Index

active interviewing 60
agency theory 19, 26, 36
Albert, S. 72, 73
Aldrich, H.E. 12, 26, 27, 28
altruism 26
Alvesson, M. 50, 51
Amin, I. 152–3
Anderson, A.R. 97, 98, 102, 103
anthropomorphism, definition of family 30
Aristotle 41, 65, 73, 74, 85
Aronoff, C.E. 18
Astrachan, J.H. 18
attachment, families as circles of 33–5, 144, 146
Augustine 73
Baines, S. 27, 34, 94, 112, 113, 151
Baker, T. 50, 87, 88, 98
Barrett, M. 88
behavioural economics theory 19
Bertaux, D. 13, 36–7, 55
Between Generations: Family Models, Myths and Memories (Bertaux and Thompson) 36
Bird, B. 15, 88
Birley, S. 20, 21, 39, 159
board members 25
Bolton Report (1971) 14
borrowed desire theory 20
Bourdieu, P.
on family as category 29–31
on transmission across generations 13, 35–9
Brazil, female heirs in 21
Brickman, E.A. 88
Brockhaus, R.H. 8, 22
Brown, A.D. 72, 73
Brown, J.S. 38, 129, 145
Bruni, A. 5–6, 12, 90, 91, 94, 103
Brush, C.G. 88
business group types see intergenerational sets
business history/historians 14, 21, 23–4, 28–9, 41
business planning 25
capital, solidarity of interests in 31
Carsrud, A.L. 22, 23
Carswell, M. 6
centrality 72
Chandler, A. 13, 14
Channon, D.F. 14, 22
charisma, institutionalization of 18
Cheese Makers intergenerational set 1, 2–3
entanglement of family and business 151, 152
entrepreneurial identities-in-practice 130, 134, 135, 137
gender identities 93, 94, 95, 96, 99–100, 103
narratives of 66, 68–9, 70, 78, 80
reproduction versus transformation 141–2, 143
spoiling of family relationships 158–9
children, in family business 129–32
away from family 132–3
Chinese patrilineal system 34
chronicle time 65–8
Chua, J.H. 24
circles of attachment, families as 33–5, 144, 146
Cliffe, J.E. 12, 26, 27, 28
clothing trade, family business (UK) 44
Colli, A. 8, 14, 26, 29, 33, 36, 39, 138, 160
Entrepreneurship across generations

definitions of family business 21, 23, 24
communities of practice 6, 45, 119–20, 122, 128, 160–61
family firms as 119, 144
multi-membership 129
as shared histories of learning 45, 145–6
confessionalism 50
Confessions (Augustine) 73
continuity and discontinuity 64, 72, 76, 80–82, 139
Contu, A. 138
Cope, J. 59, 61, 70, 71, 128
cosmological time 73
costs of family business, hidden 158–60
Cowling, M. 8, 12, 21, 25
Cramton, C.D. 27, 28, 102
cross-sectional surveys 19
cultural silence 57, 89, 96, 161
Curimbaba, F. 21
customary practices 139
cyclical time frames, in narratives 65, 68–9, 71
Czarniawska, B. 41, 43, 57, 117–18
temporality and narrative 65, 66, 69–70, 73, 86
daughters, as successors 20–21
Davies, B. and C. 10, 42, 43, 44, 59, 62, 160
Davis, J. A. 92
Davis, S.M. 18, 20
Deakins, D. 70
definition of family business 7, 16, 17, 21–4
criteria 22–3
Delphi survey 9
demise of family firm, prediction of 14, 25
directors, role 25
discontinuity
and continuity 64, 72, 76, 80–82, 139
and difference 122
discourse 6, 47, 56, 97
and gender identities 90–91, 96
distinctiveness 72
documentary evidence 56
domestic and business responsibilities 94–7
Douglas, J.D. 60
Down, S. 10, 42–3
Duguid, P. 38, 129, 145
duties and obligations 116–18, 146
Dyer, W.G., Jnr 9, 15, 148
eyearly influences, reflections on 61–2
economic heritage 31
economics, roots in entrepreneurship
and family business research 9
emotional kinship groups 23
emotions 61
empirical studies 18–19, 39, 57
employment 61, 64, 65, 73–4, 81, 84, 85, 139
Engineers intergenerational set 1, 2
entrepreneurial identities-in-practice
120–21, 122–6, 132, 135–7
and gender identities 98, 99, 106, 107, 108, 110, 111, 113
interviews with 4, 49, 52–4
narratives of 70, 77–8, 81, 85
reproduction versus transformation 140–41, 143–4
entrepreneurial identities-in-practice 7, 63, 119, 142, 147–8, 160–61
intergenerational 120–27
preparedness as practice-based
identity 127–38
entrepreneurial identity 5, 10, 50, 64
annexing 97–100
and gender identity 105
entrepreneurial learning 119–49, 160
in business practice as adults away from family 133–7
cycles of entrepreneurial
preparedness 132, 144–8
intergenerational entrepreneurial
identities-in-practice 120–27
and narrative 6–7
participation in formal training and/or
education 137–8
reproduction versus transformation
138–44, 145
as socially situated 6, 128
entrepreneurial preparedness

Eleanor Hamilton - 9781849806251
Downloaded from Elgar Online at 05/19/2019 09:54:02PM
via free access
Index

adults in business practice away from family 133–7
children in family business 129–32
away from family 132–3
cycles of 132, 144–8
participation in formal training and/or education 137–8
as practice-based identity 127–38
schematic view 147
entrepreneurship
family embeddedness perspective 27–8
feminine, public masculine presentation 100–105
heroic entrepreneur 88, 97–100, 102
as interdisciplinary 61–2
and masculinity 41, 86, 88–9, 91, 96
see also entrepreneurial identities-in-practice;
entrepreneurial identity;
entrepreneurial learning;
entrepreneurial research
Entrepreneurship and Regional Development 8
entrepreneurship research 5, 8, 9, 10, 64, 97, 121
epistemological status of narrative in 5, 17, 41–2, 63
Entrepreneurship Theory and Practice 8, 15, 27
epistemological status of narrative, in entrepreneurial research 5, 17, 41–2, 63
ethnographic research 5–6, 10
Europe, family firms in 7, 8
everyday lives, narratives of 4
existential phenomenological interview 55, 58
experiential learning theory 42
experts 37, 38
Ezzy, D. 73–4
fable 73, 82, 85, 131
‘face’ of business 95–6
factor analysis 9
family
as a category 29–33
circles of attachment, families as 33–5, 144, 146
concept in family business 12, 13, 26–9
defined 30, 31
gender norms historically embedded in practices of 116
historical context 32–3, 103
intergenerational aspects 30–1
as realized category 29, 31–2
spoiling of family relationships 158–60
family business research see research, family businesses
Family Business Review 15, 21
family firms
adults in business practice away from family 133–7
business as opportunity for next generation 155–6
‘closed system,’ family/family business as 31, 94
as communities of practice 6
compared to other business organizations 16
concept of family in 12, 13, 26–9
definition issues 7, 16, 17, 21–4
domestic and business responsibilities 94–7
entanglement together of family and business 150–55, 159–60
gender construction and positioning in 90–91
generations, transmission across 13, 35–9
hidden costs 158–60
lifeline and shelter, providing 156–8
management practices 16, 17, 24–6
narrative identities in 75–6
nature and scale 13
versus non-family firms 21–2, 25, 27
as opportunities for the next generation 155–5
patriarchy in 91–2, 118, 161–2
in practice as children 129–32
away from family 132–3
primogeniture 20–21, 34, 92–4, 104
Entrepreneurship across generations

tracing field of 13–16
see also research, family businesses

family practices 32
family systems theory 27
family therapy 29, 31
Farmers intergenerational set 1, 3, 4
father–son work relationships 92–3, 104
see also primogeniture (first-born sons as natural heirs)
feminine entrepreneurship 100–105
feminist research 40
Fiol, C.M. 70
Fortune 500 8
Foucault, M. 105
founders of businesses 120
interviews with 4, 48, 49, 59
significance of 15–16
Fournier, V. 25, 26
Freel, M. 70
Frisch, M. 57

Gartner, W.B. 5, 9, 10, 39, 48
Gatrell, C. 32, 60, 61, 89, 118
gender
construction and positioning in family business 90–91
discursive approach to 6
and narrative 5–6, 50, 89–90
negotiated interaction in construction of 115
paired production of 113–16
theory of 5
traditional boundaries 103–4
gender identity 88–118
cultural silence 57, 89, 96, 161
and entrepreneurial identity 105
self-construction of 106–7

Gendered Discourses (Sunderland) 79
generations
business as opportunity for next generation 155–6
hierarchy of 37–8
transmission across 13, 35–9
see also entrepreneurship

Girard, R. 20
Grocers intergenerational set 1, 3, 4
entanglement together of family and business 153

entrepreneurial identities-in-practice
122, 130–31, 133
gender identities 93
lifeline and shelter, business providing 157–8
reproduction versus transformation 142
and research 49–50, 53

Grote, J. 20
Gubrium, J.F. 32, 33, 50, 60–61
Habbershon, T.G. 12, 27
habitus 30

Handbook of Research in Family Business 16

Handler, W. 9, 148
Heck, R.K.Z. 12, 27, 28
hierarchy of knowledge 37–8, 47
historical discourse 56
Holstein, J.A. 32, 33, 50, 60–61
Holt, R. 14–15
Honduran family business 28
household, and family 30, 31
Hoy, F. 9, 21, 22, 28, 92, 148
Humphreys, M. 73
Hunt, J.M. 23
Huse, M. 15, 25, 27

idem (sameness) 74–5
identification, and sameness 75
identities-in-practice see entrepreneurial identities-in-practice
identity
entrepreneurial see entrepreneurial identities-in-practice;
entrepreneurial identity
formation, temporal dimension 77
gender 88–118
self-construction of 106–7
individual/personal 73, 106–7, 127
interlocking of identities 144
narrative 72, 74–6
negotiated and relational nature of 29
organizational 72, 73, 75, 127
as relationally defined 110
significance of in human relations 72
see also narrative
*ie* phenomenon, Japan 33–4
imaginary, mode of 64, 72, 82–7
in-depth interview 58
India, family firms in 7
individualism 102
initial exploratory research 19
Insurance Brokers intergenerational set 1, 2
entanglement together of family and business 154
entrepreneurial identities-in-practice 132, 134, 137
and gender identities 91–2, 93, 96, 100
narratives of 69, 70
reproduction versus transformation 140, 141
intensity sampling 49
intergenerational entrepreneurship/entrepreneurial identities-in-practice 9, 120–27
intergenerational sets 41, 75, 140, 145
description 1–3
see also Cheese Makers
intergenerational set; Engineers
intergenerational set; Farmers
intergenerational set; Grocers
intergenerational set; Insurance Brokers intergenerational set;
Large Group intergenerational set; Printers intergenerational set
*International Small Business Journal* 8
interviews
active interviewing 60
in-depth 58
with Engineers 4, 49, 51, 52–4
existential phenomenological 55, 58
with founders of businesses 4, 48, 49, 59
quasi-intimacy, establishing 59–61
quasi-scientific approach 19
text of 160
investment decisions 25
‘invisible women’ phenotype 91, 102, 117
*ipse* (selfhood) 64, 71, 74–9
Italy, family firms in 8
Japan 7, 149
concept of *ie* 33–4
concept of *uchi* 34–5
personhood in 86
Johannisson, B. 15, 25, 27
*Journal of Business Venturing* 5, 8, 15
*Journal of Consumer Research* 55
*Journal of Small Business Management* 15
kairotic time frames 65, 69–71
Kets de Vries, M.F.R. 17, 18, 80
knowledge
co-creation between researcher and researched 60
hierarchy of 37–8, 47
one-way transfer, common assumption 37, 38
Kolb, P. 42
Kondo, D. 29, 85–6, 160
families as circles of attachment 33–5, 144, 146
family businesses in Japan 33–5, 149
gender identities 105, 106, 109, 110, 113, 116, 117
temporality and narrative identity 77–8, 79
language 47, 89, 160
see also discourse
Lank, A.G. 23
Lansberg, I. 21
Large Group intergenerational set 1, 3
entanglement of family and business 151–2
entrepreneurial identities-in-practice 124, 125, 129–30, 131, 132, 134–5, 137
gender identities 96, 100, 101, 104
lifeline and shelter, business providing 156, 157
narratives of 66, 67, 71, 80, 82, 83, 84, 85
reproduction versus transformation 143
Lave, J. 6, 7, 13, 45
entrepreneurial learning 119, 120, 126, 138, 139, 146, 148, 149
transmission across the generations 35, 37, 38
Le Breton-Miller, I. 20
learning entrepreneurial see entrepreneurial learning
experiential learning theory 42
physical metaphors to describe 70, 71
shared histories 45, 145–6
situated 13, 38, 125, 138–9, 145
and social practice 37, 45, 119, 148
and transmission concept 37, 38
upward and horizontal 38
learning theory 119
learning-in-practice 120, 129
Levin, I. 29, 31, 32, 33
Levinson, H. 24–5
life stories 6, 36, 48, 103
see also narrative; oral histories
Lightfoot, G. 25, 26
Linde, C. 47
linear time 65, 70
Litz, R.A. 21, 28, 92
longitudinal studies 20
love and affection 116–18, 146
Lyles, M.A. 70
management, idealized views 26
management practice, family firms 16, 17, 24–6
versus professional practice 25
management research 7
Martinez Jimenez, R. 88
masculinity
and entrepreneurship 41, 86, 88–9, 91, 96
and industrial production/technology 107
see also primogeniture
maximum variety sampling 49
McAdams, D.P. 73, 77, 80, 98
McNay, L. 77, 86, 116–17, 118
media, representations of entrepreneurship in 97, 98
Moores, K. 88
Morgan, D. 32
Morris, M.H. 18, 19, 25, 104, 105, 143
Morse, J.M. 49
Movements in Entrepreneurship series 4–5
Mulholland, K. 91, 92, 93, 101–2, 105, 117
narrative
early inspiration leading towards 54–5
eliciting 57–9
and entrepreneurial learning 6–7
epistemological status 5, 17, 41–2, 63
and gender 5–6, 50, 89–90
as ontological condition of social life 5, 42
selfhood 76–9
social sciences, use in 41
and temporality see temporality, and narrative
time frames 65–71
see also life stories; oral histories
narrative identity 72, 74–5
in family business 75–6
imagery 98
narratology 47
Nation’s Business 18
Neubauer, F. 23
Nicholson, L. 97, 98, 102, 103
non-directive conversation 59
non-family firms, versus family firms 21–2, 25, 27
non-succession 48
note taking 50
nuclear family 31, 33
objectivity 30, 43, 50–51, 56, 60, 63
ontological condition of social life, narrative as 5, 42
oral histories 40, 41, 47, 55–7
‘Organization man’ 107–13
organizational culture 27
organizational identity 72, 73, 75, 127
organizational theories 19
owner-managers 4, 49, 50
‘heroic male’ 102, 103
ownership and control 25, 26
Index

Paget, M.A. 60
Pappworth, J. 55
Parsons, M. 10, 45, 61
Parsons, T. 31
patriarchy, in family business 91–2, 118, 161–2
Payne, P. 14, 18, 22
performance-based incentive pay, in family business 26
phenomenological philosophy 58, 59
phenomenological time 73
plot 73, 118
Poetics (Aristotle) 41, 65, 73
Popp, A. 14–15, 16, 32, 93, 103, 116, 138
Portugal, family firms in 8
post-positivism 24
practice-based learning theory 38
preparedness, entrepreneurial see entrepreneurial preparedness
primogeniture (first-born sons as natural heirs) 20–21, 92–4, 104
and Japan 34
Printers intergenerational set 1, 3, 4, 93
product fetishism 108
professional services, procurement 25
Pullen, A. 63, 90, 117
quantitative research 42, 43–4, 60
shortcomings 15, 19
see also interviews; oral histories
quantitative research 21, 39, 42, 57
quasi-scientific approaches 19, 39, 40, 56–7
questionnaires 19
radical doubt 31
Rae, D. 6
Ram, M. 44
Ramsey, C. 42
recession, UK 44
reflexive processes 42
reproduction versus transformation 138–44, 145
research, family businesses 40–63
accounts of researchers 63
early conversations
Farmers 48–54
Printers 46–7
early influences, reflections on 61–2
embarking upon 45–6
empirical studies 18–19, 39, 57
history 15
interviews
with Engineers 4, 49, 51, 52–4
quasi-intimacy, establishing 59–61
narrative, eliciting 57–9
oral histories 40, 41, 47, 55–7
personal history and research trajectories 43–5
quantitative 21, 39
shortcomings of existing research 7, 8, 12–13, 28, 36, 39
single-system versus dual-system paradigms 27
themes 16–17
see also entrepreneurship research; interviews; research design
research design 43, 46, 49
see also qualitative research; quantitative research; research, family businesses
research encounters/events 1, 4
Ricoeur, P. 5, 41, 47, 56, 91, 139, 142, 144–6, 161
on emplotment 64, 73, 76
on temporality and narrative identity 11, 24, 61–5, 71–7, 82–5, 106, 117
Time and Narrative 72, 74
Riessman, C.K. 41
Roper, M. 50, 107, 108, 109, 110, 111, 112
Rose, M.B. 8, 10, 14, 26, 29, 33, 36, 39, 45, 61, 138, 160
on definitions of family business 21, 22, 24
safety and solace 155–6
sameness 71
and selfhood 72, 74–5, 117
Sanchez, M. 15
Schumpeter, J. 9
sedimentation 139
Seldon, A. 55
self-construction 106–7
selfhood 64, 71, 74–9
narration of 76–9
and sameness 72, 74–5
self-presentation, narrative as 98
Sharma, P. 12, 15–16, 17, 19, 20, 23, 27, 28, 92
single dominant family groups 23
single-system versus dual-system paradigms 27
situated learning theory 13, 38, 125, 138–9, 145
Skoldberg, K. 50, 51
social capital 31
social historians 32, 41
social practice 42–3, 45, 79, 86, 89, 103, 138
and learning 37, 45, 119, 148
participation in 6, 7, 35, 38, 90, 119, 123, 130, 145, 146, 160, 162
research process 40, 117
social sciences, use of narrative in 41, 65
Socrates 62
Somers, M. 5, 24, 41, 42, 64, 89
sons, as successors 20–21, 92–4
speech, transcription conventions capturing 47
Stafford, K. 27
Stake, R.E. 49
stakeholder theory 19
Stavrou, E.T. 18, 20, 104
subjectivity 50, 58, 59, 77
see also objectivity
succession 9, 16, 20
description 17, 20
entrepreneurial preparedness 146–7
fundamental question 17–21
interviews with successors 4
in Japan 34
as multi-staged process 20
and non-succession 48
primogeniture 20–21, 34, 92–4
problems 17–18, 30
successful, determinants of 18–19
'Top Ten Tips' 18
Summerfield, P. 41, 57, 59, 96, 100, 116, 161
sustainable family business, research model 27
Swan, E. 6, 89, 118
Tempest, S. 37
temporal coherence 73
temporal continuity 72
temporality, and narrative 11, 64–87
chronicle time 65–8
continuity and discontinuity 64, 72, 76, 80–82
cylical time frames in narratives 65, 68–9, 71
imaginary, mode of 64, 72, 82–7
kairotic time frames 65, 69–71
life and time 71–4
locating ourselves in time 65–71
narrative identity 72, 74–6
permanence over time 71, 73, 75, 80, 85
phenomenological versus cosmological time 73
present as ‘perpetually disappearing moment’ 62, 74
sameness and selfhood 74–5
tenacity of family firm 14
Thomas, D.S. 31
Thomas, W.I. 31
Thompson, C.J. 58–9
Thompson, P. 13, 36–7, 55, 56
time see temporality, and narrative
Time and Narrative (Ricoeur) 72, 74
Tonkin, E. 62, 74
Topolski, J. 56, 57
traditionality 139
training, formal 137–8
transcription conventions 47
transference, conceptual notion 37
transformation versus reproduction 138–44, 145
transmission across generations 13, 35–9
trust 19
uchi (Japanese concept meaning belonging) 34–5
### Index

<table>
<thead>
<tr>
<th>Name</th>
<th>Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Uhlaner, L.M.</td>
<td>23</td>
</tr>
<tr>
<td>uninterrupted continuity</td>
<td>75</td>
</tr>
<tr>
<td>uniqueness, identity as</td>
<td>75</td>
</tr>
<tr>
<td>United Kingdom (UK)</td>
<td></td>
</tr>
<tr>
<td>family business in 8, 44</td>
<td></td>
</tr>
<tr>
<td>high-profile businessmen in 124</td>
<td></td>
</tr>
<tr>
<td>oral history accounts, Second World War 57, 96</td>
<td></td>
</tr>
<tr>
<td>post-war 109–10, 111</td>
<td></td>
</tr>
<tr>
<td>recession in 44</td>
<td></td>
</tr>
<tr>
<td>small/micro business in 14, 34, 112</td>
<td></td>
</tr>
<tr>
<td>television industry 37–8</td>
<td></td>
</tr>
<tr>
<td>United States (US)</td>
<td></td>
</tr>
<tr>
<td>family firms in 7, 8</td>
<td></td>
</tr>
<tr>
<td>high-profile businessmen in 124</td>
<td></td>
</tr>
<tr>
<td>venture creation 48, 49, 121–2</td>
<td></td>
</tr>
<tr>
<td>Verser, T.G.</td>
<td>9, 21, 22, 148</td>
</tr>
<tr>
<td>Watson, T.J.</td>
<td>63</td>
</tr>
<tr>
<td>Weber, M.</td>
<td>18</td>
</tr>
<tr>
<td>Wenger, E.</td>
<td>6, 7, 13, 45</td>
</tr>
<tr>
<td>entrepreneurial learning 119, 120, 126, 138, 139, 144–50</td>
<td></td>
</tr>
<tr>
<td>transmission across the generations</td>
<td>35, 38</td>
</tr>
<tr>
<td>Westhead, P.</td>
<td>8, 20, 21, 22, 23, 25, 26</td>
</tr>
<tr>
<td>Wheelock, J.</td>
<td>27, 34, 94, 112, 113, 151</td>
</tr>
<tr>
<td>Whetten, D.</td>
<td>72, 73</td>
</tr>
<tr>
<td>White, H.</td>
<td>56</td>
</tr>
<tr>
<td>Willmott, H.</td>
<td>138</td>
</tr>
<tr>
<td>women</td>
<td></td>
</tr>
<tr>
<td>‘invisibility’ of 91, 102, 117</td>
<td></td>
</tr>
<tr>
<td>role in family businesses 88–9</td>
<td></td>
</tr>
<tr>
<td>Women and Entrepreneurship: Contemporary Classics (Brush)</td>
<td>88</td>
</tr>
<tr>
<td>Zahra, S. A.</td>
<td>8, 12, 15, 16, 27</td>
</tr>
</tbody>
</table>