

## List of References

- Alsos, G. A., & Kolvereid, L. (1998). The business gestation process of novice, serial and parallel business founders. *Entrepreneurship Theory and Practice*, 22(4): 101-114.
- Anderson, R. C., Reeb, D. M. (2003). Founding family ownership and firm performance: evidence from the S&P 500. *Journal of Finance*, 58(3): 1301-1328.
- Ardichvili, Alexander, and Richard N. Cardozo. 2000. A Model of the Entrepreneurial Opportunity Recognition Process. *Journal of Enterprising Culture*, 8(2): 103.
- Ardichvili, A., Cardozo, R., & Ray, S. (2003). A theory of entrepreneurial opportunity identification and development. *Journal of Business Venturing*, 18(1): 105-123.
- Baron, R.A., (2004), Opportunity Recognition: A cognitive perspective, *Academy of Management*, pp.2-3
- Birley, S., & Westhead, P. (1993). A comparison of new business established by “novice” and “habitual” founders in Great Britain. *International Small Business Journal*, 12(1): 38-60.
- Bygrave, W., & Hofer, C (1991). Theorizing about entrepreneurship. *Entrepreneurship Theory and Practice*, 16: 13-22.
- Carter, S., Ram, M. (2003). Reassessing portfolio entrepreneurship: Towards a multidisciplinary approach. *Small Business Economics*, 21: 371-380.
- Carter, S., Tagg Stephen and Dimitratos, P. (2004). Beyond portfolio entrepreneurship: multiple income sources in small firms. *Entrepreneurship and Regional Development*, 16: 481- 499.
- Christensen, Clayton M. (1997). The Innovators Dilema: When Technologies Cause Great Firms to Fail. *Boston, MA: Harvard Business School Press*
- Cooper, A. (1981). Strategic management: New ventures and small business. *Long Range Planning* 14(5): 39-45.

Cooper AC, Dunkelberg WC. (1986). Entrepreneurship and paths to business ownership. *Strategic Management Journal*, 7(1): 53-68.

Cooper, A. C., Gimeno-Gascon, F.J., and Woo, C.Y. (1994). Initial human and financial capital predictors of new venture performance. *Journal of Business Venturing*, 9(5): 371-395.

Donckels, R., Dupont, B., & Michel, P. (1987). Multiple business starters: Who? Why? What?, *Journal of Small Business and Entrepreneurship*, 5(1): 48-63.

Fry, F. L. (1998). *Entrepreneurship: A Planning Approach*. West Publishing Company: San Francisco, CA.

Gartner, W. (1989). "Who is an entrepreneur?" Is the wrong question. *Entrepreneurship Theory and Practice*, 13: 47-68.

Getzels, J., 1962. *Creativity and Intelligence*. Routledge, London.

Gimeno, J., Folta, T.B., Copper, A.C. and Woo, C.Y. (1997). Survival of the fittest? Entrepreneurial human capital and the persistence of underperforming firms. *Administrative Science Quarterly*, 42(4): 750-783.

Gomez-Mejia, L. R., Makri, M., Kintana, M. L. (2010). Diversification decisions in family controlled firms. *Journal of Management Studies*, 47: 223-252.

Hall, P. (1995). Habitual owners of small businesses. *Small firms: partnership for growth*. F. Chittenden, M. Robertson, & I. Marshall. London, Paul Chapman. 217-230.

Howorth, C., Tempest, S., and Coupland, C. (2005). Rethinking entrepreneurship methodology and definitions of the entrepreneur. *Journal of Small Business and Enterprise Development*, 12: 24 - 40.

Hoy, F., Sharma, P. (2009). *Entrepreneurial Family Firms*. Prentice Hall: Upper Saddle River, NJ.

Iacobucci, D., and Rosa, P. (2005). Growth, diversification, and business group formation in entrepreneurial firms. *Small Business Economics*, 25: 65-82.

Katz, J. (1995). Which track are you on? *Inc., Boston*. 14: 27-28.

Kettering, C. <http://www.brainyquote.com/quotes/quotes/c/charlesket165486.html> retrieved on 22/3/2015

Kirzner (1997). Entrepreneurial Discovery and the Competitive Market Process: An Austrian Approach. *Journal of Economic Literature*, 35(1): 60-85.

Kolvereid, L., & Bullvag, E. (1993). Novices versus experienced business founders: An exploratory investigation. *Entrepreneurship Research: Global Perspectives*. I. MacMillan and S. Birley. Amsterdam, Elsevier Science: 275-285.

Krueger Jr, Norris, and Peter R. Dickson (1994). How Believing in Ourselves Increases Risk Taking: Perceived Self-Efficacy and Opportunity Recognition. *Decision Sciences*, 25(3): 385-400

Lindsay, Noel J., and Justin Craig (2002). A Framework for Understanding Opportunity Recognition. *Journal of Private Equity*, 6(1): 13.

Low, M., & MacMillan, IC (1988). Entrepreneurship: Past research and future challenges. *Journal of Management*, 14: 139-161.

MacMillan, I. C. (1986). Executive Forum: To really learn about entrepreneurship, let's study habitual entrepreneurs. *Journal of Business Venturing*, 1: 241-243.

March, J., and Shapira, Z. (1987). Managerial perspectives on risk and risk taking. *Management Science*, 33(11): 1404-1418.

McGrath, R. G. (1999). Falling forward: Real options reasoning and entrepreneurial failure. *Academy of Management Review*, 24(1): 13-30.

Miller, D., Le Breton-Miller, I. (2005). *Managing for the Long Run: Lessons in Competitive Advantage from Great Family Businesses*. Harvard Business School Press: Boston, MA.

Moreno, Justo de Jorge. (2008). An Empirical Analysis of Entrepreneurial Opportunity Identification and Their Decisive Factors: The Case of New Spanish Firms. *International Journal of Entrepreneurship*, 12:11-37.

Morris, M. H. (1998). *Entrepreneurial Intensity: Sustainable Advantages for Individuals*. Greenwood Publishing Group.

Mulholland, K. (1997). The family enterprise and business strategies *Work, Employment, and Society*, 11(4): 685-711.

Morrish, S. C. (2008). *Portfolio Entrepreneurs: Pathways to growth and development*. University of Canterbury

Naffzinger, D., Hornsby, J., & Kuratko, D (1994). A proposed research model of entrepreneurial motivation. *Entrepreneurship Theory and Practice (Spring)*: 29-42.

Palich, L., and Bagby, DR. (1995). Using cognitive theory to explain entrepreneurial risk taking: Challenging conventional wisdom. *Journal of Business Venturing*, 10:425-439.

Ram, M. (1994). *Managing to Survive: Working Lives in Small Firms*. Blackwell: Oxford, U.K.

Ray, Sourav, and Rechar Cardozo. (1996). Sensitivity and Creativity in Entrepreneurial Opportunity Recognition: A Framework for Empirical Investigation. In *Global Entrepreneurship Research Conference*. London

Robichaud, Y., McGraw, E., & Roger, A. (2001). Toward the development of a measuring instrument for entrepreneurial motivation. *Journal of Developmental Entrepreneurship* 6(2): 189-201.

Robson, G., Gallagher, C., Daly, M. (1993). Diversification strategy and practice in small firms. *International Small Business Journal*, 11(2): 37-53.

- Ronstadt, R. (1988). The corridor principle. *Journal of Business Venturing*, 3: 31-40.
- Rosa, P. (1998). Entrepreneurial processes of business cluster formation and growth by 'habitual' entrepreneurs. *Entrepreneurship Theory and Practice*, 22(4): 43-61.
- Rosa, P. (2006). Continuity, Entrepreneurship and the Family Business. Inaugural Lecture, The University of Edinburgh. 9 May 2006.
- Rosa, P., Hamilton, D. (1994). Gender and ownership in U.K. small firms. *Entrepreneurship Theory and Practice*, 18(3): 11-27.
- Rumelt, R. P. (1982). Diversification strategy and profitability. *Strategic Management Journal*, 3: 359-369.
- Sarasvathy, S. (2004). Making it happen: Beyond theories of the firm to firm design. *Entrepreneurship Theory and Practice Winter*: 519-531.
- Schumpeter, J. (1934). *The Theory of Economic Development: An inquiry Into Profits, Capital, Credits, Interest and the Business Cycle*. Cambridge: Mass, Harvard University Press.
- Scott, M., & Rosa, P. (1996). Opinion: Has firm level analysis reached its limits? Time for a Rethink. *International Small Business Journal*, 14(4): 81-89.
- Sexton, D. L., & Bowman, N. (1985). The entrepreneur: A capable executive and more. *Journal of Business Venturing*, 1(1): 129-140.
- Shamir, B., House, R. J., & Arthur, M. B (1993). The motivational effects of charismatic leadership: a self-concept based theory. *Organization Science*, 4(4): 577-594.
- Shane, S. (2003). *A General Theory of Entrepreneurship – The Individual Opportunity Nexus*. Northampton: Edward Elgar Publishing, Inc.
- Shane, S., & Venkataraman, S. (2000). "The promise of entrepreneurship as a field of research. *Academy of Management Review*, 25: 217-226.

Starr, J., & Bygrave, W. (1991). The assets and liabilities of prior start-up experience: An exploratory study of multiple venture entrepreneurs. *Frontiers of Entrepreneurial Research*. N. C. Churchill, WD Bygrave, JG Covin, DL Sexton, DP Slevin, & WE Wetzel. Wellesley; MA, Babson College: 213-227.

Steier, L. (2007). New venture creation and organization: a familial sub narrative. *Journal of Business Research*, 60(10): 1099-1107.

Ucbasaran, D., Westhead, P., & Wright, M (2001). The focus of entrepreneurial research: Contextual and process issues. *Entrepreneurship Theory and Practice*, 25: 57-80.

Ucbasaran, D., Westhead, P., & Wright, M (2003). A longitudinal study of habitual entrepreneurs: starters and acquirers. *Entrepreneurship and Regional Development*, 15: 207-228.

Ucbasaran, D., Wright, M., Westhead, P., & Busenitz, L. (2003a). The impact of entrepreneurial experience on opportunity identification and exploitation: Habitual and novice entrepreneurs. *Cognitive Approaches to Entrepreneurship Research, Advances in entrepreneurship, Firm Emergence and Growth*, 6: 231-263.

Vandekerckhove, Win., and Nikolay A. Dentchev. (2005). A Network Stakeholder Management: Facilitating Entrepreneurs in the Opportunities. *Journal of Business Ethics*, 60(3): 221-232.

Venkataraman, S. (1997). The distinctive domain of entrepreneurship research: An editor's perspective. *Advances in entrepreneurship, firm emergence, and growth*. J. Katz & R. Brockhaus (Eds.). Greenwich, CT, JAI Press, 3: 119-138.

Vesper, K. (1980). *New Venture Strategies*. Englewood Cliffs, Prentice-Hall.

Vesper, K. H. (1982). Research on Education for Entrepreneurship. *Encyclopedia of Entrepreneurship*, Englewood Cliffs, Prentice-Hall.

Wernerfelt, B. (1984). The resource based view of the firm. *Strategic Management Journal*, 5(2): 171-180.

Westhead, P., & Birley, S. (1993). A comparison of new business established by 'novice' and 'habitual' founders in Great Britain. *International Small Business Journal*, 12(1): 38-60.

Westhead, P., Ucbasaran, D. & Wright, M. (2005). Experience and cognition: Donovice, serial and portfolio entrepreneurs differ?. *International Small Business Journal*, 23:72-98.

Westhead, P., & Wright, M. (1998). Novice, portfolio and serial founders: Are they different?. *Journal of Business Venturing*, 13: 173-204.

Westhead, P., & Wright, M. (1998). Novice, portfolio and serial founders in rural and urban areas. *Entrepreneurship Theory and Practice*, 22(4): 63-100.

Westhead, P., Wright, M. (1999). Contributions of novice, portfolio and serial founders located in rural and urban areas. *Regional Studies*, 33(2): 157-173.

Wiklund, J., & Shepherd, D. A. (2008). Portfolio entrepreneurship: Habitual and novice founders, new entry, and mode of organizing. *Entrepreneurship Theory and Practice*, 32: 701-725.

Yin, R. K. (2009). Case study research: design and methods. *Applied social research methods series*, 4(5): 67-90.

Zellweger, T. (2007). Time horizon, costs of equity capital, and generic investment strategies of firms. *Family Business Review*, 20(1): 1-15.