A SOCIAL COGNITIVE PERSPECTIVE OF HOW ENTREPRENEURIAL MUNIFICENCE BENEFITS ENTREPRENEURSHIP CAREER INTENTIONS (SUMMARY)

Sophie C. Bacq
Northeastern University, USA, s.bacq@neu.edu

Jill Kickul
New York University, USA

Lisa K. Gundry
DePaul University, USA

Laurel F. Ofstein
Western Michigan University, USA

Recommended Citation
Available at: https://digitalknowledge.babson.edu/fer/vol35/iss4/3

This Summary is brought to you for free and open access by the Entrepreneurship at Babson at Digital Knowledge at Babson. It has been accepted for inclusion in Frontiers of Entrepreneurship Research by an authorized editor of Digital Knowledge at Babson. For more information, please contact digitalknowledge@babson.edu.
A SOCIAL COGNITIVE PERSPECTIVE OF HOW ENTREPRENEURIAL MUNIFICENCE BENEFITS ENTREPRENEURSHIP CAREER INTENTIONS

Sophie Bacq, Northeastern University, USA
Jill Kickul, New York University, USA
Lisa K. Gundry, DePaul University, USA
Laurel F. Ofstein, Western Michigan University, USA

Principal Topic
Over the past few decades, entrepreneurship scholars have directed their focus to understanding the process by which individuals decide to pursue careers in entrepreneurship. However, surprisingly few studies have been conducted that focus on the role and influence of incubator experience on individual career intentions. Adopting a social cognitive theory (Bandura, 1986) perspective, this study empirically examines the factors that influence entrepreneurial career intentions through the interactions between individual cognitive factors (achievement motivation, risk-taking propensity, entrepreneurial self-efficacy) and entrepreneurial munificence, defined as the scarcity or abundance of critical resources needed by entrepreneurs to operate within an environment.

Method
Hypotheses were tested using hierarchical regression analyses on a sample of 106 MBA students of whom 34 had worked in an incubator for at least 5 months. We controlled for gender, immigration, and employment status. To test whether or not our findings were adversely affected by sample size considerations, we conducted a power analysis using the G*Power application and found a highly acceptable power of 91.1%. Constructs were measured by established, validated scales and had internal consistencies above the recommended 0.70. Entrepreneurial munificence was measured by whether or not the student participated in the start-up incubator experience. Further, content analysis was used to provide inductively developed categories representing aspects of environmental munificence present in the incubator, including working alongside entrepreneurs, mentoring and networking, and daily learning.

Results and Implications
Our study empirically demonstrates that the effect of one's perceived ability to become an entrepreneur on the intention to engage in such a behavior is contingent upon entrepreneurial munificence. The latter can not only have the potential to bolster individuals’ beliefs in their own entrepreneurial self-efficacy and capabilities, but also further strengthen their intentions to launch their own business. This study contributes to the literature by extending social cognitive theory to the study of entrepreneurial intentions. Our results call for further research developments and offer guidance to practitioners as to how incubators can be leveraged as entrepreneurially munificent environments that foster individual intentions to shift careers and engage in entrepreneurship.

CONTACT: Sophie Bacq; s.bacq@neu.edu; (T) 617-373-4161; Northeastern University, D’Amore-McKim School of Business, 360 Huntington Avenue, Boston, MA 02115, USA.