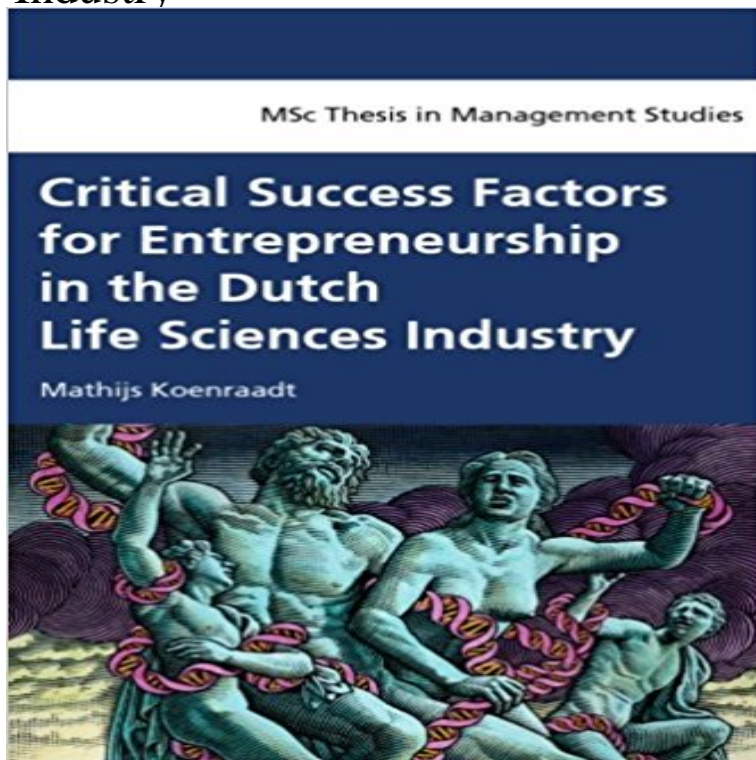


# Critical Success Factors for Entrepreneurship in the Dutch Life Sciences Industry



The objective of this management thesis is to lay the foundation for a longitudinal study on entrepreneurial performance in the Dutch life sciences industry. A survey questionnaire has been developed using a theoretical model based on the resource based view and the social network theory and integrated with the resource dependence theory. The research ends with the analysis of the results of the first survey. Factors and factor constructs are identified that significantly influence firm performance, ranging from the management team, start-up team and firm resources and capabilities to social network measures of relational and structural embeddedness, and network support. The Dutch life sciences industry is unique in its kind for several reasons such as the high start-up capital requirement, the high-tech character and the level of scientific knowledge needed to start-up most firms.

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