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A hands-on guide to leveraging every business person's greatest asset: their network of personal and professional contacts to achieve individual and organizational success. The Internet has led to an enormous exchange of contacts but these are often weak and impersonal. Social capital, by contrast, is built on enduring relationships that give their participants new value and knowledge. This book aims to show managers and executives how to evaluate the quality of their show capital, and not just the quantity of their contacts.

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Online social networking services have eliminated the four walls of brick and mortar found in traditional networking and now provide global access in real time to entrepreneurs regardless of industry. This book presents a qualitative analysis of how Irish entrepreneurs use technology, such as LinkedIn, in the formation, development and maintenance of professional business networks and in so doing manage social capital. The objectives of this book are as follows: · Ascertain the perceived benefits of networking by Irish entrepreneurs; · Explore how Irish entrepreneurs form, maintain and develop their network and · Explore how Irish entrepreneurs use technology to manage social capital.

Family networks and wider personal social relationships - guanxi - have long been held to be a significant factor making for the success of many Chinese family businesses, and guanxi is often seen as a special characteristic which shapes the nature of all business in China. This book re-examines this proposition critically, bringing together the very latest research and comparing the situation in different parts of

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"Greater China" – mainland China, Taiwan and Hong Kong. It considers entrepreneurship, venture capital, intergenerational succession, disputes, family businesses in different sectors of the economy, and particular family businesses. Among the book's many interesting conclusions is the observation that guanxi capitalism has evolved in different ways in the different parts of Greater China, with the particular institutional setting having a major impact.

The International Encyclopedia of Organization Studies is the definitive description of the field, spanning individual, organizational, societal, and cultural perspective in a cross-disciplinary manner. It is the premier reference tool for students, educators, scholars, and practitioners to gather knowledge about a range of important topics from the unique perspective of organization studies with extensive international representation. The Encyclopedia is thoroughly cross-referenced, and entries are based around a series of broad themes. Editors Stewart R. Clegg and James R. Bailey bring together a team of international contributors from the fields of management, psychology, sociology, communications, education, political science, public administration, anthropology, law, and other related areas.

This volume is a collection of original studies based on one of the first research programs on comparative analysis of social capital. Data are drawn from national representative samples of the United States, China and Taiwan. The three societies selected for study allow the examination of how political-economic regimes (command versus market) and cultural factors (family centrality versus diverse social ties) affect the characteristics of social ties and social networks from which resources are accessed and mobilized.

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