

Entrepreneurship as Networking

*Mechanisms, Dynamics, Practices,
and Strategies*

Tom Elfring, Kim Klyver, and Elco van Burg

OXFORD
UNIVERSITY PRESS

Contents

<i>List of Figures</i>	vii
<i>List of Tables</i>	ix
<i>Preface</i>	xi
<i>Acknowledgments</i>	xv
1. Introduction: Entrepreneurship as networking	1
2. Networking mechanisms	25
3. Network agency and network dynamics	47
4. Perceiving and capturing opportunities through social interaction	73
5. Accessing and acquiring resources	96
6. Legitimizing through entrepreneurial networking	119
7. Conclusion: Entrepreneurship as networking	139
<i>Bibliography</i>	163
<i>Author Biographies</i>	189
<i>Name Index</i>	191
<i>Subject Index</i>	201