss, Eric. (2011). *The Lean Start-up*. New York City: Penguin Random House, Crown Business.
- Reynolds, Paul D. (2007). *Entrepreneurship in the US: The Future is Now*. New York: Springer.
- Reynolds, Paul D. (2011a). Informal and Early Formal Financial Support in the Business Creation Process: Exploration with the PSED II Data Set. *Journal of Small Business Management* 49(1):27–54.
- Reynolds, Paul D. (2011b). New Firm Creation: A Global Assessment of National, Contextual, and Individual Factors. *Foundations and Trends in Entrepreneurship* 6(5–6):315–496.
- Reynolds, Paul D. (2012a). Entrepreneurship in Developing Economies: The Bottom Billions and Business Creation. *Foundations and Trends in Entrepreneurship* 8(3): 141–277.

- Reynolds, Paul D. (2012b). Firm Creation in the Business Life Course: MENA Countries in the Global Context. Report submitted to International Development Research Center (Ottawa, Canada) and Organisation for Economic Co-operation and Development (Paris: France).
- Reynolds, Paul D. (2015). Business Creation Stability: Why is it so Hard to Increase Entrepreneurship? *Foundations and Trends in Entrepreneurship* 10(5–6):321–475.
- Reynolds, Paul D. (2016). Start-up Actions and Outcomes: What Entrepreneurs Do to Reach Profitability. *Foundations and Trends in Entrepreneurship* 12(6):443–559.
- Reynolds, Paul D. (2017). When is a Firm Born? Alternative Criteria and Consequences. *Business Economics* 52(1):41–56. DOI: 10.1057/s11369-017-0022-8.
- Reynolds, Paul D. and Richard T. Curtin. (2008). Business Creation in the United States: Panel Study of Entrepreneurial Dynamics II Initial Assessment, *Foundations and Trends in Entrepreneurship*. 4(3):155–307.
- Reynolds, Paul D. and Richard T. Curtin. (2009a). Business Creation in the United States: Entry, Startup Activities, and the Launch of New Ventures. Chapter 7 in *U.S. Small Business Administration, the Small Business Economy: A Report to the President 2008*. Washington, DC: U.S. Government Printing Office, pp. 165–240.
- Reynolds, Paul D. and Richard T. Curtin. (Eds) (2009b). *New Firm Creation in the U.S.: Initial Explorations with the PSED II Data Set*. New York: Springer.
- Reynolds, Paul D. and Richard T. Curtin (Eds) (2010). *New Firm Creation: An International Overview*. New York: Springer.
- Reynolds, Paul D. and Diana Hechavarria. (2016). Global Entrepreneurship Monitor [GEM]: Adult Population Survey Data Set, 1998–2012. ICPSR20320-v4. Ann Arbor, MI: Inter-university Consortium for Political and Social Research, 2016–12–14, accessed May 15, 2018 at <http://doi.org/10.3886/ICPSR20320.v4>.
- Reynolds, Paul D., Diana Hechavarria, Li Tian, Mikael Samuelsson, and Per Davidsson. (2016) Panel Study of Entrepreneurial Dynamics: A five Cohort Outcomes Harmonized Data Set. Research Gate: DOI: 10.13140/RG.2.1.2561.7682.
- Reynolds, Paul D., Sammis B. White, and others. (1993). Wisconsin's Entrepreneurial Climate Study: Final Report. Milwaukee, WI:

- Center for the Study of Entrepreneurship, Marquette University. Research Gate: DOI: 10.13140/RG.2.2.10149.09444.
- Rose, David S. (2014). *Angel Investing: The Gust Guide to Making Money and Having Fun Investing in Startups*. New York: Wiley.
- Ruef, Martin. (2010). *The Entrepreneurial Group: Social Identities, Relations, and Collective Action*. Princeton, NJ: Princeton University Press.
- Schumpeter, J. A. (1934). *The Theory of Economic Development*. Cambridge, MA: Harvard University Press.
- Shaver, Kelly G. (2004a). Attribution and Locus of Control. Chapter 19 in Gartner, W. B., K. G. Shaver, N. M. Carter, and P. D. Reynolds (Eds). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 205–213.
- Shaver, Kelly G. (2004b). Overview: The Cognitive Characteristics of the Entrepreneur. Chapter 11 in Gartner, W. B., K. G. Shaver, N. M. Carter, and P. D. Reynolds (Eds). *Handbook of Entrepreneurial Dynamics: The Process of Business Creation*. Thousand Oaks, CA: Sage Publications, pp. 131–141.
- Shim, Jaehu and Per Davidsson. (2018). Shorter Than We Thought: The Duration of Venture Creation Processes. *Journal of Business Venturing Insights* 9:10–16.
- Steiner, Christopher. (2010). Startup.com: The Sequel. *Forbes*. 10 July. Accessed online.
- U.S. Census, U.S. Department of Commerce. (no date). Quick Facts, accessed May 19, 2017 at [www.census.gov/en/html](http://www.census.gov/en/html).
- U.S. Securities and Exchange Commission. (2013). Facebook, Inc. Form 10-K. ID Number: 10-K 1 fb-12312013x10k.htm 10-K, accessed June 2, 2018 at [www.sec.gov](http://www.sec.gov).
- U.S. Small Business Administration. (2007). The Small Business Economy for Data Year 2006: A Report to the President. Washington, DC: U.S. Government Printing Office.
- Wikipedia. (2013). Facebook, accessed 2013 at <https://en.wikipedia.org/w/index.php?title=Facebook&oldid=78936914>.
- Writers Institute. (undated). “Startup.com” film notes. State University of New York at Albany, accessed June 2, 2018 at <https://www.albany.edu/writers-inst/webpages4/fimnotes/fns03n8.html>.
- Xu, Hongwei and Martin Ruef. (2004). The Myth of the Risk-tolerant Entrepreneur. *Strategic Organization* 2(4):331–355.