MODELING THE RELATIONSHIP BETWEEN ENTREPRENEURIAL SELF-EFFICACY CHANGE AND ENTREPRENEURIAL PERSISTENCE CHANGE FOR NASCENT ENTREPRENEURS (SUMMARY)

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Recommended Citation
Carr, Jon C.; Pollack, Jeffrey M.; Michaelis, Timothy L.; and Marshall, David R. (2017) "MODELING THE RELATIONSHIP BETWEEN ENTREPRENEURIAL SELF-EFFICACY CHANGE AND ENTREPRENEURIAL PERSISTENCE CHANGE FOR NASCENT ENTREPRENEURS (SUMMARY)," Frontiers of Entrepreneurship Research: Vol. 37 : Iss. 3 , Article 8. Available at: https://digitalknowledge.babson.edu/fer/vol37/iss3/8

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SUMMARY

MODELING THE RELATIONSHIP BETWEEN ENTREPRENEURIAL SELF-EFFICACY CHANGE AND ENTREPRENEURIAL PERSISTENCE CHANGE FOR NASCENT ENTREPRENEURS

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Principal Topic:

Entrepreneurial self-efficacy (ESE) is defined as a degree to which a person has confidence in their ability to accomplish entrepreneurial tasks (Zhao, Siebert, & Hills, 2005). Grounded in social cognitive theory (Bandura, 1986), it is known that using observational learning and other related interventions or experiences can result in an enhancement of ESE, and as a result can follow a process whereby other outcomes can be affected from a longitudinal standpoint. One key outcome that is theoretically relevant regarding ESE is entrepreneurial persistence, which is defined as the degree to which the entrepreneur continues to expend effort towards launching their venture in the face of resource constraints and other challenges (Shane, Locke, & Collins, 2003).

This study theorized and modeled the relationships between ESE change and entrepreneurial persistence change using nascent entrepreneurs. Our study examined and tested three hypotheses. Our first two hypotheses tested whether ESE and persistence do, in fact, follow a positive trajectory over time. Finally, our third hypothesis tested how changes in ESE are related to changes in entrepreneurial persistence, following a longitudinal process.

Method:

A longitudinal and experiential sample of 42 entrepreneurs was obtained from an entrepreneurship incubator, using a repeated measures design. The data collection has yielded complete data from 29 of the 42 entrepreneurs. We used established scales to capture our ESE and entrepreneurial persistence constructs. A Latent Growth Curve (LGC) model was used as the primary method of analysis.

Results and Implications:

Results indicate that ESE change is related to entrepreneurial persistence change, and that these change relationships are evident over specific times within the study sampling frame. Most importantly, the implications of this research present an opportunity for the entrepreneurship literature to advance known but unstudied theoretical relationships from a process perspective. The nature of ESE is well-established in the psychological and entrepreneurship domains. Yet process-related approaches are largely unexplored, and our results help the entrepreneurship domain advance in this regard.

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