

Attributes	Forum ^a	Dialogue ^a
(1) Basis of ties and connections	<ul style="list-style-type: none"> - Weak ties - Variant value - Preference over diversity and discontinuity - Loose coupling - Appealing to the need to fly 	<ul style="list-style-type: none"> - Strong ties - Value homophily - Preference over common grounds and continuity - Tight Coupling - Appealing to the need to be rooted
(2) Benefits	<ul style="list-style-type: none"> - Instrumental tool - Access to broader information and resources 	<ul style="list-style-type: none"> - Expressive-consummatory value - A deeper dialogue that may attribute a new meaning even to information already in hand
(3) Entry and Membership	<ul style="list-style-type: none"> - Exchange at lower context - Open membership or the lack of membership qualification - Low threshold 	<ul style="list-style-type: none"> - Confirmation at high context - Close or limited membership qualifications are stipulated - High threshold
(4) Basis of operation and procedures	<ul style="list-style-type: none"> - High turnover - Low time commitment - Nonregular, sporadic attendance - Indirect interaction utilized, and chain effects as part of anticipated result - Lower internal cohesion and permeable to outside which may be conducive to macro integration - Grow as a whole group and potentially larger in maximum size 	<ul style="list-style-type: none"> - Low turnover - Longer time commitment - Regular, and continued attendance - Direct face-to-face interactions valued, and chain effects if happens, are a byproduct - Higher internal cohesion; but may entail macro fragmentation - Grow and divide to reduce the size of each group

Source: Kanai, T. "Seven Entrepreneurial Paradoxes and the Taxonomy of Networking: The Cases of MIT Enterprise Forum, Smaller Business Association of New England, and the Yokohama Venture Business Club." *The Annals of Kobe Business School* Number 3, 1995, pp.33-102.

a. The terms, Forum and Dialogue, are quoted from Kanai (1994). "Circle" is used instead of Forum and "Club" instead of Dialogue as the same meaning in Kanai (1995).

TABLE 1 The Taxonomy of Networking Organization: Forum and Dialogue as Ideal Types²

² Kanai uses the term, ideal types, in a Weberian sense.

Groups	The Leadership of Each Group	Features
Educational Background	Alumni (sometime as associations)	<ul style="list-style-type: none"> - Personal networking emerging from common educational experience such as university, training program - Closed membership - Nonprofit organization
Voluntary	Entrepreneurs, Students	<ul style="list-style-type: none"> - Voluntary members - Reciprocal - Open membership - Nonprofit organization
Formal Institutional Support	Local government, Committee, Foundation (as a catalyst)	<ul style="list-style-type: none"> - Support bossiness startups - Selected firms - Nonprofit organization
Business Matching	Firms	<ul style="list-style-type: none"> - Often prepare funds and facilities - Join as a firm only for business - Business matching relation between suppliers and customers - Open membership - Mostly profit organization

TABLE 2 The Groups of Internet-based Networking

No.	Home page Titles	URL	EDU	VOL	FOR	BUS
1	Tama University Venture Academy	http://www.timis.ac.jp/ritu/venture/academy.html	X			
2	IDEA SPARK FORUM	http://www.idea.co.jp/				X
3	MISUMI CORPORATION Global Innovators' Forum	http://www.misumi.co.jp/GIF/index.html	X			
4	Venture Forum	http://www.j-link.or.jp/venture/venture.html	X			
5	Human Network Village	http://www.hotline.co.jp/		X		
6	Intellectual Coalition Consortium	http://www.astem.or.jp/icc/			X	
7	Foundation of Osaka-fu R & D type Companies Support	http://www.mydome.or.jp/forecs/			X	
8	Fukuoka Venture System Study Group	http://gloweb.chiikikagaku.co.jp/fukuben/index.html		X		
9	Kyoto-city Venture Business Club	http://web.kyoto-inet.or.jp/org/kvbc21/			X	
10	Venture-web	http://www.venture-web.or.jp/AJ.html		X	(X)	
11	Venture Link Co.	http://www.venture-link.co.jp/				X
12	Corner for presentation of the business plan for entrepreneur	http://www.kinokino.com/bp.html				X
13	Virtual Wholesaler for Business	http://ZERO-Enterprise.com/				X
14	Attacker's School	http://www.ijjnet.or.jp/issing/attack/	X			
15	New Business Support Net	http://www.NB-net.or.jp/		X	X	X
16	APEN (Asian Pacific Entrepreneur Network)	http://www.kiwi-us.com/~apen/		X		
17	Internet Venture Investment Mart	http://www.d-brain.com/venture/				X
18	Venture Station	http://www.yamaichi.com/venture/welcome.html				X
19	Kakyo Networking	http://aft.ssctnet.or.jp/~kakyo/			X	
20	YOUTH meets VENTUREs	http://www.rim.or.jp/ci/ymv/home-1/		X		X
21	Success Forum	http://www.NetLaputa.or.jp/~success/				X
22	Young Personal Networking from Different Industries	http://www.bekkoame.or.jp/~kamecom/syacyu.htm		X		X
23	Academy '95	http://www.power.co.jp/tm/kirax55/venture.html	X			
24	246 Community	http://www.caravan.net/246c/index.html		X		

EDU: Educational Background ; VOL: Voluntary, FOR: Formal Institutional Support; BUS: Business Matching

TABLE 3 Entrepreneurial Networking Appearing on the Internet

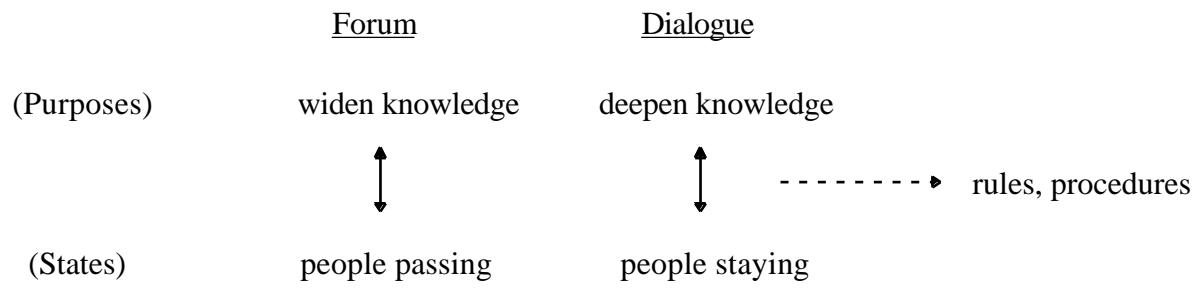


FIGURE 1 The Dimension of Networking Dynamism, Forum - Dialogue

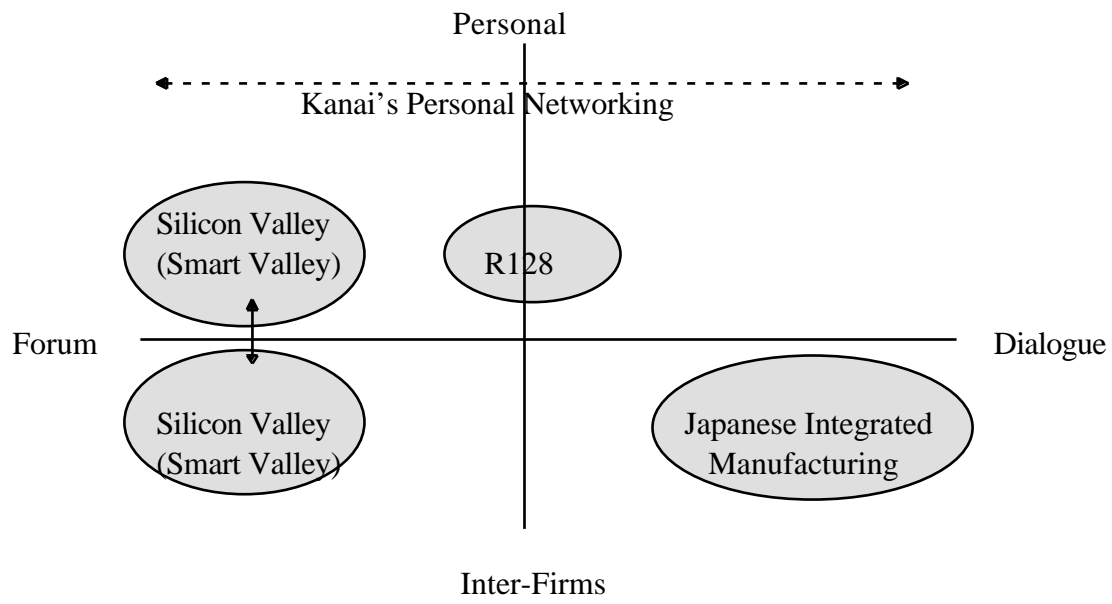


FIGURE 2 Extended Entrepreneurial Networking Diagram

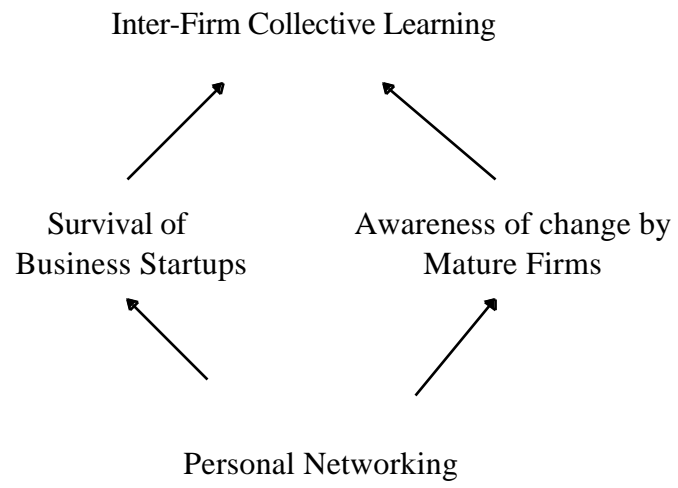


FIGURE 3 Interaction between Personal and Inter-Firm Networking

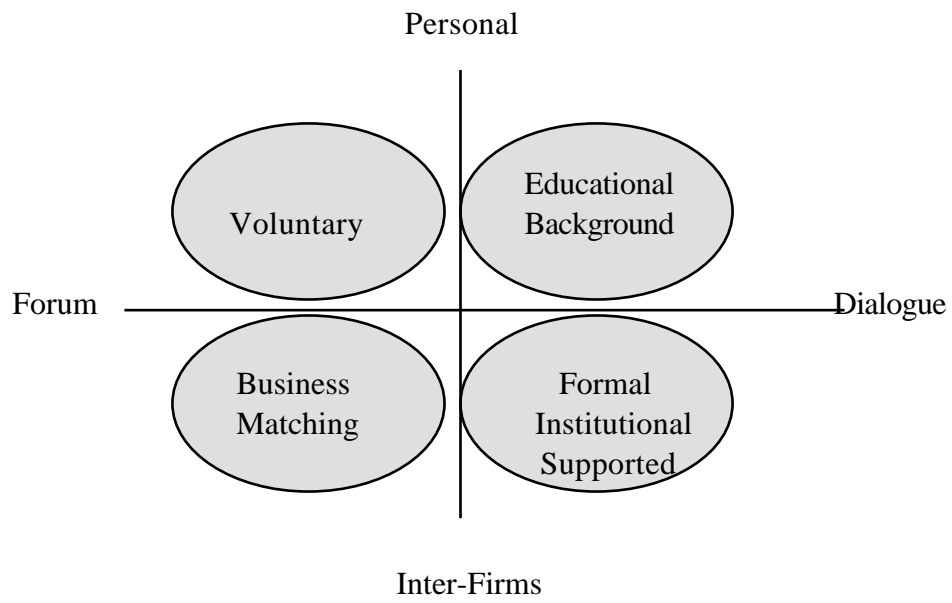


FIGURE 4 Four Groups in the Extended Entrepreneurial Networking Diagram

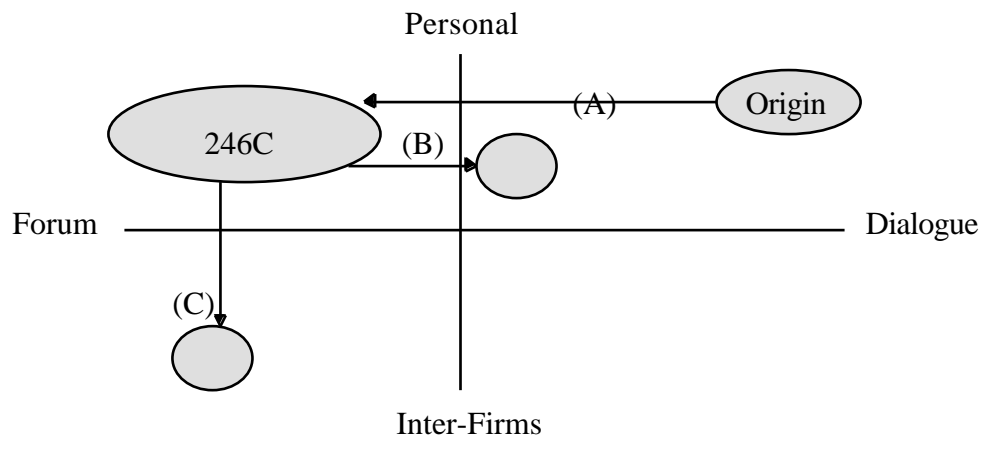


FIGURE 5 Growing Process of 246C

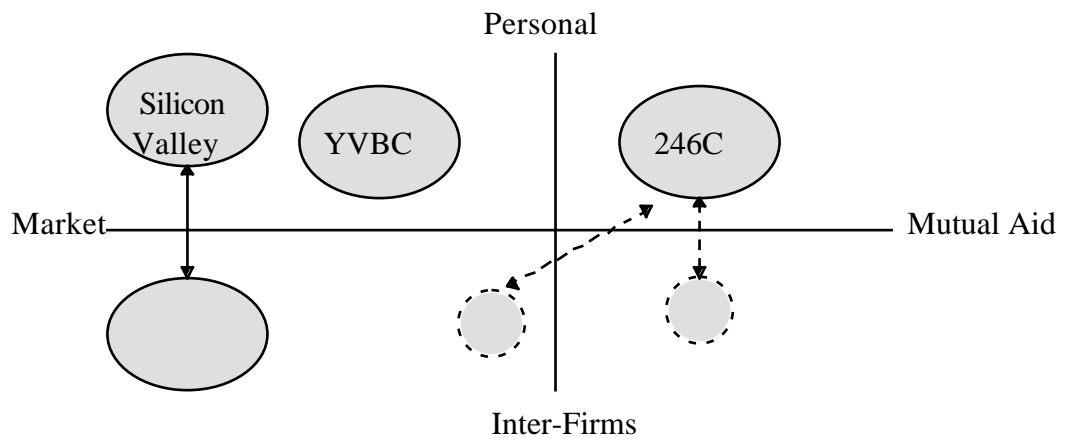


FIGURE 6 Two Types of Interdependency