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Nota di contenuto	An Overview of The Anatomy of Entrepreneurial Decisions -- Part I Cognition of Entrepreneurial Decisions -- Using Creativity to Defeat Fear and Manage Ambiguity for Enhancing Entrepreneurial Decisions -- Intuition in Entrepreneurial Cognition -- Entrepreneurial Success: A Theoretical Contribution Linking Affect and Cognition -- Metacognition, Entrepreneurial Orientation, and Firm Performance: An Upper Echelons View -- Part II Joint Entrepreneurial Decisions -- Givers, Takers, and New Venture Makers: Why Help-Seeking Processes Are Critical (and Different) for Entrepreneurs -- Conflicts and Negotiations in the Intergenerational Succession of Family Firms: A Literature Review -- Part III Passion and Entrepreneurial Decisions -- Working Passionately Does Not Always Pay Off: The Negative Moderating Role of Passion on the Relationship Between Deliberate

Practice and Venture Performance -- Angel Investor-Entrepreneur Fit: The Nexus of Angel Motivation and Entrepreneur Personality and Passion -- Part IV Development of Entrepreneurial Decisions -- Entrepreneurial Intentions, Risk-Taking Propensity and Environmental Support: The Italian Experience -- Lifelong Learning in Europe: An Analysis of Raw Materials Professionals' Learning Needs -- Part V External Context of Entrepreneurial Decisions -- The Relationship Between Entrepreneurship, Innovation and Growth in Italy -- What Start-Up Firms Are More Likely to Obtain Public Funding Support? A Systematic Analysis of the Funding Program Promoted by the Abruzzo Region in Italy -- Nurturing Innovation Through Entrepreneurial Ecosystems: What Does the Literature Say?

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## Sommario/riassunto

The creation, success and long-term survival of enterprises are fundamentally linked to the effectiveness of decision-making processes and negotiation capabilities. This book provides an overview of research into how decisions permeate entrepreneurial ventures throughout their lifecycle. A multidisciplinary approach combining psychology, sociology and political science is used to investigate how entrepreneurs address and deal with decision-making. The respective contributions highlight the latest empirical, theoretical and meta-research, and bridge the gap between literature on entrepreneurship, entrepreneurial and innovative behaviours with that on decision-making and negotiation. This book is one of the first to combine these streams of research, thereby offering a new and insightful addition to the field of entrepreneurship.

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