Contents

List of figures vii
List of tables viii
List of contributors ix
Preface xii
Acknowledgements xiv

1 Entrepreneurs and strategic decisions 1
   Patrick A.M. Vermeulen and Petru L. Curșeu

PART I OVERVIEW OF THE LITERATURE

2 The decision-making entrepreneur: a literature review 11
   Petra Gibcus, Patrick A.M. Vermeulen and Elissaveta Radulova
3 The psychology of entrepreneurial strategic decisions 41
   Petru L. Curșeu, Patrick A.M. Vermeulen and René M. Bakker
4 The role of cognitive complexity in entrepreneurial strategic decision-making 68
   Petru L. Curșeu

PART II EMPIRICAL STUDIES

5 Strategic decision-making processes in SMEs: an exploratory study 89
   Petra Gibcus and Peter van Hoesel
6 Entrepreneurial decision styles and cognition in SMEs 105
   Gerardus J.M. Lucas, Patrick A.M. Vermeulen and Petru L. Curșeu
7 Entrepreneurial decision-makers and the use of biases and heuristics 123
   Marijn J.J. de Kort and Patrick A.M. Vermeulen
8 Risk, uncertainty and stakeholder involvement in entrepreneurial decision-making 135
   Jaap van den Elshout and Patrick A.M. Vermeulen
9 Entrepreneurial experience and innovation: the mediating role of cognitive complexity
Petru L. Curțeșu and Dinie Louwers
146
10 Social capital, cognitive complexity and the innovative performance of SMEs
Daniëlle G.W.M. van Gestel
161
11 Cognitive complexity, industry dynamism and risk taking in entrepreneurial decision-making
Sjoerd Bosgra
175
12 Conclusions: an outline of ESDM research
Petru L. Curțeșu and Patrick A.M. Vermeulen
190

Appendix
201
References
205
Index
231