

WHAT DRIVES AN ENTREPRENEUR? MOTIVES AND THE INFLUENCE OF INSTITUTIONS AT DIFFERENT DEVELOPMENT STAGES

Área de investigación: Entorno de las organizaciones

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Abstract

Entrepreneurial motivations refer to the specific motives that entrepreneurs have to start a business. The classification of these motives into either necessity-based or opportunity-based has been dominant in the field of entrepreneurship. This article deepens our understanding of the motives for starting a new venture by analyzing the influence that an incubator's program exerts on potential entrepreneurs and their entrepreneurial motivation. Based on a study of eight new ventures from prestigious entrepreneurial incubator and accelerator from Mexico, results show that incubators can modify the initial business idea of entrepreneurs, which in turn also modified the entrepreneurs' motivations in different ways and degrees. Data was collected based on twelve in-depth interviews, which were carried out with entrepreneurs at different incubation stages. In addition, data was analyzed through an empirical-interpretative method. Findings are discussed with previous findings on entrepreneurial motivations.

Keywords: Entrepreneurship motives, incubator, entrepreneur motives.

