

Index

- Abernathy, W. 49
Aboud, J. 50
Abrahamson, E. 234
absorptive capacity *see* organisational absorptive capacity
Acs, Z. 4, 45
Adler, P. 81
Agrawal, A. 39
Ahlstrand, B. 51
Alberti, F. 26, 29, 43, 75, 227, 232, 234
Albino, V. 3
Alessi 8, 87, 94, 96, 97, 102
 capacity to innovate 109, 110, 174
 company development 102–8
 comparison with industrial district 111, 112
 comparison with industry sector 110, 111
 consequences of entrepreneurial growth on industrial district 222–3
 design and product diversification 100, 101, 104, 105, 106, 109, 110–11
 employee numbers 108, 111, 112
 joint ventures 108
 new markets 166, 171–2
 new processes 166, 173–5
 new products 166, 167–9, 216
 operating income, net profit and profitability 112
 organisational mechanisms for the acquisition of resources and competencies
 gatekeepers and boundary spanners 198, 205–7
 inter-organisational relations 198, 201–2
 recruitment and training 197, 198
 organisational mechanisms for the combination of resources and competencies
 functional level 209, 213–14
 strategic level 209, 210–11
 production moved abroad 107
 quality production 103, 109
 resources and competencies
 human capital 184, 188–9
 intellectual capital 184, 192–4
 tangible capital 184, 185–6
 sources of opportunities
 external 178, 181–2
 internal 178, 179
 turnover 108, 109–10, 111, 112
 see also houseware industry; Verbano-Cusio-Ossola houseware district
Alessi, A. 213
Allen, J. 42, 44, 45
Allen, T. 79
Alvarez, S. 69
Amabile, T. 73
Amatori, F. 2, 30
Amin, A. 37
Amit, R. 11, 70
Antonelli, C. 30
Appleyard, M. 77
Ardichvili, A. 61, 62, 64
Argote, L. 78
Arrighetti, A. 28
Asch, D. 42
Asheim, B. 1
Audretsch, D. 4
Azzariti, F. 199
Baden-Fuller, C. 3, 36, 39, 58, 225
Bagnasco, A. 2, 30
Bailey, K. 9
Bamford, J. 18

- Barney, J. 69
 Baron, R. 74
 Baroni, D. 17
 Barringer, B. 83
 Barron, F. 73
 Basadur, M. 73
 Baumol, W. 47
 Becattini, G. 1, 2, 16, 17, 18, 22, 23, 24,
 25, 26, 27, 28, 30, 31, 32
 Becker, G. 63
 Bell, M. 225
 Bellandi, M. 17, 23
 Belluno industrial district 148, 151–2
 China, competition from 154
 network of small specialised firms 152,
 153–4
 structure and performance 152–3
 vertical integration 153–4
 see also eyewear industry; Luxottica
 Belussi, F. 31, 33, 42
 Benko, G. 16
 Benton, L. 16
 Berger, S. 52
 Best, M. 23
 Bettiol, M. 176
 Bettis, R. 62
 Biggiero, L. 29, 31, 37, 225, 232, 234
 Bluedorn, A. 83
 Blyler, M. 77
 Boari, C. 3, 38, 39, 40, 220
 Bosa, M. 176
 Boschma, R. 2, 39, 219, 222, 225, 228,
 229, 231, 234
 boundary spanners and gatekeepers
 case studies 198, 205–8
 leading firms 224–5
 brainstorming 82
 Bramanti, A. 30
 Breschi, S. 224
 Brock, W. 45
 Brockhaus, R. 51
 Brunetti, G. 151
 Brusco, S. 2, 18, 23, 30, 34
 Buchholtz, A. 50
 Buckley, J. 42
 Burgelman, R. 52, 53, 83
 Bursi, T. 35
 Burt, R. 77
 business networks 17
 Cainelli, G. 3, 39, 220
 Camagni, R. 1
 Camp, M. 51
 Camuffo, A. 151, 169
 Cantillon, R. 46
 Carnevali, F. 30
 Carree, M. 45
 Cassia, L. 232
 Casson, M. 42, 61, 67
 Castillo, J. 16
 Castronovo, V. 30
 Cawthorne, P. 16
 Cazzola, F. 205
 Chandler, A. 50
 Chrisman, J. 4, 45, 60, 68
 Church, R. 51
 Ciciotti, E. 30
 Cillo, P. 29
 Clark, K. 49, 70
 Cockburn, I. 39, 81
 Coda, V. 44, 55, 68
 Coff, R. 77
 coffee industry 129–30
 Italy 131–4
 multinational companies 129–30
 supply chain 136
 see also Illycaffè; Trieste coffee
 district
 Cohen, M. 64, 65, 79, 82, 229
 Coleman, J. 77
 Colli, A. 2, 30
 Collins, M. 223
 competitive information 43–4
 consequences of entrepreneurial growth
 on industrial districts 222–5, 231
 Cooke, P. 1, 2, 227
 Corbetta, G. 46, 56, 83
 Corò, G. 31, 42, 119
 corporate entrepreneurship *see* firm-level
 entrepreneurship
 corporate venturing 60, 61
 Covin, J. 51, 57
 cross-case analysis 6–7, 165–6, 167, 220
 Daft, R. 81
 D’Aveni, R. 42
 Davidsson, P. 3, 4, 5, 6, 51, 84, 216, 220
 Day, G. 41
 De Toni, A. 132
 DeGregorio, D. 66

- Dei Ottati, G. 3, 23, 27, 30, 32, 39, 220, 232
 Delmar, F. 4, 220
 Dematteis, G. 31
 Denrell, J. 62, 64
 deregulation 42–3
 Dess, G. 45, 51, 59, 232
 Dessain, V. 213
 determinants of firm-level
 entrepreneurship 69, 70, 218, 221
 model of entrepreneurial growth in industrial districts 225–8
 need to extend activities beyond the district 227, 229
 see also directions of firm-level entrepreneurship; organisational mechanisms for the acquisition of resources and competencies; organisational mechanisms for the combination of resources and competencies; resources and competencies; sources of opportunities
 directions of firm-level entrepreneurship 67–8, 167
 continuous entrepreneurship 216, 228
 new markets
 case studies 166, 171–3
 new processes
 case studies 166, 173–7
 new products
 case studies 166, 167–70
 division of labour 35
 Dosi, G. 2
 Drazin, R. 4
 Drucker, P. 71, 81
 Duncan, R. 83
 Dunford, M. 16
 Dutton, J. 83

 Eisenhardt, K. 6, 8, 9, 10, 69, 71, 82, 165, 166, 216, 220
 Elster, J. 48
 Enright, M. 17, 18
 entrepreneurial opportunities *see*
 directions of firm-level entrepreneurship
 entrepreneurship theory 4–6, 11, 46–52
 characteristics of entrepreneurs 48–9
 definitions 4, 46–7
 growth 4, 5, 6
 innovation 49, 50
 management and entrepreneurship 50–52
 opportunity 4, 5, 6
 role of entrepreneurs 47, 48, 49
 technological regimes 49, 50
 Evans, D. 4, 45
 eyewear industry 145
 fashion objects 153
 Italy 147, 148, 149, 150
 Asian competition 150
 brand licences 146–7
 exports 148, 149, 150
 forwards integration 149–50
 large firms 148, 149
 market share 146, 147, 150
 product diversification 150
 small firms 149
 turnover 147, 148
 market segments 145–6
 see also Belluno industrial district; Luxottica

 Fattore, M. 232
 Ferrucci, L. 25, 35, 36
 firm growth 3, 39, 40
 growth as a reflection of the firm's entrepreneurship 4, 5, 6, 220
 firm-level entrepreneurship
 concept of 45–6, 53, 54, 55, 56, 59, 60–61, 68
 corporate venturing 60, 61
 degree of entrepreneurship 68
 entrepreneurial intensity 59, 60
 entrepreneurial management 56, 57, 59
 knowledge, role of 61–4
 opportunity recognition and exploitation 61–4, 67, 68–9
 resource and knowledge perspective of 69–71
 strategic behaviour 52, 53
 studies on 45–6, 52–61
 types of 58
 variables influencing 57, 58
 see also determinants of firm-level entrepreneurship
 flexible specialisation 21, 35
 Fombrun, C. 234

- footwear industry
 Europe 113, 114, 115
 competition from China 114
 Italy 115–18
 ‘Made in Italy’ products 115
see also Geox; Montebelluna industrial district
- Freeman, J. 31
- Friedman, D. 16
- Fuà, G. 30
- Furlan, A. 169
- Galunic, D. 70, 71
- Garofoli, G. 23, 30
- Gartner, W. 4, 51, 220
- Garud, R. 234
- gatekeepers and boundary spanners
 case studies 198, 205–8
 leading firms 224–5
- geographic agglomerations of firms
 types of 16–19
see also industrial districts
- George, G. 64, 65, 66
- Geox 8, 123
 advertising 176
 breathing membrane 123–4, 125, 169, 183
 China partnerships 126
 clothing range 125, 126, 169, 183
 comparison with industrial district 127, 128
 comparison with industry sector 127, 128
 consequences of entrepreneurial
 growth on industrial district 224
 employee numbers 126, 127, 128
 history of 123–6
 new markets 166, 172–3
 new processes 166, 176, 216
 new products 125, 126, 166, 169
 operating income, net profit and
 profitability 127, 128
 organisational mechanisms for the
 acquisition of resources and
 competencies
 gatekeepers and boundary spanners
 198, 207–8
 inter-organisational relations 198,
 203
 recruitment and training 198,
 199–200
 organisational mechanisms for the
 combination of resources and
 competencies
 functional level 209, 214–15
 strategic level 209, 212
 research 181, 203
 resources and competencies
 human capital 184, 190–91
 intellectual capital 184, 195–6
 tangible capital 184, 187
 sources of opportunities
 external 178, 183
 internal 178, 180–81
 stock exchange listing 126
 stores network 125–6, 176, 208
 training unit 125, 176, 208
 turnover 126, 127, 128
see also footwear industry;
 Montebelluna industrial district
- Gereffi, G. 43
- Gerschenkron, A. 50
- Ghoshal, S. 75, 80
- Gilmore, J. 133
- Ginsberg, A. 50, 54, 55
- Giuliani, E. 225
- Glasmeier, A. 32
- Glassner, B. 9
- globalisation
 effect on industrial districts 42, 43
- Goodman, E. 18
- Govindarajan, V. 81
- Grabher, G. 32, 232, 234
- Grandinetti, R. 42
- Granovetter, M. 32, 50
- Grant, R. 70
- Greiner, L. 4
- group composition 82
- growth of firms 3, 39, 40
 growth as a reflection of the firm’s
 entrepreneurship 4, 5, 6, 220
- Gubrium, J. 9
- Guerrieri, P. 42
- Gumpert, D. 56, 75
- Gupta, A. 81
- Gurisatti, P. 119
- Guth, W. 54, 55
- Hall, P. 15

- Hamel, G. 42, 75
 Hannan, M. 31
 Hargadon, A. 82
 Harrington, D. 73
 Hayek, F. 47, 61, 62, 63, 68
 Helfat, C. 70
 Hellgren, B. 234
 Henderson, R. 81
 Heppard, K. 51
 Herrigel, G. 16
 Hitt, M. 43, 45, 51, 62
 Holstein, J. 9
 Hornaday, J. 50
 Horwitz, P. 51
 houseware industry 87–8
 global market 88, 89, 90, 91
 Italy 89, 90, 91, 93–4
 Asian competition 92, 93, 94
 competitiveness in European markets 93
 distribution channels 92–3
 dominance of big companies 91
 globalised production 94
 innovation and design 92, 93, 94, 95
 joint production ventures 94
 ‘Made in Italy’ production 88, 89, 93, 94
 see also Alessi; Verbano-Cusio-Ossola houseware district
 hub-and-spoke districts 17–18
 Huberman, A. 10, 220
 human capital 26, 73–5
 case studies 184, 188–92
 Humphrey, J. 42, 43
 ‘hypercompetition’ 42, 43

 Iacobucci, D. 3
 Iansiti, M. 70
 Illeris, S. 16
 Illycaffè 8
 company development 138–42
 comparison with industrial district 143
 comparison with industry sector 143–4
 consequences of entrepreneurial growth on industrial district 224
 culture and art 140, 141, 170, 183–4
 Easy Serving Espresso 140
 employee numbers 142, 143
 Eस्पessamente Illy project 140, 141, 170, 173, 205
 innovation and quality 138, 139
 new markets 166, 173
 new processes 166, 176–7, 216
 new products 166, 170, 216
 operating income, net profit and profitability 142–3, 144
 organisational mechanisms for the acquisition of resources and competencies
 gatekeepers and boundary spanners 198, 208
 inter-organisational relations 198, 203–5
 recruitment and training 198, 200
 organisational mechanisms for the combination of resources and competencies
 functional level 209, 215–16
 strategic level 209, 212–13
 resources and competencies
 human capital 184, 191–2
 intellectual capital 184, 196–7
 tangible capital 184, 187–8
 sources of opportunities
 external 178, 183–4
 internal 178, 181
 technology development 140, 141, 142
 turnover 142, 144
 see also coffee industry; Trieste coffee district
 industrial clusters 17
 industrial districts 15, 18
 adaptive system 27
 competition and co-operation 22, 27, 30, 232
 concept of 18, 19, 23
 consciousness, class and locality 28–9
 consequences of entrepreneurial growth 222–5, 231
 definition of firms 35
 diffusion of knowledge 20–21, 221–2
 diseconomies of industrial concentration 21
 division of labour 35
 examples of 15–16
 external economies 19, 20, 21
 firm growth 3, 39, 40
 flexible specialisation 21, 35
 heterogeneity of firms 32–3, 34, 35
 human resources 26

- 'industrial atmosphere' 20, 26
- institutions, role of 28
- Italy 15, 16
 - Italianate variant of industrial districts 16, 22, 23, 24, 29
 - 'made in Italy' industries 16
- leading firms 2–3, 36, 219–20
 - contribution to, and draw on, collective resources 40
 - fostering entrepreneurship in district 38
 - gatekeepers of resources and competencies 224–5
 - growth of 39, 40
 - large firms 37
 - legitimisation of 230
 - role of 38–9, 230
 - strong ties with smaller firms 35–6
 - sustaining entrepreneurial growth 218
 - transmission of technology and knowledge 38, 39
- limits and obstacles 31–2
- literature on firms 32–4, 35, 219
- local community of people 24–5
- local credit system 28
- market 26–7
- Marshallian industrial district 24
- new industrial districts, literature on 21
- openness as precondition for firms' growth 222
- population of firms 25–6
- research on 1, 2, 3
 - classic approach 34, 35
 - emergent approach 34, 35
 - theoretical frameworks 2, 29–31
- resources
 - combining with external sources 218
- socio-economic mixing 20, 22, 23, 24–5
- sources of dynamism 28
- spatial proximity 19
- specialised firms 36
- sustaining entrepreneurial growth 231
- system integrators 37
- technological change 27
- territorial embeddedness 35
- wagon firms 36–7
- information and telecommunications
 - technology
 - management of knowledge and intangible assets 43
- Innocenti, R. 30
- intellectual capital 75, 76
 - case studies 184, 192–7
- inter-organisational relations
 - case studies 198, 201–5
- intra-organisational connectedness 80–82
- Invernizzi, G. 46, 55, 56
- Ireland, D. 51
- Jansen, J. 64, 80, 81
- Jarillo, J. 4, 46, 55, 59, 71
- Jaworski, B. 80
- Jennings, D. 83
- Jick, T. 9
- Kanter, R. 81, 83
- Kaplan, S. 42
- Kazanjian, R. 4, 69
- Kholi, A. 80
- Kim, L. 65
- King, A. 81
- Kinnear, T. 41
- Kirzner, I. 47, 49, 61, 68
- Knight, F. 46
- Knorringa, P. 37
- knowledge
 - diffusion of 20–21, 221–2
 - leading firms
 - transmission of technology and knowledge 38, 39
 - organisational absorptive capacity 64–5
 - resource and knowledge perspective of firm-level entrepreneurship 69–71
 - role of knowledge in firm-level entrepreneurship 61–4
 - see also* determinants of firm-level entrepreneurship
- Koestler, A. 66
- Kogut, B. 71, 75
- Kristensen, P. 16
- Krugman, P. 1
- Kuratko, D. 51, 67, 68, 83
- Kwon, S. 81
- Lambooy, J. 2, 219
- Lampel, J. 51

- Lane, P. 64
 Lassini, U. 5
 Lawson, C. 31
 Lazerson, M. 2, 18, 28, 32, 34, 35, 37, 38, 39, 219
 Lazzeretti, L. 31
 leading firms *see* industrial districts
 Lengel, R. 81
 Lenox, M. 81
 Levinthal, D. 64, 65, 79, 82, 229
 Liao, J. 218
 Lipparini, A. 2, 3, 34, 35, 36, 37, 38, 39, 205, 220
 Lissoni, F. 224
 Livesay 4, 220
 local/regional industrial systems 17
 Lomi, A. 2, 37, 38
 Lorenzoni, G. 2, 3, 32, 34, 35, 36, 37, 38, 39, 219, 225
 Low, M. 4, 51
 Lubatkin, M. 64
 Lumpkin, G. 59, 83
 Luxottica 8
 acquisition of brands 158–9, 175
 company profile 155
 comparison with industrial district 161
 comparison with industry sector 161
 consequences of entrepreneurial growth on industrial district 223
 corporate governance 159
 corporate growth 155–9
 employee numbers 160, 161
 encouragement of employees to start own businesses 151–2
 expansion of production 157
 forwards integration 156, 175
 international expansion 156, 157, 172
 manufacturing know-how 156
 new markets 166, 172, 216
 new processes 166, 175
 new products 158, 159, 166, 169
 operating income, net profit and profitability 161–2
 organisational mechanisms for the acquisition of resources and competencies
 gatekeepers and boundary spanners 198, 207
 inter-organisational relations 198, 202–3
 recruitment and training 197, 198–9
 organisational mechanisms for the combination of resources and competencies
 functional level 209, 214
 strategic level 209, 211–12
 partnerships with the fashion world 157–8, 182
 premium-luxury market 158
 product mix towards sunglasses 158, 159, 169
 resources and competencies
 human capital 184, 189–90
 intellectual capital 184, 194–5
 tangible capital 184, 186–7
 sources of opportunities
 external 178, 182
 internal 178, 179–80
 stock exchange listing 158, 159
 structure 155
 turnover 160, 161
 see also Belluno industrial district; eyewear industry
 Lyskey, M. 47, 51
 MacMillan, I. 4, 51, 66, 69
 ‘made in Italy’ industries and products 16, 88, 89, 93, 94, 115
 Malberg, A. 31
 Malerba, F. 1, 50
 Malipiero, A. 3, 38, 39, 227, 229, 234
 management
 guiding entrepreneurial growth 228–9
 Mansfield, E. 77
 Marchi, G. 35
 Markusen, A. 2, 15, 18, 22, 24, 29
 Marshall, A. 1, 2, 15, 19, 20, 21, 22, 24, 25, 26, 47
 Marsili, O. 50
 Martin, J. 69, 71
 Maskell, P. 31
 May, E. 79
 Mazzon, P. 199
 McClelland, D. 50
 McGrath, R. 50, 51, 66, 69
 Melin, L. 234
 Mendini, A. 194
 Menger, C. 47
 Meyer, G. 51
 Michael, S. 44

- Miles, M. 10, 220
 Miller, D. 53, 54, 59, 82, 83
 Miller, J. 9
 Miner, A. 82
 Minoja, M. 2, 38
 Mintzberg, H. 51, 81
 Molteni, M. 46, 55, 56, 57
 Montebelluna industrial district 118–19
 challenges for firms 122–3
 exports 122
 offshore production 121
 product diversification 119, 121–2
 ski-boot production 119
 structure and performance 119–20
 types of firm 120–21
 see also footwear industry; Geox
 Montgomery, D. 41
 Moon, Y. 106, 213
 Moorman, C. 81, 82
 Moranti, E. 3
 Morris, M. 51, 59, 60, 67, 68, 83
 Morrison, A. 3, 39, 224, 225, 229
 Mowery, D. 65
 Mumford, M. 82
 Murphy, K. 63
- Nahapiet, J. 75
 Naldi, L. 43
 Nardin, G. 35
 Nelson, R. 49, 63, 70, 71, 228
 Neustadt, R. 79
 new competitive landscape 41–5
 competitive information 43–4
 deregulation 42–3
 globalisation 42, 43
 ‘hypercompetition’ 42, 43
 information and telecommunications
 technology
 management of knowledge and
 intangible assets 43
 innovation and renewal as a source of
 success 44, 45
 social environment, changing 44
 technological change 43
 new markets
 case studies 166, 171–3
 new processes
 case studies 166, 173–7
 new products
 case studies 166, 167–70
- Nonaka, I. 31
 Normann, R. 82
 Norton, P. 42
 Novello, P. 28
 Nuti, F. 30
- Omegna district *see* Verbano-Cusio-
 Ossola houseware district
 opportunity recognition and exploitation
 4, 5, 6, 61–4, 67, 68–9
 knowledge, role of 61–4
 organisational absorptive capacity 64, 65
 accessing and assimilating external
 knowledge 65–6
 knowledge, role of 64–5
 transforming and exploiting accessed
 external knowledge 66
 see also organisational mechanisms for
 the acquisition of resources and
 competencies; organisational
 mechanisms for the combination
 of resources and competencies
 organisational mechanisms for the
 acquisition of resources and
 competencies 77–9, 197, 217, 222,
 228, 229
 gatekeepers and boundary spanners
 case studies 198, 205–8
 inter-organisational relations
 case studies 198, 201–5
 recruitment and training
 case studies 197, 198, 199–200
 see also organisational absorptive
 capacity
 organisational mechanisms for the
 combination of resources and
 competencies 79–80, 208–9, 218,
 229
 functional level 80–82
 brainstorming 82
 case studies 209, 213–16
 group composition 82
 intra-organisational connectedness
 80–82
 strategic level 82–3
 case studies 209, 210–13
 see also organisational absorptive
 capacity
 Ornati, O. 35, 36
 Orsenigo, L. 1, 50

- Osborn, A. 82
 Owen-Smith, J. 39, 225
 Oxley, J. 65
- Paci, M. 30
 Paleari, S. 232
 Parri, L. 30
 Penrose, E. 3, 4, 5, 71, 75, 220
 Pesciarelli, E. 48
 Peterson, R. 52
 Pettigrew, A. 6, 7, 50, 228
 Pilotti, L. 31, 33
 Pinchot, G. 54
 Pine, B. 133
 Piore, M. 1, 2, 18, 21, 23, 30, 32, 33, 34, 40
 Pistarelli, P. 205
 policy makers
 recommended interventions 230
 Poni, C. 31
 Porter, M. 1, 2, 15, 17, 18
 Portes, A. 77
 Powell, W. 39, 225
 Prahalad, C. 42, 75
 Provasi, G. 2, 30
 Pyke, F. 16, 18, 23, 34
- Rabellotti, R. 2, 16, 33, 40, 219
 recruitment and training
 case studies 197, 198, 199–200
 Reed, T. 43, 45
 regional clusters 17
 research method 6–10
 case selection 7–8
 contributions of the study 231–2
 cross-case analysis 6–7, 165–6, 167, 220
 data analysis 9–10
 data collection 8–9
 further research 233–4
 limitations of the study 232–3
 theory building 10
 resources and competencies 73, 184–5, 217
 human capital 73–5
 case studies 184, 188–92
 intellectual capital 75, 76
 case studies 184, 192–7
 tangible capital 75–6
 case studies 184, 185–8
- see also* organisational absorptive capacity; organisational mechanisms for the acquisition of resources and competencies; organisational mechanisms for the combination of resources and competencies
- Ressico, A. 37
 Ricardo, D. 47
 Rindfleisch, A. 81
 Roberts, K. 75
 Robins, K. 37
 Rodan, S. 70, 71
 Romano, P. 169
 Ronstadt, R. 62
 Rossi, A. 119
 Rullani, E. 17, 31
- Sabel, C. 1, 2, 18, 21, 23, 30, 32, 33, 34, 40
 Salaman, G. 42
 Salvato, C. 5, 194, 210, 223
 Sammarra, A. 29, 42
 Sandberg, W. 51
 Santarelli, E. 48
 Sapelli, G. 30
 Sarasvathy, D. 74
 Sathe, V. 68
 Saxenian, A. 2, 15, 17, 18, 23, 39
 Say, J. 46, 47
 Schendel, D. 46
 Schmitz, H. 2, 16, 33, 37, 40, 42, 43, 219
 Schoemaker, J. 70
 Scholhammer, H. 52
 Schumpeter, J. 4, 47, 48, 49, 50, 58, 61, 62, 67, 71
 Sciascia, S. 43
 Scott, A. 2, 23, 29
 Seale, C. 10, 221
 Sengenberger, W. 16, 23, 34
 Senn, L. 30
 Seravalli, G. 28
 Sexton, D. 50, 51, 59, 60
 Sforzi, F. 2, 17, 18, 23, 29
 Shane, S. 4, 5, 51, 52, 61, 62, 63, 67, 73, 76, 227, 229, 234
 Shapero, A. 50
 Sharma, P. 4, 45, 60, 68
 Simon, H. 75, 82
 Sinatra, A. 26, 55

- Sjoman, A. 213
 Slevin, D. 51, 57
 Smith, A. 46, 47
 Smith, K. 66
 social environment, changing 44
 Solinas, G. 17
 sources of opportunities 71–3, 177, 217
 external 71, 72
 case studies 178, 181–4
 internal 71, 72
 case studies 178, 179–81
 mix of internal and external sources 217
 specialised firms *see* industrial districts
 Spender, J. 71
 Staber, U. 2, 17, 27, 30, 31
 Stevenson, H. 4, 45, 46, 55, 56, 59, 71, 75
 Stopford, J. 58
 Storai, D. 31
 Storey, D. 44
 Storper, M. 2, 29
 Sutton, J. 49
 Sutton, R. 82
 system integrators 37
- Tabrizi, B. 82
 Tallman, S. 2
 tangible capital 75–6
 case studies 184, 185–8
 technological change 43
 Teece, D. 70, 71
 Ter Wal, A. 2, 39, 219, 222, 225, 228, 229, 231, 234
 territorial embeddedness 35
 Thomas, H. 44
 Thurik, A. 45
 Timmons, J. 50
 Tinacci Mossello, M. 29
 Tomasetto, V. 26
 Tracogna, A. 132
 training and recruitment
 case studies 197, 198, 199–200
 Trieste coffee district 134
 cooperation 138
 exports 135
 limitations 137
 processing stages covered 136–7
 structure and performance 134–5
 see also coffee industry; Illycaffè
- Trigilia, C. 23
 Troilo, G. 29
 Tsai, W. 64, 80
 Tushman, M. 79
- Ucbasaran, D. 51
 Ugolini, M. 26
 unspecialised local productive systems 17
- Vaccà, S. 30
 Vagaggini, V. 29
 Varaldo, R. 25, 35, 36
 Venkataraman, S. 4, 5, 6, 52, 61, 62, 67, 73
 Verbano-Cusio-Ossola (VCO) houseware district 95–7
 Asian competition 99, 101
 communication 101–2
 counterfeiting 101
 decline of 97
 emerging countries, competition from 101
 firms' strategies 100
 high-quality brands 100, 101
 mergers and acquisitions 100
 offshoring of production 99
 product diversification 97
 relationship between large and small firms 99
 structure and performance 97–100
 supply chain 98–100
 see also Alessi; houseware industry
- Vernon, R. 42
 Vesper, K. 46
 Viesti, G. 34
 Vinelli, A. 169
 Visconti, F. 2, 35, 36, 38, 39, 40, 219, 230
 Viteritti, A. 30
 Von Hippel, E. 75, 77
 Von Mises, L. 47, 49
 Von Wieser, F. 47
- wagon firms *see* industrial districts
 Wall, S. 75
 Weber, A. 19
 Weber, M. 50
 Weick, K. 75
 Welsch, H. 218

- Wernerfelt, B. 69
Whitford, J. 3, 39, 220
Wigren, C. 15, 25
Wiklund, J. 4, 5, 220
Winter, S. 49, 50, 63, 70, 71, 228
Yin, R. 6, 7, 8, 10, 220, 221, 227
Zacchia, C. 30
Zagnoli, P. 15
Zahra, S. 45, 51, 54, 57, 58, 64, 65, 66,
81, 82
Zander, U. 71, 75
Zook, C. 42, 44, 45
Zucchella, A. 224