

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 Dijk
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

