

# Index

---

- Abimola, T. 231  
*Academy of Management Review*  
(1988) 3
- Aggarwal, P.  
definition of social loafing 144
- Ajzen, L. 90  
theory of planned behaviour (TPB)  
3–4, 66–8, 71–4, 77, 79–81,  
90–91, 97–9, 102, 168  
cognitive model 77  
shortcomings of 75–6  
view of subjective norms 75
- Allen, T.D.  
study of career mentoring 130
- Anderson, A.R. 37, 205
- Andersson, S. 239
- Antonic, B.  
view of EO dimensions 201
- Armario, J.M.  
conception of MO 231
- Association of Business Schools 23
- average variance extracted (AVE) 275
- Bagby, R. 30–31
- Baker, H.G.  
study of entrepreneurial values 69
- Baron, R.A. 31–2  
study of business opportunity  
prototype 29  
structural alignment 36  
theory of pattern recognition 29
- Basso, O. 202
- Baum, J.R.  
identification of key  
entrepreneurship characteristics  
46
- Beach, L.R.  
decision theory 32–3
- Béchar, J.-P.  
analytical framework for teaching  
entrepreneurship 173
- Bird, Barbara  
‘Implementing entrepreneurial ideas:  
the case for intention’ 3
- Bisk, L.  
observations of mentorship  
relationships 117
- Bloom, B.S.  
taxonomy of educational objectives  
169, 181, 185
- Bouncken, R.B.  
study of firm EO impact on joint  
product innovation 261
- Brazeal, D.V. 3, 90
- Brazil 270  
GDP per capita 274
- Brazilian Service to Support Micro  
and Small Enterprises (SEBRAE)  
270, 274
- Brockhaus, R.H.  
review of entrepreneurial  
characteristics 59–60
- Bureau van Dijck  
Aida (database) 208
- Burgelman, R.A. 269
- Burgers, J.H. 204
- Cadogan, J.W. 239
- Calvo, J.C.A.  
identification of key  
entrepreneurship characteristics  
46
- Canziani, B.  
observations of pedagogical  
practices in EE 144, 157
- capital  
finance 261, 263  
human 46, 90  
intellectual 268  
venture 46–7, 206, 210
- Cardon, M.S. 36–7
- Carsrud, A.L. 3, 90

- categorization 18–21, 35–6, 66  
 cue validity 19–20  
 level of abstraction 19  
 processes 22–3
- Cavusgil, S.T.  
 view of international MO 231
- Chang, J.  
 concept of exopreneurship 200, 205–7  
 view of intrapreneurship 207
- Chetty, S.K.  
 use of contingency theory 232
- China, People's Republic of  
 Hong Kong 144
- cognitive psychology 16–18, 166
- cognitive theory 5, 30
- Cooper, A.C. 31  
 study of entrepreneurial information gathering processes 26
- Cope, J. 6
- Cotton, J.L.  
 study of mentorship relations 130
- Covin, J.G. 9, 269, 273, 280  
 use of EO concept 202, 264–5  
 measurement of 209, 235  
 view of EO dimensions 201  
 gap in configurations 262
- Covin, T.J. 273
- Deakins, D.  
 view of mentorship 113  
 observation of mentorship relationships 117
- Deshpandé, R.  
 MORTN scale of 210, 235
- Dess, G.G. 269  
 conception of EO 201–2, 261, 264–5, 267, 272, 280–81  
 in corporate entrepreneurship 204
- Dickson, P.H. 269
- digital, innovation, creativity and enterprise (DICE) 152–3
- Dimitatros, P.  
 use of contingency theory 232
- Dimov, D.  
 study of EE courses 168
- Douglas, E.J. 80
- Drummond, I. 268
- Durand, R.  
 view of impact of categorization process 31–2
- Dyer, J.H. 32
- Ensley, M.D.  
 study of business opportunity prototype 29  
 structural alignment 36
- entrepreneurial cognition 15–18, 23, 29, 31–2, 34–5, 37–9
- entrepreneurial intentions 66–7, 81, 158  
 normative beliefs 76–7  
 personal attitudes 73–4  
 relationship with EEP 104–5  
 subjective norms 75
- entrepreneurial intentions questionnaire (EIQ) 97–8
- entrepreneurial orientation (EO) 8–10, 200, 203–5, 209, 214–16, 224, 227–9, 237–8, 240, 261, 264–5, 268–9, 281  
 dimensions of 202, 262, 265, 267, 269–70, 272–3, 279–80, 282  
 autonomy 201–2, 262  
 competitive aggressiveness 201, 262  
 innovativeness 201, 262  
 proactiveness 201, 262  
 risk-taking 201, 262, 280–82  
 measurement of 235, 272  
 relationship with SA 261–2, 269, 277, 279–80, 283  
 research 9–11
- entrepreneurial potential 44–5, 53, 55, 58  
 characteristics 45, 53, 58–9, 61–2  
 future entrepreneurs 49, 53, 58–9  
 nascent entrepreneurs 49–50, 53, 58  
 non-entrepreneurs 49, 53, 58  
 owner-managers 50, 53, 58  
 international 239
- Entrepreneurial Potential Assessment Inventory (EPAI) 4, 50
- entrepreneurship 2–6, 8–9, 16–17, 23, 32, 38, 44–7, 49, 58, 60–61, 67, 73–5, 90, 101, 105–7, 131, 138, 140–41, 167, 170, 199, 229, 260

- behaviour 1, 199  
 concept of 45  
 corporate 199–201, 206–7, 215–16  
 education (EE) 5–8, 35, 89, 99–102,  
 112–14, 140–43, 156, 165–6,  
 171–5, 181, 185–8  
 collaborative learning 141–2  
 definitions of 143  
 experiential 6, 112–14, 131, 134,  
 165–70, 186–7, 189  
 informal learning 114  
 interventions 183–5, 188  
 learning outcomes 165–6, 173,  
 179, 185  
 programme (EEP) 90–91, 94–7,  
 104–5  
 social loafing 144–6, 151, 153–6  
 team signatory code 151–4, 158  
 teamwork 142–6, 151  
 traditional 165–6, 169  
 graduate 89  
 international 223–4, 226  
 network theory of 206  
 perspective of  
 individual-situation 60–61  
 person-situation 61  
 process 5  
 research 2–3, 15, 18, 23, 26, 68, 91,  
 141–2, 188, 240  
 cognition 15–18, 29  
 longitudinal 47  
 prototype theory 18, 22–3, 26,  
 30–31, 34, 39  
 social 139  
 strategic 199  
 team-led 141–2  
 values 69–70  
 cultural 69–72
- Ertuna, Z.I. 91  
 Estonia 171  
 European University Network on  
 Entrepreneurship (ESU) 1  
 exopreneurship 200, 205–7  
 behaviours 206, 210, 213, 214
- Farley, J.U.  
 MORTN scale of 210, 235
- Fayolle, A. 98  
 view of entrepreneurial intentions  
 research 66
- Filion, L.J. 269  
 Finland 187  
 Fishbein, M.  
 theory of planned behaviour (TPB)  
 3–4
- Fisher, S. 169  
 use of tripartite competence  
 framework of learning  
 outcomes 166, 173, 179, 185
- Fiske, S.T. 20–21, 29  
 Fitzsimmons, J.R. 80  
 Fornell, C. 275  
 Franco, M. 280  
 study of SA 261
- Freel, M.  
 observation of mentorship  
 relationships 117
- Frese, M. 9  
 Friesen, P. 272–3  
 Frishammar, J. 239
- Gaglio, C.M.  
 view of knowledge structures 34
- Gailly, B. 98  
 Garcia, G.M.  
 identification of key  
 entrepreneurship characteristics  
 46
- Gartner, William  
 ‘Who is an entrepreneur?’ (1988) 2
- Gentner, D.  
 conception of structural alignment  
 35
- George, G.  
 identification of key  
 entrepreneurship characteristics  
 46
- Germany 138  
 Gestalt theory 21
- Gibb, Alan 5  
 use of tripartite competence  
 framework of learning  
 outcomes 173
- Gibcus, P.  
 use of tripartite competence  
 framework of learning  
 outcomes 173
- Gibson, J.  
 theory of ecological perception  
 21

- Global Entrepreneurship Monitor (GEM) 4, 47
- Green, K.M. 235
- Grégoire, D.A.  
analytical framework for teaching entrepreneurship 173  
study of prototype use by entrepreneurs 30  
structural alignment 36  
view of knowledge structures 17
- Gurel, E. 91
- Haase, H. 280  
study of SA 261
- Hamidi, Y.  
view of teamwork in EE 143–4
- Heinonen, J.  
definition of EE 143
- higher education institutions (HEI)  
89–90, 93–4, 165–6, 168, 170, 184, 187  
EEPs in 91, 94–7, 99–102, 104–6  
student admittance 187
- Hisrich, R.D.  
view of EO dimensions 201
- Hofstede, G.  
definitions of cultural value orientations 70–71
- Horwitz, P.S.  
review of entrepreneurial characteristics 59–60
- Huber, G.P. 234
- Hynes, B.  
view of teamwork in EE 143
- individual–opportunity nexus 15–16
- Inglehart, R.  
definition of culture 69, 71
- Institute of Scientific Information (ISI)  
Web of Science 225
- intrapreneurship 199–200, 203, 205, 212–15  
behaviour 209–10, 214  
conceptions of 207
- Izquierdo, E.  
use of tripartite competence framework of learning outcomes 173
- Jack, S.L. 37
- Jarillo, J.C.  
concept of entrepreneurial management 201
- Jaworski, B.J.  
view of MO 230
- Jeong, I. 232
- Jiang, X. 261, 280
- Johannisson, Bengt 5  
competencies in new venture creation 115–16
- Johnson, J.L.  
study of collaborative learning 142  
*Journal of Business Venturing* 260
- Karau, S.J.  
Collective Effort Model (CEM) of 145–6, 151–2
- Katz, J.A.  
view of knowledge structures 34
- Kecharananta, K.  
study of entrepreneurial values 69
- Knight, F.H. 238  
*Risk, Uncertainty and Profit* (1921) 59
- Knight, G.A.  
view of EO dimensions 201  
view of international MO 231
- Kocak, A. 231
- Kohli, A.K.  
view of MO 230
- Kotha, R.  
identification of key entrepreneurship characteristics 46
- Kraiger, K.  
use of Bloom's taxonomy of educational objectives 169, 185
- Krathwohl, D.R. 169
- Krueger, N.F. 3, 90  
criticisms of entrepreneurial intentions research 66  
view of prototype of entrepreneur 32
- Kruskal–Wallis test 188
- Larcker, D. 275
- Larson, A.L. 206
- Latané, B.  
observations of social loafing 144

- Latvia  
HEIs in 166, 170, 184
- Likert scale 209  
3-point 210  
5-point 173, 210  
7-point 98, 209–10, 234–5, 272–3
- Linton, G. 9
- Lorz, M.  
use of tripartite competence  
framework of learning  
outcomes 173
- Lumpkin, G.T. 9, 280  
conception of EO 201–2, 261, 264–5,  
267, 272, 280–81  
gap in configurations 262  
in corporate entrepreneurship  
204
- Lund University 113, 118
- Malaysia 89–90, 100, 106  
Basic Student Entrepreneurial  
Programme (BSEP) 93  
Bumiputera (ethnic groups) 89–90,  
92, 104, 106  
economy of 92–3  
entrepreneurship in 92–3, 106–7  
government of 89, 92–4, 106  
Entrepreneurial Development  
Policy 94–5  
Ministry of Higher Education  
(MoHE) 93–5  
HEIs in 90, 93–7, 99–102, 104–6  
New Economic Policy (NEP) 92  
Utusan Malaysia 101  
management theory 171, 174, 188  
MARA University of Technology  
93  
Malaysian Entrepreneur  
Development Centre (MEDEC)  
93
- Marino, L. 280  
study of EO–SA relationship 261  
market orientation (MO) 10–11, 224,  
227–8, 234, 237–8, 240  
conceptions of 230–32  
international 231  
impact on export profitability 233  
international 226, 239  
measurement of 235  
research 205
- Markman, A.  
conception of structural alignment  
35
- Marsick, V.J.  
conception of informal learning 114  
mentorship 7, 112, 116–17, 129–30,  
133–4, 138–9  
definitions of 115  
formal 6, 8, 115–16, 129, 131–2  
informal 115  
mentor–mentee relations 117–18  
development of 117–19, 121, 123,  
125  
expert–novice learning process 128  
familiarization phase 128  
harvesting phase 128–9  
initial phases of 117  
matching phase 125, 128  
use in application of social context  
114–15
- Menz, M.  
view of future studies of TM  
members 268–9
- Miller, Danny 229  
‘The correlates of entrepreneurship  
in three types of firms’ (1983)  
8–9  
use of EO concept 202, 204, 261,  
264, 268, 272–3
- Mitchell, T.R. 37  
decision theory 33  
definition of entrepreneurial  
cognition 15  
view of knowledge structures 17  
mixed methods 7–8, 166, 170
- Montoro-Sánchez, A. 267
- Moriano, J.A.  
study of entrepreneurial values 69
- Mueller, S.L. 98  
hypothesis on locus of control  
influence 78–9
- Narver, J.C.  
view of MO 230
- National Entrepreneurship Institute  
(INSKEN) 93
- Netherlands 138, 187
- next generation management (NGM)  
153
- Nummela, N. 234

- Oakley, B.A.  
 study of team signatory code 152
- O'Brien, C.L.  
 definition of social loafing 144
- Oosterbeek, H.  
 study of EE courses 168  
 organizational theory 188
- Palich, L.E. 30–31
- Paoella, L.  
 view of impact of categorization  
 process 31–2
- parent-entrepreneurs 174, 181
- Partial Least Squares (PLS) modelling  
 270
- Pearce II, J.A. 23
- Pearson product-movement  
 correlations 154, 156
- pedagogy 5–7, 112–14, 117, 133, 140–41,  
 143, 151, 171, 173, 175  
 experiential 115  
 in EE 144, 157
- perceived behaviour control (PBC) 66,  
 68, 72, 76, 79–81, 102  
 concept of 77  
 individual values influencing 78  
 locus of control 78–9  
 verbal persuasion effectiveness 77–8
- perceived collective behaviour control  
 (PCBC) 81
- Pieterse, V.  
 concept of diligent isolate 145
- Piperopoulos, P.  
 study of EE courses 168
- Pittaway, L. 6
- Poikkijoki, S.A.  
 definition of EE 143
- Portugal 61
- Power, D.J. 234
- prototypes 3–4, 15–18, 20–21, 26, 32–5,  
 38–9  
 business opportunity 37–8  
 categorization in 18–23  
 context in 31–2  
 opportunity recognition 33, 35  
 structural alignment 35–6  
 use by entrepreneurs 30
- Ragins, B.R.  
 study of mentorship relations 130
- Rauch, A. 9  
 regression analysis 53, 155  
 hierarchical 213  
 moderated 213
- Reynolds, P. 49–50
- Ringlemann effect  
 concept of 144
- risk aversion 4, 50
- Robertson, C.  
 use of contingency theory 232
- Rosch, E.  
 concept of prototype 18, 21–2, 36
- Rose, G.M.  
 view of MO 230
- Saxton, T. 269
- Schumann, P.A.  
 view of exopreneurial behaviour 206
- Schwartz, S.H.  
 definitions of cultural value  
 orientations 70, 72, 74, 79
- Shane, S.A.  
 view of entrepreneurial cognition  
 15
- Shepherd, D.A. 211
- Shoham, A.  
 view of MO 230
- Shu, C. 280  
 framework for knowledge spillover  
 theory 261
- Simsek, Z. 269
- Slater, S.F.  
 view of MO 230
- Slevin, D.P.  
 use of EO concept 202, 264–5  
 measurement of 209, 235  
 view of EO dimensions 201
- small- and medium-sized enterprises  
 (SMEs) 10, 200, 208, 211, 230,  
 233, 238, 240, 260, 263, 265
- EO of 268  
 internationalization of 223–7, 231–2,  
 239  
 environmental conditions 232–3  
 growth 228  
 predisposition to 227  
 strategic orientation 226–8
- Smith, J.B. 32  
 social learning 116  
 theory of self-regulation 7, 168

- social psychology 68  
 Social Science Citation Index 265  
 Souitaris, V. 98  
 Spain 69  
 Starr, J.A. 206  
 Stevenson, H.H.  
   concept of entrepreneurial  
   management 201  
 Stone, I. 268  
 Strategic Alliance (SA) 260–61, 263–4,  
 270, 281  
   formation of 261, 268, 280, 282  
   measurement of 272  
   relationship with EO 261–2, 269,  
   277, 279–80, 283  
   EO dimensions 265, 267  
   research 263  
 structural equation modelling (SEM)  
 170, 179, 181, 261–2, 270  
 Sweden 118, 138–9  
 Talebi, K.  
   study of SME entrepreneurship  
   promises in building alliance  
   performance 261, 268  
 Taylor, S.E. 20–21, 29  
 temporal tension 3  
 Teng, B.-S. 280  
 Thomas, A.S.  
   hypothesis on locus of control  
   influence 78–9  
 Thompson, L.  
   concept of diligent isolate 145  
 Thompson Reuters Web of Science 23  
 top management (TM) 264, 268, 282–3  
   entrepreneurial behaviour (TMEB)  
   261–2, 267–9, 273–4, 277, 280,  
   282–3  
   role as predecessor to EO 261  
 United Kingdom (UK) 94, 139, 187  
   HEIs in 168  
 United States of America (USA) 5, 71,  
 95, 138, 142, 263  
   HEIs in 105  
 University Putra Malaysia 93  
 University Utara Malaysia 93  
 variance inflation factors (VIF) 212,  
 236  
 Vroom, V.H.  
   expectancy-value theory 145  
 Wales, W.J. 9  
 Ward, T.B. 31  
 Watkins, K.E.  
   conception of informal learning 114  
 West, S.G. 277  
 Wieder, D.L.  
   analysis of mentor programmes 119  
 Wiklund, J. 9, 211  
 Williams, D.W.  
   study of prototypes 32  
 Williams, K.D.  
   Collective Effort Model (CEM) of  
   145–6, 151–2  
 Wing Yan Man, T.  
   observation of team learning in EE  
   144, 158  
 Wood, M.S.  
   study of prototypes 32  
 Yeoh, P. 232  
 Zahra, S.A.  
   intangible/tangible organizational  
   factors for EO 203–4  
 Zimmerman, D.H.  
   analysis of mentor programmes 119

