NEW TECHNOLOGY-BASED FIRMS IN THE NEW MILLENNIUM
VOLUME X

EDITED BY

RAY OAKEY
Manchester Business School UK

AARD GROEN
University of Twente, Enschede, The Netherlands

GARY COOK
University of Liverpool Management School

PETER VAN DER SIJDE
VU University Amsterdam, Amsterdam, The Netherlands
Contents

List of Contributors vii

1. Introduction
   Ray Oakey and Gary Cook 1

2. Understanding Patterns and Investments in New Firms in Emerging Science and Technology-Based Industries in the UK
   Tianjiao Xia and Tim Minshall 7

3. An Investigation of the Barriers to Internationalisation Faced by Young Technology-Intensive Firms
   Hannah Chaplin 33

4. The Role of Intellectual Property in Globalizing Business Models of Knowledge-Intensive SMEs
   Tõnis Mets 53

5. Developing Quality in Networks: The Experience of Male and Female Entrepreneurs in New Technology-Based Ventures
   Pauric McGowan, Sarah Cooper and Alison Hampton 71

6. Spatial Agglomeration in British Broadcasting: The Complementarity of Cultural and Economic Insights
   Gary Cook and Naresh Pandit 95

7. Business Incubators and HTSF Development: Setting an Agenda for Further Research
   Ali Ahmad and Sarah Ingle 119

8. The Clustering of Software Firms around the SAP Industrial Centre in Germany
   Joachim Viehoever 141
9. Business Incubators: (How) Do They Help Their Tenants?  
   *Tiago Ratinho, Rainer Harms and Aard Groen*

10. Building a Support Infrastructure for Technology-Based Businesses:  
    What Can Emerging Economies Learn from the Western Experience?  
    *Dina Williams*

11. What Can We Learn from Academic Spin-Off Failures? Insights  
    from Five Case Studies  
    *Sven H. De Cleyn, Johan Braet and Magnus Klofsten*

12. The University as an Entrepreneur: The Ingredients for Valorization  
    and Valorization Strategies  
    *Peter van der Sijde, Ingrid Wakkee, Eveline Stam and Mirjam Leloux*

13. The Search Behaviour of Academic Start-Ups: Experiential Learning  
    and the Role of Consultancy and Manufacturing Activities  
    *Victor Scholten, Dap Hartmann and Paul Trott*

vi Contents