Table of contents

Part A. Introductory overview of the dissertation ..... **III**

List of figures ..... **V**

List of tables ..... **VII**

List of abbreviations ..... **IX**

1 Introduction **1**

1.1 Overview and relevance of research topic 1

1.2 Identification of research deficits 4

1.3 Deduction of research questions 7

1.4 Intended contribution 11

2 Conceptual and theoretical background **15**

2.1 The conceptual foundations for exit success 15

2.2 The theoretical paradigm of socioemotional wealth 18

2.3 The upper echelons theory in family firm research 20

2.4 The social capital and human capital theories in family firm research 21

2.5 The conflict theory in family firm research 23

3 Methodology **25**

3.1 Survey design 25

3.2 Data collection 26

3.3 Sample composition 27

3.4 Validation procedures 29

3.5 Measurement and structural model assessment 30

3.6 Robustness and additional tests 31

4 Summary of research papers **33**

4.1 Summary of research paper I 35

4.2 Summary of research paper II 40

4.3 Summary of research paper III 45

5 Implications for research and practice **51**

5.1 Theoretical implications and areas for future research 51

5.2 Practical implications 58

Appendix **63**

Appendix A: Research survey 64

Appendix B: Representative survey invitation 94

References **95**

Part B. Research papers **105**

Research paper I – Who you know or what you know: The impact of managerial social and human capital on family firm exit success 107

Research paper II – More than financial wealth: The impact of family involvement on the dimensions of family firm exit success 153

Research paper III – The success of a non-family exit: An evaluation of family firms' exit success 201