

Entrepreneurs – How Special Are they? Or

The Not So Secret Energy of People Who Are Currently Starting or Running a Business

Per Davidsson

Australian Centre for Entrepreneurship Research (ACE), QUT





The Fundamental Attribution Error (Ross, 1977)

- the tendency to place undue emphasis on internal characteristics of the agent rather than external factors, in explaining behaviour and outcomes



"Who Is an Entrepreneur?" Is the Wrong Question

William B. Gartner

Entrepreneurship is the creation of organizations. What differentiates entrepreneurs from non-entrepreneurs is that entrepreneurs create organizations, while non-entrepreneurs do not. In behavioral approaches to the study of entrepreneurship an entrepreneur is seen as a set of activities involved in organization creation, while in trait approaches an entrepreneur is a set of personality traits and characteristics. This paper argues that trait approaches have been unfruitful and that behavioral approaches will be a more productive perspective for future research in entrepreneurship.



Confirmation Bias

- the tendency to mostly look for, and believe in, information that supports the views one already holds



Average tech start-up founder who has successfully raised venture capital (Bay area + New York): 38 years, completed master's degree and 16 years of work experience.

Availability Heuristic







Gates, Bill





Entrepreneurial personality



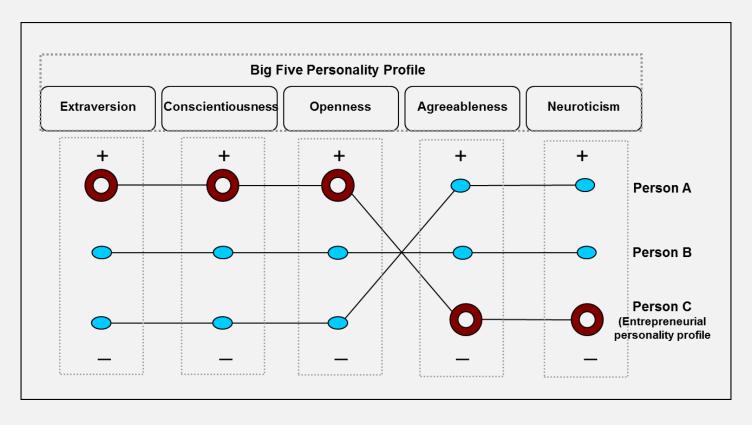


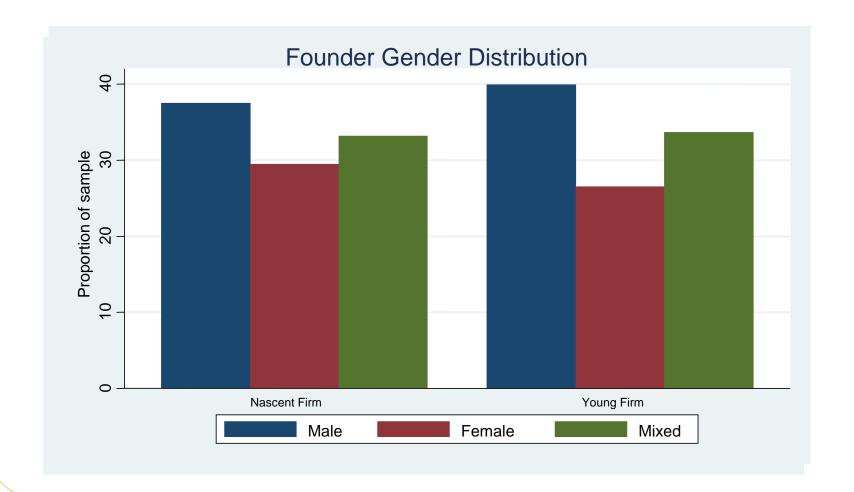
Figure 1: Personality profiles of person A, B, and C. C's profile is most entrepreneurial, and A's profile least entrepreneurial.



Genes?









"Who Is an Entrepreneur?" Is the Wrong Question

William B. Gartner

Entrepreneurship is the creation of organizations. What differentiates entrepreneurs from non-entrepreneurs is that entrepreneurs create organizations, while non-entrepreneurs do not. In behavioral approaches to the study of entrepreneurship an entrepreneur is seen as a set of activities involved in organization creation, while in trait approaches an entrepreneur is a set of personality traits and characteristics. This paper argues that trait approaches have been unfruitful and that behavioral approaches will be a more productive perspective for future research in entrepreneurship.

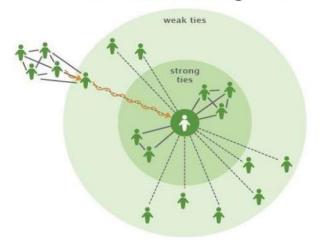


Possibly the most important competence for successful entrepreneurship?

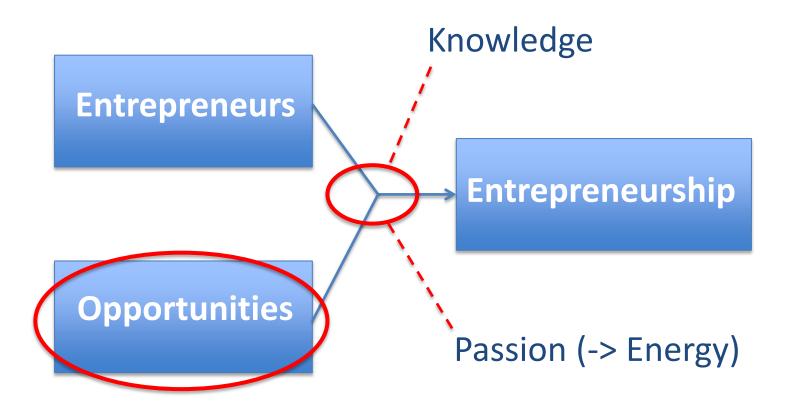
The competence to identify, cultivate, and utilize the competence of <u>other people</u>

- Team members
- Mentors
- Employees
- Consultants
- Board members; investors
- Others

Weak Ties & Strong Ties









Agent Characteristics

Perception | Evaluation | Action

External Enablers

(disequilibrating circumstances potentially facilitating a variety of entrepreneurial endeavors)

Types

(classified by origin)

Technological

Regulatory

Demographic

Socio-econo-political

Natural-environmental

Other

Characteristics

(influence actionability and market potential)

Scope

(spatial, temporal, sectoral, sociodemographic)

Onset

(predictability, suddenness, opaqueness)

Agency-intensity

Mechanisms (specify the cause-effect

relationships)

Combination

Compression

Conservation

Enclosing

Expansion

Generation

Legitimation

Substitution

Uncertainty reduction

Roles

(situate effects by venture creation stage)

Triggering

Shaping

- The offering
- The venture
- The process

Driving success





Thanks!