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

Antonicic, 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

Béchard, 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
The emergence of entrepreneurial behaviour

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
Index 291

behaviour 1, 199
concept of 45
corporate 199–201, 206–7, 215–16
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
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
The emergence of entrepreneurial behaviour

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
Paolella, 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
certainty 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
Poikijoki, 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
Index

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