

# Contents

<b>1 Introduction</b> .....	1
Paul D. Reynolds and Richard T. Curtin	
<b>Part I Nascent Entrepreneurs</b>	
<b>2 Social Motives in the PSED II</b> .....	19
Amy E. Davis and Kelly G. Shaver	
<b>3 Contextual Motivation and Growth Aspirations Among Nascent Entrepreneurs</b> .....	35
Diana M. Hechavarria, Mark T. Schenkel, and Charles H. Matthews	
<b>4 Family Background and Influence on Nascent Entrepreneurs</b> .....	51
Charles H. Matthews, Mark T. Schenkel, and Diana M. Hechavarria	
<b>Part II Start-Up Teams</b>	
<b>5 Owner Contributions and Equity</b> .....	71
Amy E. Davis, Kyle C. Longest, Phillip H. Kim, and Howard E. Aldrich	
<b>6 Business Owner Demography, Human Capital, and Social Networks</b> .....	95
Martin Ruef, Bart Bonikowski, and Howard E. Aldrich	
<b>7 Owner Founders, Nonowner Founders and Helpers</b> .....	115
M. Diane Burton, Phillip C. Anderson, and Howard E. Aldrich	

**Part III The Start-Up Process**

**8 Institutional Isomorphism, Business Planning, and Business Plan Revision: The Differential Impact on Teams Versus Solo Entrepreneurs** . . . . . 137  
 Benson Honig, Jianwen (Jon) Liao, and William B. Gartner

**9 The Role of Human and Social Capital and Technology in Nascent Ventures** . . . . . 157  
 Mark T. Schenkel, Diana M. Hechavarria, and Charles H. Matthews

**10 Financing the Emerging Firm: Comparisons Between PSED I and PSED II** . . . . . 185  
 William B. Gartner, Casey J. Frid, John C. Alexander, and Nancy M. Carter

**Part IV Emergence of a New Firm**

**11 Reconceiving the Gestation Window: The Consequences of Competing Definitions of Firm Conception and Birth** . . . . . 219  
 Claudia B. Schoonhoven, M. Diane Burton, and Paul D. Reynolds

**12 Start-Up Activities and New Firm Characteristics** . . . . . 239  
 Tatiana S. Manolova, Candida G. Brush, and Linda F. Edelman

**Part V Cross-Study Comparisons**

**13 PSED II and the Comprehensive Australian Study of Entrepreneurial Emergence [CAUSEE]** . . . . . 263  
 Per Davidsson and Paul D. Reynolds

**14 PSED II and the Kauffman Firm Survey** . . . . . 279  
 Alicia Robb and Paul D. Reynolds

**15 Future Opportunities** . . . . . 303  
 Paul D. Reynolds and Richard T. Curtin

**Appendix A: Panel Study of Entrepreneurial Dynamics II: Research Design** . . . . . 307

**About the Contributors** . . . . . 325

**Index** . . . . . 335