

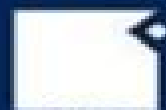
Entrepreneurship

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Gunnar Wiedenfels

Trust of Potential Buyers in New Entrepreneurial Ventures

An Analysis of Trust Drivers,
the Relevance for Purchase Intentions,
and the Moderating Effect of Product
or Service Qualities



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Trust Of Potential Buyers In New Entrepreneurial Ventures

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Trust of Potential Buyers in New Entrepreneurial Ventures Gunnar Wiedenfels, 2009-07-25 Acquiring the first customers is a make or break challenge for new ventures In how far does the trust of a potential future customer in a new venture influence his decision to purchase How can an entrepreneur convey trustworthiness in order to influence the decision In his dissertation Gunnar Wiedenfels responds to these questions with an empirical study testing a theory based model of trust its drivers and its effect on purchase intentions

Delayed Project Terminations in the Venture Capital Context Dominik Steinkühler, 2010 Venture capital plays an important role in the entrepreneurial process of providing financing and management support to young rapidly growing companies While venture capital investment success stories such as those of Microsoft Apple and Google are well known such home runs are rather rare Many investments provide little or no return so that accurately evaluating the prospects of portfolio companies and terminating further engagement in unsuccessful ventures in time is key to the overall portfolio performance of venture capital firms When venture capitalists act rationally it should be expected that investment terminations are neither systematically premature nor systematically delayed However recent studies have discovered a systematic tendency toward delayed project terminations of unsuccessful investments that cannot be reconciled with a model of rational decision making The present study examines such delayed project terminations in the venture capital industry and investigates whether escalation of commitment may provide an appropriate perspective on the phenomenon and contribute to its explanation The study develops a comprehensive theoretical framework that synthesizes and integrates several economically irrational drivers of project escalation A large scale survey among European venture capitalists provides the basis for the empirical analysis of the hypothesized relationships The analysis yields valuable new insights into the interaction of different escalation drivers which are much more intertwined than previously supposed by the literature and permits to suggest effective escalation countermeasures for practice The considerations and findings of the study are generalizable beyond the venture capital context to a wide variety of settings in which organizations routinely make sequential investment decisions

Consumer and Organizational Behavior in the Age of AI Wongmahesak, Kittisak, Phongkraphan, Nattharawee, Lekhawichit, Nutnapha, 2024-08-30 The rapidly evolving landscape of artificial intelligence AI has created unprecedented shifts in nearly all aspects of business and life To manage human resources more effectively understanding the intersection of consumer behavior and organizational management has never been more crucial By synthesizing the

latest research and practical applications managers will be equipped with the tools necessary to lead and innovate in their respective fields Consumer and Organizational Behavior in the Age of AI represents a comprehensive and interdisciplinary effort to provide a deep understanding of these dynamics offering strategies to address challenges plan strategically execute effectively and measure performance for continuous improvement across public private and civil society sectors Covering topics such as crisis management firm strategy and purchase intention this book is an excellent resource for organizational leaders managers human resource managers academicians graduate and postgraduate students educators and more **A**

User Acceptance of Web Personalization Systems Dr. Fendi Ameen, 2014-10-09 Research on web personalization techniques for collecting and analysing web data in order to deliver personalized information to users is in an advanced state Many metrics from the computational intelligence field have been developed to evaluate the algorithmic performance of Web Personalization Systems WPSs However measuring the success of a WPS in terms of user acceptance is difficult until the WPS is deployed in practice In summary many techniques exist for delivering personalized information to a user but a comprehensive measure of the success in WPSs in terms of human interaction and behaviour does not exist This study aims to develop a framework for measuring user acceptance of WPSs from a user perspective The proposed framework is based on the unified theory of acceptance and use of technology UTAUT The antecedents of user acceptance are described by indicators based on four key constructs i e performance expectancy PE effort expectancy EE social influence SI and facilitating conditions FC All these constructs are underpinned by Information Systems IS theories that determine the intention to use BI and the actual use USE of a technology A user acceptance model was proposed and validated using structural equation modelling SEM via the partial least squares path modelling PLS PM Four user characteristics i e gender age skill and experience have been chosen for testing the moderating effects of the four constructs The relationship between the four constructs in regard to BI and USE has been validated through moderating effects in order to present an overall view of the extent of user acceptance of a WPS Results from response data analysis show that the acceptance of a WPS is determined through PE EE SI and FC The gender of a user was found to moderate the relationship between performance expectancy of a WPS and their behavioural intention in using a WPS The effect of behavioural intention on the use of WPS is higher for a group of females than for males Furthermore the proposed model has been tested and validated for its explanation power of the model and effect size The current study concluded that predictive relevance of intention to use a WPS is more effective than the actual WPS usage which indicated that intention to use has more prediction power for describing a user acceptance of a WPS The implications of these measures from the computational intelligent point of view are useful when a WPS is implemented For example the designer of a WPS should consider personalized design features that enable the delivery of relevant information sharing to other users and accessibility across many platforms Such features create a better web experience and a complete security policy These measures can be utilized to obtain a higher attention

rate and continued use by a user the features that define user acceptance of a WPS *Management Control in Small and Medium-Sized Enterprises* Jens Hutzschenreuter, 2009-11-10 Jens Hutzschenreuter determines the effect of management control forms on the performance of innovative small and medium sized enterprises SMEs His findings suggest that in fact indirect control forms have a stronger performance impact than traditional control forms **Entrepreneurship and**

Development in the 21st Century Bruno S. Sergi, Cole C. Scanlon, 2019-04-29 The 21st century has brought about new trends in entrepreneurship and development In this insightful volume a cast of expert contributors explore how these new trends along with a variety of political cultural and social influences have affected entrepreneurship in all of its manifestations **Build Business Equity While You Sleep: Sell Value, Not Your Personal Time** Simon

Schroth, 2025-04-23 True business success comes when you build something that generates income even when you re not working Build Business Equity While You Sleep teaches you how to create a business that builds value and generates passive income so you can focus on growing wealth rather than constantly trading time for money This book shows you how to transition from a time for money business model to one that leverages assets intellectual property and recurring revenue You ll learn how to create scalable offers build a strong brand and develop systems that keep the business running smoothly even when you re not actively involved The book also explores how to sell your business in the future to reap the rewards of the equity you ve built If you want to create a business that generates long term value and works for you while you sleep Build Business Equity While You Sleep provides the strategies to build wealth and exit successfully *Exploring Interpersonal*

Trust in the Entrepreneurial Venture M. Dibben, 2000-02-24 Although the subject of trust has received increasing attention in the fields of organisation studies and to some extent entrepreneurship the field has to date largely been characterised by theoretical work which though useful is still often difficult if not impossible to operationalise This book adopts an alternative view to the scientific modernist approach to organisational study moving beyond a simple study of trust in organisations to tackle some of the more fundamental philosophical issues that surround management studies and entrepreneurship **How**

to Start Your Own Business Miguel Perez Publishing, This PDF How to Start Your Own Business is a step by step guide for aspiring entrepreneurs covering all aspects of launching a business It is structured into 20 chapters each focusing on a critical aspect of entrepreneurship Understanding Entrepreneurship Defines entrepreneurship discusses innovation risk taking and networking Identifying Your Business Idea Guides finding passion market research and evaluating business ideas for viability Creating a Business Plan Covers essential components such as goals financial projections and budgeting Choosing the Right Business Structure Explains sole proprietorships partnerships and corporations Funding Your Business Discusses bootstrapping loans grants and attracting investors Building Your Brand Covers value proposition branding and brand awareness strategies Launching an Online Business Provides insights on website setup e commerce platforms and online payment solutions Home Based Business Ideas Lists models like e commerce freelancing and subscription services

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The Psychology of Small Business Owners Sukanlaya Sawang,Cindy Yunhsin Chou,Robbert A. Kivits,2021-12-02

Starting a Home Business for Dummies Rachel Bridge,Paul Edwards,Sarah A. Edwards,Peter Economy,2014 How would you like to work for yourself in your own home Sounds good right The commute would be a breeze Starting a small business from home can mean minimum fuss and minimum start up costs so it s no wonder that around 60% of new businesses are started from home Whether you re looking to go freelance start a home business full time or a new venture on the side of your existing job you need Starting a Home Business For Dummies

New Venture Creation Marc H. Meyer,Frederick G. Crane,2013-01-04 Structured around the idea that innovation is at the core of successful entrepreneurship this insightful guide by Meyer and Crane establishes innovation as a necessary first step before writing a business plan or developing a financial model With a focus on pragmatic methods for gaining industry and customer insight and translating this insight into innovative product and service solutions Meyer and Crane help students design robust business models financial projections business plans and investor presentations New Venture Creation is devoted to helping students develop compelling business ideas This is based not only on the authors well known research in product and service innovation but also on their extensive experience as successful entrepreneurs and investors In the updated Second Edition part I guides students through six elements that comprise a clearly defined and focused venture defining your target industry defining your target customers defining the needs and wants of those customers defining winning product and service solutions carefully designing a strong business model determining competitive positioning and then testing the entire concept against a small population of target customers all before writing the plan Think design test and learn are the guiding principles Part II then focuses on different types of investors and the process for raising capital creating realistic financial projections writing a concise but powerful business plan organizing the venture team and creating a compelling pitch that speaks to the needs and concerns of

investors The book also includes a number of independent case studies that focus on product service and business model innovation all from recent ventures by students as well as recent college or master s level graduates

Encyclopedia of New Venture Management Matthew R. Marvel,2012-05-01 New venture management requires all the skills obtained within the typical MBA program and then some While those entering traditional management positions within established companies might expect to find established customers a degree of predictability formalized procedures and earnings that may be taken more or less for granted new ventures often are launched into highly dynamic environments characterized by rapid technological change inherent unpredictability and an uncertain cash flow Such ventures often require rapid growth to succeed While new ventures offer those who initiate them a high degree of independence excitement and potential for great reward they also bring high risk stress and greater potential for failure Thus it takes a special set of skills techniques and temperament to succeed These skills along with the potential risks and rewards and environmental settings and characteristics are explored in the Encyclopedia of New Venture Management Features Benefits 150 carefully selected signed entries each with Cross References and Further Readings are organized in A to Z fashion to give students easy access to the full range of topics in new venture management A thematic Reader s Guide in the front matter groups related entries by broad topical and thematic areas to make it easy for users to find related entries at a glance with themes that include Entrepreneurial Decision Making Corporate Entrepreneurship Entrepreneurial Marketing Leadership Human Resources Financing Development and more In the electronic version the Reader s Guide combines with a detailed Index and the Cross References to provide users with robust search and browse capacities A Chronology in the back matter helps students put individual events into broader historical context A Glossary provides students with concise definitions to key terms in the field A Resource Guide to classic books journals and web sites along with the Further Readings accompanying each entry helps guide students to further resources for their research journeys An appendix includes the report The State of Small Business

Indigenous Economics Ronald L. Trosper,2022-08-23 The book explains how Indigenous peoples organize their economies for good living by developing relationships among people and the natural world Creating strong relationships is a major alternative to the proposals that urge Indigenous people to individualize their economies

New Venture Creation Paul Burns,2023-12-30 Structured around the author s tried and tested New Venture Creation framework this textbook encourages practical learning enabling you to launch and develop your business Broken down into three phases Research Business model development Launch the book provides a systematic approach which tells you everything you need to know and most importantly everything you need to do to start a new venture You will learn how organisations and entrepreneurs address issues via real life case insights and quotes while fictional case studies are presented to explore how you might choose ways forward in your entrepreneurial journey The popular and effective Workbook which enables you to work through your thoughts and ideas on business development and construct a profile of your new venture is now presented in a digital

format A new Digital links booklet directs to company websites and interviews with entrepreneurs and these resources are designed so that they can be used concurrently with the book This edition includes new material on the importance of anticipating new challenges and the need for re strategizing and building resilience while sustainability and diversity have been foregrounded in a re examination of the case studies New Venture Creation is the essential textbook for preparing for real life entrepreneurial experience accessible practical and grounded in academic insight **Financing New Ventures**

Geoffrey Gregson,2014-01-31 Many business ventures today are looking to attract external financing with an emphasis on business angel investment Inside this text the author incorporates the views of business angels venture capitalists entrepreneurs and legal advisors and draws upon the latest academic thinking on financing new ventures providing comparisons between business angel and venture capital investing to further inform the reader The concepts principles and guidelines presented can help you and any entrepreneur business support agency business student and others interested in raising external investment and in developing an investable business The book is organized into seven chapters covering Fundamental concepts of entrepreneurial venturing and entrepreneurial finance Market conditions from which investable businesses emerge The investment process Deal negotiations The post investment relationship between entrepreneur and investor Recent trends affecting how entrepreneurs raise finance that include strategic exits super angels and the emergence of crowdfunding **Bootstrapping a Startup: Proven Tactics to Launch and Scale Without Venture Capital** Favour

Emeli,2025-01-28 Starting a business doesn't always require millions in funding Bootstrapping a Startup is the essential guide to launching and growing a successful business without relying on outside investment This book offers practical no nonsense strategies for entrepreneurs who want to maintain control over their business while focusing on profitability and sustainable growth Learn how to operate lean prioritize cash flow and grow organically using minimal resources to their fullest potential With actionable advice on everything from managing cash flow to marketing on a budget this book gives you the tools to succeed in the early stages of business without the need for venture capital Whether you're working from a home office or operating out of a garage Bootstrapping a Startup provides you with the mindset and tactics to scale your business while keeping your finances in check You'll learn how to make every dollar count and avoid common pitfalls that could drain your resources **From Immigrant To Transnational Diaspora Entrepreneur: The Roles Of Enclaves In Their**

Entrepreneurial Journey Osa-godwin Osaghae,Thomas M Cooney,2024-03-14 This book focuses on the role of immigrants in building economic social and political relationships between countries In this era of growing global interconnectedness international migration and immigrant issues have become a significant source of disunity between countries In some receiving countries immigrants are now workforce replacements for an ageing population while in sending countries immigrants use the experience gained in their country of residence for investment and entrepreneurial activity in their country of origin This has led to the suggestion that immigrant activities are no longer a process of bridging the economic

imbalance between nations but rather the bridging of economic social and political relationships Transnational diaspora entrepreneurial activity relies on the relationship between immigrants and their home country their understanding of the economic political and social systems in both their home and host countries and the demand for their home country s cultural goods As the demand for home cultural goods grows there is a need to establish businesses that can operate across multiple environments This book posits that transnational diaspora entrepreneurship can be seen as the internationalization process of immigrant entrepreneurship It explains the role of enclaves in supporting this activity and offers valuable insights into how immigrant enclave activity and informal networking influence transnational diaspora entrepreneurship *A Research Agenda for Sales* Fernando Jaramillo, Jay P. Mulki, 2021-01-29 *A Research Agenda for Sales* presents a roadmap of the future of sales Eight recognized sales scholars discuss ideas that scholars are exploring and that firms can use for success in hypercompetitive markets with demanding customers Featuring original research and current developments in the field the chapters focus on critical topics and provide answers to important questions by company leaders and sales scholars

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