### Index

<table>
<thead>
<tr>
<th>Agency theory 7, 238–42</th>
<th>Other institutional factors 417–19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency theory versus resource dependence theory 243–7</td>
<td>Social construction 415–17</td>
</tr>
<tr>
<td>Aldrich, Howard 28–9, 34, 35, 189–90, 192, 220, 262</td>
<td>Covin, Jeffrey 145–7</td>
</tr>
<tr>
<td>Assets of newness 6, 197–8</td>
<td>Creative destruction 1, 15, 29, 38</td>
</tr>
<tr>
<td>Austrian school of economics 5, 23–4, 99–105, 346</td>
<td>Dahmén, Erik 9, 23, 392–4</td>
</tr>
<tr>
<td>Barnard, Chester 85–6, 234</td>
<td>Davidsson, Per 8, 20, 31, 34, 36, 39, 64, 177</td>
</tr>
<tr>
<td>Baumol, William 23, 35, 353–4, 383</td>
<td>Decision-making 163–72</td>
</tr>
<tr>
<td>Bibliometric analysis 3–4, 47–51, 320–23</td>
<td>Bayesian rationality 165–6</td>
</tr>
<tr>
<td>in entrepreneurship research 49</td>
<td>Bounded rationality 85, 166, 244, 246, 250</td>
</tr>
<tr>
<td>Limitations 47–8</td>
<td>Design 177–9</td>
</tr>
<tr>
<td>Social entrepreneurship 320–21</td>
<td>Entrepreneurial decision-making 6, 170–72, 172–6, 176–9</td>
</tr>
<tr>
<td>Board of directors 230, 236–8, 241–2, 247–9</td>
<td>Rationality 164–70</td>
</tr>
<tr>
<td>Bonacich, Edna 219–20</td>
<td>Dess, Gregory 90, 147–50</td>
</tr>
<tr>
<td>Bounded multi-disciplinary field 4, 63</td>
<td>Development blocs 39–5, 400–401</td>
</tr>
<tr>
<td>Business cycles 9, 390–92</td>
<td>Disciplinary researchers 4, 31, 32, 38–9, 52, 54</td>
</tr>
<tr>
<td>Primary movement: prosperity and recession 391</td>
<td>Domain of entrepreneurship research 32–4</td>
</tr>
<tr>
<td>Secondary movement: depression and revival 391</td>
<td>Early thinking in entrepreneurship research 17–20</td>
</tr>
<tr>
<td>Cantillon, Richard 18, 21, 81, 83, 100</td>
<td>Economic history 8–9, 347–50, 364–6</td>
</tr>
<tr>
<td>Casson, Mark 19, 367–9</td>
<td>Economics era 3, 15, 20–25</td>
</tr>
<tr>
<td>Chandler, Alfred 27, 37, 350</td>
<td>Economics of entrepreneurship 35–6</td>
</tr>
<tr>
<td>Classical economics 18–19, 25</td>
<td>Effectuation theory 170, 172, 310–11</td>
</tr>
<tr>
<td>Coase, Ronald 214–16, 250</td>
<td>Embeddedness 267–8</td>
</tr>
<tr>
<td>Cochran, Thomas 27, 348–9</td>
<td>Entrepreneur as an individual 28–9, 30, 36, 297–9</td>
</tr>
<tr>
<td>Cognitive perspectives/theories 126–38, 296–304</td>
<td>Locus of control 298</td>
</tr>
<tr>
<td>Cognitive styles 299–300</td>
<td>Need for achievement 297–8</td>
</tr>
<tr>
<td>Historical roots 126–8</td>
<td>Entrepreneurial activities 401–3</td>
</tr>
<tr>
<td>Planned behaviour 300–302</td>
<td>Entrepreneurial alertness (EA) 5, 24, 98–9, 105–8, 125–6</td>
</tr>
<tr>
<td>Process of opportunity recognition 128–38</td>
<td>EA versus search 107, 111</td>
</tr>
<tr>
<td>Role of expertise and expert performance 135–8</td>
<td>Entrepreneurial culture 364–6</td>
</tr>
<tr>
<td>Social cognitive theory 7, 302–4</td>
<td>Britain 369–78</td>
</tr>
<tr>
<td>Cole, Arthur 23, 26–7, 348</td>
<td>East Asia 408–11, 413–19</td>
</tr>
<tr>
<td>Communities of practice 274–5</td>
<td>Entrepreneurial firms 229–30</td>
</tr>
<tr>
<td>Confucian capitalism 411–12</td>
<td>Entrepreneurial groups 6–7, 205–6</td>
</tr>
<tr>
<td>Critiques 419–20</td>
<td>Diversity within 209–10</td>
</tr>
<tr>
<td>Historical background 412–13</td>
<td>Entrepreneurial orientation (EO) 6, 88, 142–3</td>
</tr>
<tr>
<td>Conceptual roots 150–51</td>
<td>Empirical studies 150–51</td>
</tr>
<tr>
<td>EO and performance 154, 156–7</td>
<td></td>
</tr>
</tbody>
</table>
Index

methodological issues in EO research 151–2
ongoing debates 152–4
theoretical grounding of the EO construct 152, 155
entrepreneurship as a multi-disciplinary phenomenon 35
entrepreneurship as a multi-level phenomenon 34–5
entrepreneurship researchers 4, 31, 32, 38–9, 52, 54–6
eras of entrepreneurial thinking 19–20
ethnic entrepreneurship 218–21
evolution of entrepreneurship as a research field 37–9
evolutionary economics 23

founding teams, see entrepreneurial groups
fragmentation of entrepreneurship research 31–2

Gartner, William 33–4, 334–5
German Historical School 22
Gerschenkron, Alexander 8–9, 26, 349, 356–7
governance system 229–30
growth phase of entrepreneurship research 31–2
number of publications 52–3

Hayek, Friedrich 24, 98, 102–3
heterogeneity of entrepreneurship 34–5
historical research versus historical perspective 319–20
historical sociologist approach 26–8
historicism 8, 344–52

information asymmetry 5, 106, 116, 190, 200, 232, 238, 368
infrastructure of entrepreneurship research 32
innovation 22, 355, 401–3
institutional theory 194, 199, 272, 330
integrative works 7–8

Jenks, Leland 27, 348

Keynes, John Maynard 385–6
Kirzner, Israel 5, 23–4, 98, 105–10
Knight, Frank 18, 21–2, 81–3, 83–4, 101, 167–8, 172–3
knowledge platforms in entrepreneurship research 54–6
economics 60–61
management studies 58–60
other fields 61–3

legitimacy 185, 190, 192, 194, 196, 199, 237
liabilities of adolescence 6, 196–7
liabilities of newness 6, 185–93
approaches to study LoN 193–6
novelties related to newness 190–91
Light, Ivan 219
long-term cycles 9, 387–90
long structural cycles 9, 397–401
rationalization periods 399–400
transformation periods 399–400
Lumpkin, Tom 147–50

management studies era 3, 15, 20, 29–36
March, James 164
market (dis)equilibrium 101, 105–6, 108–9, 111, 115, 367, 369
Marx, Karl 22
McClelland, David 28, 297
Menger, Karl 23, 99–102, 346
migration of scholars 16–17, 31, 35, 37–8
Miller, Danny 144–5
Mintzberg, Henry 144, 149, 178
Mises, Ludwig von 24, 103–4
mobility of scholars 31
modernization process in society 26–7, 37

neoclassical economics 21, 25
networks
boards of directors 237
disadvantages 268
ethnic group 220–21, 416, 420
information sources 368–9
opportunity recognition 125–6
social entrepreneurship 334
see also social network theory

Olson, Mancur 7, 216–18
opportunity 121–2
opportunity evaluation 6, 167, 292
opportunity exploitation 6–7
resource assembly 113
opportunity recognition 5–6, 121–8
affect 138
cognitive processes 128–37
critiques 112–14
discovery 102–3, 110–12
discovery versus creation 112–13, 132–3
importance of information 123–6
intelligence 124, 170–71
pattern recognition 129–32
pattern verification 133–5
prior knowledge 126
process 123–6
regulatory focus theory 135
signal detection theory 134–5
Index

Parsons, Talcott 26, 28–9, 348
path dependency 271–4, 354–6
Pfeffer, Jeffrey 89, 233–6
Physiocrats 18
prospect theory 167
psychologist approach 28–9
Research Center in Entrepreneurial History 23, 26–8, 37, 348
resource-based view of the firm 152, 199
resource dependence theory 88–91, 233–8
co-optation 235
open system 233–4
power 235–6
resource dependence versus agency theory 243–7
return of economics in entrepreneurship research 35–6
return of social sciences in entrepreneurship research 35–6
risk 18, 21, 164–5
risk-taking 5, 21, 82–3
Salancik, Gerald 89, 233–6
Say, Jean-Baptiste 18
Schmoller, Gustav 22, 344–5
Schumpeter, Joseph 8–9, 22–3, 26, 270–73, 347–8, 354–6, 366, 384–7
search for maturation in entrepreneurship research 32–6
self-efficacy 303–4
self-regulation framework 291–6, 305–10
Shane, Scott 32–3, 59, 98, 177, 190–91
Shepherd, Dean 190–91, 196, 300
Simmel, Georg 7, 26, 211–13
Simon, Herbert 166, 178
Slevin, Dennis 145–7
Smith, Adam 18–19, 238, 385
social capital 269–70
social cognitive theory 289, 302
social entrepreneurship 7–8, 323–35
changes in topics over time 323–7
future of social entrepreneurship research 332–5
period 1: public policy and change 327–8
period 2: nonprofits and value creation 328–30
period 3: theory-driven across multiple sectors 330–31
social network theory 7, 29, 256–70
anthropological perspective 260–61
critiques 275–6
social network theory and entrepreneurship 261–7
sociological perspective 259–60
social sciences era 3, 15, 20, 25–9
sociologist approach 28–9
Sombart, Werner 26, 28, 345
specialization of entrepreneurship research 34
stakeholders 195–6, 243–4, 246
Stinchcombe, Arthur 187–9, 213
structural holes 268–9
Swedish School of Growth 396–7
take-off phase of entrepreneurship research 30–31
take-off phase of entrepreneurship research 30–31
theory of planned behaviour 289, 302
Thompson, James 85, 87
transaction costs theory 214–16, 411
trust 199, 211–12, 218, 262, 276, 421
uncertainty 5, 18, 21, 81–2, 167–9
differences between uncertainty and risk 82–3, 164–5
entrepreneurship research 83–4
historical evolution of the uncertainty construct 84–91
information uncertainty perspective 85–8
managerial implications 93
munificence, dynamism and complexity 90
objective measures of uncertainty 89–91
research implications 92–3
state, effect and response 87
subjective measures of uncertainty 86–8
Venkataraman, Sankaran 32–3, 98
weak ties 267
Weber, Max 22, 25–6, 28–9, 206–9, 345–6
Whitley, Richard 17, 38
Zahra, Shaker 4, 39, 46, 87–8, 91, 147