With a little help from my friends

A study of the development of social networks of student entrepreneurs over time during and after a venture creation program

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The ability to extend personal relationships by bridging new networks is a crucial entrepreneurial skill. Based upon this statement, the research problem of this dissertation is defined as: How do student entrepreneurs develop their network over time in favour of the new ventures they create and how do they motivate their employees to use their social capital in favour of the company they work in?

To answer these questions, several companies started by students of the Amsterdam University of Applied Sciences during the minor entrepreneurship were followed from 2009 till 2017. During this period of time many interviews were conducted, business competitions visited, opening parties of new offices attended, business fairs visited and other milestones were celebrated.

Based on these data and impressions, three articles were written in which conclusions were drawn about the way student entrepreneurs build and use their social network in favour of their company. In this dissertation you can read the outcomes and perhaps use them in practice.

Have fun!

I thank my colleagues of the minor entrepreneurship of the Amsterdam University of Applied Sciences for helping me finance the publication of this dissertation!

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Martinus Johannes Haring (1959) did his PhD at the faculty of Economics and Business Administration at the VU University Amsterdam. Martin holds an MSc degree in Business studies from the University of Amsterdam. He has worked at the Amsterdam University of Applied Sciences since 2001 and specialized in entrepreneurship education. In 2006 he was one of the founders of the minor entrepreneurship of the Amsterdam University of Applied Sciences and in recent years he has assisted hundreds of students in starting their own business. Martin’s motto is: “Lobi da basi” (Typhoon, 2014)