

VU Research Portal

Acquiring resources for a new venture: van Werven, R.

2017

document version

Publisher's PDF, also known as Version of record

Link to publication in VU Research Portal

citation for published version (APA)

van Werven, R. (2017). Acquiring resources for a new venture: a study of the micro-level linguistic practices of startup entrepreneurs. Amsterdam Business Research Institute.

General rights

Copyright and moral rights for the publications made accessible in the public portal are retained by the authors and/or other copyright owners

The publications made accessible in the public portal are retained by the authors and/or other copyright owners

The publications made accessible in the public portal are retained by the authors and/or other copyright owners

The publications made accessible in the public portal are retained by the authors and/or other copyright owners

The publications made accessible in the public portal are retained by the authors and/or other copyright owners

The publications made accessible in the public portal are retained by the authors and/or other copyright owners

The publications made accessible in the public portal are retained by the authors and/or other copyright owners

The public portal are retained by the authors and/or other copyright owners

The public portal are retained by the local requirements associated with these rights. and it is a condition of accessing publications that users recognise and abide by the legal requirements associated with these rights.

- Users may download and print one copy of any publication from the public portal for the purpose of private study or research.
- You may not further distribute the material or use it for any profit-making activity or commercial gain
 You may freely distribute the URL identifying the publication in the public portal?

Take down policy

If you believe that this document breaches copyright please contact us providing details, and we will remove access to the work immediately and investigate your claim.

E-mail address:

vuresearchportal.ub@vu.nl

Download date: 17. May. 2021

REFERENCES

- Aldrich, H.E., and Fiol, C.M. (1994), 'Fools rush in? The institutional context of industry creation', *Academy of Management Review*, 19 (4): 645-670.
- Allison, T.H., Davis, B.C., Short, J.C., and Webb, J.W. (2014), 'Crowdfunding in a prosocial microlending environment: Examining the role of intrinsic versus extrinsic cues', *Entrepreneurship Theory and Practice*, 39 (1): 53-73.
- Allison, T.H., McKenny, A.F., and Short, J.C. (2013), 'The effect of entrepreneurial rhetoric on microlending investment: An examination of the warm-glow effect', *Journal of Business Venturing*, 28 (6): 690-707.
- Alvarez, J.L., Mazza, C., Pedersen, J.S., Svejenova, S. (2005), 'Shielding idiosyncrasy from isomorphic pressures: Towards optimal distinctiveness in European filmmaking', *Organization*, 12 (6): 863-888.
- Alvesson, M., and Kärreman, D. (2000), 'Taking the linguistic turn in organizational research:

 Challenges, responses, consequences', *Journal of Applied Behavioral Science*, 36 (2): 136-158.
- Alvesson, M., and Kärreman, D. (2007), 'Constructing mystery: Empirical matters in theory development', *Academy of Management Review*, 32 (4): 1265-1281.
- Anderson, A.R. (2005), 'Enacted metaphor: The theatricality of the entrepreneurial process', International Small Business Journal, 23 (6): 587-603.
- Arbuthnott, A., Eriksson, J., Wincent, J. (2010), 'When a new industry meets traditional and declining ones: An integrative approach towards dialectics and social movement theory in a model of regional industry emergence processes', *Scandinavian Journal of Management*, 26 (3): 290-308.
- Aristotle (2007), On rhetoric: A theory of civic discourse. Oxford: Oxford University Press.
- Arthurs, J.D., Busenitz, L.W., Hoskisson, R.E., Johnson, R.A. (2009). 'Signaling and initial public offerings: The use and impact of the lockup period', *Journal of Business Venturing*, 24 (4): 360-372.
- Baron, R.A., and Markman, G.D. (2003), 'Beyond social capital: The role of entrepreneurs' social competence in their financial success', *Journal of Business Venturing*, 18 (1): 41-60.
- Barreto, I., Baden-Fuller, C. (2006), 'To conform or to perform? Mimetic behavior, legitimacy-based groups and performance consequences', *Journal of Management Studies*, 43 (7): 1559-1581.

- Barry, D., and Elmes, M. (1997), 'Strategy retold: Toward a narrative view of strategic discourse', Academy of Management Review, 22 (2): 429-452.
- Bartel, C.A., and Garud, R. (2009), 'The role of narratives in sustaining organizational innovation', *Organization Science*, 20 (1): 107-117.
- Batjargal, B. (2010). 'Network dynamics and new ventures in China: A longitudinal study', Entrepreneurship and Regional Development, 22 (2): 139-153.
- Benson, D.F., Brau, J.C., Cicon, J., and Ferris, S.P. (2015), 'Strategically camouflaged corporate governance in IPOs: Entrepreneurial masking and impression management', *Journal of Business Venturing*, 30 (6): 839-864.
- Berente, N., Hansen, S., Pike, J.C., and Bateman, P.J. (2011), 'Arguing the value of virtual worlds: Patterns of discursive sensemaking of an innovative technology', *MIS Quarterly*, 35 (3): 685-709.
- Bergek, A., and Norrman, C. (2008). 'Incubator best practice: A framework', *Technovation*, 28 (1): 20-28
- Bex, F., and Verheij, B. (2012), 'Solving a murder case by asking critical questions: An approach to fact-finding in terms of argumentation and story schemes', *Argumentation*, 26 (3): 325-353.
- Bhave, M.P. (1994), 'A process model of entrepreneurial venture creation', *Journal of Business Venturing*, 9: 223-242.
- Billig, M. (1996). *Arguing and thinking: A rhetorical approach to social psychology*. Cambridge: Cambridge University Press.
- Bitektine, A., (2011), 'Toward a theory of social judgments of organizations: The case of legitimacy, reputation, and status', *Academy of Management Review*, 36 (1): 151-179.
- Blair, E.S., and Marcum, T.M. (2015), 'Heed our advice: Exploring how professionals guide small business owners in start-up entity choice', *Journal of Small Business Management*, 53 (1): 249-265.
- Boje, D.M. (1991), 'The storytelling organization: A study of story performance in an office-supply firm', *Administrative Science Quarterly*, 36 (1): 106-126.
- Boje, D.M. (1995), 'Stories of the storytelling organization: A postmodern analysis of Disney as "Tamara-Land", *Academy of Management Journal*, 38 (4): 997-1035.
- Boje, D.M. (2008). Storytelling organizations. London: SAGE Publications.

- Bøllingtoft, A., and Ulhøi, J.P. (2005), 'The networked business incubator leveraging entrepreneurial agency?', *Journal of Business Venturing*, 20 (2): 265-290.
- Bonaccio, S., and Dalal, R.S. (2006), 'Advice taking and decision-making: An integrative literature review, and implications for the organizational sciences', *Organizational Behavior and Human Decision Processes*, 101 (2): 127-151.
- Bouwmeester, O. (2013), 'Field dependency of argumentation rationality in decision-making debates', Journal of Management Inquiry, 22 (4): 415-433.
- Brockriede, W., and Ehninger, D. (1960) 'Toulmin on argument: An interpretation and application', *The Quarterly Journal of Speech*, 46 (1): 44-53.
- Brooke Elliott, W., Rennekamp, K.M., and White, B.J. (2015). 'Does concrete language in disclosures increase willingness to invest?', *Review of Accounting Studies*, 20 (2): 839-865.
- Brown, P., and Levinson, S.C. (1987). *Politeness: Some universals in language usage*. Cambridge: Cambridge University Press.
- Bruneel, J., Ratinho, T., Clarysse, B., and Groen, A. (2012), 'The evolution of business incubators: Comparing demand and supply of business incubation services across different incubator generations', *Technovation*, 32 (2): 110-121.
- Brush, C.G., Greene, P.G., and Hart, M.H. (2001), 'From initial idea to unique advantage: The entrepreneurial challenge of constructing a resource base', *Academy of Management Executive*, 15 (1): 64-78.
- Brush, C.G., Manolova, T.S., and Edelman, L.F. (2008), 'Properties of emerging organizations: An empirical test', *Journal of Business Venturing*, 23 (5): 547-566.
- Carayannopoulos, S. (2009), 'How technology-based new firms leverage newness and smallness to commercialize disruptive technologies', *Entrepreneurship Theory and Practice*, 33 (2): 419-438.
- Cardon, M.S., Sudek, R., and Mitteness, C. (2009), 'The impact of perceived entrepreneurial passion on angel investing', *Frontiers of Entrepreneurship Research*, 29 (2): 1-15.
- Carranza, I.E., (1999), 'Winning the battle in private discourse: Rhetorical-logical operations in storytelling', *Discourse and Society*, 10 (4): 509-541.
- Carter, N.M., Gartner, W.B., and Reynolds, P.D. (1996), 'Exploring start-up event sequences', *Journal of Business Venturing*, 11 (3): 151-166.

- Chaney, D., Marshall, R. (2013), 'Social legitimacy versus distinctiveness: Mapping the place of consumers in the mental representations of managers in an institutionalized environment', *Journal of Business Research*, 66 (9): 1550-1558.
- Chen, G., Hambrick, D.C., Pollock, T.G., (2008). 'Puttin' on the ritz: Pre-IPO enlistments of prestigious affiliates as deadline-induced remediation', *Academy of Management Journal*, 51 (5): 954-975.
- Chen, X-P., Yao, X., and Kotha, S. (2009), 'Entrepreneur passion and preparedness in business plan presentations: A persuasion analysis of venture capitalists' funding decisions', *Academy of Management Journal*, 52 (1): 199-214.
- Choi, Y.R., Shepherd, D.A. (2005), 'Stakeholder perceptions of age and other dimensions of newness', *Journal of Management*, 31 (4): 573-596.
- Clarke, J. (2011), 'Revitalizing entrepreneurship: How visual symbols are used in entrepreneurial performances', *Journal of Management Studies*, 48 (6): 1365-1391.
- Clarke, J., and Cornelissen, J.P. (2011), 'Language, communication, and socially situated cognition in entrepreneurship', *Academy of Management Review*, 36 (4): 776-778.
- Clarke, J., and Holt, R. (2010), 'The mature entrepreneur: A narrative approach to entrepreneurial goals', *Journal of Management Inquiry*, 19 (1): 69-83.
- Clarysse, B., and Bruneel, J. (2007), 'Nurturing and growing innovative start-ups: The role of policy as integrator', *R&D Management*, 37 (2): 139-149.
- Cornelissen, J.P., and Clarke, J. (2010), 'Imagining and rationalizing opportunities: Inductive reasoning and the creation and justification of new ventures', *Academy of Management Review*, 35 (4): 539-557.
- Cornelissen, J.P., Clarke, J., and Cienki, A. (2012), 'Sensegiving in entrepreneurial contexts: The use of metaphors in speech and gesture to gain and sustain support for novel business ventures', *International Small Business Journal*, 30 (3): 213-241.
- Corvellec, H., and Risberg, A. (2007), 'Sensegiving as mise-en-sense The case of wind power development', *Scandinavian Journal of Management*, 23 (3): 306-326.
- Creswell, J.W., (2007), *Qualitative inquiry and research design: Choosing among five approaches*. Thousand Oaks: Sage Publications.
- Cunliffe, A., and Coupland, C. (2011), 'From hero to villain to hero: Making experience sensible through embodied narrative sensemaking', *Human Relations*, 65 (1): 63-88.

- Cunliffe, A.L., Luhman, J.T., and Boje, D.M. (2004), 'Narrative temporality: Implications for organizational research', *Organization Studies*, 25 (2): 261-286.
- Czarniawska, B. (1995), 'Narration or science? Collapsing the division in organization studies', *Organization*, 2 (1): 11-33.
- Czarniawska, B. (2004). *Introducing Qualitative Methods: Narratives in social science research*. London: SAGE Publications.
- Dalal, R.S., and Bonaccio, S. (2010), 'What types of advice do decision-makers prefer?', *Organizational Behavior and Human Decision Processes*, 112 (1): 11-23.
- De Clerq, D., Voronov, M. (2009), 'The role of domination in newcomers' legitimation as entrepreneurs', *Organization*, 16 (6): 799-827.
- De Clerq, D., Voronov, M. (2011), 'Sustainability in entrepreneurship: A tale of two logics', *International Small Business Journal*, 29 (4): 322-344.
- Deephouse, D.L. (1999), 'To be different, or to be the same? It's a question (and theory) of strategic balance', *Strategic Management Journal*, 20 (2): 147-166.
- Déjean, F., Gond, J.P., Leca, B. (2004), 'Measuring the unmeasured: An institutional entrepreneur strategy in an emerging industry', *Human Relations*, 57 (6): 741-764.
- DeKinder, J.S., Kohli, A.K. (2008), 'Flow signals: How patterns over time affect the acceptance of start-up firms', *Journal of Marketing*, 72 (1): 84-97.
- Delmar, F., and Shane, S. (2004), 'Legitimating first: Organizing activities and the survival of new ventures', *Journal of Business Venturing*, 19 (3): 385-410.
- Deutsch, Y., Ross, T.W. (2003), 'You are known by the directors you keep: Reputable directors as a signaling mechanism for young firms', *Management Science*, 49 (8): 1003-1017.
- Dimov, D. (2010), 'Nascent entrepreneurs and venture emergence: Opportunity confidence, human capital, and early planning', *Journal of Management Studies*, 47 (6): 1123-1153.
- Downing, S. (2005), 'The social construction of entrepreneurship: Narrative and dramatic processes in the coproduction of organizations and identities', *Entrepreneurship Theory and Practice*, 29 (2): 185-204.
- Dushnitsky, G. (2010), 'Entrepreneurial optimism in the market for technological inventions', *Organization Science*, 21 (1): 150-167.
- Elfring, T., and Hulsink, W. (2003), 'Networks in entrepreneurship: The case of high-technology firms', *Small Business Economics*, 21 (4): 409-422.

- Elsbach, K.D., Sutton, R.I. (1992), 'Acquiring organizational legitimacy through illegitimate actions: A marriage of institutional and impression management theories', *Academy of Management Journal*, 35 (4): 699-738.
- Enfield, N.J. (2011). 'Sources of asymmetry in human interaction: Enchrony, status, knowledge, and agency', in Stivers, T., Mondada, L., and Steensig, J. (2011). *The morality of knowledge in conversation*: 285-312. Cambridge: Cambridge University Press.
- Erkama, N., and Vaara, E., (2010), 'Struggles over legitimacy in global organizational restructuring: A rhetorical perspective on legitimation strategies and dynamics in a shutdown case', *Organization Studies*, 31 (7): 813-839.
- Etzion, D., and Ferraro, F. (2010), 'The role of analogy in the institutionalization of sustainability reporting', *Organization Science*, 21 (5): 1092-1107.
- Fang, S-C., Tsai, F-S., and Lin, J.L. (2010), 'Leveraging tenant-incubator social capital for organizational learning and performance in incubation programme', *International Small Business Journal*, 28 (1): 90-113.
- Feldman, M.S., Sköldberg, K., Brown, R.N., and Horner, D. (2004), 'Making sense of stories: A rhetorical approach to narrative analysis', *Journal of Public Administration Research and Theory*, 14 (2): 147-170.
- Feldman. M.S., and Sköldberg, K. (2002), 'Stories and the rhetoric of contrariety: Subtexts of organizing (change)', *Culture and Organization*, 8 (4): 275-292.
- Feng, B. (2009), 'Testing an integrated model of advice giving in supportive interactions', *Human Communication Research*, 35 (1): 115-129.
- Feng, B., and Burleson, B.R. (2008), 'The effects of argument explicitness on responses to advice in supportive interactions', *Communication Research*, 35 (6): 849-874.
- Feng, B., and MacGeorge, E.L. (2006), 'Predicting receptiveness to advice: Characteristics of the problem, the advice-giver, and the recipient', *Southern Communication Journal*, 71 (1): 67-85.
- Feng, B., and MacGeorge, E.L. (2010), 'The influences of message and source factors on advice outcomes', *Communication Research*, 37 (4): 553-575.
- Fenton, C., and Langley, A. (2011), 'Strategy as practice and the narrative turn', *Organization Studies*, 32 (9): 1171-1196.

- Foss, L. (2004), "Going against the grain..." Construction of entrepreneurial identity through narratives, in Hjorth, D., and Steyaert, C. (eds.), *Narrative and discursive approaches in entrepreneurship*: 80-104. Cheltenham: Edward Elgar.
- Gabriel, Y. (2000). *Storytelling in organizations: Facts, fictions, and fantasies*. Oxford: Oxford University Press.
- Gartner, W.B. (2010), 'A new path to the waterfall: A narrative on a use of entrepreneurial narrative', *International Small Business Journal*, 28 (1): 6-19.
- Gartner, W.B., Bird, B.J., and Starr, J.A. (1992), 'Acting as if: Differentiating entrepreneurial from organizational behavior', *Entrepreneurship Theory and Practice*, 16 (3): 13-31.
- Garud, R., Schildt, H.A., and Lant, T.K. (2014a), 'Entrepreneurial storytelling, future expectations, and the paradox of legitimacy', *Organization Science*, 25 (5): 1479-1492.
- Garud, T., Gehman, J., and Giuliani, A.P. (2014b), 'Contextualizing entrepreneurial innovation: A narrative perspective', *Research Policy*, 43 (7): 1177-1188.
- Gergen, K.J. (2005), 'Narrative, moral identity, and historical consciousness: A social constructionist account', in Straub, J. (2005), *Narration*, *identity*, *and historical consciousness*. New York, Oxford: Berghahn Books.
- Gino, F., and Moore, D.A. (2007), 'Effects of task difficulty on use of advice', *Journal of Behavioral Decision Making*, 20 (1): 21-35.
- Gioia, D.A., Price, K.N., Hamilton, A.L., Thomas, J.B. (2010), 'Forging an identity: An insider-outsider study of processes involved in the formation of organizational identity', *Administrative Science Quarterly*, 55 (1): 1-46.
- Goffman, E. (1967). Interaction ritual: Essays on face-to-face behavior. New York: Pantheon Books.
- Golant, B.D., and Sillince, J.A.A. (2007), 'The constitution of organizational legitimacy: A narrative perspective', *Organization Studies*, 28 (8): 1149-1167.
- Goldsmith, D.J. (2000), 'Soliciting advice: The role of sequential placement in mitigating face threat', Communication Monographs, 67 (1): 1-19.
- Goldsmith, D.J., and Fitch, K. (1997), 'The normative context of advice as social support', *Human Communication Research*, 23 (4): 454-476.
- Goldsmith, D.J., and MacGeorge, E.L. (2000), 'The impact of politeness and relationship on perceived quality of advice about a problem', *Human Communication Research*, 26 (2): 234-263.

- Green Jr., S.E. (2004), 'A rhetorical theory of diffusion', *Academy of Management Review*, 29 (4): 653-669.
- Green Jr., S.E., and Li, Y. (2011), 'Rhetorical institutionalism: Language, agency, and structure in institutional theory since Alvesson 1993', *Journal of Management Studies*, 48 (7): 1662-1697.
- Green Jr., S.E., Li, Y., and Nohria, N. (2009), 'Suspended in self-spun webs of significance: A rhetorical model of institutionalization and institutionally embedded agency', *Academy of Management Journal*, 52 (1): 11-36.
- Grégoire, D.A., De Koning, A.J., and Oviatt, B.M. (2008), 'Do VCs evaluate 'live' presentations like they evaluate business plans?', *Frontiers of Entrepreneurship Research*, 28 (3): 1-13.
- Haack, P., Pfarrer, M. D., Scherer, A. G. (2014), 'Legitimacy-as-feeling: How affect leads to vertical legitimacy spillovers in transnational governance', *Journal of Management Studies*, 51 (4): 634-666.
- Hakulinen, A., and M-L. Sorjonen (2011). 'Ways of agreeing with negative stance taking', in Stivers, T.,Mondada, L., and Steensig, J. (2011). The morality of knowledge in conversation: 235-256.Cambridge: Cambridge University Press.
- Hargadon, A.B., Douglas, Y. (2001), 'When innovations meet institutions: Edison and the design of the electric light', *Administrative Science Quarterly*, 46 (3): 476-501.
- Harmon, D.J., Green Jr., S.E., and Goodnight, G.T. (2015), 'A model of rhetorical legitimation: The structure of communication and cognition underlying institutional maintenance and change', *Academy of Management Review*, 40 (1): 76-95.
- Hartelius, E.J., and Browning, L.D. (2008), 'The application of rhetorical theory in managerial research: A literature review', *Management Communication Quarterly*, 22 (1): 13-39.
- Harvey, N., and Fischer, I. (1997), 'Taking advice: Accepting help, improving judgment, and sharing responsibility', *Organizational Behavior and Human Decision Processes*, 70 (2): 117-133.
- Hayano, K. (2011). 'Claiming epistemic primacy: Yo-marked assessments in Japanese', in Stivers, T.,Mondada, L., and Steensig, J. (2011). The morality of knowledge in conversation: 58-81.Cambridge: Cambridge University Press.
- Heath, C., and Gonzalez, R. (1995), 'Interaction with others increases decision confidence but not decision quality: Evidence against information collection views of interactive decision making', *Organizational Behavior and Human Decision Processes*, 61 (3): 305-326.

- Hellmann, T. (2007), 'Entrepreneurs and the process of obtaining resources', *Journal of Economics and Management Strategy*, 16 (1): 81-109.
- Heracleous, L., (2006), 'A tale of three discourses: The dominant, the strategic, and the marginalized', *Journal of Management Studies*, 43 (5): 1059-1087.
- Heracleous, L., and Barrett, M. (2001), 'Organizational change as discourse: Communicative actions and deep structures in the context of information technology implementation', *Academy of Management Journal*, 44 (4): 755-778.
- Heritage, J., and Raymond, G. (2005). 'The terms of agreement: Indexing epistemic authority and subordination in talk-in-interaction', *Social Psychology Quarterly*, 68 (1): 15-38.
- Heritage, J. (2012a). 'Epistemics in action: Action formation and territories of knowledge', *Research on Language and Social Interaction*, 45 (1): 1-29.
- Heritage, J. (2012b). 'The epistemic engine: Sequence organization and territories of knowledge', Research on Language and Social Interaction, 45 (1): 30-52
- Higgins, M.C., and Gulati, R. (2006), 'Stacking the deck: The effects of top management backgrounds on investor decisions', *Strategic Management Journal*, 27 (1): 1-25.
- Hill, R.C., and Levenhagen, M. (1995), 'Metaphors and mental models: Sensemaking and sensegiving in innovative and entrepreneurial activities', *Journal of Management*, 21 (6): 1057-1074.
- Hjorth, D. (2004), 'Towards genealogical storytelling in entrepreneurship', in Hjorth, D., and Steyaert, C. (eds.), *Narrative and discursive approaches in entrepreneurship*: 210-232. Cheltenham: Edward Elgar.
- Hjorth, D., and Steyaert, C. (2004), *Narrative and discursive approaches in entrepreneurship*. Cheltenham: Edward Elgar.
- Holland, D.V., and Shepherd, D.A. (2011), 'Deciding to persist: Adversity, values, and entrepreneurs' decision policies', *Entrepreneurship Theory and Practice*, 37 (2): 331-358.
- Holt, R., and Macpherson, A. (2010), 'Sensemaking, rhetoric, and the socially competent entrepreneur', *International Small Business Journal*, 28 (1): 20-42.
- Horowitz, L.M., Krasnoperova, E.N., Tatar, D.G., Hansen, M.B., Person, E.A., Galvin, K.L., and Nelson, K.L. (2001), 'The way to console may depend on the goal: Experimental studies of social support', *Journal of Experimental Social Psychology*, 37 (1): 49-61.

- Huang, L., and Knight, A.P. (in press), 'Resources and relationships in entrepreneurship: An exchange theory of the development and effects of the entrepreneur-investor relationship', *Academy of Management Review*, DOI:10.5465/amr.2014.0397
- Hughes, M., Ireland, R.D., and Morgan, R.E. (2007), 'Stimulating dynamic value: Social capital and business incubation as a pathway to competitive success', *Long Range Planning*, 40 (2): 154-177.
- Jennings, J.E., Jennings, P.D., Greenwood, R. (2009), 'Novelty and new firm performance: The case of employment systems in knowledge-intensive service organizations', *Journal of Business Venturing*, 24 (4): 338-359.
- Johansson, A.W. (2004), 'Narrating the entrepreneur', *International Small Business Journal*, 22 (3): 273-293.
- Kautonen, T., Zolan, R., Kuckertz, A., and Viljamaa, A. (2010), 'Ties that blind? How strong ties affect small business owner-managers' perceived trustworthiness of their advisors', *Entrepreneurship and Regional Development*, 22 (2): 189-209.
- Khaire, M., Wadhwani, R.D. (2010), 'Changing landscapes: The construction of meaning and value in a new market category modern Indian art', *Academy of Management Journal*, 53 (6): 1281-1304.
- King, B.G., Whetten, D.A. (2008), 'Rethinking the relationship between reputation and legitimacy: A social actor conceptualization', *Corporate Reputation Review*, 11 (3): 192-207.
- Kuhn, K.M., and Galloway, T.L. (2013), 'With a little help from my competitors: Peer networking among artisan entrepreneurs', *Entrepreneurship Theory and Practice*, 39 (3): 571-600.
- Lahti, T. (2014), 'The value-added contribution of advisors in the process of acquiring venture capital', *International Small Business Journal*, 32 (3): 307-326.
- Lamertz, K., and Martens, M.L. (2011), 'How do we make you look good? A social network study of upstream organizational impression management and the rhetorical construction of IPO firm images', *Canadian Journal of Administrative Sciences*, 28 (4): 373-387.
- Larty, J., and Hamilton, E. (2011), 'Structural approaches to narrative analysis in entrepreneurship research: Exemplars from two researchers', *International Small Business Journal*, 29 (3): 220-237.
- Lefebvre, M.R., and Redien-Collot, R. (2013), "How to do things with words": The discursive dimension of experiential learning in entrepreneurial mentoring dyads", *Journal of Small Business Management*, 51 (3): 370-393.

- Lehtonen, O., and Lahti, T. (2009), 'The role of advisors in the venture capital investment process', Venture Capital: An International Journal of Entrepreneurial Finance, 11(3): 229-254.
- Lichtenstein, B.B., Carter, N.M., Dooley, K.J., and Gartner, W.B. (2007), 'Complexity dynamics of nascent entrepreneurship', *Journal of Business Venturing*, 22 (2): 236-261.
- Loewenstein, J., Ocasio, W., and Jones, C. (2012), 'Vocabularies and vocabulary structure: A new approach linking categories, practices, and institutions', *Academy of Management Annals*, 6 (1): 41-86.
- Lounsbury, M., and Glynn, M.A. (2001) 'Cultural entrepreneurship: Stories, legitimacy, and the acquisition of resources', *Strategic Management Journal*, 22 (6-7): 545-564.
- Ma, X., Zhou, Z., and Fan, X. (2015), 'The process of dynamic capability emergence in technology start-ups an exploratory longitudinal study in China', *Technology Analysis and Strategic Management*, 27 (6): 675-692.
- MacGeorge, E.L., Feng, B., Butler, G.L., and Budarz, S.K. (2004), 'Understanding advice in supportive interactions: Beyond the facework and message evaluation paradigm', *Human Communication Research*, 30 (1): 42-70.
- MacGeorge, E.L., Lichtman, R.M., and Pressey, L.C. (2002), 'The evaluation of advice in supportive interactions: Facework and contextual factors', *Human Communication Research*, 28 (3): 451-463.
- MacMillan, I.C., Siegel, R., and Narasimha, P.N.S. (1985), 'Criteria used by venture capitalists to evaluate new venture proposals', *Journal of Business Venturing*, 1 (1): 119-128.
- Maguire, S., Hardy, C., Lawrence, T.B. (2004), 'Institutional entrepreneurship in emerging fields: HIV/AIDS treatment advocacy in Canada', *Academy of Management Journal*, 47 (5): 657-679.
- Majone, G. (1989), *Evidence*, argument, and persuasion in the policy process. New Haven and London: Yale University Press.
- Manolova, T.S., Edelman, L.F., Brush, C.G., and Rotefoss, B. (2012), 'Properties of emerging organizations: Empirical evidence from Norway', *Small Business Economics*, 39 (3): 763-781.
- Martens, M.L., Jennings, J.E., and Jennings, P.D. (2007), 'Do the stories they tell get them the money they need? The role of entrepreneurial narratives in resource acquisition', *Academy of Management Journal*, 50 (5): 1107-1132.
- Mason, C.M., and Harrison, R.T. (2003). "Auditing for money": What do investors look for at the initial screening stage?", *Journal of Private Equity*, 6 (2): 29-42.

- Maxwell, A.L., Jeffrey, S.A., and Lévesque, M. (2011), 'Business angel early stage decision making', *Journal of Business Venturing*, 26 (2): 212-225.
- McAdam, M., and Marlow, S. (2011), 'Sense and sensibility: The role of business incubator client advisors in assisting high-technology entrepreneurs to make sense of investment readiness status', *Entrepreneurship and Regional Development*, 23 (7-8): 449-468.
- McGaughey, S.L. (2007), 'Hidden ties in international new venturing: The case of portfolio entrepreneurship', *Journal of World Business*, 42 (3): 307-321.
- McMullen, J.S., and Shepherd, D.A. (2006), 'Entrepreneurial action and the role of uncertainty in the theory of the entrepreneur', *Academy of Management Review*, 31 (1): 132-152.
- McNamara, G., Deephouse, D., Luce, R.A. (2003), 'Competitive positioning within and across a strategic group structure: The performance of core, secondary, and solitary firms', *Strategic Management Journal*, 24 (2): 161-181.
- Meyer, R.E., Höllerer, M.A., Jancsary, D., and van Leeuwen, T. (2013), 'The visual dimension in organizing, organization, and organization research', *Academy of Management Annals*, 7 (1): 489-555.
- Moss, T.W., Neubaum, D.O., and Meyskens, M. (2014), 'The effect of virtuous and entrepreneurial orientations on microfinance lending and repayment: A signaling theory perspective', *Entrepreneurship Theory and Practice*, 39 (1): 27-52.
- Murnieks, C.Y., Haynie, J.M., Wiltbank, R.E., and Harting, T. (2011), "I like how you think": Similarity as an interaction bias in the investor-entrepreneur dyad, *Journal of Management Studies*, 48 (7): 1533-1561.
- Nagy, B.G., Pollack, J.M., Rutherford, M.W., and Lohrke, F.T. (2012), 'The influence of entrepreneurs' credentials and impression management behaviors of new venture legitimacy', *Entrepreneurship Theory and Practice*, 36 (5): 941-965.
- Navis, C., and Glynn, M.A. (2011) 'Legitimate distinctiveness and the entrepreneurial identity: Influence on investor judgments of new venture plausibility', *Academy of Management Review*, 36 (3): 479-499.
- Navis, C., Glynn, M.A. (2010), 'How new market categories emerge: Temporal dynamics of legitimacy, identity, and entrepreneurship in satellite radio, 1990-2005', *Administrative Science Quarterly*, 55 (3): 439-471.

- Nicholls-Nixon, C.L., Cooper, A.C., and Woo, C.Y. (2000), 'Strategic experimentation: Understanding change and performance in new ventures', *Journal of Business Venturing*, 15 (5-6): 493-521.
- Nicholson, L., and Anderson, A.R. (2005), 'News and nuances of the entrepreneurial myth and metaphor: Linguistic games in entrepreneurial sense-making and sense-giving', *Entrepreneurship Theory and Practice*, 29 (2): 153-172.
- Norman, P.M., Artz, K.W., Martinez, R.J. (2007), 'Does it pay to be different? Competitive non-conformity under different regulatory regimes', *Journal of Business Research*, 60 (11): 1135-1143.
- O'Connor, E. (2002), 'Storied business: Typology, intertextuality, and traffic in entrepreneurial narrative', *Journal of Business Communication*, 39 (1): 36-54.
- O'Connor, E. (2004), 'Storytelling to be real: Narrative, legitimacy building and venturing', in Hjorth, D., and Steyaert, C. (eds.), *Narrative and discursive approaches in entrepreneurship*: 105-124. Cheltenham: Edward Elgar.
- Olmos, P., and Vega, L. (2011), 'The use of the script concept in argumentation theory', *Argumentation*, 25 (4): 415-426.
- Packalen, K.A. (2007), 'Complementing capital: The role of status, demographic features, and social capital in founding teams' abilities to obtain resources', *Entrepreneurship Theory and Practice*, 31 (6): 873-891.
- Parhankangas, A., and Ehrlich, M. (2014), 'How entrepreneurs seduce business angels: An impression management approach', *Journal of Business Venturing*, 29 (4): 543-564.
- Patton, D. (2014), 'Realising potential: The impact of business incubation on the absorptive capacity of new technology-based firms', *International Small Business Journal*, 32 (8): 897-917.
- Pedersen, J.S., Dobbin, F. (2006), 'In search of identity and legitimation: Bridging organizational culture and neoinstitutionalism', *American Behavioral Scientist*, 49 (7): 897-907.
- Pentland, B.T. (1999), 'Building process theory with narrative: From description to explanation', *Academy of Management Review*, 24 (4): 711-724.
- Perelman, C. (2008), *The realm of rhetoric*, Notre Dame: University of Notre Dame Press.
- Pettersson, K. (2004), 'Masculine entrepreneurship The Gnosjö discourse in a feminist perspective', in Hjorth, D., and Steyaert, C. (eds.), *Narrative and discursive approaches in entrepreneurship*: 177-193. Cheltenham: Edward Elgar.

- Phillips, N., and Oswick, C. (2012), 'Organizational discourse: Domains, debates, and directions', *Academy of Management Annals*, 6 (1): 435-481.
- Pollack, J.M., Rutherford, M.W., and Nagy, B.G. (2012), 'Preparedness and cognitive legitimacy as antecedents of new venture funding in televised business pitches', *Entrepreneurship Theory and Practice*, 36 (5): 915-939.
- Pollock, T.G., and Gulati, R. (2007), 'Standing out from the crowd: The visibility-enhancing effects of IPO-related signals on alliance formation by entrepreneurial firms', *Strategic Organization*, 5 (4): 339-372.
- Pollock, T.G., Chen, G., Jackson, E.M., Hambrick, D.C. (2010), 'How much prestige is enough? Assessing the value of multiple types of high-status affiliates for young firms', *Journal of Business Venturing*, 25 (1): 6-23.
- Porac, J.F., Thomas, H., Wilson, J., Paton, D., Kanfer, A. (1995), 'Rivalry and the industry model of Scottish knitwear producers', *Administrative Science Quarterly*, 40 (2): 203-229.
- Potter, J. (1996). Representing reality: Discourse, rhetoric, and social construction. London: SAGE Publications.
- Rao, R.S., Chandy, R.K., and Prabhu, J.C. (2008), 'The fruits of legitimacy: Why some new ventures gain more from innovation than others', *Journal of Marketing*, 72 (1): 58-75.
- Reinecke, J., Manning, S., Von Hagen, O. (2012), 'The emergence of a standards market: Multiplicity of sustainability standards in the global coffee industry', *Organization Studies*, 33 (5-6): 791-814.
- Rhodes, C., and Brown, A.D. (2005), 'Narrative, organizations, and research', *International Journal of Management Reviews*, 7 (3): 167-188.
- Rieke, R.D., and Sillars, M.O. (2001), *Argumentation and critical decision making*. New York: Longman.
- Ries, E. (2011), The lean startup. London: Penguin Books.
- Rindova, V., Barry, D., and Ketchen Jr., D.J. (2009), 'Entrepreneuring as emancipation', *Academy of Management Review*, 34 (3): 477-491.
- Rosa, J.A., Porac, J.F., Runser-Spanjol, J., Saxon, M.S. (1999), 'Sociocognitive dynamics in a product market', *Journal of Marketing*, 63 (1): 64-77.
- Rotger, G.P., Gørtz, M., and Storey, D.J. (2014), 'Assessing the effectiveness of guided preparation for new venture creation and performance: Theory and practice', *Journal of Business Venturing*, 27 (4): 506-521.

- Ruebottom, T. (2013), 'The microstructures of rhetorical strategy in social entrepreneurship: Building legitimacy through heroes and villains', *Journal of Business Venturing*, 28 (1): 98-116.
- Rutherford, M.W., Buller, P.F. (2007), 'Searching for the legitimacy threshold', *Journal of Management Inquiry*, 16 (1): 78-92.
- Rutherford, M.W., Buller, P.F., and Stebbins, J.M. (2009), 'Ethical considerations of the legitimacy lie', Entrepreneurship Theory and Practice, 33 (4): 949-964.
- Samuelsson, M., and Davidsson, P. (2009), 'Does venture opportunity variation matter? Investigating systematic process differences between innovative and imitative new ventures', *Small Business Economics*, 33 (2): 229-255.
- Santos, F.M., Eisenhardt, K.M. (2009), 'Constructing markets and shaping boundaries', *Academy of Management Journal*, 52 (4): 643-671.
- Sarasvathy, S.D. (2001), 'Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency', *Academy of Management Review*, 26 (2): 243-263.
- Saxton, T. (1995), 'The impact of third parties on strategic decision making: Roles, timing and organizational outcomes', *Journal of Organizational Change Management*, 8 (3): 47-62.
- Schein, E.H. (1990), 'A general philosophy of helping: Process Consultation', *Sloan Management Review*, 31 (3): 57-64.
- Schjoedt, L. (2009), 'Entrepreneurial job characteristics: An examination of their effect on entrepreneurial satisfaction', *Entrepreneurial Theory and Practice*, 33 (3): 619-644.
- Schwenk, C.R. (1990), 'Effects of devil's advocacy and dialectical inquiry on decision making: A metaanalysis', *Organizational Behavior and Human Decision Processes*, 47 (1): 161-176.
- Shane, S.A. (2003), A general theory of entrepreneurship: The individual-opportunity nexus. Cheltenham: Edward Elgar.
- Shepherd, D.A., Zacharakis, A. (2003), 'A new venture's cognitive legitimacy: An assessment by customers', *Journal of Small Business Management*, 41 (2): 148-167.
- Sillince, J.A.A. (1999), 'The organizational setting, use, and institutionalization of argumentation repertoires', *Journal of Management Studies*, 36 (6): 795-830.
- Sine, W.D., Haveman, H.A., and Tolbert, P.S. (2005), 'Risky business? Entrepreneurship in the new independent power sector', *Administrative Science Quarterly*, 50 (2): 200-232.
- Slager, R., Gond, J-P., Moon, J. (2012), 'Standardization as institutional work: The regulatory power of a responsible investment standard', *Organization Studies*, 33 (5-6), 763-790.

- Smith, R., and Anderson, A.R. (2004), 'The devil is in the *e-tale*: Forms and structures in the entrepreneurial narratives', in Hjorth, D., and Steyaert, C. (eds.), *Narrative and discursive approaches in entrepreneurship*: 125-143. Cheltenham: Edward Elgar.
- Sniezek, J.A., and Van Swol, L.M. (2001), 'Trust, confidence, and expertise in a judge-advisor system', Organizational Behavior and Human Decision Processes, 84 (2): 288-307.
- Starr, J.A., and MacMillan, I.C. (1990), 'Resource cooptation via social contracting: Resource acquisition strategies for new ventures', *Strategic Management Journal*, 11 (1): 79-92.
- Steyaert, C. (2007), 'Of course that is not the whole (toy) story: Entrepreneurship and the cat's cradle', *Journal of Business Venturing*, 22 (5): 733-751.
- Stivers, T. (2011). 'Morality and question design: 'Of course' as contesting a presupposition of askability', in Stivers, T., Mondada, L., and Steensig, J. (2011). *The morality of knowledge in conversation*: 82-106. Cambridge: Cambridge University Press.
- Stivers, T., Mondada, L., and Steensig, J. (2011a). *The morality of knowledge in conversation*. Cambridge: Cambridge University Press.
- Stivers, T., Mondada, L., and Steensig, J. (2011b). 'Knowledge, morality, and affiliation in social interaction', in Stivers, T., Mondada, L., and Steensig, J. (2011). *The morality of knowledge in conversation*: 3-24. Cambridge: Cambridge University Press.
- St-Jean, E., and Audet, J. (2012), 'The role of mentoring in the learning environment of the novice entrepreneur', *International Entrepreneurship and Management Journal*, 8 (1): 119-140.
- St-Jean, E., and Mathieu, C. (2015), 'Developing attitudes toward an entrepreneurial career through mentoring: The mediating role of entrepreneurial self-efficacy', *Journal of Career Development*, 42 (4): 325-338.
- Stuart, T.E., Hoang, H., and Hybels, R.C. (1999), 'Interorganizational endorsements and the performance of entrepreneurial ventures', *Administrative Science Quarterly*, 44 (2): 315-349.
- Suchman, M.C., (1995), 'Managing legitimacy: Strategic and institutional approaches', *Academy of Management Review*, 20 (3), 571-610.
- Suddaby, R., and Greenwood, R. (2005), 'Rhetorical strategies of legitimacy', *Administrative Sciences Quarterly*, 50 (1): 35-67.
- Sudek, R. (2007), 'Angel investment criteria', Journal of Small Business Strategy, 17 (2): 89-103.
- Tan, J., Shao, Y., Li, W. (2013), 'To be different, or to be the same? An exploratory study of isomorphism in the cluster', *Journal of Business Venturing*, 28 (1): 83-97.

- Tans, O. (2006), 'The fluidity of warrants: Using the Toulmin model to analyse practical discourse', in Hitchcock, D., and Verheij, B. (Eds.), *Arguing on the Toulmin model: New essays in argument analysis and evaluation*: 219-230. Dordrecht: Springer.
- Tornikoski, E.T., and Newbert, S.L. (2007), 'Exploring the determinants of organizational emergence: A legitimacy perspective', *Journal of Business Venturing*, 22 (2): 311-335.
- Tost, L.P. (2011), 'An integrative model of legitimacy judgments', *Academy of Management Review*, 36 (4): 686-710.
- Tost, L.P., Gino, F., and Larrick, R.P. (2012), 'Power, competitiveness, and advice taking: Why the powerful don't listen', *Organizational Behavior and Human Decision Processes*, 117 (1): 53-65.
- Tøtterman, H., and Sten, J. (2005), 'Start-ups: Business incubation and social capital', *International Small Business Journal*, 23 (5): 487-511.
- Toulmin, S. (1994), The uses of argument. Cambridge: Cambridge University Press.
- Toulmin, S., Rieke, R., Janik, A. (1984), *An introduction to reasoning*. New York: Macmillan Publishing.
- Tracey, P., Phillips, N., Jarvis, O. (2011), 'Bridging institutional entrepreneurship and the creation of new organizational forms: A multilevel model', *Organization Science*, 22 (1): 60-80.
- Trope, Y., Liberman, N., and Wakslak, C. (2007). 'Construal levels and psychological distance: Effects on representation, prediction, evaluation, and behavior', *Journal of Consumer Psychology*, 17 (2): 83-95.
- Tyebjee, T.T., and Bruno, A.V. (1984), 'A model of venture capitalist investment activity', *Management Science*, 30 (9): 1051-1066.
- Tzioti, S.C., Wierenga, B., and Van Osselaer, S.M.J. (2013), 'The effect of intuitive advice justification on advice taking', *Journal of Behavioral Decision Making*, 27 (1): 66-77.
- Van Eemeren, F.H., Garssen, B., Krabbe, E.C.W., Snoeck Henckemans, A.F., Verheij, B., Wagemans, J.H.M., (2014), *Handbook of argumentation theory*. Dordrecht: Springer Science and Business Media.
- Van Swol, L.M., and Sniezek, J.A. (2005), 'Factors affecting the acceptance of expert advice', *British Journal of Social Psychology*, 44 (3): 443-461.
- Van Werven, R., Bouwmeester, O., and Cornelissen, J.P. (2015), 'The power of arguments: How entrepreneurs convince stakeholders of the legitimate distinctiveness of their ventures', *Journal of Business Venturing*, 30 (4): 616-631.

- Venkataraman, S. (1997), 'The distinctive domain of entrepreneurship research: An editor's perspective', In Katz, J. and Brockhaus, R. (Eds.), *Advances in entrepreneurship, firm emergence and growth*: 119-138. Greenwich, CT: JAI Press.
- Vohora, A., Wright, M., and Lockett, A. (2004), 'Critical junctures in the development of university high-tech spinout companies', *Research Policy*, 33 (1): 147-175.
- Von Werder, A. (1999). 'Argumentation rationality of management decisions', *Organization Science*, 10 (5): 672-690.
- Voronov, M., De Clerq, D., Hinings, C.R. (2013), 'Conformity and distinctiveness in a global institutional framework: The legitimation of Ontario fine wine', *Journal of Management Studies*, 50 (4): 607-645.
- Vough, H.C., Bataille, C.D., Noh, S.C., and Lee, M.D. (2015), 'Going off script: How managers make sense of the ending of their careers', *Journal of Management Studies*, 52 (3): 414-440.
- Watson, T.J. (1995), 'Rhetoric, discourse and argument in organizational sense making: A reflexive tale', *Organization Studies*, 16 (5): 805-821.
- Wiklund, J., Baker, T., Shepherd, D. (2010), 'The age-effect of financial indicators as buffer against the liability of newness', *Journal of Business Venturing*, 25 (4): 423-437.
- Wood, M.S., and McKinley, W. (2010), 'The production of entrepreneurial opportunity: A constructivist perspective', *Strategic Entrepreneurship Journal*, 4 (1): 66-84.
- Wry, T., and Lounsbury, M. (2013), 'Contextualizing the categorical imperative: Category linkages, technology focus, and resource acquisition in nanotechnology entrepreneurship', *Journal of Business Venturing*, 28 (1): 117-133.
- Wry, T., Lounsbury, M., and Glynn, M.A. (2011), 'Legitimating nascent collective identities: coordinating cultural entrepreneurship', *Organization Science*, 22 (2): 449-463.
- Yaniv, I. (2004), 'Receiving other people's advice: Influence and benefit', *Organizational Behavior and Human Decision Processes*, 93 (1): 1-13.
- Yaniv, I., and Kleinberger, E. (2000), 'Advice taking in decision making: Egocentric discounting and reputation formation', *Organizational Behavior and Human Decision Processes*, 83 (2): 260-281.
- Zilber, T.B. (2007), 'Stories and the discursive dynamics of institutional entrepreneurship: The case of Israeli high-tech after the bubble', *Organization Studies*, 28(7): 1035-1054.

- Zimmerman, M.A., and Zeitz, G.J. (2002), 'Beyond survival: Achieving new venture growth by building legitimacy', *Academy of Management Review*, 27 (3): 414-431.
- Zott, C., and Huy, Q.N. (2007), 'How entrepreneurs use symbolic management to acquire resources', *Administrative Science Quarterly*, 52 (1): 70-105.
- Zuckerman, E.W. (1999), 'The categorical imperative: Securities analysts and the illegitimacy discount', American Journal of Sociology, 104 (5): 1398-1438.