Index

age, entrepreneurship and 292–3
agricultural sector 270, 288
comparison of entrepreneurial
orientation (EO) in micro-sized
agricultural and non-
agricultural firms 263–4, 282–3
discussion 280–82
entrepreneurial efforts within
existing firms 264–6
method of study 269–74
performance and 266–7, 268–9,
271, 279, 281–2
resource-based view 267–9
results of study 274–9
theoretical perspectives 264–9
Ahl, H. 77, 83
Ahuja, G. 195
Aldrich, H. 218
Allen, I. 76
Alsos, G. 267
Antonicic, B. 198, 204, 209
assessments
training in entrepreneurship for
women 89–90
attitudes towards entrepreneurship in
urban and rural areas 297–8
Austrian School 196, 197
Autio, E. 105, 107
backward relationships
internationalization of small firms
and 136–8
Balmer, F. 302
Bandura, A. 243, 247
Barrett, M. 88
Barringer, B. 280
Becattini, G. 169
Belgium 202
Berger, P. 15
Bezgodov, A. 245
Bierly, P.E. 202
Birley, S. 104
Blackburn, R. 146
Bluedorn, A. 280
Borch, O.J. 247, 274
Brockman, B.K. 199
Brown, T. 241, 244, 256
Browne, J. 172
Brush, C.B. 79
Brush, C.G. 36
Bulgaria
study of internationalization of
small firms 128, 134, 135, 136,
140
buyer–supplier relationships 124
Byrne, J.A. 171

Camarinha-Matos, L. 172
capital
human and social capital 217–18,
219
women and 83
Carter, S. 87
Cassiman, B. 202
Chandler, G.N. 245, 246
Chen, Chao C. 244
China 38
Choy, K.L. 172
Chrisman, J.J. 198
Clarysse, B. 35
Cohen, J. 254
commitment
university spin-off companies 43–4
commodity chains
global commodity chains (GCC)
approach 124, 125–6, 131
Commons, John 124
core competencies 171, 173
corporate entrepreneurship, see
organizational (corporate)
entrepreneurship
Corvello, V. 173
Covin, J. 240, 246, 256, 263, 266, 272
credibility 216
university spin-off companies 45–6
culture
entrepreneurial culture 14–15
internationalization of firms and 105–6
organizational 14

Daly, P.S. 202
David, P. 54
de Bruin, A. 218
de Clercq, D. 203
de Noble, A.F. 245, 247
del Palacio Aguirre, I. 26
Denison, D.R. 14
Dess, G. 241, 246, 263, 271
De Tienne, D.R. 146, 200, 208
Dillman, D.A. 221
Dimov, D. 203
discrimination 90
Duemmler, P. 302
Dumas, C. 90
Dyer, J. 195, 197

East Naples high-tech enterprise system (ENES) 188–90, 191
firm relationships 182–3
knowledge management (KM) 183–8
structural characteristics 177–8
survey findings 181–8
survey methodology 179–81
education 82, 201, 292
human capital 217–18, 219
internationalization of firms and 108
see also training in entrepreneurship
entrepreneurial climate 13–14
discussion and implications 26–8
empirical study 18–26
entrepreneurial culture and 14–15
factors influencing 15–18
entrepreneurial commitment
university spin-off companies 43–4
entrepreneurial culture 14–15
entrepreneurial exits 145–7, 162–4
combined and inter-country comparisons 153–7
data and methods of study
sample and design 150–51

selected countries 149–50
variables and measures 151–2
experiences and learning 148–9, 152, 157–60
modelling exit experiences 160–62
failure of small firms 141, 146
situations and reasons 147–8, 151–2, 157–60
theoretical development 146–9
entrepreneurial orientation (EO)
comparison of micro-sized agricultural and non-agricultural firms 263–4, 282–3
discussion 280–82
entrepreneurial efforts within existing firms 264–6
method of study 269–74
performance and 266–7, 268–9, 271, 279, 281–2
resource-based view 264, 267–9
results of study 274–9
theoretical perspectives 264–9
St Petersburg study 236
context of study 237–9
interview guide 261–2
methodological challenges and contributions 256–7
methodology of study 245–8
resources and EO 241–3, 247, 249, 252–4
results and implications of study 248–9
self-efficacy and 243–5, 247–8, 251, 254–5
theoretical base 240–45
theoretical challenges and contributions 255–6
environment for entrepreneurship 16
Erdogan, B. 244
Eriksson, K. 106
Estonia
study of internationalization of small firms 128, 129, 134, 135, 136
ethnic minorities 87
European Union (EU) 126
agricultural sector 270
evaluation
training in entrepreneurship for women 89–90
Index

exits, see entrepreneurial exits
experience in entrepreneurship 103–4
exit experiences and learning 148–9, 152, 157–60
modelling exit experiences 160–62
internationalization of firms and 101–3, 115–17
context of rapid internationalization 106–9
data collection for study 109–10
findings of study 111–15
literature review 103–9
measures and descriptive information 110–11
exposure to entrepreneurship 17
failure of firms, see entrepreneurial exits
Favrel, J. 172
Fayolle, A. 80, 85, 86
feminism
entrepreneurship and feminist theorizing 77–8, 91–5
liberal feminism 78, 82, 86, 90, 94
social constructionist feminism 79–80, 83–4, 91
social feminism 78–9, 83, 91, 94
Fenga, D.Z. 172
field theory 15
financial management
women and 88
Finland
entrepreneurial exits 146, 149–50, 151, 162–4
inter-country comparisons 153–7
taxonomy of exit reasons and experiences 157–60
foreign direct investment (FDI) by 134
Florida, Richard 306
Fogarty, M. 59
foreign direct investment (FDI) 133, 134, 135, 136
foreign entrepreneurs 105
Forsgren, M. 108
forward relationships
internationalization of small firms and 133–6
France
regional determinants of entrepreneurial activity 293
Frankish, J.S. 149
Friesen, P. 246
Gailly, B. 80, 85, 86
Gartner, W. 263
gatekeepers 218
Germany
Industrial Collective Research (ICR) programme 54, 55–8, 69–73
data for study 62–3
empirical results of study 63–9
knowledge use equation 60–62
measurement of ICR benefits 59–60
research question 58–9
regional determinants of entrepreneurial activity 293, 306
study of entrepreneurial climate in universities 18–26
Ghoshal, S. 217
global commodity chains (GCC) 124, 125–6, 131
Global Entrepreneurship Monitor (GEM) 290, 294
globally integrated firms 132–3
goals
entrepreneurship as 16
training women entrepreneurs 86–7
virtual enterprises (VEs) 172
government and the state
policy support for small firms 140
regulation by 266
Grant, R.M. 242
Greece
study of internationalization of small firms 127, 128, 129, 134, 136, 137, 140
Grimaldi, R. 59
Gunasekaran, A. 173
habitual entrepreneurs 103–4, 115, 117
Hanks, S.H. 245, 246
Headd, B. 147
hierarchical virtual enterprises (VEs)
models 176–7, 191
Hisrich, R.D. 198, 204
Index

holarchical virtual enterprises (VEs) models 176–7, 191
home workers, women as 83
human capital 217–18, 219

Industrial Collective Research (ICR) programme 54, 55–8, 69–73

data for study 62–3
empirical results of study 63–9
measurement of ICR benefits 59–60
research question 58–9

information and communication technology (ICT)

study of internationalization of firms

data collection 109–10
findings 111–15
measures and descriptive information 110–11
virtual enterprises (VEs) and 171, 173

information signals
impact of legitimacy building signals on access to resources research framework 216–20

infrastructure 17
innovation 198, 240, 265
diffusion of 12
regional innovation systems 32
institutional theory 215, 216
integration
globally integrated firms 132–3
international trade, liberalization of 126
internationalization of firms
knowledge/experience and 101–3, 115–17
in context of rapid internationalization 106–9
data collection for study 109–10
findings of study 111–15
literature review 103–9
measures and descriptive information 110–11
small firms 102, 122–3, 140–42
backward relationships 136–8
forward relationships 133–6
globally integrated firms 132–3
literature on 123–7
methodology of study 127–32

nature of relationships and performance 138–9
policy support 140
survey findings 132–40

Ireland 293
Isaksen, E. 248

Italy
East Naples high-tech enterprise system (ENES) 188–90, 191
firm relationships 182–3
knowledge management (KM) 183–8
structural characteristics 177–8
survey findings 181–8
survey methodology 179–81
networks of SMEs 169, 175
regional determinants of entrepreneurial activity 293

Jaccard, James 205
Jagdev, H.S. 172
Johanson, J. 101, 105
joint ventures 133, 135, 136
virtually integrated firms 172
Joyner, B. 90

Kim, T.Y. 172
Kirchhoff, B.A. 241, 244, 256
Knight, G.A. 204
knowledge internationalization of firms and 101–3, 115–17
context of rapid internationalization 106–9
data collection for study 109–10
findings of study 111–15
literature review 103–9
measures and descriptive information 110–11
knowledge management (KM) 171, 183–8, 199
knowledge use equation 60–62
knowledge-based resources 200–203
knowledge-related challenges 104–6
organizational (corporate)
entrepreneurship and 195–6, 209–10
analysis and results of study 205–9
knowledge acquisition and 198–200, 201–3
knowledge-based resources and 200–203
methodology of study 203–5
theoretical framework 196–203
transfer
Industrial Collective Research (ICR) programme 54, 69, 72
universities and 12
Knowles, Malcolm 85
Kolvereid, L. 247
leadership style 83
learning
exit experiences and learning 148–9, 152, 157–60
modelling exit experiences 160–62
learning by doing 107
Lee, W.B. 172
Lefebvre, E. 172
Lefebvre, L.A. 172
legitimacy
impact of legitimacy building signals on access to resources 215
conclusions and implications 226–7
methodology of study 221–2
research framework 216–20
results of study 222–6
Lerner, M. 245
Lewin, Kurt 15
Liao, J. 199
liberal feminism 78, 82, 86, 90, 94
liberalization 142
international trade 126
Lioukas, S. 247
Lockett, A. 35
Luckmann, T. 15
Lumpkin, G.T. 241, 244, 246, 263, 271
Madsen, E. 272, 274
market exchange relationships 133–4, 135
Marlow, S. 84
Marshall, C. 199
Martinez, M.T. 172
Mead, G. 15
mentoring, women and 85–6, 89
methodology
comparison of entrepreneurial orientation (EO) in micro-sized agricultural and non-agricultural firms 269–74
study of entrepreneurial orientation (EO) 245–6
challenges and contributions 256–7
dependent variable 246
independent variables 247–8
study of entrepreneurship in rural and urban Switzerland 294–7
study of impact of legitimacy building signals on access to resources 221–2
study of internationalization of small firms 127–32
study of organizational (corporate) entrepreneurship 203–5
training in entrepreneurship for women 89
Mezgar, I. 172
Migliarese, P. 173
Mikhailov, L. 172
Miller, D. 240
Miller, S. 246
Mintzberg, Henry 240
Moray, N. 35
Morgan, R.M. 199
Morrissey, J. 124
motivations 83
multinational enterprises, virtual enterprises (VEs) and 172
Mustar, P. 34
Nahapiet, J. 217
Netherlands 289
networks 57, 124, 215
‘old boys’ 79
small and medium-sized enterprises (SMEs) 169, 175
social 197
virtual enterprises (VEs) 172, 173
women and 83, 219, 220
new firms 104–5
study of impact of legitimacy building signals on access to resources 221
Index

Nilsson, P. 84
Norway
agricultural sector 270
comparison of entrepreneurial orientation (EO) in micro-sized agricultural and non-agricultural firms 269–74, 280
small and medium-sized enterprises (SMEs) 264

O’Farrell, P. 141
‘old boys’ networks 79
ontological considerations
training in entrepreneurship 80–82, 95
opportunity recognition 102, 244

Organisation for Economic Co-operation and Development (OECD) 288
organizational (corporate) entrepreneurship 16, 195–6, 209–10

analysis and results of study 205–9
knowledge acquisition and 198–200, 201–3
knowledge-based resources and 200–203
methodology of study 203–5
theoretical framework 196–203
organizational culture 14
orientation, see entrepreneurial orientation (EO)

Orser, B.J. 87

Park, K.H. 172
patents 59
Patton, D. 84
Penrose, E. 241, 268
performance 202

comparison of entrepreneurial orientation (EO) in micro-sized agricultural and non-agricultural firms 266–7, 268–9, 271, 279, 281–2
internationalization of small firms 138–9, 140–41
organizational entrepreneurship and 195

person-related determinants of entrepreneurial activity 292–3
Peura, J. 280
Pfeffer, Jeffrey 141
Pittaway, L. 124

Poland
study of internationalization of small firms 128, 134, 135, 136, 137
portfolio entrepreneurs 104

Portugal
power asymmetry 131, 136, 141
pre-competitiveness 56
Presley, A. 172
proactiveness 265–6

Poland

Prodan, I. 209
project-based approaches
virtual enterprises (VEs) 172
psychic distance 105
psychological climate 13
public funding, research and development and 57, 64

Rae, D. 149
Rauch, A. 240
regional determinants of entrepreneurial activity 293–4
regional innovation systems 32
regulation 266
agricultural sector 270
Reichers, A.E. 13
relational perspective 197
RENT conference 1
reputation 217, 219–20
research and development (R&D) 40, 54, 202

Industrial Collective Research (ICR) programme 54, 55–8, 69–73
data for study 62–3
empirical results of study 63–9
knowledge use equation 60–62
measurement of ICR benefits 59–60
research question 58–9
internationalization of firms and 102
resources 198–9
entrepreneurial orientation (EO) and
Index

comparison of entrepreneurial orientation (EO) in micro-sized agricultural and non-agricultural firms 264, 267–9
St Petersburg study 241–3, 247, 249, 252–4
impact of legitimacy building signals on access to 215
conclusions and implications 226–7
methodology of study 221–2
research framework 216–20
results of study 222–6
knowledge-based resources 200–203
overcoming spin-off critical junctures 36–8
Riding, A.L. 87
risk competence 244–5
risk-taking 240, 265
Roberts, E.B. 107
role models 17
Ronstadt, R. 103, 104
Rosa, P. 117
rural areas 306–7
entrepreneurship in 287–8
attitudes towards
entrepreneurship 297–8
conceptual framework of study 290–92
discussion 304–6
factors influencing entrepreneurship 298–9
regional determinants of entrepreneurial activity 293–4
results of entrepreneurial process 299–304
spatial patterns 288–90
Russia
entrepreneurship in 237
study of entrepreneurial orientation in St Petersburg 236
context of study 237–9
interview guide 261–2
methodological challenges and contributions 256–7
methodology 245–6
resources and 241–3, 247, 249, 252–4
results and implications of study 248–51
self-efficacy and 243–5, 247–8, 251
theoretical base 240–45
theoretical challenges and contributions 255–6
Salancik, Gerald 141
Schein, E.H. 14
Schneider, B. 13
Schumpeter, J. 240
self-efficacy
entrepreneurial orientation (EO) and 243–5, 247–8, 251, 254–5
Senturia, T.A. 107
serial entrepreneurs 104
Shane, S. 196, 200, 208, 247
Sharma, P. 198
Shea, J. 68
Sheikh, S. 89
Shepherd, D.A. 200, 204, 209, 266
Simsek, Z. 201
Singh, H. 195, 197
Slevin, D. 240, 246, 256, 263, 266, 272
small and medium-sized enterprises (SMEs) 105
comparison of entrepreneurial orientation (EO) in micro-sized agricultural and non-agricultural firms 263–4, 282–3
discussion 280–82
entrepreneurial efforts within existing firms 264–6
method of study 269–74
performance and 266–7, 268–9, 271, 279, 281–2
resource-based view 267–9
results of study 274–9
theoretical perspectives 264–9
internationalization 102, 122–3, 140–42
backward relationships 136–8
forward relationships 133–6
globally integrated firms 132–3
literature on 123–7
methodology of study 127–32
nature of relationships and performance 138–9
policy support 140
survey findings 132–40
networks 169, 175
research and development and 56, 57, 65, 67, 69
Russia 237
virtual enterprises (VEs) and 173, 175, 177, 192
see also East Naples high-tech enterprise system (ENES)
women and 87
social capital 217–18, 219
entrepreneurial orientation and 253–4
social constructionist feminism 79–80, 83–4, 91
social feminism 78–9, 83, 91, 94
social networks 197
social resources 243
social support for entrepreneurs 17
women 83, 84
Spain
study of organizational (corporate) entrepreneurship 203–5
analysis and results 205–9
universities in 33, 39
regional environment for non-elite universities 39–40
results of studies 42–7
studies of university spin-off companies 40–42, 47–9, 53
Spanos, Y. 247
spillovers 56, 59
spin-offs 12, 16
university spin-off companies 32–3, 53
conclusions, limitations and implications of study 47–9
credibility threshold 45–6
data collection and cases under study 40–42
defining elite universities 38–9
entrepreneurial commitment 43–4
factors and resources influencing spin-off creation and development process 35–6
opportunity recognition 42–3
previous studies 34–8
process of new venture creation and development 34–5
regional environment for non-elite universities 39–40
resources and factors needed to overcome spin-off critical junctures 36–8
stage-based models 34–5
sustainability threshold 46–7
Stam, E. 289
Stathopoulou, S. 290, 291, 304
Steiber, N. 89
stereotyping 79
Stokes, D. 146
strategic alliances 197
supplier–buyer relationships 124
sustainability, university spin-off companies 46–7
Sweden
regional determinants of entrepreneurial activity 293
training for entrepreneurs women 84
Switzerland
entrepreneurship in urban and rural areas
attitudes towards entrepreneurship 297–8
conceptual framework of study 290–92
conclusions and outlook for future research 306–7
data and methods of study 294–7
discussion 304–6
factors influencing entrepreneurship 298–9
person-related determinants of entrepreneurial activity 292–3
regional determinants of entrepreneurial activity 293–4
research background and aim of analysis 287–8
results of entrepreneurial process 299–304
spatial patterns of entrepreneurial activity 288–90
Technological Trampolines (TTs) 40, 46
technology
East Naples high-tech enterprise system (ENES) 188–90, 191
firm relationships 182–3
knowledge management (KM) 183–8
structural characteristics 177–8
survey findings 181–8
survey methodology 179–81
internationalization of firms and 102
technological change 32
transfer 16
Thompson, K. 173
Tillmar, M. 84, 86
Toedtling, F. 306
training in entrepreneurship
ontological considerations 80–82, 95
women and 76–7, 80, 82–5, 90–95
contents and theories 88–9
evaluation and assessments 89–90
goals 86–7
methods 89
roles of educators and
participants 85–6
target audience 87–8
transaction cost economics 124–5, 131, 141
Tripl, M. 306
trust 218
Tsai, K. 202
Tunzelmann, N. von 59
Turrisi, Robert 205

underinvestment 56
unemployment 293

United Kingdom
entrepreneurial exits 146, 149–50, 151, 162–4
inter-country comparisons 153–7
taxonomy of exit reasons and
experiences 157–60
regional determinants of
entrepreneurial activity 293
study of internationalization of
small firms 127, 129, 135, 138, 140
universities in 38

United States of America
agricultural sector 270
experience in entrepreneurship in
107
knowledge-based resources 202
regional determinants of
entrepreneurial activity 293
training for entrepreneurs
women 83, 87
universities in 39
universities 12
engineers and 67
entrepreneurial climate 13–14
discussion and implications 26–8
empirical study 18–26
entrepreneurial culture and 14–15
factors influencing 15–18
spin-off companies 32–3, 53
conclusions, limitations and
implications of study 47–9
credibility threshold 45–6
data collection and cases under
study 40–42
defining elite universities 38–9
factors and resources influencing
spin-off creation and
development process 35–6
opportunity recognition 42–3
previous studies 34–8
process of new venture creation
and development 34–5
regional environment for non-elite
universities 39–40
resources and factors needed to
overcome spin-off critical
junctures 36–8
stage-based models 34–5
sustainability threshold 46–7
urban areas 306–7
entrepreneurship in 287–8
attitudes towards
entrepreneurship 297–8
conceptual framework of study
290–92
discussion 304–6
factors influencing 298–9
regional determinants of
entrepreneurial activity 293–4
results of entrepreneurial process
299–304
spatial patterns 288–90
Uzzi, B. 210

Vahlne, J.-E. 101, 105
Venkataraman, S. 197, 200
Vesala, K. 280
Veugelers, R. 202
Index

virtual enterprises (VEs) 170, 190–92
East Naples high-tech enterprise system (ENES) 188–90, 191
firm relationships 182–3
knowledge management (KM) 183–8
structural characteristics 177–8
survey findings 181–8
survey methodology 179–81
hierarchical versus holarchical models 176–7, 191
theoretical framework 171–5
Vohora, A. 33, 35, 36, 44, 46, 48, 49

Wagner, K. 307
Walker, D. 90
Wang, J. 202
Westhead, P. 104, 247
Wiklund, J. 204, 209, 266
Williamson, O. 124, 141
Wilson, F. 87
women entrepreneurs 76, 292
feminist theorizing and 77–8
liberal feminism 78, 82, 86, 90, 94
social constructionist feminism 79–80, 83–4, 91
social feminism 78–9, 83, 91, 94
human capital 219
impact of legitimacy building signals on access to resources 218–20
training in entrepreneurship 76–7, 80, 82–5, 90–95
contents and theories 88–9
evaluation and assessments 89–90
goals 86–7
methods 89
roles of educators and participants 85–6
target audience 87–8
World Trade Organization (WTO) 270
Yamashiro, M. 172
Yli-Renko, H. 204
Zahra, S.A. 205
Zhang, Y.P. 172