

ENTREPRENEURSHIP



Marketing And Entrepreneurship Research Ideas And Opportunities

Mark Casson



Marketing And Entrepreneurship Research Ideas And Opportunities:

Marketing and Entrepreneurship Gerald E. Hills, 1994-09-29 The second section focuses on market opportunity but rather than only looking at market analysis and idea screening there is also ground breaking work regarding entrepreneurial opportunity identification and opportunity recognition Marketing strategy and each of the marketing mix areas are addressed in separate chapters with particular attention to the uniquenesses of marketing in new enterprises as compared to mature larger firms The final section of the book may be the most intriguing with attention to entrepreneurship in international markets and less developed countries as well as the role of new and smaller enterprises in job generation

Handbook of Entrepreneurial Dynamics William B Gartner, 2004-06-21 This important Handbook of Entrepreneurial Dynamics reports on the Panel Study of Entrepreneurial Dynamics PSED the most comprehensive scientifically representative study to date of nascent entrepreneurs The book is unique because the study identified individuals in the process of creating new businesses to understand how at its very source people move from considering the option of starting a new business to its actual founding This has never been done before in the history of entrepreneurship research I cannot recommend this book more strongly to entrepreneurship scholars and those interested in where entrepreneurs come from and how they move from their initial idea to new venture founding Claudia Bird Schoonhoven University of California Irvine This Handbook makes a terrific contribution to understanding entrepreneurship and new business creation Its 38 chapters report major findings from the Panel Study of Entrepreneurial Dynamics PSED an unprecedented research program involving more than a hundred researchers from 10 countries This Handbook is must reading for anyone interested in entrepreneurship research Andrew H Van de Ven Carlson School of Management University of Minnesota Entrepreneurial activity provides profound positive benefits across an important set of measures of social and economic well being much of it concentrated in new economic sectors such as information technology Yet even though entrepreneurship has been shown to provide many benefits it is surprising that there has not been a systematic study of the entrepreneurial process The Handbook of Entrepreneurial Dynamics The Process of Business Creation fills this gap by offering theories ideas and measures that can be used to explore and understand the factors that encompass and influence the creation of new businesses The chapters in the handbook provide the rationale for questionnaires used in the Panel Study of Entrepreneurial Dynamics PSED The PSED is a research program that was initiated to provide systematic reliable and generalizable data on important features of the new business creation process The PSED includes information on the proportion and characteristics of the adult population involved in efforts to start businesses the activities and characteristics that comprise the nature of the business start up process and the proportion and characteristics of those business start up efforts that actually become new businesses The handbook also describes the PSED data collection process provides documentation of the interview schedules codebooks data preparation and weighting scheme as well as offers examples of how analyses of PSED data might be conducted The authors identify

specific measures that can be used to operationalize theory as well as provide evidence from the PSED data sets on these measures reliability and validity The Handbook of Entrepreneurial Dynamics is ideal for a sizeable audience including graduate students academics and librarians in schools of business and management who need a comprehensive reference on business creation In addition researchers and policy makers at the federal state and local level will find this an invaluable reference covering all of the factors involved in new venture formation Key Features Considers categories of data not available prior to the PSED Includes a comprehensive overview of theories about new business formation Provides demographics of nascent entrepreneurs Analyzes the cognitive characteristics of nascent entrepreneurs Explores all of the processes of new business formation

Entrepreneurship Research in Europe Odd Jarl Borch, Alain Fayolle, Elisabet Ljunggren, 2011-01-01 This topical book demonstrates the importance of entrepreneurship research at a time of turbulent environments as well as highlighting the most recent developments in the field

The Oxford Handbook of Entrepreneurship Mark Casson, 2008 Entrepreneurship is a key factor in economic growth innovation the development of firms businesses Written by leading scholars this book presents a comprehensive review of the research in entrepreneurship

Encyclopedia of New Venture Management Matthew R. Marvel, 2012-05-18 The Encyclopedia of New Venture Management explores the skills needed to succeed in business along with the potential risks and rewards and environmental settings and characteristics

Entrepreneurship Thierry Burger-Helmchen, 2012-02-29 What are the differences between an entrepreneur and a manager According to Schumpeter the main difference lies in the entrepreneur's ideas creativity and vision of the world These differences enable him to create new combinations to change existing business models and to innovate Those innovations can take several forms products processes and organizations to name a few In this book an array of international researchers take a look at the visions and actions of innovative entrepreneurs to be at the source of new ideas and to foster new relationships between different actors to change the existing business models

The SAGE Handbook of Small Business and Entrepreneurship Robert Blackburn, Dirk De Clercq, Jarna Heinonen, 2017-12-14 The SAGE Handbook of Small Business and Entrepreneurship offers state of the art chapters on all aspects of this rapidly evolving discipline Original contributions from the best international scholars map the development of Entrepreneurship as an academic field explore its key current debates and research methods and also consider its future directions Part One The People and the Entrepreneurial Processes Part Two Entrepreneurship and Small Business Management and Organization Part Three Entrepreneurial Milieu Part Four Researching Small Business Entrepreneurship This handbook will be the leading reference book for Entrepreneurship academics and researchers as well as those from other associated disciplines including business and management psychology marketing sociology and anthropology

Opportunity Identification and Entrepreneurial Behavior John E. Butler, 2006-08-01

Multidisciplinary Research Volume I Sruthi.S, Dr. Mohammad Rauf Dr. S Sriranjani Mokshagundam Dr. Sagar G Dr. Vinayaka K.S,

The Development of Marketing Management

Kazuo Usui,2013-06-28 There has been much discussion about the origin of marketing and marketing thought and whether it was truly American in origin Nevertheless it is true that US marketing management thought was very influential throughout the world in the latter half of the twentieth century becoming dominant after the Second World War In order to recognize why and how this kind of thought developed in the USA it is necessary to explore the historical contexts in which the marketing management thought was produced and developed at this time as well as the contents of the thought This work argues that while doubts about the US origin of marketing are acceptable marketing management thought which especially appeals to mass producers such as the USA developed according to their particular needs This book looks at the relationship between theories of marketing and the historical context in which they were developed rescuing them from later generalizations that failed to take into account contemporary social and economic factors *Handbook of Research in Entrepreneurship Education: A general perspective* Alain Fayolle,2007-01-01 This authoritative and comprehensive Handbook showcases the nature and benefits of a new wave in entrepreneurship education emerging as a result of revised academic programs developed to reflect new forms of entrepreneurship The new paradigm of entrepreneurship education is explored whilst traditional schooling in the field becomes the subject of reflection and revision Distinctive material on the specific content of entrepreneurship education is also provided **Entrepreneurship in Family Business** Henry X Shi,2014-02-20 This book presents an excellent analysis of how a family business is different from other forms of organization and especially its peculiarities in relation to entrepreneurship Focusing on small and medium sized second generation Chinese family businesses this book provides an in depth analysis on the relationship between the firms family attributes or familiness as conceptualized in this book and entrepreneurial processes which leads to different outcomes Eight cases from China are presented in this book and a dual level approach is proposed for research on entrepreneurship in family businesses emphasising both firm processes and the role of individual owner managers Readers will also find several useful policy and practice oriented perspectives in this book **Student Entrepreneurship in the Social Knowledge Economy** Manlio Del Giudice,Maria Rosaria Della Peruta,Elias G. Carayannis,2014-05-20 Traditionally the study of entrepreneurial behavior focuses on such factors as i the personality characteristics that distinguish the entrepreneur from non entrepreneur and ii demographic characteristics such gender age familiar antecedents and education With particular respect to investigating the development acquisition and dissemination of entrepreneurial skills and behaviors the authors focus on the university environment as a locus of research and innovation where students are exposed to a wide variety of influences that are enhanced by a high degree of connectivity The underlying theme of this volume is to develop our understanding of the sociology of student entrepreneurial behavior and in doing so attempt to synthesize literature investigating individual talent with the literature on concurrent knowledge sourcing in the pursuit of entrepreneurial activities Specifically the authors investigate the degree to which access to diverse knowledge in addition to such psychological characteristics and tolerance

of ambiguity and risk taking influences the nature and probability of entrepreneurial success Moreover they explore the role of social media and social networking in facilitating access to distributed and disparate information and knowledge Their research addresses such timely questions as Where do entrepreneurial opportunities come from How can higher education best stimulate the creation of firms emanating from young and smart minds in colleges and universities What is the value of MOOCs for frequent early and thick communication among the various specialties needed to accomplish entrepreneurial projects How do we know whether social media affect students responses to new knowledge and new ideas To what extent do educational practices affect racial and ethnic differences in student entrepreneurship What is the role of the indigenous minority student entrepreneur in establishing high technology firms The result is a multi dimensional approach that sheds light on the dynamics of education knowledge creation social networking innovation and new business development

The Business Idea Soren Hougaard,2006-03-20 Successful business ideas are not so much about talent as about a systematic approach The Business Idea encourages new ways of thinking when it comes to entrepreneurship and innovation Too many ventures originate in the solutions the entrepreneur has to offer and not in the problem the customer needs solved Business plans done this way can often lead to disappointment The Business Idea leaves behind this product orientated logic The book presents new applicable entrepreneurship methods for developing creative market insight for identifying windows of opportunity creating business concepts and entrepreneurial strategies for successful market entry Entrepreneurship is a complex and risky process compared to almost everything else in business life so it richly deserves to have its own theoretical and methodological toolbox The Business Idea provides the tools making it of interest to anyone who works with getting an enterprise off the ground or studies entrepreneurship

The Oxford Handbook of Creativity, Innovation, and Entrepreneurship Christina Ellen Shalley,Michael A. Hitt,Jing Zhou,2015 A great deal of research has been conducted on creativity innovation and entrepreneurship Although highly interrelated these three areas have developed largely independently of one another The Oxford Handbook of Creativity Innovation and Entrepreneurship brings together leading scholars in these areas to review major research findings examine their intersections and provide promising directions for future research

Entrepreneurial Opportunity Recognition Through Social Networks Robert Paul Singh,2000 Provides the first empirical support for the importance of network characteristics other than size to idea identification and opportunity recognition

Entrepreneurship Education Mathew J. Manimala,Princy Thomas,2017-06-13 The book provides an overview of developments in the field of entrepreneurship education with special reference to global perspectives on innovations and best practices as well as research in the emerging economy context It focuses on various experiments in curriculum design review and reform in addition to the innovative processes adopted for developing new content for entrepreneurship courses in many cases with an assessment of their impact on students entrepreneurial performance Further it discusses the pedagogical methods introduced by teachers and trainers to enhance the effectiveness of students

learning and their development as future entrepreneurs It explains the various initiatives generally undertaken to broaden the scope of entrepreneurship education by extending it beyond regular students and offering it to other groups such as professionals technicians artisans war veterans and the unemployed The book is a valuable resource for researchers and academics working in the field of entrepreneurship education as well as for trainers consultants mentors and policy makers

Stakeholder Entrepreneurship Vanessa Ratten,Vitor Braga,2021-12-08 This edited book explores how stakeholders play a key part in any entrepreneurial endeavour because of their investment in the outcome This book highlights that it is important to understand the reason and rationale for stakeholder engagement in entrepreneurship Furthermore this book showcases how there are different kinds of stakeholders from businesses directly linked to an entity to others that have a more policy influence on the industry segment This book demonstrates that it is useful to understand to what extent stakeholders influence entrepreneurial decision making This book states that most stakeholders tend to take an indirect role in the governance of a business in terms of what strategic decisions are made This can change in times of crisis or change depending on the nature of the relationship This book makes the case that stakeholders can take positive action in the form of advice or help This book asserts that stakeholders who have an ongoing direct role are likely to invest more time and effort in an entrepreneurial endeavour This book uncovers that it is important to re evaluate on a continual basis whether the relationship is working and what needs to be done in order to increase efficiency This edited book focuses on the role of stakeholders in an entrepreneurial context thereby being amongst the first research books to place specific attention on stakeholder management through public and private partnerships

Marketing Chris Hackley,2009-03-19 I see this book as an important addition to the marketing literature A weakness in critical approaches to marketing is that they are often not made easily accessible to undergraduate students Chris Hackley has done a wonderful job in producing a rigorous text that remedies this situation and makes critical perspectives accessible to all Professor Rob Lawson University of Otago Does marketing really work for organizations managers and citizens How can marketing management be studied and practised critically This key text introduces the essentials of critical thinking within the field of marketing in easy to read and understandable terms Integrating critical perspectives with the topics of the typical marketing curriculum Chris Hackley has produced an indispensable supporting text for upper level undergraduate and postgraduate Marketing courses A wide range of issues are covered including Historical origins and influences in marketing Introduction to the concepts of Critical Theory Marketing orientation and the marketing mix Critique of marketing principles Marketing and strategy The role of research in marketing Marketing and managerial ideology Marketing ethics Each chapter includes Chapter Review questions Case studies reflecting issues in the chapters along with supporting case questions and reflections as well as stimulating practical examples

Motivating SMEs to Cooperate and Internationalize George Tesar,Zsuzsanna Vincze,2017-09-18 Interest in generally expanding the understanding of small and medium sized enterprises especially understanding their strategies and

operations to enter international markets is growing rapidly among researchers and academics globally Government officials regional and economic specialists and international trade advisers are directly involved in assisting small and medium sized enterprises in developing their international marketing expertise Motivating SMEs to Cooperate and Internationalize consists of research studies cases and experiences obtained by researchers and academics from managers of small and medium sized enterprises in Northern Europe as they worked closely with managers on issues and problems leading to internationalization of enterprises This book will map not only the attempts of small and medium sized enterprises in Northern Europe to enter foreign markets but also to understand how researchers and academics can help small and medium sized Northern European enterprisers achieve their objectives This compilation of approaches perspectives and experiences will serve as a resource tool for researchers and academics active in international management training programs worldwide and help illustrate how to close the gap between publishing results of their findings and efforts to disseminate their findings among managers of small and medium sized enterprises in their domains This book is the first attempt to integrate results of research studies and practices as an illustration of how knowledge of small and medium sized enterprises has evolved since the 1980s with the contributions of individual researchers and academics in Northern Europe It will be of relevance to academics and researchers interested in working closely with small and medium sized enterprises to meet their goals in entering international markets

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