

Glossary

- AMO** Ability, motivation, and opportunity
- CCP** Chinese Communist Party
- CNY** Chinese yuan (RMB)
- COE** Collectively-owned enterprise
- DEE** Discovery, evaluation, and exploitation (of an opportunity)
- DNA** Deoxyribonucleic acid
- EO** External orientation
- FO** Family orientation
- F-PEC** Family—power, experience, and culture
- GDP** Gross domestic product
- IO** Internal orientation
- JPSB** Jiangsu Provincial Statistical Bureau
- LED** Light-emitting diode
- MBA** Master of Business Administration
- MD** Managing director
- MO** Market orientation
- NBSC** National Bureau of Statistics of China
- OECD** Organisation for Economic Co-operation and Development
- R&D** Research and development
- RBV** Resource-based view (of the firm)
- SME** Small to medium-sized enterprise

SOE State-owned enterprise

SOM Successor owner-manager

TVE Township and village enterprise

UK United Kingdom of Great Britain and Northern Ireland

YEA Young entrepreneurs' association

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