

The Origin and Evolution of New Businesses

AMAR V.



OXFORD UNIVERSITY PRESS 2000

Contents

| rreiace | | | IX |
|---|------------|---------------------------------------|-----|
| Acknowledgments | | | xix |
| | | later duration | |
| | ть | Introduction | 3 |
| Т. | | e Nature of Promising Start-ups | 25 |
| | 1. | Endowments and Opportunities | 29 |
| | 2. | Planning vs. Opportunistic Adaptation | 53 |
| | 3. | Securing Resources | 69 |
| | 4. | Distinctive Qualities | 90 |
| | 5. | Corporate Initiatives | 114 |
| | 6. | VC-Backed Start-ups | 141 |
| | 7. | Revolutionary Ventures | 166 |
| | 8. | Summary and Generalizations | 196 |
| II. | Th | e Evolution of Fledgling Businesses | 207 |
| | 9. | Missing Attributes | 213 |
| | 10. | Existing Theories and Models | 238 |
| | 11. | Critical Tasks | 260 |
| | 12. | Exceptional Qualities | 290 |
| Ш. | So | cietal Implications | 317 |
| | 13. | Reexamining Schumpeter | 319 |
| | 14. | Facilitating Conditions | 338 |
| | | Conclusion | 360 |
| | | | |
| Appendix 1: Background Information: 1989 Inc. 500 Study | | | 371 |
| Appendix 2: Partial List of Student Papers Written | | | 376 |
| | | on Successful Entrepreneurs | |
| Notes | | | 381 |
| Refe | References | | |
| Inde | x | | 397 |
| | | | |