

## DAFTAR PUSTAKA

- A.B. Susanto. 2007. *Corporate Social Responsibility*. Jakarta : The Jakarta Consulting Group, hal. 54
- Aaker, D. A. (1995), *Strategic Market Management* , (Fourth ed.): John Wiley dan Sons, Inc.
- Aaker, D.A. 1989. Managing Assets and Skills : A Key to a Sustainable Competitive Advantage. *California Management Review* Vol. 31 (Winter). pp. 91-106.
- Adam, E., Chell, E., 1993. The successful international entrepreneur: a profile. *Paper Presented to the 23<sup>rd</sup> European Small Business Seminar. Belfast.*
- Adler.P.S dan S.W.Kwon.,2000. Social Capital: The good the Bad and the Ugly.*In Knowledge and social capital: Foundation and Application Ed.E. Lesser.* Boston Butterworth Haenemman.
- Agarwal S Erramilli , M.,K and Dev C.S,2003, Market orientation and performance in service firm role of innovation, *Journal of Services Marketing*, Vol.17, pp1
- Ajzen,I. 1987. Attitudes, traits dan actions: Dispositional prediction of behavior in personality and social psychology, In L. Berkowitz ( Ed). *Advances in experimental social psychology* ( Vol.20 pp 1-63) New York: Academic press.
- Aldrich, H., dan Zimmer, C. 1986. Entrepreneurship through social networks. In D. Sexton dan R. Smiler (eds.), *The Art and Science of Entrepreneurship* : 3-23. New York: Ballinger.
- Aldrich, H., Birley, S., Dubini, P., Greve, A., Johannisson, B., Reese, P. R., dan Sakano, T. 1991. *The generic entrepreneur? Insights from a multinational research project.* Paper presented at the Babson Conference on Entrepreneurship.
- Aldrich,H.,1979.*Organizational change; Organizational sociology; Social sciences.* Research. Prentice-Hall (Englewood Cliffs, N.J.)
- Amit, R; P.J.H. Schoemaker. 1993, Strategic asset and organizational rent, *Strategic Management Journal* 14, 33-46.
- Amstrong, Harvey, and Jim Taylor 2000. *Regional Economics and Policy (third edition)*, New York: Harvester Wheatsheaf.

- Anderson et.,al. 1994. Dynamic Business Relationship Within A Business Network Context, *Journal of Marketing* Vol 58 Okt pp: 1-15
- Anderson, U.,Kock and Thileneus P.,1993. Change in Individual Action Social Network A Study Among Business Profesionalisme in California, *Swedish School of Economic and Business Administration Working Paper: No.277*.
- Ariyawardana, Anoma, 2003. Sources of competitive advantage and firm performance: The case of Sri Lankan value-added Tea producers, *Asia Pacific Journal of Management*, 20, 2003, 73-90
- Anneli Kassa. 2007. *Effect of differentiation dimention of social capital on innovation faculty of economic and business administration*, Narva Road 4-A 210, TARTU 51009, Estonia.
- Argyle, M. 1994. *The Psychology of Interpersonal Behavior*. 5th edition. London: Penguin Books.
- Arrow, K. J. 2000. Observations on social capital. In P. Dasgupta, dan I. Serageldin (Eds.), *Social capital: A multifaceted perspective* (pp. 3–5). Washington, DC: The World Bank.
- Asri Abdullah, Moha.,1999. The accessibility of the government-sponsored support programmes for small and medium-sized enterprises in Penang. *Cities*, Vol. 16, No. 2, pp. 83–92, 1999 *Pergamon Elsevier Science Ltd*
- Bailey, K., 1994. *Methods of Social Research*, Fourth Edition, New York: The Free Press.
- Bain, Joe. S, 1956. *Barriers to new competition*, Harvard University Press, Cambridge
- Baker, Douglas D. David E. Terpstra, and Kinley Larantz. 1990.The Influence of Individual Characteristics and Severity of Harassing Behavior on Reactions to Sexual Harassment." *Sex Roles: A Journal of Research*, 5/6 (1990) 305 – 325
- Bambang Prasetyo, Lina M,J. 2004, *Metode penelitian kuantitatif, Teori dan Aplikasi*. Rajawali Press. Jakarta.
- Barkham, R.J., 1994. Entrepreneurial characteristics and the size of the new firm: a model and an econometric test. *Small Bus. Econ.* 6 (2), 117–125.
- Barney, J. B. (1992). *'Integrating organizational behavior and strategy formulation research: A resource based analysis'*. In P. Shrivastava, A.

- Barney, J. B. 1986. Organizational culture: can it be a source of sustained competitive advantage? *Contemporary Management Research* 229 *Academy of Management Review*, 11, 656-66
- Barney. J.B. 2001. Is resources based view a useful perspectives for strategic management research, *Academy of management review* Vol.26 pp 41-56.
- Barney.J.B. 1991 . Firm resource and sustained competitive advantage *Journal of management* p 99-120.
- Barokah, Siti Nur.,2009. *Studi tentang Faktor-Faktor yang Mempengaruhi Kualitas Strategi Bersaing untuk Meningkatkan Kinerja Perusahaan pada KUKM Pengrajin Kulit di Manding- Bantul*, Program Studi Magister Manajemen Program Pasca Sarjana Universitas Diponegoro Semarang.
- Baron, Markman. 2003. Beyond social capital: the role of entrepreneurs' social competence in their financial success, *Journal of Business Venturing* 18 (2003) 41–60.
- Baron, R.A., 2000b. Psychological perspectives on entrepreneurship: cognitive and social factors in entrepreneurs success, *Curr. Dir. Psychology. Science*. 6, 15–18.
- Baron, R.A., Markman, G.D., 2000. Beyond social capital: the role of social skills in entrepreneurs' success, *Academy Management. Exec.* 14, 1–15.
- Barringer, Bruce R. and Jeffrey S. Harrison. 2000. Walking a Tightrope: Creating Value Through Interorganizational Relationships. *Journal of Management* 26 (3): 367-403.
- Bartlett, C.A., Ghoshal, S., 1997, The myth of the generic manager: new personal competencies for new management role, *California Management Review*. 40 (1), 92 116.
- Bates. T.,1995,Analysis of survival rates among franchise and independent small business starup. *Journal of business management* 33 (2). 26-36.
- Baum, J. R., Locke, E. A., and Smith, K. G. 2001. A multidimensional model of venture growth, *Academy of Management Journal*. Vol. 44, No. 2, pp.292-230
- Baum, J.A.C., Calabrese, T., and Silverman, B.S. 2000. Don't go it alone: alliance network composition and start-ups' performance in Canadian biotechnology, *Strategic Management Journal, Special Issue: Strategic Networks*, Vol. 21 No. 3, pp. 267-294.

- Baum, J.R. 1994. The relationship of traits, competencies, motivation, strategy and structure to venture growth, *PhD dissertation, University of Maryland, MD, USA*
- Baum, J.R. and Locke, E.A. 2004, The relationship of entrepreneurial traits, skill, and motivation to subsequent venture growth, *Journal of Applied Psychology*, Vol. 89 No.4, pp. 587-598.
- Baum, S. Mullins, P. Stimson, R. and O'Connor, K. 2002. Communities of the post industrial city, *Urban Affairs Review*, 37, 2, pp. 322-357.
- Baumgartner, Hans and Homburg, Christian .,1996. Applications of Structural Equation Modeling in Marketing and Consumer Research: A Review, *International Journal of Research in Marketing*, 13: 129-161.
- Beal, M Reginald, 2000. Competing Effectively: Environmental Scanning, Competitive Strategy, and Organizational Performance in Small Manufacturing Firms, *Journal Manajemen Small Business, Milwaukee*, Vol. 38, Edisi 1.
- Becker, G.S., 1964. *Human Capital*, Columbia University Press, New York.
- Begley, T.M.dan Boyd,D.B. 1987. Psychological characteristics associated with performance in entrepreneurial firm and small business, *Journal of Business venturing* 2(1), 79-93
- Beneitoa et,al., 2009. Competitive pressure determinants and innovation at then firm level *Literature Review JEL*
- Bengtsson, Maria, Sören Kock and Annika Laine.2000. The role of competitors in business networks, *paper presented at the 10<sup>th</sup> Nordic Workshop on Interorganizational Research*, Trondheim, Norway.
- Berry, F. Gorg, H. dan Strobl.E.,2001. *Foreign direct investment and wages productivity spillovers vs labour market crowding out*. Mimeo, University College of Dublin dan University of Nottingham.
- Bird, B. 1995. Towards a theory of entrepreneurial competency, In .J.A. Katz dan R.H. Brockhaus (Eds). *Advances in entrepreneurship, firm emergence, and growth* (Vol.2 pp 51-72) Greenwich connecticut: Jai Press Inc.
- Biro Pusat Statistik .,2009., Jawa Tengah dalam angka.

- Björkman, Ingmar and Kock, Sören, 1995. Social Relationships and Business Networks: The Case of Western Companies in China. *International Business Review* 4 (4) 519-535
- Boden, R. J. Jr.; Nucci, A.R 2000. On the Survival Prospects of Men's and Women's New Business Ventures'. *Journal of Business Venturing*, 15(4): 347 – 372.
- Bollen, K. A. 1989a. *Structural equations with latent variables*. New York: Wiley.
- Beneito, Pilar Paz Coscollá-Girona María Engracia Rochina-Barrachina Amparo Sanchis-Llopis.,2009. Competitive pressure determinants and innovation at the firm level. *JEL Classification: D22, L10, L60, O31*.
- Bourdieu, D. 1986, The forms of capital, in Richardson, J., *Handbook of Theory and Research for the Sociology of Education* (New York: Greenwood) pp. 241–258.
- Bourdieu, P. 1996. The form of Capital, in Halsey, A.H. Louder Brown and Wells, A.S. *Education: culture, economy, society*, Oxford University Press, Oxford, pp.46-58 of small firm. *Entrepreneurship theory and practice*,24(1),49-70.
- Boyatzis, R.E. 1982. *The Competent Manager: A Model for Effective Performance*, John Wiley and Sons, New York, NY.
- Boyatzis, R.E. and Sala, F. 2004. Assessing emotional intelligence competencies, in Geher, G.(Ed.), *The Measurement of Emotional Intelligence*, Nova Science Publishers, Hauppauge, NY, pp. 147-80.
- Brophy, M. and Kiely, T. (2002). 'Competencies: a new sector'. *Journal of European*
- Brush, C.G., Greene, P.G., Hart, M.M., 2001, From initial idea to unique advantage: the entrepreneurial challenge of constructing a resource base. *Academy of Management Executive* 15, 64–78.
- Burgoyne, J.G., 1993, *The competency movement: Issues, stakeholders and prospect*, *Personal Review*, 22(6), 6-13.
- Burt, R. S. 1992. *Structural holes*. Cambridge: Harvard University Press.
- Busenitz, L.W., Barney, J.B., 1997. Differences between entrepreneurs and managers in large organizations: biases and heuristics in strategic decision-making. *Journal of Business Venturing* 12, 9–30.

- Byrne, B. M. 2010. *Structural equation modeling with AMOS: Basic concepts, applications, and programming*, Taylor dan Francis Group 270 Madison Avenue New York, NY 10016.
- Calantone, Roger, J. et al. 1994. Examining the Relationship between Degree of Innovation and New Product Success *Journal of Business Research*.nVol 30, No.2, p.143-148.
- Capaldo, G, Iandoli, L and Ponsiglione, C. 2004. Entrepreneurial competencies and training needs of small firms, *paper presented at 14th Annual IntEnt Conference*, Napoli.
- Carpenter BN, Hansson RO, Rountree R, Jones WH. 1983. Relational competence and adjustment in diabetic patients. *J Soc Clin Psychol*;1(4): 359– 69.
- Carroll, G. R., dan Hannan, M. T. 1989. Density delay in the evolution of organizational populations: A model and five empirical tests. *Administrative Science Quarterly*, 34: 411–430.
- Cavanagh, T.M and Clifford D.P, 1986. Psychological characteristics associated with performance in entrepreneurial firms and smaller business. *Journal of Business Venturing* 2(1):79-93
- Chak. C.M.1998. Strategic Management For Small and Medium Enterprise, *Unpublished. Doctor Of Philosophy*, St Clement University, U.S.A.
- Chan, Lisman L.M; Shaffer, Margaret A. and Snape, ED, 2004. In search of sustained competitive advantage: The impact of organizational culture, competitive strategy and human resource management practices on firm performance, *International Journal of Human Resource Management* 15:1, pp.15-35.
- Chandler, G.N., Hanks, S., 1994. Founder competence, the environment, and venture performance. *Entrepreneurship Theory and Practice* 18, 77–90.
- Chandler, G.N., Jansen, E., 1992. The founder's self-assessed competence and venture performance. *Journal of Business Venturing* 7 (3), 223–236.
- Chasbiansari, Dyas. 2007. *Kompetensi sosial dan kewirausahaan* Fakultas psikologi Undip.
- Che Rose, R., Kumar, N dan Yen, L.L. 2006. Entrepreneur success factors and escalation of small and medium-sized enterprises in Malaysia. *Journal of social science*, 2(3). 74-80.

- Chen, C.C., Green, P.G., Crick, A., 1998. Does entrepreneurial self-efficacy distinguish entrepreneurs from managers? *Journal of Business Venturing* 13, 295–316.
- Chenhall, R.H. dan Langfield-Smith, K.1998a. The relationship between strategic priorities, management techniques and management accounting: an empirical investigation using a system approach, *Accounting organization an society*, vol.23,pp 243-264.
- Chiarvesio, M., Maria, E.D. and Micelli, S. 2004. From local networks of SMEs to virtual districts? Evidence from recent trends in Italy, *Research Policy*, Vol. 33 No. 10, pp. 1509-28.
- Christensen, J. 1996. *Analysis the Technology base of the firm: A Multi Dimensional Resource and and Competence Perspective*. Dalam Foss N.J. dan Knudsen, C. (eds) *Toward A Competency Theory of the Firm*. London; Routledge,pp.111-132.
- Churchill, N.C. and Lewis, V.L. 1983. The five stages of small business growth, *Harvard Business Review* Vol.61 No.3, pp.1–12.
- Claridge, T. 2004. *Social Capital and Natural Resource Management'*, Unpublished Thesis, University of Queensland, Brisbane, Australia.
- Clark, Burton. R, 1971. Belief and loyalty in a college organization. *Journal of Higher Education* 42: 499-515.
- Cohen, D. and Prusak, L. 2001. *In Good Company. How social capital makes organizations work*, Boston, Ma.: Harvard Business School Press.214 +xiii pages.
- Cohen, D., dan Prusak, L. 2001. In good company: How social capital makes organizations work. *Massachusetts*: Harvard Business School Press.
- Coleman, J. C. (1990, 1994). *Foundations of Social Theory*, Cambridge, Mass.: Harvard University Press.
- Coleman, J. S. 1988, Social capital in the creation of human capital. *American Journal of Sociology*, 94, 95-120.
- Coleman, J. S. 1998. *Phonological Representations: their names, forms and powers*. Cambridge University Press. (See also the review article by Diana Archangeli in *Journal of Linguistics* 36, 589-644.
- Coleman,J.S.1998. Social Capital in the creation of human capital. *American journal of sociology* vol 94.

- Colombo, M. G. and Grilli, L. 2005. Founders' human capital and the growth of new technology-based firms: a competence-based view. *Research Policy*, Vol.34 No.6, pp.795-816.
- Contractor, F. J., dan Lorange, P. 1988. Why should firms cooperate? The strategy and economics basis for cooperative ventures. In F. Contractor, dan P. Lorange (Eds.), *Cooperative strategies in international business* (pp. 3–28). Lexington, MA: Lexington Books.
- Cooper, A.C., Gimeno-Gascon, F.J., Woo, C.Y., 1994. Initial human and financial capital as predictors of new venture performance, *Journal of Business Venturing* 9 (5), 371–395.
- Cooper, Donald R., dan C. William Emory, 1998. *Metode Penelitian Bisnis*. Erlangga, Jakarta
- Corbett, C., Wassenhove, L.V., 1993. Trade-offs? What trade-offs? Competence and competitiveness in manufacturing. *Calif. Manage. Rev.* 35 (4), 107–122.
- Corbett, L.M. and Campbell-Hunt, C. 2002. Grappling with a gusher! Manufacturing's response to business success in small and medium enterprises. *Journal of Operations Management*, Vol. 20 No. 5, pp. 495-517.
- Covin J.G and D. Slevin, 1989. Strategic management of small firm in hostile and benign environment. *Strategic Management Journal*, 10 (1) pp 75-87.
- Covin, J.dan Slevin, D.1991. A Conceptual Model Of Entrepreneurship as Firm Behaviour Entrepreneurship. *Theory and Practice*,16(1),7-25.
- Covin, J., Slevin, D., and Heeley, M. 1999. Pioneers and followers: competitive tactics, environment, and firm growth. *Journal of Business Venturing*, Vol. 15 No. 2, pp. 175-210.
- Covin, J.G. dan T.J.Covin.1990. Competitive aggressiveness, environmental context, and small firm performance. *ETP, summer*:35-49.
- Coyne, Kevin P. 1997. *Sustainable Competitive Advantage – What It Isn't*. *Journal of Strategy*.
- Cunningham., M.T. and Homse.,E.1986. Controlling the Marketing Purchase Interface: Resourcer Development and Organizational Implication *.Industrial Marketing Management* Vol. 1 No.2 pp:3-27.



- Cunningham, B. dan Lischeron, J. 1991. Defining Entrepreneurship. *Journal Of Small Business Management*, 29(1), 45-61.
- Daft, R.L., Sormunen J., dan Parks. D., 1988. Chief executive scanning, environmental characteristic and company performance: An Empirical Study. *Strategic Management Journal*, 9, pp 123-139.
- Daghfous, A. 2004. An Empirical Investigation of the Roles of Prior Knowledge and Learning Activities in Technology Transfer. *Technovation*, 24, p. 939-953
- Das T.K., and B.S.Teng, 2000. Instabilities of Strategic Alliances: An Internal Tensions Perspective. *Organization Science*, Vol. 11, No. 1, pp. 77-101.
- D'Aveni, R. A., dan Kesner, I. 1993. Top managerial prestige, power and tender offer response: A study of elite social networks and target firm cooperation during takeovers. *Organization Science*, 4, 123-151.
- David Smallbone, Friederike Welter 2001. The Role of Government in SME Development in Transition Economies. *International Small Business Journal*, London: Jul-Sep. Vol. 19, Issue.
- Day, George dan Wensley, Robin 1988. Assesign Advantage : A Framework for Diagnostic Competitive Superiority. *Journal of Marketing*, Vol. 52 April 1988.
- Despande, R., Farley, J.U., dan Frederick E. Webster, J. 1993. Corporate culture customer orientation, and Innovativeness in Japanese Firm. *Journal of Marketing*, 57 ( January), pp.23-27.
- Dess, G.G. dan Beard, D. 1984. Dimension of organizational task environment. *Administrative science Quartely* Vol.29, pp 52-73.
- Dess, G.G., Lumpkin, G.T., Covin, J.G., 1997. Entrepreneurial strategy making and firm performance: tests of contingency and configurational models. *Strategic Management Journal* 18 (9), 677-695.
- Dess, G.G., D.W. Beard. 1984. Dimension of Organizational Task Environment. *Admin. Sci. Quart.* 29 (52-74) *Entrepreneurship, Firm Emergence and Growth*, Vol. 2, 51-72.
- Diosdad, Arnold. 2003. Pengaruh Budaya Perusahaan Terhadap Keunggulan Bersaing. *Jurnal Sains Pemasaran Indonesia* Vol. II No. 3 (Desember). pp. 256-278.

- Disperindagkop dan UMKM .2009. Sentra produksi kerajinan batik, di Propinsi Jawa Tengah.
- Disperindagkop dan UMKM Prop. Jawa Tengah.,2009. Data Potensi UMKM Produk Batik Di Prop. Jawa Tengah.
- Duncan, Robert B,1972. Characteristic of organizational environment and perceived environmental uncertainty. *Administrative science Quarterly* 17: 313-327.
- Durkin.,1995. *Developmental Social Psychology: Amazon.co.uk: Books. ... pages; Publisher: Wiley-Blackwell; New Ed edition .*
- Easton.,G and Araujo l.,1986. Networks, Bonding and Relationship in Industrial Market. *Industrial Marketing and Purchasing* Vol.1 No.1 pp: 8-25  
*Enterprises and Regional Development*, Routledge, London.
- Entrialgo, M.Freenandez,E.dan Vazquez,C.J.2000. Psychological Characteristic and Process: The Role Entrepreneurship in Spanish SMEs. *European Journal Of Innovation Management*.
- Errin, E. 2004. Technological intelligence and competitive strategies: an application study with fuzzy logic. *Journal of Intelligent Manufacturing*, Vol. 15 No. 4, pp. 417-29.
- Ferdinand, Augusty. 2003. Keunggulan Diferensiasif. *Jurnal Bisnis Strategi* Vol. 12 (Desember). pp. 1-15.
- Ferdinand, Augusty. 2003. *Sustainable competitive advantage: sebuah eksplorasi model konseptual*. Semarang: BP UNDIP.
- Ferdinand, Augusty. 2005. *Modal sosial dan keunggulan bersaing; Wajah strategi pemasaran*, Badan Penerbit Universitas Diponegoro, Semarang.
- Ferdinand, Augusty. 2006. *Metode Penelitian Manajemen*, Edisi 2. Penerbit Universitas Diponogoro, Semarang.
- Ferdinand, Augusty.,1999. *Strategic pathways toward sustained competitive advantage*. Unpublished DBA Thesis, Souththern Cross, Lismore, Australia, ISBN: 001165463.
- Ferreira, A.dan Otley, D.T.2005. The design and use of management control system: An extended framework for analysis. *Social science Research Network*. [http:// papers.ssrn.com/sol13/papers.cfm abstract id=682984](http://papers.ssrn.com/sol13/papers.cfm abstract id=682984).

- Feurer, R., Chaharbaghi, K., 1994. Defining competitiveness: a holistic approach. *Manage. Decis.* 32 (2), 49–58.
- Fischer, E., Reuber, R.A., 2003. Support for rapid-growth firms: a comparison of the views of founders, government policymakers, and private sector resource providers. *Journal of Small Business Management* 41 (4), 346–365.
- Fletcher, J.K. 1999. *Disappearing Acts: Gender, Power, and Relational Practice at Work*. MIT Press, Cambridge, MA.
- Flora, C. B., dan Flora, J. L. 1993. Entrepreneurial social infrastructure: a necessary ingredient. *Annals of the Academy of Political and Social Science*, 529, 48–58.
- Florin, J., Lubatkin, M. dan Schulze, W, 2003. A social capital model of high-growth ventures. *Academy of Management Journal*, 46, 374-396.
- Fontana, Avanti.,2009. *Innovate we can*, Manajemen Inovasi dan Penciptaan Nilai Penerbit, Gramedia Widiasarana Indonesia, ISBN: 978-979-02-5671-2
- Ford, M. E. 1982. Social Cognition and Social Competence. *Journal of Developmental Psychology*. 16, 3, 323-340.
- Freese, M., Brantjes, A. dan Hoorn, R. 2002. Psychological success factor of small scale businesses in Namibia: The Roles Of Strategy process, Entrepreneurial Orientation and The Environment. *Journal Of Development Entrepreneurship* 7(3).
- Fruhan, W.E, 1972a. The fight for competitive advantage: A study of the united states domestic trunk air carries. *Division of research. Harvard business school*. Boston.
- Fukuyama, F. 1995. *Trust: Social Virtues and the Creation of Prosperity*. NY: Free Press
- Fukuyama, F. 1999. Social capital and civil society. *Paper presented at the Conference on Second Generation Reforms IMF Headquarters, Washington, D.C.*
- Fukuyama, F.2000. Social Capital and civil society. *International monetary fund Working paper*, WP/00/74.
- Garcia-Morales. V.J.Llorens-Montes. F.J.,2006. Antecedent and consequences of organizational innovation and organizational learning in entrepreneurship. *Industrial Management and data system*, Vol.106, No.1, pp.21-42.

- Gartner, W. B. 1988. Who is an entrepreneur? is the wrong question. *American Journal of Small Business*, 12(4): 11-32.
- Gasse, Y., 1997. Entrepreneurial–Managerial Competencies and Practices of Growing SMEs — Summary of Results from an Empirical Study (Preliminary). *Centre for Entrepreneurship and SME and Entrepreneuriat Laval*, Universite Laval, Quebec, Canada.
- Gatewood, E.J., Shaver, K.G., Gartner, W.B., 1995. A longitudinal study of cognitive factors influencing start-up behaviors and success at venture creation. *Journal of Business Venturing* 10, 371–391.
- Ghozali.,Imam., 2011. Aplikasi Analisis Multivariate Dengan Program SPSS. Semarang : BP Universitas Diponegoro.
- Giaoutzi, Maria, Peter Nijkamp and David J. Storey .1988. *Small and Medium Size Enterprises and Regional Development*. Routledge, London.
- Gibb, A.A. 1996. Entrepreneurship and small business management: can we afford to neglect them in the twenty-first century business school?. *British Journal of Management*, Vol.17 No.4, pp.309-324.
- Gibb, A.A.2005. *The Entrepreneur as the Core Competence Of The Firm Implication For Management Educators, Entrepreneurship, Innovation and Small Business*, Network Issue 2.
- Gibb,A.A. 1997. Small firm training and competitiveness. Building on the small business as a learning organization. *International small business Journal*,15 (3) 13-29.
- Gimeno, J., Folta, T., Cooper, A., Woo, C., 1997. Survival of the fittest Entrepreneurial human capital and the persistence of underperforming firms. *Administrative Science Quarterly* 42, 750–783.
- Gittell, R., dan Vidal, A. 1998. *Community organizing. Building social capital as a development strategy*. London: Sage Publications.
- Glaeser, E. L., Sacerdote, S. B., dan Scheinkman, J. A. 1995. Crime and social interactions. *Quarterly Journal of Economics*, 111, 507–548.
- Granovetter, M. S. 1973. The strength of weak ties. *American Journal of Sociology*, 78(6), 1360-1380.
- Granovetter, M.,S.1985. Economic Action and Social Structure the Problem in Embeddedness. *American Journal of Sociology*, Vol 91 pp: 481-510.

- Grant, R.M. 1991. The resource based theory of competitive advantage: implications for strategy formulation. *California Management Review* Vol.33 No.3, pp.114-135.
- Greve, A. dan Salaff, J.W, 2003. Social networks and entrepreneurship *Entrepreneurship, Theory and Practice*.
- Gullotta, T. P.; Adams, G, R.; Montemayor, R. 1990. *Developing Social Competence In Adolescent*. California: Sage Publications, Inc.
- Gupta, V., et.al., 2004. Entrepreneurial leadership: developing and measuring a cross-culture construct. *Journal of Business Venturing* 19, 246-260.
- Hair, J. F., Black, W. C., Babin, B. J., Anderson, R. E. 2010. *Multivariate Data Analysis*. Seventh Edition..London: Prentice-Hall International (UK) Limited.
- Hakasson, H and Johanson J., 1992. A Model of Industrial Network in Axelson G And Easton G. ( Eds) *Industrial Network: A New Of Reality* pp: 28-34 Routledge. London.
- Hall, Edward T. and Hall, Mildred Reed. 1990. *Understanding Cultural Differences: Germans, French and Americans*. Intercultural Press.
- Hall, R., 1994. A Framework for identifying the intangible sources of sustainable competitive advantage, In G. Hamel dan Heene ( Eds), *Competence-Based Competition*, pp 149-169, Baffins Lane, Chichester, England: John Willey dan Sons Ltd.
- Hambrick, Donald. C. 1983a. High profit strategies in mature capital goods industries: A contingency Approach. *Academy of management Journal* 26: 687-707.
- Han, Jin K, Narwoon Kim dan Srivastava, Rajendra K. 1998. Market Orientation an Organization Performance: Is Innovation Missing Link?. *Journal of Marketing*. p.42-54.
- Han., Kim dan Srivastava., 1998. Market orientation and organizational performance: Is innovation a missing link. *Journal of marketing*. Vol 62. pp 30-45.
- Hanifan, L. J. 1916. The rural school community centre. *Annals of the American Academy of Political and Social Science*, 67, 130-138.
- Hansen, E. 1995. Entrepreneurial networks and new organization growth. *Entrepreneurship Theory and Practice*, 19(4), 7-17.

- Hansen, S. and Wernerfelt, B. 1989. Determinants of Firm Performance: The Relative Importance of Economic and Organizational Factors. *Strategic Management Journal*, Vol. 10, No. 5 (Sep. - Oct., 1989), pp. 399-411.
- Hart, Oliver, 1995. *Firms, Contracts, and Financial Structure* (Oxford: Oxford University Press, 1995).
- Hayton, J. C. and Kelley, D. J. 2006. A competency-based framework for promoting corporate entrepreneurship. *Human Resource Management*, Vol. 45 No. 3, pp. 407-427.
- Hayton, J. C. and McEvoy, M. 2006. Guest editor's note, *Human Resource Management*, Vol. 45 No. 3, pp. 291-294.
- Hazlina et al. 2007. A Cross cultural study of entrepreneurial competencies and entrepreneurial success in SMES in Australia and Malaysia. *Thesis the University of Adelaide*.
- Hazlina et al. 2010. Is Entrepreneurial Competency and Business Success Relationship Contingent Upon Business environment? A Study of Malaysian SMES Emerald Group Publishing.
- Henri, J.F. 2006. Management control system and strategy: A resources-based perspective. *Accounting, organizations and society*, vol. 31, No. 6, pp. 529-558.
- Herbert, B.E. 1989. Managers' Perceptions of the Importance of Topics for the High School Management Curriculum. *Delta Pi Epsilon Journal* 31, 102-111.
- Herron, L. and Robinson, R.B. 1993. A structural model of the effects of entrepreneurial characteristics on venture performance, *Journal of Business Venturing*, Vol. 8 No. 3, pp. 281-294.
- Hess, W. 1987, Relevance of Small Business Courses to Management Needs, *Journal of Small Business Management* 25 (1), 26-34.
- Hisrich et al. 2009, *Entrepreneurship*, 8th Edition, McGraw-Hill/Irwin, 20 Nov 2009.
- Hitt, Ireland, and Hoskisson, 2005. *Strategic Management*, 6<sup>th</sup> ed., Thompson Southwestern, 2005.
- Hitt, M. A., Nixon, R. D., Clifford, P. G. and Coyne, K. P. 1999b. 'The development and use of strategic resources.' In Hitt, M. A., Nixon, R. D., Clifford, P. G. and Coyne, K. P. (Eds.), *Dynamic Strategic Resources*:

*Development, Diffusion, and Integration*. Chichestershire, UK: John Wiley dan Co.

- Hitt, M.A. Hoskisson dan J.S. Harisson.1991. Strategic competitiveness in the 1990s: challenges and opportunities for US executives. *Academy of management executive*, 5(2). pp.7-22.
- Hitt, M.A.,R.D. Ireland,S.M,Camp,D.L.Sexton.2001. Strategic Entrepreneurship: Entrepreneurial strategies For Wealth Creation. *Strategic Management Journal*. 22 ( 479-491)
- Hodgson, G. ,1998. Competence and contract in the theory of the firm. *Journal of Economic Behavior*, 35, 179–201.
- Hofer, C.W. and Charan, R. 1984. The transition to professional management: Missionimpossible?. *American Journal of Small Business*, Vol.9 No.1, pp.1-11.
- Hofer, C.W. and Sandberg, W.R. 1987. Improving new venture performance: some guidelines for success. *American Journal of Small Business*, Vol. 12 No.1, pp.11–25.
- Hoffmann, T. 1999. The meanings of competency. *Journal of European Industrial Training*, Vol.23 No.6, pp. 275-285.
- Hoque, Z. dan James. W. 2000. Lingking balanced scorecard measures to size and market factors: Impact on organizational performance. *Journal of management accounting research* (12),pp.1-16.
- Hornaday, John A., 1982. *Research About Living Entrepreneurs, in Encyclopedia of Entrepreneurship*, Kent/Sexton/Vesper eds., Prentice Hall, Inc., Englewood Cliffs, New Jersey, pp. 25-27.
- Hudson, M., Smart, A. and Bourne, M. 2001. Theory and practice in SME performance measurement systems. *International Journal of Operations dan Production Management*, Vol. 21 No. 8, pp. 1096-115.
- Hult GTM, Ketchen DJ. 2001. Does market orientation matter? A test of the relationship between positional advantage and performance. *Strategic Management Journal* **22**(9): 899–906.
- Hunt, C. and Meech, L. 1991. Competencies and human resource management in the Department of Immigration, Local Government and Ethnic Affairs, *Australian Journal of Public Administration*, Vol.50 No.4, pp.,444-447.

- Hunt, J.M., 1998. Toward the development of a competency model of family firm leadership. *Paper Presented to the 12th Annual National Conference. United States Association for Small Business and Entrepreneurship*, Clearwater, FL, January pp. 15–18.
- Hunt, S. D. dan Morgan, R. M. 1995. The Comparative Advantage Theory of Competition. *Journal of Marketing*, 59: 1-15.
- Hurley, Robert F. and Hult, Thomas M., 1999. Innovation, market orientation and organizational learning: An integration and empirical examination. *Journal of Marketing*, Vol.62, 42-54.
- Ibrahim, A.B., Goodwin, J.R., 1986. Perceived causes of success in small business. *Am. J. Small Bus.* 11 (2), 41–50. *Institute of Management Development and World Economic Forum, 1993. The World Competitiveness Report 1993*. Lausanne, Switzerland
- Inkeles, Alex. 2000. Measuring social capital and its consequences.' *Policy Sciences* 33: 245-268.
- Ittner, C.D. dan Larcker, D.F. 1998. Innovations in performance measurements: trend and research implications. *Journal of management accounting research*, vol.10, pp.205-239.
- Jackson S, Crockenberg S. 1998. A comparison of suggestibility in 4-year-old girls in response to parental and stranger misinformation. *Journal Appl Dev Psychol*;19(4):527– 42.
- Jacobs, J. 1965. *The death and life of great American cities*. London, UK: Penguin Books.
- Jarillo, C.J., 1988. On strategic networks. *Strategic Manag. Journal* 9, 31–41.
- Jenison, David B. 1981. The contribution of administrative behavior to strategic management. *Academy of management review* 6: 601-608.
- Jogaratnam, G. 2002. Entrepreneurial orientation and environmental hostility: an assessment of small independent restaurant businesses, *Journal of Hospitality dan Tourism Research*, Vol. 26 No. 3, pp. 258-277.
- Johannison, B. 1990. Building an entrepreneurial career in a mixed economy: Need for social and business ties in personal networks. *Paper presented at the annual meeting of the Academy of Management*, San Francisco, CA.
- Johannisson, B., 1996. The dynamics of entrepreneurial networks. In: Reynolds, P., et al. (Eds.), *Frontiers of Entrepreneurship Research*, pp. 253–267.



- John J. Kao dan Howard H. Stevenson,1933. Entrepreneurship, what it is and how to teach it, *A collution of working papers based on a colloquium held a harvard business school*.
- John, Axel,1999. Successful market innovation, *European journal of innovation management*, Vol. 2 Number 1 pp.6-11.
- Johnson, S. and Winterton, J. 1999. *Management Skills, Skills Task Force: Research Paper 3, Department for Education and Employment*, London.
- Juliana Chiochin et,al; 2006. *The Competitive advantage Of Small And Medium Enterprises* (Book).
- Kak, A. and Sushil 2002. Sustainable competitive advantage with core competence: a review. *Global Journal of Flexible Systems Management*, Vol. 3 No. 4, pp. 23-38.
- Karen Braun, 2009. Social Entrepreneurship: Perspectives on an Academic Discipline. *Theory in Action*, Vol. 2, No. 2.
- Kanter, R. M. 1994. Collaborative advantage: Successful partnerships manage the relationship, not just the deal. *Harvard Business Review*, July-August, 96-108.
- Keats, B.W. and Bracker, J.S. 1987. Towards a theory of small firm performance: a conceptual model. *American Journal of Small Business*, Vol. 12 No. 4, pp. 41-58.
- Keats, et.al, 1988. A causal model of linkage among environment dimensions, macro organizational characteristic and performance. *Academy of management journal* 31 : 570-598.
- Kirzner, Israel M., 1985. *Discovery and the Capitalist Process*. The University of Chicago Press: Chicago and London.
- Kleindl, B. 2000. Competitive dynamics and new business models for SMEs in the virtual marketplace, *Journal of Developmental Entrepreneurship*, Vol. 5 No. 1, pp. 73-85.
- Knight, Gary.2000. Entrepreneurship and marketing strategy: The SME under globalization. *Journal of international marketing*,8,(2), pp.12-21.
- Korsgaard MA, Robertson L, Rymph RD.1998. What motivates fairness? The role of subordinate assertive behavior on manager's interactional fairness. *J Appl Psychol* ;83(5):731– 44.

- Krackhardt, D. 1992. The strength of strong ties: The importance of philos in organizations. In N. Nohria dan R. Eccles (Eds.) *Networks and Organizations: Structure, Form, and Action* (pp. 216-239). Boston MA: Harvard Business School Press.
- Krauss, Stetanie I,dan Michale Frese et.al,2005. Entrepreneurial orientation: A phycological Model of success among southern African Small Business Owners. *Euopian journal of work and organizational psychology*, Vol 14, No. 3, pp.315-344.
- Kristiansen, S., J. Kimeme, A. Mbwambo, F. Wahid, 2005. Information Flows and Adaptation in Tanzanian Cottage Industries. *Entrepreneurship dan Regional Development*, 17, September (2004): 365-388.
- Krueger, N.F.dan Brazeal D.V.1994. *Entrepreneurial Potential dan Potential Entrepreneurs*. *Entrepreneurship Theory and Practice*,18 (3),91-104.
- Lado, A.A., Boyd, N.G.,dan Wright, P. 1992. A Competency- based model of sustainable competitive advantage: Toward a conceptual integration. *Journal of management*, 18 (1). 77-91.
- Lagace, D. and Bourgault, M. 2003. Linking manufacturing improvement programs to the competitive priorities of Canadian SMEs, *Technovation*, Vol. 23 No. 8, pp. 705-15.
- Lau, T., Chan, K.F. and Man, T.W.Y. 1999. Entrepreneurial and managerial competencies: small business owner-managers in Hong Kong, in *Fosh, P., Chow, W., Chan, A., Snape, E. and Westwood, R. (Eds), Hong Kong Management and Labour: Change and Continuity*, Routledge, London, pp. 220-36, *Advances in Asia Pacific Business* 9.
- Leachman, C., Pegles, C.C. and Shin, S.K. 2005. Manufacturing performance: evaluation and determinants. *International Journal of Operations dan Production Management*, Vol. 25 No. 9, pp. 851-74.
- Learner, M., Brush, C., Hisrich, R., 1997. Israeli women entrepreneurs: an examination of factors affecting performance. *Journal of Business Venturing* 12 (4), 315–339.
- Lee, C., Lee, K. dan Pennings, J. M., 2001. Internal capabilities, external networks, and performance: a study on technology-based ventures. *Strategic Management Journal*, 22, 615-640.
- Lee, D.Y.dan Tsang, E.W.K.2001. The Effect Of Entrepreneurial Personality, Background and Network Activities on Ventures Growth, *Journal Of Management Studies* 38(4) 583-602.

- Lee, J. dan Miller. 1996. Strategy, Environment and performance in two technological contexts: Contingency Theory in Korea. *Organization Studies*, 17 (5): 729-750.
- Lerner, M., Almor, T., 2002. Relationships among strategic capabilities and the performance of women-owned small ventures. *Journal of Small Business Management* 40, 109–125.
- Lewin, P. and S. E. Phelan: 1999. Firms, Strategies, and Resources: Contributions From Austrian Economics. *Quarterly Journal of Austrian Economics* 2(2), 3–18.
- Lin, N. 2001. *Social capital: A theory of social structure and action*. Cambridge: Cambridge University Press.
- Lindquist, F. K., dan Tallman, S. 1997. *Resource-Based Strategy and Competitive Advantage Among Multinationals*, In H. Vernon-Wortzel dan L. H. Wortzel (Eds.) 149 - 167, : John Wiley dan Sons, Inc.
- Lindquist, F.,K., dan Tallman, S. 1997. *Resources Based Strategy and competitive advantage among multinationals*, In H. Vernon- Wortzel dan L.H. Wortzel ( Eds) 149-167: John Willeydan Sons , Inc.
- Lipparini, A., Sobrero, M., 1994. The glue and the pieces: entrepreneurship and innovation in small-firm network. *Journal of Business Venturing* 9 (2), 125–149.
- Loury, G. 1977. A dynamic theory of racial income differences. In P.A. Wallace dan A. Le Mund, (Eds.) *Women, minorities, and employment discrimination* (pp. 153-186). Lexington, MA: Lexington Books.
- Low, J.,dan Mac Millan, I.C.1988. Entrepreneurship past research and future challenges. *Journal of management*,14.139-151.
- Lui,T.L.and Wong T.W.P 1994. *Chinese entrepreneurship in context Hongkong Institute of Asia-Pasific*. The Chinese University of Hongkong.
- Lumpkin, G.T., dan Dess, G.G.1996. Clarifying the entrepreneurial orientation construct and linking it to performance. *Academy of management Review*,21(1), 135-172.
- Luo, Y. 1999. Dimensions of knowledge: Comparing Western and Asian MNEs in China. *Asia Pacific Journal of Management*, 16(1), 75– 93.

- M. Ramsden, R.J. Bennett, 2005. The benefits of external support to SMEs: Hard versus soft outcomes and satisfaction levels, *Journal of Small Business and Enterprise Development*, Vol. 12 Iss: 2, pp.227 – 243.
- Mahajar A. J .,2005. Small Firms Exporting: Hoe Effective are Government Export Assistance Programs. *Jurnal Manajemen dan Bisnis Sriwijaya* Vol. 3 No.5 Juni 2005.
- Mahajar, A.J.,dan Mohd Yunus, J.2006. The effectiveness of government export assistance programs on Malaysia small dan medium enterprises ( SMEs). *Problem dan perspectives in management* (1), 58-71.
- Malecki, E. J., dan Tootle, D. M.1996. The role of networks in small firm competitiveness. *International Journal of Technology Management*, 11(1-2), 43–57.
- Malecki, E. J., dan Veldhoen, M. E. 1993.Network activities, information and competitiveness. *Geografiska Annaler*, 75B(3), 131–147.
- Man, T, and T. Lau. 2000. Entrepreneurial competencies of SME owner/managers in the Hong Kong services sector: a qualitative analysis. *Journal of Enterprising Culture* Vol. 8, No.3, pp. 235–54.
- Man, T., Lau, T. and Chan, K. F. 2002. The competitiveness of small and medium enterprises. a conceptualisation with focus on entrepreneurial competencies. *Journal of Business Venturing*. Vol. 17 No.2, pp.123–142.
- Man, T.W.Y. and Lau T. 2005. The Context of entrepreneurship in Hong Kong, *Journal of Small Business and Enterprise Development*, Vol. 12 No.4, pp.464-481.
- Mario Augusto dan Defilipe.,2009. Market orientation and new to the world product, exploring moderating effect of innovativeness
- Markman, G.D., Balkin, B.D., Baron, R.A., 2000. *Inventors' cognitive mechanisms as predictors of new venture formation*. Submitted for publication.
- Martin, G and Staines, H 1994. Management competencies in small firms. *International Journal of Management Development*, Vol 13 No.7, pp23-34.
- McCarthy, A.M., Schoorman, F.D., Cooper, A.C., 1993. Reinvestment decisions by entrepreneurs: rational decision-making or escalation of commitment? *Journal of Business Venturing* 8, 9–24.

- McGinnis, Michael A dan Kohn, Jonathan W. 1993. Logistic Strategy Organizational Environmental and Time Competitiveness. *Journal of Business Logistic*, Vol. 14, p. 1-23.
- Mc Kee, D.,O., Varadarajan, P.,R.,dan Pride W.M. 1989. Strategic adaptability and firm performance: A Market Contingen Perspective. *Journal of Marketing*, 53 ( July) pp12-35.
- Mc. Arthur,A.W.,P.C.Nystrom. 1991. Enviromental Dynamism, Complexity and Munificience as Moderators Of Strategy- Performance Relationship. *Journal Business, Res:* 23 (349-361).
- Mc.Clelland, D.C. 1961. *The achieving society*. Princeton, NJ Van Norstarand.
- McClelland, D.C., 1987. Characteristics of successful entrepreneurs. *Journal Creation Behavior*. 21 (1), 18–21.
- McGee, J.E. dan Peterson, M. 2000. Surviving W-Day: An assessment of the impact of Wal-Mart's invasion of small town retailing communities. *Proceedings of the USASBE/SBIDA National Conference*, 131-135.
- Miles, R. E., and Snow, C. C. 1978. *Organizational strategy, structure, and process*. McGraw-Hill, New York.
- Miller, D., 1983. The correlates of entrepreneurship in three types of firms, *Journal of Management science*, 29, pp 770-791.
- Mintzberg, Henry, 1979. *The structuring of organization*. Pretice Hall, Englewood cliff.N.J.
- Mishra, A. K. 1996. Organizational response to crisis: The centrality of trust. In R. M. Kramer dan T. R. Tyler (Eds.), *Trust in Organizations: Frontiers of Theory and Research*, 261-287. Thousand Oaks, CA: Sage.
- Mizik,N., Jacobson, R.2003. Trading off between value creation and value appropriation: the financial implications of shifts in strategic emphasis, *Journal of Marketing*, Vol.67, pp63-76
- Modityang, Daniel 2007. *A Bayesian Belief Network Computational Model of Social Capitalin Virtual Communities*. A Thesis Submitted to The College of Graduate Studies and Research In Partial Fulfillment of the Requirements For an Interdisciplinary Degree of Doctor of Philosophy In Computer Science and Educational dan Communications Technology dan University of Saskatchewan Saskatoon, Saskatchewan Canada.

- Mohr J, Spekman R.1994. Characteristics of partnership success, partnership attributes, communication behavior, and conflict resolution techniques. *Strategy Manage Journal*;15:135–52.
- Moore, K. dan Yuen, S.2001. Management accounting systems and organizational configuration: a life-cycle perspective. *Accounting, Organizations and Society*, Vol. 26, pp. 351-389.
- Mosakowski, Elaine.1993. A resources- based perspective on the dynamic strategy- performance relationship: An empirical examination of the focus and differentiation strategies in entrepreneurial firms. *Journal of management*. Vol 19, No.4: 819-839.
- Muda, M.S. and Hendry, L. 2003. The SHEN model for MTO SMEs: a performance improvement tool. *International Journal of Operations dan Production Management*, Vol. 23 No. 5, pp. 470-86.
- Murphy., James ,2002. Networks, Trust, and Innovation in Tanzania's Manufacturing Sector. *World Development* Vol. 30, No. 4, pp. 591–619.
- Muzychenko, O. and Saeed, J. 2004. Cross cultural professional competence in higher education. *Journal of Management Systems*, Vol. 16 No. 4, pp. 1-19.
- Nahapiet, J., dan Ghoshal, S. 1998. Social capital, intellectual capital and the organizational advantage. *Academy of Management Review*, 23(2) 242-266.
- Nakhata, Chinintorn .2007. The Effect of Human Capital and Entrepreneurial Competencies on the Career Success of SME Entrepreneur in Thailand. *The Business Review, Cambridge* Vol 9 Number 1.
- Naman, J.L. and Slevin, D.P. 1993. Entrepreneurship and the concept of fit: a model and empirical tests. *Strategic Management Journal*, Vol. 14 No. 2, pp. 137-153.
- Nelson, R., 1992. Recent writings on competitiveness: boxing the compass. *Calif. Manage. Rev.* 34 (2), 127–137.
- Nurhayati, Tatiek.2009. *Orientasi Entrepreneur dan Modal Sosial; Strategi Meningkatkan Kinerja Organisasi*, Disertasi Program Doktor Ilmu Ekonomi UNDIP. Semarang.
- O Regan, N., dan Ghobadian, A.2004. The importance of capabilities for strategic direction and performance. *Management decision*, 42(2). 292-312.

- OECD 2001. *The well-being of nations: The role of human and social capital*, Paris. Policy-makers should not have to wait for a couple of decades of detailed research before asking whether attentiveness to social capital might be worth their while. OECD Observer, No 226/227.
- Olsen, P D 1987. Entrepreneurship and management. *Journal of Small Business Management*, Vol.25, No. 3, pp.7-14.
- Oral, M., 1986. An industrial competitiveness model. *IIE Trans.* 18 (2), 148–157.
- Organisation for Economic Co-operation and Development, 2002. *OECD small and medium enterprise outlook 2002*.
- Orser B. and Riding, A. 2003. *Management Competencies and SME Performance Criteria: A Pilot Study*, Small Business Policy Branch, Industry Canada, Ottawa.
- Ou, W.-M., Abratt, R., dan Dion, P.2006. The influence of retailer reputation on store patronage. *Journal of Retailing and Consumer Services*, 13(3), 221-230.
- Paine, Frank.T dan Anderson, Carl,R 1977. Contingencies affecting strategy formulation and effectiveness: Sn empirical study. *Journal of management studies* 14: 147-158.
- Papulova, Emilia dan Zuzana Papulova, 2006. *Competitive Strategy And Competitive Strategi Advantages Of Small And Midsezed Manufacturing Enterprises In Slovakia, Bratislav*. Slovak Republic, Comenius University.
- Parera, S., Harrison, G. danPoole.M.,1997. Customer focused manufacturing strategy and the use of operations based non financial performance measures: A research note, *Accounting organizations and society*,22. Pp.557-572.
- Parry, S.B. 1998, *Just what is a competency? (and why should you care?)*, *Training*, Vol. 35 No. 6, pp. 58-61.
- Pearson, C.A.L.,dan Chatterjee,S.R. 2001. Differences and similarities of entrepreneurial characteristics in adiverse social setting-evidence from Australian an singaporian managers. *Journal of enterprises culture*, 9 (3). 273-289.
- Penrose, E. T. 1959. *Theory of the growth of the firm*. New York, NY: Wiley.

- Perry, C., Meredith, G.G., Cunnington, H.J., 1988. Relationship between small business growth and personal characteristics of owner/managers in Australia. *Journal of Small Business Management*. 26 (2), 76–79.
- Porter, M.E. 1980. *Competitive Strategy*. New York. Free Press.
- Porter, M.E. 1985. *Competitive Advantage*. New York. Free Press.
- Portes, A. 1998. Social capital: Its origins and applications in modern sociology. *Annual Review of Sociology*, 24, 1-24.
- Portes, Alejandro and Patricia Landolt. 1996. The downside of social capital, *The American Prospect* 26 (May-June):18-22.
- Posner, R. 1975. The social costs of monopoly and regulation. *Journal of political Economy* 83: 18-21.
- Prahalad, C.K.dan Hamel, G. 1990. The core competence of the corporation. *Harvard Business Review*, Vol. 63 No.3, pp.79-91.
- Prajogo dan Ahmed.,2006. Relationships between innovation stimulus, innovation capacity, and innovation performance. Vol.36. Issue.5. pages 499-515. *Wiley online Library*.
- Premaratne, S. P., 2002. *Entrepreneurial Networks and Small Business Development: the case of small enterprises in Sri Lanka*. Disertasi Doktor, Technische Universiteit Eindhoven. Press.
- Putnam R.D. 2000. *Bowling alone: The collapse and revival of American community*. New York: Simon Schuster.
- Putnam R.D. 1993. *Making democracy work: Civic traditions in modern Italy*, Princeton NJ: Princeton University Press.
- Putnam, R.D, 1995. Bowling Alone: America's Declining Social Capital, *Journal of Democracy*, 65-78, Januari.
- Putnam, R.D.2007. Education and social capital. *Eastern Economic Journal*, Vol.33, No.1, Winter
- Putzel, J. 1997. Accounting for the 'dark side' of social capital: reading robert putnam on democracy. *Journal of International Development*, 9(7), 939–949.



- Rafaeli, S., Ravid, G., dan Soroka, V. 2004. De-lurking in virtual communities: A social communication network approach to measuring the effects of social capital. *Paper presented at the HICSS 37, Hawaii.*
- Ray, G., Barney, J. B., dan Muhanna, W. A. 2004. Capabilities, business processes, and competitive advantage: Choosing the dependent variable in empirical tests of the resource-based view. *Strategic Management Journal*, 25(1), 23-37.
- Raymond, L. and St-Pierre, J. 2005. Antecedents and performance outcomes of advanced manufacturing systems sophistication in SMEs. *International Journal of Operations dan Production Management*, Vol. 25 No. 6, pp. 514-33.
- Reed, R., dan DeFillippi, R. J. 1990. Causal Ambiguity, Barriers to Imitation and Resource-Based Views. *Academy of Management Review*, 15(1), pp. 88 - 102.
- Resnick, P. 2002. Beyond bowling together: Sociotechnical capital. In Carroll, J. M. (Ed.). *HCI in the New Millenium* (pp. 247 272). New York: Addison-Wesley.
- Respatya. D.M Mulya., 2001. *Analisa pengaruh strategi pelayanan prima dn fasilitas terhadap kepuasan nasabah pada PT. BANK NEGARA INDONESIA (PERSEK Kantor Cabang Semarang.* Masters thesis, Magister Manajemen Universitas Diponegoro.
- Reuber, A.R., and Fischer, E. M 1994. Entrepreneurs' experience, expertise, and the performance of technology-based firms. *IEEE Transactions on Engineering Management*, Vol.41 No.4, pp. 1-10.
- Richard E. Boyatzis, Franco Ratty 2009. Emotional, Social and Cognitive intelligence competencies Distinguishing Effective Italian Manager and Leader in A Private Company and Cooperatives. *Journal of Mangement Development* Vol.28 No.9 2009 pp. 821-838.
- Ritter, Thomas dan Hans Georg Gemünden 2004. The Impact of a Company's Business Strategy on its Technological Competence, its Network Competence and its Innovation Success. *Journal of Business Research*, Vol. 57 (5), pp. 548-556.
- Robert D, Hisrich, Michael P. Peters, Dean A. Shepherd 2008, *Entrepreneurship*, Edisi 7. Penerbit Salemba Empat Jakarta.
- Robert L. Cardy a, T.T. Selvarajan 2006. Competencies: Alternative frameworks for competitive advantage. *Business Horizons* 49, 235—245.

- Roberts, P. W., dan Dowling, G. R. 2002. Corporate reputation and sustained superior financial performance. *Strategic Management Journal*, 23(12), 1077-1093.
- Robertson, M., Collins A., Medeira. N., dan Slater, J., 2003. Barriers to start-up and their effect and on aspirant entrepreneurs. *Education plus Training*, 45(6). 308-316.
- Rodney Overton., 2002. *Starting a New Business, Hindsight and Insights to Guide and Spur a New Business Into a Real Business*, Wharton Books Pte. Ltd
- Rosenblatt, P. C., de Mik, L., Anderson, R. M., dan Johnson, P. A. 1985. *The Family in Business*. San Francisco: Jossey-Bass.
- Ruuskanen, P., 2004. *Social Capital and Innovations in Small and Medium Sized Enterprises*, accessed from, [http://proact.ktm.fi/chapter\\_images/1549\\_DRUID.pdf](http://proact.ktm.fi/chapter_images/1549_DRUID.pdf), 25 March 2009.
- Sandberg, W.R., Hofer, C.W., 1987. Improving new venture performance: the role of strategy, industry structure, and the entrepreneur. *Journal of Business Venturing* 2, 5–28.
- Sandee, H., 1995. *Innovation Adoption in Rural Industry: Techological Change in Roof Tile Cluster in Central Java, Indonesia*, Disertasi Doktor, Vrije Universiteit Amsterdam.
- Schmitt, Eva. Rodermund. 2004. Pathways to successful entrepreneurship: Parenting, personality, early entrepreneurial competence, and interests. *Journal of Vocational Behavior* 65 (2004) 498–518.
- Schuler, R.S. dan Jackson, S.E. 1987. Linking Competitive Strategies With Human Resources Management Practice. *Academy Of Management Executive*, 1 (3), 207-219.
- Schumpeter, Joseph. 1934. *The Theory of Economic Development*. Cambridge, Mass.: Harvard University Press.
- Scott, J., 1991. *Social Network Analysis*. Handbook Sage. London
- Selznick, Philip, 1949, *TVA and the grassroots*, University of California press, Berkeley.
- Shane, S. dan Kolvereid, L. 1995. National environment, strategy, and new venture performance: A three country study. *Journal of Small Business Management*, 33(2): 37-50.

- Shane, S. and Venkataraman, S. 2000. The promise of entrepreneurship as a field of research. *Academy of Management Review*, Vol.25 No.1, pp.217-226.
- Shane, S., Cable, D., 1998. Social capital and the financing of new ventures. *Massachusetts Institute of Technology. Submitted for publication.*
- Shaver, K.G., Scott, L.R., 1991. *Person, process, choice: the psychology of new venture creation.* *Entrepreneurship Theory Pract.* 16, 23–42.
- Sinkovics, Rudolf R, Roath dan Anthony S, 2004. Strategic Orientation, Capabilities, And Performance In Manufacturer- 3 PL Relationships, *Journal of Business Logistics.*
- Siwan Mitchelmore dan Jennifer Rowley, 2009. *Entrepreneurial Competencies: A Literature Review and Development Agenda*, Emerald Group Publishing Limited.
- Slater, S.F. dan Nerver, J.C.1994. Does competitive environment moderate the market orientation- Performance relationship. *Journal of marketing.*
- Smith, B, and Morse, E 2005. Entrepreneurial Competencies: Literature Review and Best Practices. *Small Business Policy Branch*, Industry Canada, Ottawa.
- Sodano. V., Hingley M., Lindgreen A, 2008. The usefulness of social capital in assessing the welfare effects of private and third party certification food safety policy standards. *British Food Journal* Vol. 110 No. 4/5, pp 493-513
- Soh, P.H. and Roberts, E.B. 2005. Technology alliances and networks: an external link to research capability. *IEEE Transactions on Engineering Management*, Vol. 52 No. 4, pp. 419-28.
- Sonia, M.S.O. and Francisca, R.A.V. 2005. SMEs internationalization: firms and managerial factors, *International Journal of Entrepreneurial Behaviour and Research*, Vol. 11 No. 4, pp. 258-79.
- Spence, S.H., Donovan, C., Brechman-Toussaint, M., 1999. Social skills, social outcomes, and cognitive features of childhood social phobias. *Journal Abnorm. Psychology.* 1081, 211–221.
- Spencer, L.M. Jr and Spencer, S.M. 1993. *Competence at Work: Models for Superior Performance.* John Wiley dan Sons, New York.
- Spitzberg dan Cupach.,1994. *Dark side of interpersonal communication.* *Routledge.*, Taylor dan Francis Group.

- Stamp. W, Elfring. T, 2008. Entrepreneurial orientation and new venture performance: The moderating Role of Intra- and Extra industry social capital. *Academy of management journal*, Vol.51, No.1, pp.97-111.
- Starbuck, William H.1976. *Organizations an their environments in Hand Book of industrial and organizational psychology*. Chicago pp. 1069-1123.
- Starr, J.A., Macmillan, I.C., 1990. Resource cooptation via social contracting: resource acquisition strategies for new ventures. *Strategic Manage. J.* 11, 79–92.
- Statistik UKM 2006-2007. Kementerian Koperasi dan UKM, diakses pada tanggal 17 Agustus 2009.
- Stewart W.H. Jr., Watson, W.E., Carland, J.C., Carland, J.W. 1999. A proclivity for entrepreneurship: a comparison of entrepreneurs, small business owners, and corporate managers. *Journal of Business Venturing* 14, 189–214.
- Stonebaker, P. dan Leong, G. 1994. *Operation Strategy: Focusing Competitive Excellence*. Boston, MA, Allyn and Bacon.
- Storey, D. 2004. Exploring the link, among small firms between management training and firm performance : A Comparison between the UK and other OECD countries. *International journal of resource management*, 15 (1).112-130.
- Storper, Michael and Salais, Robert, 1997. *Worlds of Production: the Action Frameworks of the Economy*. Cambridge, MA: Harvard University Press.
- Strebler, M., Robinson, D., Heron, P. 1997. *Getting the Best Out of Your Competencies*, Institute of Employment Studies, University of Sussex, Brighton.
- Sudarto, Dyah Retno Prawesti 2001. *Small and Medium Enterprice Clusters during the Economic Crisis in Indonesia* (un-published thesis), Institute of Social Science, The Hague.
- Sugiarto PH.J. 2008. *Peran Orientasi kewiraswastaan dalam mengatasi konflik fungsional untuk menciptakan strategi yang berorientasi pada kinerja bisnis*. Disertasi Program Doktor Ilmu Ekonomi Universitas Diponegoro.
- Suhendi., Asep.,2009. *Keunggulan kompetitif melalui strategi penguasaan wilayah, kompetensi sumberdaya manusia dan orientasi pasar*, Tesis Magister Manajemen Universitas Diponegoro Semarang.

- Supranoto., Mieke.,2009. *Strategi menciptakan keunggulan bersaing produk melalui orientasi pasar, inovasi dan orientasi kewirausahaan dalam rangka meningkatkan kinerja pemasara*, Tesis Magister Manajemen Universitas Diponegoro.
- Swamidass, P.M. dan Newell, W.T., 1987. Manufacturing strategy, environmental uncertainty and performance: A path analytic Model. *management science*, vol.33,pp.509-524.
- Tajfel, H. (Ed.). 1982. Social relations and intergroup relations. *Cambridge, MA: Cambridge University Press*.
- Tambunan, Tulus 2000. *Development of Small Scale Industries during the New Order Government in Indonesia*. Ashgate Publishing Ltd, England.
- Tambunan, Tulus 2001. *Analisis terhadap Peranan Industri Kecil/Rumah Tangga di dalamPerekonomian Regional: Suatu Studi Perbandingan antar Kabupaten di Propinsi Jawa Barat*, <http://psi.ut.ac.id/jurnal/4tulus.htm>.
- Tambunan, Tulus., 2009. *UMKM di Indonesia* Penerbit Ghalia Indonesia
- Tan JJdan Litschert.,1994. Environment strategy relationship nd it performance implication: An empirical study of teh chinese electronic industry. *Strategic management journal*. Vol 15, pp1-20.
- Tan.C.M. dan Tay.S.T. 1994. Factor contributing to the growth of SMEs: *The Singapore case 5 Endec Word Conference on Entrepreneurship. Singapore, july 7-9 page 150.5.pgs*.
- Teece, et,al 1987. Dynamic capabilities and strategic management, *Strategic management Journal*, Vol 18:7.
- Temtime,Z.T., dan Passiri J.2005. Managerial competency and organizational flexibility in small and medium enterprises in Botsawa. *Problems dan Perspectives in Management* (1), 25-36.
- Thomas, I. and Herrisier, R.L. 1991. *Managerial competencies for effective performance at senior levels in government*. Senior Staff Course, Hong Kong.
- Thompson, J.L. 1999. The world of the entrepreneur a new perspective. *Journal of Workplace Learning: Employee Counselling Today*, Vol. 11 No. 6, pp. 209-224.

- Thompson, J.L., Stuart, R., and Lindsay, P.R. 1997. The competence of top team members: a framework for successful performance. *Team Performance Management*, Vol. 3 No. 2, pp. 57 -75.
- Tjokorda Gde Raka Sukawati, 2007. Pengaruh Strategi Diferensiasi terhadap Kepuasan Pelanggan Pita Maha Tjampuhan resort dan Spa Di Ubud. *Buletin Studi Ekonomi* . Volume 12 Nomor 1 ISSN 1410-4628.
- Tomer, John F. 1987. *Organizational Capital: The Path to Higher Productivity and Well-being*. New York: Praeger.
- Tonkiss, F. 2000. Trust, Social Capital and Economy. Dalam F. Tonkiss dan A. Paisey (eds.). *Trust and Civil Society*. New York: St. Martin's.
- Topping, K., William, B., Elizabeth, A. H. 2000. Social Competence. The Social Construction of the Concept. *The Handbook of Emotional Intelligence* h.28-39. Jossey\_Bass Inc: California.
- Tsai, W.M.H., MacMillan, I.C., Low, M.B., 1991. Effects of strategy and environment on corporate venture success in industrial markets. *Journal of Business Venturing* 6 (1), 9–28.
- Tunggal, Amin Widjaja. 2009, Intisari entrepreneurship Penerbit Harvarindo
- Ulrich, Dave.1991. Organizational Capability: Creating Competitive Advantage, *Academy of Management Executive*. Vol.5. No.1.
- Uma Sekaran,1992. *Research methods for business*. John Willey and Sons, Inc. Canada
- Urata, Shujiro 2000. *Policy Recommendation for SME Promotion in the Republic of Indonesia*, JICA, Tokyo. *Industrial Training*, 26: 2/3/4, 165-176
- Utama, Wandra ,2009, *Pengaruh Adaptabilitas Lingkungan dan Orientasi Kewirausahaan Terhadap Kualitas Aliansi untuk Meningkatkan Keunggulan Bersaing*, Tesis MM Undip.
- Uzzi, B. 1997. Social structure and competition in inter-firm networks: the paradox of embeddedness. *Administrative Science Quarterly*, 42, 35–67.
- Waheeduzzaman, A. N. M. and J. K. Ryans, Jr. 1996. Definition, perspective, an understanding of international competitiveness: a quest for a common ground. *Competitiveness Review*, Vol.: 6-2.
- Wahyono. 2002. Orientasi Pasar dan Inovasi: Pengaruhnya Terhadap Kinerja Pemasaran. *Jurnal Sains Pemasaran Indonesia*. Vol.1,No.1,Mei.

- Van Geenhuizen, M. dan N. Indarti, 2005. Knowledge As a Critical Resources in Inovation Among Small Furniture Companies in Indonesia: an Exploration, *Gadjah Mada International Journal of Business* 7 (3): 371-390.
- Van Overveld, J.A.C. and Van Goudoever, B. 1997. Competentis management, in Vinke, R.H.W., Nijman, G. and Simonis, A (eds.). *Jaarboek Personeelsmanagement*, Apeldoorn: Kluwer Bedrijfsinformatie.
- Vasudha Vasakaria.2008. A Study on Social Entrepreneurship and the Characteristics of Social Entrepreneur, *The Icfaian Journal of Management Research*, Vol. VII, No. 4, p. 35
- Venkatraman N dan Ramanujam 1986. Measurement of business performance in strategy research : A comparison of approach. *Academy of management review*,11(4), 801-814.
- Venkatraman, S., 1997. The distinctiveness domain of entrepreneurship research: an editor's perspective. In: Katz, J., Brockhaus, R. (Eds.), *Advances in Entrepreneurship, Firm Emergence, and Growth*. JAI Press, Greenwich, CT, pp. 119 138.
- Webster, B. Walker, E, dan Brown. A. 2005. *Australian small business participation in training activities*. Education + Training 47 ( 8/9) 552-561.
- Wei wei, Tang., Jiangping Sun.2008. Research on Enterprise Core Competence And Managerial Human Resources Strategy. *Management Science and Engineering*, Vol 2. No.2
- Wernerfelt, B. 1984. A Resources Based- View of the firm. *Strategic management Journal*,5,171-180.
- White. et.al, 1981. Toward a model of business unit performance: An integrative Approach. *Academy of management review* 6: 213-223.
- Widener, S.K.,2007. An empirical analysis of the levers of control framework. *Accounting organizations and society*, vol.32, issues 7-8, pp.757-788.
- Widjaja, 2009. *Intisari Entrepreneurship*. Penerbit Harvarindo
- Wiklund, J. 1999. *The sustainability of the entrepreneurial orientation-performance relationship*. Entrepreneurship: Theory dan Practice, 24 (1), 37-49.

- Wiklund, J., Shepherd, D.A., 2003. Aspiring for and achieving growth: the moderating role of resources and opportunities. *Journal of Management Studies* 40 (8),1919–1942.
- Wiklund, J., Shepherd, D.A., 2005. Entrepreneurial orientation and small business performance; a Configurational Approach., *Journal of Business Venturing*. Vol. 20., Issue 1 Pages.71-91
- Williamson, Oliver E. 1975. *Markets and Hierarchies: Analysis and Antitrust Implications*. New York: Free Press.
- Winterton, J., 2002. Entrepreneurship: Toward a competency framework for developing SME managers. *United states association for small business and entrepreneurship conference and proceedings*.
- Woodruffe, C., 1992. What is meant by a competency? In R.Boam dan Sparrow (eds) *designing and achieving competency: A competency based approach to developing people and organization*, New York: Mc Graw-Hill.
- Woolcock, M. 1998. *Social Capital and Economic Development; Toward a theoretical synthesis and policy framework* Theory and society.
- Woolcock, M., dan Narayan, D. 2000. Social capital: implications for development theory research and policy. *The World Bank Research Observer*, 15(2), 225–249.
- World Bank 1999. *Social capital research group*. Retrieved July 3, 2007 from <http://www.worldbank.org/poverty/scapital/>.
- Wright, P. M. dan Mc Mahan, G. C. 1992. Theoretical perspectives for strategic human resource management. *Journal of Management*, 18 (2): 295-320.
- Wright, P; McMahan, G; McCormick, B dan Sherman, S. 1998. Strategy, core competence, and Human Resource involvement as determinants of HR effectiveness and refinery performance. *Human Resource Management*, Vol. 36, pp. 17-29.
- Yang Lee, chang.,2009. Competition favors the prepared firm: Firms' Responses to competitive market pressure. *Research Policy* 38 (2009) 861–870
- Yu, Cristina W.M., and Thomas W.Y. Man,2009. Social interaction and the formation of entrepreneurial characteristics: A case study in authentic enterprise activity. *Hong Kong Institute of Education, Taipo, Hong Kong. Journal of Workplace Learning* Vol. 21 No. 8, 2009 pp. 595-613.



- Yu-Shan Chen, Ming-Ji James Lin b, Ching-Hsun Chang ,2009. The positive effects of relationship learning and absorptive capacity on innovation performance and competitive advantage in industrial markets, *Industrial Marketing Management* 38 (2009) 152–158
- Yu, T.F.L. 2000.Hong Kong's entrepreneurship: behaviours and determinants. *Entrepreneurship and Regional Development*, Vol. 12 No. 3, pp. 179-94.
- Yusuf.A 1995. Critical success factor for small business perceptions of south Pacific entrepreneur. *Journal of small business management* 33 (2) 68-73.
- Zahra, S. Z., Nielsen, A. P., Bogner, W. C. 1999. Corporate entrepreneurship, knowledge, and competence development. *Entrepreneurship Theory and Practice*, Vol 23 No.1, pp.169-189.
- Zhao, L., dan Aram, J. D. 1995. Networking and growth of young technology-intensive ventures in China. *Journal of Business Venturing*, 10(5): 349-370.
- Zheng, We, 2006. Social capital and Innovation, A synthesis and direction for research *Academy of management Best Conference* : Paper Tim: VI
- Zimmerer, T.W dan Scarborough, N.H. 2002. *Pengantar Kewirausahaan dan Manajemen Bisnis Kecil*. Jakarta: P.T Prenhallindo.
- Zulaikha dan Fredianto, Ronie, 2003. *Hubungan Antara Lingkungan Eksternal, Orientasi Strategik Dan Kinerja Perusahaan* (Studi Empiris pada Industri Manufaktur Menengah Kecil di Kota Semarang). Fakultas Ekonomi, UNDIP.