

PhD student Maike Lex presented at AOM 2016

2016-08-10 Maike Lex presented her work on entrepreneurial passion at the 76th Annual Meeting of the Academy of Management.



AOM 2016 Theme: Making Organizations Meaningful

Abstract

Empirical evidence for a reciprocal model of entrepreneurial passion and venture success

There are contradictory theoretical perspectives on the role of passion in entrepreneurship, describing entrepreneurial passion either as predictor or as outcome of entrepreneurs' self-efficacy and venture success. We seek to reconcile these contrary views by integrating the different theoretical perspectives into a more inclusive model of entrepreneurial passion. Building on reciprocal determinism, we hypothesize that entrepreneurial passion and venture success dynamically and reciprocally affect each other over time. We further hypothesize that entrepreneurial self-efficacy mediates the reciprocal effects in both directions. Finally, we predict that entrepreneurial identity reinforces the positive effects of entrepreneurial passion on entrepreneurial self-efficacy and venture success. To test our theoretical model, we conducted two longitudinal field studies. In Study 1, we used a repeated measures design over 12 weeks ($N = 180$ participants, 1889 observations) and found evidence for a reciprocal relationship between entrepreneurial passion and venture success with entrepreneurial self-efficacy mediating the effects in both directions. In Study 2, we employed a repeated measures design over three weeks ($N = 65$ entrepreneurs, 195

observations) to replicate and extend these findings. Results provided further support for our theoretical model and showed that entrepreneurial identity moderated the effects of entrepreneurial passion on entrepreneurial self-efficacy and venture success. Our findings reconcile conflicting perspectives on passion in entrepreneurship and emphasize the necessity to consider dynamic and reciprocal rather than unidirectional relationships.

Keywords: Entrepreneurship, passion, self-efficacy, venture success, identity, reciprocal relationship

Lex, M., Gielnik, M. M., & Spitzmuller, M. (2016). Empirical evidence for a reciprocal model of entrepreneurial passion and venture success. Paper presented at the 2016 Annual Meeting of the Academy of Management, Anaheim, CA, USA.

Datum: 2016-08-10

Autor: Rebecca Funken

E-Mail: rebecca.funken@leuphana.de