Entrepreneurial Opportunities

Edited by

Dean A. Shepherd

Randall L. Tobias Chair in Entrepreneurial Leadership Professor of Management and Entrepreneurship Indiana University, USA

and

Denis A. Grégoire

Assistant Professor of Entrepreneurship and Emerging Enterprises Syracuse University, USA

THE INTERNATIONAL LIBRARY OF ENTREPRENEURSHIP

An Elgar Research Collection

Cheltenham, UK • Northampton, MA, USA

Contents

Acknowledgements Introduction Dean A. Shepherd and Denis A. Grégoire		xi xv	
PART I	THE NATURE OF ENTREPRENEURIAL OPPORTUNITIES		
	А.	Conceptual Definition	
	1.	Jonathan T. Eckhardt and Scott A. Shane (2003), 'Opportunities and Entrepreneurship', <i>Journal of Management</i> , 29 (3), June, 333–49	5
	2.	Jeffery S. McMullen, Lawrence A. Plummer and Zoltan J. Acs (2007), 'What is an Entrepreneurial Opportunity?', <i>Small Business Economics</i> , 28 (4), April, 273–83	. 22
	В.	On The Origins of Opportunities: Perspectives from the Economics System	
	3.	Israel M. Kirzner (1997), 'Entrepreneurial Discovery and the Competitive Market Process: An Austrian Approach', <i>Journal of</i> <i>Economic Literature</i> , XXXV (1), March, 60–85	35
	4.	Randall G. Holcombe (2003), 'The Origins of Entrepreneurial Opportunities', <i>Review of Austrian Economics</i> , 16 (1), March, 25–43	61
	5.	Lawrence A. Plummer, J. Michael Haynie and Joy Godesiabois (2007), 'An Essay on the Origins of Entrepreneurial Opportunity', <i>Small Business Economics</i> , 28 (4), April, 363–79	80
	C.	On The Origins of Opportunities: Perspectives from the Individual Level	
	6.	Jane E. Dutton and Susan E. Jackson (1987), 'Categorizing Strategic Issues: Links to Organizational Action', Academy of	
ν. 	7.	Management Review, 12 (1), January, 76–90 Jeffery S. McMullen and Dean A. Shepherd (2006), 'Entrepreneurial Action and the Role of Uncertainty in the Theory of the Entrepreneur', <i>Academy of Management Review</i> , 31 (1),	99
		January, 132–52	114

.

1

į

	8. 9.	Dean A. Shepherd, Jeffery S. McMullen and P. Devereaux Jennings (2007), 'The Formation of Opportunity Beliefs: Overcoming Ignorance and Reducing Doubt', <i>Strategic Entrepreneurship</i> <i>Journal</i> , 1 (1–2), November, 75–95 Dimo Dimov (2011), 'Grappling With the Unbearable Elusiveness of Entrepreneurial Opportunities', <i>Entrepreneurship: Theory and</i> <i>Dimotestica</i> , 25 (1), Japanese, 57–81	135
		<i>Practice</i> , 35 (1), January, 57–81	156
PART II	TH	E DYNAMICS OF OPPORTUNITY EMERGENCE	
	A.	Alertness to Entrepreneurial Opportunities	
	10.	Connie Marie Gaglio and Jerome A. Katz (2001), 'The Psychological Basis of Opportunity Identification: Entrepreneurial Alertness', <i>Small Business Economics</i> , 16 (2), March, 95–111	185
	11.	Alexander Ardichvili, Richard Cardozo and Sourav Ray (2003), 'A Theory of Entrepreneurial Opportunity Identification and	185
		Development', Journal of Business Venturing, 18 (1), January, 105-23	202
	B.	Discovery of Entrepreneurial Opportunities	-
	12.	Scott Shane (2000), 'Prior Knowledge and the Discovery of Entrepreneurial Opportunities', <i>Organization Science</i> , 11 (4), July–	000
	13.	August, 448–69 Dean A. Shepherd and Dawn R. DeTienne (2005), 'Prior Knowledge, Potential Financial Reward, and Opportunity	223
		Identification', Entrepreneurship: Theory and Practice, 29 (1), January, 91–112	245
	C.	Searching for Entrepreneurial Opportunities	
	14.	James O. Fiet (2007), 'A Prescriptive Analysis of Search and	2.00
	15.	Discovery', <i>Journal of Management Studies</i> , 44 (4), June, 592–611 Ivan P. Vaghely and Pierre-André Julien (2010), 'Are Opportunities Recognized or Constructed? An Information Perspective on	269
¢ ;		Entrepreneurial Opportunity Identification', Journal of Business Venturing, 25 (1), January, 73–86	289
-	D.	The Creation of Entrepreneurial Opportunities	
	16.	Saras D. Sarasvathy (2001), 'Causation and Effectuation: Toward a Theoretical Shift from Economic Inevitability to Entrepreneurial Contingency', <i>Academy of Management Review</i> , 26 (2), April, 243–63	305

* 0

٠

٠

;

٤

į.

17.	Ted Baker and Reed E. Nelson (2005), 'Creating Something from Nothing: Resource Construction through Entrepreneurial Bricolage', <i>Administrative Science Quarterly</i> , 50 (3), September,	
18.	329–66 Sharon A. Alvarez and Jay B. Barney (2010), 'Entrepreneurship and Epistemology: The Philosophical Underpinnings of the Study of Entrepreneurial Opportunities', <i>Academy of Management Annals</i> ,	326
	4 (1), 557–83	364
E.	Cognitive Processes for Opportunity Identification	
19.	Robert A. Baron and Michael D. Ensley (2006), 'Opportunity Recognition as the Detection of Meaningful Patterns: Evidence from Comparisons of Novice and Experienced Entrepreneurs',	
20.	Management Science, 52 (9), September, 1331–44 Denis A. Grégoire, Pamela S. Barr and Dean A. Shepherd (2010), 'Cognitive Processes of Opportunity Recognition: The Role of Structural Alignment', <i>Organization Science</i> , 21 (2), March–April,	393
	413–31	407
F.	Learning and Entrepreneurial Opportunities	
21.	Dean A. Shepherd (2003), 'Learning from Business Failure: Propositions of Grief Recovery for the Self-Employed', <i>Academy of</i>	420
22.	Management Review, 28 (2), April, 318–28 Andrew C. Corbett (2007), 'Learning Asymmetries and the Discovery of Entrepreneurial Opportunities', Journal of Business	429
	Venturing, 22 (1), January, 97–118	440
G.	The Impact of Human and Social Capital	
23.	Per Davidsson and Benson Honig (2003), 'The Role of Social and Human Capital Among Nascent Entrepreneurs', <i>Journal of</i> <i>Business Venturing</i> , 18 (3), May, 301–31	465
24.	Eren Ozgen and Robert A. Baron (2007), 'Social Sources of Information in Opportunity Recognition: Effects of Mentors,	405
	Industry Networks, and Professional Forums', <i>Journal of Business Venturing</i> , 22 (2), March, 174–92	496
25.	Deniz Ucbasaran, Paul Westhead and Mike Wright (2009), 'The Extent and Nature of Opportunity Identification by Experienced Entrepreneurs', <i>Journal of Business Venturing</i> , 24 (2), March,	-
	99–115	515

Evaluation of Opportunities H.

۲.	26.	Young Rok Choi and Dean A. Shepherd (2004), 'Entrepreneurs' Decisions to Exploit Opportunities', <i>Journal of Management</i> , 30 (3), June, 377–95	535
	27.	J. Michael Haynie, Dean A. Shepherd and Jeffery S. McMullen (2009), 'An Opportunity for Me? The Role of Resources in Opportunity Evaluation Decisions', <i>Journal of Management</i>	555
	28.	Studies, 46 (3), May, 337–61 J. Robert Mitchell and Dean A. Shepherd (2010), 'To Thine Own Self Be True: Images of Self, Images of Opportunity, and	554
		Entrepreneurial Action', Journal of Business Venturing, 25 (1), January, 138–54	579
PART III		TREPRENEURIAL OPPORTUNITIES IN DIFFERENT NTEXTS	
	A.	Different Paths for Different Types of Opportunities	
	29.	John C. Dencker, Marc Gruber and Sonali K. Shah (2009), 'Individual and Opportunity Factors Influencing Job Creation in New Firms', <i>Academy of Management Journal</i> , 52 (6), December,	
	30.	1125–47 Mikael Samuelsson and Per Davidsson (2009), 'Does Venture Opportunity Variation Matter? Investigating Systematic Process Differences Between Innovative and Imitative New Ventures', <i>Small</i> <i>Business</i> , <i>Economics</i> , 33 (2), August, 229–55	601 624
	B.	Entrepreneurial Opportunities and the Community	
	31.	Norris F. Krueger, Jr. and Deborah V. Brazeal (1994), 'Entrepreneurial Potential and Potential Entrepreneurs', Entrepreneurship: Theory and Practice, 18 (3), Spring, 91–104	653
	32.	Ana María Peredo and James J. Chrisman (2006), 'Toward a Theory of Community-Based Enterprise', <i>Academy of Management</i> <i>Review</i> , 31 (2), April, 309–28	667
Ş	C.	Entrepreneurial Opportunities and the Environment	
^و ر	33.	Thomas J. Dean and Jeffery S. McMullen (2007), 'Toward a Theory of Sustainable Entrepreneurship: Reducing Environmental Degradation Through Entrepreneurial Action', <i>Journal of Business</i> <i>Venturing</i> , 22 (1), January, 50–76	689

•

*

	34.	Dean A. Shepherd and Holger Patzelt (2011), 'The New Field of Sustainable Entrepreneurship: Studying Entrepreneurial Action Linking "What Is to Be Sustained?" With "What Is to Be Developed?", <i>Entrepreneurship: Theory and Practice</i> , 35 (1), January, 137–63	716
	D.	Entrepreneurial Opportunities and the International Context	
	35.	Dante Di Gregorio, Martina Musteen and Douglas E. Thomas (2008), 'International New Ventures: The Cross-Border Nexus of Individuals and Opportunities', <i>Journal of World Business</i> , 43 (2), March, 186–96	745
	36.	Emilia Rovira Nordman and Sara Melén (2008), 'The Impact of Different Kinds of Knowledge for the Internationalization Process of Born Globals in the Biotech Business', <i>Journal of World</i> <i>Business</i> , 43 (2), March, 171–85	756
PART IV		THODOLOGICAL STRATEGIES FOR RESEARCHING FREPRENEURIAL OPPORTUNITIES	
	37.	Denis A. Grégoire, Dean A. Shepherd and Lisa Schurer Lambert (2010), 'Measuring Opportunity-Recognition Beliefs: Illustrating and Validating an Experimental Approach', <i>Organizational</i>	
	38.	Research Methods, 13 (1), January, 114–45 Susan A. Hill and Julian M. Birkinshaw (2010), 'Idea Sets: Conceptualizing and Measuring a New Unit of Analysis in Entrepreneurship Research', Organizational Research Methods,	773
		13 (1), January, 85–113	805

. محر

* ?

.