

Index

- academic entrepreneurship
 - in 1990s Finland 122, 124
 - in 1990s Russia 123–4
 - equity-based collaborative interactions within 172
 - as important contemporary research theme 3
 - theoretical perspective within 186
 - see also* scientists, role
 - identity construction
- Adam, A. 148, 157
- agency theory 42, 44
- Ahuja, G. 96–7, 110
- Ajzen, I. 146–50, 153, 158
- alliances, asymmetrical
 - concepts and research questions 94–5
 - conceptual frame of reference 95–8
 - cross-case analysis
 - influence of proximity 104–8
 - limitations and future research 111–12
 - size asymmetry 102–4
 - study conclusions and implications 110–11
 - study discussion 108–10
- methodology
 - case presentation 100–102
 - data analysis 99–100
 - research design and data collection 99
- Alvarez, S.A. 96, 110
- ambiguous legitimacy 22
- Amit, R. 41, 77
- amplified immediacy 12–13, 20–21
- Anderson, B.B. 8–9
- Andersson, S. 78, 80
- Arthurs, J.D. 32, 44
- Asheim, B.T. 108, 174
- asymmetrical alliances *see* alliances, asymmetrical
- attitudes
 - towards behaviour, as determinant of intention 148–9
 - towards entrepreneurship
 - creating index of 153
 - as having little effect on entrepreneurial behaviour 150, 155–6
- Audretsch, D.B. 168, 174
- Autio, E. 72, 74, 88, 148–9, 185
- Avdeitchikova, S. 49, 53
- B2B markets to B2C markets 57–60
- Balland, P.-A. 94, 97
- Barr, C. 169, 176–8, 181, 184
- Bathelt, H. 173–5, 184
- BE Energy 181, 186
- Becker, G.S. 52–3
- behaviour, entrepreneurial *see* intention–behaviour link of graduates
- behaviour theory 40, 44
- Belderbos, R. 96, 173
- Belleflamme, P. 31–4, 36–41
- Berglund, K. 6–7
- Bornstein, D. 8–9
- Boschma, R.A. 95, 97–8, 174–6, 184, 186
- Bosse, D.A. 96, 110
- Bourdieu, P. 10–11, 13
- Brabham, D.C. 32–3
- Busenitz, L.W. 32, 44
- business angels (BAs)
 - case narrative
 - from B2B markets to B2C markets 57–60

- towards strategic cooperation 60–63
 - case study
 - analysis and discussion 63–5
 - findings 65–6
 - defining 49–51
 - event-driven processual approach 54–5
 - factors precluding investment in emerging growth companies 35
 - impact of crowdfunding acts 38
 - literature review 50–54
 - methodology 55–7
 - non-financial contributions 52–4
 - prior research on 49–50
 - as traditional investors 30, 35
 - unable to apply due diligence process 40
- Carsrud, A. 146–7
- Centre for Materials Discovery (CMD)
- access to, as main benefit of small firms 186–7
 - contribution to city-regional innovation and entrepreneurship 181–4
 - development of 168–9
 - establishment of
 - catalytic event leading to 179–81
 - themes instrumental in 178
 - funding 178–9, 181, 185
 - highlighting contribution of open innovation partnerships 187
 - highlighting universities' contribution to entrepreneurial efforts 186
 - importance of geography and physical space 184–5
 - individuals instrumental in establishing 177
 - location 176
 - platform technologies 185
 - purpose of 178
 - selection informed by theoretical sampling 176–7
 - as shared technological platform 178, 185–6
 - social proximity as driver of 186
- Certo, S.T. 41–2
- Chao, Y.-C. 94, 112
- Chesbrough, H.W. 168–70, 173
- Chia, R.C.H. 10–11, 14
- Chreim, S. 119, 130
- city-regional innovation 181–4
- collaborative innovation research
 - partnerships, developing 171–3
- collaborative network approach 10
- collective
 - effort 24
 - as subject/actor 17
- commercialization of intellectual property rights 168, 170–71, 187
- commercialization of research 3, 117, 119, 123, 125, 127–8, 131, 133–5
- common industry experience 105, 110–11
- common technology platform *see* Centre for Materials Discovery (CMD)
- Connelly, B.L. 32, 40, 44
- ContentShare 55–66
- control, in equity crowdfunding 42–3
- Cooke, P. 168, 185–6
- crowdfunders
 - areas for future research 40
 - perspective of 36–7
- crowdfunding
 - aims of 31
 - classification into models 33–4
 - conceptualization of 32–3
 - equity model 34–5
 - historical use of 33
 - research interest in 30–31
 - saturation of donation model 34
 - see also* equity crowdfunding
- Cumming, D. 31, 35, 38–9, 41, 43
- 'cunning intelligence' 12
- Dees, J.G. 8–9
- Department of Trade and Industry (DTI) 6, 180
- D'Este, P. 97, 170–71, 174–5
- Dezhina, I. 123–4
- Dowling, A. 172, 187
- Du, J. 173, 184
- dynamic involvement 13, 21

- ecosystem-level studies 170
- Eisenhardt, K.M. 15–16, 25, 99, 173, 176
- Engle, R.L. 149, 151
- entrepreneurial behaviour *see*
intention–behaviour link of
graduates; start-up behaviour
- entrepreneurial intentions
attitude towards behaviour 148–9
categorizations of previous studies 147
intention–behaviour relationship 149–50, 156–7
limitations and future research 157–8
meaning of 146
perceived behavioural control 149–51, 153, 155–6
research methodology 151–4
results and implications 154–7
role of gender and entrepreneurial role models in 150–51, 153–5, 157
subjective norm 148–51, 153, 155–6
- entrepreneurial role models 150–51, 153–5
- entrepreneurs
and equity crowdfunding
areas for future research 40–41
perspective 37–8
perspective on business angels 53, 56–66
science-based *see* sciententrepreneurs,
role identity construction
- entrepreneurship
contributions to 181–4
educators 156–7
social 8–10
- equity crowdfunding
benefits and risks 36
crowdfunder perspective 36–7
founder perspective 37–8
government perspective 38–9
as innovative method of securitization 31
research agenda for future studies
asymmetric information,
investment readiness and
networks 41–2
crowdfunders 40
entrepreneurs 40–41
ownership and control 42–3
regulatory environment 43
research limitations 44
research methods 31–2
risk management 39–43
vs traditional financing methods 34–5
- Eriksson, P. 55–7
- Etzkowitz, H. 117, 122, 125, 185, 187
- European Commission 150, 157, 168, 170, 178
- European Regional Development Fund (ERDF) 169, 176–8, 181, 183–4, 186
- event-driven processual approach
aim of 55
analysis and discussion 63–5
case narrative 57–63
different research designs and methodologies 54–5
intensive case study strategy 55–7
main interest of 54
study conclusions 65–6
'exploding,' risk of 10
'Explosion' project 14–15, 17–18, 20
- external financing
accessing
difficulties in 30
informal 30, 33
traditional methods of 30, 35–6
business angels as crucial source of 50–51
of research activities, academic institution as shell for 132
scientists competing for 117
- Fayolle, A. 6, 146–8, 150, 156–8
- Feldman, M.P. 168, 174
- Fernandez, H. 6, 8
- financial capital 9, 24–5
financial viability, urgency for 23–4
- Finland
1990s academic entrepreneurship 122, 124, 130
as context for science-based entrepreneurship 121–5
economic situation in 156

- entrepreneurship increasingly accepted 131
- instrument developed in 151, 158
- meaning of being a scientist in 125–6
- scientist becoming entrepreneurs 126–8, 133–4
- universities in entrepreneurship 121–2, 124–5, 127, 132, 134, 138–40
- firm-level studies 169–70
- franchising
 - as commercial expansion strategy 8
 - franchisor–franchisee study 13–25
 - as method of accelerating diffusion of learning and growth 9
 - social 8–9, 14, 24
 - as strategy to control risk of ‘exploding’ 10
- Freear, J. 49, 53
- Frenken, K. 175, 186
- funding
 - academic research
 - in Finland 122, 124, 130–31
 - in Russia 124, 130
 - and business angels 53, 57, 59–61
 - for university–industry collaboration 169, 178–85
 - see also* crowdfunding; equity crowdfunding; external financing
- Gassmann, O. 70–71, 89
- gender, role of
 - as categorical variable 154
 - in entrepreneurial behaviour 150–51
 - as independent variable 153
 - in literature 147
 - value in predicting start-up behaviour 155, 157
- geographical proximity
 - academic and policy focus on 173
 - benefits of, in university–industry study 183–5
 - case study approach 99–100
 - definitions and characteristics 98
 - degree of, in study firms 101
 - impact on innovation 173–4
 - importance for small firms 94–5
 - influence of 104, 106–8
 - influence on transfer of knowledge and technology 174–5
 - limitations 175, 179
 - and ‘local buzz’ 174
 - non-spatial proximity compensating for lack of 111
 - study findings 108–9
- George, G. 70, 72–3, 76
- Gertler, M.S. 174–6
- Ghoshal, S. 52–3
- Giddens, A. 11, 17
- Gimeno, J. 118, 126
- government, and equity crowdfunding 38–9, 43–4
- graduate study *see* intention–behaviour link of graduates
- Graebner, M.E. 99, 176
- Gulati, R. 72, 97, 110
- Hagedoorn, J. 171–2
- Hakala, J. 117, 119, 125
- Hamel, G. 94, 96
- Hansen, T. 109, 111
- ‘hard’ task-centred activities
 - of business angels 53
 - as category of non-financial contributions 50
- Harrison, R.T. 41, 50–51, 53
- Henley, A. 146, 149
- Henriksen, J.T. 95, 97
- Hoang, H. 97, 118, 126
- Holmlund, M. 108, 110
- Holt, R. 10–11
- Howe, J. 30, 32
- HT (high-throughput) technologies 178–86
- Huberman, A.M. 99–100
- human capital
 - case demonstrating 55–66
 - definition 52
- individual agency 175–6, 186
- individuals
 - in open innovation partnerships 177, 182–3, 186
 - as subject/actor 17, 20
- informal financing methods 30, 33

- information asymmetry 41–2
 Ingram, K. 149, 156
 innovation, proximity dimensions of 173–6
 institutional context
 in open innovation 185
 role in scientpreneurs study 130–33
 institutional rules of action 18
 intellectual property rights,
 commercialization of 168,
 170–71, 187
 intention–behaviour link of graduates
 context and objectives of study 146–7
 implications of study 156–7
 limitations and future research 157–8
 literature review and hypotheses
 development
 entrepreneurial intentions 148–9
 intention–behaviour relationship
 149–50
 role of gender and entrepreneurial
 role models 150–51
 research methodology
 data collection process 151–3
 testing procedures 154
 variables 153, 164–7
 results 154–5
 internationalization
 early
 areas for future research 88, 89–90
 definition 73
 discussion 86–7
 measures 76
 and resource flexibility 73–4
 results 80, 82, 84
 variables 76–9
 impact of resources
 data and methods 75–9
 limitations and future research
 87–8
 previous research 70–71
 results 80–85
 study discussion and conclusions
 86–90
 theory and hypotheses 72–5
 performance of new ventures
 areas for future research 88
 discussion 86–7
 measures 76
 and resource flexibility 74–5
 results 84
 study implications 89–90
 variables 76–9
 Internet
 crowdfunding via 31, 35–8, 40, 42
 sales, as control variable 71, 78–83,
 85
 investment readiness 41–2
 Jain, S. 117–19, 128, 133
 Jarzabkowski, P. 12, 18
 Joensuu, S. 146, 151, 157
 Johan, S. 35, 38–9, 41, 43
 Johannisson, B. 11–15, 17, 19, 25
 Kaufmann Firm Survey (KFS) 71, 75–6
 Kaukonen, E. 121–3
 Kautonen, T. 42, 149–50, 156, 158
 Keupp, M.M. 70–71, 89
 Kiseleva, V.V. 123–4
 Knoblen, J. 94–5, 97–8
 Kock, S. 108, 110
 Koenig, M. 148–9
 Kolvereid, L. 150–51
 Kovalainen, A. 55–6
 Krueger, N.F. 146, 148–9
 Lane, P.J. 95, 98
 Langlely, A. 49, 54
 Larralde, B. 33–4, 37
 learning advantages of newness (LAN)
 72
 legitimacy
 ambiguous legitimacy 22
 in asymmetrical alliances 97, 111
 awareness of social identity 18
 of entrepreneurship 131
 and social goals 9
 Lehner, O.M. 31, 33–7, 40, 43
 Letaifa, S.B. 95, 98, 108–9
 Levinsohn, D.S. 15, 25
 Li, D. 77, 97
 liabilities of newness 73
 liabilities of smallness 103, 108,
 110–11
 Libaers, D. 119, 133

- Lin, W.T. 72–3
 Liñán, F. 146–7, 149–50, 158
 Lissoni, F. 171, 176
 Liverpool *see* university–industry
 collaboration
 local adaptation 24
 ‘local buzz’ 174–5
 lock-in 175
 Loucks, D. 31, 35–6
 Lubatkin, M. 95, 98
 Lundvall, B. 168, 186
 Lyon, F. 6, 8
- Macht, S.A. 49–50, 52–4, 64
 Macken Högsby 13–25
 Macken Växjö 13–25
 Mair, J. 6, 9
 Malmberg, A. 173–4
 Marti, I. 6, 9
 Maskell, P. 173–4
 Mason, C.M. 41, 50–51, 53, 63, 65
 Matlay, H. 6, 146
 Mattes, J. 109, 111
 Meister, C. 95, 98
 mentoring role 52–3
 Merseyside *see* university–industry
 collaboration
 Miles, M.B. 99–100
 Mollick, E. 31–4, 38, 42–3
 mutual dependence 110–11
- Nahapiet, J. 52–3
 Nelson, R.R. 17, 19
 new logic of innovation 169
 Nieminen, M. 121–2
 non-financial contributions
 case highlighting 55–66
 literature review 52–4
 Nonaka, I. 10, 174
 Northwest Regional Development
 Agency (NWDA) 177–9, 181,
 183–4
 Norwegian oil and gas industry *see*
 alliances, asymmetrical
- OECD 76, 168
 Oerlemans, L.A.G. 94–5, 97–8
 open access facilities 180, 182, 186
 open innovation (OI)
 case illustrating evolution of 176–87
 contribution of crowds 30–31
 developing collaborative innovation
 research partnerships 171–3
 ecosystem-level studies 170
 firm-level studies 169–70
 paradigm 169
 proximity dimensions 173–6
 role of university–industry
 collaboration 170–71
 Ordanini, A. 31, 33, 35–8
 organizational proximity
 case study approach 99–100
 definitions and characteristics 98
 degree of
 between alliance partners 97
 method of categorizing 100
 functions 95
 influence of 104–8
 study findings 109–11
 ownership, and equity crowdfunding
 42–3
- Patel, P. 170–71
 Pentland, B.T. 49, 54
 perceived behavioural control (PBC)
 creating index of 153
 as determinant of intention 149
 and gender effect on entrepreneurial
 intentions 151
 role in actual entrepreneurial
 behaviour 156
 start-up behaviour
 having direct effect on 149–50
 having value in predicting 155
- Pérez, L. 96, 109
 Perkmann, M. 168, 170–72, 186
 personal relationships 105, 110–11
 personal rules of action 18
 Pless, N. 8–9
 Polanyi, M. 14, 18
 Politis, D. 49, 51–3, 63, 65–6, 117, 119
 Polymer Ltd 186
 Porter, M.E. 173, 185
 practice theory 7, 10–12
 processual character of social enterprise
 6

- processual phenomenon,
 entrepreneurship as 7, 16
 processual practices 12–13, 19–24
 professional management approach 10
 proximity
 dimensions of innovation 173–6
 literature, study results contributing
 to 111
 non-spatial 100, 110–12
 perspective
 benefits 97
 gaining central position in research
 streams 94, 97
 see also geographical proximity;
 organizational proximity; social
 proximity; technological
 proximity
 Pruett, M. 148, 150

 Rabeau, Y. 95, 98, 108–9
 Rallet, A. 95, 98, 100, 109
 regional innovation systems 25, 175,
 185
 regulatory environment for equity
 crowdfunding 43
 RENT Conference XXVIII 4–5
 resource acquisition role
 case demonstrating 55–65
 as role through which non-financial
 contributions are delivered 52–3
 resource flexibility
 conceptualization of 70, 75–6
 data and methods
 control variables 78
 dependent variables 76–7
 independent variable 77–8
 sample 75–6
 variable definitions 79
 gap in literature on role of 71–2
 limitations and future research 87–8
 results 80–85
 study discussion and conclusions
 86–90
 theory and hypotheses
 and early internationalization 73–4
 and performance of international
 new ventures 74–5
 slack resources 72–3

 Reynolds, P.D. 123, 130
 Riedl, J. 33, 36–8
 risk
 in equity crowdfunding 39–43
 of ‘exploding’ 10
 taking, and resource flexibility 72–3
 Robinson, K.C. 76–7
 role identity construction *see*
 scientists, role identity
 construction
 Russia
 1990s academic entrepreneurship
 123–4, 132, 134
 as context for science-based
 entrepreneurship 121–5
 discussing identity through work
 content 129
 meaning of being a scientist in 125–6
 on role determinants 134
 scientist becoming entrepreneurs
 118, 123, 126–8, 130–31, 134
 self-identification as scientist 132
 universities in entrepreneurship
 122–3, 125, 132, 138–40
 use of snowballing method of
 research 120

 Sætre, A.S. 49, 53, 63
 Salamonsen, K. 95, 97
 Sapienza, H. 71–3, 75, 88
 Sarasvathy, S.D. 18–19, 74, 117, 119
 Schatzki, T.R. 10–11, 18
 Schewienbacher, A. 33–4, 37
 Schlaegel, C. 148–9
 Schwartz, A.A. 32–5, 38–42
 scientists
 becoming entrepreneurs
 compatibility between identities
 128–30, 134
 in Finland 126–8, 133–4
 role conflict 118–19
 in Russia 118, 123, 126–8, 130–31,
 134
 contemporary expectations of 117
 involvement in commercial activities
 adopting hybrid role identity 119,
 133

- all-encompassing sample 135, 138–40
- analysis supporting research on 133
- views on 117
- role of, in Finland and Russia 125–6
- self-identification as 132
- scientrepreneurs, role identity
 - construction
 - compatibility between identities as scientist and entrepreneur 128–30
 - context and objectives of study 117–18
 - data and methods 120–21
 - examples of interview codes 140–45
 - profiles of scientrepreneurs 138–40
 - Finland and Russia as contexts for science-based entrepreneurship 121–5
 - meaning of being a scientist in Finland and Russia 125–6
 - meaning of scientist as entrepreneur 126–8
 - role of institutional context in shaping role identities 130–33
 - study conclusions
 - limitations and future research 135
 - research implications 133–4
 - theoretical framing 118–20
- Segal, G. 148–9
- self-enforced heterogeneity 22–3
- self-identity 18–19
- Sequeira, J. 146–7, 149–50
- Shane, S. 30, 50, 117, 119
- Shapiro, A. 148–9
- Shiller, R.J. 30–31, 34, 43
- Sigar, K. 31, 36
- slack resources 70, 72–3, 87, 89
- ‘smallness challenge’ study *see*
 - alliances, asymmetrical
- social bricolage 12, 19–20
- social capital
 - case demonstrating 55–65
 - definition 52
 - and social enterprises 24–5
 - substitution with financial capital 9
- social enterprise
 - compared with commercial enterprise 6–7, 9–10
 - defining 6
 - practicing entrepreneurship as processual phenomenon 7, 16
 - processual character of 6
 - work integrating 7, 9–10, 12, 17
- social entrepreneurship
 - field research
 - background and design 13–14
 - implications for further research 25
 - methodology 14–16
 - processual practices 19–24
 - structural practices 16–19
 - study conclusions 24–5
 - practice theory 10–12
 - previous research 12–13
 - social enterprises 6–7
 - social entrepreneurship 8–10
 - social franchising *see* franchising
 - social identity 18–19
 - social networks
 - mobilizing equity crowdfunding 36
 - and provision of information 38, 42
 - use in accessing start-up finance 30
 - social proximity
 - as driver in CMD development 186
 - and innovation 175–6
 - social relationships 105, 111
 - ‘soft’ people-centred activities
 - of business angels 53
 - case demonstrating 55–64
 - as category of non-financial contributions 50
- Sokol, L. 148–9
- Sorensen, I.E. 31–2, 36
- Sørheim, R. 51–3
- sounding board/strategic role
 - case demonstrating 55–65
 - as role through which non-financial contributions are delivered 52
- Stam, E. 73–4

- start-up behaviour
 - after graduation, as dependent variable 153
 - attitudes and subjective norm having no direct effect on 156
 - gender as factor influencing 151, 155
 - perceived behavioural control
 - having direct effect on 149
 - value in predicting 155
 - statistical significance of intentions explaining 154
- Steyaert, C. 6–7, 16, 54
- structural practices 16–19
- Stuart, T.E. 96, 110, 119
- supervision and monitoring role
 - case demonstrating 55–65
 - as role through which non-financial contributions are delivered 52
- tacit knowledge 14, 173–4, 176, 184, 186
- Takeuchi, H. 10, 174
- Tarrazon, M.-A. 150–51
- technological capabilities 180, 182, 185–7
- technological proximity
 - case study approach 99–100
 - definitions and characteristics 98
 - degree of
 - between alliance partners 97
 - method of categorizing 100
 - functions 95
 - influence of 105–8
 - study findings 110–11
- technology, shared understanding of 105, 110–11
- theory of planned behaviour (TPB) 147–50
- Tödting, F. 173, 175
- Torre, A. 94–5, 98, 100, 109
- traditional financing methods 30, 35–6
- triple helix 181, 185, 187
- Trippel, M. 173, 175
- Unilever PLC 169, 171, 176–87
- universities in entrepreneurship
 - in Finland 121–2, 124–5, 127, 132, 134, 138–40
 - in Russia 122–3, 125, 132, 138–40
- university–industry collaboration
 - context and objectives of study 168–9
 - developing research partnerships 171–3
 - firm-level and ecosystem-level studies 169–70
 - funding 169, 178–85
 - individual agency 175–6, 186
 - individuals 177, 182–3, 186
 - institutional context 185
 - main findings
 - contexts 178–9
 - contribution to city-regional innovation and entrepreneurship 181–4
 - partnership emergence 179–81
 - methodological approach 176–8
 - open access facilities 180, 182, 186
 - proximity dimensions 173–6
 - role of 170–71
 - study conclusions 184–7
 - tacit knowledge 173–4, 176, 184, 186
 - technological capabilities 180, 182, 185–7
- University of Liverpool (UoL) 168–9, 171, 176–87
- urgency for financial viability 23–4
- Van de Ven, A.H. 14, 54
- Venkataraman, S. 42, 117, 119
- venture capitalists
 - equity model enabling 34
 - factors precluding investment in emerging growth companies 35
 - impact of crowdfunding acts 38
 - as traditional investors 30, 35
 - unable to apply due diligence process 40
- Villanueva, J. 97, 110
- Walsh, K. 168, 170–72
- Wang, T. 119, 133
- Weigmann, K. 31, 38
- Wenger, E. 18, 176
- Werker, C. 95, 98
- West, J. 169, 173

- Wieck, E. 31, 33
Wikhamn, B. 169–70, 173
Wikhamn, W. 169–70, 173
Wilson, D.C. 12, 18
Wilson, F. 149–50
work integrating enterprises 7, 9–10,
12, 17
- Yang, H. 94, 96, 108, 110
Ylinenpää, H. 168, 186
Yordanova, D. 150–51
- Zaheer, S. 74, 94
Zahra, S.A. 8, 36, 70, 73, 76
Zhang, Y. 146, 150