

The Psychology of Entrepreneurship

Edited by

J. Robert Baum

*Robert H. Smith School of Business
University of Maryland*

Michael Frese

*Department of Work and Organizational Psychology
University of Dessen, Germany*

Robert A. Baron

*Lally School of Management and Technology
Rensselaer Polytechnic Institute*

Contents

Series Foreword	xi
<i>Robert D. Pritchard</i>	
Preface	xiii
<i>/ . Robert Baum, Michael Frese, and Robert A. Baron</i>	
Contributors	xxvii
1 Entrepreneurship as an Area of Psychology Study: An Introduction	1
<i>/ . Robert Baum, Michael Frese, Robert A. Baron, and Jerome A. Katz</i>	
2 Entrepreneurship: A Process Perspective	19
<i>Robert A. Baron</i>	
3 Born to Be an Entrepreneur? Revisiting the Personality Approach to Entrepreneurship	41
<i>Andreas Rauch and Michael Frese</i>	
4 Entrepreneurs' Competencies	67
<i>Gideon D. Markman</i>	
5 Entrepreneurial Motivation	93
<i>Edwin A. Locke and J. Robert Baum</i>	
6 Entrepreneurs as Organizational Products Revisited	113
<i>Pino G. Audia and Christopher I. Rider</i>	

7	Cognition and Capabilities in Entrepreneurial Ventures <i>Lowell W. Busenitz and Jonathan D. Arthurs</i>	131
8	The Psychological Actions and Entrepreneurial Success: An Action Theory Approach <i>Michael Frese</i>	151
9	Entrepreneurship and Leadership <i>John Antonakis and Erkki Autio</i>	187
10	Education and Training in Entrepreneurship <i>Jerome A. Katz</i>	201
11	Intrapreneurship and Innovation ~ <i>G. Tom Lumpkin</i>	231
12	Cross-Cultural Entrepreneurship: The Case of China <i>Rosalie L. Tung, Jan Walls, and Michael Frese</i>	261
13	Method Challenges and Opportunities in the Psychological Study of Entrepreneurship <i>Per Davidsson</i>	281
14	Psychology, Entrepreneurship, and the "Critical Mass" <i>William B. Gartner</i>	321
15	C2D2: Psychological Methods in Entrepreneurship Research <i>Kelly G. Shaver</i>	331
16	Research Gains: Benefits of Closer Links Between I/O Psychology and Entrepreneurship <i>Robert A. Baron, Michael Frese, and J. Robert Baum</i>	341
	Author Index	311
	Subject Index	311