

Contents

1 Introduction	1
Rassoul Yazdipour	
Part I Theoretical Foundation	
2 A Behavioral Finance Approach to Decision Making in Entrepreneurial Finance	11
Rassoul Yazdipour	
3 Beyond Agency Theory: Value Creation and the Role of Cognition in the Relationship between Entrepreneurs and Venture Capitalists	31
Peter Wirtz	
4 Financial Risk Perceptions: A Behavioral Perspective	45
Robert A. Olsen	
5 Contribution of Neuroscience to Financial Decision-Making	69
Richard W. Ackley and Lukasz M. Konopka	
6 Uncertainty Is Psychologically Uncomfortable: A Theoretic Framework for Studying Judgments and Decision Making under Uncertainty and Risk	93
William P. Neace, Kate Deer, Steven Michaud, and Lauren Bolling	
Part II Issues in Financing Startups and Small Firms	
7 The Changing Landscape of Small Firm-Finance	121
William Dunkelberg and Jonathan A. Scott	
8 Applications of Behavioral Finance to Entrepreneurs and Venture Capitalists: Decision Making Under Risk and Uncertainty in Futures and Options Markets	141
Fabio Mattos and Philip Garcia	

9 Insights into the Psychological Profiles of Entrepreneurs..... 173
Hersh Shefrin

Part III Issues in Growth and Beyond

**10 Firm Failure Prediction Models: A Critique
and a Review of Recent Developments..... 185**
Richard L. Constand and Rassoul Yazdipour

11 The Evolution of Entrepreneurs and Venture Capitalists..... 205
Martin Sewell

**12 Statistical Databases for Research on the Financing
of Small and Start-Up Firms in the United States:
An Update and Review 219**
Charles Ou

Author Index..... 251

Subject Index..... 253



<http://www.springer.com/978-1-4419-7526-3>

Advances in Entrepreneurial Finance
With Applications from Behavioral Finance and
Economics

Yazdipour, R.

2011, X, 254 p., Hardcover

ISBN: 978-1-4419-7526-3