

Research Handbook on Entrepreneurial Opportunities

Reopening the Debate

Edited by

Catherine Leger-Jarniou

*Associate Professor, Universite Paris-Dauphine PSL Research
University, Paris, France*

Silke Tegtmeier

*Associate Professor, University of Southern Denmark,
Sonderborg, Denmark*

EE Edward Elgar
PUBLISHING

Cheltenham, UK • Northampton, MA, USA

Contents

<i>List of contributors</i>	vii
Introduction: reopening the debate – a Delphi panel of the leading scholars in research on entrepreneurial opportunities <i>Catherine Leger-Jarniou and Silke Tegtmeier</i>	1
PART I ENTREPRENEURIAL OPPORTUNITIES – THEORIES AND APPROACHES	
1 A brief history of the idea of opportunity <i>William B. Gartner, Bruce T. Teague, Ted Baker and R. Daniel Wadhvani</i>	45
2 Starting a business venture rationally or naturally – exploiting an opportunity in space or developing a place <i>Bjorn Bjerke and Johan Gaddefors</i>	68
3 Austrian market theory and the entrepreneurial function as opportunity recognition <i>Frederic Sautet</i>	88
PART II THE OPPORTUNITY FORMATION PROCESS	
4 Beyond discovery: exploring the field of entrepreneurship without a discovery view <i>Steffen Korsgaard and Sean Patrick Sassmannshausen</i>	115
5 The opportunity development process of nascent entrepreneurs <i>Silke Tegtmeier and Catherine Leger-Jarniou</i>	144
PART III ENTREPRENEURIAL OPPORTUNITIES IN DIFFERENT CONTEXTS	
6 Understanding the knowledge-opportunities-entrepreneurship mechanism <i>Spyros J. Vliamos</i>	173

vi	<i>Research handbook on entrepreneurial opportunities</i>	
7	A shaped fate: interpreting opportunity through an actor network lens <i>Thomas P. Kenworthy and Mike Chiasson</i>	190
8	From information to opportunity: the role of boundary spanners in sensing and seizing opportunities <i>Aurore Haas</i>	212
9	Opportunity: from semantic concept to pragmatic tool <i>Michel Marchesnay</i>	241
PART IV IMPACT FACTORS ON OPPORTUNITY FORMATION		
10	Why are some individuals willing to pursue opportunities and others aren't? The role of individual values <i>Francisco Linan and Agnieszka Kurczewska</i>	263
11	The effect of entrepreneurship education on opportunity recognition self-efficacy <i>Carlos Albornoz and Jose Ernesto Amors</i>	285
	<i>Index</i>	305