Detailed Table of Contents - 2010
DETAILED TABLE OF CONTENTS - 2010

BEST PAPER AWARDS

BABSON COLLEGE IRENE M. MCCARTHY AWARD FOR THE BEST PAPER ON THE TOPIC OF HIGH TECHNOLOGY

Revitalizing and Learning from Failure for Future Entrepreneurial Growth
Yasuhiro Yamakawa, Mike W. Peng and David L. Deeds

NATIONAL FEDERATION OF INDEPENDENT BUSINESS (NFIB) AWARD FOR EXCELLENCE IN RESEARCH ON THE GENERAL TOPIC OF ENTREPRENEURSHIP

Linking Shared Authentic Leadership to Firm Performance: A Study of New Venture Top Management Teams
Keith M. Hmieleski, Michael S. Cole and Robert A. Baron

THE STEVENS INSTITUTE OF TECHNOLOGY WESLEY J. HOWE AWARD FOR EXCELLENCE IN RESEARCH ON THE TOPIC OF CORPORATE ENTREPRENEURSHIP

Managing Human Resources to Achieve New Firm Growth: A Stewardship Perspective
Jake G. Messersmith and Matthew W. Rutherford

I. HARVEST

The Impact of Motivation and Causation and Effectuation Approaches on Exit Strategies
Dawn R. DeTienne and Gaylen N. Chandler

The Post-Acquisition Performance of Acquired Entrepreneurial Firms
Charlotte Feys and Sophie Manigart

SUMMARIES

Dressing Up For a Big Wedding: The Importance of Legitimacy Building When Realizing an Exit by Trade Sale
Annelies Bobelyn, Bart Clarysse and Mike Wright

IPO Underpricing, The Perspective of the Issuing Firm: Money Left on the Table or Strategic Action?
Markus A. Fitza and Daniel Andrew Lerner

INTERACTIVE PAPERS

Exits of International Private Equity Investments
Sofie De Prijcker and David Devigne
A Re-Conceptualization and Test of Exit, Exit Rates, Exit Routes, and the Tenuous Link to Firm Performance
*Dawn R. DeTienne*

---

**II. ANGEL FINANCING**

Entrepreneurs’ Trustworthiness: A Critical Ingredient for Attracting Investment
*Andrew Maxwell and Moren Lévesque*

The Importance Angels Place on Passion When Making Investment Decisions: Why Does It Matter to Some and Not All Angels?
*Cheryl R. Mitteness, Melissa S. Cardon and Richard Sudek*

Experience, Heuristics and Learning: The Angel Investment Process
*Donald J. Smith, Richard T. Harrison and Colin M. Mason*

---

**SUMMARIES**

Who Can I Rely On? Reliance on Different Sources of Trust in Business Angel Investing
*Sofia Avdeitchikova, Hans Landström and Nils Månsson*

Exploring the Informal Venture Capital Market: Who Becomes an Informal Investor and What Determines the Amount They Invest?
*Andrew Burke, Chantal Hartog, Abdel Ichou and André van Stel*

The Relationship between Entrepreneurs, Angel Investors and Venture Capitalists: An Ethics and Governance Perspective
*Yves Fassin and Veroniek Collewaert*

---

**INTERACTIVE PAPERS**

The Impact of Start-Ups Initial Financial Strategy on Their Performance
*Arnout Seghers*

Heterogeneous Resource Endowments and Seed Capital Acquisition in Technology-Based Ventures: A Resource-Based Analysis
*David M. Townsend and Lowell W. Busenitz*

---

**III. VENTURE CAPITAL**

Venture Capitalists’ Exit Strategy: A Dynamic Capabilities and Resource Dependence Perspective
*Violetta Gerasymenko and Jonathan D. Arthurs*

Do Follow-On VC Funds Outperform First Time Funds? A Learning Perspective
*Mirjam Knockaert, Mike Wright and Robin De Cock*

A Longitudinal Study on the Impact of Cross-Border Venture Capital on Portfolio Company Growth
SUMMARIES

Investor Characteristics as Determinants of Firm Value in Venture Capital Financing Rounds
Andy Heughebaert and Sophie Manigart

Conditional Effects of CVC Funding from the Start-Up Perspective
Sharon F. Matusik, Michael B. Heeley and Markus Fitza

Failing to Learn or Learning to Fail: Consequences of Failed Investments for VC Syndication Strategies and Performance
Mikko Jääskeläinen and Hana Milanov

“Maneuvering the Odds”: Venture Capital Decision Making as a Dynamic and Stochastic Knapsack Problem
Jeffrey S. Petty, Marc Gruber and Dietmar Harhoff

Nina Rosenbusch and Verena Müller

Running with the Big Dogs: The Influence of a High-Reputation Venture Capital Investor on the Decision to Invest In a New Industry
Robert J. Wuebker, Rolf Wuestenhagen and Nina Hampl

INTERACTIVE PAPERS

The Influence of Venture Capital Fund Diversification on Risk and Return: The Effects of Investments in Different Financing Stages, Industries, and Regions
Ann-Kristin Achleitner and Reiner Braun

The Role of Venture Capital Firms in the Business Model Change
Violetta Gerasymenko, Dirk De Clercq and Harry J. Sapienza

What is So Unique about How VCs Evaluate ‘Live’ Presentations? Expert vs. Novice Comparisons
Denis A. Grégoire, Alice J. de Koning and Benjamin M. Oviatt

Toward a Process Model of Venture Capital Emergence: The Role of Diffusion
David Lingelbach, Evan Gilbert and Gordon Murray

Do Cultural Norms, Customs, and Traditions Matter? An Exploratory Study of Venture Capitalist Decision Preferences in China
Zhiqiang Xia, Noel Lindsay, Pi-Shen Seet and Steve Goodman
IV. THE ENTREPRENEUR

Venture Capitalists in Firm Governance: Impact on Founder Turnover
Berna P. Aksu and Anu Wadhwa

A Plausible History and Exploration of Stevenson’s Definition of Entrepreneurship
William B. Gartner and Ted Baker

SUMMARIES

Knowledge, Skills, and Abilities Used in Opportunity Recognition Processes: A Framework
Karen Bishop

Do Risk Attitudes Differ Within the Group of Entrepreneurs?
Joern Block, Philipp Sandner and Frank Spiegel

Entrepreneur as Endrepreneur: Planners, Improvisers, and Real Options
Nancy Forster-Holt

Different Paths of Ownership Transition in Entrepreneurial Firms
Karin Hellerstedt, Mattias Nordqvist and Karl Wennberg

Entrepreneurial Exit and Entrepreneurial Engagement
Jolanda Hessels, Isabel Grilo, Roy Thurik and Peter van der Zwan

How the Nature of Past Entrepreneurial Experience Shapes Intentions for Habitual Entrepreneurship
Dan K. Hsu and Johan Wiklund

Emerging Strategies and Generation Gaps among Entrepreneurs: Differences between Baby Boomers and Generation X
Dafna Kariv, Louis Jacques Filion and Candido Borges

Entrepreneurs’ Life-Role Values and Work-Family Management Strategies: The Enactment of Person-Venture Fit
Aegean Leung and Marilyn A. Uy

The Essence of Entrepreneurial Learning
Magdalena Markowska

INTERACTIVE PAPERS

Entrepreneurial Activity across European Cities
Maksim Belitski and Julia Korosteleva

Could It Be Time to Leave Your Salaried Job? An Experimental Analysis of Entrepreneur’s Time Allocation under Risk-Return Tradeoffs
Katrin Burmeister-Lamp, Moren Lévesque and Christian Schade

Holding Hands or Moving Together? Complementarity of Venture Routines and Inventor Involvement in University Spinoff Success
5

**V. ENTREPRENEUR CHARACTERISTICS**

**NATIONAL FEDERATION OF INDEPENDENT BUSINESS (NFIB) AWARD FOR EXCELLENCE IN RESEARCH ON THE GENERAL TOPIC OF ENTREPRENEURSHIP**

Linking Shared Authentic Leadership to Firm Performance: A Study of New Venture Top Management Teams  
*Keith M. Hmieleski, Michael S. Cole and Robert A. Baron*

Entrepreneur’s Exit Experience and Growth Aspiration  
*Erkko Autio and Saurav Pathak*

Entrepreneurs as Authentic Transformational Leaders: Critical Behaviors for Gaining Angel Capital  
*Cheryl R. Mitteness, Richard Sudek and Melissa S. Baucus*

*Cheryl A. Trahms, Joseph E. Coombs and Murray Barrick*

Feeling, Thinking, Doing: Affective Influences on Goal Progress and Entrepreneurial Efforts  
*Marilyn A. Uy and Maw-Der Foo*

**SUMMARIES**

Who Has the Right to Be an Entrepreneur? The Theoretical Foundations of Entrepreneurial Legitimacy  
*Greg C. Fisher*

From Entrepreneurial Intention to Action: Motivation versus Volition as Explanations of the (Unintentional) Intention-Action Gap  
*Marco van Gelderen, Teemu Kautonen and Erno T. Tornikoski*

The Role of Reputation in the Entrepreneurial Process: A Conceptual Model  
*James M. Haynie and Randy Blass*

Entrepreneurial Archetypes in Making Sense of the Structural Holes  
*Antti J. Kauppinen and Vesa J. Puhakka*

Stanford University and High-Tech Entrepreneurship: An Empirical Study  
*Hervé Lebret*

Do What Nascent Entrepreneurs Think Others Think Influence Business Start-Up Intentions and Behavior: A Longitudinal Study
Noel J. Lindsay, Wendy A. Lindsay, Anton Jordaan, and Fredric Kropp

Entrepreneurial Skills: Qualitative and Quantitative Confirmation of a Model of Entrepreneurial Competence
Christophe Loué and Jacques Baronet

Explaining Entrepreneurial Intent and Behavior: Moderating Effects of Efficacy and Control Beliefs
Erik Monsen, Diemo Urbig, Maija Renko, Ayman El Tarabishy and Leon Schjoedt

Entrepreneurial Opportunities: Bricolage, Art, Craft, Engineering, and Brokerage
Bryan T. Stinchfield, Reed E. Nelson and Matthew S. Wood

Entrepreneur Leadership and New Venture Performance – An Empirical Investigation on the Moderating Role of New Venture Context
Bastian Winkenbach

INTERACTIVE PAPERS

"You Can’t Always Get What You Want" – Why Nascent Entrepreneurs Change Their Growth Expectations during the Start-Up Process
Heiko Bergmann and Jurgita Baltrušaitytė-Axelson

Hot Flashes and Global Warming: Which Type of Affect Drives Entrepreneurial Creativity?
Melissa S. Cardon

The Creative Entrepreneur – Myth or Reality? Findings from Psychometrical Testing
Beate Cesinger, Petra Gelléri, Carolin Winter and Daniela Putsch

New Venture Top Management Team Intra-Group Abusive Behavior and Firm Performance: A Moderated Mediation Study
Keith M. Hmieleski, Michael S. Cole and Bennett J. Tepper

Measuring the Change of Entrepreneurial Attitudes of University Students
Asun Ibáñez, Oier Marigil, Anaïs Iglesias, Isabel Fernández and Paul San Sebastián

A Test of Æsop’s Fable: Tortoises and Hares in the Race to Start and Build Businesses
Jonathan Levie, Mark Hart, Alpheus Thlomole and Aloña Martiarena

Attractiveness of Venture Idea amongst Expert Entrepreneurs: A Conjoint Analysis
Dissanayake M. Semasinghe

VI. ENTREPRENEURIAL COGNITION

BABSON COLLEGE IRENE M. MCCARTHY AWARD FOR THE BEST PAPER ON THE TOPIC OF HIGH TECHNOLOGY

Revitalizing and Learning from Failure for Future Entrepreneurial Growth
Yasuhiro Yamakawa, Mike W. Peng and David L. Deeds
Cognitive Control Bias and Decision-Making in Context: Implications for Entrepreneurial Founders of Small Firms
*Jon C. Carr and Daniela P. Blettner*

How Experience Shapes the Subjective Evaluation of Business Opportunities
*Marc Gruber, Sung Min Kim and Jan Brinckmann*

Grief or Relief? Emotional Responses to Firm Failure
*Anna S. Jenkins, Ethel Brundin and Johan Wiklund*

Effective Heuristics for New Venture Formation
*Jeroen Kraaijenbrink*

**SUMMARIES**

A Longitudinal Analysis of Antecedents and Consequences of Sense-Making Activities by Nascent Entrepreneurs
*Jan Brinckmann and Sung Min Kim*

I Think Therefore I Learn? Entrepreneurial Cognition, Learning and Knowing in Practice
*Jason Cope and Simon Down*

Entrepreneurial Decision Making in High Tech Business Development: A Quasi-Experiment
*Aard Groen and Jeroen Kraaijenbrink*

Even a Blind Squirrel Sometimes Finds a Nut: Can a Deficit in Prior Knowledge Enhance Opportunity Recognition?
*James M. Haynie and Alex McKelvie*

Unifying Three Contending Approaches to Explaining Early Stage Entrepreneurial Decision-Making and Behavior
*Kevin Hindle and Martin Senderovitz*

On the Use of Effectuation versus Causation in the New Venture Creation Process: The Role of Resources versus the Environment
*Jan Lepoutre, Miguel Meuleman and Olivier Tilleul*

Disinhibition, Inhibitory Control, & Entrepreneurship: Inhibitory Underpinnings of Risk Taking, Creativity, Proactivity and Venturing
*Daniel A. Lerner*

Curry in a Hurry? A Longitudinal Study on the Acceleration of Performance through Effectuation by Nascent Entrepreneurs
*Rene Mauer, Willem Smit, William Forster and Jeffrey York*

Experts Rely Less on Planning than Novices: Evidence for Effectuation from Nascent Technology Commercializers
*Erik Monsen, Courtney Price and Sandra Miller*

What is Good about Being Biased?
Ksenia Podoynitsyna, Hans van der Bij and Michael Song

Analogical Properties of Entrepreneurial Opportunities and Their Effects on Judgment
Ugur Uygur

Are You Talking To Me? Population Rates as Signals of Entrepreneurial Opportunities
Matthew Wood, William McKinley and Suzanne Nasco

INTERACTIVE PAPERS

Entrepreneurial Intentions for Subsistence, Lifestyle, Speculative and Growth Opportunities: The Impact of Differing Perceptions of Desirability and Feasibility
Evan J. Douglas and Bari Lynn Bendell

Julian Lange, Edward Marram, Silvana Pencheva, Yan Tan and William Bygrave

Entrepreneurship by User-Innovators: How Prevalent is it and How Do Their Attitudes and Aspirations Differ from Other Entrepreneurs?
Rögnvaldur J. Saemundsson and Eric von Hippel

Cognitive Insight and Entrepreneur Decision-Making: An Experimental Investigation of Self-Reflectiveness in Opportunity Identification
David M. Townsend and Steven M. Barr

Qian Ye and Sherry Thatcher

VII. THE ENTREPRENEUR AND NETWORKS

Serendipitous Entrepreneurship
Karl Wennberg

SUMMARIES

Social Capital or Social Skills: Evidence from the PSED I and PSED II
Amy E. Davis and Kelly G. Shaver

Prior Business Experience and Start-Up Success; The Moderating Role of Helpers Explored
Joris Heuven and Paul Kirwan

Control or Comply: The Interplay of Individual Firm-Level Cooperative Strategies and Network Opportunism When Estimating Innovation Performance in Strategic Networks
Daniel Örtqvist, Jessica Eriksson and Joakim Wincent

Fair Governance and Good Citizenship Behavior: A Recipe for Succeeding in Strategic Networks?
Daniel Örtqvist
Entrepreneurial Philanthropy: Theoretical Antecedents and Empirical Analysis of Economic, Social, Cultural and Symbolic Capital
*Eleanor Shaw, Jillian Gordon, Charles Harvey and Kay Henderson*

Entrepreneur’s Network of Networks: Studying Entrepreneurs’ Social Network Structure Using Smart-Phone Data
*Yang Song and Tsui Vinig*

Does a Clustered Location Matter for High-Technology Companies’ Survival and Growth? The Case of Bio-Technology in Germany
*Vartuhí Tonoyan, Robert Strohmeyer and Michael Woywode*

**INTERACTIVE PAPERS**

Online Social Networks as an Emerging Opportunity for Entrepreneurship: A Study of the Music Industry
*Maria Kaya and Paul Steffens*

Relationships and Resources: How Nascent Entrepreneurs Develop and Leverage Networks in the Incubation Process
*Steven F. Tello, Yi Yang and Scott Latham*

The Mobility of Nascent Entrepreneur’s Social Capital and Venture Gestation
*Mai Yiyuan, Xuena Gu and Qian Ye*

**VIII. WOMEN ENTREPRENEURSHIP**

Comparing the Performance of Female- and Male-Controlled SMEs: Evidence from the United States and Australia
*Alicia Robb and John Watson*

**SUMMARIES**

Gender Embeddedness of Women Entrepreneurs: An Empirical Test of the 5 “M” Framework
*Candida Brush, Anne de Bruin, Friederike Welter and Elaine Allen*

Stereotype Spillover: Does Gender Impact Perceived Venture Risk and Viability?
*Carin Holmquist and Erik Wetter*

Women Entrepreneurs: Does Perseverance Matter?
*Grace Kim*

Role of Social Capital and Self-Efficacy in Opportunity Recognition of Female Entrepreneurs: Insights from Turkey and Vietnam
*Akin Koçak, Anh T. Phan and Vincent Edwards*

Gendered-Necessity and Gendered-Opportunity: Women Entrepreneurship in Japan
*Aegean Leung, Philippe Debroux and Christienne Hinz*
Why are Women Less Likely to Become Entrepreneurs than Men? A Jack-Of-All Trades Perspective of Human Capital
Robert Strohmeyer, Vartuhi Tonoyan and Michael Woywode

INTERACTIVE PAPERS

Characterizing the Female Entrepreneur: Comparing Behavior in a Market Entry Experiment with Other Groups of Individuals
Christian Schade and Sabrina Boewe

IX. THE ORGANIZATION

Enhancing Innovation Performance through Exploiting Complementarity in Search Breadth and Depth
Pankaj C. Patel and Robert P. Van der Have

SUMMARIES

Toward the Development of a Firm Innovation Capability Scale for the Services Sector: A Grounded Approach
Peter Balan

How Much Pre-Launch and Post-Launch Planning Takes Place and How Much Difference Does It Make?
Bruce R. Barringer

Absorptive Capacity and Its Impact on New Venture Performance
Greta Greve

An Integrated Approach of Measuring the Development of Innovative Spin-Off Ventures
Magnus Klofsten and Charlotte Norrman

Commercializing New Technologies: The Impact of Liability of Newness, Liability of Smallness, and Technological Innovativeness
Franz Lohrke, Barbara Bird and Rachel Gordon

Capital Structure and New Venture Performance
Manjula S. Salimath

The Role of Bricolage and Resource Constraints in High Potential Sustainability Ventures
Julienne M. Senyard

Entrepreneurial Learning: Past Research and Future Challenges
Catherine L. Wang and Harveen Chugh

INTERACTIVE PAPERS

A Closer Look at Business Planning: Early Stage Outcome Effects of How It is Prepared and Used
X. TEAMS

Entrepreneurial Team Formation: Any Rationality?
Cyrine Ben-Hafaiedh-Dridi

Co-Creating New Ventures: Attraction, Search, and Uncertainty in Founding Partnership Formation
William Forster and Karen J. Jansen

The Fundamental Role of Absorptive Capacity in the Opportunity Exploitation Stage, Its Antecedence and the Effect on New Ventures Performance
Tali Sivan, Avi Fiegenbaum, Miriam Erez and Uzi De-Haan

SUMMARIES

Is Stacking the Deck a Good Idea? An Examination of the Effect of Pre-IPO Top Management Additions on Post-IPO Performance
Patricia S. Borchert

Decision Biases in Entrepreneurial Teams
Nicola Breugst, Dean A. Shepherd and Holger Patzelt

The Impact of Personality Traits on Individuals, Teams and Venture Performance
Stephanie Stierlen, René Mauer and Florian Weiss

Entrepreneurial Team Composition: The Impact of Task-Matched Personality Traits and Team Processes on Venture Success
Florian Weiss and Malte Brettel

The Role of Board of Directors in UK Early Stage High-Growth High-Technology Ventures
Joanne Jin Zhang, Charles Baden-Fuller and John K. Pool

INTERACTIVE PAPERS

Collective Entrepreneurship: Beyond Dichotomies
Elizabeth J. Gatewood and Jeanne M. Simonelli

Problem Solving in Small Innovative Firms
Ferdinand Jaspers and Jan van den Ende

Performance and Decision Making: How Different are Team Start-Ups and the Lonely Heroes?
Sven Kleinknecht, Stavroula Laspita and Heinz Klandt
XI. GOVERNANCE

SUMMARIES

Overcoming the Liability of Theoretical Newness: The Case for Stewardship Theory
Justin Craig, Clay Dibrell and Donald Neubaum

XII. STRATEGY

Much Ado about Nearly Nothing? An Exploratory Study on the Myth of High Growth Technology Start-Up Entrepreneurship
Malin Brännback, Niklas Kiviluoto, Alan Carsrud and Ralf Östermark

Ready to Launch? Growth-Oriented Ventures and the Pursuit of Angel Financing
Candida G. Brush, Linda F. Edelman and Tatiana S. Manolova

Resource Bootstrapping of Nascent Entrepreneurs: Conscious Entrepreneurial Decision or Forced Reaction?
Dietmar Grichnik and Luv Singh

SUMMARIES

Diversification by Young, Small Firms
Rui Baptista, Murat Karaöz and João Correia Leitão

Putting Old Wine in New Bottles? How Business Models and Business Model Innovation Relate to Performance in the Wine Industry
David L. Brannon

The Role of Management in Dealing with New Product Development Failures in High Technology New Firms
Robin Buerger, Diemo Urbig, Holger Patzelt and Anne Domurath

Parallel-Path Business Models and the Technology Transfer Capability of Academic Spin-Off Ventures
Tommy H. Clausen and Einar Rasmussen

The Relationship between Innovation and Diversification in the Case of New Ventures: Unidirectional or Bidirectional?
Ioanna Deligianni and Irini Voudouris

Jonas Kaiser, Timo Moeller and Malte Brettel

Peter Keinz and Reinhard Prügl
Knowledge Codifiability – A Double-Edged Sword? The Performance Implications of Knowledge Characteristics, Employee Inflows and Employee Outflows in Young Knowledge-Based Firms
Pasi Kuusela and Annaleena Parhankangas

Developing Technological Artefacts or Developing Business: Successful Energy Entrepreneurs Avoid Technological Myopia
Nicolai Løvdal, Arild Aspelund and Truls Erikson

Accentuate the Positive or Eliminate the Negative: Developing a Scale for Measuring the Assets and Liabilities of Newness
Brian G. Nagy and Eden S. Blair

On Entrepreneurial Firms’ Preparedness and Reactions to Recession
Juhana Peltonen, Jussi Autere and Mikko Rönkkö

Managing Intellectual Property in New Ventures: The Role of Defensive Publication
Tilo Peters and Jana Thiel

Labour Flexibility and New Ventures’ Innovation
Irini Voudouris and Ioanna Deligianni

Entrepreneurial Intention, Orientation, and Action
Taiyuan Wang and Stewart Thornhill

Patterns in Business Model Development: A Longitudinal Case Survey
Helge M. Wilker and Franziska Günzel

INTERACTIVE PAPERS

Exploring, Exploiting and Effective? The Dialectics of Entrepreneurial Learning and Performance in Post-Accession Economy Organizations
Wojciech Dyduch and Mariusz Bratnicki

Extensiveness of Business Planning and Firm Survival: An Examination into the Drivers of Success and Survival for Knowledge Intensive Start-Up Firms
Paula D. Englis, Tiago Ratinho, Basil G. Englis and Rainer Harms

The Social and Entrepreneurial Orientation of Small Businesses: Mutually Exclusive or Reinforcing?
Tomasz Mickiewicz, Arnis Sauka and Ute Stephan

Business Model Development and Performance in Swedish University Spin-Offs
Marie Löwegren

The Effect of Exploration and Exploitation on Firm Performance: Understanding the Role of Strategic Learning
Charlotta A. Sirén, Marko Kohtamäki and Andreas Kuckertz

The Life of Fibers: Textile Competition through Human Capital Bricolage
XIII. FAMILY ENTERPRISE

SUMMARIES

The Effect of Reputation on Entrepreneurial Behaviour in Family Firms: A Resource Perspective
Eric A. Clinton, Robert S. Nason and Thomas M. Zellweger

Which Aspects of “Familiness” Influence Continuous Strategic Renewal in Family Firms?
Sarah Drakopoulou Dodd and Vasilis Theoharakis

The Successors or the Neglected Perspective in Company Succession in Family Firms
Susanne Durst and Urs Baldegger and Frank Halter

Succession Financing in Family Firms
Christian Koropp, Dietmar Grichnik and André F. Gygax

Corporate Social Responsibility and Entrepreneurship – An Empirical Analysis of 500 Family and Non Family Businesses
Christine Volkmann, Kim Oliver Tokarski and Christiane Blank

The Impact of Relationship Conflict on Socioemotional Wealth Considerations of Family Firm Owners
Thomas Zellweger, Franz W. Kellermanns and Tobias Dehlen

INTERACTIVE PAPERS

The Role of Networking in the Growth Processes of Family Firms: An International Study
Sarah Drakopoulou Dodd, Sarah Jack and Alistair Anderson

Is Story Sufficient? Persuading the Older Generation in Family Businesses to Accept Strategic Change
Pei-Chi Huang and Fei Zhu

Family Owned Businesses and the Concept of Fit: The Impact of Family Influence on Strategy, Structure and Performance
Corinna Lindow, Stephan Stubner and Torsten Wulf

New Ventures Creation and Diversification Strategies of Family Business Groups in India
Kavil Ramachandran and Ajay Bhalla

Entrepreneurial Orientation and Performance in Family-Owned Firms: The Role of Family Management
Salvatore Sciascia, Francesco Chirico and Pietro Mazzola
XIV. THE ORGANIZATION AND NETWORKS

The Social Capital of Venture Capitalists and Its Impact on Their Investments in Start-Up Firms
Oliver Alexy, Philipp Sandner and Anne ter Wal

SUMMARIES

Customer Integration and New Product Performance in Technology-Based New Ventures
Petra Findeisen and Timo Moeller

Fat-Tailed Distributions: A Look at High Performing New Ventures
Casey J. Frid and David M. Wyman

The Sustainability of Clusters– Consequences of Different Governance Regimes of Top-Down and Bottom-Up Cluster Initiatives
Carola Jungwirth and Elisabeth Müller

Is Pyramiding Search Applicable for an Efficient Identification of Strategic Targets?
An Empirical Exploration of the Performance of a Network Based Search Method to Identify Strategic Partners and/or Investment Targets in the Context of Biotech Start Ups
Giordano Koch and Reinhard Prügl

Network Relationships for Entrepreneurial Orientation and Growth: An Empirical Study of New Ventures and Small Firms
Sari Roininen, Vinit Parida, Mats Westerberg and Håkan Ylinenpää

INTERACTIVE PAPERS

The Role of Slack to Explain Network Search Strategies of Resource Constraint Firms
Johan Bruneel, Mirjam Knockaert and Philippe Mustar

XV. ENVIRONMENT

Entrepreneurship in Peripheral versus Core Regions: Lessons from Chile
José Ernesto Amorós, Christian Felzensztein and Eli Gimmon

Regional Concentration of Entrepreneurial Activities
Graciela Kuechle

Artistic Influences and Innovation in the Popular Music Industry
Erik Noyes, I. Elaine Allen and Salvatore Parise

National Cultural Values, Firm’s Cultural Orientations, Innovation, and Performance: Testing Cultural Universals and Specific Contingencies across Five Countries
Andreas Rauch, Michael Frese, Zhong-Ming Wang and Jens Unger
SUMMARIES

Romanticizing Penniless Entrepreneurs? Poverty, Vulnerability, Non-Monetary Welfare and Business Start-Up Rates across Countries  
José Ernesto Amorós, Oscar Cristi and Wim Naudé

The Impact of Entrepreneurial Orientation on Business Model Selection  
Jussi Autere, Juhana Peltonen and Aku Valtakoski

Sarasvathian Effectuation and Weickian Enactment in the Entrepreneurial Opportunity Process  
Sanjay Bhowmick

The Territorial Impact of the European “Family-Firm Life Cycle”  
Zografia Bika

Are They Really Helping? An Assessment of Evolving Business Incubators’ Value Proposition  
Johan Bruneel, Tiago Ratinho, Bart Clarysse and Aard Groen

Toward a Simple Theory of Complex Opportunities  
G. Christopher Crawford

The Emergence and Evolution of an Opportunity: A Historical Analysis  
Dimo Dimov and David Gras

Micro-Family-Owned Businesses in Hostile Environment: Future Engine for Growth?  
Christophe Garonne and Virginie Vial

Is There a Sweet Spot for U.S. Metropolitan Areas? Exploring the Growth in Employment and Wages in U.S. Entrepreneurship and Technology Centers in Metropolitan Areas over the Last Business Cycle, 1991 To 2007  
Ross Gittell, Jeffrey Sohl and Edinaldo Tebaldi

The Location Decision of Entrepreneurs in Multi-State Metropolitan Areas  
Stephan F. Gohmann, Joshua C. Pinkston and Michael D. Crum

Back to the Environment—Exploring the Differential Effects of the Industry Knowledge Base on New Venture Performance and Survival  
Bárbara Larrañeta Gómez-Caminero, Lucia Naldi and Els Van de Velde

New Industry Emergence: The Multi-Industry Terrain of Nanotechnology Entrepreneurship  
Erik Noyes

Larry Plummer

Institutional Approach on Growth-Oriented Entrepreneurship  
Pekka Stenholm, Erikko Autio and Zoltan J. Acs

Entrepreneurial Ventures and Knowledge Spillovers: Case of an Indian Software Cluster  
Florian Täube, Petra Sonderegger and Amit Karna
INTERACTIVE PAPERS

Contrasting the Creation and Discovery Theories of Entrepreneurial Action: A Comparative Case Study
Bruce R. Barringer

Domestic Migration and New Business Creation in the United States
C. Christopher Baughn, Kent E. Neupert and Jeff Sugheir

Complements or Substitutes? The Role of Universities and Local Context in Supporting the Growth of Academic Spin-Offs
Riccardo Fini, Rosa Grimaldi, Simone Santoni and Maurizio Sobrero

Portfolio Entrepreneurship in Emergent Nations, the Effects of Risk and the Environment
Antonio C. Malfense Fierro

Knowledge Spillovers, Absorptive Capacity and Entrepreneurship in U.S. Cities
Nivedita Mukherji and Jonathan Silberman

XVI. INTERNATIONAL

SUMMARIES

Untangling the Relationship between New Venture Internationalization and Performance
Stephanie A. Fernhaber and Patricia P. McDougall-Covin

Friends with Money? Entrepreneurial Personal and Financial Networks and the Internationalization of Growing Ventures in a Transition Economy
Tatiana S. Manolova, Ivan M. Manev and Bojidar S. Gyoshev

Towards Operationalization of Cross-Cultural Competence in Identifying International Business Opportunities
Olga Muzychenko

Immigrant Entrepreneurship and Host Market Unfamiliarity
Jörg Zimmermann

INTERACTIVE PAPERS

Substitutes or Complements? The Effects of Alliances and Corporate Venture Capital on Intensity of New-Venture Internationalization
Manuela N. Hoehn-Weiss and Joseph A. LiPuma

Causes and Consequences of Loose Coupling in Portfolio Entrepreneurship for International New Venturing
Sara L. McGaughey
Individual, Team, and Organizational Level Learning in New Entrepreneurial Ventures – The Key to Success All Over the World?
Jessica D. Rottenberger

Entrepreneurs’ Decisions to Internationalize Early: Evidence from Verbal Protocols
David W. Williams and Denis A. Grégoire

XVII. CORPORATE ENTREPRENEURSHIP

THE STEVENS INSTITUTE OF TECHNOLOGY WESLEY J. HOWE AWARD FOR EXCELLENCE IN RESEARCH ON THE TOPIC OF CORPORATE ENTREPRENEURSHIP
Managing Human Resources to Achieve New Firm Growth: A Stewardship Perspective
Jake G. Messersmith and Matthew W. Rutherford

Corporate Entrepreneurship and the Micro-Foundations of Dynamic Capabilities
Andrew C. Corbett and Heidi M. Neck

SUMMARIES

Related or Unrelated? A Behavioral and Entrepreneurial Action Perspective of Corporate Venturing Logic
Steven W. Bradley, Kimberly M. Green and Timothy R. Holcomb

A Longitudinal Assessment of the Effect of Entrepreneurial Orientation on Organizational Learning and Firm Performance
Vishal K. Gupta and Devkamal Dutta

Countervailing Effects of Innovation Proactiveness in SMEs
Thomas Lechler

Non-Linear Effects of Family Management on Entrepreneurial Orientation in Family-Owned Firms
Pietro Mazzola, Salvatore Sciascia and Francesco Chirico

Shades of Green: Entrepreneurial Influences on Environmental Practice Adoption
Jason C. Senjem and Jessica Richards

INTERACTIVE PAPERS

Collaborative Product Development by Born Globals: Analyzing the Technology Alliance Capability
Liliya Altshuler and Ulf Elg

A Conceptual Model of Corporate Entrepreneurial Behavior
Olga Belousova, Benoît Gailly and Olivier Basso

Effectual Cells: Fostering Innovation-Based Corporate Entrepreneurship through Conditions for Effectual Processes
Alvaro Filipe da Costa

Men of Action - The Influence of Organizational Improvisation on Opportunity Recognition
Thomas Schrettle, Urs Fueglistaller, Alexander Fust and Joerg-Michael Gasda

XVIII. PUBLIC POLICY OTHER

Performance Analysis of Entrepreneurship Policy: Which Business Incubators Generate the Highest Levels of Economic Performance?
Alejandro S. Amezcua

What Turns Knowledge into Innovative Products? The Role of Entrepreneurship and Knowledge Spillovers
Joern H. Block, Roy Thurik and Haibo Zhou

SUMMARIES

Business R&D Subsidies in Germany: The More the Better?
Christian Schultz

Marijn van Weele, Neil Thompson, Andrea Herrmann and Erik Stam

INTERACTIVE PAPERS

Academic Entrepreneurs: The Role of Star Scientists in Commercialization of Radical Science
Reddi Kotha and Gerard George

XIX. SOCIAL ENTREPRENEURSHIP

SUMMARIES

Changing Patterns of Resource Bundles and Capabilities in European Social Ventures
Tomislav Rimac and Johanna Mair

Institutional Innovation: Opportunity Creation, Resistance, and Conflict Management
Tomislav Rimac and Johanna Mair

Where Money and Meaning Intersect for Social Entrepreneurs and Investors: An Econometric Approach to Understanding Investor Decisions
Jill R. Kickul and Mark Griffiths

INTERACTIVE PAPERS

Family Ownership, Innovation and Other Context Variables as Determinants of Sustainable Entrepreneurship in SMEs: An Empirical Research Study
Marta Berent-Braun, Lorraine Uhlane, Gerrit de Wit and Ronald Jeurissen
Collective Effervescences: How Social Entrepreneurship Emerged and Evolved in a Minority Community
Emer Ní Bhrádaigh

XX. RESEARCH METHODS

SUMMARIES

A Novel Approach to the Study of the Temporal Sequence of Gestation Activity
Ferdinand Jaspers and Tony Hak

The Development and Validation of an Objective Entrepreneurial Orientation Scale
Patrick Kreiser, Louis D. Marino, Carl L. Tolbert and Bill Wales

INTERACTIVE PAPERS

Using Simulation Experiments to Build and Test Entrepreneurship Theories
G. Christopher Crawford and Bill McKelvey

Assessing the Methodological Rigor of Entrepreneurship Research: The State of the Field
David Noble, Louis D. Marino, Anthony C. Hood, Helenka H. Nolan and Christopher J. Simmons

XXI. EDUCATION OTHER

SUMMARIES

Re-Storying an Entrepreneurial Identity: Education, Experience and Self-Narrative
Susan S. Harmeling

On the Commercialization of Radical Technologies through Academic Spin-Offs – The Role of Patent Protection and Technology Dynamics
Arne Schmidt, Sascha G. Walter and Achim Walter

INTERACTIVE PAPERS

Does Entrepreneurship Education Really Work: A Longitudinal Outcome Study of Three University-Based E-Ed Programs
Elaine C. Rideout and Denis O. Gray

Effects of Entrepreneurship Education: The Interplay of Modes of Education and Regional Context
Sascha G. Walter