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Ecosystem related adaptations throughout the Start-up Life-Cycle:

A necessary condition for long-term
success in the Austrian economy

Concept presentation
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Importance of Start-ups

- Driving force in economic development
- Creation of new industries (biotechnology and software)
- Creation of innovation
- Job creation
- Guarantors of competition on the market
- Selffulfilment

Topic of Start-up Research

Research	Literature
Motivation to create a start-up	Kan & Tsai, 2006 Isac & Monea, 2015 Minarcine & Shaw, 2016
The influence of universities on start-ups	Shane, 2004 Grimaldi, 2005 Wright, Lockett, et al, 2006 Egelin, Fryges, et al., 2007 Maritz, Koch & Schmidt, 2016
The composition of the ideal ecosystem	Davelaar & Nijkamp, 1986 Shepherd, Douglas & Shanley, 2000 Adner, 2006 Maritz, Koch, & Schmidt, 2016

Research	Literature
The entrepreneur and the team	Ensley & Hmieleski, 2005 Mueller, Volery & von Siemens, 2012 Visintin & Pittino, 2014 Tucker, 2016
Opportunnity recognition	Gartner, 1985 Ardichvili, Cardozo & Ray, 2003 Ramos-Rodríguez, Medina-Garrido, et al., 2010 Isac & Monea, 2015
Start-up success	Forbes, 2005 Adner, 2006 Frick, 2015

Research gap

Current literature suggests that in different stages different resources, partners and communities are required for the successful development of start-ups.

- Isenberg (2010, 2011) deals with the influence of the entrepreneurial ecosystem on the creation and growth of start-ups
- Mason and Brown (2014) focus on the specific local and regional environments that are required to generate and support entrepreneurship

Current literature does not explicitly separate between the varying importance of different ecosystem factors along the life-cycle of start-ups.

Locational behavior

The outcome of a process of initiatives taken by entrepreneurs, enabled and constrained by resources, capabilities and relations with stakeholders within and outside of the firm. (Stam 2006)

- Capasso, Stam & Cefis (2015) Impact of the locational behavior on the environment
- Stam (2006) Development of the spacial organization of new ventures
- Stam & Schutjens (2000), Stam & Lambooy (2012) Funding reasons of start-ups regarding specific areas

Locational behavior as a dependent and independent factor in the relationship between entrepreneurial ecosystems and developing start-ups.

Current Literature

Research topic	Literature	Findings
Locational Behavior		
Impact of the locational behavior on the environment	Capasso, Stam & Cefis, 2015	New ventures create their own environment
Funding reasons of start-ups regarding specific areas	Stam & Lambooy, 2012 Stam & Schutjens, 2000	New ventures prefer an uncomplicated first location
Development of the spacial organization of new ventures	Stam, 2006	New ventures adapt their spacial organization over time

Current Literature

Research topic	Literature	Findings
Life cycle		
Progression through a series of recognizable life cycle stages as organizations grow and develop	Hanks 2015 Lester, Parnell & Carraher, 2003 Greiner 1972, 1997, 1998	Different models of the single life-cycle stages. From 3 to 10 stages. 5 stage model is most popular.
Support of start-ups		
Different environmental factors are needed for the successful development of new ventures	Isenberg. 2011, 2016 Mason & Brown, 2014	Policy, Finance, Culture, Supports, Human Capital, Markets.

Current Literature

Research topic	Literature	Findings
Internal adaptations throughout the life-cycle		
Necessary internal and managerial adaptations throughout the different life-cycle stages of new ventures in order to generate success	Scott & Bruce, 1987 Churchill & Lewis, 2000 Lewis & Churchill, 1983 Greiner, 1972	Every life-cycle stage is connected to a crisis. Every life-cycle stage needs different managerial skills.

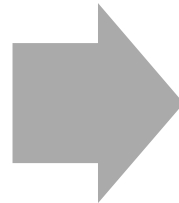
Research questions

- **RQ1:** *Does the importance of different aspects of the start-up ecosystem vary over the distinctive life-cycle stages of new ventures (in different areas)?*
- **RQ2a:** *Does the entrepreneurial ecosystem in total influence the locational behavior of new ventures?*
- **RQ2b:** *Does the digitalization in particular influence the locational behavior of new ventures?*
- **RQ3:** *Does the locational behavior influence the success of start-ups regarding the moderating and mediating aspects of the ecosystem fit and the respective life-cycle stage?*

Relationship Model RQ1

Entrepreneurial Ecosystem

Policy
Finance
Culture
Supports
Human Capital
Markets



Life-Cycle of Start-up

Existence
Survival
Success
Take-off
Maturity

Relationship Model RQ2a/b

**Entrepreneurial
Ecosystem**



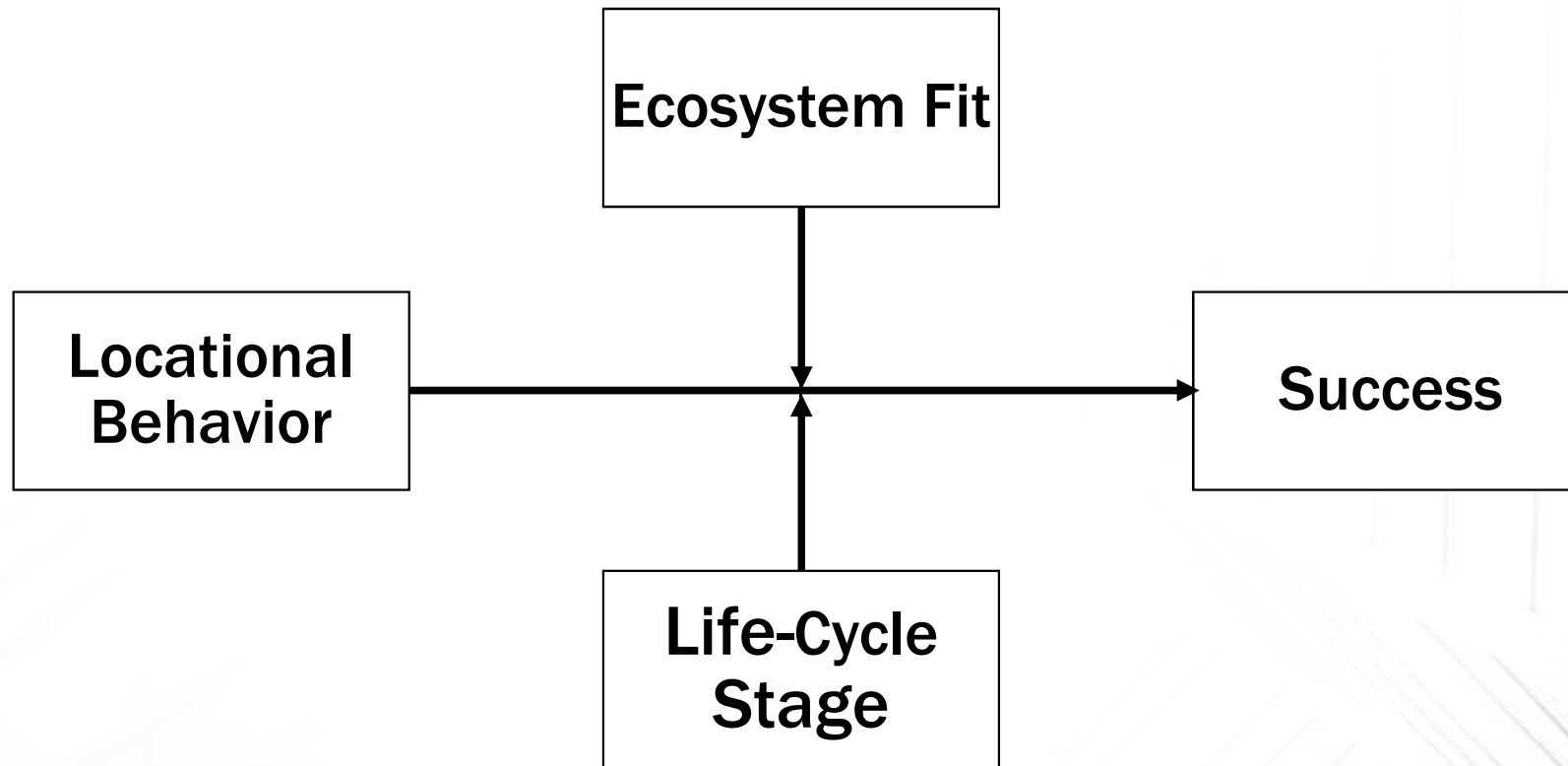
**Locational
Behavior**

Digitalization



**Locational
Behavior**

Relationship Model RQ3



Uniqueness of this study

1. Direct attribution of individual aspects of the ecosystem to concrete life-cycle stages of start-ups
2. (a) Impact of supply and distribution within the ecosystems on the locational behavior of start-ups,
(b) with a special focus on the influence of the digitalization
3. Influence of the locational behavior on the success of start-ups considering moderating and mediating effects of the ecosystem fit and the respective life-cycle stage

Research Design

➤ Data collection

- Austrian Start-up Monitor
- 500-1000 Start-ups
- Additional questionnaire
- Interviews
- Related projects and databases

➤ Evaluation

- Multivariate statistics (OLS-Regression)
- STATA

Thank you!