RECONCILING THROUGH RECIPROCITY: AN INTEGRATED MODEL ON THE RECIPROCAL RELATIONSHIPS BETWEEN ENTREPRENEURIAL PASSION, SELF-EFFICACY, AND VENTURE SUCCESS (SUMMARY)

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SUMMARY

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Principal Topic

Research has provided evidence that entrepreneurial passion is positively related to venture success. While scholars agree on a positive relation between entrepreneurial passion and venture success, much disagreement remains on the directionality and underlying mechanisms of this relationship. Scholars have presented different theoretical perspectives that view passion either as predictor or outcome of venture success. Furthermore, some scholars propose entrepreneurial self-efficacy to be an outcome of entrepreneurial passion linking passion to venture success, whereas others consider entrepreneurial self-efficacy as an antecedent rather than an outcome of passion.

Each theoretical perspective provides interesting insights into factors surrounding entrepreneurial passion. However, the apparent discrepancies and competing explanations of these perspectives leave our understanding of the links between entrepreneurial passion, entrepreneurial self-efficacy, and venture success incomplete. We therefore seek to reconcile these contrary views by integrating the different theoretical perspectives into a more inclusive model of entrepreneurial passion. Building on reciprocal determinism, we argue that the relations between entrepreneurial passion, entrepreneurial self-efficacy, and venture success are reciprocal rather than unidirectional. Specifically, we hypothesize a dynamic reciprocal relationship between entrepreneurial passion and venture success over time. We further hypothesize that entrepreneurial self-efficacy mediates the reciprocal effects in both directions.

Method

To test our theoretical model, we conducted a longitudinal field study with 180 participants in Tanzania. We used a repeated measures design with 12 measurement waves and a time lag of one week between each measurement wave. We conducted our analyses using random coefficient modeling. We estimated linear mixed-effects models with time lags between all variables.

Results and Implications

Results from random coefficient modeling provided evidence for our theoretical model. Analyses revealed a reciprocal relationship between entrepreneurial passion and venture success over time with entrepreneurial self-efficacy explaining the effects in both directions. Our findings reconcile apparently conflicting perspectives on passion in entrepreneurship and emphasize the necessity to consider dynamic and reciprocal rather than unidirectional relationships.

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