

# PROCEEDINGS OF THE 3<sup>RD</sup> ENTREPRENEURIAL FINANCE CONFERENCE

Milan, June 26<sup>th</sup>-27<sup>th</sup>, 2018



POLITECNICO  
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SCHOOL OF MANAGEMENT



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*propensity to invest via crowdfunding and show that religions values have a different impact on the individual propensity to invest via crowdfunding depending on the nature of the project -technology vs social- oriented.* **FULL**

**PAPER AVAILABLE**

2. *Too much of two good things: advanced and heterogeneous education effects on start-ups' expected performance* (Michele Pinelli, **Francesco Cappa**, Stefano Franco, Enzo Peruffo, Raffaele Oriani)

Discussant: **Francesca Di Pietro**

*Abstract. As founders represent the main workforce of startups, the impact of their education composition is crucial for startup performance. The fragmentation and variance of the findings of previous research suggests that relationship between founders' education and startup performance is more complex than previously believed. We contribute to such debate disentangling different dimensions of education and assessing the following research question: Do education level and heterogeneity affect start-up expected performance? The empirical results that we obtained on a sample of 1099 start-ups support our analytical framework. In so doing, this paper makes an important contribution to research on the relationship between education and start-up expected performance by providing an explanation that reconciles opposing views of greater education level and heterogeneity. In so doing we respond to the call of further analysis of the interplay about length of education and background heterogeneity that was highlighted by previous studies. In addition, we provide start-uppers and policymakers indications of which group composition is able to positively influence expected performance and in turn funds collected.*

3. *Investors' Decision Criteria under Limited Information: Passion of the Entrepreneur as a Signal of Value and Commitment* (**Silvia Stroe**, Massimo Colombo)

Discussant: **Francesco Cappa**

4. *Entrepreneurial orientation and start-ups' external financing* (**Egle Vaznyte**, Petra Andries)

Discussant: **Silvia Stroe**

*Abstract. This study investigates the role of start-ups' strategic posture for financial decision-making. It proposes that start-ups' entrepreneurial orientation partially explains the extent to which they use external debt and external equity to meet their financing needs, with the strength of these relationships depending on industry-specific risk and venture development stage. The study tests and confirms these hypotheses on a sample of 4,404 German start-ups. It thereby advances the entrepreneurial finance literature by taking a strategy perspective, and adds insight in the relationship between entrepreneurial orientation and firm performance. It also provides valuable practical implications for start-up founders and external financiers*

#### **Parallel session B4 "INVESTOR STRATEGIES IN ENTREPRENEURIAL VENTURES"**

Chair: **Stefano Bonini**

1. *Do private equity firms pay for synergies?* (**Benjamin Hammer**, Nils Janssen, Denis Schweizer, Bernhard Schwetzler)

Discussant: **Andre Retterath**

2. *When does cheap talk help new firms? Effects of unrealized performance on resource attraction in new private equity firms* (Tom Vanacker, Daniel P. Forbes, Mirjam Knockaert, **Sophie Manigart**)

Discussant: **Benjamin Hammer**