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HOW TO SURVIVE THE EMOTIONAL ROLLERCOASTER CALLED ENTREPRENEURSHIP: THE ROLE OF EMOTION REGULATION (SUMMARY)

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 SUMMARY **HOW TO SURVIVE THE EMOTIONAL ROLLERCOASTER CALLED
ENTREPRENEURSHIP: THE ROLE OF EMOTION REGULATION**

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Principal topic

Entrepreneurship or starting one's own venture is an emotional rollercoaster. It is a process with peaks and valleys, in which periods of high pressure, stress, and uncertainty alternate with periods of relative stability and predictability (Schindehutte et al., 2006). In this study, we analyze whether an entrepreneur's emotion regulation or "the processes by which individuals influence which emotions they have, when they have them, and how they experience and express these emotions" (Gross, 1998: 274) improves his/her venture's likelihood of survival, an important outcome for an entrepreneur. We adopt [Gross and John \(2003\)](#)'s distinction between antecedent- and response-focused strategies and use cognitive reappraisal and expressive suppressions as two factors representing these two types of emotion regulation strategies.

Method

We use a cross-sectional database of 183 young high-technology ventures located in Belgium as the setting of this study. We focus on the lead founder of these ventures as this person has the most important impact on the venture's performance and subsequent survival (De Jong et al., 2013). The dependent variable in this study is a dummy variable, indicating whether the venture is still operative versus whether the venture had failed. This data was collected using secondary data after having collected the primary data on emotion regulation, firm performance and other variables in a survey.

Results

The results from our logistic regression show that the lead founder's cognitive reappraisal does not significantly impact the venture's survival likelihood, but that his/her expressive suppression significantly decreases the venture's survival likelihood. In addition, our results show that entrepreneurs whose ventures perform better will have a higher survival likelihood if their cognitive reappraisal is higher. When the performance of the venture is low, the cognitive reappraisal of the lead founder does not matter. For expressive suppression, we find the opposite. For low-performing ventures, the expressive suppression of the entrepreneur does not matter, but for high-performing ventures, the survival likelihood of the venture decreases as the expressive suppression of the entrepreneur becomes higher. Our study contributes to the literatures on emotions in entrepreneurship.

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