

Index

- Academy for Creating Enterprise 32–8
access
to family capital 145, 149–52, 154
to financial capital 17, 19, 66, 70, 148
to financial products and services 82
to health care 78, 80, 90, 93–4
to social and cultural capital 19
Acs, Z. 121, 162, 165
adaptation 46–7
Adventist Development and Relief Agency (ADRA) 95
Africa 15, 59, 86, 153–4
African Americans 152–3, 156
age, unemployment and new firm creation 44
agricultural cooperatives 87
Ajzen, I. 125–6
Aldrich, H.E. 129–30, 151
Altamiro, E. 76
alumni 36
Amato, P.R. 151
Amish community 151
APROCASSI 87
APROCREDI 87
ARARIWA 85
Asia 59, 153–4
Asian Americans 148, 152–3, 156
Atinchik 85
attitudes (cultural) 25, 27
Au, F. 15–16
awareness 19, 84–5, 164
Aziz, A.R.A. 164

Banco Adopem 86, 90
Bandhan 93, 95
Banfield, E. 156
Bangladesh 66, 86, 98

Banker to the Poor: Micro-Lending and the Battle Against World Poverty 16–17
Banpro 86
barefoot consultants 62–3
Barley, S.R. 148
Bates, T. 148
Becker, G. 155
behaviour-modification learning centers 36
behavioural science research 119
beliefs 25
Besanko, D. 3–5
Bhola, R. 164
Bird, B. 126
birth rates 151, 153
Blancaver, J. 36–7
Block, J. 1–2, 164
Bolivia 11–12, 58–9, 63, 87–8, 91, 93, 95, 98
Bornstein, D. 25
borrowers 30, 59, 70, 80, 91
bottom-up development 58
BRAC 66, 86, 93
Braeutigam, R. 3–5
breadwinners 71
bricolage 127
bridging allowances (FEA) 42
Brigham Young University 31
brokenness *see* poverty
bureaucracy 11
Burkina Faso 95
business
acumen 80
education 2, 81, 89
see also entrepreneurship
education
failure 20–29, 41
focus 26
outcomes 40, 49, 89, 146, 150
planning 47, 51

- training 14, 24–5, 60, 67, 72, 79, 83, 89
see also microenterprise(s); new business creation
 business culture 19–21
 business skills 30, 47, 66, 72, 80, 157, 175
- Caja de Arequipa 88
 Caja los Andes 87
 capability (financial) 82–3, 89
 CARD 93, 95
 Carnegie, A. 31
 Carree, M. 105
 case studies 35–6
 cash advances 74
 cash gifts 62–3
 CESMACH 87
 CFI/Accion survey 83
 changeability, entrepreneurial intentions 127–8
 charity 31, 64
 child entrepreneurs 17–18
 child mortality 62
 child scribes 72–3
 children, maternal investment in 70
 China 153–5
 client assessment tool (FCAT) 67
 Cliff, J.E. 151
 coffee cooperatives 87
 cohabitation 150
 collaboration, child-mother 72
 collective service outreach 69
 Collins, D. 55
 Collins, J. 26–7
 COMIXIMUL 94
 Community Pharmacy Program 94
 community-based training 87
 competitive behaviours 120–21
 competitive market 80–81
 competitiveness 86–8, 104, 107, 109, 112–13, 115, 166, 176
 concept mapping 167, 177
 Confianza 87
 confidence 61, 66–8, 71, 76, 89
Contemporary Microenterprises: Concepts and Cases 13
 Cooperativa de Ahorro y Credito Mujeres Unidades (CACMU) 93
- Cooperative League of the USA (CLUSA) 87–8
 COOPROGESO 94
The Corn Farmers of Motupe 57–8
 corporate entrepreneurship 106, 114
 corporate sector 162, 175–6, 179
 Cowen, T. 30
 craft businesses 45–6
 CRECER 91, 94–5
 Credit with Education 84–5, 89
 credit ladder 66, 68–9
 cultural barriers 110
 cultural typology, economic development 2–3
 culture(s)
 counter-productive/dysfunctional 25–9
 of poverty 2, 6–7, 26–8
 of success 19, 28–9
 see also business culture; enterprise culture
 ‘culture matters’ thesis 2, 10, 20
- Davidsson, P. 120–21, 139
 debt 18
 delinquency management 85–6
 delivery models (educational) 84, 90
 dependency 62
 Desai, S. 165
 destructive entrepreneurship 107
 developed countries 1, 104
 developing countries
 entrepreneurship in 103–15
 barriers to 109–11, 113, 148
 challenge for 114
 challenge for policy makers 115
 economic development 118, 121
 future of 113–14
 importance of 104, 105–7, 115
 infrastructure support 112–13
 training and education 111–12
 transformation and development 107–9
 government policies 165
 necessity entrepreneurs 108, 118
 failure of 20–21, 23–9
 helping 29–32
 involvement in illegal/immoral transactions 9, 19

- need for positive solutions 19–20
 - review of the literature 1–19
 - understanding 24–9
- wealth extremes 118
- development maverick, the education of a 57–61
- discovery method 33
- dishonesty (governmental) 16
- divorce rates 150–51, 154
- Dunford, C. 89
- Durano, J. 37
- dysfunctional cultures 27–9

- EcoMicro program 88
- economic barriers 110
- economic development
 - cultural typology 2–3
 - economic transformation 107–9
 - entrepreneurship 103–4, 108, 118, 121, 123, 162
 - entrepreneurship education 175
 - family capital 155
 - phases of 166
- economic growth 103, 105–8, 114–15, 160, 179–80
- economic transformation, and development 103, 104, 107–9
- economic utility 175–7, 179
- education
 - levels, founders 42, 44–5
 - necessity entrepreneurs 18–19
 - and plateauing business 67
 - and poverty 71–2, 79
 - see also* entrepreneurship education; general education; higher education; microenterprise education; training
- effectuation theory 127
- efficiency 86–8
- efficiency-driven economies 160, 166
- empowerment 30–31, 70, 78, 89, 162
- enterprise culture 8–9
- entrepreneurial drive 106, 114
- ‘entrepreneurial event’ theory 125–6
- entrepreneurial intentions *see* nascent entrepreneurs
- entrepreneurs *see* nascent entrepreneurs; necessity entrepreneurs; opportunity entrepreneurs

- entrepreneurship
 - as an economic necessity 103
 - by the unemployed 41–2
 - developing countries *see* developing countries
 - economic development 103–4, 108, 118, 121, 123, 162
 - and government policy 2, 104
 - see also* corporate entrepreneurship; formal entrepreneurship; necessity entrepreneurship; social entrepreneurship
- entrepreneurship education
 - in developing countries 111–12, 115
 - need for exploration of new frontiers 125
 - need for theoretical content 124–5
 - policy analysis study 160–80
 - conclusion 179–80
 - findings and discussion 171–9
 - methodology and method 165–71
 - theoretical background 161–5
 - worldwide growth in 114
 - see also* microenterprise education
- Entrepreneurship Toolkit 25
- environmentally-aware financial products 88
- Everett, J.E. 41
- exit barriers 109–10
- experiential training 33
- expertise 64–5, 80, 95–6
- external factors 12, 17, 20
- external forces 25
- extra-legal activities/entrepreneurs 9–11, 19

- factor-driven economies 160, 166, 179
- failure 20–21, 23–9, 41
- Fairlie, R.W. 146, 148, 150–52
- family
 - numbers of breadwinners 71
 - worldwide trends 153–5
- family capital 145–57
 - access to 149–52, 154
 - advantages 148–9
 - entrepreneurship 152–3
 - implications for necessity entrepreneurs 155–6
 - potential ‘dark side’ of 156
 - three types of 145–8

- family members 18, 26–7, 151
 family relationships 148, 155, 157
 FCAT 67
 Federal Employment Agency (FEA) 42
 fertility rates 151
 Fiet, J.O. 124–5
 financial barriers 110
 financial capital
 access to 17, 19, 66, 70, 148
 difficulty in accumulation of 156
 family 147–9
 see also microcredit; microfinance
 financial education 82–6, 89–90
 financial inclusion 82–3
 financial literacy 80–81, 83–4, 98
 financial products and services 61–2
 access to 82
 environmentally-aware 88
 FINCA 58–60, 69
 and MFIs 79, 85–6, 95–6
 FINCA-PLUS 60
 firm-level policies 162
 Fischer, G. 90
 Fishbein, M. 125
 Fondo de Desarrollo Local (FDL) 88
 ‘forced’ into entrepreneurship 2, 10–11, 20
 formal entrepreneurship 2, 10–11
 Foundation for International
 Community Assistance (FINCA)
 58–60, 65–7, 69, 73, 85, 89, 92–3
 founder and opportunity
 characteristics study 40–53
 empirical evidence 43–50
 entrepreneurship 41–2
 implications for entrepreneurship
 and public policy 50–52
 research context 42–3
 Fragile Families Study 151–2
 free occupation 45–6
 Freedom From Hunger (FfH) 78–9,
 84–5, 89–91, 95–6
 Friendship Bridge (FB) 86, 88, 93–4
 Fukuyama, F. 145
 Fundacion Espoir 85
 Gender Action Learning System
 (GALS) 85
 gender, entrepreneurial intention study
 127, 140
 discussion 137–8
 results 132–7
 general education 77, 112, 164
 generosity 26
 Global Competitiveness Report 166
 global economic downturn 103–4,
 114–15
 global economy 77, 79, 111
*Global Entrepreneurship and
 Development Index* 122
 Global Entrepreneurship Monitor
 (GEM) 1, 122, 154
 Global Financial Education
 Programme (GFEP) 84, 86, 89
 Global Partnerships (GP) 76, 81
 globalization 112, 115
 Gordon, I. 164
 government(s)
 dishonesty 16
 interest in entrepreneurship 114
 lack of clarity 16
 need for provision of positive
 solutions 19–20
 productive entrepreneurship 107
 progress-resistant *see* progress-
 resistant cultures
 world-views, and involvement in
 extra-legal activities 10
 ‘government matters’ 11
 government policy
 economic growth 105–6
 entrepreneurship 2, 104
 entrepreneurship education *see*
 entrepreneurship education
 family capital 155–6
 knowledge requirements study
 50–52
 progress-resistant cultures 3
 Grameen Bank 66
 Gray, B. 89
 green financial products and services
 88
 Greene, P.G. 125
 Grilo, I. 164
 Grondona, M. 2–3
 growth assumptions 67
 Gruber, M. 49
 Hamilton, E. 164
 hand-to-mouth focus 26

- Harrison, L. 2–5, 10–11
 health 78–80, 90–91
 health services 78, 80, 89, 90–97
 Heifer International 66
 Henry, C. 164
 Hessels, J. 165
The Hidden Enterprise:
 Entrepreneurship in the
 Underground Economy 8–9
 high schools 71
 high-growth businesses 105
 high-performing necessity
 entrepreneurs 18–19
 higher education 114, 164–5
 higher-order motivation 179
 Hill, F. 164
 Hill, N. 36
 Hindle, K. 127
 Hipsher, S. 2, 5
 Hispanics 152–3
 Hitt, M.A. 147
 holistic approach 77–8, 82, 88
 Huang, C.C. 11–12
 human capital
 development strategy 177
 family 146, 149
 heterogeneity of founders 40–42
 see also Munich Founders Study
 new venture creation 126–7
 Huntington, S.P. 2

 IDEPRO 88
 ill health 78–80
 illegal/immoral transactions 9–11, 19
 imitation 26
 impact, integrated services 88–90,
 96–8
 impact evaluation (FINCA) 66–7
 independence entrepreneurs 180
 independence motivation 178–9
 India 86, 93, 95–6, 98
 indifference 57
 individual-opportunity nexus 40,
 48–9
 induction training 85–6
 industry development 164
 industry experience 49–51
 infant mortality (global) 70, 74
 informal economy/sector 2, 15, 17, 19,
 25, 27, 121

 informed intent 127
 infrastructure 98, 108, 112–13, 115,
 175
 innovation 3, 80, 103, 107–8, 112–13,
 115, 161–2
 Innovations for Poverty Action (IPA)
 89
 institutional policies 105–6
 integrated services *see* microfinance,
 hybrid model
 intending entrepreneurs 126
 interest bearing loans 71, 74
 interest free loans 65–9, 71
 internal factors 20–21
 International Labour Organization
 (ILO) 86
 investment, in children 70

 Jaafar, M. 164
 Jack, S. 164
 James, W. 167, 169
 job creation 3, 47–8, 51, 122, 176–7
 Johnson, F. 147

 KASHF 86
 knowledge
 diffusion 108
 economic transformation and
 growth 108
 improving 84–5, 89, 92–3
 lack of 19, 51
 as substitute for perceived feasibility
 126
 transfer 125, 146, 148
 knowledge requirements study 40–53
 empirical evidence 43–50
 implications for entrepreneurship
 and public policy 50–52
 research context 42–3
 knowledge sector 162, 175–8
 Koellinger, P. 164
 Krueger, N.F. 126–8
 Kuehl, C.R. 27
 KWFT 86

 labor requirements 47–8, 51
 Lambing, P.A. 27
 Landes, D. 29
 Langton, N. 151
 Las Amigas health education 94

- Latin America 10, 15, 59, 63, 76, 81,
85–6, 88, 93–4
see also Bolivia; Hispanics; Peru
- leadership experience 48
- ‘learner as teacher’ 94
- learning 46–7, 51, 69
- learning curves 25, 29, 69
- Leatherman, S. 91, 96–7
- legal barriers 109
- legal procedures 15–16
- legal structures 3, 10–11
- Leitch, C. 164
- lenders (microcredit) 30
- Levitt, T. 78
- Lewis, O. 2, 17
- literacy 61, 63, 70–72, 85
- local support 64
- low income earners 82
- low-performing necessity entrepreneurs
17–18
- lower-order motivation 179
- loyalty 27, 85, 147
- Lucas, J.W. 25
- Lundström, A. 163
- MacDonald, K. 33
- McGee, J.E. 129–30
- McMullen, J.S. 126
- management deficiency 27
- managerial experience 49–50
- Mann Deshi Mahila Bank (MDMB)
86
- market disruption 161–2
- market imperfections/failures 121
- market research, development of
training programs 85, 89
- marriage rates 149–50, 153
- Martinez, M.A. 129–30
- masada* 65–6
- master-craftsmen 46
- ‘Master Mind’ concept 36
- media 2, 114
- mentors/mentoring 63–5, 130, 137, 139
- Mexico 18, 26, 32, 35, 63, 87–8
- micro and small enterprises (MSEs) 15
- Microcare Ltd 95
- microcredit 16, 18, 29–30
- microenterprise(s) 13–14, 175, 178
affect on economies of developing
nations 14–15
- challenge of plateauing 66–8
- chance of survival and success 82
- culture of poverty 26
- lack of investment in 3
- need for overhauling of regulations
11
- percentage of, Philippines 25
- survival and creation of 5
- typology of development 28
- underperformance 80
- microenterprise education 30–32
- Academy for Creating Enterprise
32–8
- hybrid model of microfinance and
81–4
- work of MFIs currently offering
84–90
- micro entrepreneurs 13–14, 78–9
- microfinance 69
- hybrid model 80
- health services and 90–92
- work of MFIs currently
offering 92–7
- microenterprise education and
81–4
- work of MFIS currently
offering 84–90
- industry (global) 98
- Microfinance and Health Alliance 78,
81
- microfinance institutions (MFIs) 62,
65, 70
- exaggeration of potential of
microfinance 69
- institutional self-assessment 97
- investment in 81
- knowledge of customers 97
- life changing/saving potential 76
- mini-loans 66
- plateauing business problem 68
- reasons for 79–81
- role of 77–8
- training 30, 72, 83
- upscaling 98
- village banking methodology 59
- Microfinance Opportunities (MO)
84
- microfranchising 157
- mid-performing necessity
entrepreneurs 18

- Miller, R.M. 37–8
- mini-loans 66
- mistakes 25
- Monitor Group (MG) 82, 85
- Morduch, J. 55
- mortality, poverty and 62, 70, 74
- mothers, transforming into
businesswomen 55–75
- motivation 1, 5, 10, 13–14, 26, 62, 106,
161, 178–9
- motivational support 52
- Munich Founder Study
empirical evidence 43–50
implications for entrepreneurship
and public policy 50–52
results and findings 40–41
- Muñoz, J. 13–14
- The Mystery of Capital: Why
Capitalism Triumphs in the West
and Fails Everywhere Else* 10–11
- nascent entrepreneurs
entrepreneurial intentions study
118–40
context 119
defining entrepreneurship
120–28
discussion 136–8
limitations and future directions
138–9
method 128–31
results 131–6
- necessity entrepreneurs 122–3
and capital *see individual types*
in developing countries *see*
developing countries
distinguished from opportunity
entrepreneurs 1–2
knowledge *see* knowledge
requirements study
life changing/saving stories 76
successful 114–15, 146, 150
term 1
transforming illiterate mothers into
55–75
women as perfect expression of 61
see also nascent entrepreneurs
- necessity entrepreneurship
benefit of understanding 2
concept and term 1
distinguished from opportunity
entrepreneurship 9
economic purpose 161–3
necessity-driven 160, 163, 166, 177
necessity-motivated 115, 118–19, 129,
136, 139, 163, 179
- Neck, H.M. 125
- Neck, P.E. 17
- Nee, V. 149
- Nelson, R.E. 17
- networking 36
- new business creation 107–8, 110–15,
120, 126–7, 146
- new firm creation 44–6
- new firm performance 49–50
- New York Times* 27
- Newa, F. 14–15
- Ngoc, H.T. 15
- non-financial services, combining
lending with 80
- non-linearity, of entrepreneurial
intentions 127–8
- note-keeping strategy 63
- numeracy 61, 63, 70–72
- Oaks, D.H. 29
- O'Connor, A. 161–2, 164, 171, 175,
180
- opportunity 42
entrepreneurial decision-making 129
entrepreneurial intentions 126
entrepreneurial outcome 40
heterogeneity of 40–42
job creation and revenue generation
49–51
knowledge and business creation 108
knowledge, skills and exploitation
of 48
and national programs 52
necessity-motivated
entrepreneurship 120
new firm performance 49–50
riskiness 49
type of firm created 44–6
- opportunity entrepreneurs 1, 24, 105,
123
- opportunity entrepreneurship 9, 25,
164
- opportunity-driven 129, 139, 160, 164,
166

- opportunity-motivated 118–19, 129, 139, 178
 out-of-wedlock births 151–3
 outsiders/monopoly 56, 58, 62–4, 69, 74
 over-indebtedness 82
- PADME 93
 PATH 96
 path dependence 46, 49
 perceived feasibility/desirability 126
 personal relationships 27
 Peru 10, 57, 63, 85, 87–8, 92–3, 95, 154
 petty capitalism 121
 Pham, D. 15–16
 philanthropists, mothers as 69–70
 Philippines 25–6, 30–32, 93, 95
 ‘planned behaviour’ theory 125–6
 planning (business) 47, 51
 plateauing business growth 66–8
 policies
 - economic growth 105
 - entrepreneurship 115
 - knowledge creation 108
 - see also* government policy; institutional policies
- policy makers, and entrepreneurship 106–7, 115
 the poor 17, 25, 58
Portfolios of the Poor 55
 poverty
 - barriers to health 90–91, 95
 - culture of 2, 6–7, 26–8
 - defining 78–9
 - exclusion from global economy 77
 - indifference to 57
 - Latin America 10–12
 - man-made institutions 77–8
 - manifestations of 55–6
 - and mortality 62, 70, 74
 - stabilizing and addressing 61–71
 - through lack of training 25
- poverty alleviation 77–8, 90, 99, 122, 163, 175–6, 178–9
 poverty reduction 15
 pre-entry business planning 47, 51
 practical application, of education 35, 83
 prior experience 46, 48–50
 prior knowledge 46–8, 50, 115, 126
- Pro Mujer 93–4
 product-linked education programs 85–6
 productive entrepreneurship 106–7
 progress-prone cultures 2, 4–5
 progress-resistant cultures 2–3, 15–16
 - comparison of ‘culture of poverty’ and 6–7
 - Harrison’s 25-factor typology of 4–5
 - legal structures 10–11
- public policy *see* government policy
 push motivation 161
- quality opportunities, search for 120
- record-keeping 27, 72
 regulatory barriers 109–110
 relevance of experience 49
 Réseau des Caisses Populaires du Burkina (RCPB) 95
 resource grants (in kind) 66
 resources
 - and entrepreneurial intention 127–8
 - see also* family capital; human capital; social capital
- revenue generation 49–52
 risk aversion 138
 risk bearing 126
 risk taking 9, 27, 113
 riskiness of opportunity 49
 Robb, A.M. 146, 148, 150–52
 rules of thumb 24, 33–5, 90
 Rural Development Service (RDS) 58–9
 Rural Group Enterprise Development Program 87–8
 Rutherford, S. 55
 Ruthven, O. 55
- Salud y Paz 94
 Sanders, J. 149
 saving(s) 85, 95
 Schumpeter, J. 103, 121, 161
 scribes 72–3
 self-employment 2, 16–18, 25, 44, 70, 120, 123, 150, 152, 162, 165, 175, 178–9
 self-help 62, 175, 178
 self-reliance 23–4, 29, 73
 SEWA Bank 86

- Shapero, A. 125–6
 Shepherd, D.A. 126
 Sirmon, D.G. 147
 Slywotzky, A. 26
 Small and Medium Enterprise Policy 176
 small and medium-sized enterprises (SMEs) 106, 121–2, 162–3, 176, 179
 social barriers 110
 social capital 19, 126–7, 138, 147, 149
 social entrepreneurship 31
 social inequity 162, 175
 social learning theory 125
 social obligations 156
 Social Performance Audit Committee (SPAC) 60, 74
 social return on investment, education and 37
 social sector 171–7, 179
 societal support 114
 sociopolitical structure 10
 Soto, H. de 10–11
 South Africa 119–40, 166
 Spandama 96
 Sri Lanka 160–80
 Stack, C. 156
 standards 113
 Sternberg, R. 1
 Stevenson, L. 163
 success 19, 26, 28–30, 49, 51, 82
 successful entrepreneurs 24, 114–15, 146, 150
 supply and demand 2–3
 support 3, 36, 41–2, 52, 64, 112–15
 survivability capital 147
 survival 5, 17, 19, 41, 46–7, 51, 82
- tall poppy syndrome 27–9
 Te Creemos 88
 technical assistance 66, 76–7, 79, 81, 86–8
 technical expertise 80
 technical training 80
 technological advancement and development 108, 113, 115
 technology transfer 175
 temporary relief 29, 63
 Thai, M.T.T. 15
 thievery 16
- Thurik, A.R. 105, 164
 top-down development 74
 trade activities 45–6
 training
 entrepreneurial intentions study 120, 126, 128, 130, 136–9
 in entrepreneurship 52, 71–2, 111–12
 of microcredit/microfinance customers 30, 83
 poverty through lack of 25
 see also business, training; education
 transaction intercept training 85–6
 trial loans 65–6, 68, 71
 Troilo, M. 15–17
 trust 27, 74, 79
 trust funds 31
 trustworthiness 70
- underground economy 8–9
 underperformance 80
 unemployed
 entrepreneurship by the 12, 41–2
 see also knowledge requirements study
 unemployment 2, 112, 119, 163, 175
 unemployment duration
 and founder education 44–5
 prior to new firm creation 44–5
 type of firm created 44–6
 UNICEF 70
 United Nations 15, 118
 United States 15, 16, 150–54, 156
 unproductive entrepreneurship 106–7
 US Agency for International Development (USAID) 25, 58
- value chain approach 88
 values 25
 Van Stel, A.J. 105
 Verheul, I. 164
 Vietnam 15–16
 village banking 58–9, 80
 Virgill, N. 121
 Vision Fund 86
- Wagner, M. 1–2
 Watson, J. 41
 wealth extremes 118
 Wennekers, S. 1

- Western, Educated, Industrialized, Rich and Democratic (WEIRD)* 119
- When Invisible Children Sing* 11–12
- Williams, C.C. 8–10
- ‘within market’ innovation 162
- women
- as perfect expression of necessity entrepreneurs 61
 - see also* gender; mothers
- women borrowers 59, 70
- women-only loan program 59
- Woodworth, W.P. 25, 31
- World Bank 15
- World Economic Forum 166
- World Literacy Foundation report (2012) 79
- world-views, involvement in extra-legal activities 10
- Yunus, M. 16–17, 19, 30, 77