
Network embeddedness as a predictor of performance for New Technology-Based Firms

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Abstract: The logic of network embeddedness has been widely used in the technology entrepreneurship literature in recent years, yet its operationalisation and use are neither well understood nor agreed upon. This paper reviews the logic of network embeddedness as it has been invoked and operationalised to predict the performance of New Technology-Based Firms (NTBFs). We find network embeddedness to be a useful predictor for NTBF performance when operationalised at both the dyad and network levels and when interaction effects or contingency factors that account for environmental conditions and firm constraints are included.

Keywords: network embeddedness; growth; technology entrepreneurship; NTBFs; new technology-based firms; networks; performance.

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