Title	The entrepreneurial process from intention to behavior : Focusing on the moderating roles of human capital, social networks, and financial capital [an abstract of dissertation and a summary of dissertation review]
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様式８

学位論文内容の要旨

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学位論文題名

The entrepreneurial process from intention to behavior: Focusing on the moderating roles of human capital, social networks, and financial capital

(起業意図と起業行動の関係: 人的資本、社会的ネットワーク、財務資本に着目して)

The present study aims to identify the role of moderating variables which are human capital, social networks, and financial capital on the relationship between entrepreneurial intention and behavior. The entrepreneurial intention, moreover, the relationship between entrepreneurial intention and behavior, is a rapidly growing field with numerous studies. Existing studies conceptualize that entrepreneurship is viewed as intentionally planned behavior and driven primarily by entrepreneurial intention. Therefore, the formation of entrepreneurial intention is considered an essential initial step in the new venture creation.

Yet, the literature that studied the relationship between intention and behavior suggests that even though the entrepreneurial intention is a good predictor of behavior, not every intention transforms into action. While many people develop their intention to start their own company, sometimes these intentions are postponed or abandoned due to personal preferences changes (Van Gelderen et al., 2015)[1]. It indicates the intention and behavior gap (Kautonen, et al.,2015)[2]. Thus, this study focuses on how human capital (general management experience, technical experience, industry experience), social networks (business network, mentor, professional forum, personal network), and financial capital influence the relationship between entrepreneurial intention and behavior.

In this study, the data was collected from Japanese entrepreneurs in order to determine the moderating variables of human capital (general management experience, technical experience, industry experience), social networks (business network, mentor, professional forum, personal network), and financial capital on the relationship between entrepreneurial intention and behavior. The questionnaire was distributed by a research company among 1195 Japanese entrepreneurs and 693 responded back (response rate 58.0%). From the sample of 693 respondents, 532 qualified for further analysis (n=532). The entrepreneurs were active in advertising/design/marketing (7.5%), commercial (15.8%), education and training (5.6%), financial services (12.2%), other services (20.3%), design/engineering (5.3%), IT communication (10.9%) and others field (30.3%).

The hierarchical regression analysis was applied to analyze the theoretical model. The

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1 Kautonen, T., Van Gelderen, M., & Fink, M. (2015). Robustness of the theory of planned behavior in predicting entrepreneurial intentions and actions. *Entrepreneurship: Theory and Practice*, *39*(3), 655–674. https://doi.org/10.1111/etap.12056

2 Van Gelderen, M., Kautonen, T., & Fink, M. (2015). From entrepreneurial intentions to actions: Self-control and action-related doubt, fear, and aversion. *Journal of Business Venturing*, *30*(5), 655–673. https://doi.org/10.1016/j.jbusvent.2015.01.003

independent variable, eight moderator variables, and five control variables were introduced into the model. The findings confirmed that there is a significant positive association between entrepreneurial intention and entrepreneurial behavior. Moreover, findings showed that the general management experience of human capital and personal network of social networks positively moderate the relationship between entrepreneurial intention and behavior.

The results of this study hold at least the following implications for the theory. First, this study makes contributions to entrepreneurial intention-behavior literature by providing a more insightful understanding of the process that entrepreneurial intention turns into entrepreneurial behavior in the context of Japan. Second, the current study concerns the entrepreneurial intention-behavior gap. By this means, this study provides a comprehensive effects of the potential moderator variables namely human capital (general management experience, technical experience, industry experience) social networks (business network, mentor, professional forum, and personal network), and financial capital. Third, in terms of moderator variables, our study provides more nuanced insights of the human capital and social networks in the entrepreneurial intention-behavior literature. For revealing the specific aspects of human capital and social networks for the transformation of intentions into behavior, each aspects of these 2 variables were carried out separately. Lastly, to address the limitation of the student samples of previous studies, the present study involved the entrepreneurs who already established their company.