

## Building European Ventures: Proceedings of the Second Annual Efer Forum Held at Insead, France 14-15 December, 1989



\* What are the critical factors for entrepreneurial success? \* What is required to create an environment supportive to entrepreneurial activity? \* What are the critical factors for developing a venture capital industry? In the Spring of 1989, researchers from throughout Europe were invited to submit research proposals for sponsorship by EFER under the above three broad headings. EFER (the European Foundation for Entrepreneurship Research) was set up in 1987 to foster research into entrepreneurship in Europe, to facilitate discussion between policy-makers, practitioners and academics, and to disseminate the results. Nine projects, which form the foundation of this book, were chosen from eight countries. The resultant papers were presented at the second annual Forum held in INSEAD, France, in December 1989. Discussion of each paper was initiated by a practitioner. Their comments plus the subsequent debate were recorded and are presented after each paper.

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