

# HANDBOOK OF ENTREPRENEURIAL DYNAMICS

The Process of Business Creation

William B. Gartner | Kelly G. Shaver  
Nancy M. Carter | Paul D. Reynolds  
EDITORS

# Handbook Of Entrepreneurial Dynamics The Process Of Business Creation

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## **Handbook Of Entrepreneurial Dynamics The Process Of Business Creation:**

Handbook of Entrepreneurial Dynamics William B Gartner, Kelly G. Shaver, Nancy M Carter, Paul D Reynolds, 2004-06-21

This important Handbook of Entrepreneurial Dynamics reports on the Panel Study of Entrepreneurial Dynamics PSED the most comprehensive scientifically representative study to date of nascent entrepreneurs The book is unique because the study identified individuals in the process of creating new businesses to understand how at its very source people move from considering the option of starting a new business to its actual founding This has never been done before in the history of entrepreneurship research I cannot recommend this book more strongly to entrepreneurship scholars and those interested in where entrepreneurs come from and how they move from their initial idea to new venture founding Claudia Bird Schoonhoven University of California Irvine This Handbook makes a terrific contribution to understanding entrepreneurship and new business creation Its 38 chapters report major findings from the Panel Study of Entrepreneurial Dynamics PSED an unprecedented research program involving more than a hundred researchers from 10 countries This Handbook is must reading for anyone interested in entrepreneurship research Andrew H Van de Ven Carlson School of Management University of Minnesota Entrepreneurial activity provides profound positive benefits across an important set of measures of social and economic well being much of it concentrated in new economic sectors such as information technology Yet even though entrepreneurship has been shown to provide many benefits it is surprising that there has not been a systematic study of the entrepreneurial process The Handbook of Entrepreneurial Dynamics The Process of Business Creation fills this gap by offering theories ideas and measures that can be used to explore and understand the factors that encompass and influence the creation of new businesses The chapters in the handbook provide the rationale for questionnaires used in the Panel Study of Entrepreneurial Dynamics PSED The PSED is a research program that was initiated to provide systematic reliable and generalizable data on important features of the new business creation process The PSED includes information on the proportion and characteristics of the adult population involved in efforts to start businesses the activities and characteristics that comprise the nature of the business start up process and the proportion and characteristics of those business start up efforts that actually become new businesses The handbook also describes the PSED data collection process provides documentation of the interview schedules codebooks data preparation and weighting scheme as well as offers examples of how analyses of PSED data might be conducted The authors identify specific measures that can be used to operationalize theory as well as provide evidence from the PSED data sets on these measures reliability and validity The Handbook of Entrepreneurial Dynamics is ideal for a sizeable audience including graduate students academics and librarians in schools of business and management who need a comprehensive reference on business creation In addition researchers and policy makers at the federal state and local level will find this an invaluable reference covering all of the factors involved in new venture formation Key Features Considers categories of data not available prior to the PSED Includes a comprehensive

overview of theories about new business formation Provides demographics of nascent entrepreneurs Analyzes the cognitive characteristics of nascent entrepreneurs Explores all of the processes of new business formation **Handbook of Entrepreneurial Dynamics** William B. Gartner, Paul D. Reynolds, Nancy M. Carter, Kelly G. G. Shaver, 2010 This handbook reports on the creation and results of the Panel Study of Entrepreneurial Dynamics (PSED) that was conducted by the Entrepreneurship Research Consortium (ERC) founded in 1995. The PSED was created to develop a representative portrait of entrepreneurial activity in the United States. A panel of nascent entrepreneurs was created along with a control group of non-entrepreneurs. Individuals in the process of creating new businesses could be studied to generate systematic, reliable, and generalizable data on business creation. The handbook reports on the creation of the ERC, provides detailed information about the rationale used in developing the questionnaires for the PSED, and summarizes the theoretical perspectives, operationalized variables, and the PSED model. The PSED model has three transition points: 1) the conception, 2) the startup process, and 3) outcomes of the new firm. These points generate various research questions: What are the tendencies and features of those who start businesses? How do nascent entrepreneurs go about forming a business? Why are some successful and why are some firms likely to succeed, persist, or die? The research design had two major parts: 1) identifying and interviewing nascent entrepreneurs and a control group, and 2) the content of the interviews. Each of the 38 chapters in the handbook was written by a scholar in the ERC who reports on a key theoretical perspective and variables associated with that theory. The results showed the great diversity and variety in the process of business creation. Chapters in Part I: Demographic Characteristics of the Entrepreneur discuss the theory, measures, and evidence about the demographic characteristics of both nascent entrepreneurs and the comparison group. Aspects discussed include age and other demographics, income and net worth, work and education background, and family background. Part II: Cognitive Characteristics of the Entrepreneur surveys the cognitive characteristics that might determine whether nascent entrepreneurs think differently than the comparison group and how types of nascent entrepreneurs might be distinguished. Topics surveyed include career reasons, job and life satisfaction, entrepreneurial expectations, innovation, and problem-solving style and social skills. Chapters in Part III: The Start-up Process explore the process of business formation. They describe the kinds and types of businesses, steps and phases of the process, social networks, funding, and business expectations. Part IV: The Entrepreneurial Environment explores the context of the startup effort and the strategic and technology orientations of the emerging new firms. Three appendixes explain the PSED data collection process, data documentation, and preparation, use of weights, and how analysis of the datasets can be conducted.

TNM New Business Creation Paul D. Reynolds, Richard T. Curtin, 2010-11-03 Understanding the origins of new businesses: the firm creation process has been dramatically affected by the development of longitudinal studies of business start-ups. Several projects have been implemented to track the development of new firms from the emergence of a business idea and organization of a start-up team through the birth of an operational business. The U.S. projects: the first and second Panel

Studies of Entrepreneurial Dynamics known as PSED I and II have counterparts in a number of other countries Australia Canada China Latvia Netherlands two projects Norway and Sweden These eleven projects in nine countries implemented over the past decade are at different stages of development and have been utilized for a wide range of assessments of entrepreneurial and business creation phenomena This volume presents the state of the art of these international research projects providing the first in depth comparison of the firm creation data across a wide range of national contexts The work will be of great interest to the research community particularly those developing such projects in their own countries as well as policy makers and scholars interested in the effect of national context on the business creation process Understanding the Entrepreneurial Mind Alan L. Carsrud, Malin Brännback, 2009-07-30 Interest in the functioning of the human mind can certainly be traced to Plato and Aristotle who often dealt with issues of perceptions and motivations While the Greeks may have contemplated the human condition the modern study of the human mind can be traced back to Sigmund Freud 1900 and the psychoanalytic movement He began the exploration of both conscious and unconscious factors that propelled humans to engage in a variety of behaviors While Freud's focus may have been on repressed sexuality our focus in this volume lies elsewhere We are concerned herein with the expression of the cognitions motivations passions intentions perceptions and emotions associated with entrepreneurial behaviors We are attempting in this volume to expand on the work of why entrepreneurs think differently from other people Baron 1998 2004 During the decade of the 1990s the field of entrepreneurship research seemingly abandoned the study of the entrepreneur This was the result of earlier research not being able to demonstrate some unique entrepreneurial personality trait or characteristic Brockhaus and Horwitz 1986 It was both a naive and simplistic search for the holy grail of what made entrepreneurs the way they are However many of the researchers in this volume have never gave up the belief that a better understanding of the mind of the entrepreneur would give us a better understanding of the processes that lead to the creation of new ventures *Revisiting the Entrepreneurial Mind* Malin Brännback, Alan L. Carsrud, 2017-02-08 The book explores various aspects of cognitive and motivational psychology as they impact entrepreneurial behavior Building upon the 2009 volume *Understanding the Entrepreneurial Mind* the editors and contributors explore the cognitions motivations passions intentions perceptions and emotions associated with entrepreneurial behaviors in each case preserving their original chapters and enhancing them with thoughtful and targeted updates reflecting on the most recent developments in theory and practice telling the story of what has transpired in the last decade in the field of entrepreneurial psychology The volume addresses such questions as Why do some people start business and others do not Is entrepreneurship a natural quality or can it be taught Do entrepreneurs think differently from others While there is a great deal of literature exploring the dynamics of new firm creation policies to promote innovation and technology transfer and the psychology of creativity research on entrepreneurial mindset or cognition is relatively new and draws largely from such related fields as organizational behavior cognitive and social psychology career development and

consumer research In this book editors Br nback and Carsrud have reassembled the contributors to Understanding the Entrepreneurial Mind to discuss new research paradigms given their vantage point years after the original volume was published Featuring the most current literature references Revisiting the Entrepreneurial Mind continues to challenge conventional approaches to entrepreneurship and articulate an agenda for future research **The Routledge Companion to Entrepreneurship** Ted Baker,Friederike Welter,2014-09-15 Research in entrepreneurship has been booming with perspectives from a range of disciplines and numerous developing schools of thought It can be difficult for young scholars and even long time researchers to find their way through the lush garden of ideas we see before us The purpose of this book is to map the research terrain of entrepreneurship providing the perfect starting point for new and existing researchers looking to explore Topics covered range from emerging perspective through issues at the core of the field to innovative methodologies Starting off with a preface by Bill Gartner each section of the book brings together a world class set of established leading researchers and rising stars This considered comprehensive and conclusive companion integrates the recent debates in entrepreneurship research under one cover to provide a resource which will be useful across disciplinary boundaries and for a whole range of students and researchers *Enterprising Worlds* Jay D. Gatrell,Neil Reid,2007-05-16 Enterprising World represents the culmination of several years of work by geographers planners and economists The chapters represent the collective efforts of the International Geographical Union s Commission on the Dynamics of Economic Spaces This collection is the result of the 2005 annual meeting in Toledo Ohio USA The chapters have been selected based on their contribution to the broader community of economic geographers and policymakers and to demonstrate the inherent interconnectedness of these themes and at times the conceptual tension that exists between ethics economics and the environment insofar as these important issues shape the contours and cleavages of contemporary regional development In particular the chapters represent the diversity of perspectives on these issues The authors provide insight into the workings of a variety of communities regions and nations as they seek to balance economic growth with the growing necessity to simultaneously promote ethical and sustainable regional development As such this book is truly international in both scale and scope and provides the reader with a survey of emerging and established concepts theories and conflicts in economic geography The Entrepreneurial Society Jean Bonnet,Domingo García Pérez De Lema,Howard E. Van Auken,2010-01-01 This timely book analyses the emergence of new firms in a broad context where economics management and sociological approaches may be joined for a new perspective The Entrepreneurial Society reveals that the market benefits of an entrepreneurial economy are evident in the new technology that has been made available to consumers over the past ten to 20 years It illustrates that entrepreneurial firms provide the market with innovations that create new products and in turn generate new employment and tax revenue thus playing a critical role in surviving the economic crisis The expert contributors explore the diverse conditions that explain permit and support entrepreneurship allowing thinking outside the

box and enhancing breakthrough innovations At a time when new challenges relating to the ecological footprint are appearing this work will prove crucial The eclectic approaches to entrepreneurship within this book gathered from different countries and fields of research will prove to be hotly sought after by researchers and postgraduate students of entrepreneurship and social policy

**The Age of Entrepreneurship Education Research** Andrew C. Corbett, Louis D. Marino, Gry A. Alsos, 2023-04-20 The collection of renowned entrepreneurship education researchers explores topics such as the theory of ideation how to develop an expertise approach how to reimagine entrepreneurship education to promote gender equality how to activate an entrepreneurial mindset for neuro diverse students and more *Entrepreneurship as Organizing*

William B. Gartner, 2016-02-26 This book draws together William B Gartner s key contributions to entrepreneurship research over the past 25 years An original introduction by the author offers a comprehensive overview and analysis of his work as it pertains to the development of entrepreneurship as a scholarly field and the articles demonstrate the many ways in which his research has explored entrepreneurship in relation to individuals firms environments and processes Challenging Entrepreneurship Research

Hans Landstrom, Annaleena Parhankangas, Alain Fayolle, Philippe Riot, 2016-06-10 The growth of entrepreneurship research has been accompanied by an increased convergence and institutionalization of the field In many ways this is of course positive but it also represents how the field has become mainstream with the concomitant risk that individual scholars become embedded in a culture and incentive system that emphasizes and rewards incremental research questions while reducing the incentives for scholars to conduct challenging research This book challenges this status quo from accepted theories methodologies and paradigmatic assumptions to the relevance or lack of for contemporary practice and the impact of key journals on scholars directions in entrepreneurship research An invited selection of the younger generation of scholars within the field of entrepreneurship research adopt a critical and constructive posture on what has been achieved in entrepreneurship research the main assumptions which underly it but also open up new paths for creative entrepreneurship research in the future This is a must read for all scholars educators and advanced students in entrepreneurship research *A Research Agenda for Entrepreneurial Cognition and Intention*

Malin Brännback, Alan L. Carsrud, 2018-01-26 A Research Agenda for Entrepreneurial Cognition and Intention suggests new directions and approaches to study the internal thought processes of entrepreneurs by examining areas that have been under researched ignored or overlooked

**The Wiley Handbook of Entrepreneurship** Gorkan Ahmetoglu, Tomas Chamorro-Premuzic, Bailey Klinger, Tessa Karcisky, 2017-07-13 Written by leading scholars The Wiley Handbook of Entrepreneurship provides a distinctive overview of methodological theoretical and paradigm changes in the area of entrepreneurship research It is divided into four parts covering history and theory individual differences and creativity organizational aspects of innovation including intrapreneurship and macroeconomic aspects such as social entrepreneurship and entrepreneurship in developing countries The result is a must have resource for seasoned researchers and newcomers alike as well as practitioners and

advanced students of business entrepreneurship and social and organizational psychology     *Entrepreneurship in Theory and Practice* Suna L. Nielsen, Kim Klyver, Majbritt Rostgaard Evald, Torben Bager, 2025-04-09 This fourth edition of a bestselling textbook expertly unravels the central paradoxes every entrepreneur must face Written in a comprehensive and engaging style it combines essential theories with real world examples making complex concepts accessible and relatable It includes case studies crafted by world renowned experts offering fresh insights into the more nuanced aspects of entrepreneurship     Global Strategic Management in the Service Industry Saloomah Tabari, Wei Chen, 2022-09-12 Global Strategic Management in the Service Industry illustrates how strategic managers in service industry appraise the sectors in which their organisations are involved appraise their competitors and reassess their strategy and fix goals to meet all the challenges presented     **Art Entrepreneurship** Mikael Scherdin, Ivo Zander, 2011 This pioneering book explores the connections between art and artistic processes and entrepreneurship The authors expertly identify several areas and issues where research on art and artistic processes can inform and develop the traditional field of entrepreneurship research

Entrepreneurship in Theory and Practice Suna Løwe Nielsen, Kim Klyver, Majbritt Rostgaard Evald, Torben Bager, 2021-03-26 The third edition of this creative and successful textbook provides a broad overview of entrepreneurship from a theoretical and practical perspective Engaging for undergraduates it embeds theories of entrepreneurship with tensions and dilemmas presented as paradoxes for each chapter It offers insights into the entrepreneurial process and challenges readers to assess the paradoxes and pitfalls encountered on an entrepreneurial journey     **The Life Cycle of New Ventures** Candida G. Brush, Lars Kolvereid, L. Oystein Widding, Roger Sorheim, 2010-01-01 The contributors to this book provide a cross national comparison of venture emergence newness and growth Their chapters examine the influences of cultural social and economic factors on venture development compare the approaches of entrepreneurs who move from idea to emerging organization and investigate acquisition and development of resources in growth and performance The authors consider important issues in new ventures research such as technology commercialization management team development and influence of equity funding While its particular focus is on Norway and the US the book offers broad and intriguing contributions with regard to the emergence and growth of knowledge based firms in developed economies and has implications for both direct and indirect government policy with regard to stimulating the formation and development of knowledge based firms Scholars and students of entrepreneurship international studies and economics policymakers international business experts and economic development specialists will find this rigorous analysis of the utmost importance

*The Routledge Handbook of Tourism Impacts* Dogan Gursoy, Robin Nunkoo, 2019-04-29 This handbook explores and critically examines both positive and negative impacts of tourism development focusing on the past present and future issues challenges and trends from a multidisciplinary global perspective Through a comparative approach involving international case studies this book explores our understanding of tourism impacts and contributes to the theoretical development on



relationships between tourism impacts and community support for tourism development This handbook focuses on a variety of geographical locations drawing from the knowledge and expertise of highly regarded academics from around the world Specifically it explores the adoption and implementation of various tourism development and impact management approaches in a wide range of global contexts while identifying their trends issues and challenges It addresses strategies relating to innovation sustainability and social responsibility and critically reviews the economic sociocultural environmental political and technological impacts of tourism The text also identifies future trends and issues as well as exploring the methods used to study tourism impacts Conveying the latest thinking and research this handbook will be a key reference for students researchers and academics of tourism as well as development studies geography cultural studies sustainability and business encouraging dialogue across disciplinary boundaries and areas of study     Social and Sustainable Entrepreneurship G. Thomas Lumpkin,Jerome A. Katz,2011-07-25 Considers the issues of social and sustainable entrepreneurship This title tackles lingering definitional issues such as the distinctions between social sustainable and environmental entrepreneurship or proposes social entrepreneurship research agendas based on key research questions found in prior studies

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