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## TEMPLATE OF CROSS-LITERATURE REVIEW RESULTS

### *beFORE - Becoming-Oriented Entrepreneurs in universities and companies*

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for top publications presenting core foresight and entrepreneurial competences excluding domestic publication  
Analysis of at least 10 publications

**We would like to direct your attention that filling the last page in this questionnaire is obligatory**

**Guidelines:** The aim of this template is to identify core foresight and innovation/entrepreneurship competences in relation to knowledge, skills and social competences that a future-oriented manager should possess. The source of data for the analysis are key books in the field and the other printed works on foresight and entrepreneurship (even popular-scientific studies), as well as peer review articles coming from leading journals such as *Technological Forecasting and Social Change*, *Futures*, *Long Range Planning*, to name but a few. Each partner involved in the task (universities) is free to select at least ten articles/books on the subject matter. The partners are also free to add any relevant articles/books. In the first place, we suggest to work on the publications which deal with the convergence among futures studies, entrepreneurship and innovation. In case of difficulty with the identification of core foresight and innovation/entrepreneurship competences in these sources, we suggest to work on the articles/books from three fields of expertise (namely foresight, entrepreneurship and innovation) separately.

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| <b>The authors with affiliations</b>   | Ruolian Fang, Lei Chi, Manli Chen and Robert A. Baron, National University of Singapore; EmblemHealth; BBK Worldwide; Oklahoma State University   |
| <b>Title of the publication</b>  | Bringing Political Skill into Social Networks: Findings from a Field Study of Entrepreneurs   |
| <b>Journal title*</b>  | Journal of Management Studies   |
| <b>Number of journal*/year of publication/pages</b>  | 52:2 March 2015   |
| <b>Database of the scientific article's retrieval*</b>                                     | doi: 10.1111/joms.12107   |
| <b>Keywords (or phrases) by which the publication was identified</b>                       | Entrepreneur, skills  |
| <b>Main keywords/phrases of the publication</b>  | entrepreneurship, political skill, social capital, venture performance  |
| <b>Core foresight and entrepreneurial competences</b>                                      | 1) political skills (i.e. communication, building networks, network use)<br>2) social interaction<br>3) gaining and profiting from social capital "Social capital refers to social-network-embedded resource" [176]   |
| <b>Convergence among futures studies and entrepreneurship</b>                              |   |
| <b>Convergence among futures studies and innovation</b>                                    |   |
| <b>Convergence among futures studies and entrepreneurship and innovation</b>               |   |
| <b>Main highlights of the article (in bullets, up to 2500 characters including spaces)</b> | The paper "... derive propositions from our field interviews and summarize our findings into an integrative model that depicts how political skill and social networks work together to affect venture performance." [177]<br>The authors reflect on how communication and networking or political skills help gaining social capital and support the success for an entrepreneur's venture |
| <b>Other observations or comments</b>  | The paper lacks to define the term "political skill" . It can be interpreted as social skills and effective social interaction [178]  |

\*Fill the following fields for the articles exclusively