Handbook of Research on Venture Capital

Edited by
Hans Landström
Institute of Economic Research, Lund University, Sweden

Edward Elgar
Cheltenham, UK • Northampton, MA, USA
Contents

List of contributors vii
Foreword ix
Acknowledgements x

PART I VENTURE CAPITAL AS A RESEARCH FIELD

1 Pioneers in venture capital research 3
   Hans Landström
2 Conceptual and theoretical reflections on venture capital research 66
   Harry J. Sapienza and Jaume Villanueva
3 Venture capital: A geographical perspective 86
   Colin Mason
4 Venture capital and government policy 113
   Gordon C. Murray

PART II INSTITUTIONAL VENTURE CAPITAL

5 The structure of venture capital funds 155
   Douglas Cumming, Grant Fleming and Armin Schwienbacher
6 The pre-investment process: Venture capitalists’ decision policies 177
   Andrew Zacharakis and Dean A. Shepherd
7 The venture capital post-investment phase: Opening the black box of involvement 193
   Dirk De Clercq and Sophie Manigart
8 Innovation and performance implications of venture capital involvement in the ventures they fund 219
   Lowell W. Busenitz
9 The performance of venture capital investments 236
   Benoit F. Leleux
10 An overview of research on early stage venture capital: Current status and future directions 253
    Annaleena Parhankangas
11 Private equity and management buy-outs 281
    Mike Wright

PART III INFORMAL VENTURE CAPITAL

12 Business angel research: The road traveled and the journey ahead 315
    Peter Kelly
13 Investment decision making by business angels 332
    Allan L. Riding, Judith J. Madill and George H. Haines, Jr
vi  Handbook of research on venture capital

14  The organization of the informal venture capital market
    Jeffrey E. Sohl

PART IV  CORPORATE VENTURE CAPITAL

15  Corporate venture capital as a strategic tool for corporations
    Markku V.J. Maula

16  Entrepreneurs' perspective on corporate venture capital (CVC): A relational
capital perspective
    Shaker A. Zahra and Stephen A. Allen

PART V  IMPLICATIONS

17  Implications for practice, policy-making and research
    Hans Landström

Index