## Index

<table>
<thead>
<tr>
<th>Term</th>
<th>Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>absential</td>
<td>38–9</td>
</tr>
<tr>
<td>absorption</td>
<td>132, 188–90, 209, 219, 226</td>
</tr>
<tr>
<td>abstract properties</td>
<td>58, 83, 106, 107, 298</td>
</tr>
<tr>
<td>act (noun)</td>
<td>human act 84</td>
</tr>
<tr>
<td></td>
<td>the act 84–6, 128</td>
</tr>
<tr>
<td>act (verb)</td>
<td>79, 92, 94, 96</td>
</tr>
<tr>
<td>action</td>
<td>entrepreneurial action 14, 96, 111, 228, 301</td>
</tr>
<tr>
<td>action tendencies</td>
<td>250</td>
</tr>
<tr>
<td>activation</td>
<td>activation learning 109</td>
</tr>
<tr>
<td></td>
<td>activation patterns 103</td>
</tr>
<tr>
<td>active</td>
<td>7–8, 41, 109, 131, 148–9, 151, 162, 191, 258</td>
</tr>
<tr>
<td>activity</td>
<td>processual activity 45</td>
</tr>
<tr>
<td></td>
<td>sequential activity 217</td>
</tr>
<tr>
<td></td>
<td>start-up activity 26</td>
</tr>
<tr>
<td>activity theory</td>
<td>115</td>
</tr>
<tr>
<td>actors</td>
<td>5, 80, 216, 228, 232, 293</td>
</tr>
<tr>
<td>acts</td>
<td>acts of forgetting 67</td>
</tr>
<tr>
<td></td>
<td>expressive acts 80, 87</td>
</tr>
<tr>
<td>adaptability</td>
<td>151, 167, 221, 233</td>
</tr>
<tr>
<td>adaptation</td>
<td>39, 79, 163, 175, 179, 180</td>
</tr>
<tr>
<td>adaptive experience</td>
<td>114</td>
</tr>
<tr>
<td>adrenaline</td>
<td>108, 118, 145, 196, 198, 203</td>
</tr>
<tr>
<td>aesthetic</td>
<td>aesthetic experiences 90, 308</td>
</tr>
<tr>
<td></td>
<td>aesthetic performance 134, 148</td>
</tr>
<tr>
<td>affect</td>
<td>124, 163</td>
</tr>
<tr>
<td>affect as information</td>
<td>107</td>
</tr>
<tr>
<td>affect priming</td>
<td>108</td>
</tr>
<tr>
<td>affect-free</td>
<td>106</td>
</tr>
<tr>
<td>affect-laden</td>
<td>107</td>
</tr>
<tr>
<td>attributed affect</td>
<td>126</td>
</tr>
<tr>
<td>dispositional affect</td>
<td>125</td>
</tr>
<tr>
<td>state affect</td>
<td>125</td>
</tr>
<tr>
<td>affect infusion model (AIM)</td>
<td>107</td>
</tr>
<tr>
<td>affective</td>
<td>affective components 39</td>
</tr>
<tr>
<td></td>
<td>affective events 142, 153</td>
</tr>
<tr>
<td></td>
<td>affective experience 124, 129, 134, 152, 239, 285</td>
</tr>
<tr>
<td></td>
<td>affective nature 21, 124, 129, 131, 136, 250</td>
</tr>
<tr>
<td></td>
<td>affective outcomes 141</td>
</tr>
<tr>
<td></td>
<td>affective response 142</td>
</tr>
<tr>
<td></td>
<td>affective state 4, 14, 124, 126, 148, 150, 218–9, 221, 223, 233, 266</td>
</tr>
<tr>
<td></td>
<td>affective ties 232</td>
</tr>
<tr>
<td></td>
<td>affective events theory (AET) 142</td>
</tr>
<tr>
<td>affectivity</td>
<td>131–3, 136, 148, 153, 246</td>
</tr>
<tr>
<td>agency</td>
<td>28, 45, 49–50, 180, 297, 304</td>
</tr>
<tr>
<td>agreeableness</td>
<td>294</td>
</tr>
<tr>
<td>alertness</td>
<td>169</td>
</tr>
<tr>
<td>analytical thinking</td>
<td>219</td>
</tr>
<tr>
<td>anticipation</td>
<td>11, 304</td>
</tr>
<tr>
<td>anxiety</td>
<td>13, 146, 160–62, 193, 220, 223, 226</td>
</tr>
<tr>
<td>apathy</td>
<td>161–2</td>
</tr>
<tr>
<td>appraisal</td>
<td>96, 113, 115, 127, 135, 143</td>
</tr>
<tr>
<td>apprehension</td>
<td>42</td>
</tr>
</tbody>
</table>

315
Entrepreneurship as experience

arousal theory 6
art-based research 290
artifact 49, 57, 71, 79, 299, 302
associative recall 110
atemporal 297
attention 9, 13, 63, 105, 131, 147
attenuation 14, 116
attitude 175
attribution theory 6
authenticity 8, 21, 41, 42, 44, 261, 283
autobiography 85, 266, 270
automatic 105, 107, 109, 111, 117, 123, 189
autotelic experience 189, 191
autonomy 111–12, 128, 136, 167, 188, 191, 272
axiology 285

becoming 8, 41, 164, 172, 182, 220, 287
behavior
  adaptive behaviors 116, 163
  addictive behavior 15
  affect-driven behavior 150
  avoidance behavior 106
  behavior-generation system 105
  decision-making behaviors 140
  dysfunctional behaviors 13, 129, 251
  effectual behavior 223
  entrepreneurial behavior 148, 294–5, 298
  exploratory behavior 163, 173, 220, 223
  judgment-driven behavior 150
  improvisational behavior 151, 299–301
  learning behaviors 79
  managerial behavior 180
  meaningful behavior 82
  past behaviors 86, 114–15
  routinized behaviors 148, 225
  symbolic behavior 90
  behavior qua experience 49
behavorial
  behavioral choices 154, 177
  behavioral genetics 294–5
  behavioral outcomes 20, 102, 150
  behavioral regulation 170, 208, 307
behavioral responses 106, 154
behavioral roles 224–6
behavioral scripts 216, 225
behavioral strategies 210
behavioral tendencies 105
behaviorism 78
being-in-the-world 297, 299
beliefs 109–10, 113, 116–17, 135, 147, 155, 159, 163, 169, 180, 221, 297, 301
biases 14, 107, 150, 153, 168–9, 209, 263, 266, 273–4, 290, 292, 295, 297, 299, 301
biobehavioral 296
biological 49, 79, 104, 291, 294–5, 301
Blumer, Herbert 80, 89
bodily
  bodily mimicry 110
  bodily practices 299
  bodily responses 108, 110, 153
  bodily sensations 9, 285, 299, 303
  bodily states 110
body
  body-environment barrier 61
tactile-kinesthetic body 105
boundary 11, 16, 58, 60, 95, 143, 217, 257
Bourdieu, Pierre 9
bracketing 78, 95, 263, 298
breach 45–6, 94, 97
bricolage 50, 97, 224, 226
Bruner, Edward 5, 9, 10, 13, 36, 37, 40–6, 49, 149, 176, 258
business model 1, 12–16, 51, 177–9, 182
business plan 17, 49–52
capabilities 124, 149, 161–2, 165, 168, 173–5, 193
categories 20, 41–3, 62, 171, 258, 274–5, 293
categorization 10, 144, 182
causal
  causal constraints 112
causal logic 49, 113, 135, 220, 221, 223, 233, 269
### Index

<table>
<thead>
<tr>
<th>Term</th>
<th>Page(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>causal sequencing</td>
<td>113</td>
</tr>
<tr>
<td>causal theories of behavior</td>
<td>58</td>
</tr>
<tr>
<td>causation</td>
<td>104, 115</td>
</tr>
<tr>
<td>chaos</td>
<td>45, 135</td>
</tr>
<tr>
<td>circumplex</td>
<td>131, 136, 148, 239, 247</td>
</tr>
<tr>
<td>clarity</td>
<td>7, 129, 179, 190, 196</td>
</tr>
<tr>
<td>co-creation</td>
<td>107, 286</td>
</tr>
<tr>
<td>co-evolution</td>
<td>165, 182</td>
</tr>
<tr>
<td>cognition</td>
<td></td>
</tr>
<tr>
<td>entrepreneurial cognition</td>
<td>105, 290, 297, 299–301</td>
</tr>
<tr>
<td>experiential cognition</td>
<td>105</td>
</tr>
<tr>
<td>social cognition</td>
<td>72, 105, 110</td>
</tr>
<tr>
<td>cognitive</td>
<td></td>
</tr>
<tr>
<td>cognitive ability</td>
<td>112</td>
</tr>
<tr>
<td>cognitive antecedents</td>
<td>107</td>
</tr>
<tr>
<td>cognitive biases</td>
<td>168–9, 209, 292</td>
</tr>
<tr>
<td>cognitive load</td>
<td>14, 116</td>
</tr>
<tr>
<td>cognitive perspective</td>
<td>43, 305</td>
</tr>
<tr>
<td>cognitive mechanism</td>
<td>43, 152</td>
</tr>
<tr>
<td>cognitive miser</td>
<td>113</td>
</tr>
<tr>
<td>cognitive processes</td>
<td>43, 103–7, 135, 146, 169, 209, 216, 219, 226–7, 264, 269, 310</td>
</tr>
<tr>
<td>cognitive scripts</td>
<td>289</td>
</tr>
<tr>
<td>cognitive styles</td>
<td>170, 172</td>
</tr>
<tr>
<td>cognitive science</td>
<td>103, 301</td>
</tr>
<tr>
<td>cognitive-experiential self-theory (CEST)</td>
<td>106–7, 115–16</td>
</tr>
<tr>
<td>cognitivist</td>
<td>107, 287</td>
</tr>
<tr>
<td>coherence</td>
<td>8, 10, 256, 262</td>
</tr>
<tr>
<td>collective</td>
<td></td>
</tr>
<tr>
<td>collective experience</td>
<td>43, 57, 81</td>
</tr>
<tr>
<td>collective expression</td>
<td>46, 50</td>
</tr>
<tr>
<td>collective representations</td>
<td>43–5, 57, 78</td>
</tr>
<tr>
<td>complex systems</td>
<td>164–5</td>
</tr>
<tr>
<td>conative</td>
<td>61</td>
</tr>
<tr>
<td>concentration</td>
<td>7, 144, 189, 191–2, 210, 272</td>
</tr>
<tr>
<td>connectionism</td>
<td>103–4, 109, 114–15, 117–18</td>
</tr>
<tr>
<td>connectionist systems</td>
<td>103</td>
</tr>
<tr>
<td>connectionist theory</td>
<td>104, 118</td>
</tr>
<tr>
<td>conscientiousness</td>
<td>294</td>
</tr>
<tr>
<td>conscious</td>
<td>8–10, 70, 76, 106, 109, 111, 115, 117, 288, 291, 301, 308</td>
</tr>
<tr>
<td>consciousness</td>
<td></td>
</tr>
<tr>
<td>definition of consciousness</td>
<td>39</td>
</tr>
<tr>
<td>subjective nature of consciousness</td>
<td>57</td>
</tr>
<tr>
<td>pure consciousness</td>
<td>65</td>
</tr>
<tr>
<td>constraints</td>
<td></td>
</tr>
<tr>
<td>causal constraints</td>
<td>112</td>
</tr>
<tr>
<td>motivational constraints</td>
<td>107</td>
</tr>
<tr>
<td>temporal constraints</td>
<td>112</td>
</tr>
<tr>
<td>construction</td>
<td></td>
</tr>
<tr>
<td>construction of reality</td>
<td></td>
</tr>
<tr>
<td>knowledge construction</td>
<td></td>
</tr>
<tr>
<td>consumption experience</td>
<td>6, 284</td>
</tr>
<tr>
<td>context</td>
<td>112–13, 164, 190, 192, 204, 225–6, 231</td>
</tr>
<tr>
<td>cultural context</td>
<td>63, 166</td>
</tr>
<tr>
<td>economic context</td>
<td>166</td>
</tr>
<tr>
<td>entrepreneurial context</td>
<td>13, 102, 104, 111, 114, 124, 135, 141, 151, 165, 192, 207, 209–10</td>
</tr>
<tr>
<td>geographic context</td>
<td>63</td>
</tr>
<tr>
<td>interpretive context</td>
<td>87</td>
</tr>
<tr>
<td>social context</td>
<td>9, 49, 105</td>
</tr>
<tr>
<td>venture context</td>
<td>118, 128–9, 144, 146, 149, 154–5, 159–60, 162–3, 173, 177, 180, 182–3, 248</td>
</tr>
<tr>
<td>context-independent</td>
<td>106</td>
</tr>
<tr>
<td>context-specific</td>
<td>107</td>
</tr>
<tr>
<td>contingency</td>
<td>290</td>
</tr>
<tr>
<td>continuity</td>
<td>8, 59, 63, 72</td>
</tr>
<tr>
<td>corporeal turn</td>
<td>299, 305</td>
</tr>
<tr>
<td>corporeality</td>
<td>299–300</td>
</tr>
<tr>
<td>counterfactual thinking</td>
<td>168–9</td>
</tr>
<tr>
<td>creativity</td>
<td>7, 49, 89, 125, 149–50, 167, 173, 175, 188, 223–4, 233, 285, 292</td>
</tr>
<tr>
<td>crisis</td>
<td>7, 45–6, 188, 190–91, 193, 204, 311</td>
</tr>
<tr>
<td>critical incident analysis</td>
<td>266</td>
</tr>
<tr>
<td>critical theory</td>
<td>9, 284</td>
</tr>
<tr>
<td>cultural</td>
<td>38, 40, 42–4, 46, 52</td>
</tr>
<tr>
<td>cultural experience</td>
<td>46</td>
</tr>
<tr>
<td>culture</td>
<td>37–8, 40, 43, 45, 47–8, 81, 89, 179, 260, 268, 271, 285, 290, 299, 302–3</td>
</tr>
<tr>
<td>culture-as-readable-text</td>
<td>303</td>
</tr>
<tr>
<td>cumulative experience</td>
<td>10, 11</td>
</tr>
</tbody>
</table>

Dasein 298

Entrepreneurship as experience

degree 13, 15, 17–19, 78, 82, 88, 106, 108, 112, 118, 126, 131, 193
Deleuze, Gilles 172
Dewey, John 9, 11, 36, 37, 39, 41, 79, 80, 256, 287, 297
dialogical 287
Dilthey, Wilhelm 1, 36, 41, 44, 47, 64, 76, 77, 79, 256
dimensions 111, 131, 147, 148, 176, 189, 239, 247
directionality 131
disjunction 10
discourse analysis 258, 266, 268, 270
dispositional 14, 27, 116, 118, 125
diversity 18–9, 134, 147–8, 172, 179
drama 15, 45–7, 49
dramatic 39–40, 44, 47, 165, 201, 266
dramaturgical 81
dual processing 116
dualities
agency–structure 297
entrepreneur–opportunity 154
formal–substantive 298
mind–body 296–9
object–subject 288–9, 297
objective–subjective 298
realist–constructivist 298
duration 10, 143, 188, 217, 296
Durkheim, Emile 42–6, 49, 52, 78, 79
dynamic
dynamic environment 126, 150, 227
dynamic instability 165, 182
dynamic interactions 173
dynamic interplay 4, 21, 160
dynamic process 5, 164, 226
dynamics
neurodynamics 295
psychodynamics 231, 272
competitive dynamics 178
family dynamics 166, 249
temporal dynamics 4, 133
effectual
effectual behavior 223
effectual reasoning 142, 220
embeddedness 10, 52, 86
embodied
embodied cognition 305
embodied cognizer 105
embodied metaphors 299
embodied mind 104–5
embodied, [en]active, situated
cognition (EASC) 300–301
embodiment 283
emergence
organizational emergence 19, 179, 181, 183
emerging
emerging entrepreneur 98, 139, 153
emerging structure 10, 21, 143
emerging venture 98, 153, 155, 228, 250
emic 43
emotion
positive emotions 127, 203
negative emotions 4, 126–7, 220
emotion-laden 108, 112
emotion-inducing 250
emotional
emotional attitudes 289
emotional energy 125
emotional functioning 186
emotional highs and lows 4
emotional reactions 12, 41, 126, 150
emotional resonance 40
emotional state 14
emotional stability 294
emotional intelligence (EQ) 127
empirical
empirical reality 43
empirical turn 305
empiricism 41–2, 44, 58, 64, 68, 257
empiricist 254, 271, 275, 301–2
enactment 49
engagement 131–6, 148, 150, 153, 155, 223, 239, 241, 246–7, 250
entrepreneur(s)
serial/habitual/portfolio
entrepreneurs 26, 116, 142, 171, 176, 286
novice/expert entrepreneurs 26, 171, 142, 286
entrepreneurial
entrepreneurial action 14, 96, 111, 172, 228, 272, 299, 301
entrepreneurial activities 141, 150, 180, 194
entrepreneurial acts 51, 111
Index

entrepreneurial alertness 169, 208
entrepreneurial behavior 148, 294–5, 298
entrepreneurial burnout 250
entrepreneurial beliefs 297
entrepreneurial cognition 105, 168, 290, 297, 299–301
entrepreneurial competencies 168, 173–4, 180, 182, 221
entrepreneurial context 13, 102, 111, 114, 124, 135, 141, 151, 165, 192, 207, 209–10
entrepreneurial decision-making 292
entrepreneurial discovery 292
entrepreneurial events 26, 104, 117, 141, 143–4, 186, 221, 224
entrepreneurial exit 27
entrepreneurial experiencing 11, 111, 139, 141, 182, 215
entrepreneurial expertise 26
entrepreneurial failure 286
entrepreneurial identity 19, 27, 97, 173–83, 221, 224, 226
entrepreneurial intentions 141, 294
entrepreneurial know-how 141
entrepreneurial learning 27, 97, 146, 258, 271, 286, 288
entrepreneurial mindset 4, 21, 117, 152, 154, 173–5, 180, 182–3, 183, 220–21
entrepreneurial motivation 207, 250, 294, 301
entrepreneurial passion 152, 224–6, 301
entrepreneurial performance 226
entrepreneurial process 3–4, 27, 126, 141, 186–7, 192–4, 196–7, 208
entrepreneurial resources 290
entrepreneurial roles 98, 176
entrepreneurial self 19, 182
entrepreneurial self-efficacy 175
entrepreneurial success 129, 170, 210
entrepreneurial teams 28, 222
entrepreneuring 28
ephemeral 36, 255, 257, 304
Erfahrung 287, 288, 292–3
Erlebnis 287, 288, 292–3
esthetics 82
ethics 82
ethnography
auto-ethnography 266
confessional ethnography 266
critical ethnography 267
dramatic ethnography 266
visual ethnographic study 268
ethnomethodology 77–9, 91–4, 97–8, 255, 258, 285
event (types of)
discrete events 5
emotion-laden events 112
experienced events 3, 15, 153–4, 248
lived-through event 5, 9, 69
momentous events 4
event sampling 258
event streams 5, 15, 20–21, 102, 104, 117, 140, 144, 151, 183, 216, 218, 223–4
everyday experience 45, 286
evolutionary 14, 39, 105, 114, 186, 208, 294

evolutionary experience 14
existentialism 9, 57, 58, 78, 292
exit
entrepreneurial exit 1, 16, 27
exit strategies 250
expectancy theory 6
expectations 16, 18, 94, 109–10, 135, 193–4, 200–201, 214, 216–17, 272, 300
experience
definition of experience 5, 8
structure of experience 10, 11, 15, 20–21, 37, 40–43, 46, 50, 56–7, 63, 72, 77, 82, 84, 153
stream of experience 10–11, 72, 143, 149, 153
experience-based view 85, 298, 305–7
experience accumulation 114
Entrepreneurship as experience

experience economy 284, 286
experience space 131–3, 136
high-experience domains 111, 114
low-experience domains 111
experience sampling method (ESM) 7, 259, 266

experience types
adaptive experience 114
aesthetic experiences 90, 308
autotelic experience 189, 191
collective experience 43, 57, 81
cultural experience 46
cumulative experience 10, 11
everyday experience 45, 286
evolutionary experience 14
family experience 28
flow experience 206
gambling experience 14
grieving experience 14
intentional experience 61
internet experience 14
life experiences 16, 83, 86, 140, 205, 272
lived experience 7–9, 15, 20, 28, 44, 84, 97, 287, 297–9, 304–5
lived-through experience 9, 37, 46, 56, 69, 70, 91, 97, 264
objective experience 37, 40–41
optimal experience 7, 188, 193
past experience 10, 18, 36, 86, 90, 110, 172, 216
peak experience 12, 14, 21, 27, 132, 140, 153, 186–200, 203–11, 248
personal experience 4, 114, 234, 302
present experience 65, 83, 154
purchasing experience 6
pure experience 44
recreation experience 7
self-discovery experience 14
sensory experience 41–4, 285, 293, 295, 303, 306
sexual experience 6
shared experience 44
social experience 9, 14, 42, 47, 80–81, 93, 114, 164
succession experience 28
transformational experience 286
unfolding experience 4

venture creation experience 1, 5, 11–13, 124, 125, 129, 131, 133, 140, 142–4, 154, 160, 173, 176, 182–3, 234, 250
wait experience 6

experienced
experienced entrepreneurs 50
experienced event 3, 15, 153–4, 248
experencer 38, 45, 68–9, 77–8

experiential
experiential cognition 105
experiential events 134, 148, 153, 176
experiential framework 123, 218, 283, 286
experiential knowing 284, 286–90, 292, 304, 306
experiential learning 20, 27, 50, 51, 113, 114, 284, 286–8, 304, 307
experiential marketing 285
experiential mode 123
experiential nature 5, 14, 27, 299
experiential objects 65
experiential perspective 5, 14–15, 19, 21, 63, 111, 124, 162, 172, 220, 223, 285, 304
experiential processing 13–14, 20, 102–3, 107, 113–16, 140, 145, 147, 152, 154, 180
experiential psychology 68
experiential state 160, 186, 189, 210
experiential system 106–7, 118, 123
experiential wisdom 114
non-experiential 43
experimental science 302
experimentation 146, 148–50, 162, 174, 179, 180, 220, 223, expertise 20, 26, 71, 107, 216, 291, 304, 307
expression 40–41, 44–52, 57, 69, 70, 71, 78, 81, 87, 89, 94, 258, 271, 302
extrasensory 291, 305
extraversion 250, 294
extreme sports 5

failure 3, 27, 50, 88, 106, 112, 129, 141, 166, 190, 192, 198, 200, 203, 210, 227, 286, 288
family
family business 5, 28, 178, 231–43, 245–51
Index

family dynamics 166
family experiences 23, 28
feedback loop 105–6, 109, 114, 141, 165, 182
felt sense 114
figure/ground 59, 61–6, 72
first-person 5, 57–8, 77, 283, 295–6, 305
flow 160–61, 186, 188–192, 194, 199, 205–6
flow experience 206
flow theory 6
flux 8, 97, 160
foresight 290, 292
founder 13, 19, 27, 42, 68, 78, 80, 124, 139, 141, 171, 180, 187, 195, 225–6, 231–6, 238–43, 245–51
frame analysis 91, 267, 273
functionalist 256
Gadamer, Hans-Georg 8, 47, 52
Garfinkel, Harold 78, 94, 97
Geertz, Clifford 8
generative
  generative mechanisms 182
generative rules 12
genes 39, 294–5, 300, 303
gestalt 13, 58
Giddens, Anthony 225
goals
  challenging goals 207, 223, 227
goal accomplishment 153
goal appraisal 135
goal conflict 13, 233
goal modification 153
  goal pursuit 227
goal setting 4, 85, 151, 171, 193, 196, 210
  pre-defined goals 13
  short-term goals 85
Goffman, Erving 80–1, 90–1, 98, 260, 267, 270, 273
grief 50, 129, 286, 288, 300
  grieving experience 14
ground, see figure/ground
habitual entrepreneurs 26, 117, 141–2
habitus 9
happiness 134, 188, 190–91
Heidegger, Martin 9, 57, 64, 77, 261–2, 267, 297–8, 301
hermeneutics 44, 47–8, 51–2, 76, 262, 285
heuristics 148, 150, 152, 270, 290, 292, 295, 301
hindsight 218
homeostatic 10
hormones 108, 295, 304
human
  human behavior 79, 188, 271
  human experience 14, 36, 39, 41, 44, 104, 276
Husserl, Edmund 8–9, 41, 57, 59, 61–2, 64–5, 68–9, 77–9, 81, 84–5, 87, 93, 96, 228, 260–61, 267, 283, 289, 301
idea generation 126
identity 95, 97, 145, 154, 164, 224
  emergent identity 176–7, 226
  entrepreneurial identity 19, 97, 173, 176–7, 180, 182–3, 215, 221, 224–6
  gender identity 94
  identity attributes 176
  identity centrality 176
  identity conflict 231
  identity content 176
  identity formation 20, 154, 176–7
  identity saliency 225–6
  identity script 225
  identity theory 98, 214–5, 225
  organizational identity 51
  personal identity 152, 166, 190
  role identity 27, 90
  self-identity 27, 127, 176, 224, 227, 260
  social identity 8, 285
imagery 210, 288–9, 296
imagination 221, 291–3, 296–7
immediacy 8, 283, 286, 288, 302
impression management 90, 263, 270, 274–5
improvisation 17, 50, 141, 148–9, 151, 163, 165, 179–181, 220, 223–4, 300, 308
Entrepreneurship as experience

impulse 14, 76, 80, 85–6
in-depth interview 6, 186, 195
individual-opportunity nexus 38, 39, 293–4
innovation 13, 49, 124, 127, 151, 168, 174, 179, 183, 195, 208, 232
instance 10–11, 110, 134, 143, 153
institutional theory 51
institutionalism 97
intensity 13, 15, 18, 62, 129, 131–2, 142–3, 145, 147, 186–8, 193, 196, 204, 241, 246–8
intention 9, 39, 110, 112, 116, 126, 141, 154, 165, 261, 289, 294–5
intentional experience 61
intentionality 8, 38, 59, 60–61, 63, 65–9, 71–2, 78, 84, 88, 91–2, 94, 97, 188, 191, 283, 293, 295, 299
interaction
person–environment interactions 7
social interactions 9, 28, 73, 80, 83, 85–6, 88, 91–2, 98, 105, 171, 176, 260, 271
visuo-haptic interactions 302
internet experience 14
interpretative phenomenological analysis (IPA) 301
interpretive science 18
interpretive turn 290, 299
interpretivist approach 47, 271, 275
interpretivist philosophy 52, 256–7
intersubjective meaning 98, 261, 269
intersubjectivity 92–3, 293, 299, 305–6
intuition 27, 113, 149, 189, 210, 214–20, 227, 289, 290–92, 296, 307
intuition-as-expertise 291
investor 2, 10, 14, 26, 102, 199, 250
James, William 8–9, 36, 41, 57–8, 60, 63, 68, 79, 80, 256
judgment 6, 106–8, 110, 112, 116, 118, 124, 127, 150, 290–91
judgment-driven behaviors 150
judgment errors 107
Kant, Immanuel 8, 42–3, 293
knowing 145, 286–8, 298–9
experiential knowing 284, 286–8, 306
instinctive knowing 216
practical knowing 288
presentational knowing 288
propositional knowing 288
ways of knowing 111, 288–90, 292, 302, 304–6
knowledge
declarative knowledge 116–17
procedural knowledge 106, 116
prior knowledge 109, 110, 112–13, 135, 141, 145
tacit knowledge 116, 289, 292
knowledge structures 115, 135
grasping of knowledge 114
transformation of knowledge 114
learning
learning activities 271
learning by doing 286, 307
learning cycle 113, 288, 307
learning from experience 308
learning from failure 141, 286
learning mechanisms 109, 118
learning process 105, 114, 288
learning outcomes 147
learning types
action learning 149
activation learning 109
cognitive learning 107
elaboration learning 109
entrepreneurial learning 27, 97, 146, 258, 271, 286, 288
experiential learning 20, 27, 51, 113–14, 284, 286–8, 304, 307
exploitative learning 147
exploratory learning 117, 146–7
social learning 140
trial and error learning 114
transformative learning 271
legitimacy 45, 51, 97, 257, 270
levels, see processing levels
Levi-Strauss, Claude 42–4, 50, 52
life experiences 16, 83, 86, 140, 205, 272
lived body 58, 299, 305
lived experience 7–9, 15, 20, 28, 44, 84, 97, 287, 297–9, 304–5
lived-through experience 9, 37, 46, 56, 69, 70, 91, 97, 264
Locke, John 8, 42
logic
causal logic 49, 223, 269
Index

effectual logic 49, 269
real options logic 115

macro-structures 164
marketing
  experiential marketing 285
Maslow, Abraham 186, 188
materiality 299
Mead, George Herbert 9, 78, 80, 85–6, 88, 96, 225

meaning
  meaning-endowing experience 84
  objective meaning 82–3, 87, 260
  subjective meaning 47–8, 77, 82–5, 87–8, 93, 254
  symbolic meaning 88, 271, 274–5
  meaning-making 111, 114–15, 145, 151, 153, 218, 302, 304
means-ends 298
mechanism 80, 89, 107–8, 210
  cognitive mechanisms 43, 152
  generative mechanisms 182
  internal mechanisms 40
  learning mechanisms 109, 118
memory 39, 293
  long-term memory 67, 110
  memory traces 109
  short-term memory 67
mental models 115
mental schemas 112, 115
Merleau-Ponty, Maurice 9, 57, 70, 299–302, 308

meta
  meta-cognition 71–2, 114, 142
  meta-experience 126
  meta-processing 110
  metaphorical analysis 267
method-driven 48
methodology 258
  experience sampling method 266
  interpretive methodology 44, 95, 265, 273
  phenomenological psychological methodology 68
  qualitative methodologies 257–9
  quantitative methodologies 255, 257, 259
middle-range theory 306
mindfulness 307
mind-substance 68
mode
  experiential mode 123
  passive mode 191
  processing mode 106
mood 110, 112, 118, 124–5, 147, 259, 285
motivation 7, 96, 105–6, 112, 115, 154, 187, 192, 210, 295
  achievement motivation 152, 167
  entrepreneurial motivation 294, 301
motives 6, 83, 85, 110, 118, 150–51, 178, 207–8, 216, 231, 250
multi-dimensional scaling (MDS) 239, 242
music 40, 56–7, 67, 90, 181, 191, 197, 216
myths 43, 45, 81

narrative 8–9, 40–41, 45, 51, 113, 258, 261, 263, 270, 273, 296, 303, 305
  narrative analysis 267
natural sciences 47, 64, 68, 256, 260
naturalism 64
network theory 6
neuro
  neuroconstructivism 294–5
  neurodynamics 295
  neuro-imaging 267
  neurological 39, 295
  neurophenomenology 268, 295–6
  neurophysiology 295
  neuroscience 295–6
neuroticism 134
  Newman's theory 7
novel (literature) 269

objects
  experiential objects 65
  external objects 85, 87, 302
  irreal objects 65
  material objects 39, 254, 256
  natural objects 77
  physical objects 38
  real objects 65
  social objects 85, 88, 95, 97–8, 260, 273
  objectification 44, 95, 293, 297
Entrepreneurship as experience

objective
objective experiences 37, 40–43
objective knowledge 146, 261
objective me 9, 261
objective meaning 82–3, 87, 260
objective nature 87
objective opportunities 293, 297–8
objective others 9
objective phenomena 47, 72, 79
objective qualities 87
objective reality 48, 94, 260–61, 293
objectivist 260
ontic 39, 42, 59–60, 66, 69, 83, 264
ontological turn 305
openness to experience 284, 294
opportunities
emerging opportunities 175, 290
first-person opportunities 72
opportunity alertness 168–9, 174–5, 208
opportunity discovery 218, 224
opportunity exploitation 51–2, 72, 165, 224–7, 269
opportunity identification 51, 97–8, 154, 169, 176, 227, 269
opportunity recognition 1, 125, 135, 168, 170, 174, 224
third-person opportunities 72
optimal experience 7, 188, 193
optimism 147, 169, 174, 196, 250
past experience 10, 18, 36, 86, 90, 110, 172, 216
peak experience 12, 14, 21, 27, 132, 140, 153, 186–200, 203–10, 248
peak performance 12, 21, 132, 140, 186–200, 203–11, 219
performances 37, 44
performativity 17–18, 145, 286
perception
extrasensory perception 291, 305
perception of time 189
perception–action loops 105, 118
temporal perception 296
visual perception 65–7, 303
personal experience 4, 114, 234, 302
personality 110, 146, 164, 166, 182, 294, 272, 303
personhood 37
perspectives
anthropological perspective 36–7, 49–51
behavioral perspective 283
cognitive perspective 43, 305
dramaturgical perspective 81
experience-based perspective 52, 64–7, 69, 70, 72–3, 77, 172, 214–16, 226–8, 259, 264–5, 269, 273, 294
first-person perspective 5, 305
interactionist perspective 105
phenomenological perspective 70–71, 77, 92, 272, 305
practice perspective 28
psychological perspective 57–8, 70–72, 262
sociological perspective 43, 96, 98, 270
phenomenological
phenomenological essences 70
phenomenological mind 301
phenomenological reduction 69–70, 78, 94
phenomenological perspective, see perspectives
phenomenology
empirical phenomenology 267, 301
hermeneutic phenomenology 267, 298
interpretative phenomenology 267, 301
transcendental phenomenology 267, 298
neurophenomenology 268, 295–6
physiology 21, 65–7, 102, 153–4, 268, 304
positivist 254
positron emission tomography (PET) 116
practical intelligence 112
practical knowing 288, 289
practice
practice perspective 28
practice turn 305
theory of practice 9
Index

pragmatism 9, 78–80, 85, 284, 287, 290
pre cognition 189, 291–2, 295, 304
prevention 291
present experience 65, 83, 154
presentational knowing 288–90, 292
problem focus 106, 168, 170
processes
cognitive processes 43, 103–5, 107, 135, 147, 169, 208–9, 216, 219, 226–7, 264, 269
internal processes 85
judgment processes 108
mental processes 65–6
perceptual processes 110–11
physiological processes 66, 116, 123
reflective processes 104
reflexive processes 104
socially-situated processes 65
processing
affective processing 116
bottom-up processing 118
cognitive processing 142
conscious processing 111, 117
dual processing 116
experiential processing 13–14, 20, 102, 113–16, 118, 140, 145, 147, 152, 154, 180
information processing 10, 12, 14, 113, 131, 141, 147, 177, 291
internal processing 110
neurological processing 39
parallel processing 103, 114
reflective processing 110
serial processing 117
top-down processing 118
processing activities 110
processing capacity 103, 112
processing systems 106–7, 114
processing levels
reactive level 105–6, 108, 110, 116, 118
reflective level 105–6, 111–12, 118
routine level 105–8, 110–11, 114, 116, 118
prolepsis 37–9
promotion focus 112, 170
propositional knowing 288–90, 292
prospect theory 169
protention 84
protocol analysis 50, 97, 258, 268–9, 291
psyche 41, 288–9
psychodynamics 231
psychological
psychological effects 291
psychological meaning 68, 70
psychological ownership 232
psychological perspective, see perspectives
psychological subjectivity 293
psychological well-being 307
psychology
descriptive psychology 41, 64
experiential psychology 68
phenomenological psychology 58, 64–5, 68
parapsychology 292
purchasing experience 6
pure experience 44
qualities 40, 49, 87–8, 111, 115, 128, 189–90, 258, 283, 286, 306
affective qualities 126
intrinsic qualities 49, 88
objective qualities 87
ontic qualities 83
rational system 106–7, 118
rationality 124, 220, 297
reactive level, see processing levels
reality 4, 15, 39, 41, 43–5, 68, 73, 89, 92–4, 97–8, 113, 149, 154, 180, 183, 206, 217, 222, 228, 248, 256, 259, 261, 264, 267, 270, 273
cultural reality 44
empirical reality 43
experienced reality 77
indigenous reality 43
lived reality 276
objective reality 48, 94, 260–61, 293
perception of reality 45
physical reality 68, 89
representations of reality 222
social construction of reality 86, 94
social reality 44, 78, 261
reasoning
causal reasoning 220, 223
eff ectual reasoning 142, 149, 220, 223
Entrepreneurship as experience

fast and frugal reasoning 113
“what if” reasoning 115, 145
recreation experience 7
reduction
phenomenological reduction 68–9, 70, 78, 94
uncertainty reduction 126
reductionism 69–70, 78
reflection 289
reflection-in-action 287
reflective processes 104
reflexive processes 104
regulatory focus 170, 208
relationships
family relationships 249
interpersonal relationships 307
part/whole relationship 145
social relationships 87, 225–6
stakeholder relationships 274
religion 63, 86, 191
representation
cognitive representations 106, 112, 115
collective representations 42–5, 49, 56, 78, 89
linguistic representations 304
mental representations 105
representation system 107
representational redescription 117
resonance 40, 288
resource-based theory 6
resources 1, 6, 17, 20, 50, 103, 117, 125, 133, 149–51, 168, 174, 179, 198, 200, 220–21, 224, 227, 232–3, 269, 274–5, 290, 292
responses
affective responses 6, 14, 106, 147, 150–51, 246
behavioral responses 106, 154
cognitive responses 108, 110, 153
emotional responses 108, 127, 145, 147, 227
mobilization responses 150
physiological responses 14, 109, 115, 118, 291
psychological responses 7
Ricoeur, Paul 48, 267
risk
risk-as-feelings 113, 116, 153
risk-averse 127, 153, 168–9, 294
risk factors 167
risk management 168, 174, 221
risk orientation 153, 175
risk perception 116, 127
risk proclivity 135, 231
risk-seeking 127, 168–70
risk-taking 4, 113, 123, 150–52, 166–7, 171, 174, 176, 180, 221, 274, 303
risk tolerance 149, 221
rites of passage 40
rituals 28, 40, 42, 44–5, 49, 57, 81, 89, 191, 269
rhythm 1, 4, 37–9, 268
rhythmanalysis 268
role identity 27, 90
rules 12, 45–6, 48, 91, 94, 103, 179, 181, 270, 289
schema 9, 91, 110, 112, 115, 149, 151, 216, 224, 267, 272–3
scripts 110, 115, 139, 150, 178, 216, 225, 289
Schön, Donald 287
Schütz, Alfred 9, 51, 63, 76–85, 87–90, 92–3, 96, 217, 228, 260
self
self-actualization 155, 186, 194, 203, 208, 286
self-awareness 6, 38–9, 180, 193
self-efficacy 174, 250
self-discovery 14
self-employment 27, 171, 178, 249, 294, 303
self-identity 27, 126, 176, 224, 227, 260
self-knowledge 111
self-management 210
self-regulation 226
self-renewal 188, 208
self-transformation 188
self-validation 188
semantics 258
semiotics 268, 271
sensation seeking 303
sensations 65, 303–4
senses 38–9, 42, 200, 284–5, 296, 302–3, 305–6
sensorial 9, 38–9, 302, 305
sensorial experience 302, 304
sensoriality 302, 306
sensory
   extrasensory 291
   multisensory 306
sensory data 38, 65, 103–4, 106, 114, 302
sensory ethnography 303, 306
sensory experience 41–4, 285, 293, 295, 303, 306
sensory flux 8
sensory memories 39
sensory perception 38–9, 43, 306
sensory system 106
sensory turn 302, 305–6
sensorimotor 110
sequence of events 5, 18, 37
sexual experience 6
shared experience 44
signs, see also symbols 48, 87
signal detection 170, 209
simulation 110
situatedness 5, 14, 63, 66, 105, 111, 117–18, 145, 172, 286, 298–301, 305, 308
social
   social action 76–80, 82
   social capital 20, 50, 232–3, 249, 250
   social constructionism 9, 290
   social determinism 300
   social drama 45, 46
   social experience 9, 14, 42, 47, 80–81, 93, 114, 164
   social facts 78–9, 261
   social habit 46
   social identity 8, 285
   social information 105, 112
   social interactions 28, 80, 83, 86, 91–2, 105, 176
   social object 85, 88, 95–6, 98, 256, 260, 273
   social order 46, 125
   social reality 78, 259, 261–2
   social relationship 87, 225–6
   social sciences 42, 44, 46–8, 256–7, 268, 284, 293
social structure 9, 46, 76, 78, 232
social system 46
sociology 9, 19, 42, 73, 76–98, 165, 258, 271, 283–4, 304
interpretive sociology 76
phenomenological sociology 81, 91–2
sociology of experience 96–7
spatial
   spatial analysis 239
   spatial relation 59
spiritual 190
   spiritual dimension 188, 210
   spiritual experience 189
   spirituality 191
start-up 1, 26, 116, 175, 179, 193, 203, 218, 222, 274
start-up capital 195
start-up context 249
start-up experiences 117, 234, 286, 307
static 15, 18, 63, 86, 93, 153
   homeostatic state 10
   static “snapshot” 5
stimulus 80, 82, 106, 108–10, 112, 131, 147, 170, 291
stocks 10–13, 16, 21, 113, 140, 182
stock of experience 11, 142, 144, 146–7, 149, 172
stock of social capital 232–3, 249
stories 45, 258, 267, 270–71
storytelling 40, see also narrative
stress 7, 13, 111–13, 124, 126, 129–31, 133, 135–6
streams 10–13, 15–16, 110, 133, 143–4, 148, 172, 249
stream of action 85–6, 153
stream of consciousness 63
stream of events, see also event
stream of experience 10–11, 72, 143, 149, 153
stream of thought 9, 285, 289
structural functionalism 46
structuration 97, 154
structure
   emerging structure 10, 21, 143
Entrepreneurship as experience

gestalt structure 13
temporal structure 10, 15, 21
structure of experience, see experience
structure of memory 67
subjective
subjective creations 47
subjective experience 58, 190, 295–6
subjective meaning 47–8, 77, 82–5, 87–8, 92–3, 98, 254
subjective opportunities 293, 297
subjectivism 292, 293
subjectivity 43, 47, 50, 58, 70, 77–8, 81, 257, 261, 264, 283, 286, 292–3, 299
embodied subjectivity 304
social subjectivity 47
subjectivity of experienced reality 77
subjectivity of meaning 78, 256
succession
inter-generational succession 231
succession decisions 249
succession experience 28
succession planning 249
symbolic action 88, 97, 279, 274–5
symbolic interactionism 77–81, 83–6, 88–91, 95, 97–8
symbols 50, 77, 80, 81, 83, 87–91, 98, 268–71, 273, 287, 308
sunk costs 170
systems 19, 66, 104–6, 165, 181, 304
action system 105
action-perception matching system 105
behavior-generation systems 105
brain system 9, 295
complex systems 164–5
connectionist systems 103
 experiential system 106–7, 118, 123
motor system 106
rational system 106–7, 118
representation system 107
processing systems 106–7, 114
sensory system 106
social system 46
systems theory 164

task(s)
cognitive tasks 112, 115, 135
entrepreneurial tasks 150, 180, 194
task at hand 160, 203, 205, 223, 227
task familiarity 59, 112, 272
team 28, 198–9, 223
entrepreneurial team 28, 222
founding team 28
team-building 143, 171, 287
team member 8, 225
top management team 28
temporal
atemporal 297
temporal boundaries 16, 257
temporal cognition 296
temporal constraints 112
temporal depth 11
temporal dynamics 4, 133
temporal event 14
temporal experience 1, 15, 129, 144, 163, 180
temporal flux 8
temporal focus 126
temporal nature 5, 21, 132, 145
temporal perception 296
temporal performance 154, 250
temporal relation 59
temporal sequence 102, 155
temporal series 4
temporal space 37, 38
temporal streams 11
temporal succession 10, 41
temporality 8, 11, 37, 38
temporalization 37
texts 44, 47, 267

theory
activity theory 115
affective events theory (AET) 142
arousal theory 6
attribution theory 6
cognitive-experiential self-theory (CEST) 106
connectionist theory 104, 118
critical theory 9, 284
effectance theory 6
expectancy theory 6
flow theory 6
identity theory 98, 215, 225
institutional theory 51
middle-range theory 306
network theory 6
Newman's theory 7
Index

prospect theory 169
resource based theory 6
signal detection theory 209
social capital theory 232–3
systems theory 164
theory of practice 9
think-aloud protocol, see protocol analysis
thinking
analytical thinking 219
causal thinking 221
critical thinking 210
positive thinking 210
rational thinking 155, 180
thinking about thinking, see metacognition
third-person 51, 58, 72, 296, 305
thought-feeling-action repertoires 13
throwness 298
time
internal time consciousness 8
moment in time 10, 15
real-time experiencing 4
time constraints 113
time frame 8, 12, 242, 247
time horizon 155, 175, 180, 231
time irreversibility 165
time management 210
tolerance of ambiguity 174
transcendental essences 298
transformation
degree of 17, 173
transformation process 146
transformational experience 286
transformational experience 286
transformational experience 286
transformational experience 286
transformationative events 17, 145, 271
transitions 27, 95, 117
triggers 15, 105, 110, 143, 180, 191, 193–4, 196, 198, 210, 216–17, 228
Turner, Victor 8, 10–11, 36–7, 39–41, 43–6, 176, 258
uncertainty 6, 17, 19, 111–13, 115, 124, 126, 128, 135–6, 139, 159, 175, 179, 187, 207, 215–16, 225–8
uncertainty avoidance 112
uncertainty reduction 126, 225
unfolding experience 4
values 41, 110, 149, 151, 181, 192, 209, 233, 289, 302
venture
venture creation experience, see experience
venture performance 128, 142
emerging venture 98, 155, 228, 250
high growth venture 170, 177–8, 209
verbal protocol, see protocol analysis
Verstehen 76, 256
visceral 105
wait experience 6
Weber, Max 76, 78–80, 82, 256
Weick, Karl E. 13, 145, 151, 181, 183, 216–18, 221–2, 289–90, 299
Weltanschauung 78
well-being 132, 142–3, 188, 300, 307
window of opportunity 97
yoga 191
Zen 37, 191
zone, in the 12, 186, 189, 194, 199, 210