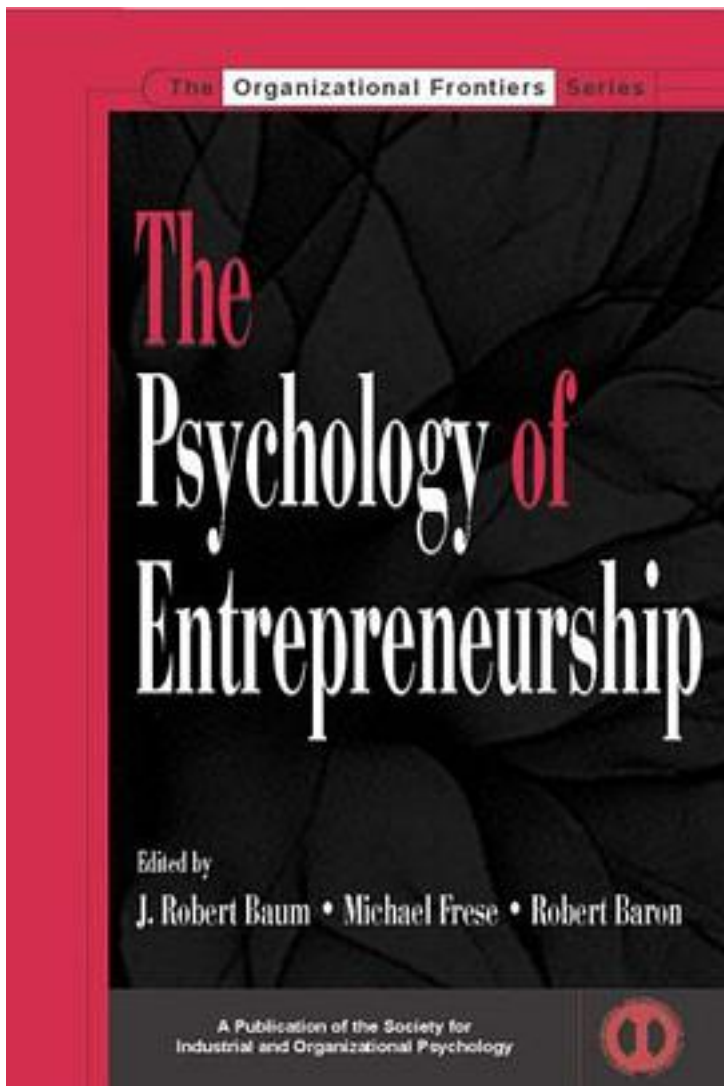


# The Psychology of Entrepreneurship



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出版者:

出版时间:2006-7

装帧:

isbn:9780805850628

Entrepreneurship is essential for international social and economic well-being, as new ventures are the dominant source of job creation, market innovation, and economic growth in many societies. In this book, a noted group of researchers use findings, methods, and theories of modern psychology as the basis for gaining important, new insights into entrepreneurship-and into the hearts and minds of the talented, passionate professionals who create new business ventures. The Psychology of Entrepreneurship, a volume in the SIOP Organizational Frontiers Series, is the first book written about the psychology of entrepreneurship, and includes over 60 research questions to guide industrial organizational psychology, organizational behavior, and entrepreneurship research about entrepreneurs. It seeks to answer questions such as, how and why do some people, but not others, recognize opportunities, decide to start new ventures, and organize successful, rapidly growing new ventures? Some topics addressed include: methods to help researchers explore the domain of entrepreneurship research; the entire process of starting a new business; characteristics of the individual entrepreneur; the history of entrepreneurship education; the cross-cultural effects of entrepreneurship; and the viewpoints of seasoned psychologists who analyze current entrepreneurship research methods. This book will appeal to teachers, students, and researchers in the areas of industrial organizational psychology, organizational behavior, entrepreneurship, and management.

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