Contents

Figures and Tables vii

Foreward (2013) *by John G. Simon* ix

Preface (2013) xi

Acknowledgments (2013) xix

Studying Nonprofit Entrepreneurship from a Behavioral Perspective xxi
by Fredrik Andersson

Social Entrepreneurship and the Legacy of *If Not for Profit, for What?* xxv
by J. Gregory Dees

Entrepreneurship in a Multi-Sector World xxix
by Peter M. Frank

Dennis Young and Supply Side Theory xxxi
by Peter Frumkin

The Origins of Social Entrepreneurship xxxviii
by Michael O'Neill

Nonprofit Entrepreneurship as 'Interesting Science' xli
by Gordon E. Shockley

***If Not for Profit for What?* and the Frontiers of Nonprofit Sector Research** xlv
by Richard Steinberg

***If Not for Profit, for What?:* Ahead of its Time** li
by Simon Teasdale

Foreword (1983) *by John G. Simon* lvii

Preface (1983) lxi

Acknowledgments (1983) lxiii

Dedication (1983) lxv

Chapter 1	**Overview**	1
Chapter 2	**The Nonprofit Sector**	9
Chapter 3	**Entrepreneurship**	21
Chapter 4	**Circumstances for Venture**	43
	The Entrepreneurship Process	43
	Stylized Scenarios	45
	Sector Conditions	48
	Sector Maturity	50
	Summary	52
Chapter 5	**Models of Entrepreneurs**	55
	Entrepreneur Types and Venture Scenarios	67
	Risk	68
Chapter 6	**Screening by Industry**	75
Chapter 7	**Screening by Sector**	89
	Screening Factors	89
	Screening of Entrepreneurs	97
	The Permanence of Industry and Sector Screening	100
	Summary	101
Chapter 8	**Constraints, Constituents, and the Shape of Venture Outcomes**	105
Chapter 9	**Success and Long-Run Character of Ventures**	121
Chapter 10	**Behavior and Policy**	127
	Performance Issues	127
	Modes of Behavior	131
	Review	139
	Policy Instruments	140
	Policing of Nonprofit Constraints	153
	Policy and Policing	156
	Summary	158
Chapter 11	**Summary and Perspective**	161
	Index	165
	About the Author	171

Figures and Tables

Figures

7-1	Nominal First Preferences of Entrepreneurs by Sector	99
8-1	Rigidity of Entrepreneur Positions with Respect to Content of Ventures	114
9-1	Classification of Entrepreneurs by Degree of Long-Term Commitment to Ventures	123

Tables

5-1	Entrepreneurial Stereotype Models	67
10-1	Social-Performance Criteria and Entrepreneurial Behavior	140