

Researching Entrepreneurship

by

Per Davidsson

J6nk0ping International Business School, JOnkdping University, JOnkOping, Swed

Springer

Boston/New York/Heidelberg/Dodrecht

TABLE OF CONTENTS

CHAPTER 1. WHAT IS ENTREPRENEURSHIP?	1
On the Variety of Definitions and Views of Entrepreneurship.....	1
My Proposed View of the Entrepreneurship Phenomenon.....	6
New Offer as Entrepreneurship.....	9
New Competitor as Entrepreneurship.....	9
Geographical Market Expansion as Entrepreneurship.....	10
Organizational and Ownership Changes Are Not Entrepreneurship.....	11
Business as Usual and Non-Entrepreneurial Growth.....	12
Entrepreneurship as Micro-Level Behavior with Macro-Level Implications...	12
Degrees of Entrepreneurship?.....	14
Summary and Conclusion.....	16
CHAPTER 2. ENTREPRENEURSHIP AS RESEARCH DOMAIN	17
Why Distinguish Between the Phenomenon and the Research Domain?.....	17
Previous Attempts at a Domain Delineation.....	18
My Suggested Domain Delineation.....	21
Uncertainty and Heterogeneity.....	22
Processes of Emergence; Behaviors in the Interrelated Processes of Discovery and Exploitation.....	23
Real or Induced, and Completed as Well as Terminated.....	25
Across Organizational Contexts.....	25
New Business Ventures; Venture Ideas and Their Contextual Fit.....	26
Antecedents and Outcomes on Different Levels of Analysis.....	28
Summary and Conclusion.....	30
CHAPTER 3. THIS THING CALLED "THEORY"	33
Confessions of a Sinner.....	33
Theory Is No Mystery.....	33
The Need for Abstraction and Understanding.....	34
The Role(s) of Theory in the Research Process.....	39
Theory as Guide to Research Design Mark I: The Theory Test.....	39
Theory as Guide to Research Design Mark II: Understanding the Phenomenon through an Eclectic Framework.....	44
Theory as Tool for Interpretation: The Theory Test.....	46
Theory as Tool for Interpretation: The Eclectic Framework Approach.....	47
Theory as Tool for Interpretation: Post Hoc Theorizing.....	48
Is It the Theory or the Data That Is Supported or Should Be Rejected?.....	50
Do We Need Specific Entrepreneurship Theory?.....	51
Summary and Conclusion.....	52
CHAPTER 4. GENERAL DESIGN ISSUES	55
Getting Started at Last.....	55
"Qualitative" and "Quantitative" studies.....	55
The Need for "Qualitative" Entrepreneurship Research.....	55
"Quantitative" vs. "Qualitative"—a Confused Debate.....	57
Bad Research Practice: Addressing "Quantitative" Questions with "Qualitative" Research.....	59
Entrepreneurship Research as the Study of Processes of Emergence of New Ventures.....	61
Laboratory Research Methods.....	63

Summary and Conclusion.....	64
CHAPTER 5. SAMPLING ISSUES.....	67
A Different Look at Sampling.....	67
Social Science Is Not Opinion Polls.....	68
Sampling Individuals.....	70
Sampling Emerging New Ventures.....	72
Identifying an Eligible Sample of On-Going Independent Venture Start-ups..	73
Sampling On-Going Internal Venture Start-ups.....	77
Sampling Firms.....	80
Size, Size Distribution, and Heterogeneity along Other Dimensions.....	80
Relevance.....	83
Sampling Industries (or Populations).....	89
Size, Size Distribution, and Heterogeneity along Other Dimensions.....	89
Relevance.....	91
Sampling Spatial Units.....	92
Relevance.....	93
Size, Size Distribution, and Heterogeneity along Other Dimensions.....	95
Sampling Other Units of Analysis.....	98
Response Rates.....	98
Summary and Conclusions.....	99
CHAPTER 6. OPERATIONALIZATION ISSUES.....	101
A 90-degree Turn.....	101
A Note on Levels of Measurement.....	101
Validity and Reliability Issues.....	105
Some Balancing Exercises.....	110
Operationalization Issues on the Individual Level.....	113
Operationalization Issues on the Level of the New, Emerging Venture.....	115
Operationalizing Resources.....	115
Operational izing the Venture Idea.....	121
Operationalizing The External Environment.....	124
Operationalizing Behaviors.....	125
Operationalizing Outcomes.....	129
Operationalization Issues on the Firm Level.....	131
Operationalization Issues on Aggregate Levels.....	135
Summary and Conclusion.....	139
CHAPTER 7. SPECIAL TOPIC: PREPARING A "SECONDARY" DATA SET	141
If You Don't Have It, Don't Try It.....	141
...Or Do the Job Needed to Make It Work.....	143
Use Prior Knowledge.....	144
Combine Different Sources of Data.....	145
Check Quality and Make Corrections.....	153
Other Observations.....	155
Summary and Conclusion.....	156
CHAPTER 8. SPECIAL TOPIC: JOB CREATION AS THE DEPENDENT	159
VARIABLE.....	159
Why Care About Job Creation?.....	159
Data Coverage.....	160
Static Comparison vs. Dynamic Analysis.....	163
Gross vs. Net Job Creation.....	164
The Regression-to-the-Mean Effect.....	166
Organic vs. Acquisition Growth, and Job Creation vs. Economic Development	170
A Few More Details to Consider.....	171
Summary and Conclusions.....	173
CHAPTER 9. SPECIAL TOPIC: THE POWER OF REPLICATION.....	175
Sampling and Significance Testing Revisited.....	175

Replicating Others.....	176
Replicating One Another: Harmonized Research Collaboration.....	180
Replicating Yourself.....	184
Summary and Conclusion.....	188
CHAPTER 10. A QUICK LOOK AT ANALYSIS METHOD.....	189
Let's Make This a Short One.....	189
Heterogeneity and Analysis Method.....	189
Analysis Implications of the Minority Nature of Entrepreneurship.....	190
Analysis Implications of Entrepreneurship as Process.....	191
Summary and Conclusion.....	192
NOW THAT WE'RE DONE.....	197
REFERENCES.....	199
INDEX.....	211