Index

abandoned versus not-yet-abandoned business ventures 194–5
academic knowledge, matching with practitioner knowledge 213–16
Academy of Management 11, 46–7, 99, 100
Academy of Management Journal 186
acceptable performance 208
acquisition 204–5
Acs, Z.J. 13, 48, 49, 74, 113, 127
agricultural sector 218
AGSE Research Exchange 99, 185
al-Qaeda 61
Alberti, F. 217
Aldrich, H.E. 4, 14, 18, 28, 34, 50, 52, 53, 54, 59–60, 62, 64, 74, 88, 125, 129, 150, 151, 156, 163, 165, 166, 172, 205
Alsos, G.A. 194
Alvarez, S.A. 10, 76
Amit, R. 17, 76, 149, 153
Anderson, J.R. 128, 176
Anderson, P. 64
architectural woodwork firms, North American 110
archival data 51–2, 56, 101, 163–5, 204
Ardichvili, A. 196
arenas for entrepreneurship, location of 218–19
attrition 54, 139, 171
Audretsch, D.B. 13, 48, 49, 74, 113, 127
Auster, E.R. 88
Austrian economics 16, 125
automated restaurant industry 54, 108
Aviad, P. 190–91
Babson conference 13, 99
Baker, T. 6, 14, 50, 54, 59–60, 166, 172, 206
bankruptcies 194
Barker, R.G. 172
Barney, J.B. 10, 24, 43, 62, 76, 77, 88, 153
Baron, R.A. 27, 108, 146, 149, 151, 153, 175
Baum, J.R. 90, 100, 110, 111, 113, 116, 146, 155–6, 159
Baumol, W.J. 6, 16, 35, 41, 60, 62
BCERC (Babson conference) 13, 99
Beckman, S. 61
behavioral economics 106
behavioral view on entrepreneurship 31–3, 34, 74, 125, 223–4
Bergkvist, Yngve 38, 74
Bernstein, I.H. 167
best practice 224
Bhave, M.P. 11, 16, 17, 18, 20, 30, 39, 44, 53, 63, 64, 75, 76, 77–80, 82, 84, 86, 89, 130, 133, 135, 137, 138, 149, 174
biotechnology 110
Birch, D.L. 202, 226–7
Black, S.E. 118
Blossfeld, H.-P. 140
Bolton, J.E. 113, 169
Braunerhjelm, P. 74
bricolage 206
Brockhaus, R.H. 73, 152, 218
Brown, T. 113, 168
Brundin, E. 173
Bruns, V. 176
Brush, C.G. 27, 175, 189
Bruyat, C. 14, 61
Bull, I. 30, 46
bureaucratization 116
Burke, P.J. 61
Busenitz, L. 13, 14, 29, 43, 153, 223
business dynamics 191–3
business performance distinction between entrepreneurial performance and 156 interpretation of indicators 207–9
see also relative performance
Index

business planning 76, 81, 83, 84, 86–7, 88, 89–90, 95, 132, 155, 176, 195
business platform model 141
business registers 51–2, 129–30, 132
business as usual 20–21, 41
buy-outs 25, 40
Bygrave, W.D. 50
Cacioppo, J.T. 214
Calgary, petrol station population in 108
Carland, J.H. 73
Carree, M. 193
Carter, N.M. 5, 32, 33, 36, 37, 40, 44, 76, 77, 84, 126, 128, 130, 132, 138, 140, 141, 149, 165, 195
Carter, S. 11
case studies 130, 138, 166, 172–4
cash flow 132, 158
Casson, M. 30, 35, 63
catalyst ventures 22, 23, 41–2
causation process 80–81, 88, 89
CAUSEE see Comprehensive Australian study of entrepreneurial emergence (CAUSEE)
celebrity entrepreneurship 108
censored regression 120
census studies 109, 163
certainty 31, 35
Cetorelli, N. 118
Chaiken, S. 153
Chandler, G.N. 13, 44, 45, 50, 51, 52, 54, 56, 62, 83, 86, 107, 134, 135, 137, 139, 159, 166, 223
Chell, E. 218
Cho, H.-J. 198, 208
Chrisman, J.J. 29
Christensen, C.M. 202
Church, A.T. 61
Cialdini, R.B. 84, 177
Ciavarella, M.A. 154
Cliff, J.E. 4, 110–11, 113, 116
Coase, R.H. 62
cognitive psychology 86, 128, 152, 161
Cohen, J. 107, 136, 171
Cohen, W.M. 45, 62
cohort analysis 202–4
Cole, A.H. 20–21, 30, 46, 62
Collins, D.J. 62
communication to start-up 76, 82
escalation of 195
common method bias 168–9
comparison group 160
Comprehensive Australian study of entrepreneurial emergence (CAUSEE) 5, 100
confounding variables problem 105
conjoint analysis 108, 176
Conner, K. 62
consideration sets 86
construct validity 168
consulting 222–3, 224
contact information 96
control variables 4, 54, 105, 107, 115, 116, 133
in psychological research 155, 156, 175
Cooper, A.C. 14, 45, 128, 189, 208, 225
copyright 95
core rigidities 190
corporate entrepreneurship 30, 74, 75, 148
counterfactual thinking 153
Covin, J.G. 150
Craig, C.S. 52, 130
Crampton, S.M. 168
creative destruction 190–93, 205
credit 95
Cronbach’s Alpha coefficient 167–8
Cummings, J.N. 172
Curran, J. 172
Curtin, R.T. 100
Dahlqvist, J. 86, 134, 193, 208, 217
de Koning, A. 30, 35, 37, 39, 76, 173, 174
de Wit, G. 164, 165
decision-making modes 86–7
degrees of entrepreneurship 23–5
Delmar, F. 3, 44, 48, 53, 54, 55, 57, 64, 73, 77, 83, 84, 99–100, 126, 127, 130, 132, 137, 139, 141, 151, 152, 153, 156, 158, 159, 163, 165, 171, 185, 193, 194, 195, 202, 204, 205, 208, 218
demand, generation of 77
see also marketing
Demsetz, H. 27, 30, 161
deregulation 19–20, 118, 218
design issues, general 50–51
Dess, G.G. 14, 25, 28, 29, 40, 62, 148, 150
DeTienne, D. 29, 108
Diamantopoulos, A. 167
diffusion research 63–4
Dillman, D.A. 169, 170
Diochon, M. 194, 195
direct effects model 151
discovery
different propensities for 42, 43–4
entrepreneurial orientation and 40
ethnographic case studies and 173
Gartner’s perspective on 32, 33
interrelatedness of exploitation and 39–40, 58, 77, 79–80, 89, 126
Kirzner’s perspective on 27
labouratory research and 176
meaning of 39, 76
sampling issues associated with 51–2, 53
scholarly domain encompassing 45, 58, 126
Shane and Venkataraman’s perspective on 33
systematic approach to 83–4, 86
validated measures of 56
disequilibrium approach 29, 34
disposition-based view 13
distal variables 110, 218
distribution costs 217
Douglas, S.R. 52, 130
driving the market process 16, 18, 23, 24, 25, 29, 47, 57
Drucker, P. 15, 42
duration of start-up process 54, 133, 135, 158
DuRietz, A. 116
Eagly, A.H. 153
Eastern Europe 218
Eckhardt, J. 29, 31, 34, 35, 36, 37, 39, 62, 63, 77, 119–20, 208
economic psychology 106
economics 230
education, entrepreneur’s 96, 120–21, 159, 164, 165, 167
effectuation process 80–83, 86, 87, 89, 108, 224
Ehrens, R. 217
Eisenhardt, K.M. 110
Eliasson, G. 42
emergence
behaviors in process of 31–3, 125
capturing early stages of 49, 51, 126
existing theories and 48, 127–8
of new goods or services 29, 33–4
priority given to research on 59, 125–6
scholarly domain encompassing 58, 126
uncertainty surrounding 36
employees
hours worked by 96
number of 96, 113, 137–8, 169
well-being of 197–8
employment growth 202–5, 207, 226–7
Ensley, M.D. 61, 76, 88, 90, 119, 155, 156
entrepreneur status 153
entrepreneurial career performance 154, 156, 163
entrepreneurial knowledge 45, 86, 108
entrepreneurial orientation (OE) scale 113–14, 150
entrepreneurial performance 156, 169–70
entrepreneurial process 33, 149
definition of 75–7
duration of 54, 133, 135, 158
entrepreneurial education and 73–5, 89–90
ethnographic case studies and 173
existing theory and 48
labouratory research suitable for studying 175–6
longitudinal research necessary for studying 51, 54, 59, 60, 171, 173
as a matching problem 85–9
method issues in study of 125–42
data analysis 140–41
sampling and data collection 54–6, 128–39, 158
theory challenge 127–8
sequence of activities in 39–40, 83–4
types of 77–82, 89, 133–4, 135
advantages and disadvantages associated with 82–5
entrepreneurial scripts 153
entrepreneurs, characteristics of 30, 73, 110, 116, 119, 147, 150–54, 174, 218, 224–5
related to success of specific firm or venture 154–7
entrepreneurship
degrees of 23–5
developments in research into 13–15
distinctiveness of the entrepreneurial domain 47–50, 58
interpreting performance in research on independent entrepreneurship 189–209
method challenges in entrepreneurial research 50–57, 58
psychological research 146–78
as a scholarly domain 27–46, 58, 126
combining Gartner’s and Venkataraman’s perspectives 33–4
core research questions 40–45
Gartner’s view 31–3
meaning and interrelatedness of ‘discovery’ and ‘exploitation’ 39–40
uncertainty and opportunity 34–9
Venkataraman’s view 28–31
as a societal phenomenon 15–26, 57–8
as a teaching subject 46–7, 57
environment 88–9, 116, 157, 172, 174
equipment 95
Erikson, T. 29
escalation of commitment 195
Escher, S. 155
ethnographic case studies 172–3
evaluation 176
Evans, M.G. 108, 110
event history analysis 3, 57, 140–41, 194
experience effects 198
experiments 27, 107–9, 110, 165–6, 174, 176
see also laboratory research
expert versus novice entrepreneurs 86–7, 108, 161, 162, 176–7
explanatory variables 103
control variables correlated with 116
correlation and interrelation between 104–7
non-correlated 103–4
exploitation
different modes of 33–4, 42, 44, 136
different propensities for 42, 43–4
ethnographic case studies and 173
expert versus novice status and 86–7
entrepreneurial orientation and 40
failure due to poor exploitation 37
Gartner’s perspective on 32
interrelatedness of discovery and 39–40, 58, 77, 79–80, 89, 126
Kirzner’s perspective on 27
laboratory research and 176
meaning of 76–7
sampling issues associated with 51–2
scholarly domain encompassing 45, 58, 126
Shane and Venkataraman’s perspective on 33
validated measures of 56
external funding 119–20
externally stimulated process 78, 80, 89, 133, 135
face validity 168
failed ventures 21, 23, 26
interpreted as ‘failure’? 41–2, 101, 164, 189, 205, 206
interpretation of business performance indicators 207–8
macro view 190–93
micro view 193–6
policy implications 206–7
Fayolle, A. 100, 125
Federal Express 87
feedback loops 79, 84, 87
Fichman, M. 172
Fiet, J. 27, 28, 30, 44, 46, 53, 83, 86, 175
finance 95
Index

financial bootstrapping 114, 206
financial performance, relative 44–5, 56, 140, 156, 195, 208
Fink, A. 139, 169, 170
firm growth see growth
firm size
case studies on 172
composition in Sweden 137–8
control variable for 116
number of ventures varying with
135–6
firm value 208
first mover advantages 198
fit, issues of 45
fixed effects estimation 118
forecasting 76
formative index 167
Fornell, C. 106
Foss, N.J. 62
four card problem 187
franchising 86, 106
frequency problem 52–3
Frese, M. 5, 146, 153, 154, 155, 168
Fritsch, M. 118
full cycle social psychology 177
Gaglio, C.M. 35, 39, 76
Galunic, D.C. 62
Gartner, W.B. 3, 10, 14, 15, 25, 29, 30, 31–3, 36, 37, 40, 46, 47, 52, 58, 61, 62, 74, 76, 77, 100, 115, 125, 126, 127, 128, 132, 141, 147, 148, 149, 151, 158, 165, 172, 194, 218, 223
Gasse, Y. 61, 218
Gates, Bill 227
‘gazelles’ 202
GEM see Global Entrepreneurship Monitor (GEM)
gender effects 116, 117, 175
geographical market expansion 18–19, 40
gestation activities 76, 95–7, 132, 141, 158
Ghoshal, S. 36, 45
Gimeno, J. 41, 57, 62, 120–21, 140, 196, 208
Global Entrepreneurship Monitor (GEM) 125, 131
goals, perceptions of 216
Gratzer, K. 18, 54, 62, 108
Greater Vancouver Regional District, law firms in 110–11
Greene, P.G. 62
Grégoire, D. 14, 149
Grey, C. 217
grouped data regression 120–21
growth
expected consequences related to growth willingness 111–13, 115–16, 197–8
as indicator of success? 189–90
interpretation of business performance indicators 208
macro view 202–5
micro view 196–202
policy implications 207
and profitability 198–202, 207
Gump, P.V. 172
Gunnarsson, J. 165
Gustafsson, V. 86, 108, 155, 161, 175, 176
habitual versus novice entrepreneurs 160–61
Hair, J.F. 139
Hanks, S.H. 45, 62
Harrison, R.T. 114
Headd, B. 193, 194, 208
Hébert, R.F. 14
Henrekson, M. 74, 116, 131
heterogeneity 11, 58, 126
of business founders 73, 224–5
and characteristics of venture ideas 40
dealing with in analysis 4, 99, 115–21, 140
accepting partial explanation 115–16
including control variables 116–17
modeling heterogeneous effect 118–21
performing sub-sample analysis 117, 138, 140, 158–9
dealing with in sampling 3–4, 53–4, 99, 109–13, 137–8, 158–9
disciplinary theory and 48, 49, 127, 128
economy characterized by 29, 34, 51
formal representation of problem 103–7
<table>
<thead>
<tr>
<th>Issue/Concept</th>
<th>Page(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issues of fit arising from measurement and data analysis</td>
<td>45</td>
</tr>
<tr>
<td>Objectivist position clashing with assumption of 37</td>
<td></td>
</tr>
<tr>
<td>Reducing through basic design 99, 107–9</td>
<td></td>
</tr>
<tr>
<td>High-tech start-ups 106, 133, 202</td>
<td></td>
</tr>
<tr>
<td>Hindsight bias 128, 173</td>
<td></td>
</tr>
<tr>
<td>Hisrich, R.D. 46</td>
<td></td>
</tr>
<tr>
<td>HLM software 6</td>
<td></td>
</tr>
<tr>
<td>Hmielecki, K.M. 76, 88, 90, 119, 155, 156</td>
<td></td>
</tr>
<tr>
<td>Hofstede, G. 150</td>
<td></td>
</tr>
<tr>
<td>Hogia AB 79</td>
<td></td>
</tr>
<tr>
<td>Hogsved, B.-I. 79</td>
<td></td>
</tr>
<tr>
<td>Honig, B. 52, 55, 56, 76, 84, 130, 132, 137, 139, 140, 141, 194</td>
<td></td>
</tr>
<tr>
<td>Hornaday, R.V. 30, 148, 223</td>
<td></td>
</tr>
<tr>
<td>Houghton, S.M. 153</td>
<td></td>
</tr>
<tr>
<td>Household help 95</td>
<td></td>
</tr>
<tr>
<td>Howard, J.A. 214</td>
<td></td>
</tr>
<tr>
<td>Human capital 4, 101, 106, 120–21, 156–7, 163, 196</td>
<td></td>
</tr>
<tr>
<td>Hunter, E. 108</td>
<td></td>
</tr>
<tr>
<td>Hurricane Katrina 109</td>
<td></td>
</tr>
<tr>
<td>Ice Hotel 38, 74, 88</td>
<td></td>
</tr>
<tr>
<td>Idea generation 39, 76</td>
<td></td>
</tr>
<tr>
<td>IKEA 17–18, 19, 217, 228</td>
<td></td>
</tr>
<tr>
<td>Imitative entry</td>
<td></td>
</tr>
<tr>
<td>Factors leading to success of 117</td>
<td></td>
</tr>
<tr>
<td>Included in entrepreneurship concept 18, 23, 49, 75</td>
<td></td>
</tr>
<tr>
<td>Learning from failed ventures 41</td>
<td></td>
</tr>
<tr>
<td>Low uncertainty associated with 86 sampling issues associated with 4, 53, 130</td>
<td></td>
</tr>
<tr>
<td>Improvisation 88–9, 155</td>
<td></td>
</tr>
<tr>
<td>Incumbent inertia 190</td>
<td></td>
</tr>
<tr>
<td>Individual-opportunity nexus 11</td>
<td></td>
</tr>
<tr>
<td>Individual psychology 229</td>
<td></td>
</tr>
<tr>
<td>Induced entrepreneurial situations 27</td>
<td></td>
</tr>
<tr>
<td>Information gathering and analysis 76, 95</td>
<td></td>
</tr>
<tr>
<td>Innovative intensity, measurement of 113–14</td>
<td></td>
</tr>
<tr>
<td>Intelligence, different forms of 119</td>
<td></td>
</tr>
<tr>
<td>Internal consistency 167–8</td>
<td></td>
</tr>
<tr>
<td>Internal ventures</td>
<td></td>
</tr>
<tr>
<td>Capturing by sampling 52–3, 129, 130, 131, 134–6, 159</td>
<td></td>
</tr>
<tr>
<td>As creation of new organization 33</td>
<td></td>
</tr>
<tr>
<td>Discovery process in 83–4</td>
<td></td>
</tr>
<tr>
<td>Run by teams 56, 134</td>
<td></td>
</tr>
<tr>
<td>Internally stimulated process 78–9, 80, 82, 86, 89, 133–4, 135</td>
<td></td>
</tr>
<tr>
<td>International Council for Small Business 186</td>
<td></td>
</tr>
<tr>
<td>International Journal of Entrepreneurship Education (IJEE) 9, 11, 185, 186, 224</td>
<td></td>
</tr>
<tr>
<td>Intuition 86–7</td>
<td></td>
</tr>
<tr>
<td>Investment 87, 176</td>
<td></td>
</tr>
<tr>
<td>Isolating mechanism 77</td>
<td></td>
</tr>
<tr>
<td>Italy, wineries in 108</td>
<td></td>
</tr>
<tr>
<td>Jarillo, J.C. 28, 30, 40, 74, 148, 223</td>
<td></td>
</tr>
<tr>
<td>Job creation 202–5, 207, 226–7</td>
<td></td>
</tr>
<tr>
<td>Johnson, B.P. 61, 218</td>
<td></td>
</tr>
<tr>
<td>Jones-Evans, D. 11</td>
<td></td>
</tr>
<tr>
<td>Jönköping International Business School (JIBS) 9, 60</td>
<td></td>
</tr>
<tr>
<td>Journal of Business Venturing 118</td>
<td></td>
</tr>
<tr>
<td>Jukkasjärvi 74</td>
<td></td>
</tr>
<tr>
<td>Julien, P.A. 14, 61</td>
<td></td>
</tr>
<tr>
<td>Kamprad, Ingvar 217, 227</td>
<td></td>
</tr>
<tr>
<td>Karlsson, T. 84</td>
<td></td>
</tr>
<tr>
<td>Katona, G. 106</td>
<td></td>
</tr>
<tr>
<td>Katz, J. 13, 31, 52, 151</td>
<td></td>
</tr>
<tr>
<td>Kelley, H.H. 157</td>
<td></td>
</tr>
<tr>
<td>Kilby, P. 61</td>
<td></td>
</tr>
<tr>
<td>Kirchhoff, B.A. 23, 206</td>
<td></td>
</tr>
<tr>
<td>Kirzner, I.M. 14, 15, 16, 18, 20, 23, 27, 29, 30, 35, 57, 61, 127</td>
<td></td>
</tr>
<tr>
<td>Kish, L. 105</td>
<td></td>
</tr>
<tr>
<td>Klein, K.J. 150, 154, 157, 161</td>
<td></td>
</tr>
<tr>
<td>Klofsten, M. 76, 141</td>
<td></td>
</tr>
<tr>
<td>Knight, F. 34</td>
<td></td>
</tr>
<tr>
<td>Kogut, B. 41</td>
<td></td>
</tr>
<tr>
<td>Kolvereid, L. 194</td>
<td></td>
</tr>
<tr>
<td>Koppl, R. 13</td>
<td></td>
</tr>
<tr>
<td>Kozlowski, W.J. 150, 154, 157, 161</td>
<td></td>
</tr>
<tr>
<td>Krueger, N.F. 153</td>
<td></td>
</tr>
<tr>
<td>Kurke, L.B. 172</td>
<td></td>
</tr>
<tr>
<td>Kyro, P. 125</td>
<td></td>
</tr>
</tbody>
</table>
lab,atory research 53, 59, 107–8, 174–7

see also experiments; simulations
Landström, H. 14, 49, 206
Larcker, D.F. 106
latent growth modeling 57
law firms 110–11
legal form 96, 193
legitimization of start-up 77, 83
Levie, J. 208
liabilities of adolescence and obsolescence 190
licenses 77, 83, 96
Lindahl, Carin 79
Link, A.N. 14
Leonard-Barton, D. 190
Levinthal, D.A. 45, 62
Lieberman, M.B. 190
LISREL 141
Little, R.J.A. 139, 172
loans 175
Locke, E.A. 90, 110, 111, 113, 116, 155–6, 159
logistic regression 194
longitudinal growth modelling (LGM) 3, 141
longitudinal research
need for, in studying entrepreneurial process 51, 54, 59, 60, 171, 173
problems associated with 54–6, 139, 171–2
studies using 110, 156, 194
techniques for making full use of 140–41
Low, M.B. 13, 14, 15, 22, 28, 29, 30, 41, 46, 47, 48, 49, 58, 127, 148
luck 30, 161
Lumpkin, G.T. 25, 40, 148, 150
Lynn, R. 150
Lyon, D.W. 13, 50, 51, 54, 56, 107, 139, 166, 223
MacMillan, I.C. 22, 28, 30, 148
Maki, W.R. 191
management buy-outs 25, 40
management research 230
management succession 47, 57–8, 148
management training 217
managers, paid 96
March, J.G. 44
market research 81
market situations 26
marketing 77, 83, 95, 96, 195, 213, 214
Martinez, M.E. 18, 52, 62
Maun, N.A. 217
McCarthy, A.M. 195
McClelland, D.C. 150
McGrath, R.G. 22, 44, 76, 185, 190, 191, 194, 195, 206, 224
measurement and data analysis issues 56–7
Medoff, J. 202
Meeks, M.D. 14
Meyer, G.D. 14, 29, 176
Mezias, S.J. 62
Microsoft 228
Migliore, P.J. 44, 53, 83, 86, 175
Miller, B. 52, 126, 131
Miner, A.S. 62
Miner, J.B. 61, 218
Minniti, M. 13
Mintzberg, H. 53, 172, 173
Mises, L. 20
Mitchell, R.K. 153
mixed determinants model 151
mixed effects model 151
MLWin software 6
moderated regression 118–19
Montgomery, C.A. 62
Montgomery, D.B. 190
Moran, P. 36
Morris, M.H. 15
Mosakowski, E. 190
Mueller, P. 118
multiple intelligences 155
multiple item index 167
multiple regression analysis 106
multiple respondents 5, 56, 168
multiple ventures 135–6, 151, 161, 164
multistage selection modeling 119–20, 208
multivariate causal relationship 103–4
multivariate statistical analysis 105
music industry 219
Muthén, B.O. 140
Nahapiet, J. 45
nascent entrepreneurs, identification of 131–4, 139, 158–60, 165
nascent intrapreneurs, identification of 131, 134–6, 159
necessity-based entrepreneurship 43, 137
negative information, failure to use 187, 195
Nelson, R.E. 206
networking 130
new bundle 17
new business concept 17
new business model 17
new combinations 17, 26, 190
new competitor 18, 40, 41, 75
new economic activity 147–50, 156, 159
new market 19, 75
new offer 16–17, 40
new organizations 31–3, 40–41, 125
New Orleans, Katrina disaster in 109
new price/value relation 18
new product or service 17, 29, 33–4, 75, 169, 213
new production method 20
new source of supply 20
Nicholson, N. 152, 154
non-entrepreneurial growth 21, 23, 41
non-response bias 132, 170
Nordic Management Conference 100
normative advice, bases for 228–30
novelty in production technology 20
Nunnally, J.C. 167
NUTEK 137

Oakes, M. 136, 139, 171
objectivist-subjectivist view 37
objectivist view 36, 37, 39
operational feedback 79
opinion polls 136–7
opportunity
existence of 28, 42–3, 58
Shane and Venkataraman’s concept of 28–31, 35–6, 37
uncertainty and 10, 34–9, 86–7, 176–7
opportunity-based entrepreneurship 43
opportunity creation 86
opportunity density 43
opportunity detection 39, 76
opportunity development 76
opportunity filtration 78
opportunity formation 39, 76
opportunity identification 39, 76, 79
opportunity recognition 86, 108
opportunity refinement 39, 76
opportunity spaces 86
Organization Research Methods 172
organizational and ownership changes 19–20, 26, 40
new organization creation as special case of 32–3, 40–41
organizing 33
outcome criterion 15–16, 21, 26, 27
outcomes on different levels 21–3
outliers 56–7
Oxford English Dictionary 35
Panel Study of Entrepreneurial Dynamics (PSED)
data from 83, 100, 117, 126, 129, 156, 165
gestation activities included in 76, 95–7, 132, 141, 158
methods used in 3–5, 52, 53, 55, 56, 99–100, 115, 130–34, 158–60, 162
ongoing cooperation with 54, 139, 171
purpose of 125–6, 194
passion 155–6
patents 95, 113, 150
Penrose, E. 62, 159
perceived opportunity 36
Peters, M.P. 46
petrol stations 108
Petty, C.R. 214
Pieters, R.G.M. 166
planning see business planning
Podsakoff, P.M. 168–9
Pollock, T.G. 6
portfolio entrepreneurship 164
post-disaster situations 109
post-stratification 53, 117
practitioner knowledge, matching with academic knowledge 213–16
Prahalad, C.K. 62
pre-stratification 3, 53, 111–13, 117, 138, 158
pricing 214
prior knowledge 45, 86
process perspective see entrepreneurial process
product novelty 17
product/service development 95
production costs 217
profit maximization 149, 216
profitability, and growth 198–202, 207
PSED see Panel Study of Entrepreneurial Dynamics (PSED)
psychological economics 106
psychological entrepreneurship research 146–78
archival research 163–5
case studies 172–4
choosing a perspective on entrepreneurship 147–9
entrepreneurship as creation of new activity 149–51
on individual level 151–4
laboratory research 174–7
sampling issues 157–62
survey research 165–72
on teams 157
on venture or firm performance 154–7
published research 216–17, 224
Pucic, V. 198, 208
purposefulness 30, 46, 57
qualitative approach 53–4, 104–5, 107
quantitative approach 105–7
questionnaire-based surveys see survey research
R&D expenditure 113
Raffa, M. 34, 45
random samples 3–4, 53, 109, 111, 131, 132, 136–8
Rauch, A. 113–14, 153, 154, 168
raw materials 95
Raynor, M.E. 202
Reader, D. 14
real options theory 224
redistributive ventures 22–3, 41
reflective indices 167
regional characteristics leading to business start-ups 74
regional mentality 5, 161–2
registration of new firms 129–30, 132
regression coefficients 106
relative performance 44–5, 56, 140, 156, 195, 208
RENT 9, 13
re-organization of entire industry 17
replication 138, 140
research community 49
research grants 222
research publication 216–17, 224
resource acquisition 77, 83
resource combination and coordination 77
response rates 139, 170–72, 221
retained earnings 198
retrospective case studies 173–4
Reynolds, P.D. 42, 43, 44, 50, 52, 56, 64, 74, 100, 126, 131, 137, 139, 158, 165, 191, 194
Robinson, J.P. 168
Rodan, S. 62
Rogers, E.M. 63, 214, 215
Rohwer, G. 140
Romanelli, E. 62
Rosa, P. 151, 164
Rousseau, D.M. 154, 161
Rubin, D.B. 139, 172
Ruef, M. 5, 101, 149, 157, 160, 164
Rumelt, R. 77
Ryan Air 19
salaries, owner/manager 96, 132
Salzer, M. 217
sampling and data collection 51–4
dealing with heterogeneity in 3–4, 53–4, 99, 109–13, 137–8, 158–9
identifying ongoing start-up processes 54–6, 128–39, 158
for psychological research 157–62
Samuelsson, M. 4, 5, 18, 40, 44, 53, 56, 57, 63, 84, 86, 117, 130, 137, 138, 141, 171
Sapienza, H.J. 196, 202, 207
savings 95
scale economies 198
Schafer, D.S. 23
Index

Schoonhoven, C.B. 62, 110
Schumpeter, J.A. 17, 19, 20, 21, 23, 26, 42, 61, 110, 135, 148, 190
Scott, M. 151, 164
screening sample 131, 158, 159
search processes 135
secondary data see archival data
selection bias 52, 128, 129, 130, 141, 173
self-employment
  equating entrepreneurship with 46–7, 57–8, 148, 164
  movements into or out of 163, 164, 194, 195
  personal characteristics associated with 148, 152
  research on 59
  sampling issues associated with 137–8
semiconductors 110
September 11 attacks 26
serendipity 30
Sevón, G. 44
Sexton, D.L. 28
Shane, S. 10, 11, 13, 14, 15, 24, 28–33, 35–6, 37, 39, 40, 42, 43, 44, 45, 46, 47, 48, 49, 54, 55, 57, 58, 61, 62, 63, 64, 76, 77, 82, 83, 84, 86, 108, 110, 117, 120, 125, 126, 127, 130, 132, 136, 139, 141, 148, 149, 157, 171, 172, 173, 174, 196, 194, 195, 208, 224, 225, 230
shared unit model 161
Sharma, P. 29
Shaver, K.G. 55, 76, 132, 153, 158
Shepherd, D. 29, 108, 176
Shepherd, S. 13
short series 87–8
Shrader, G.E. 35
Silicon Valley 74
Simon, H. 16, 29, 53
Simon, M. 153
simulations 27, 107, 174, 175, 203–4
Singh, R.P. 14, 29, 30, 35
Slevin, D.P. 150
small businesses
  growth as indicator of success 189–90, 196–205, 207, 208
  inclusion in entrepreneurship domain 30, 46–7, 57–8, 59
  mode of exploitation 136
    in Sweden 137–8, 185, 202, 219
snowball sampling 52, 130
social psychology 229–30
social reality, complexity of 220, 222
social sciences 48, 127–8, 137, 139, 140, 153
sociology 229
software industry 79, 114
Southwest Airlines 19
sports bras 79
Sri Lanka, tsunami in 109
Stanworth, J. 73, 164, 172, 217, 218
Starbucks’ 87
start-up attempts 32, 194
start-up benefits 97
start-up courses/counseling 217
start-up process see entrepreneurial process
stated preference technique 176
statistical inference theory 133, 136–9, 170, 171
statistical representativeness 136
Statistics Sweden 191
Stay in Place 79
Stevenson, H.H. 28, 30, 40, 74, 148, 223
stimulus-organism-response (SOM) models 106
stimulus-response (SR) models 106
Storey, D.J. 196, 217, 227
Strahan, P.E. 118
strategic alliances 81, 87
strategic feedback 79
stratified samples 3, 53, 111–13, 117, 138, 158
structural and cultural characteristics 74
structural equations modeling (SEM) 106
Stuart, T.E. 110
subjectivist-creative view 36
sub-sample analysis 4, 111–13, 117, 119, 133, 138, 140, 158–9
success ventures 21, 23, 41, 221–2
support agencies 96, 129
survey research 165–72
Sweden
  automated restaurant industry in 54, 108
Index

business dynamism and regional economic well-being in 191–3
focus of entrepreneurial research in 218–19
Ice Hotel in 38, 74, 88
response rates and attrition in 139, 171
small firms in 137–8, 185, 202, 219
software market in 79
Swedish Ministry of Industry 219

tax certificate 97
Tay, R.S. 23
team-based start-ups
  directing individuals toward roles in 227
  frequency of 149, 151, 156
  organization of teams 95
  personal characteristics of team members 153–4, 156
  psychological entrepreneurship research on teams 157, 164
  sampling and measurement issues associated with 5–6, 56, 132–3, 134, 158, 160, 168
  venture-level perspective employed for 5–6, 101, 134
technological innovations 54, 108, 229
Teece, D.J. 45, 62
tenacity 153–6
terrorist attacks 26
textile industry 218–19
theoretical representativeness 137, 138, 171
Thibaut, J.W. 157
Thornton, P.H. 48, 62, 127
Thurik, R. 193
time stamps 55
Timmons, J. 86
tobit modeling 120
Torekull, B. 217
trait research see entrepreneurs, characteristics of
Tremlett, N. 217
triangulation 56, 128
tried and true measures 166–7
Tushman, M. 64
Ucbasaran, D. 40, 43, 137
Ulijn, J. 125
uncertainty 15, 51, 58, 126
disciplinary theory and 48, 127, 128
and opportunity 10, 34–9, 86–7, 176–7
reducing buyers’ 214
unit value 87–8
USA Today 87
Usher, J.M. 108, 110
validity
  of case studies 173–4
  of laboratory research 177
  of survey research 166–9
value appropriation 76
value creation 15, 46, 76
Van de Ven, A.H. 29, 30, 32, 39, 41, 44, 45, 77, 125
Van Gelderen, M. 153, 194
van Winden, F.A.A.M. 164, 165
Vanderwerf, P.A. 189
Venkataraman, S. 9, 10, 11, 13, 14, 15, 28–33, 35–6, 37, 40, 41, 42, 43, 45, 46, 47, 48, 49, 55, 56, 58, 61, 62, 63, 64, 76, 117, 125, 127, 136, 140, 148, 173, 176, 208, 223–4, 230
venture, definition of 21
venture capital 49, 176
venture ideas
  characteristics of 40
  effects of variance in 117
  interrelatedness of discovery and exploitation of 39–40, 58, 126
  matching with individual, environment and process 85–9
  and opportunity 37–9
  as unit of analysis 44, 48, 51, 58, 126–42, 150, 156–7
  validated measures of 56
venture start-up process see entrepreneurial process
venture survival, prediction of 120–21, 207–8, 225
Vertinsky, I. 190–91
Vesper, K.H. 42, 85
violin repair business 78
vision 155
Wagner, J.A. 168, 194
Wahlund, R. 187, 195
Ward, T. 108
Watkins, D. 14
Watson, J. 116
wealth creation 15, 24, 46
Wennberg, K. 194, 195
Wernerfelt, B. 88
West, M.A. 157
Westhead, P. 13, 151, 164
Wiedenmayer, G. 74, 150, 205
Wiklund, J. 2, 5, 10, 13, 14, 29, 43, 44, 45, 48, 50, 51, 56, 101, 111–13, 116, 126, 127, 128, 149, 150, 151, 169, 194, 195, 196, 197, 208
Willard, G.E. 30, 46
Williams, Frank 172
Williamson, O.E. 62
Winborg, J. 206
wineries 108
Winklhofer, H.M. 167
women entrepreneurs 175
Woo, C.Y. 160
workforce see employees
Wright, M. 13, 151, 164
Zacharakis, A. 108, 176
Zahra, S.A. 14, 28, 29, 30, 45, 62, 74, 88
Zander, U. 41
Zott, C. 17, 76