

# Elgar Textbooks

Welcome to our 2017 textbook programme in Business & Management.

We are delighted to present our range of brand new textbook titles for 2017. Highlights include new books in family business and case study research, as well as new editions of some of our most successful titles, such as *Entrepreneurship in Theory and Practice* by Suna Løwe Nielsen, Kim Klyver, Majbritt Rostgaard Evald and Torben Bager, and Matt Forsgren's *Theories of the Multinational Firm*. 2017 also sees the addition of Hans Landström's volume on Entrepreneurial Finance to our popular *Elgar Advanced Introductions series*.

If you can't find what you're looking for or if you have a new textbook idea you would like to discuss with our team, Fiona Briden, Textbook Publisher would be delighted to hear from you. Please contact: [Fiona.Briden@e-elgar.com](mailto:Fiona.Briden@e-elgar.com).

Inspection copies are available for all of our textbook titles for adoption on courses of 10 or more students. To order, please contact our Cheltenham address or email with full course details to [inspections@e-elgar.co.uk](mailto:inspections@e-elgar.co.uk). T&Cs apply.

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## NEW

### Managing the Family Business

Theory and Practice

Thomas Zellweger, University of St Gallen, Switzerland

*'I strongly recommend this unique textbook about family firms as it is an excellent resource for students and practitioners alike. Research based insights on most pressing topics are discussed in an engaging manner that makes it a joy to read!'*

– Pramodita Sharma, Editor, *Family Business Review* and University of Vermont, US

*'Zellweger has an amazing capacity to delve into the complexities and paradoxes related to family businesses, and explain everything in simple, yet very comprehensive way. His capabilities to simultaneously wear the hats of teacher, practitioner and researcher are reflected right across the book. This is a milestone publication as it synthesises the existing knowledge on family business for the benefit of students and practitioners alike across the spectrum in all parts of the world.'*

– Kavil Ramachandran, Thomas Schmidheiny Centre for Family Enterprise, Indian School of Business

*'Managing the Family Business is a superb contribution; of unparalleled merit as a text for bachelors and masters level courses in family business, and of enormous benefit to practitioners in its sound and actionable insights for those grappling with the myriad challenges of managing family firms. Its scope and thoroughness will also be useful to scholars wishing to advance the field. This book has my highest recommendation.'*

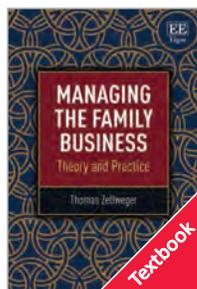
– Danny Miller, HEC Montreal, Canada

This innovative textbook covers the most important challenges facing family businesses. Practice-inspired and research-based, it emphasizes both practice and theory along with concepts, cases and reflection questions to illustrate key topics.

Combining practical insights and latest research, this text discusses the relevance of family firms across the globe, their unique strengths and weaknesses, their governance, strategic management, the succession process, drivers of long-term success just as interpersonal dynamics. Taking a holistic and international perspective, the book combines management concepts, research findings, practical examples and case studies to provide a unique source of insight and inspiration for students and practitioners in the most prominent type of business organization in the world.

This textbook's comprehensive coverage of topics and combination of didactical formats makes it ideal for students studying family firms, and a useful reference for professors, advisors, and practitioners as well.

April 2017 c 528 pp Hardback 978 1 78347 069 3 c £120.00  
April 2017 Paperback 978 1 78347 070 9 c £25.00  
eBook 978 1 78347 071 6



## NEW

### Entrepreneurship in Theory and Practice

Paradoxes in Play  
SECOND EDITION

Suna Løwe Nielsen, Kim Klyver, Majbritt Rostgaard Evald and Torben Bager, University of Southern Denmark

Aimed primarily at undergraduate students, this highly successful textbook provides the reader with a broad overview of the entrepreneurship phenomenon. It focuses on the emergence, evaluation and organizing of entrepreneurial opportunities in various organizational contexts.

This thoroughly revised second edition brings the reader up to date with the newest trends in the entrepreneurship field and includes four insightful new chapters, covering:

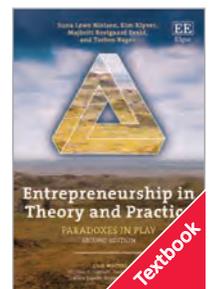
- nascent entrepreneurship
- public entrepreneurship
- design thinking
- entrepreneurship policy.

New diagrams and figures have been added throughout to clarify key concepts and to clearly illustrate work flow relationships.

With real-life international case stories by high profile entrepreneurship scholars, such as William B. Gartner, Saras Sarasvathy, Alain Fayolle, Benson Honig et al., the book highlights the paradoxes and dilemmas entrepreneurs may encounter on their entrepreneurial journey.

Including student involvement, theory, paradoxes, actions, and exercises, all undergraduate students with or without prior entrepreneurship education can enjoy the many benefits, puzzles, and insights the book has to offer.

May 2017 c 304 pp Hardback 978 1 78536 445 7 c £85.00  
May 2017 Paperback 978 1 78536 447 1 c £30.00  
eBook 978 1 78536 446 4



#### OTHER TEXTBOOKS OF INTEREST:

<b>Advanced Introduction to Corporate Venturing</b> Robert D. Hisrich	see page 6
<b>Essentials of Entrepreneurship</b> By Robert A. Baron	see page 8
<b>Mastering the Ethical Dimension of Organizations</b> By Donna Ladkin	see page 20

## ELGAR ADVANCED INTRODUCTIONS

*Elgar Advanced Introductions* are stimulating and thoughtful introductions to major fields in the social sciences and law, expertly written by the world's leading scholars. Designed to be accessible yet rigorous, they offer concise and lucid surveys of the substantive and policy issues associated with discrete subject areas.

*Elgar Advanced Introductions* are available for inspection, Please email: [inspections@e-elgar.co.uk](mailto:inspections@e-elgar.co.uk) (terms and conditions apply).

### NEW

#### Advanced Introduction to Globalisation

Jonathan Michie, University of Oxford, UK

*'This book is a tour-de-force on the dynamics of globalisation. It provides an overview of the main trends and shows how seemingly geographically remote issues are connected. Far from commonplace, it manages to provide original and provocative interpretations of how globalization has changed our lives.'*

– Daniele Archibugi, Italian National Research Council, Italy and Birkbeck College, University of London, UK

Globalisation impacts almost all aspects of life. It is often said that change is accelerating, and that the nation state is increasingly anachronistic. This book challenges that consensus, arguing that globalisation is neither an historic or technological inevitability; rather, globalisation and technological change are as old as capitalism itself.

Jonathan Michie makes the case for a new, more realistic approach to economics. He argues that the reduced power of national governments is due to the free-market form of globalisation created by the 1980s administrations of Thatcher and Reagan – leading to the 2008 global financial crisis and recession. The free market 'capitalism unleashed' form of globalisation is neither inevitable nor desirable – it is possible to develop a new global green deal for economic progress, being socially and environmentally sustainable. Michie demonstrates that capital has become unproductive with increased speculation and tax evasion and that taxing wealth and speculation is necessary to create a new era of globally sustainable development.

May 2017 c 179 pp Hardback 978 1 78471 069 9 c £65.00

May 2017 Paperback 978 1 78471 071 2 c £18.00 • eBook 978 1 78471 070 5

### NEW

#### Advanced Introduction to Entrepreneurial Finance

Hans Landström, Lund University, Sweden

*'Over the last decades, Hans Landström has made important contributions to the financial bootstrapping, business angel and venture capital literatures. In this book, he provides a rich overview of the entrepreneurial finance literature, going back to the earliest contributions and breaking down the "silos" of research on entrepreneurial finance that developed in the entrepreneurship and finance literatures. Experienced researchers and Ph.D. students will find much to learn in this book to position their own research vis-à-vis the state of the art.'*

– Tom Vanacker, Ghent University, Belgium

*'This book is outstanding and provides an excellent review of the study of Entrepreneurial Finance. It is research based and expands our understanding of the application and adaption of traditional financial techniques to the management of new and growing ventures. The book takes the perspectives of both capital providers and entrepreneurs, with significant attention being devoted to the financial decision making behaviors in entrepreneurial firms. Overall, this book is a must-read and offers a comprehensive and critical discussion of knowledge on the fundamental topic of entrepreneurial finance.'*

– Dirk De Clercq, Brock University, Canada

Hans Landström's book provides a comprehensive understanding of entrepreneurial finance from the entrepreneur's as well as the investor's perspectives. With a unique research-based focus, he synthesizes contemporary knowledge and presents diverse theoretical approaches to explain financial decision-making in entrepreneurial ventures.

June 2017 c 192 pp Hardback 978 1 78471 854 1 c £65.00

eBook 978 1 78471 855 8

### NEW

#### Unravelling the Mysteries of Case Study Research

A Guide for Business and Management Students

Marilyn L. Taylor, University of Missouri – Kansas City, US and Mikael Søndergaard, Aarhus University, Denmark

*'This book is a must-have reference for students or any aspiring case author. It is a thorough guide as the authors, Drs. Taylor and Søndergaard, take you through the process of writing cases from start to finish. The exhaustive list of references and exhibits elevate the importance of this well-written book and will make doctoral students feel at home. It does indeed unravel the mysteries of case research!'*

– Vijaya Narapareddy, University of Denver, US

*Unravelling the Mysteries of Case Study Research* provides development for a deeper understanding of cases within their contexts and from the perspective of the individuals involved. The authors discuss the stages of case study research including the role of personal motivation, objectives, research design, data collection and analysis as elements of the investigation.

Key features:

- demonstrates best practices for research with examples from expert case researchers
- provides questions to form and guide the individual's research plans
- reviews current and classic practices in case study research with North American and European perspectives
- helps to identify what a case is
- discusses motivation, purpose and unit of analysis issues
- explains the design of a project, identification of sites, data and information
- encourages analysis, curiosity, and creativity in case research

July 2017 c 160 pp Hardback 978 1 78643 721 1 c £60.00

July 2017 Paperback 978 1 78643 723 5 c £35.00

eBook 978 1 78643 722 8

### NEW EDITION

#### Theories of the Multinational Firm

A Multidimensional Creature in the Global Economy, THIRD EDITION

Mats Forsgren, Uppsala University, Sweden

Used internationally at undergraduate and postgraduate level, this highly successful textbook presents, analyzes and compares six different theories of the multinational firm that have dominated the research in international business during the last four decades.

This thoroughly updated third edition acts on end-user feedback, with major revisions including;

- Chapter one, *The Multinational firm in the World Economy* rewritten to include recent data about foreign direct investments and multinational firms.
- A discussion of entrepreneurship theories and the application of these theories of/to the multinational firm added to chapter 4.
- A new chapter developing the idea of the governing multinational.

The author discloses the basic building blocks and assumptions behind each theory covered in order to achieve a better understanding of why the multinational firm is looked upon so differently by researchers and stake-holders.

Compact and accessible, this textbook is a required resource for students of international business, international management and international economy courses.

June 2017 c 224 pp Hardback 978 1 78536 713 7 c £75.00

June 2017 Paperback 978 1 78536 715 1 c £25.00

eBook 978 1 78536 714 4

#### Theories of the Multinational Firm

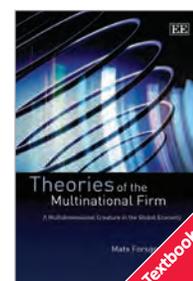
Second Edition

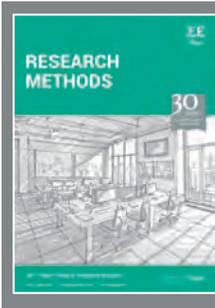
Mats Forsgren

2013 224 pp Hardback 978 1 78100 645 0 £75.00

2013 Paperback 978 1 78195 817 9 £25.00

eBook 978 1 78100 646 7





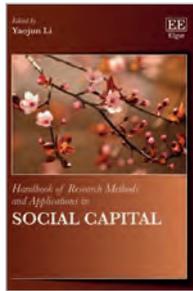
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 Or download a copy from [www.e-elgar.com](http://www.e-elgar.com)

**NEW IN PAPERBACK**

**Handbook of Research Methods and Applications in Social Capital**

Edited by **Yaojun Li**, University of Manchester, UK

Social capital is fundamentally concerned with resources in social relations. This *Handbook* brings together leading scholars from around the world to address important questions on the determinants, manifestations and consequences of social capital. Combining cutting-edge theory and appropriate data and methods, it presents a challenge to both social capital researchers interested in explaining social inequality and to policy-makers with responsibility for designing effective measures for enhancing social cohesion.



**2015 424 pp Hardback 978 0 85793 584 7 £160.00**  
**Feb 2017 Paperback 978 1 78643 842 3 £40.00 • Elgaronline 978 0 85793 585 4**  
 Handbooks of Research Methods and Applications series

**NEW**

**Research Methods in Service Innovation**

Edited by **Flemming Sørensen** and **Francesco Lapenta**, Roskilde University, Denmark

*'Service innovation studies has made significant advances over recent years. This book constitutes a decisive further step in strengthening and legitimizing these advances. It contributes to fill an important gap regarding research methodologies for service innovation. It presents a dozen innovative methods, discussing their socio-economic and political basis and applying them to concrete cases. For this contribution, the book constitutes a valuable tool for service scholars and service practitioners alike.'*



– Faiz Gallouj, University of Lille, France

**Feb 2017 c 256 pp Hardback 978 1 78536 485 3 £90.00**  
 Elgaronline 978 1 78536 486 0  
 Services, Economy and Innovation series

**NEW**

**Handbook of Research Methodologies and Design in Neuro-entrepreneurship**

Edited by **Mellani Day**, **Mary C. Boardman**, Colorado Christian University and **Norris F. Krueger**, UOPX, US

This *Handbook* provides an overview of neuroscience-driven research methodologies and how those methodologies might be applied to theory-based research in the nascent field of neuro-entrepreneurship. It presents the current thinking and examples of pioneering work, serves as a reference for those wishing to incorporate these methods into their own research, and provides several helpful discussions on the nature of an answerable question using neuroscience techniques. It includes concrete examples of new ways to conduct research that can shed light onto such areas as decision-making and opportunity recognition, allowing us to ask different, perhaps better, questions than ever before.

**Sept 2017 c 288 pp Hardback 978 1 78536 503 4 c £110.00**  
 Elgaronline 978 1 78536 504 1  
 Research Handbooks in Business and Management series

**KEY TITLES**

**Handbook of Qualitative Research Methods on Human Resource Management**

Innovative Techniques

Edited by **Keith Townsend** and **Rebecca Loudoun**, Griffith University, Australia and **David Lewin**, University of California, Los Angeles, Anderson School of Management, US

*'This Handbook provides a much needed fresh perspective on qualitative research methods. The editors and contributors to the book present convincing evidence that qualitative research can be both innovative and timeless when it is well designed and executed. The Handbook reminds us that recent technological developments, from mobile phones to transcription software, facilitate a much wider range of data collection than previously existed. A combination of qualitative and quantitative research methods can be a powerful source of progress in the social sciences. This Handbook is an essential reference for anyone undertaking qualitative research in HRM and will be an inspiration for current and future researchers.'*

– Russell Lansbury, University of Sydney, Australia



**2016 288 pp Hardback 978 1 78471 117 7 £110.00**  
 Elgaronline 978 1 78471 118 4  
 Handbooks of Research Methods in Management series

**Handbook of Research Methods on Human Resource Development**

Edited by **Mark N.K. Saunders**, University of Birmingham and **Paul Tosey**, University of Surrey, UK

*'An impressive range of HRD scholars have contributed to this excellent Handbook which offers a timely addition to both the HRD and the research methods literatures. HRD researchers who consult this book will find a thoughtful pathway through the debates and dialogues that feature in our dynamic and evolving field. The book provides practical guidance about research making use of emerging as well as established forms of data and approaches to analysis that can advance knowledge in the HRD domain. I commend it to novice as well as to experienced researchers. I will certainly be referring to it myself as I seek to develop my expertise as an HRD scholar and researcher.'*

– Valerie Anderson, University Forum for HRD



**2015 424 pp Hardback 978 1 78100 923 9 £140.00**  
**2016 Paperback 978 1 78536 794 6 £40.00**  
 Elgaronline 978 978 1 78100 924 6  
 Handbooks of Research Methods in Management series

**NEW**

**Handbook of Research Methods for Tourism and Hospitality Management**

Edited by **Robin Nunkoo**, University of Mauritius

As research in tourism and hospitality reaches maturity, a growing number of methodological approaches are being utilized and, in addition, this knowledge is dispersed across a wide range of journals. Consequently there is a broad and multidisciplinary community of tourism and hospitality researchers whom, at present, need to look widely for support on methods. In this volume, researchers fulfil a pressing need by clearly presenting methodological issues within tourism and hospitality research alongside particular methods and share their experiences of what works, what does not work and where challenges and innovations lie.

**Nov 2017 c 320 pp Hardback 978 1 78536 627 7 c £120.00**  
 Elgaronline 978 1 78536 628 4  
 Handbooks of Research Methods in Management series

**ALSO OF INTEREST:**

**Handbook of Research Methods in Corporate Social Responsibility**

Edited by **David Crowther** and **Linne Lauesen**

see page 26

## NEW

**New Methods of Market Research and Analysis**

G. Scott Erickson, Ithaca College, School of Business, US

*New Methods of Market Research and Analysis* prepares readers for the new reality posed by big data and marketing analytics. While connecting to traditional research approaches such as surveys and focus groups, this book shows how new technologies and new analytical capabilities are rapidly changing how marketers obtain and process their information. In particular, the prevalence of big data systems always monitoring key performance indicators, trends toward more research using observation or observation and communication together, new technologies such as mobile, apps, geo-locators, and others, as well as the deep analytics allowed by cheap data processing and storage are all covered and placed in context. This book can be used as a supplement to a traditional marketing research text or on its own.

Aug 2017 c 184 pp Hardback 978 1 78643 268 1 c £65.00  
Elgaronline 978 1 78643 269 8

## NEW

**How to Keep your Research Project on Track**

Insights from When Things Go Wrong

Edited by Keith Townsend, Griffith University, Australia and Mark N.K. Saunders, University of Birmingham, UK

Research can be a lonely path and there are myriad challenges and problems to face with any research project. In this research methods book, novice and experienced researchers tell stories of when things went wrong in their research projects. Drawing on real life experiences, researchers from post-graduate research students to experienced Professors will benefit from these insider insights, advice and lessons about the practical difficulties and how they may be addressed. The result is an engaging read and a helpful and reassuring guide to the research process.

Nov 2017 c 256 pp Hardback 978 1 78643 575 0 c £90.00  
Elgaronline 978 1 78643 576 7

**Handbook of Research Methods on Intuition**

Edited by Marta Sinclair, Griffith University, Australia

How does one go about studying intuition – a complex, cross-disciplinary field, which is still developing? How can intuition be captured in situ? How can a researcher harness their own intuition? This book uses method-related themes to help answer these questions and explore innovative developments in intuition research. The authors explore effects of cognitive systems and capabilities, the role of emotions and stress and highlight challenges of quantitative approaches. They investigate qualitative techniques for mapping intuition, illustrate the use of grounded theory and, finally, review the role of researchers' own expertise and intuition.

2014 320 pp Hardback 978 1 78254 598 9 £120.00  
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Elgaronline 978 1 78254 599 6

Handbooks of Research Methods in Management series

**Handbook of Research Methods and Applications in Entrepreneurship and Small Business**

Edited by Alan Carsrud, Åbo Akademi University and Malin Brännback, Åbo Akademi University, Finland and Stockholm University School of Business, Sweden

This thought provoking book builds on existing research traditions that make small business, entrepreneurship and family business a resource rich arena for study. It steps back to ask fundamental questions that every researcher should consider prior to engaging in data collection. It focuses on topics that have traditionally frustrated researchers including experimental methods in small business research, scale development, control variables and language issues in cross cultural research.

2014 296 pp Hardback 978 0 85793 504 5 £110.00  
2015 Paperback 978 1 78347 281 9 £25.00  
Elgaronline 978 0 85793 505 2

Handbooks of Research Methods and Applications series

## NEW KEY TITLE

**Handbook of Methods in Leadership Research**

Edited by Birgit Schyns, Neoma Business School, France and Durham University Business School, UK, Rosalie Hall, Durham University Business School, UK and Pedro Neves, Nova School of Business and Economics, Portugal

This volume provides an overview of a variety of quantitative and qualitative methods for leadership research, authored by scholars in the areas of leadership and research methodology. Integrating insights from other research areas, it provides novel approaches and multiple techniques for leadership research in a straightforward fashion. Because the volume is designed to help leadership researchers get their first insights into specific methods and their potential application to leadership research, it is appropriate for multiple audiences. These include academics and practitioners wanting to try a new method, as well as advanced undergraduate and graduate students wanting an overview of a variety of techniques. It will also be helpful to readers and reviewers as they endeavour to better understand and assess the quality of existing leadership research.

Aug 2017 c 320 pp Hardback 978 1 78536 727 4 c £120.00  
Elgaronline 978 1 78536 728 1

Handbooks of Research Methods in Management series

**Handbook of Research Methods on Trust**

Second Edition

Edited by Fergus Lyon, Middlesex University Business School, UK, Guido Möllering, Witten/Herdecke University, Germany and Mark N.K. Saunders, University of Birmingham, UK

*'As any field of academic study matures, researchers refine methods for investigating the phenomenon of interest. For research on trust, this Handbook Second Edition reflects where the trust literature has been, where it is now, and where it is going with respect to research methods. If you are a mature trust scholar, or someone starting research on trust, the Handbook is an indispensable resource for evaluating the full range of methods that may be appropriate for your study.'*

– Steven C. Currall, University of California, Davis, US

2015 368 pp Hardback 978 1 78254 740 2 £135.00  
2016 Paperback 978 1 78254 742 6 £35.00

Elgaronline 978 1 78254 741 9

Handbooks of Research Methods in Management series

**Handbook of Measures for International Entrepreneurship Research**

Multi-Item Scales Crossing Disciplines and Contexts

Edited by Nicole Coviello, Wilfrid Laurier University, Canada and Helena Yli-Renko, University of Southern California, US

*'Developing valid and reliable measures is a minefield for most doctoral students and even experienced and accomplished scholars. The top-tier publication graveyard is littered with the ghosts of manuscripts and their authors tripped by poor construct measures. Coviello and Yli-Renko provide a "toolkit" of conceptually and empirically validated measures, their sources and from across a spectrum of disciplines and contexts to help you clear the minefield.'*

– Kwaku Atuahene-Gima, Nobel International Business School, Ghana

2016 656 pp Hardback 978 1 78471 139 9 £180.00  
Elgaronline 978 1 78471 140 5

Research Handbooks in Business and Management series



NEW

**Research Handbook on Entrepreneurial Teams**

Theory and Practice

Edited by **Cyrine Ben-Hafaïedh**, IÉSEG School of Management (LEM-CNRS), France and **Thomas M. Cooney**, Dublin Institute of Technology, Ireland

*'The book is a much needed foundation into current scholarship on the practice and logic of team formation and function in entrepreneurial situations. The book offers both in-depth and comprehensive views of theory on entrepreneurial teams, as well as examples of current research. I am particularly impressed with the insights offered through a disciplined focus on the contextual aspects of entrepreneurial teams.'*

– William B. Gartner, Copenhagen Business School, Denmark and California Lutheran University, US



2017 304 pp Hardback 978 1 78471 319 5 £120.00

Elgaronline 978 1 78471 326 3

Research Handbooks in Business and Management series

NEW

**Research Handbook on Entrepreneurial Opportunities**

Reopening the Debate

Edited by **Catherine Léger-Jarniou**, Université Paris-Dauphine PSL Research University, Paris, France and **Silke Tegtmeier**, University of Southern Denmark, Sønderborg, Denmark

*'It was with great anticipation that I learned Catherine Léger-Jarniou and Silke Tegtmeier were combining their considerable talents to produce a Research Handbook on Opportunity Formation. This is an incredibly important and timely topic in the field of entrepreneurship and they did not disappoint. They have assembled a formidable list of notable thought leaders in the field and skillfully combined and edited chapters each shedding key insights into the often elusive understanding of the nexus of opportunity recognition and new venture creation. Even a quick glance at the table of contents reveals this is a must-read for researchers, policy makers, and anyone engaged in the quest to advance theory and practice in entrepreneurship in general and opportunity formation in particular. The breadth and depth of coverage make this volume a must-add to any entrepreneurship research library.'*

– Charles H. Matthews, University of Cincinnati, US



2017 328 pp Hardback 978 1 78347 543 8 £130.00

Elgaronline 978 1 78347 544 5

Research Handbooks in Business and Management series

KEY TITLE

**Teaching Entrepreneurship**

A Practice-Based Approach

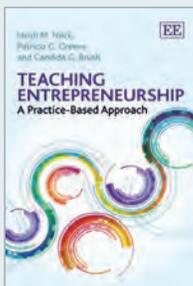
Heidi M. Neck, Patricia G. Greene and Candida G. Brush, Babson College, US

*Teaching Entrepreneurship* advocates teaching entrepreneurship using a portfolio of practices, including play, empathy, creation, experimentation, and reflection. Together these practices help students develop the competency to think and act entrepreneurially in order to create, find, and exploit opportunities of all kinds in a continuously changing and uncertain world. Offering a set of 42 exercises with detailed teaching notes, this book is written for those educators who want their students to develop a bias for action and who are willing to explore new approaches in their own classrooms.

2014 352 pp Hardback 978 1 78254 055 7 £90.00

2014 Paperback 978 1 78254 069 4 £29.95

Elgaronline 978 1 78254 056 4



KEY TITLES

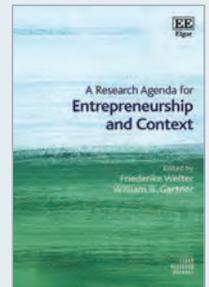
NEW IN PAPERBACK

**A Research Agenda for Entrepreneurship and Context**

Edited by **Friederike Welter**, IfM Bonn and University of Siegen, Germany and **William B. Gartner**, Copenhagen Business School, Denmark and California Lutheran University, US

*'Entrepreneurship is a context-based phenomenon and this certainly adds to the complexity of the field. Entrepreneurial action is the outcome of many contextual influences and entrepreneurs are influencing their environments. The relationship between entrepreneurship and context can be seen and studied in different ways and dimensions: spatial, industry, market, temporal, social and institutional. Obviously, there are big issues and challenges for entrepreneurship scholars in designing and doing relevant and interesting research aiming at a better understanding of the importance and the role of context in its different dimensions. In this new book, A Research Agenda for Entrepreneurship and Context, Friederike Welter and Bill Gartner have gathered an impressive list of influential scholars examining entrepreneurship as a contextual event in, among others, its historical, temporal and geographical dimensions. This masterpiece is a key milestone in this stream of research.'*

– Alain Fayolle, Academy of Management Entrepreneurship Division and EMLYON Business School, France



2016 192 pp Hardback 978 1 78471 683 7 £75.00

April 2017 Paperback 978 1 78471 685 1 c £25.00

Elgaronline 978 1 78471 684 4

Elgar Research Agendas

NEW

**Research Handbook on Entrepreneurship and Leadership**

Edited by **Richard T. Harrison**, University of Edinburgh Business School and **Claire M. Leitch**, Lancaster University Management School, UK

This *Research Handbook* argues that the study of entrepreneurs as leaders is a gap in both the leadership and the entrepreneurship literatures. With conceptual and empirical chapters from a wide range of cultures and entrepreneurship and leadership ecosystems, the *Research Handbook* for the first time produces a systematic overview of the entrepreneurial leadership field, providing a state of the art perspective and highlighting unanswered questions and opportunities for further research. It consolidates existing theory development, stimulates new conceptual thinking and includes path-breaking empirical explorations.

Sept 2017 c 480 pp Hardback 978 1 78347 375 5 c £140.00

Elgaronline 978 1 78347 376 2

Research Handbooks in Business and Management series

**Advanced Introduction to Corporate Venturing**

Robert D. Hisrich, Kent State University, US

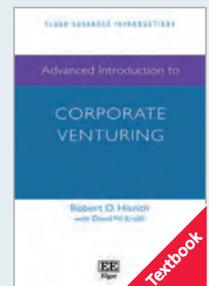
In this unique and original *Advanced Introduction*, Robert Hisrich pinpoints the essential principles of forging a new venture in an existing corporate context. In this environment, starting and operating a new business includes considerable risk and requires effort to overcome inertia to create something new of value to both the organization as well as the market and individuals. The book outlines the factors involved in this process and details the unique aspects of corporate entrepreneurship and corporate venturing.

2016 168 pp Hardback 978 1 78254 648 1 £65.00

2016 Paperback 978 1 78254 650 4 £19.95

Elgaronline 978 1 78254 649 8

Elgar Advanced Introductions series – see page 3 for series details



This paperback title is available on inspection, see page 2 for details.

NEW

## Entrepreneurial Identity

The Process of Becoming an Entrepreneur

Edited by **Thomas N. Duening** and **Matthew L. Metzger**, University of Colorado at Colorado Springs, US

*'Entrepreneurial identities permeate virtually every facet of the venturing process, but the study of these identities has received surprisingly little attention among scholars. Thomas Duening and Matthew Metzger address this problem with this insightful and timely edited volume. They have compiled an impressive array of research that covers both macro- and micro-level explorations of entrepreneurial identities. Most importantly, these chapters provide numerous examples of tangible advice to interested educators about how to foster the entrepreneurial spirit and build the entrepreneurial identity within their own students. This book is a must-read for anyone interested in entrepreneurial identities.'*

— Charles Murnieks, Oregon State University, US

May 2017 c 176 pp Hardback 978 1 78536 370 2 c £80.00  
Elgaronline 978 1 78536 371 9

NEW

## Handbook of Research on Corporate Governance and Entrepreneurship

Edited by **Jonas Gabrielsson**, Halmstad University, Sweden

This *Handbook* provides a unique collection of research addressing issues of corporate governance in entrepreneurial contexts, including start-ups, owner-managed firms, fast-growing firms, and IPOs, as well as how corporate governance and board leadership is associated with entrepreneurship and innovation in both small and large established companies. The chapters span a wide range of topics, methodologies, and levels of analysis, all designed to contribute to a comprehensive understanding of when and how corporate governance matters in different entrepreneurial contexts.

April 2017 c 496 pp Hardback 978 1 78254 555 2 c £150.00  
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NEW

## Universities and the Entrepreneurial Ecosystem

Edited by **David B. Audretsch**, Indiana University, Bloomington and **Albert N. Link**, University of North Carolina at Greensboro, US

Entrepreneurial ecosystems have emerged as one of the most dynamic forces shaping the economic performance of individuals, companies and regions. This book brings together some of the leading scholarship and research identifying and analyzing the role of universities in entrepreneurial ecosystems. Particular emphasis is given on the role of innovation, startups, SMEs and technology transfer both in shaping the entrepreneurial ecosystem but also in its impact on firm performance and regional economic performance.

June 2017 c 224 pp Hardback 978 1 78643 278 0 c £85.00  
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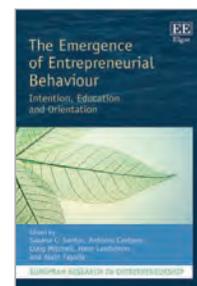
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Intention, Education and Orientation

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In recent years entrepreneurship has become one of the most popular fields of research in management studies. As the subject has broadened, increasing attention has been paid to the behavioural aspects of different practices to identify and pursue entrepreneurial opportunities. This timely book analyses three key strands of contemporary research into entrepreneurial behaviour: intention, education and orientation. It offers novel insights that can be applied to foster entrepreneurial activities in different settings.

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European Research in Entrepreneurship series

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Entrepreneurial cognition research is at a crossroads, where static views give way to dynamic approaches. This *Handbook* draws on a variety of perspectives from experts in the field of entrepreneurial cognition to highlight the key elements in a socially-situated view, where cognition is action-oriented embodied, socially-situated, and distributed. Readers seeking to better understand and/or participate in some of the most up-to-date approaches to entrepreneurial cognition research will find this *Handbook* to be an invaluable and time-saving companion in their research.

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## Research Handbook of Entrepreneurial Exit

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*'In this Handbook, two of the leading researchers in the field of entrepreneurial exit bring together a group of scholars who address the topic from a wide variety of vantage points. Taken together, this volume provides for a rich, multifaceted and comprehensive understanding of this important and hitherto understudied aspect of the entrepreneurial journey. It left me energized, inspired and full of ideas for researching the topic!'*

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KEY TITLE

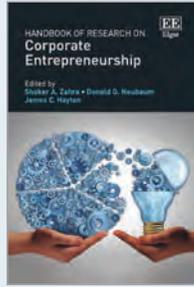
### Handbook of Research on Corporate Entrepreneurship

Edited by **Shaker A. Zahra**, University of Minnesota, **Donald O. Neubaum**, Florida Atlantic University and **James C. Hayton**, Rutgers, The State University of New Jersey, New Brunswick, US

*'With this Handbook, corporate entrepreneurship has truly come of age as a significant field in entrepreneurship and management. Zahra, Neubaum and Hayton have gathered together in this volume an excellent set of contributions covering the landscape of the theoretical and empirical dimensions of corporate entrepreneurship. Scholars will find particularly stimulating the many directions for further research elaborated throughout the volume that will ensure the longevity of corporate entrepreneurship as a research program.'*

– Mike Wright, Imperial College London, UK

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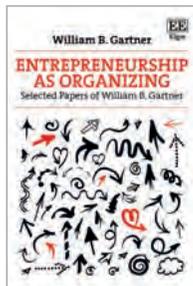
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**William B. Gartner**, Copenhagen Business School, Denmark and California Lutheran University, US

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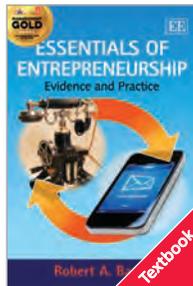
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**Robert A. Baron**, Oklahoma State University, US

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This title is available on inspection, see p.2 for details



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Edited by **Ulla Hytti**, University of Turku, Finland, **Robert Blackburn**, Kingston University, UK, **Denise Fletcher**, University of Luxembourg and **Friederike Welter**, Institut für Mittelstandsforschung (IfM) Bonn and University of Siegen, Germany

*'Entrepreneurship, Universities & Resources provides insights into emerging research in entrepreneurship. It rewards the reader with interesting empirical, methodological and theoretical insights across a range of topics important to researchers and teachers of entrepreneurship.'*

– Colm O'Gorman, Dublin City University, Ireland

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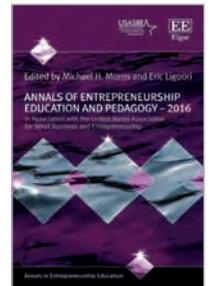


### Annals of Entrepreneurship Education and Pedagogy – 2016

Edited by **Michael H. Morris**, University of Florida and **Eric Liguori**, University of Tampa, US

The second edition of *Annals of Entrepreneurship Education and Pedagogy* provides entirely new insights into a number of the leading issues surrounding the teaching of entrepreneurship and the building of entrepreneurship programs. Prepared under the auspices of the United States Association for Small Business and Entrepreneurship (USASBE), this book features fifteen scholarly perspectives on a range of entrepreneurship education issues.

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### Political Entrepreneurship

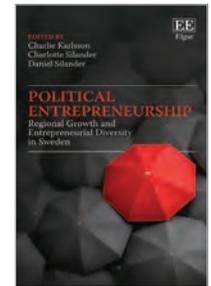
Regional Growth and Entrepreneurial Diversity in Sweden

Edited by **Charlie Karlsson**, Jönköping International Business School and Blekinge Institute of Technology, **Charlotte Silander** and **Daniel Silander**, Linnaeus University, Sweden

*'Policymakers, researchers and society at large struggle with ways in which policy can support entrepreneurship and business. There is a clear need for new and innovative policy tools. This collection of high-quality contributions puts political entrepreneurship at center stage, and illuminates the role the political entrepreneur could play in creating new and improved ways to develop and implement public support for entrepreneurship. The arguments are sound, and are presented and organized in a coherent way. The book is a pleasure to read and provides important insights.'*

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### Entrepreneurial Process and Social Networks

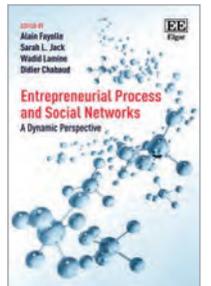
A Dynamic Perspective

Edited by **Alain Fayolle**, EMLYON Business School, France, **Sarah L. Jack**, Lancaster University, UK, **Wadid Lamine**, Toulouse Business School and **Didier Chabaud**, the University of Avignon, France

*'This rich collection of articles reminds us that network research in entrepreneurship must push boundaries. Fayolle, Jack, Lamine and Chabaud have selected studies emphasizing network processes of creation and change. They nudge us beyond social networks to consider business networks; to study relationship coordination rather than just cooperation. They help us to "try on" new theoretical lenses and they provide insight into novel research contexts such as the Middle East and Africa. This book moves us towards topics that warrant more attention.'*

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ALSO OF INTEREST:

**Handbook of Research on Franchising**

Edited by Frank Hoy, Rozenn Perrigot and Andrew L Terry

see page 22

## KEY TITLES

## NEW IN PAPERBACK

## Research Handbook on Entrepreneurial Finance

Edited by **Javed G. Hussain**, Birmingham City University and **Jonathan M. Scott**, Teesside University, UK

*'This book of readings provides a fresh perspective on a problem that has challenged researchers and policymakers for nearly a century. It is well-established that SMEs face problems in raising finance that differ from those faced by large firms. What this book does is to investigate how the nature and scale of these problems vary between diverse countries, and against the backdrop of the Global Economic Crisis. I commend both the individual articles and the Editors' research and policy recommendations.'*

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*'Across a range of country contexts, this Handbook highlights a number of important issues associated with the provision of funding to establish and grow new ventures, as well as enabling businesses to survive difficult economic times, such as the period following the GFC. This scholarly collection of both quantitative and qualitative studies covers a variety of topics, including access to microfinancing in Kazakhstan and the role of VC investors in promoting the internationalization of Canadian businesses.'*

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Edited by **Mike Wright**, Imperial College London, UK and **Israel Drori**, The Free University, the Netherlands

Accelerators are a rapidly growing new form of organization that aim to stimulate entrepreneurship through intensive, limited-period educational programs, including mentoring and networking for the cohort of start-up participants selected for each program, to improve their ability to attract investment at the end of the program. Drawing on novel evidence from across the world, this is the first book to provide rigorous analysis of the nature and effectiveness of accelerators that will be invaluable for researchers, policymakers and entrepreneurs.

Nov 2017 c 336 pp Hardback 978 1 78643 408 1 c £100.00

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## Handbook of Research on Business Angels

Edited by **Hans Landström**, Lund University, Sweden and **Colin Mason**, University of Glasgow, UK

*'It is not possible for government to have a coherent and integrated innovation/enterprise policy without supporting new venture finance and, critically, business angels. Landström and Mason's timely compendium of our evolving research knowledge takes us significantly closer to knowing "the unknown and unknowable". Its inclusive world perspective embracing developed and emerging economies is particularly welcome. Similarly, analyses of women investors, tax incentives, BA Networks, and the potential importance of "equity crowdfunding" are each central to our understanding. This Handbook is of material value to scholars and policy practitioners alike.'*

– Gordon Murray, University of Exeter, UK

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## Concise Guide to Entrepreneurship, Technology and Innovation

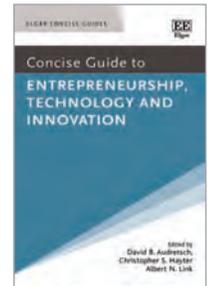
Edited by **David B. Audretsch**, Indiana University, Bloomington, **Christopher S. Hayter**, Arizona State University and **Albert N. Link**, University of North Carolina at Greensboro, US

This landmark book will be the first port of call for any student or scholar seeking a brief introduction to each of the fundamental topics in entrepreneurship, technology, and innovation. Written by the top international scholars in their field, this book has an encyclopedic range; from academic entrepreneurship to valuing an entrepreneurial enterprise. Each chapter provides an informed overview of the topic and references in each chapter guide the reader to the more advanced literature. Students of entrepreneurship, technology, and innovation as well as those who wish to have an introduction to the scope of this field of study will benefit from this exemplary collection.

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## Corporate Venturing

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**Jessica van den Bosch** and **Geert Duysters**, Tilburg Center of Entrepreneurship (TCE), Tilburg University, the Netherlands

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– Danny Mekic, *Entrepreneur*

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While the US has traditionally been successful in commercialising new technologies, Europe is confronted with an increasing dependency for fast developing technologies like biotechnology or ICT, despite having some of the best universities in the world. This book will explore the key attributes of commercialising academic knowledge, focusing on spin-offs. Bringing together the visions and best practices used by leading academics and professionals across Europe, the editors provide new and practical insights on the topic in an attempt to resolve the European paradox.

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### How Technology and Entrepreneurship are Shaping the Development of Industries and Companies

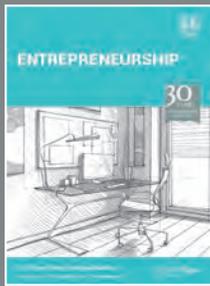
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Edited by **Phillip H. Phan**, Johns Hopkins  
University, US

*'Professor Phan has assembled an impressive interdisciplinary set of scholars who present important evidence on academic entrepreneurship, with a strong emphasis on the life sciences. This is a lucid and insightful volume. It represents an important milestone in the study of the translation of discoveries to the marketplace, providing important theoretical and empirical perspectives on what's been learned, what the evidence means to academics, policymakers, and practitioners, and future directions for research. A must-read and a critical reference tool for anyone interested in academic entrepreneurship.'*

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Riga, Latvia

*'This book adds much to our knowledge about the links between entrepreneurship, innovation and regional development. The editors have assembled a knowledgeable group of contributors who discuss the book's topic from many complementary angles. I am convinced that the book will appeal to entrepreneurship scholars and practitioners alike who are eager to know more about regional development and the role of entrepreneurship and innovation therein.'*

– Friederike Welter, Institut für Mittelstandsforschung  
(IfM) Bonn and University of Siegen, Germany

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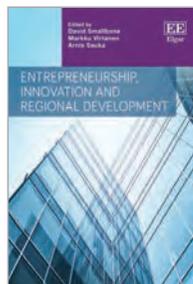
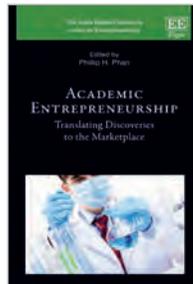
## Fast Growing Firms in a Slow Growth Economy

Institutional Conditions for Innovation

Edited by **Francesca Visintin** and **Daniel Pittino**,  
University of Udine, Italy

Europe needs more innovative companies that grow quickly and end up big. This book examines SME growth, innovation and success, to suggest that fast growing firms could offer a major contribution to the recovery of a European economy. The contributors examine 11 case studies from Italian firms, breaking the book up into three parts: context, actors and strategy. The topics discussed include entrepreneurship and technological clusters, innovative start-ups and growth factors, and family firms as the incubators of new ventures.

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## NEW

### Exploring the Entrepreneurial Society

Institutions, Behaviors and Outcomes

Edited by **Jean Bonnet**, University of Caen Normandy, France,  
**Marcus Dejardin**, University of Namur and Université catholique de  
Louvain, Belgium and **Domingo García-Pérez-de-Lema**, Universidad  
Politécnica de Cartagena, Spain

*'This important new volume brings together the leading experts in the world to flush out not just why entrepreneurship matters so much, but also what needs to be done to create a viable and sustainable entrepreneurial society. All scholars and thought leaders in business and policy aspiring to generate an entrepreneurially driven economy and society need to pay careful attention to this insightful book.'*

– David B. Audretsch, Indiana University, Bloomington, US

Entrepreneurship is the engine of economic development, which in turn impacts upon the challenges facing future entrepreneurs. Understanding the development of a vivid entrepreneurial society requires attention to several interacting factors and expected transversal policies provided by ministries and administrations as a whole. This timely book explores institutional, behavioural and policy issues of primary importance to seizing the entrepreneurial society.

July 2017 c 224 pp Hardback 978 1 78347 265 9 c £85.00  
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## NEW

### Contextualizing Entrepreneurship in Emerging Economies and Developing Countries

Edited by **Marcela Ramírez Pasillas**,  
**Ethel Brundin** and **Magdalena Markowska**,  
Jönköping International Business School,  
Sweden

Entrepreneurship in emerging countries presents us with a unique set of working attitudes, modes of thinking, social practices and processes. This book explores these characteristics, focusing on the conceptualization of entrepreneurship 'in-between'. It highlights top-down and bottom-up initiatives as well as driving forces for entrepreneurial activities in emerging economies and developing countries, presenting the diversity, nuances and multiplicity of facets of relevant but unexplored contexts that we need in order to expand our dominant and traditional understandings of entrepreneurship

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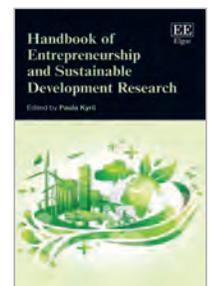
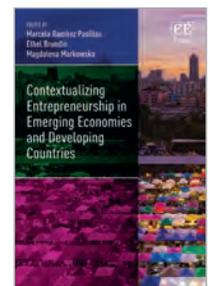
## NEW IN PAPERBACK

### Handbook of Entrepreneurship and Sustainable Development Research

Edited by **Paula Kyrö**, Aalto University, Finland

Allying and expanding the diverse fields of entrepreneurship and sustainable development research is a modern day imperative. This *Handbook* paints an illuminating picture of the historic and current understanding of the bond between entrepreneurship and sustainable development. The authors explore the basic contradictions between the two fields and outline the transformative role entrepreneurship can play in achieving sustainable development. More than 50 expert researchers and their research communities from 16 countries across Europe, Africa, Australia, North America, and the Middle East provide original and informative contributions on a variety of issues, from women's empowerment to climate change and organic farmers to ecotourism.

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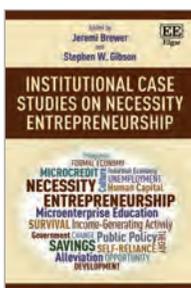
## Institutional Case Studies on Necessity Entrepreneurship

Edited by **Jeremi Brewer**, Brigham Young University and **Stephen W. Gibson**, The Academy for Creating Enterprise, US

An estimated one billion individuals in both developed and developing nations can be defined as necessity entrepreneurs; individuals who have no other viable option for licit income than to start a small, income generating activity. However, the emphasis on providing business and leadership training to necessity entrepreneurs is only just gaining traction. This book provides the first-known global analysis dedicated exclusively to organizations from both the public and private sectors that are specifically involved with microenterprise education for necessity entrepreneurs. The authors provide a pragmatic synopsis and evaluate the efficacy of the programs that have been, currently are, or will soon be teaching and/or training necessity entrepreneurs around the globe.

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### KEY TITLE

## The Social Enterprise Zoo

A Guide for Perplexed Scholars, Entrepreneurs, Philanthropists, Leaders, Investors, and Policymakers

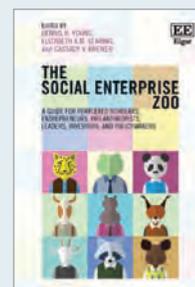
Edited by **Dennis R. Young**, Cleveland State University and Georgia State University, **Elizabeth A.M. Searing**, University at Albany, State University of New York and **Cassady V. Brewer**, Georgia State University, US

*'This book by Professor Young and colleagues is a challenging one. It invites scholars, graduate students and practitioners to adopt/assume an imaginary and metaphoric way of thinking. The "zoo" metaphor is a very powerful theoretical tool that allows the reader to deal with the fundamental key-issues of nonprofit organizations and social enterprise management (governance, fund raising, life cycle, economic and organizational stability, social impact, resiliency, social innovation). The book is a masterpiece that lets us see the "same" in "another" way, from a different point of view, and that is – at the very end – the real task/goal of the scientific enterprise.'*

– Andrea Bassi, University of Bologna, Italy

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### NEW

## Financing Nonprofits and Other Social Enterprises

A Benefits Approach

**Dennis R. Young**, Cleveland State University and Georgia State University, US

Benefits theory connects an organization's mission, the public and private benefits it produces, and the societal groups that it benefits, to an appropriate income mix. This book applies benefits theory to the financing of nonprofit and other social purpose organizations to guide managers and leaders towards finding the best mix of income sources for their organizations, to help educate future managers about resource development and to stimulate additional research on the financing of nonprofits and other forms of social enterprise.

Individual chapters are devoted to organizations primarily reliant on earned income, gifts, government support and investment income, respectively, as well as to organizations that are well diversified in their sources of operating support. Each type of income, as well as mixed income portfolios are analyzed in depth. Detailed case studies of contemporary social purpose organizations are discussed throughout the book, and templates are provided to help leaders apply benefits theory to analyze the income opportunities and portfolios of their own organizations.

May 2017 c 288 pp Hardback 978 1 78347 827 9 c £85.00

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## Social Entrepreneurship in the Water Sector

Getting Things Done Sustainably

**Rafael Ziegler**, Universität Greifswald, **Lena Partzsch**, University of Freiburg, **Jana Gebauer**, IÖW, Marianne Henkel, **Justus Lodemann**, Universität Greifswald and **Franziska Mohaupt**, IÖW, Germany

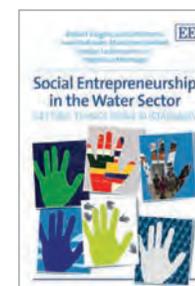
*'So often environmental protection is neglected in the social entrepreneurship literature, even though the environmental movement has a lot to offer in terms of empirical and theoretical developments. This book makes a hugely important contribution to filling that gap, lending weight to social innovation theory and providing a good case-study resource. The book bridges the gap between social and environmental outcomes.'*

– Tim Curtis, The University of Northampton, UK

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