Index

Note: Page numbers followed by "n" indicate footnotes.

Action-related path to commitment,	Causal effect, 18
160	Causal entrepreneurs, 8, 17–19
Active Aging, 277	Causation, 215–217, 224–226,
Active search, 195–196	228–229
Acts of commitment, 149	Challenge appraisal, 316–318
Adrià, Ferran, 179	Chaos theory, 184
Affect, 316–317	CHROMA-FAMILY model, 243,
Affective commitment, 152–153, 157	245–247, 255
Affective LOs of gamification in EE,	CHROMA-SHADE model, 240, 242,
30, 32	245–247
Affordable loss, 222, 224–225	Circumplex Hierarchical
AIDA database, 288	Representation of
"All or nothing" approach, 49	Organisation Maturity
Analysis of Variance (ANOVA), 220	Assessment model
Antecedents, 160–162	(CHROMA model), 240,
Applicant–recruiter relationship, 264	242–248
Appraisal-to-effort process, 315–319	for analysis of information-driven
Art, 173	DMP, 244
Arts-based approaches, 174	dimensions of SEW, 250–256
Attachment, 162	SEW in family businesses, 248–250
Attractivity, 148	stages, 246
Authority, 251	Cognition, 315
Average variance extracted (AVE), 124	Cognitive comprehensiveness,
Axial coding, 14, 199	201–202
Timar county, 11, 199	Cognitive LOs of gamification in EE,
Behavioral intentions, 317–318	30–32
Behavioral LOs of gamification in EE,	Collaboration, 189
32–33	Collectivism, 100–101
Behavioral persistence, 95	Collectivistic individuals, 104
Bernoulliano sampling, 77	Commercial entrepreneurial intent,
"Best" theory, 75	125–130
Biases in investment decision-making,	Commercial entrepreneurship, 132–133
263–265	Commitment (see also Three-
BLOOM-FIELD SRL, 81	component model of
Bridging ties (see Weak ties)	commitment (TCM)),
Business planning, 217	148–149
Dubiness planning, 217	110 117

accounting for consistent courses	Cost avoidance, 161
of action, 149–150	Creative decision-making in new
in context of emerging	venture teams, 211
organizations, 159–160	Creative entrepreneurship, manifesto
effect, 46	for, 186
and entrepreneurial dialogic, 151	Creative performance, 189
investigating antecedents and	Creative problem solving, creativity
outcomes, 160–162	and innovation (CREA),
mapping entrepreneurial process	174
through profiles, 162–163	Creative virtuosities, 172
from organizational to	analysis, 176
entrepreneurial	data collection, 175–176
commitment, 152-159	Finding Your Own Voice and
profiles, 152	Passion at Work, 177,
and volitional phases of	179–180
entrepreneurial process,	Handling Complexity and
150–151	Integrative Thinking,
Community, 300	183–185
entrepreneurship, 10	manifesto for, 189-190
Community of practice (CoP), 4, 298,	quest in entrepreneurship, 174
300, 307–308	research context, 175
network as, 300	types, 176–177
Competition, 101	Unleashing Creativity and
passion for, 98	Imagination at Work,
Composite reliability (CR), 124	180–181
Confronting infinite choices, 194	Working Collaboratively Toward
active search and knowledge	Innovation, 182–183
integration, 195–196	Creativity, 173–174, 193
decision-making and creativity, 195	assessment, 202
entrepreneurial decision-making,	creativity-driven products and
194	services, 173
generating and evaluating	decision-making and, 195
alternatives, 195	triggers, 199
Connective thinking, 182	Cronbach's alpha, 124, 232
Consistency, 149	Crowdfunding (see also Equity
Constraint	crowdfunding), 41–42
appraisal, 314, 318	pitches, 42
and heuristics, 212	Culture integration into
Content analysis, 176	entrepreneurial target of
Contexts, 153, 155–156	passion, 99–100
Contextualization, 10–11	
Continuance commitment, 152–153	"Dance of theory and data", 14
Control variables, 222	Dark Triad, 44
Cooperation, 20	machiavellianism and fundraising
Correlation, 224	success, 46–47

	inti 210, 220
narcissism and fundraising success,	innovativeness, 219–220
45–46	limitation, 232
psychopathy and fundraising	measurement, 220–223
success, 47–47	robustness test, 226–228
Data	sampling, 220
analysis, 198–199, 244, 290–291	suggestions for effectuation theory,
availability, 244	231–232
quality, 244	theory, 214–216
sources, 198	Embeddedness, 162
Decision logics, 217–218	Emotional attachment of family
Decision-making (see also	members, 253
Entrepreneurial decision-	Empathy, 48
making), 245	Entrepreneurial
biases in investment, 263–265	behavior, 114
and creativity, 195	creativity, 172
rules, 71	dialogic process, 151
Decision-making processes (DMPs),	entrepreneurial process, volitional
240, 242–244, 261–263	phases of, 150–151
Decreto Crescita 2.0', 287	event model, 148
Delta method, 53	experience, 217–220, 224–226,
Demand entrepreneurial creativity, 192	228–231, 262, 265
Demographic winter, 272	firm, 12
Dependent variables, 289	grit, 315–316
Developed societies, 274	orientation, 161
Discovering Discontinuity, 204	passion, 92–93, 104–105, 161
Discrepancies, 200–201	role models, 124n2
Discretionary behaviors, 152–153,	skills, 31
162–163	Entrepreneurial constraints
Distinct path to commitment, 160	appraisal-to-effort process,
Distinction, 161	315–319
Dream society, 181	evaluative nature of, 313–315
Dual face normative commitment, 157	framework, 314
_ ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Entrepreneurial decision-making
EBITDA, 78, 84	(see also Decision-making),
Educational attainment, 124 <i>n</i> 2	193–194
Effectual entrepreneurs, 8, 17–19	data analysis, 198–199
Effectuation, 213, 215, 222	data sources, 198
and causation, 216–217	findings, 199–207
correlation, 224	heuristics and biases role, 196–197
decision logics, 217–218	method, 197
discussion, 228–231	sampling, 198
entrepreneurial experience,	study setting, 197–198
217–220	Entrepreneurial intentions, 115–116, 148
hypotheses testing, 224–226	entrepreneurial stereotypes and, 123
implication, 232–234	relating stereotypes to, 118–120
mpneauon, 232–234	relating stereotypes to, 110–120

Entrepreneurial self-efficacy (ESE), 161	Entrepreneurship learning outcomes
Entrepreneurial stereotypes, 114	(ELOs), 28
commercial entrepreneurial intent,	on gamification and students, 30
125–130	Entrepreneurual orientation (EO), 44
design and measures, 120-122	Equity crowdfunding, 43
differences between, 122–123	descriptive statistics and
discussion, 131–134	correlation, 51
and entrepreneurial intentions, 123	results, 54
general procedure, 123–125	sample and data, 49
limitations and future research,	variables description, 49-50
134–135	Escalation of commitment, 153
procedure and sample, 120	European Commission, 282
social entrepreneurial intent,	European Union (EU), 282
130–131	Exchange-based commitment, 157, 160
theoretical and practical	Experimentation, 222, 224–226, 228
implications, 135–136	
Entrepreneurial target	Family Business Institute (see
cultural dimensions and, 100-103	Instituto de la Empresa
integration of culture into, 99–100	Familiar (IEF))
Entrepreneurs, 8, 20, 42–43, 92, 96,	Family businesses, 242
191–193	SEW in, 248–250
firms' success, 44–45	Family control and influence, 250-251
machiavellianism and fundraising	Family members identification with
success, 46–47	company, 251–252
narcissism and fundraising success,	Feasibility, 148
45–46	Femininity, 102
personality traits, 44–45	FIBER, 250
profiles, 163	binding social ties, 252–253
psychopathy and fundraising	emotional attachment of family
success, 47–47	members, 253
Entrepreneurship, 91–92, 272, 281	family control and influence,
passion role in, 96–97	250–251
quest for creative virtuosities in, 174	identification of family members
scholars, 114	with company, 251–252
Entrepreneurship education (EE), 27	renewal of family ties through
affective LOs of gamification, 32	succession, 253–255
behavioral LOs of gamification,	Financial performances by group of
32–33	innovative startups, 78
cognitive LOs of gamification, 31–32	Finding Your Own Voice and Passion
discussion, 33–34	at Work, 177, 179–180
future research directions, 35	Firm
gamification and, 28–30	age of, 289
implication of findings, 34–35	growth, 289
simulation and, 28	size, 290
skill-based LOs of gamification, 33	success, 44–45

Flexibility, 222, 224–225, 228	IdeaCity, 174
Focal behaviors, 152–153, 162–163	Identical preferences, 284
Focal decision, 211–212	Identification, 162
Forma mentis, 10	Identity centrality, 161
Frames, 204–205	Imaginative thinking, 180–181
Fundraising success	Implementation intention, 150
machiavellianism and fundraising	Impulsive effect, 48
success, 46–47	In-progress commitment targets, 155
narcissism and, 45-46	Incremental nature, 16
psychopathy and, 47–47	Incumbents, 68–69
	Indebted obligation, 157–158
Gamification and EE, 28-33	Independent variables, 289
Gamified entrepreneurship programs,	Individualism, 100–101
35	Indulgence, 103
Gamified learning methods, 28	Industry, 290
Gender, 282–286	Information Technology (IT), 220
of entrepreneur, 289	Information-driven DMP Analysis
Generality, 161	Tool, 243
Generic path to commitment, 160	Innovations, 14, 16–17, 174, 282–286
Genetic code, 11	Innovative firms, 283
Genius loci, 8, 10	Innovative startups, 68–69
causal entrepreneurs vs. effectual	data, 76–78
entrepreneurs, 17–19	research design, 69-71
networks, 7	results, 79–85
research design and method,	SMAA-S, 69, 71–76
11–16	variables operationalization, 78–79
social networks, 8–11	Innovativeness, 219–220, 222, 226,
stories of innovations and role,	228
16–17	Inspirational thinking, 179
2008 Global Financial Crisis, 312	Instituto de la Empresa Familiar
Golden age, 272	(IEF), 241
Golden entrepreneurs, 274	Intention-action gap, 150
	Inter-correlation, 223
Handling Complexity and Integrative	Internal capital, 20
Thinking, 183–185	Internal consistency, 124
Harmonious passion, 93–95, 99	Internationalization process of
internationalization process of, 94	harmonious passion, 94
outcomes, 95	Internet of Things (IoT), 240
Heuristics and biases, 192–194, 207	Interview protocol, 211–212
role in entrepreneurial decision-	Intuiting process, 264
making, 196–197	Involvement, 162
as sieves, 202	Irreversibility threshold, 162
as tie-breakers, 205–206	Italian Government, 68
Human capital, 261–262	Italian Growth Decree 2.0, 69
Hypotheses testing, 224–226	Italian Innovative SMEs, 287–288

Jazz metaphor, 183–185 discussion, 307–308 Jazz Principles, 190 implications, 308-309 JazzThink, 183 logical illustration of research process, 305 micro-entrepreneurs' activities Kendall-Tau, 76, 84–85 Knowledge, 189 in peer-to-peer network meetings, 301-306 Knowledge integration, 195–196 network as CoP, 300-301 Labor market status, 124n2 Micro-entrepreneurs, 300 need for social networks, 300 Lack of alternatives, 160 Latent variable correlations, 145 Modus operandi, 77 Moral duty, 157-158 Layers, 77 Motivational phase, 150 Learning outcomes (LOs), 27 Motivational phases of affective, 30, 32 entrepreneurial process, 150 behavioral, 31–32 cognitive, 30-32 Multi Criteria Decision Analysis (MCDA), 71 skill-based, 33 Multi-group analysis, 124–131 Lens omnibus, 7–8 Linguistic Inquiry and Word Count Multiple foci, 153, 155–156 (LIWC), 50, 61-65 Locus of control, 157 Narcissism, 43, 49 and fundraising success, 45-46 Long-term orientation, 102–103 Narcissistic expressions, 50, 53 Nascent entrepreneurs, 156 Machiavellian expressions, 50, 53-54 commitment, 159-163 Machiavellianism, 43, 49 and fundraising success, 46-47 Necessity entrepreneurs, 160 Manipulative effect, 47 Networks, 7 as CoP. 300 Mapping entrepreneurial process structure, 21 through profiles, 162–163 Non-entrepreneurs (see also Marketing innovative enterprises, Entrepreneurs), 114 283n2Non-game tasks and contexts, 28 Masculinity, 102, 104 Normative commitment, 152–153, MBA (Master of Business 157 Administration), 181 Nullus locus sine Genio, 10 Mean, 223 Measurement models, 124 el evaluation, 144-145 Obsessive passion, 93–94 outcomes, 95 MFA (Master of Fine Arts), 181 Micro-enterprises, 298 Open coding, 13, 199 Micro-entrepreneur peer-to-peer Opportunity entrepreneurs, 160 Orchestra metaphor, 182-183 network (MicroENTRE network), 4, 298-300, 305 Orchestration Principles, 189–190 Organisational innovative enterprises, data analysis, 301 283*n*2 data collection, 301

Partial least squares structural	R&D, 79, 81, 85
equation modeling	Ranking of factors, 74
(PSL-SEM), 123	Rationality, 194–197
Passion, 272	"Real entity" of innovation, 11
for competition, 98	Reef Metaphor, 17–19
cultural dimensions and	Reframing, 204–205
entrepreneurs' target,	Regression models to test hypothesis,
100–103	227
for founding, developing and	Renewal of family ties through
growth, 97	succession, 253–255
integration of culture into	Research, 93
entrepreneurial target,	Research design and method, 11–16
99–100	Resource dependence theory (RDT),
for inventing, 97–98	312–313
nature of, 93–96	Resource-based theory (RBT), 312–313
for people, 98	Restraint, 1093
for product/service, 98	Retrospective bias, 20
role in entrepreneurship, 96–97	Return on equity (ROE), 78
for social mission, 98–99	Return on sales (ROS), 78
Passionate activity, 95	Return on total assets (ROA), 78
Path models, 124	Robustness test, 226–228
Perceived social support, 162	Romantic relationships, 94
Performance, 282–286	
Personality	SABI, 241
dark triads of, 43	SABI/IBAS database, 241
traits, 44–45	Sampling, 198
Persuasive effect, 46	Sarasvathy's groundbreaking theory
"Picasso of haute cuisine" (see Adrià,	of effectuation, 213–214
Ferran)	'Self-discriminatory' behaviour, 284
Poetic Principles, 189	Self-employment, 161
Poetry metaphor, 177, 179–180	Self-esteem, 116–117
Power distance, 101	Self-validation, 95
Pragmatism, 194–197	Senior entrepreneurship, 273–275
Pre-commitment, 222, 224–226, 229	final reflection, 278–279
Problem-solving, 301, 305	motivation for, 275–278
Process innovative enterprises,	Sense-making processes, 161
283 <i>n</i> 2	Serendipity events, 19–20
Product innovative enterprises, 283n2	Short-term orientation, 102–103
Psycho-social models, 148	Side-bets, 149
Psychopathic expressions, 50, 54	Similarity effect, 263
Psychopathy, 43, 49	Similarity Effect Model in Investor-
and fundraising success, 47–48	Entrepreneur Dyad, 264
Public business advisory services	Skill-based LOs of gamification in
(PBAS), 4, 298, 309	EE, 33

SMAA for strategic management Theoretical sampling, 13 THIMUS SRL, 81 analysis and assessment (SMAA-S), 69, 71–76 Threat appraisal, 316–318 Small and medium enterprises Three-component model (TCM) Three-component model of (SMEs), 300 Small-and medium-sized enterprises commitment (TCM) (see also (SMEs), 281–282 Commitment), 3, 148, 153 evolutions, 154-155 gender, innovation and extending model to multiple foci performance, 282-286 Italian innovative, 287-288 and contexts, 153, 155-156 methodology, 288-291 for focal and discretionary Social acceptance, 95 behaviors, 152–153 Social capital theory, 319 to two-component model, 156–159 Social entrepreneurial intent, 130-131 Tradeoff Impasse, 205 Transcribed interviews, 176 Social entrepreneurs, 131 Social entrepreneurship, 133-134, 136 Social mission, passion for, 98-99 Uncertainty avoidance, 102 Social networks, 8-11 'Underperforming' hypothesis, 284–285 Social ties, 252-253 Unleashing Creativity and Imagination Social/interpersonal skills, 31 at Work, 180-181 Socioemotional wealth (SEW), 240 Utility functions, 71 dimensions, 250-255 in family business, 248-250 Validation, 203-204 Sparsely populated areas (SPA), 298 Value-based commitment, 157, 160, 162 Standard deviations, 223 Variables operationalization, 78–79 Startups, 67-69 Variation saturation, 206 Stereotype threat, 135 Venture capital (VC), 260 Stereotypes, 117 biases in investment decision-Stochastic Multiattribute Acceptability making, 263-265 Analysis (SMAA), 71–73 decision-making process, 261–263 Stone-Geisser's Q^2 -values, 130 future research, 265-266 Successful entrepreneurs, 159 Venture capitalists (VCs), 260 Sunken costs, 161 Volitional phase, 150 Survey instrument, 143 Volitional phases of entrepreneurial Systematic literature review (SLR), 27 process, 150-151 Team coherence, 206–207 Warmth, 126 Technical innovations, 15 Weak ties, 9, 19-20 Technology, Entertainment, and Work-family conflict (WFC), 292 Design (TED), 174 Work-family spillover (WFE), 292 Theater metaphor, 180-181 Working Collaboratively Toward Theatrical Principles, 189 Innovation, 182–183