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In this dissertation, Eveline Stam explores how Dutch healthcare entrepreneurs network with, and negotiate social acceptance from, different stakeholder groups. The four empirical studies in this dissertation provide insight into the motivations of healthcare entrepreneurs in networking with venture partners and, at times, to actors at the field level. This dissertation forwards our understanding of how healthcare entrepreneurs convince stakeholders of, and justify, the value potentials of healthcare innovations. It also develops novel and specific configurations of entrepreneurial networking practices and considers entrepreneurs' networking intentions and practices in an institutionalized setting. As a final point, Eveline argues in favor of a social practice approach in entrepreneurial networking for this will advance our theorizing on, and understandings of, why, how and where, entrepreneurs network.
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