

## **Table of contents**

1.	Introduction	9
1.1	Introduction	10
1.2	Conceptual background	10
1.3	Research question	15
1.4	Research approach	18
1.5	Thesis outline	20
1.6	Thesis output	23
2.	Interpersonal networking of freelancers: Seeking business friendships	25
2.1	Introduction	27
2.2	Theoretical background	28
2.3	Method	31
2.4	Findings I: Freelancers and networking	35
2.5	Findings II: Interpersonal networking through “seeking business friendships”	44
2.6	Discussion and conclusions	46
3.	Toward a dynamic process model of entrepreneurial networking under uncertainty	51
3.1	Introduction	53
3.2	Theoretical background	56
3.3	Theory development: How do entrepreneurs engage in networking under uncertainty?	66
3.4	Discussion and conclusions	81
4.	Business network creation of nascent entrepreneurs: An inside perspective	87
4.1	Introduction	89
4.2	Theoretical background: Entrepreneurial network creation	90
4.3	Methods	92
4.4	Findings I: Initiating, Reacting and Evaluating	104
4.5	Findings II: Creating network momentum	110
4.6	Discussion and conclusions	116

5.	Practicing intuition: In-depth managerial accounts on the need for attention, inquiry and relaxation	121
5.1	Introduction	123
5.2	Theoretical background	124
5.3	Method	127
5.4	Findings I	137
5.5	Findings II: Toward intuition in practice	142
5.6	Discussion and conclusions	148
6.	Social intuition in task-related interaction: Stimulating development, cooperation and assessing change readiness	153
6.1	Introduction	155
6.2	Theoretical background	157
6.3	Method	161
6.4	Findings I	165
6.5	Findings II: Sensitive professionals' reference to social intuition	169
6.6	Discussion and conclusions	172
7.	Discussion and conclusions	177
7.1	Introduction	178
7.2	Summary of findings	178
7.3	Theoretical implications	184
7.4	Future research	187
7.5	Practical implications	191
7.6	Final remarks	193
	References	195
	Appendix	217
	Nederlandse samenvatting	225
	Summary	229
	Acknowledgements	233
	Dissertation series Amsterdam Business Research Institute	237