
Editorial: Award-winning Papers: Revealing a Shift in Scholarly Research Methodology

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Biographical notes: Murray Gillin holds an AM, and is Professor Emeritus in the Australian Graduate School of Entrepreneurship at Swinburne University of Technology in Melbourne and founder of the Master of Entrepreneurship and Innovation Degree. He currently supervises eight PhD students seeking to understand the role of intuition, intentionality and spiritual intelligence in decision making strategies of both serial and corporate entrepreneurs. In 2001, Murray received the inaugural Best Entrepreneur Educator award from the Business Higher Education Round Table in Australia and an Honorary Doctorate for Innovation in Pedagogy from Northeastern University, USA. He is currently Director of the 3rd AGSE International Entrepreneurship Research Exchange 2006.

It is with pleasure that I introduce this special issue of the *International Journal of Entrepreneurship and Small Business*. In 2004, the Australian Graduate School of Entrepreneurship, in association with the Babson-Kauffman Entrepreneurship Research Conference initiated an Entrepreneurship Research Exchange to facilitate scholarly interaction between researchers and PhD students in a Babson-style empirical research exchange with a focus on regions in the Southern Hemisphere and Australasia.

At the second (2005), AGSE International Entrepreneurship Research Exchange at the Australian Graduate School of Entrepreneurship in Melbourne Australia, some 87 papers were presented. The exchange attracted 115 delegates (40 international and 75 Australian) from the following 16 countries: Australia, Canada, Germany, Hong Kong, Israel, Italy, The Netherlands, New Zealand, Norway, Philippines, Singapore, South Africa, Sweden, Thailand, UK, and USA.

This exchange is a cooperative initiative between Queensland University of Technology; University of South Australia; RMIT University; Swinburne University of Technology; University of Western Australia; Australian Graduate School of Entrepreneurship; UNITEC New Zealand; Massey University New Zealand; Cape Peninsula University of Technology South Africa; and Nanyang Technological University, Singapore.

The papers included for this special issue of the journal were selected by an international panel of reviewers as recipients for 'best paper' awards. The awards were named as the: Bill Bygrave Award for Entrepreneurship Theory and Practice; AGSE Award for Applied Entrepreneurship Research; Karingal Award for Paper Authored by a PhD Student; and QSR International for Application of N-Vivo Software.

In relation to entrepreneurship theory and practice, the awardees were concerned with technology-based entrepreneurs. In the paper by Ko and Butler (Bygrave Prize), the relationships among prior knowledge, bisociative thinking mode and entrepreneurial opportunity identification was examined in a sample of 197 technology-based entrepreneurs. The relationship between prior knowledge and entrepreneurial opportunity identification was stronger for high technology entrepreneurs.

The paper by La Pira and Gillin (Karingal Prize) and the paper by Gillin and Moignard (Bygrave Award) review the propensity of high-technology serial entrepreneurs to use non-local intuition and non-local human focused intentionality in decision making and business growth. Additional evidence was presented that suggests other factors in association with cognition maybe at work. The Lindsay, Lindsay, Jordaan and Hindle (Karingal Award) contrasts opportunity recognition theory as applied in non-indigenous forms of entrepreneurship with indigenous entrepreneurship in which the emphasis embraces both economic and non-economic benefits.

For the awards in applied entrepreneurship research the papers focused on SME performance. The paper by Fitzsimmons and Douglas (AGSE Prize) investigates the decision by Small and Medium Enterprises (SMEs) to raise funding via the sale of equity and find this decision was significantly and positively related to the owner-manager's intention to sell the firm. Whereas, Bianchi and Winch (AGSE Award) highlight the opportunity to unleash the growth potential of what is called 'stunted' SMEs. This paper describes the development of a simple 'insight' model to simulate the behaviour of such firms.

In contrast, the last two papers were chosen as illustrative of the application of a software-based tool to analyse content data from case study research. The paper by Rushworth and Gillin (QSR Prize) samples high-tech serial entrepreneurs from the Cambridge technopole and discusses the relationship of core values with effective venture growth using the QSR International Pty. Ltd. N-Vivo tool. The final paper by Gillin (QSR Award) was directed at social entrepreneurship and uses N-Vivo software to assess the role of venture enablers in developing sustainability within new social ventures.

It is noteworthy that half of the above papers used the case method to gather data and sought to validate their findings against independent sources of information. Indeed, the use of qualitative methods was used in approximately half of the 87 papers presented and suggests an important shift in scholarly research methodology around the region.