

# Supplemental Appendix for Innovation-Driven Entrepreneurship

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## Supplementary Bibliography

In this appendix, we provide additional references to research that either primarily focuses on traditional business entrepreneurship or is related to but not directly connected to IDE activity. We also include additional papers on IDE for the interested reader. We include citations to work in economics, as well as economic style work in the management literature and certain other disciplines such as psychology. To integrate this supplementary bibliography, we have grouped the citations thematically in parallel with the organization of the sections of the main paper.

### 2.1 Preference Differences

Studies that relate behavioral preferences (risk aversion, optimism), personality traits (locus of control), and non-pecuniary preferences to entrepreneurship and/or innovation:

#### *Other Theoretical Models of Entry*

Acemoglu, Daron, and Dan Cao. 2015. "Innovation by Entrants and Incumbents." *Journal of Economic Theory* 157: 255–94.

Anton, James J., and Dennis A. Yao. 1995. "Start-Ups, Spin-Offs, and Internal Projects." *Journal of Law, Economics, & Organization* 11 (2): 362–78.

Hopenhayn, Hugo A. 1992. "Entry, Exit, and Firm Dynamics in Long Run Equilibrium." *Econometrica* 60 (5): 1127–50.

Jovanovic, Boyan. 1982. "Selection and the Evolution of Industry." *Econometrica* 50 (3): 649–70.

Vereshchagina, Galina, and Hugo A. Hopenhayn. 2009. "Risk Taking by Entrepreneurs." *American Economic Review* 99 (5): 1808–30.

#### *Risk Aversion*

Ahn, Taehyun. 2010. "Attitudes toward Risk and Self-Employment of Young Workers." *Labour Economics* 17 (2): 434–42.

Andersen, Steffen, and Kasper Meisner Nielsen. 2012. "Ability or Finances as Constraints on Entrepreneurship? Evidence from Survival Rates in a Natural Experiment." *The Review of Financial Studies* 25 (12): 3684–3710.

- Cramer, Jan S., Joop Hartog, Nicole Jonker, and C. Mirjam Van Praag. 2002. "Low Risk Aversion Encourages the Choice for Entrepreneurship: An Empirical Test of a Truism." *Journal of Economic Behavior & Organization* 48 (1): 29–36.
- Fairlie, Robert W. 2002. "Drug Dealing and Legitimate Self-Employment." *Journal of Labor Economics* 20 (3): 538–537.
- Guiso, Luigi, and Monica Paiella. 2008. "Risk Aversion, Wealth, and Background Risk." *Journal of the European Economic Association* 6 (6): 1109–50.
- Hvide, Hans K., and Georgios A. Panos. 2014. "Risk Tolerance and Entrepreneurship." *Journal of Financial Economics* 111 (1): 200–223.
- Puri, Manju, and David T. Robinson. 2013. "The Economic Psychology of Entrepreneurship and Family Business." *Journal of Economics & Management Strategy* 22 (2): 423–44.
- Van Praag, C. Mirjam, and Jan S. Cramer. 2001. "The Roots of Entrepreneurship and Labour Demand: Individual Ability and Low Risk Aversion." *Economica* 68 (269): 45–62.

### ***Optimism and Over-Confidence***

- Arabsheibani, Gholamreza, David De Meza, John Maloney, and Bernard Pearson. 2000. "And a Vision Appeared unto Them of a Great Profit: Evidence of Self-Deception among the Self-Employed." *Economics Letters* 67 (1): 35–41.
- Bengtsson, Ola, and Daniel Ekeblom. 2014. "The Bright but Right View? A New Type of Evidence on Entrepreneurial Optimism."
- Cooper, Arnold C., Carolyn Y. Woo, and William C. Dunkelberg. 1988. "Entrepreneurs' Perceived Chances for Success." *Journal of Business Venturing* 3 (2): 97–108.
- De Bondt, Werner FM, and Richard H. Thaler. 1995. "Financial Decision-Making in Markets and Firms: A Behavioral Perspective." *Handbooks in Operations Research and Management Science* 9: 385–410.
- Meza, David de, and Clive Southey. 1996. "The Borrower's Curse: Optimism, Finance and Entrepreneurship." *The Economic Journal* 106 (435): 375–86.
- Galasso, Alberto, and Timothy S. Simcoe. 2011. "CEO Overconfidence and Innovation." *Management Science* 57 (8): 1469–84.
- Herz, Holger, Daniel Schunk, and Christian Zehnder. 2014. "How Do Judgmental Overconfidence and Overoptimism Shape Innovative Activity?" *Games and Economic Behavior* 83: 1–23.
- Hey, John D. 1984. "The Economics of Optimism and Pessimism: A Definition and Some Applications." *Kyklos* 37 (2): 181–205.
- Hirshleifer, David, Angie Low, and Siew Hong Teoh. 2012. "Are Overconfident CEOs Better Innovators?" *The Journal of Finance* 67 (4): 1457–98.
- Hyytinen, Ari, and Pekka Ilmakunnas. 2007. "Entrepreneurial Aspirations: Another Form of Job Search?" *Small Business Economics* 29 (1): 63–80.
- Malmendier, Ulrike, and Geoffrey Tate. 2005. "CEO Overconfidence and Corporate Investment." *The Journal of Finance* 60 (6): 2661–2700.
- March, James G., and Zur Shapira. 1987. "Managerial Perspectives on Risk and Risk Taking." *Management Science* 33 (11): 1404–18.

### ***Locus of Control***

- Mueller, Stephen L., and Anisya S. Thomas. 2001. "Culture and Entrepreneurial Potential: A Nine Country Study of Locus of Control and Innovativeness." *Journal of Business Venturing* 16 (1): 51–75.
- Tajeddini, Kayhan, and Stephen L. Mueller. 2009. "Entrepreneurial Characteristics in Switzerland and the UK: A Comparative Study of Techno-Entrepreneurs." *Journal of International Entrepreneurship* 7 (1): 1–25.

## Non-Pecuniary Preferences

- Azoulay, Pierre, Waverly Ding, and Toby Stuart. 2007. "The Determinants of Faculty Patenting Behavior: Demographics or Opportunities?" *Journal of Economic Behavior & Organization* 63 (4): 599–623.
- Benz, Matthias, and Bruno S. Frey. 2008. "The Value of Doing What You like: Evidence from the Self-Employed in 23 Countries." *Journal of Economic Behavior & Organization* 68 (3): 445–55.
- Cohen, Wesley M., Henry Sauermann, and Paula Stephan. 2020. "Not in the Job Description: The Commercial Activities of Academic Scientists and Engineers." *Management Science*, June.
- Judge, Timothy A., Daniel Heller, and Michael K. Mount. 2002. "Five-Factor Model of Personality and Job Satisfaction: A Meta-Analysis." *Journal of Applied Psychology* 87 (3): 530.

## 2.2 Human Capital Differences

A robust literature on the human and social capital differences between entrepreneurs and wage workers focuses on TBE founders and the self-employed. Select citations in this literature include:

- Aldrich, Howard E., and Jennifer E Cliff. 2003. "The Pervasive Effects of Family on Entrepreneurship: Toward a Family Embeddedness Perspective." *Journal of Business Venturing, The Evolving Family / Entrepreneurship Business Relationship*, 18 (5): 573–96.
- Bryan, Kevin A., András Tilcsik, and Brooklynn Zhu. 2017. "Which Entrepreneurs Are Coachable and Why?" *American Economic Review* 107 (5): 312–16.
- Dobrev, Stanislav D., and William P. Barnett. 2005. "Organizational Roles and Transition to Entrepreneurship." *Academy of Management Journal* 48 (3): 433–49.
- Elfenbein, Daniel W., Barton H. Hamilton, and Todd R. Zenger. 2010. "The Small Firm Effect and the Entrepreneurial Spawning of Scientists and Engineers." *Management Science* 56 (4): 659–81.
- Easley, Charles, and Yanbo Wang. 2017. "Social Influence in Career Choice: Evidence from a Randomized Field Experiment on Entrepreneurial Mentorship." *Research Policy* 46 (3): 636–50.
- Jara-Figueroa, C., Bogang Jun, Edward L. Glaeser, and Cesar A. Hidalgo. 2018. "The Role of Industry-Specific, Occupation-Specific, and Location-Specific Knowledge in the Growth and Survival of New Firms." *Proceedings of the National Academy of Sciences* 115 (50): 12646–53.

- Lerner, Josh, and Ulrike Malmendier. 2013. "With a Little Help from My (Random) Friends: Success and Failure in Post-Business School Entrepreneurship." *The Review of Financial Studies* 26 (10): 2411–52.
- Liebeskind, Julia Porter, Amalya Lumerman Oliver, Lynne Zucker, and Marilyn Brewer. 1996. "Social Networks, Learning, and Flexibility: Sourcing Scientific Knowledge in New Biotechnology Firms." *Organization Science* 7 (4): 428–43.
- Lindquist, Matthew J., Joeri Sol, and Mirjam Van Praag. 2015. "Why Do Entrepreneurial Parents Have Entrepreneurial Children?" *Journal of Labor Economics* 33 (2): 269–96.
- Nanda, Ramana, and Jesper B. Sørensen. 2010. "Workplace Peers and Entrepreneurship." *Management Science* 56 (7): 1116–26.
- Storper, Michael, and Anthony J. Venables. 2004. "Buzz: Face-to-Face Contact and the Urban Economy." *Journal of Economic Geography* 4 (4): 351–70.

### 2.3 Resource Constraints

A substantial amount of research has examined the role of resource constraints, and wealth in particular, on entry into and persistence in self-employment and TBE. Relatedly, a relatively large literature connects employer-based health insurance in the US to entrepreneurial entry patterns. Lastly, there is a substantial amount of research on the impact of entrepreneurial subsidies on entry. A brief selection of citations for each of these topics includes:

#### *Wealth*

- Adelino, Manuel, Antoinette Schoar, and Felipe Severino. 2015. "House Prices, Collateral, and Self-Employment." *Journal of Financial Economics* 117 (2): 288–306.
- Bellon, Aymeric, Erik P Gilje, J Anthony Cookson, and Rawley Z Heimer. 2021. "Personal Wealth, Self-Employment, and Business Ownership." *Review of Financial Studies* 34 (8): 3935–75.
- Black, Jane, David de Meza, and David Jeffreys. 1996. "House Prices, The Supply of Collateral and the Enterprise Economy." *The Economic Journal* 106 (434): 60–75.
- Blanchflower, David G., and Andrew J. Oswald. 1998. "What Makes an Entrepreneur?" *Journal of Labor Economics* 16 (1): 26–60.
- Corradin, Stefano, and Alexander Popov. 2015. "House Prices, Home Equity Borrowing, and Entrepreneurship." *The Review of Financial Studies* 28 (8): 2399–2428.
- Fairlie, Robert W. 1999. "The Absence of the African-American Owned Business: An Analysis of the Dynamics of Self-Employment." *Journal of Labor Economics* 17 (1): 80–108.
- Fairlie, Robert W. 2013. "Entrepreneurship, Economic Conditions, and the Great Recession." *Journal of Economics & Management Strategy* 22 (2): 207–31.
- Fairlie, Robert W., and Harry Krashinsky. 2012. "Liquidity Constraints, Household Wealth, and Entrepreneurship Revisited." *Review of Income and Wealth* 58 (2): 279–306.
- Fort, Teresa C, John Haltiwanger, Ron S Jarmin, and Javier Miranda. 2013. "How Firms Respond to Business Cycles: The Role of Firm Age and Firm Size." *IMF Economic Review* 61 (3): 520–59.
- Holtz-Eakin, Douglas, David Joulfaian, and Harvey S. Rosen. 1994. "Sticking It Out: Entrepreneurial Survival and Liquidity Constraints." *Journal of Political Economy* 102 (1): 53–75.

- Hurst, Erik G., and Annamaria Lusardi. 2004. "Liquidity Constraints, Household Wealth, and Entrepreneurship." *Journal of Political Economy* 112 (2): 319–47.
- Jensen, Thais Lærkholm, Søren Leth-Petersen, and Ramana Nanda. 2022. "Financing Constraints, Home Equity and Selection into Entrepreneurship." *Journal of Financial Economics* 145 (2): 318–37.
- Kerr, William R., and Ramana Nanda. 2009. "Democratizing Entry: Banking Deregulations, Financing Constraints, and Entrepreneurship." *Journal of Financial Economics* 94 (1): 124–49.
- Schmalz, Martin C., David A. Sraer, and David Thesmar. 2017. "Housing Collateral and Entrepreneurship." *The Journal of Finance* 72 (1): 99–132.

### ***Health Insurance***

- Bruce, Donald, Douglas Holtz-Eakin, and Joseph F. Quinn. 2000. "Self-Employment and Labor Market Transitions at Older Ages." *Working Papers in Economics*, 132.
- Currie, Janet, and Brigitte C. Madrian. 1999. "Health, Health Insurance and the Labor Market." *Handbook of Labor Economics* 3 (January): 3309–3416.
- DeCicca, Philip. 2007. "Health Insurance Availability and Entrepreneurship: Evidence from New Jersey." SSRN Scholarly Paper ID 1003309. Rochester, NY: Social Science Research Network.
- Fairlie, Robert W., Kanika Kapur, and Susan Gates. 2011. "Is Employer-Based Health Insurance a Barrier to Entrepreneurship?" *Journal of Health Economics* 30 (1): 146–62.
- Holtz-Eakin, Douglas, John R. Penrod, and Harvey S. Rosen. 1996. "Health Insurance and the Supply of Entrepreneurs." *Journal of Public Economics*, Proceedings of the Trans-Atlantic Public Economic Seminar on Market Failures and Public Policy, 62 (1): 209–35.
- Wellington, Alison J. 2001. "Health Insurance Coverage and Entrepreneurship." *Contemporary Economic Policy* 19 (4): 465–78.

### ***Entrepreneurship Subsidies***

- Baumgartner, Hans J., and Marco Caliendo. 2008. "Turning Unemployment into Self-Employment: Effectiveness of Two Start-Up Programmes." *Oxford Bulletin of Economics and Statistics* 70 (3): 347–73.
- Caliendo, Marco, and Alexander S. Kritikos. 2010. "Start-Ups by the Unemployed: Characteristics, Survival and Direct Employment Effects." *Small Business Economics* 35 (1): 71–92.
- Cueto, Begona, and Javier Mato. 2006. "An Analysis of Self-Employment Subsidies with Duration Models." *Applied Economics* 38 (1): 23–32.
- Ejrnaes, Mette, and Stefan Hochguertel. 2008. "Entrepreneurial Moral Hazard in Income Insurance: Empirical Evidence from a Large Administrative Sample." SSRN Scholarly Paper ID 1160134. Rochester, NY: Social Science Research Network.
- Ferreira, Miguel A., Marta Lopes, Francisco Queiro, and Hugo Reis. 2019. "Which Entrepreneurs Are Financially Constrained?" SSRN Scholarly Paper ID 3543021. Rochester, NY: Social Science Research Network.
- Hombert, Johan, Antoinette Schoar, David Sraer, and David Thesmar. 2020. "Can Unemployment Insurance Spur Entrepreneurial Activity? Evidence from France." *The Journal of Finance* 75 (3): 1247–85.

- Meager, Nigel, Peter Bates, and Marc Cowling. 2003. "An Evaluation of Business Start-Up Support for Young People." *National Institute Economic Review* 186 (1): 59–72.
- Monte, Alfredo Del, and Domenico Scalera. 2001. "The Life Duration of Small Firms Born Within a Start-up Programme: Evidence from Italy." *Regional Studies* 35 (1): 11–21.
- Pfeiffer, Friedhelm, and Frank Reize. 2000. "Business Start-Ups by the Unemployed — an Econometric Analysis Based on Firm Data." *Labour Economics* 7 (5): 629–63.
- Wadensjö, Eskil, and Pernilla Andersson. 2007. "Do the Unemployed Become Successful Entrepreneurs?" *International Journal of Manpower* 28 (7): 604–26.

### 3. Founding Teams and Organization

There is a well-developed management literature on entrepreneurship that explores founding team composition and its performance consequences. Select citations include:

#### *Founding Team Composition*

- Ahuja, Gautam. 2000. "Collaboration Networks, Structural Holes, and Innovation: A Longitudinal Study." *Administrative Science Quarterly* 45 (3): 425–55.
- Aldrich, Howard E., and Catherine Zimmer. 1986. "Entrepreneurship through Social Networks." *The Art and Science of Entrepreneurship*. Ballinger, Cambridge, MA, 3–23.
- Beckman, Christine M., M. Diane Burton, and Charles O'Reilly. 2007. "Early Teams: The Impact of Team Demography on VC Financing and Going Public." *Journal of Business Venturing* 22 (2): 147–73.
- Eesley, Charles E., David H. Hsu, and Edward B. Roberts. 2014. "The Contingent Effects of Top Management Teams on Venture Performance: Aligning Founding Team Composition with Innovation Strategy and Commercialization Environment." *Strategic Management Journal* 35 (12): 1798–1817.
- Greenberg, Jason, and Ethan Mollick. 2018. "Sole Survivors: Solo Ventures Versus Founding Teams." SSRN Scholarly Paper ID 3107898. Rochester, NY: Social Science Research Network.
- Groysberg, Boris, and Linda-Eling Lee. 2009. "Hiring Stars and Their Colleagues: Exploration and Exploitation in Professional Service Firms." *Organization Science* 20 (4): 740–58.
- Haeussler, Carolin, and Henry Sauermann. 2020. "Division of Labor in Collaborative Knowledge Production." *Research Policy* 49 (6): 103987.
- Roach, Michael, and Henry Sauermann. 2015. "Founder or Joiner? The Role of Preferences and Context in Shaping Different Entrepreneurial Interests." *Management Science* 61 (9): 2160–84.
- Ruef, Martin, Howard E. Aldrich, and Nancy M. Carter. 2003. "The Structure of Founding Teams: Homophily, Strong Ties, and Isolation among US Entrepreneurs." *American Sociological Review*, 195–222.
- Ucbasaran, Deniz, Andy Lockett, Mike Wright, and Paul Westhead. 2003. "Entrepreneurial Founder Teams: Factors Associated with Member Entry and Exit." *Entrepreneurship Theory and Practice* 28 (2): 107–28.
- Uzzi, Brian. 1997. "Social Structure and Competition in Interfirm Networks: The Paradox of Embeddedness." *Administrative Science Quarterly* 42 (1): 35–67.

Vedres, Balázs, and David Stark. 2010. “Structural Folds: Generative Disruption in Overlapping Groups.” *American Journal of Sociology* 115 (4): 1150–90.

### ***Equity Splitting***

Breugst, Nicola, Holger Patzelt, and Philipp Rathgeber. 2015. “How Should We Divide the Pie? Equity Distribution and Its Impact on Entrepreneurial Teams.” *Journal of Business Venturing, Entrepreneurship through a qualitative lens*, 30 (1): 66–94.

Dawes, Christopher T., James H. Fowler, Tim Johnson, Richard McElreath, and Oleg Smirnov. 2007. “Egalitarian Motives in Humans.” *Nature* 446 (7137): 794–96.

### ***Succession and Evolution***

Bamford, Charles E., Garry D. Bruton, and Yvonne L. Hinson. 2006. “Founder/Chief Executive Officer Exit: A Social Capital Perspective of New Ventures.” *Journal of Small Business Management* 44 (2): 207–20.

Chen, Jing, and Peter Thompson. 2015. “New Firm Performance and the Replacement of Founder-CEOs.” *Strategic Entrepreneurship Journal* 9 (3): 243–62.

Kim, J. Daniel. 2022. “Startup Acquisitions, Relocation, and Employee Entrepreneurship.” *Strategic Management Journal* 43 (11): 2189–2216.

Kulchina, Elena, and Pernille Gjerløv-Juel. 2019. “Entrepreneur—A Jockey or a Horse Owner?” SSRN Scholarly Paper ID 3441997. Rochester, NY: Social Science Research Network.

Wasserman, Noam. 2003. “Founder-CEO Succession and the Paradox of Entrepreneurial Success.” *Organization Science* 14 (2): 149–72.

Wasserman, Noam. 2017. “The Throne vs. the Kingdom: Founder Control and Value Creation in Startups.” *Strategic Management Journal* 38 (2): 255–77.

## **4.1 Venture Capital**

There is a large body of research on venture capital investment. In the main paper, we focused on papers directly related to how of venture capital shapes the entry and performance of IDE. In this section, we list other notable papers on the venture capital industry.

Bengtsson, Ola, and David H. Hsu. 2015. “Ethnic Matching in the U.S. Venture Capital Market.” *Journal of Business Venturing* 30 (2): 338–54.

Bernstein, Shai, Tim McQuade, Ramana Nanda, and Benjamin N Roth. 2020. “More Capital, Less Innovation? The Implications of Large Capital Inflows to the Venture Capital Industry,” 28.

Brander, James A., Raphael Amit, and Werner Antweiler. 2002. “Venture-Capital Syndication: Improved Venture Selection vs. The Value-Added Hypothesis.” *Journal of Economics & Management Strategy* 11 (3): 423–52.

Ewens, Michael, Alexander S Gorbenko, and Arthur Korteweg. 2022. “Venture Capital Contracts.” *Journal of Financial Economics* 143 (1): 131–58.

Fluck, Zsuzsanna, Kedran Garrison, and Stewart C. Myers. 2005. “Venture Capital Contracting: Staged Financing and Syndication of Later-Stage Investments.” 11624. NBER Working Paper. National Bureau of Economic Research.

- Garmaise, Mark J. 2001. “Informed Investors and the Financing of Entrepreneurial Projects.” SSRN Scholarly Paper. Rochester, NY.
- Gompers, Paul A., and Josh Lerner. 1998. “Venture Capital Distributions: Short-Run and Long-Run Reactions.” *The Journal of Finance* 53 (6): 2161–83.
- Gompers, Paul A., and Josh Lerner. 2000. “Money Chasing Deals? The Impact of Fund Inflows on Private Equity Valuations.” *Journal of Financial Economics* 55 (2): 281–325.
- Gompers, Paul A., Anna Kovner, Josh Lerner, and David Scharfstein. 2008. “Venture Capital Investment Cycles: The Impact of Public Markets.” *Journal of Financial Economics* 87 (1): 1–23.
- Gompers, Paul A., Vladimir Mukharlyamov, and Yuhai Xuan. 2016. “The Cost of Friendship.” *Journal of Financial Economics* 119 (3): 626–44.
- Hegde, Deepak, and Justin Tumlinson. 2014. “Does Social Proximity Enhance Business Partnerships? Theory and Evidence from Ethnicity’s Role in U.S. Venture Capital.” *Management Science* 60 (9): 2355–80.
- Nahata, Rajarishi. 2008. “Venture Capital Reputation and Investment Performance.” *Journal of Financial Economics* 90 (2): 127–51.
- Tian, Xuan. 2011. “The Role of Venture Capital Syndication in Value Creation for Entrepreneurial Firms.” *Review of Finance* 16 (1): 245–83.
- Tian, Xuan, Gregory F. Udell, and Xiaoyun Yu. 2016. “Disciplining Delegated Monitors: When Venture Capitalists Fail to Prevent Fraud by Their IPO Firms.” *Journal of Accounting and Economics* 61 (2): 526–44.

#### 4.2 Other Early-Stage Financing

There are many emerging sources of financing for IDE. For example, crowdfunding is a growing funding source for both IDE and certain types of TBE firms, with an increasing amount of research in a number of different management literatures. In this section, we cover papers analyzing the emergence of crowdfunding and initial coin offerings. Some relevant studies not covered in the main paper include:

- Abrams, Eliot. 2017. “Securities Crowdfunding: More than Family, Friends, and Fools?” SSRN Scholarly Paper ID 2902217. Rochester, NY: Social Science Research Network.
- Agrawal, Ajay, Christian Catalini, and Avi Goldfarb. 2014. “Some Simple Economics of Crowdfunding.” *Innovation Policy and the Economy* 14 (1): 63–97.
- Agrawal, Ajay, Christian Catalini, and Avi Goldfarb. 2016. “Are Syndicates the Killer App of Equity Crowdfunding?” *California Management Review* 58 (2): 111–24.
- Brown, David C, and Shaun William Davies. 2020. “Financing Efficiency of Securities-Based Crowdfunding.” *The Review of Financial Studies* 33 (9): 3975–4023.
- Chemla, Gilles, and Katrin Tinn. 2020. “Learning Through Crowdfunding.” *Management Science* 66 (5): 1783–2290.
- Cong, Lin William, Ye Li, and Neng Wang. 2021. “Tokenomics: Dynamic Adoption and Valuation.” *The Review of Financial Studies* 34 (3): 1105–55.
- Davydiuk, Tetiana, Deeksha Gupta, and Samuel Rosen. 2023. “De-Crypto-Ing Signals in Initial Coin Offerings: Evidence of Rational Token Retention.” *Management Science* Forthcoming.

- Hellmann, Thomas, Ilona Mostipan, and Nir Vulkan. 2019. “Be Careful What You Ask For: Fundraising Strategies in Equity Crowdfunding.” Working Paper 26275. Working Paper Series. National Bureau of Economic Research.
- Howell, Sabrina T., Marina Niessner, and David Yermack. 2020. “Initial Coin Offerings: Financing Growth with Cryptocurrency Token Sales.” *Review of Financial Studies* 33 (9): 3925–74.
- Huang, Rongbing, Jay R. Ritter, and Donghang Zhang. 2023. “IPOs and SPACs: Recent Developments.” *Annual Review of Financial Economics* 15: 595–615.
- Itenberg, Olga, and Erin E. Smith. 2017. “Syndicated Equity Crowdfunding: The Trade-Off between Deal Access and Conflicts of Interest.” SSRN Scholarly Paper ID 2933822. Rochester, NY: Social Science Research Network.
- Lee, Jeongmin, and Christine A Parlour. 2022. “Consumers as Financiers: Crowdfunding, Initial Coin Offerings and Consumer Surplus.” *Review of Financial Studies* 35 (3): 1105–40.
- Lyandres, Evgeny, Berardino Palazzo, and Daniel Rabetti. 2022. “Initial Coin Offering (ICO) Success and Post-ICO Performance.” *Management Science* 68 (12): 8658–79.
- Mollick, Ethan. 2013. “Swept Away by the Crowd? Crowdfunding, Venture Capital, and the Selection of Entrepreneurs.” SSRN Scholarly Paper ID 2239204. Rochester, NY: Social Science Research Network.
- Mollick, Ethan, and Ramana Nanda. 2015. “Wisdom or Madness? Comparing Crowds with Expert Evaluation in Funding the Arts.” *Management Science* 62 (6): 1533–53.
- Tu, Tran, Dinh Anh, and Tang Thu. 2018. “Exploring Factors Influencing the Success of Crowdfunding Campaigns of Startups in Vietnam.” *Accounting and Finance Research* 7 (January): 19.

## 5. Strategic Choices

There is a growing literature in management research on key choices that entrepreneurs make and its connection to downstream performance. Key citations include:

### *Entry Strategy*

- Bolton, Patrick, and Christopher Harris. 1999. “Strategic Experimentation.” *Econometrica* 67 (2): 349–74.
- Gonzalez-Uribe, Juanita, and Michael Leatherbee. 2018. “The Effects of Business Accelerators on Venture Performance: Evidence from Start-up Chile.” *The Review of Financial Studies* 31 (4): 1566–1603.
- Hsu, David H. 2006. “Venture Capitalists and Cooperative Start-up Commercialization Strategy.” *Management Science* 52 (2): 204–19.
- Marx, Matt, Joshua S. Gans, and David H. Hsu. 2014. “Dynamic Commercialization Strategies for Disruptive Technologies: Evidence from the Speech Recognition Industry.” *Management Science* 60 (12): 3103–23.
- Marx, Matt, and David H. Hsu. 2015. “Strategic Switchbacks: Dynamic Commercialization Strategies for Technology Entrepreneurs.” *Research Policy* 44 (10): 1815–26.

### *Location Decisions*

- Dahl, Michael S., and Olav Sorenson. 2010. "The Migration of Technical Workers." *Special Issue: Cities and Entrepreneurship* 67 (1): 33–45.
- Dahl, Michael S., and Olav Sorenson. 2012. "Home Sweet Home: Entrepreneurs' Location Choices and the Performance of Their Ventures." *Management Science* 58 (6): 1059–71.
- Fairlie, Robert W., and Aaron K. Chatterji. 2013. "High-Technology Entrepreneurship in Silicon Valley." *Journal of Economics & Management Strategy* 22 (2): 365–89.
- Goldschlag, Nathan, and Javier Miranda. 2020. "Business Dynamics Statistics of High Tech Industries." *Journal of Economics & Management Strategy* 29 (1): 3–30.
- Saxenian, Annalee. 1994. *Regional Networks: Industrial Adaptation in Silicon Valley and Route 128*. Cambridge, MA: Harvard University Press.

## 6.1 Human Capital

### *Universities*

There is a substantial amount of research seeking to understand what drives rates of innovation by academic researchers in universities and subsequent commercialization activity, including entrepreneurial spinouts from academia. Select citations include:

- Agrawal, Ajay, and Avi Goldfarb. 2008. "Restructuring Research: Communication Costs and the Democratization of University Innovation." *American Economic Review* 98 (4): 1578–90.
- Bikard, Michaël, and Matt Marx. 2020. "Bridging Academia And Industry: How Geographic Hubs Connect University Science and Corporate Technology." *Management Science* 66 (8): 3425–43.
- Henderson, Rebecca, Adam B. Jaffe, and Manuel Trajtenberg. 1998. "Universities as a Source of Commercial Technology: A Detailed Analysis of University Patenting, 1965–1988." *The Review of Economics and Statistics* 80 (1): 119–27.
- Link, Albert N., and John T. Scott. 2007. "The Economics of University Research Parks." *Oxford Review of Economic Policy* 23 (4): 661–74.
- Lockett, Andy, and Mike Wright. 2005. "Resources, Capabilities, Risk Capital and the Creation of University Spin-out Companies." *Research Policy* 34 (7): 1043–57.
- Mowery, David C, Richard R Nelson, Bhaven N Sampat, and Arvids A Ziedonis. 2001. "The Growth of Patenting and Licensing by U.S. Universities: An Assessment of the Effects of the Bayh–Dole Act of 1980." *Research Policy* 30 (1): 99–119.
- Roche, Maria P. 2023. "Academic Entrepreneurship: Entrepreneurial Advisors and Their Advisees' Outcomes." *Organization Science* 34 (2): 959–86.
- Rothaermel, Frank T., and Marie Thursby. 2005. "University–Incubator Firm Knowledge Flows: Assessing Their Impact on Incubator Firm Performance." *Research Policy, University-based Technology Initiatives*, 34 (3): 305–20.
- Sampat, Bhaven N., and David C. Mowery. 2009. "Universities in National Innovation Systems." In *The Oxford Handbook of Innovation*, 209–39. Oxford: Oxford University Press.

### *Industry Clusters and Incumbent Corporations*

There is a substantial amount of research outside of economics examining the relationship between incumbent firms and startups. Select citations include:

- Baumol, William J. 2005. "Education for Innovation: Entrepreneurial Breakthroughs versus Corporate Incremental Improvements." *Innovation Policy and the Economy* 5 (January): 33–56.
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## 6.4 Support Programs

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## 7.3 Individual Characteristics of Entrepreneurs

A substantial amount of research both in and outside of economics attempts to understand the impact of individual factors on entrepreneurship. A select set of citations on personality psychology and entrepreneurship as well as gender, social capital and entrepreneurship includes:

### *Personality, Psychology and Entrepreneurship*

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### **7.4 International Aspects**

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