

Characteristics Of Entrepreneurs An Empirical Analysis

Multiple Perspectives of Entrepreneurship
Entrepreneurship: Concepts, Methodologies, Tools, and Applications
Nascent Entrepreneurship
Informal Finance and Formal Microfinance
Entrepreneurship and Economic Growth
Entrepreneurship
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Portfolio Entrepreneurship in Slovakia
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Theory and Empirical Research in Social Entrepreneurship
Entrepreneurship, Innovation and Economic Crisis
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Handbook of Research On Entrepreneurship
The Psychology of Entrepreneurship
A General Theory of Entrepreneurship
Personality Traits of Entrepreneurs
Understanding Entrepreneurial Family Businesses in Uncertain Environments
Necessity Entrepreneurs
Financial Crime and Knowledge Workers
Proceedings for the 8th European Conference on Innovation and Entrepreneurship
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Social Capital and Strategy Effectiveness: An Empirical Study of Entrepreneurial Ventures in a Transition Economy
The Entrepreneurial Personality
Handbook of Research on New Venture Creation
Journal of Small

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Business and Entrepreneurship
Empirical Analysis of Entrepreneurship and Economic Growth
Entrepreneurship and Religion
Empirical entrepreneurship in Europe
Habitual Entrepreneurship
Entrepreneurship, Social Capital and Governance
Entrepreneurship
Entrepreneurs in High Technology
Strategy Formulation in Entrepreneurial Firms
International Handbook of Research on Indigenous Entrepreneurship
Handbook of Research on Techno-Entrepreneurship, Second Edition
Trust of Potential Buyers in New Entrepreneurial Ventures

Multiple Perspectives of Entrepreneurship

This indispensable Handbook offers a fresh look at entrepreneurship research, addressing what we already know, and what we still need to know, in the field. Over the course of 17 chapters, a collaboration of 24 highly-regarded researchers, experts

Entrepreneurship: Concepts, Methodologies, Tools, and Applications

This book contains text, cases and readings describing the different schools of entrepreneurial thought including economic theory and entrepreneurship, behavioural aspects of entrepreneurs, and corporate entrepreneurship. It

concludes with a chapter on the future of entrepreneurship.

Nascent Entrepreneurship

Although new ventures' competitive positioning and their founders' social networks are both recognized as important in the context of transition economies, not much is known about their multiplicative effect on performance. We build on the strategic management literature and social network theory to develop theoretical predictions about the role of competitive strategies and social capital for entrepreneurial performance. These are tested with survey data from Bulgaria. We find that both the venture's competitive strategic positioning and the founder's networking positively influence performance. The hypothesized moderating effect of networking for the relationship between differentiation strategy and performance received only tentative support. Contrary to expectations, we find a negative moderating effect of networking for the relationship of cost leadership with performance. These results suggest that the entrepreneur's network plays a role in shaping how strategies influence performance by possibly upholding differentiation and deemphasizing cost leadership strategy. Implications for managerial practice and public policy are discussed.

Informal Finance and Formal Microfinance

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Small Firm Growth has two purposes -- to review the extant empirical literature on small firm growth by focusing on small and medium-sized firms (SMEs) and to suggest a framework for integrating our knowledge on small firm growth to guide future research. The authors identify a number of key themes: the conceptualization of small firm growth, assessing small firm growth, factors driving or hindering growth, modes of growth (such as organic growth versus acquisitions), growth stages and transition, and the effects of small firm growth. Small Firm Growth first discusses the nature of the phenomenon of small firm growth and its relation to entrepreneurship as well as size and age. It then moves on to how growth can best be assessed. A major section is devoted to findings on factors that contribute to or hinder firm growth. Following this it offers a section on how small firms grow, if and when they grow at all. In particular, it examines organic growth versus acquisitions; growth through networking and alliances, and international expansion. The next topic treated is 'growth stages and transitions' and the effects of growth in terms of profitability and job creation. Finally, the authors propose a framework for guiding future research and furthering management theory and practice on small firm growth.

Entrepreneurship and Economic Growth

This comprehensive Handbook provides an essential analysis of new venture creation research. the eminent contributors critically discuss and explore the

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current literature as well as suggest improvements to the field. They reveal a strong sense of both the 'state-of-the-art' (what has and has not been done in new venture creation research) and the 'state-of-the-could-be' (future directions the field should take to improve knowledge). the Handbook comprises nineteen chapters divided into four main sections: setting the agenda; theoretical perspectives; data and measurements; and new venture creation through contextual lenses. This path-breaking Handbook has allowed experienced new venture researchers to tell the world not only where the field has been, but also where it should be going. Their responses have provided an insightful and stimulating resource that will be of great practical value to researchers working in this vital and rapidly expanding subject. Students and practitioners interested in understanding leading edge thinking in the field of new venture creation will also find this Handbook invaluable.

Entrepreneurship

This book looks at entrepreneurship and innovation as ways out of the economic crisis in Europe and other regions, and examines the main theoretical issues and practices related to this analysis. The volume addresses such questions as: From an institutional perspective, how do economic crisis conditions affect different types of entrepreneurs and entrepreneurship? Is it useful for public policymakers and entrepreneurs to understand the basic characteristics of entrepreneurial

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activity, relations between the institutional environment and entrepreneurship and among entrepreneurship, innovation and social change? Featuring case studies from several industries and countries, and a variety of methodological, theoretical, and empirical approaches, the authors build a compelling narrative on the dynamics of entrepreneurship and innovation as drivers of economic growth and organizational renewal. They demonstrate that the strategic and operational relationships that entrepreneurship creates within and outside the enterprise are a fundamental route for leading and mobilizing economic and social resources that permit innovation at the organizational level and in relationships with suppliers, customers, and other stakeholders - in turn, enabling technological innovation, creating new revenue streams through new productive activities and new demand, and ultimately facilitating emergence from economic crisis. The authors consider social, gender, and generational aspects of entrepreneurship, as well as the institutional conditions necessary to promote entrepreneurial activity.

The Culture of Enterprise in Neoliberalism

Scholars and policy makers have long recognized entrepreneurship as a powerful engine of economic growth. There is clear evidence, however, that when it comes to social entrepreneurship, policy attention has not been matched by growth in scholarly rese

Handbook of Entrepreneurship Research

Abstract: We investigated small tourism-related businesses in Kinabalu National Park, Sabah, to identify their characteristics and constraints. Awarded World Heritage Site status in 2000, Kinabalu National Park provides a wealth of economic opportunities to adjacent rural communities. Quantitative data from a sample of 145 tourism-related small business entrepreneurs from these communities revealed that most of these entrepreneurs were female, middle-aged or older, and poorly educated. Most used their own savings to establish and maintain their businesses, sustaining operations and staffing levels throughout the year despite seasonal slumps in tourist numbers, marginal profits, and a lack of tourism-specific knowledge and skills. Respondents received virtually no financial support or training from government sources and there were few incentives for the local community to participate in tourism-related activities. Government and related organizations should aim to reduce such constraints on the operations of small businesses to ensure more sustainable tourism development in Kinabalu National Park. Highlights: Operating the small firms in rural areas contributes to the specific characteristics and constraints. This study explores the characteristics and related constraints of small firms in a rural WHS. Most of the respondents run family business with their own savings and with minimal capital. Being seasonal and lack of essential knowledge and skills related to the tourism sector are the constraints. Lack of financial support and training schemes are the government-related

constraints.

Portfolio Entrepreneurship in Slovakia

'This ambitious book draws upon a wide variety of literature in developing a comprehensive theory of entrepreneurship, ranging from the discovery of entrepreneurial activities, to industry differences in entrepreneurial activity, to the organizing process. It represents a major contribution to the field.' - Arnold C. Cooper, Purdue University, US 'Professor Scott Shane provides a deep and comprehensive discussion of the individual-opportunity nexus in entrepreneurship. Eschewing the usual approaches of either focusing exclusively on the individuals and their motivations and actions or focusing exclusively, almost always ex-post, on the economic potential of opportunities, Scott Shane fixes his gaze squarely on the nexus of the individual and the opportunity. It is this nexus that I believe is the building block for a better understanding of the entrepreneurial phenomenon.' - From the foreword by Sankaran Venkataraman In the first exhaustive treatment of the field in 20 years, Scott Shane extends the analysis of entrepreneurship by offering an overarching conceptual framework that explains the different parts of the entrepreneurial process - the opportunities, the people who pursue them, the skills and strategies used to organize and exploit opportunities, and the environmental conditions favorable to them - in a coherent way.

The Theory and Practice of Entrepreneurship

This book is concerned with strategy formulation issues in the relatively neglected field of entrepreneurial firms. It raises questions, such as what is the strategic role of entrepreneurship in small businesses? How does the top management in small firms perceive the processes associated with strategy formulation? How are business strategies formulated and implemented in SMEs and importantly, are there lessons that can be learnt by large corporations from the smaller ones? Using a sample covering a wide range of entrepreneurial firms in the UK, the author addresses the lack of strategic thinking in the management of small firms and provides recommendations for effective strategic management processes.

Theory and Empirical Research in Social Entrepreneurship

This book provides an empirical study of the increasing importance of the concept of the entrepreneur in the context of the neoliberal cultural paradigm. Using the theoretical framework of the post-structural discourse theory and methods of qualitative discourse analysis, the book describes the changes in political discourse that resulted in the increasing dominance of the figure of the entrepreneur after the late 1980s.

Entrepreneurship, Innovation and Economic Crisis

Higher employment, economic growth and innovation are fundamental objectives of modern economies. One effective means of attaining these goals is the development of successful entrepreneurs, and this book aims to provide a deeper, research-based understanding of the factors influencing successful entrepreneurship. Mirjam van Praag compares and contrasts the economic theory of entrepreneurship with determinants of successful entrepreneurship derived from empirical evidence, in an attempt to discover what makes for an accomplished entrepreneur. The author's state-of-the-art historical, theoretical and empirical research on successful entrepreneurship - all from an explicit economic perspective - comprehensively addresses questions such as: 'What are the factors that influence individuals' decisions to start a business venture as opposed to working as an employee?' and 'What are the individual characteristics that make one successful as an entrepreneur?' thereby supporting or dispelling various existing myths. Individual factors contributing to the success of entrepreneurs that are considered include, amongst others, human capital, financial capital and psychological traits. The importance of such factors for the various phases of entrepreneurship, including start-up, delivery and performance is also measured.

Entrepreneurship in the Polis

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Brings together contributors from different disciplinary backgrounds within the business field to employ various methodologies to study the phenomenon of entrepreneurship. Presenting empirical research on myriad entrepreneurship topics in Europe, this volume is intended for those who have a specific interest in entrepreneurship.

Handbook of Research On Entrepreneurship

Business in the beginning of the 21-st century faces very turbulent times as the developments on the debt-crises have threatened the European market. These turbulent times are characterized by doubts on financial markets, the rising of state taxes and inflation, which turns also in difficulties for small and medium sized enterprises. Especially the group of small and medium sized enterprises, which cannot benefit from economies of scale and scope and other advantages, are threatened the most. It requires special alertness in spotting ideas and to combine resources to overcome this entrepreneurial disaster crossing Europe. Especially for small export-oriented countries like Slovakia, which depends on foreign trade, must handle this situations very patient and carefully in order to protect their own small and medium sized enterprises and thus its employment rate. [] Accordingly this thesis represents a complex view about portfolio entrepreneurs with special focus on a region of the Slovak Republic, which is the country of analysis. It delivers new insights about the personality and abilities, capabilities, skills and

traits of portfolio entrepreneurs. Thus delivers a special significance for the development of portfolio entrepreneurship, which is derived from the entrepreneurship research. Furthermore this diploma thesis represents a kind of forerunner in this research area for the Slovak Republic as no comparable research done on this theme could be researched during the conducting of the analysis. The reader will have the chance to find out valuable information about the state of the art literature contributed by other authors in the theoretical part of this thesis. This literature research has been developed from English speaking literature and is notified at the end of the diploma thesis, what makes it affordable for subsequent studies. Subsequently, the results of this study, which has been built on the grounds of extensive literature review, will be presented in the results part. These results have been obtained by a series of in-depth interviews with researched successful portfolio entrepreneurs. In consequence the results come up with new, until now not researched results presented in a very user friendly kind, enriched by citations of portfolio entrepreneurs, expressed during the in-depth interview. []

The Psychology of Entrepreneurship

A General Theory of Entrepreneurship

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early economic thinkers and classic works such as Cantillon (1755), Knight (1921), and Kirzner (1973). The paper opens by explaining how uncertainty and thus entrepreneurship disappeared from microeconomic theory as it became increasingly formalized (and stylized). It then goes on to bring the entrepreneur and entrepreneurial decision-making back into economic theory by focusing on the interrelationships among actors, knowledge, and perceived economic opportunities using a resource-based framework. The third paper in this section (Chapter 4) is by Foss and Klein, "Entrepreneurship and the Economic Theory of the Firm: Any Gains from Trade?" Foss and Klein strongly link theories of the firm to entrepreneurship, arguing a fundamental and intrinsic connection between the two. They, like Mahoney and Michael, explain how entrepreneurship became less important in economic models as the general equilibrium model became dominant. Foss and Klein ask: Does the entrepreneur need a firm? They focus on the judgment of the entrepreneur and suggest that this judgment is exercised through asset ownership and starting a firm. Foss and Klein further argue that it is through this notion of judgment that heterogeneous assets combine to meet future wants.

Personality Traits of Entrepreneurs

This book offers an original collection of international studies on indigenous entrepreneurship. Through these specific lenses, entrepreneurship greatly appears as a set of cultural values-based behaviours. Once more culture and human values

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are placed at the heart of entrepreneurship as an economic and social phenomenon.' - Alain Fayolle, EM Lyon and CERAG Laboratory, France and Solvay Business School, Belgium. `A must-have for researchers of developmental economics, as well as for entrepreneurship scholars, this collection assembles studies of indigenous entrepreneurship from five continent.

Understanding Entrepreneurial Family Businesses in Uncertain Environments

Collects and organize the latest findings on the prevalence of various personality traits among the entrepreneurial population and their impact on venture performance covering academic work ranging from economics to psychology to management studies.

Necessity Entrepreneurs

This dissertation endeavours to shed light on the paradox of the persistence of informal finance in urban African markets despite the emergence of a vibrant microfinance sector. To do so, it analyses the rationale of the financial choices of the micro-entrepreneurs operating in the markets of Ouagadougou (Burkina Faso). In particular, a careful examination of the motives driving the combinative use of

informal and formal microfinance is carried. In order to lay deep theoretical foundations to this analysis, this thesis develops a model describing the financial behaviour of the micro-entrepreneurs in the presence of hyperbolic preferences and social influences. The solution of this model shows, inter alia, that the financial choices are not solely driven by economic motivations but also by social motivations. This result is confirmed by empirical observations which show, among other things, that social relations play an important role in explaining the persistence of informal finance. Besides, it appeared also that the combinative use of informal finance and microfinance can be explained, on the one side, by the fact that the motives driving the demand for informal and for formal finance are not always the same and, on the other side, by the fact that these two types of financial mechanisms are more likely to be used as complements than as substitutes. Ultimately, this thesis unfolds a new perspective for apprehending the coexistence of informal and formal microfinance. Informal finance is no longer considered as a makeshift, but as an integral part of the financial landscape of the Sub-Saharan urban financial markets. Therefore, microfinance institutions and policy makers ought to adopt a more positive and pro-active attitude vis-à-vis informal finance.

Financial Crime and Knowledge Workers

Continuous improvements in business environments and available resources have

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allowed more opportunities for people to pursue new ventures. This not only leads to higher success in new businesses, but it enhances the overall state of the global market. *Entrepreneurship: Concepts, Methodologies, Tools, and Applications* provides a comprehensive examination on the latest innovations and techniques to becoming a successful and sustainable entrepreneur. Including research-based studies on knowledge production, social entrepreneurship, and distribution, this multi-volume publication is an ideal source for practitioners, academicians, researchers and upper-level students interested in learning about entrepreneurship and seeking emerging perspectives on optimizing and enhancing entrepreneurial pursuits.

Proceedings for the 8th European Conference on Innovation and Entrepreneurship

This timely book provides a fresh perspective on contemporary research in the field of entrepreneurship and small business, considering both theory and application.

Entrepreneurial Growth and Development Programmes in Northern India

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In context of entrepreneurship, this book was motivated by a desire of a team of well-known authors. The book consists of 23 closely related thematic contributions, which fall into 4 separate sections: Interactions between Economy and Entrepreneurship; Innovation in Entrepreneurship and Economic Growth; Current Trends in Family Business, Social Entrepreneurship and Responsibility; and The Role of Human Resource Management, Education and Gender in Entrepreneurship. Authors-contributors have submitted the results of their recent research and presented essential findings about the decision-making process of entrepreneurs in order to maintain their businesses competitive. The reader can get an insight into the selection of the best scientific contributions that have been reviewed and ready for debate. Our piece of work, Entrepreneurship: Development Tendencies and Empirical Approach, has interdisciplinary features. This work by authors from different countries - Finland, Germany, Czech Republic, Slovakia, Italy, Spain, Turkey and Malaysia - is dedicated to readers providing up-to-date research data and background for further research as well as implementation techniques in business practice.

Tourism Growth and Entrepreneurship: Empirical Analysis of Development of Rural Highlands

Successful Entrepreneurship

With chapters focusing on China, India, Southeast Asia and South America, the Handbook explores views on the new hot spots in techno-entrepreneurship development.

Nascent Entrepreneurship

Dynamics of entrepreneurship have attracted growing attention from scholars of political science, policy studies, public administration and planning, as well as more recently, from the realms of international relations and foreign policy analysis. Under the banner of political entrepreneurship, this volume considers and maps out conceptual approaches to the study of entrepreneurship drawn from these fields, discusses synergies, envisages new analytical tools and offers contemporary empirical case studies, illustrating the diverse political contexts in which entrepreneurship takes place in the polis. Drawing upon an international cast of senior academics and cutting edge young researchers, the volume takes a closer look at key aspects of political entrepreneurship, such as, defining political entrepreneurs, how it relates to change, decision-making and strategies, organizational arrangements, institutional rules, varying contexts and future research agendas. By highlighting the political aspects of entrepreneurship, the

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volume presents new exciting opportunities for understanding entrepreneurial activities at regional, national and international levels. The volume will be of particular relevance to scholars and students of political science, policy studies, public administration, planning, international relations and business studies as well as practitioners interested in the nexus and utility of entrepreneurship in the modern-day political world.

Social Capital and Strategy Effectiveness: An Empirical Study of Entrepreneurial Ventures in a Transition Economy

For junior/senior/graduate-level courses in Entrepreneurship, New Venture Creation, and Small Business Strategy. Based on the premise that entrepreneurship can be studied systematically, this text offers a comprehensive presentation of the best current theory and practice. It takes a resource-based point-of-view, showing how to acquire and use resources and assets for competitive advantage. FOCUS ON THE NEW ECONOMY * NEW-Use of the Internet-Integrated throughout with special treatment in Ch. 6. * Demonstrates to students how the new economy still follows many of the rigorous rules of economics, and gives them examples of business-to-business and business-to-customer firms so that they can build better business models. * NEW-2 added chapters on e-entrepreneurship-Covers value pricing; market segmentation; lock-in; protection of

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intellectual property; and network externalities. * Examines the new economy and the types of resources, capabilities, and strategies that are needed for success in the Internet world. * Resource-based theory-Introduced in Ch. 2 and revisited in each subsequent chapter to help tie concepts together. * Presents an overarching framework, and helps students focu

The Entrepreneurial Personality

Necessity entrepreneurs are individuals in developing countries who start small enterprises out of necessity. While they range from street sellers to educated hopefuls with little access to formal employment, the one thing that unites them is the need

Handbook of Research on New Venture Creation

Diploma Thesis from the year 2007 in the subject Business economics - General, grade: 1.3, European Business School - International University Schloß Reichartshausen Oestrich-Winkel, language: English, abstract: Despite its apparent economic importance and increasing scientific devotion, the field of entrepreneurship within the area of business sciences is quite young. However, in the last decades research in the respective areas has grown rapidly, meanwhile

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providing a considerable and presentable coverage of different topics and areas, having brought forward several theories and concepts. Nevertheless, there are still many blank fields left which urge for exploration. For example, politicians cannot foster entrepreneurship in the most efficient way, as there is no general agreement which group of entrepreneurs or type of ventures are the most welfare gaining ones. Also, neither is it clear yet which entrepreneurial abilities are the most important ones, nor how they can be acquired or conveyed. Generally, acknowledged scholars as Shane/Venkataraman (2000) postulate to focus the research on the actual core of entrepreneurship, the entrepreneur himself. In accordance with this point, several authors further have agreed on focusing on multiple founders, so-called habitual entrepreneurs, supposedly providing the best insights and the most valuable information about the field of entrepreneurship. As one of the precursors to this idea, MacMillan expressed that researching anything else than habitual entrepreneurs actually leads to misleading results and besides, in any other research area, it is always the professionals and/or power users acting as the research objects. More recently, Sarasvathy introduced a further extension of the concept: entrepreneurial re-search should shift its focus from the singular relation between one firm and the entrepreneur to a multilateral one. Thus, the firms are to be considered instruments of the entrepreneur who is the actual research object of the present study. Hence, the aim of this explorative study is to reduce the gaps in the research area of entrepreneurship, allowing for the above-mentioned concepts. This is accomplished by firstly providing another step into the

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direction of a comprehensive and widely accepted typology. Secondly, a thorough literature review of the actual state of research is provided. Thirdly, an empirical analysis will help to improve the general understanding of entrepreneurship as well as habitual entrepreneurs in Germany. The actual research perspective is three-fold, shedding light on the population and characteristics as well as performance of German habitual entrepreneurs and their ventures.

Journal of Small Business and Entrepreneurship

By serving as a conduit for knowledge spillovers entrepreneurship is the missing link between investments in knowledge & economic growth. Entrepreneurship is an important mechanism permeating the knowledge filter to facilitate the spill over of knowledge & ultimately generate economic growth.

Empirical Analysis of Entrepreneurship and Economic Growth

This thorough volume describes and analyzes entrepreneurial family businesses in Latin American countries. The research presented here has been conducted within the Global STEP (Successful Transgenerational Entrepreneurship Practices) Project. Dealing with some of the most important opportunities and challenges that Latin American family businesses face, particular attention is given to the uncertainty

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that characterizes most business environments in Latin American countries. The authors argue that while uncertainty is always a central characteristic of entrepreneurial processes and activities, uncertainty is particularly pronounced for Latin American family businesses striving to grow. In addition to a comprehensive introductory chapter that outlines the book's core concepts, including transgenerational entrepreneurship, entrepreneurial orientation, resources, capabilities and uncertainty, the book describes the main characteristics of entrepreneurship and family businesses in Latin America. It also brings together a unique set of empirical case-based research papers that investigate transgenerational entrepreneurship in different Latin American family business contexts. The unique contributions found here include studies on: Hostile environments and entrepreneurial orientation The influence of culture on governance and innovativeness Governance structures and entrepreneurial performance Family conflict as a source of entrepreneurial opportunities Entrepreneurship in transgenerational processes by means of social capital Knowledge integration and entrepreneurial behavior The role of tacit knowledge in the identification of entrepreneurial opportunities Financial issues in entrepreneurial family businesses Communication during the entrance of new generations into the family business Students and scholars of entrepreneurship the world over will find much of note in this carefully researched work. So too will anyone interested in sustaining a successful transgenerational family business.

Entrepreneurship and Religion

The ingredients for success in starting and developing a technology-based company aren't obvious. Why, for example, did Digital Equipment Corporation succeed--and indeed become one of the most successful high-tech corporations in the world--while dozens of other companies with similar beginnings fail? It is a question that demands careful consideration by anyone setting up a new company or who is interested in starting one. In *Entrepreneurs in High Technology*, Edward Roberts, a Professor at the MIT Sloan School of Management, offers entrepreneurs a goldmine of information on starting, financing, and expanding a high-tech firm. His book reveals the results of research conducted over twenty-five years on several hundred high-tech firms, and it reflects the insights of the author's own first-hand experience as a company founder, director, and venture capitalist. Focusing on firms in the Greater Boston area--many of which have had technological links with MIT--Roberts traces the origins and the evolution of the high-technology failures and successes. He examines the work experience and family backgrounds of successful technical entrepreneurs, their sources of funding, and the ways they respond to the challenge of business growth. He compares the track records of firms with multi-founder teams and firms with individual founders, contrasts the performance of consulting firms and research-and-development contractors against companies that start out with a product, identifies the factors that limit an enterprise's ability to raise outside capital, and explores the critical

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influence of marketing orientation on successful companies. In a penetrating analysis of highly successful ventures, the author reveals the importance of strategically transforming the company to a market-oriented focus, and he examines the widespread tendency, even among the most successful high-tech firms, to displace the founder before the company achieves "super-success." For anyone planning to start a technology-based enterprise, *Entrepreneurs in High Technology* is essential reading--an invaluable preview of the financial, organizational, and marketing issues that confront every new high-tech venture. For business and technology watchers, it is an informative account of the promise and the perils entailed in bringing innovative ideas to the marketplace.

Empirical entrepreneurship in Europe

The Psychology of Entrepreneurship: New Perspectives is an update of the earlier landmark volume in the Society for Industrial and Organizational Psychology Organizational Frontiers Series. This new book takes stock of the advances in the field of the psychology of entrepreneurship with all new chapters and presents the latest findings on traditional topics, such as cognition, motivation, affect, personality, and action. *The Psychology of Entrepreneurship: New Perspectives* compiles research of the most prolific scholars in the field to produce an overview of the most important psychological topics relevant to entrepreneurship. It includes novel insights into topics such as entrepreneurial cognition, intrapreneurship and

innovation, leadership, entrepreneurial competencies, action theory, entrepreneurship training, and the process of entrepreneurship. Additionally, the updated volume presents new topics that have become more and more important in entrepreneurship research. These topics include affect, clinical psychology and disorders, biological correlates of entrepreneurship, entrepreneurial teams, culture, identity, starting capital, failure and exit, contextual factors, age and demographic change, evidence-based entrepreneurship, and entrepreneurs' well-being. With a collection of authors comprising experts who have developed the field over the last decade, *The Psychology of Entrepreneurship: New Perspectives* is vital to all students, scholars, and instructors interested in staying abreast of the most current, novel research and insights into the psychology of entrepreneurship.

Habitual Entrepreneurship

'I wish this book had been around when I tried to teach about entrepreneurship in its social context; life would have been much easier with these informed sources.' – Alistair R. Anderson, Aberdeen Business School, UK This rich and detailed book makes a very timely contribution to extending our understanding of entrepreneurship in its social context. Using selected examples, the respected contributors show how the values developed in religious beliefs and practices shape entrepreneurship. For too long the entrepreneur has been characterized as an isolated, economically driven individual, thus ignoring how enterprise and

entrepreneurs are products of their society, their culture and their religion. This innovative book discusses both entrepreneurship and religion, as well as indicating how the synthesis of beliefs and practices combine in entrepreneurial endeavours. It provides a conceptually useful way of framing the individualistic entrepreneur in his or her social and cultural context, demonstrating how entrepreneurial agency operates within and through a variety of religious contexts. Illustrated with original photographs, this captivating book will be warmly welcomed by students and researchers with interests in entrepreneurship, sociology, religion and cultural studies. Government policy-makers in immigration will also find this book an invaluable read.

Entrepreneurship, Social Capital and Governance

The importance of entrepreneurship for achieving economic growth in contemporary economies is widely recognized, both by policy makers and economists. It is deeply embedded in the current European policy approach that the creativity and independence of entrepreneurs contribute to higher levels of economic activity. Indeed, according to the European Commission (2003, p. 9), "The challenge for the European Union is to identify the key factors for building a climate in which entrepreneurial initiative and business activities can thrive. Policy measures should seek to boost the Union's levels of entrepreneurship, adopting the most appropriate approach for producing more entrepreneurs and for getting

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more firms to grow. " Audretsch (2003, p. 5) states that "Entrepreneurship has become the engine of economic and social development throughout the world. " The relation between entrepreneurship and economic growth is embedded in several strands of the economic literature. A first strand of literature involves the general understanding of the role of entrepreneurship in the modern economy. Seminal contributions were made by Schumpeter (1934), Knight (1921) and Kirzner (1973). These economists stress different aspects of the role of the entrepreneur. While Schumpeter stresses the innovating aspect, Knight stresses the risk assuming aspect. Kirzner, finally, stresses the role of the entrepreneur in leading markets to equilibrium. Acs (1992) discusses the contribution of small firms in modern economies.

Entrepreneurship

This book highlights the role of entrepreneurship, social capital and governance for regional economic development. In recent decades, many researchers have claimed that entrepreneurship is the most critical factor in sustaining regional economic growth. However, most entrepreneurship research is undertaken without considering the fundamental importance of the regional context. Other research has emphasized the role of social capital but there are substantial problems in empirically relating measures of social capital to regional economic development. The expert contributors to this work highlight the role of governance in regional

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growth, an area that has so far been relatively under-researched, underpinning their findings with new theoretical and empirical evidence. They conclude that the relationship between entrepreneurship, social capital and governance in factors affecting regional economic development are complex and interdependent, and that to influence these factors and the relationship between them, policymakers must have a long-term perspective and be both patient and persistent in their efforts. This enlightening book will be of great interest to academics, students and researchers across a range of fields including regional science, regional economics, economic geography, regional planning, public policy, entrepreneurship, political science and economic sociology. Policymakers involved in regional policymaking from national down to regional and local levels will also find the book to be an illuminating read.

Entrepreneurs in High Technology

Strategy Formulation in Entrepreneurial Firms

International Handbook of Research on Indigenous Entrepreneurship

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Small Firm Growth has two purposes -- to review the extant empirical literature on small firm growth by focusing on small and medium-sized firms (SMEs) and to suggest a framework for integrating our knowledge on small firm growth to guide future research. The authors identify a number of key themes: the conceptualization of small firm growth, assessing small firm growth, factors driving or hindering growth, modes of growth (such as organic growth versus acquisitions), growth stages and transition, and the effects of small firm growth. Small Firm Growth first discusses the nature of the phenomenon of small firm growth and its relation to entrepreneurship as well as size and age. It then moves on to how growth can best be assessed. A major section is devoted to findings on factors that contribute to or hinder firm growth. Following this it offers a section on how small firms grow, if and when they grow at all. In particular, it examines organic growth versus acquisitions; growth through networking and alliances, and international expansion. The next topic treated is 'growth stages and transitions' and the effects of growth in terms of profitability and job creation. Finally, the authors propose a framework for guiding future research and furthering management theory and practice on small firm growth.

Handbook of Research on Techno-Entrepreneurship, Second Edition

Acquiring the first customers is a make-or-break challenge for new ventures. In how far does the trust of a potential future customer in a new venture influence his decision to purchase? How can an entrepreneur convey trustworthiness in order to influence the decision? In his dissertation, Gunnar Wiedenfels responds to these questions with an empirical study testing a theory-based model of trust, its drivers, and its effect on purchase intentions.

Trust of Potential Buyers in New Entrepreneurial Ventures

Financial Crime and Knowledge Workers examines the role of lawyers in court cases involving white-collar crimes, revealing fresh insights into the relationship between a lawyer's stature and a case's potential verdict.

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