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Titolo	Starting Up in Business Networks : Why Relationships Matter in Entrepreneurship // edited by Lise Aaboen, Antonella La Rocca, Frida Lind, Andrea Perna, Tommy Shih
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Nota di contenuto	Introduction -- Section 1: Starting up business relationships -- Chapter 1 Initiation of business relationships in start-ups, (Lise Aaboen, Elsebeth Holmen & Ann-Charlott Pedersen) -- Chapter 2 Third actors initiating business relationships for a medical device start-up: effect on network embedding and venture creation processes (Tamara Oukes & Ariane von Raesfeld on behalf of the PCDIAB consortium) -- Section 2: Relationships Dynamics in New Business Development -- Chapter 3 Starting-up: Relating to a context in motion (Antonella La Rocca, Ivan Snehota & Debbie Harrison) -- Chapter 4 When start-ups shift network – notes on start-up journey (Antonella La Rocca, Christina Öberg & Thomas Hoholm) -- Section 3: Start-ups and technological collaboration in industrial networks -- Chapter 5 R&D collaboration and start-ups (Jens Laage-Hellman, Maria Landqvist & Frida Lind) -- Chapter 6 Starting up from Science – The case of a university-organised commercialization project (Malena Ingemansson Havenvid) -- Section 4: Academic spin-offs and the issue of commercializing science. Some

empirical experiences -- Chapter 7 The impact of key business relationships on the commercialization of science: the case of Nautes (Enrico Baraldi, Andrea Perna, Fabio Fraticelli & Gian Luca Gregori) -- Chapter 8 Start-ups as vessels carrying and developing science based technologies: starting and restarting JonDeTech (Enrico Baraldi, Marcus Lindahl & Andrea Perna) -- Section 5: Start-ups and the role of policy -- Chapter 9 The challenging life of university start-ups. The different view of value creation in a policy setting compared to a business setting (Tommy Shih & Alexandra Waluszewski) -- Chapter 10 The coordinating role of Chinese policy actors in developing new biotechnology start-up companies to promote industrial development (Åse Linné & Tommy Shih).

Sommario/riassunto

This book offers a novel perspective on starting-up new business ventures through examining the process by which they become part of the existing business environment. The book highlights the importance of inter-organizational business relationships. Asserting that new ventures need to interact and connect with customers and suppliers, alongside policy actors and universities, Starting up in Business Networks demonstrates how beginning a new venture demands initiating and developing business relationships. Noting a lack of prior research into the process by which start-ups embed into an existing business network, this book presents examples from countries such as Sweden, Italy, the Netherlands and China to analyse the emergence and evolution of start-up business networks.
