

e - c o m p a n i o n

ONLY AVAILABLE IN ELECTRONIC FORM

Electronic Companion—“Hybrid Entrepreneurship” by
Timothy B. Folta, Frédéric Delmar, and Karl Wennberg,
Management Science, DOI 10.1287/mnsc.1090.1094.

Online Appendix A: Examples of Prominent Samples Used to Study Self-Employment Entry				
Sample	Description	Definition of Self-employed	Treatment of Hybrids	Representative Studies Using Data
<i>National Longitudinal Survey</i>	Based on a national probability sample of 5225 men between the ages of 14-24 in 1966. Interviews conducted in the Fall of each year between 1966 and 1971 and in 1976 and 1981.	Individuals self-reported whether their main activity in the week prior to the survey was self-employment or employment	Considered wage workers	Evans and Leighton (1989)
<i>Panel Study of Entrepreneurial Dynamics</i>	Based on a random sample of 64622 individuals between July 1998 and January 2000.	Individuals self-reported whether they were nascent entrepreneurs (i.e., in the process of starting a new business)	Considered self-employed (nascent entrepreneurs)	Kim, Aldrich, and Keister (2006)
<i>1989 Survey of Natural and Social Scientists and Engineers</i>	Career histories of 41329 scientists and engineers gathered in 1982, with follow-up data in 1984, 1986 and 1989.	Individuals self-reported whether they were self-employed or holding a salaried job based on their principal employment at the time of the survey.	Considered wage workers	Tang (1995)
<i>British Household Panel Survey</i>	Nationally representative survey drawn from the population of British household postal addresses in Great Britain in 1991.	Defined by tax status. An individual with multiple employments may pay both wage taxes and self-employment taxes. Henley (2007) identified self-employed individuals by whether they paid any self-employment tax.	Considered self-employed	Henley (2007)
<i>Stanford MBA Alumni</i>	Career histories of 5283 Stanford MBA alumni.	Individuals self-reported whether they assumed the role of organizational founder.	Considered self-employed	Dobrev and Barnett (2005); Lazear (2005)
<i>Characteristics of Business Owners</i>	Survey of 125000 U.S. self-employed persons based on a 1986 survey by the U.S. Bureau of the Census.	Defined as a person who filed (a) Schedule C, Form 1065 (owners of partnerships), or Form 1120 (owners of S Corporations,	Considered self-employed	Bates (1990)
<i>Internal Revenue Service Sample of Estate Tax Records</i>	A random sample of U.S. citizens with estate tax returns filed of people who died in 1982 matched with decedant's personal tax records.	If an individual files a Schedule C in their tax return or if they have partnership / S Corporation income.	Considered self-employed	Holtz-Eakin, Joulfaian, and Rosen (1994)
<i>National Child Development Study</i>	A cohort of 11361 individuals born in Great Britain in the week from March 3-9, 1958, with follow-up surveys in 1965, 1969, 1974, 1981, 1991, and 2001.	Individuals self-report whether employed or self-employed	Considered wage workers	Burke, Fitzroy, and Nolan (2005)
<i>West German Life History Study</i>	Nationally representative sample of the life experiences of approximately 14000 citizens in the Federal Republic of Germany and West Berlin.	Individuals self-report whether employed or self-employed. Matched with official records designating self-employed firm as legal entity.	Considered self-employed	Carroll and Mosakowski (1987)
<i>Survey of Income and Program Participation</i>	A sample of 8771 male school leavers aged 18-65 working in the non-farm sector.	Individuals self-report whether they were self-employed as either a main or secondary labor market activity.	Considered self-employed	Hamilton (2000)

Online Appendix B: Number and Percent of Self-Employment and Hybrid Entrants by 2-digit Industry in Which the Individual was Employed at time of Entry

		<i>1994 Distribution of Wage Workers</i>		<i>Number and percent of entries based on industry employed at time of entry</i>			
				Self-Employed		Hybrid	
2-Digit Industry		#	%	#	%	#	%
High & Medium High Technology Manufacturing	Mftg of Chemicals	1,729	3.88	17	0.88	62	1.92
	Mftg of Machinery & Equipment	1,980	4.44	14	0.73	94	2.92
	Mftg of Office Machinery & Computers	602	1.35	8	0.42	13	0.40
	Mftg of Electrical Machinery	718	1.61	14	0.73	40	1.24
	Mftg of Communication Equipment	2,381	5.34	19	0.99	76	2.36
	Mftg of Medical Instruments	1,255	2.81	18	0.94	65	2.02
	Mftg of Motor Vehicles	4,277	9.59	27	1.41	149	4.63
	Mftg of Other Transport	186	0.42	0	0.00	13	0.40
Knowledge Intensive Services	Water Transport	2	0.00		0.00		0.00
	Air Transport	8	0.02	1	0.05	2	0.06
	Post & Telecommunications	2,907	6.52	48	2.50	150	4.66
	Financial Intermediation	1,728	3.87	30	1.56	67	2.08
	Insurance	1,059	2.37	33	1.72	41	1.27
	Activities Auxilary to Financial Intermediat	477	1.07	38	1.98	22	0.68
	Real Estate	2,742	6.15	107	5.57	133	4.13
	Renting of Machinery	50	0.11	10	0.52	2	0.06
	Computer & Related Activities	3,121	7.00	188	9.79	229	7.11
	Research & Development	1,150	2.58	26	1.35	86	2.67
	Other Business - Legal, Accounting, Advertising, Architecture, Consulting, etc.	8,008	17.95	536	27.90	552	17.14
	Education	2,926	6.56	128	6.66	321	9.97
	Health & Social Work	5,516	12.36	170	8.85	499	15.49
Recreation, Cultural, & Sporting Activi	1,791	4.01	180	9.37	235	7.30	
Low Technology Manufacturing*			131	6.82	133	4.13	
Non-Knowledge Intensive Services*			178	9.27	237	7.36	
Total	44,613	100.00	1921	100.00	3221	100.00	

* These industries are industries that were outside the Eurostat and OECD definitions of High and Medium High Technology Manufacturing or Knowledge Intensive Service, but were entered after 1994 during the sampling period.