Contents

List of Tables			
งเงเ รีกรา	eword by Pradip N. Khandwalla	9 12	
	reface		
_	A T. A. T. D. Lision and Strategies: Relevance and		
1.	New Venture Policies and Strategies: Relevance and	19	
_	Significance	38	
2.	Methodology	60	
3.	The Pioneering-Innovative Entrepreneurial Venture	•	
4.	PI Entrepreneurship: Situational Determinants versus	87	
	Strategic Choice		
5.	Policies, Strategies and Heuristics	101	
6.	New Venture Strategies: High and Low PI Groups	114	
7	Entrepreneurial Orientations	151	
g.	Entrepreneurial Innovation: The Empirical Concept and		
0.	its Linkages with Heuristics	173	
۸	Entrepreneurial Subtypes	225	
		254	
10.	Conclusion		
Anı	Appendices		
	References		
	Author Index		
	Subject Index		
4h	About the Author		

List of Tables

2.1	Frequency Distribution of the PI Index	52
4.1	Classification of Indian Venture Groups According to their	
	Region of Origin in India	97
4.2	Classification of Indian Venture Groups According to the Period	
	of Start-up of the First Venture	97
4.3	Classification of Venture Groups According to Industry	97
8.1	Types of Innovation and the Percentage of the Sample Undertak-	
	ing Each, Arranged in Descending Order of 'Popularity'	174
8.2	Factor Analysis of the 10 Types of Innovation (N = 138): Factor	
	Loadings > 0.50	183
8.3	Number of Heuristics Significantly (at $p \le 0.01$) Correlated	
	with Each Type of Innovation	188
8.4	Heuristic Factors Significantly (at $p \le 0.01$) Correlated with	
	Different Types of Innovation: A Tabular Summary	189
8.5	Entrepreneurial Orientations Significantly Associated with	
	Types of Innovation and the PI Index as Revealed by Regression	
	Analysis	194
8.6	Types of Innovation Significantly Associated with Entrepreneur-	
	ial Orientations as Revealed by Regression Analyses	195
8.7	Discriminant Analysis for the Low PI (44) and High PI (51)	
	Entrepreneurs Using Six PI Orientations	197
8.8	Discriminant Analysis for the Low PI (42) and High PI (47)	
	Entrepreneurs Using Six PI and Eight General Entrepreneurial	
	Orientations	198
9.1	Subtypes of High PI Entrepreneurs	241
9.2	Subtypes of Low PI Entrepreneurs	244
9.3	Comparing Taxonomies: Towards the Evolution of Common	
-	Categories	247
10.1		
	Types	257