

Table of contents

PART A – Introductory overview of the thesis	III
List of figures	V
List of tables	VII
List of abbreviations.....	IX
1 Introduction	1
1.1 Overview and relevance of the research topic	1
1.2 Identification of research deficits.....	5
1.3 Deduction of research questions	8
1.4 Aspired contribution.....	12
2 Conceptual and theoretical background	17
2.1 The role of entrepreneurs and VCs' decisions in fundraising	17
2.2 Signaling theory in the context of entrepreneurial finance	19
2.3 Personality psychology and the Dark Triad in entrepreneurship	20
2.4 Self-serving biases on venture capitalists' perception of entrepreneurs' fundraising decisions.....	22
3 Research design	25
3.1 Experimental framework development	25
3.2 Data collection procedure.....	27
3.3 Sample composition	28
3.4 Methodology and validation procedures	31
4 Summary of research papers	35
4.1 Summary of Research Paper I.....	35
4.2 Summary of Research Paper II.....	41
4.3 Summary of Research Paper III	45
5 Implications for research and practice.....	51
5.1 Theoretical implications.....	51

Table of Contents

5.2	Practical implications	55
5.3	Limitations and future research avenues	57
Appendix		61
Appendix A: Experiment – Response Collection From Entrepreneurs (Experiment 1)		61
Appendix B: Experiment – Response Collection From VCs (Experiment 2)		83
Appendix C: Invitation to Entrepreneurs for Experiment 1 Participation		100
Appendix D: Invitation to VCs for Experiment 2 Participation		102
Appendix E: Declaration of Artificial Intelligence Usage		103
References		105
PART B – Research Papers		115
Research Paper I – How Do Venture Capitalists’ Characteristics Influence Entrepreneurs’ VC Selection? Exploring Relative Importance, Amplification, and the Moderating Roles of Serial Entrepreneurship and Venture Revenues		117
Research Paper II – Exploring Entrepreneurs’ Dark Triad Traits and Their Influence on the Decision to Select Venture Capitalists		165
Research Paper III – Do Venture Capitalists Understand How Entrepreneurs Choose Between Competing Venture Capitalists’ Offers? The Role of Self-Serving Bias		211