



EINLADUNG ZUR NÄCHSTEN VERANSTALTUNG DES POTSDAM RESEARCH SEMINAR IN ECONOMICS

Wir laden Sie herzlich zur nächsten Veranstaltung des Potsdam Research Seminar in Economics am **19.07.2016** ein.

Das Seminar findet von **14.00 bis 16.00 Uhr** (c.t.) in Raum **3.06.S 22** statt.

Referentin:

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Thema des Vortrages:

A Fresh Look at Opportunity and Necessity Entrepreneurs

Abstract:

Individuals start businesses for very different motives and these motives are crucial for future business performance. While extensive motivational scales are available in the literature we often observe a simplification to necessity versus opportunity entrepreneurs based on the previous employment status, with opportunity entrepreneurs being expected to create businesses that grow faster, survive longer and show overall better business performance. In this paper we use new, innovative data on German start-ups from unemployment and non-unemployment including information on start-up motives, personal characteristics of the founder as well as business-related characteristics and local macroeconomic conditions. We observe that there is no deterministic relationship between the previous employment status of entrepreneurs and their motivation to start a business. Moreover, we identify a large share of entrepreneurs with hybrid motives. Analyzing the business development of the different motivational types indicates a strong relationship between motives, survival rates and entrepreneurial performance, with opportunity entrepreneurs from both previous employment states outperforming necessity entrepreneurs. Entrepreneurs motivated by a combination of push and pull factors perform in some outcome variables (for instance in survival of the businesses or employees in their businesses) more like pull entrepreneurs, in other outcome variables (for instance in patent applications or regional expansion) like push-type entrepreneurs.

Wir freuen uns auf Ihre Teilnahme.