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| Autore                  | Xenophon                                                                                                                                                                                                                                                                           |
| Titolo                  | I Poroi / Senofonte ; introduzione, traduzione e commento storico a cura di Eleonora Pischedda                                                                                                                                                                                     |
| Pubbl/distr/stampa      | Pisa, : ETS, 2018                                                                                                                                                                                                                                                                  |
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| Descrizione fisica      | 188 p. ; 22 cm                                                                                                                                                                                                                                                                     |
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| 2. Record Nr.           | UNINA9910349346403321                                                                                                                                                                                                                                                              |
| Titolo                  | The Anatomy of Entrepreneurial Decisions : Past, Present and Future Research Directions / / edited by Andrea Caputo, Massimiliano M. Pellegrini                                                                                                                                    |
| Pubbl/distr/stampa      | Cham : , : Springer International Publishing : , : Imprint : Springer, , 2019                                                                                                                                                                                                      |
| ISBN                    | 3-030-19685-2                                                                                                                                                                                                                                                                      |
| Edizione                | [1st ed. 2019.]                                                                                                                                                                                                                                                                    |
| Descrizione fisica      | 1 online resource (330 pages)                                                                                                                                                                                                                                                      |
| Collana                 | Contributions to Management Science, , 2197-716X                                                                                                                                                                                                                                   |
| Disciplina              | 658.421                                                                                                                                                                                                                                                                            |
| Soggetti                | Psychology, Industrial<br>Entrepreneurship<br>New business enterprises<br>Evolutionary economics<br>Institutional economics<br>Technological innovations<br>Work and Organizational Psychology<br>Institutional and Evolutionary Economics<br>Innovation and Technology Management |
| Lingua di pubblicazione | Inglese                                                                                                                                                                                                                                                                            |
| Formato                 | Materiale a stampa                                                                                                                                                                                                                                                                 |
| Livello bibliografico   | Monografia                                                                                                                                                                                                                                                                         |

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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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