

# Index

---

- Abercrombie, N. 20–1  
abject figure 75  
absent centre 20, 37–9  
absolute freedom 78–9  
abstraction 6  
academic norms 113  
accountancy 77–8  
achievement, need for 35  
Ackroyd, S. 23, 28  
Adorno, T.W. 77  
adventurers 47, 59–61, 100  
affects, critique of 18, 20–2  
Agamben, G. 97–9  
agency, critique of 18, 23–5  
alertness to opportunities 13  
altruism 105  
*Ambassadors, The* (Holbein) 33  
ambiguity 16, 86  
anti-essentialist approach to value 42, 53  
aristocracy 76  
    excess of 74  
Armstrong, P. 37  
aspirational workers 93–4, 95  
autism 80
- Bataille, G. 57, 65–6, 67, 75  
Benson, J.K. 17–18  
Blanchot, M. 75, 78, 79–80  
‘blat’ trading circles 12  
Bourdieu, P. 23  
Branson, R. 59, 60  
Brenkert, G. 104–5  
Bunyan, N. 91  
bureaucratic management 49–50, 52, 58  
business cycle 103  
business environment 103  
business failure 1, 12
- calculation 15, 16, 56–7  
Cantillon, R. 44, 48–9, 52  
capital 45–6, 47, 51–2  
capitalist economies 58, 62  
cataloguing 77–8  
Catholic Church 72  
Chapman, J. 93  
Chicago 86  
China 90, 93, 94  
Chinese cockle-pickers *see* illegal immigrants  
Chinese Confucian entrepreneurs 104  
class struggle 67–8  
cockle-pickers, Chinese *see* illegal immigrants  
cognitive processes 104  
cognitive schemas 76  
Cole, A.H. 35  
commodity fetishism 82  
community of entrepreneurs 36  
concepts, creation of 5  
confessional practices 72  
conflict 67–8  
consciousness 20–2  
conspicuous consumption 63  
consumption 29, 63  
    of discourse 24  
    widening the concept 65–6  
contingency approach to value 41–3  
cookery 77  
cooperation 108  
correctness, truth as 4  
Craven, N. 90  
creative destruction 3, 58, 79  
Crébillon, C.P.J. de 74  
critical management studies 17–18  
critical theory of entrepreneurship 6–7, 10, 14–26, 113  
    critique of affects 18, 20–2  
    critique of agency 18, 23–5  
    critique of representation 18–20  
    critique of structural limitations 18, 22–3

- reworking a critical theory of the entrepreneur 17–18
- cruelty 77
- cultural circulation 42
- cultural value 41
- culture
  - of enterprise *see* enterprise culture
  - national 36, 103
- Cusset, C. 73, 74, 80
- cynicism 24–5
- Daily Telegraph* 97
- De Beauvoir, S. 75, 79, 80–81, 82
- debauchery 73–5
- decentralisation 104
- declining rate of profit 58
- Deleuze, G. 5, 21–2, 53, 78
- demographic reformers 72
- Derrida, J. 57, 109
  - excess 64–5
- destruction 60, 61, 68
  - creative 3, 58, 79
- Diprose, R. 68–9
- discourse of entrepreneurship 14–17
  - see also* critical theory of entrepreneurship
- disequilibrium 58
- distribution 43, 114
- dominant ideology thesis 20–21
- domination, processes of 16, 17–18, 26
- Down, S. 13
- drudgery 62
- Du Gay, P. 25, 27–30, 107
- economic value 41
- economics
  - of entrepreneurship 14
  - extension and intensification of the economy 104–5
  - Sade's place in economic relations 82–3
- Economist*, the 57, 96–7
- Eden, D. 89
- Eden, T. 89
- educational reformers 72
- Ehrenreich, B. 54
- emancipatory knowledge 18
- empty signifier 20, 37–9
- enemy 95–7
- enjoyment 80
- enterprise culture 10, 15–17, 56
  - limits of 27–30
- entrepreneurial ethics 103–6
- entrepreneurial profit 11, 47–8, 50, 51
- equilibrium 58
- essentialism 41–2, 51–2
- ethics 8, 102–9
  - entrepreneurial ethic 103–6
  - entrepreneurship of the other 106–7
  - general entrepreneurship 107–9
  - generosity 68–9
  - and Sade 8, 83, 84
- ethnocentrism 65
- exception, state of 97–9, 100
- excess 7, 56–69
  - and class struggle 67–8
  - generosity 68–9
  - gifts and giving 63, 64–5, 68–9
  - place in entrepreneurship 57–61
  - productivism 65–6
  - social functions of 61–4
- exchange 63, 64
- exclusion 14, 70, 87, 99, 107
  - politics and 95–7
  - state of exception 97–9, 100
  - see also* illegal immigrants; Sade, Marquis de
- experiential factors 36
- exploit 62
- explosions of entrepreneurial activity 71–3
- extension of the economy 104–5
- extraversion 35
- exuberance 57–8, 59
- failure
  - business failure 1, 12
  - and success in entrepreneurship research 35–9
- Fairclough, N. 15
- families, financial support for 90–91
- field-level factors 11, 36
- Financial Times* 57
- firm-level factors 11, 36
- Fletcher, D.E. 13
- foreign trade 44
- Fossett, S. 60
- Foucault, M. 18–19, 28, 29, 30, 42, 72, 78

- Fournier, V. 28–9  
 freedom  
   individual and ethics 105–6  
   Sade 75, 78–80, 81, 84  
 French revolution 71–3, 74, 81  
*Frenchmen! One More Effort If You Wish to Be Republicans* 76  
 Freud, S. 53  
 functionalist approaches 6, 11–12
- gang-masters 92, 94  
 Gartner, W.B. 84–5  
 genealogy of valuation 7, 40–55  
   beyond the trinity formula 46–53  
   contingency approach to value 41–3  
   land, labour and the trinity formula 43–6  
   who is valuable 54–5  
 general economy 66  
 general entrepreneurship 107–9  
 general intellect 107–8  
 generalisation of entrepreneurship 10, 101, 107  
 generosity 68–9  
 gifts/giving 63, 64–5, 68–9  
 God 35  
 Grey, C. 28–9  
 grey economy 86–7, 93, 99  
   *see also* illegal immigrants  
 growth 58  
 Guattari, F. 5, 21–2, 53
- Hegel, G.W.F. 32  
 Heidegger, M. 4  
 Heine, M. 75  
 Hill, S. 20–21  
 Hjorth, D. 3, 12, 24, 26, 101  
 Holbein, H., *The Ambassadors* 33  
 Horkheimer, M. 77  
 hot air balloon adventuring 60  
 housing 92  
 humour 24–5
- identification 32  
 illegal immigrants 8, 86–101  
   as entrepreneurs 94–7  
   law and entrepreneurship 95–101  
   Morecambe Bay disaster 87, 88–9, 96–7  
   representations of cockle-pickers 89–94  
   state of exception 97–9, 100  
 Imaginary 31, 34  
 imaginary world, failure to materialise 81–2  
 immigration law 95  
 inclusion 14  
   *see also* exclusion  
 individualisation 110  
 industry-level factors 11, 36  
 institutional entrepreneurship 10, 76, 84  
   French revolution 72–3  
   Sade and 76–83  
 insurrection 78–9  
 intensification of the economy 104–5  
 internal locus of control 35  
 International Space Station (ISS) 60–61  
 inter-organizational factors 36  
 interpretive approaches 6, 12–14  
 intrapreneur 10  
 irrationality 57–8  
 Italian city state 100
- joint stock companies 49  
 justice 68–9
- Kafka, F. 21  
 Kavanagh, T. 89–90, 91  
 Kennedy, D. 93  
 Kilby, P. 35–6  
 Klossowski, P. 75  
 Knight, F. 50, 52  
 knowledge  
   emancipatory 18  
   local 91  
 Kristeva, J. 75
- labour 108  
   source of value 44–6, 47, 51–2  
 labour theory of value 46, 54  
 Lacan, J. 19–20, 27, 29–34, 38–9, 75  
   limitations of Lacan's work 31  
   mirror stage 31–3  
   the Real 19–20, 29, 31, 33  
 lack  
   in the other 34–5  
   in the subject 33, 34

- Laclau, E. 30, 33  
 Laclos, P.A.F.C. de 74  
 land 44–6, 47, 51–2  
 language 13, 15, 19–20  
   postulates of linguistics 21–2  
 law 8, 95–101  
   of entrepreneurship 99–101  
   politics, exclusion and 95–7  
   state of exception 97–9, 100  
 Lawrence, F. 92  
 leadership 48  
 leisure class 61–3  
 Lely, G. 75  
 Levinas, E. 102, 106–7  
 libertines 73–5  
 liberty *see* freedom  
 limits of entrepreneurship 71–3  
 Lin Liangren 89  
 Lin Mu Yong 89  
 living labour 108  
 local knowledge 91  
 love 80  
 low risk aversion 35  
 low-wage workers 54  
  
 management/managers 49–50, 52, 58  
 marginalism 46, 58  
 Marivaux, P.C. de C. de 74  
 market 114  
 Marshall, A. 49, 50, 52  
 Marx, K. 21, 45, 46, 52, 82, 107–8  
 Mauss, M. 57, 63–4, 64–5  
 mavericks 57  
   meaning, creation of 13–14  
 medical reformers 72  
 mercantilism 43–4  
 micro-entrepreneurs 10  
 Mill, J.S. 45, 46, 52  
 Miller, J.-A. 29  
 mirror stage 31–3  
 monopoly capitalism 49–50  
 moral value 41  
 morality *see* ethics  
 Morecambe Bay cockle-pickers *see*  
   illegal immigrants  
 Mouffe, C. 30, 33  
 Murtola, A.-M. 40  
  
 narratives 13  
 national culture 36, 103  
  
 need for achievement 35  
 Negri, A. 108  
 net product 44  
 New York 86, 100  
 Nietzsche, F. 5, 41–2  
 normative political theory 104–6  
  
 obedience 21–2  
 Ogbor, J.O. 37  
 opportunities  
   alertness to 13  
   illegal immigrants and taking 93–4  
   other 110–11, 114–15  
   as enemy 96–7  
   entrepreneurship of the other 106–7  
   ethic of the other 102–3, 106  
   general entrepreneurship and 108–9  
   lack in the 34–5  
   Sade and 80–81, 83  
 outdoor adventuring 59–60  
  
 Pai, H.H. 92  
 performativity 56  
 personality traits 11, 12, 85, 103  
 Petty, W. 44, 52  
 Pfeffer, J. 56  
 philosophy 5  
 physiocrats 43–5, 51, 52  
 Polanyi, K. 100  
 policy 11, 36, 113–14  
 political entrepreneurship 10  
 political struggles 26, 67–8  
 politics 14, 26  
   law and the entrepreneur 95–7  
 polymorphous perversity 53  
 postulates of linguistics 21–2  
 potlatch 63, 64–5  
 pre-evaluations 42–3  
 primitive societies 61–2  
 production, socialisation of 108, 111  
 productive class 44  
 productivism 65–6  
 profit  
   declining rate of 58  
   entrepreneurial 11, 47–8, 50, 51  
 proprietary class 44  
 public sector 25, 113  
  
 quadrangle 46–7, 51  
 Quesnay, F. 44

- rap artists 24
- rationality 64–5
  - Sade 75, 77–8, 81
- Real, the 19–20, 29–30, 31, 33, 34
- Reed, M. 22–3
- refugees 98
- Rehn, A. 112
- relational valuations 43, 54–5
- representation 7, 27–39
  - critique of 18–20
    - Lacanian concepts 29–34
    - limits of enterprise culture 27–30
    - sublime object 7, 27, 37–9, 75
- republicanism 78–9
- research 112–13
  - lack of creativity and innovation in 2–3
- resistance 24–5, 28–9
- restriction 107, 108, 109
- restrictive economy 66
- Ricardo, D. 45–6, 51–2
- risk taking 15, 16, 93, 95
  
- Sade, Marquis de 7–8, 70–85, 86, 102
  - as entrepreneur 75–81
  - libertine 73–5
  - why Sade is not an entrepreneur 81–3
- Salo, or, The 120 Days of Sodom* (Sade) 75, 77
- Say, J.B. 47, 49, 59–60
- Schmitt, C. 95–6, 97
- Schumpeter, J. 3, 11, 46–8, 50, 52, 58, 76
- self/subject
  - failure to identify the entrepreneur using 35–7
  - lack in the subject 33, 34
  - mirror stage 32–3
  - sense of 15, 16
- self-interest 84
- self-reliance 35
- sexuality
  - institutional entrepreneurship 72–3
  - libertines 73–5
  - Sade as institutional entrepreneur 76–81
- shame 80
- skull 33
- slavery 91–2
  
- Smith, B.H. 42
- snake-head gangs 88–9, 92, 94
- social construction of entrepreneurship 12–14
- social entrepreneurship 10, 84
- social functions of excess 61–4
- social structures *see* structural factors
- socialisation
  - of entrepreneurship 111–12, 112–13
  - of production and economic life 108, 111
- Sørensen, B.M. 87
- sovereignty
  - Sade 79–80, 81, 84
  - state of exception 97–8
- space travel 60–61
- Spencer, R. 89
- state 8, 100
  - of exception 97–9, 100
  - policy 11, 36, 113–14
- sterile class 44
- Steyaert, C. 3, 12
- street dwellers 1
- street traders 86
- structural factors 11, 12, 16–17, 36–7
  - critique of structural limitations 18, 22–3
- subject *see* self/subject
- subjugation 21
- sublime object 7, 27, 37–9, 75
- Symbolic 19–20, 31, 34
  
- Thompson, P. 23, 28
- Thomson, A. 93
- Tito, D. 60–61
- Tozer, J. 90, 93
- trade 63
  - foreign 44
- traits, personality 11, 12, 85, 103
- transitional economies 104
- trinity formula 45–6, 51–2
- truth 3
  - two concepts of 4
- Turgot, A.R.J. 45, 52
- Turner, B. 20–21
  
- uncertainty 50
- unconcealing, truth as 4
- unconditional sovereignty 79–80

- undecidability 109
- underground economy 86–7, 93, 99
  - see also* illegal immigrants
- United Kingdom (UK)
  - Chinese cockle-pickers 8, 87–95
  - failures in asylum system 89–90
- United States 100
  - underground economy 86, 87
- unity, discursive 18–20
- unmasking 3–5
- use of discourse 24
- utility, production of 11–12
  
- value 114
  - creation of 105
  - genealogy of *see* genealogy of valuation
- value claims 52–3
- Veblen, T. 57, 61–3, 64
- Velamuri, S.R. 105
- victimhood 91–2
  
- violence 77, 79–80
- virtue 35
  
- wages
  - Chinese cockle-pickers 92–3
  - entrepreneur 49, 50
- Ward, D. 91
- wastage 56–69
  - see also* excess
- Watts, J. 90, 91
- wealth 43–4
- weapons 62
- Weick, K. 22
- Woodley, T. 92
- working conditions 92–3
- working poor 54
- workplace resistance 24–5, 28–9
- world, understanding the 13, 14
  
- Zhao Xiao Qing 89
- Žižek, S. 19, 30, 37–8, 82–3

