# Entrepreneurship and the Financial Community

Starting Up and Growing New Businesses

Edited by

# Bart Clarysse

Professor of Innovation and Technology Management, Vlerick Leuven Ghent Management School and Ghent University, Ghent, Belgium

### Juan Roure

Professor of Entrepreneurship, IESE Business School, University of Navarra, Barcelona, Spain

## Tom Schamp

Advisor European Programmes, Institute for the Promotion of Innovation through Science and Technology Flanders (IWT) Brussels, Belgium

IN ASSOCIATION WITH GATE2GROWTH ACADEMIC NETWORK, EUROPEAN COMMISSION – DG ENTERPRISE AND INDUSTRY

### **Edward Elgar**

Cheltenham, UK . Northampton, MA, USA

# Contents

List	t of contributors	vii
	About the editors	
	Preface and Acknowledgements	
	eword by Reinhard Büscher	XV
	Introduction	
PAI	RT I THE FINANCIAL COMMUNITY'S PERSPECTIVE ON THE ROLE OF PRIVATE EQUITY	
1	Investment in venture capital funds in Europe Simon Barnes and Vanessa Menzies	3
2	An analysis of the selection behaviour of early-stage high-tech investors in Europe Bart Clarysse, Mirjam Knockaert, Andy Lockett	16
3	and Caroline Van Eeckhout	30
4	The impact of capital inflows and management skills on the performance of European private equity funds Christoph Kaserer and Christian Diller	43
5	Business angel academies: unleashing the potential for business angel investment  Juan Roure, Rudy Aernoudt and Amparo de San José Riestra	60
PA	RT II THE ENTREPRENEUR'S PERSPECTIVE ON THE ROLE OF PRIVATE EQUITY	
6	The motivation of entrepreneurs towards private equity financing: a laddering approach  Gabriele Morandin, Massimo Bergami and Richard P. Bagozzi	77
7	What factors determine the use of venture capital?  Evidence from the Irish software sector  Tracea Haggar and Flains Husson	91

8	Cross-border venture capitalists' support for the	103
	internationalization of new software ventures  Markus M. Mäkelä and Markku V.J. Maula	102
9	Venture capitalists' communication and commitment: a practitioner's perspective  Dirk De Clercq and Vance H. Fried	120
PAI	T III PRIVATE EQUITY AND THE ROLE OF PUBLIC POLICY IN EUROPE	
10	Private equity and the development of university	125
	spin-out companies Mike Wright and Andy Lockett	135
11	Dynamics of university spin-out companies: entrepreneurial	
23	ventures or technology lifestyle businesses?  Richard T. Harrison and Claire M. Leitch	149
12	Through a glass darkly: new perspectives on the equity gap  Gordon Murray and Dimo Dimov	161
13	Innovation, technology transfer and the equity gap:	
	a European perspective	175
	Tom Schamp	
Ind	x	187