

PROOF COVER SHEET

Author(s): Inés Alegre, Susanna Kislenko and Jasmina Berbegal-Mirabent
 Article title: Organized Chaos: Mapping the Definitions of Social Entrepreneurship
 Article no: 1371631
 Enclosures: 1) Query sheet
 2) Article proofs

Dear Author,

1. Please check these proofs carefully. It is the responsibility of the corresponding author to check these and approve or amend them. A second proof is not normally provided. Taylor & Francis cannot be held responsible for uncorrected errors, even if introduced during the production process. Once your corrections have been added to the article, it will be considered ready for publication.

Please limit changes at this stage to the correction of errors. You should not make trivial changes, improve prose style, add new material, or delete existing material at this stage. You may be charged if your corrections are excessive (we would not expect corrections to exceed 30 changes).

For detailed guidance on how to check your proofs, please paste this address into a new browser window: <http://journalauthors.tandf.co.uk/production/checkingproofs.asp>

Your PDF proof file has been enabled so that you can comment on the proof directly using Adobe Acrobat. If you wish to do this, please save the file to your hard disk first. For further information on marking corrections using Acrobat, please paste this address into a new browser window: <http://journalauthors.tandf.co.uk/production/acrobat.asp>

2. Please review the table of contributors below and confirm that the first and last names are structured correctly and that the authors are listed in the correct order of contribution. This check is to ensure that your name will appear correctly online and when the article is indexed.

Sequence	Prefix	Given name(s)	Surname	Suffix
1		Inés	Alegre	
2		Susanna	Kislenko	
3		Jasmina	Berbegal-Mirabent	

Queries are marked in the margins of the proofs, and you can also click the hyperlinks below. Content changes made during copy-editing are shown as tracked changes. Inserted text is in **red font** and revisions have a blue indicator. Changes can also be viewed using the list comments function. To correct the proofs, you should insert or delete text following the instructions below, but **do not add comments to the existing tracked changes**.

AUTHOR QUERIES

General points:

1. **Permissions:** You have warranted that you have secured the necessary written permission from the appropriate copyright owner for the reproduction of any text, illustration, or other material in your article. Please see <http://journalauthors.tandf.co.uk/permissions/usingThirdPartyMaterial.asp>.
2. **Third-party content:** If there is third-party content in your article, please check that the rightsholder details for re-use are shown correctly.
3. **Affiliation:** The corresponding author is responsible for ensuring that address and email details are correct for all the co-authors. Affiliations given in the article should be the affiliation at the time the research was conducted. Please see <http://journalauthors.tandf.co.uk/preparation/writing.asp>.
4. **Funding:** Was your research for this article funded by a funding agency? If so, please insert 'This work was supported by <insert the name of the funding agency in full>', followed by the grant number in square brackets '[grant number xxxx]'.
5. **Supplemental data and underlying research materials:** Do you wish to include the location of the underlying research materials (e.g. data, samples or models) for your article? If so, please insert this sentence before the reference section: 'The underlying research materials for this article can be accessed at <full link>/description of location [author to complete]'. If your article includes supplemental data, the link will also be provided in this paragraph. See <<http://journalauthors.tandf.co.uk/preparation/multimedia.asp>> for further explanation of supplemental data and underlying research materials.
6. The **CrossRef database** (www.crossref.org/) has been used to validate the references. Resulting changes are tracked in **red font**.

- Q1.** AU: Please note that the ORCID has/have been created from information provided through CATS. Please correct if this is inaccurate.
- Q2.** AU: Please provide the missing department for the affiliations "a" and "b."
- Q3.** AU: The abstract is currently too long. Please edit the abstract down to no more than 100 words.
- Q4.** AU: The sense of the sentence "With the creation of Ashoka, an international organization that is devoted to and..." is not clear. Please check that it reads correctly or supply a revised version.
- Q5.** AU: The reference 'Dees & Anderson (2003)' is cited in the text but is not listed in the references list. Please either delete the in-text citation or provide full reference details following journal style.
- Q6.** AU: The reference 'Perrini (2006)' is cited in the text but is not listed in the references list. Please either delete the in-text citation or provide full reference details following journal style.
- Q7.** AU: The reference 'Light (2008)' is cited in the text but is not listed in the references list. Please either delete the in-text citation or provide full reference details following journal style.

- Q8.** AU: The reference 'Dorado (2006)' is cited in the text but is not listed in the references list. Please either delete the in-text citation or provide full reference details following journal style.
- Q9.** AU: The reference 'Mair & Martí (2006a)' is cited in the text but is not listed in the references list. Please either delete the in-text citation or provide full reference details following journal style.
- Q10.** AU: The reference 'Dacin et al. (2010)' is cited in the text but is not listed in the references list. Please either delete the in-text citation or provide full reference details following journal style.
- Q11.** AU: Please clarify whether the citation "Nicholls (2010)" appearing in Table 1 is "Nicholls (2010a)" or "Nicholls (2010b)."
- Q12.** AU: The sense of the sentence "The selected approach, that of only identifying papers published in 2014..." is not clear. Please check that it reads correctly or supply a revised version.
- Q13.** AU: As per style, this paper should be written in third person. Words like "we" and "us" are appearing in some places. Please rephrase such sentences throughout the article.
- Q14.** AU: Please note that Figure 2(a) will be set in black and white in print. Please rephrase the legend so that there is no reference to any colours.
- Q15.** AU: Please spell out "JCR" in full at first mention.
- Q16.** AU: Please check the caption of Figure 2 for correctness.
- Q17.** AU: Please check the sentence "This type of algorithm is not appropriate for the present research..." for clarity.
- Q18.** AU: The reference 'Lombard, Snyder-Duch, and Bracken 2002' is cited in the text but is not listed in the references list. Please either delete the in-text citation or provide full reference details following journal style.
- Q19.** AU: Commas appearing along with values in Table 5 have been replaced with decimal points. Please check and amend if necessary.
- Q20.** AU: You have not included an Acknowledgement section. Please either supply one with your corrections or confirm that you do not wish to include one.
- Q21.** AU: Please provide the missing publisher location and also check the "Nicholls, 2005" reference list entry as set for correctness [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q21.** AU: The disclosure statement has been inserted. Please correct if this is inaccurate.
- Q22.** AU: Please provide the missing page range for the "Nicholls, 2009" reference list entry as per style [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q22.** AU: The CrossRef database (www.crossref.org/) has been used to validate the references. Mismatches between the original manuscript and CrossRef are tracked in red font. Please provide a revision if the change is incorrect.
- Q23.** AU: Please provide the missing page range for the "Nicholls and Young, 2008" reference list entry as per style [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q23.** AU: Please provide the missing publisher location and also check the "Borzaga and Santuari, 2000" reference list entry as set for correctness [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q24.** AU: Please provide the missing page range for the "Borzaga and Solari, 2001" reference list entry as per style [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q24.** AU: Please provide the missing page range for the "Young, 1997" reference list entry as per style [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].

- Q25.** AU: Please provide the missing city name for the “Boschee and McClurg, 2003” reference list entry as per style [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q25.** AU: Please provide the missing page range for the “Zadek and Thake, 1997” reference list entry as per style [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q26.** AU: Please provide the missing article title and journal title and also check the “Clauset, Newman and Moore, 2004” reference list entry as set for correctness [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q27.** AU: Please provide the missing report number and location and also check the “Dees, 1998b ” reference list entry as set for correctness [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q28.** AU: Please provide the missing publisher location and also check the “Dees, 1994” reference list entry as set for correctness [http://www.tandf.co.uk/journals/authors/style/reference/tf_ChicagoAD.pdf].
- Q29.** AU: The reference Lombard, Snyder-Duch, Bracken 2004 is listed in the references list but is not cited in the text. Please either cite the reference or remove it from the references list.

How to make corrections to your proofs using Adobe Acrobat/Reader

Taylor & Francis offers you a choice of options to help you make corrections to your proofs. Your PDF proof file has been enabled so that you can edit the proof directly using Adobe Acrobat/Reader. This is the simplest and best way for you to ensure that your corrections will be incorporated. If you wish to do this, please follow these instructions:

1. Save the file to your hard disk.
2. Check which version of Adobe Acrobat/Reader you have on your computer. You can do this by clicking on the "Help" tab, and then "About".

If Adobe Reader is not installed, you can get the latest version free from <http://get.adobe.com/reader/>.

3. If you have Adobe Acrobat/Reader 10 or a later version, click on the "Comment" link at the right-hand side to view the Comments pane.
4. You can then select any text and mark it up for deletion or replacement, or insert new text as needed. Please note that these will clearly be displayed in the Comments pane and secondary annotation is not needed to draw attention to your corrections. If you need to include new sections of text, it is also possible to add a comment to the proofs. To do this, use the Sticky Note tool in the task bar. Please also see our FAQs here: <http://journalauthors.tandf.co.uk/production/index.asp>.
5. Make sure that you save the file when you close the document before uploading it to CATS using the "Upload File" button on the online correction form. If you have more than one file, please zip them together and then upload the zip file.

If you prefer, you can make your corrections using the CATS online correction form.

Troubleshooting

Acrobat help: <http://helpx.adobe.com/acrobat.html>

Reader help: <http://helpx.adobe.com/reader.html>

Please note that full user guides for earlier versions of these programs are available from the Adobe Help pages by clicking on the link "Previous versions" under the "Help and tutorials" heading from the relevant link above. Commenting functionality is available from Adobe Reader 8.0 onwards and from Adobe Acrobat 7.0 onwards.

Firefox users: Firefox's inbuilt PDF Viewer is set to the default; please see the following for instructions on how to use this and download the PDF to your hard drive: http://support.mozilla.org/en-US/kb/view-pdf-files-firefox-without-downloading-them#w_using-a-pdf-reader-plugin



Organized Chaos: Mapping the Definitions of Social Entrepreneurship

Q1 Inés Alegre ^a, Susanna Kislenko^a and Jasmina Berbegal-Mirabent ^b

Q2 5 ^aIESE Business School, Barcelona, Spain; ^bFacultat de Ciències Econòmiques i Socials, Universitat Internacional de Catalunya, Barcelona, Spain

ABSTRACT

Over the last 20 years, social entrepreneurship has attracted the attention of researchers from a wide variety of disciplines which, in turn, has generated a large variety of understandings of the meaning of social entrepreneurship. This paper maps the existing definitions, using a citation map and cluster analysis methods. Studying 307 documents that contain social entrepreneurship definitions, the analysis reveals that – contrary to what has been commonly believed – there does, in fact, exist widespread consensus within the academic community on the definition and meaning of the term social entrepreneurship and it is primarily centred on the combination of social and financial goals, community ideals and innovation.

KEYWORDS

Social entrepreneurship; citation map; cluster analysis; social enterprise; social innovation; social entrepreneur

Introduction

Over the last two decades, the study of social entrepreneurship has attracted scholars from a variety of disciplines, including non-profit, ethics, corporate social responsibility, entrepreneurship and strategy, among others (Short, Moss, and Lumpkin 2009), creating a vibrant community of members and a rich set of publications written from a plethora of perspectives. Along the way of this rapid growth, a number of distinct definitions for the term ‘social entrepreneurship’ emerged and it has become common practice for scholars who study social entrepreneurship to claim that there is no common definition of the term (Bacq and Janssen 2011; Peredo and McLean 2006; Weerawardena and Mort 2006; Zahra et al. 2009). Though a wide array of definitions has been put forward, no single definition to date has been declared ‘the one’.

In light of the multiple disciplines that study social entrepreneurship, it makes sense that multiple definitions coexist. The aim of this paper is thus to use the existing divergent definitions of social entrepreneurship to create a map of what the distinct definitional spheres are, in order to provide an orientation for new and existing scholars of social entrepreneurship. It will enable scholars in the field to place themselves and their respective work, as well as to articulate new knowledge and ideas in a way that is directly aligned with the perspective they are coming from. As an example of this, Borzaga’s research focuses mainly on cooperatives, as he understands social enterprises as initiatives launched by a group of citizens, with decision-making power not based on capital ownership, but rather being participatory nature with limited profit distribution among other characteristics (Borzaga and Defourny 2001; Borzaga and Santuari 2000; Borzaga and Solari 2001). On the contrary, Nicholls defines the same term as innovative actions that are conducted to enhance or reconfigure existing institutional arrangements in order to address the inadequate provision or unequal distribution of

40 social and environmental goods (Nicholls 2005; Nicholls and Young 2008; Nicholls 2010a). The conclusions reached by Borzaga may not be generalizable to the social enterprises that Nicholls focuses on, simply due to the fact that the two authors have different understandings of what a social enterprise actually is.

By identifying, classifying and mapping the multiple definitions of the terms *social entrepreneurship*, *social enterprise* and *social entrepreneur* that currently exist in the literature, this study will contribute to current social entrepreneurship research in three ways. First, research and publishing is about being part of a conversation, of a community. To be part of that conversation, it is important that researchers place themselves in the community that shares their interests and point of view. To facilitate this relationship, a map that permits concept visualization in a clear manner supports community building within the field and is particularly beneficial for new researchers who are still discovering their place and thus require clarity on each of the different perspectives to understand where their contribution might fit in. Second, the differentiation of definitions, and therefore, of social entrepreneurship perspectives, can help advance the field as it will help clarify the generalizability of certain results. Theoretical and empirical novelties found by some researchers might not be generalizable to other social enterprises if their understanding of the term is very narrow. Finally, the present study, by being one of the most complete and structured to date, sheds light on the variety of definitions that exist and will serve to aid researchers to focus and easily choose a definition that optimally fits the objective of their research.

In 2009, Short, Moss and Lumpkin completed an extensive review on social entrepreneurship literature up until that time. Among a variety of astute observations, their study concluded that the majority of articles published on social entrepreneurship were conceptual in nature rather than empirical. As a result of these findings, the authors considered social entrepreneurship as a field to be in an 'embryonic state' (2009, 161). The authors of this review also concluded that social entrepreneurship was just starting to reach a broad audience (164). From this 'embryonic state', academic interest in social entrepreneurship enjoyed a massive pace of growth between the years 2009 and 2015, one which bypassed its childhood years and propelled the field straight into adolescence.

In describing the rise of an academic field, Hambrick and Chen (2008) identify three factors that contribute to its growth: legitimacy building, mobilization of resources and differentiation. These three major elements are key for the likelihood and speed of acceptance of an academic field and social entrepreneurship scholars have undertaken initiatives to strengthen all three. First, social entrepreneurship scholars have devoted great effort to building legitimacy and adhering to the norms and styles of adjacent, already established fields (DiMaggio and Powell 1983). The creation in recent years of specific academic journals devoted to social entrepreneurship such as the *Social Enterprise Journal* and the *Journal of Social Entrepreneurship* as well as the appearance of many special issues dedicated to social entrepreneurship within other relevant management journals, the rapid growth of academic conferences in the area and the creation of research centres in prestigious universities and business schools have all contributed to increasing and establishing the legitimacy of the field. Second, at the same time that academics have set the basis for acquiring legitimacy for research on social entrepreneurship, numerous governments such as the UK, international organizations like Ashoka and important funders like the Skoll Foundation have mobilized major resources to support social entrepreneurs and diffuse the notion of social entrepreneurship across the world. The third factor, differentiation, is currently the least developed. For a new field to emerge, it needs to differentiate itself from other existing fields (Hambrick and Chen 2008) and this is achieved by claiming that the new phenomenon falls outside the scope of standing disciplines. In the case of social entrepreneurship, researchers have worked to defend that social ventures and social entrepreneurs are significantly different from traditional ventures and entrepreneurs. In order to achieve this goal of distinction, a clear definition of the primary concepts is required.

Auguste Comte (1798–1857), the father of positivism and the person who first coined the term 'sociology', set forth what he named the 'hierarchy of sciences' (Martineu 1896). Comte argued that the sciences progress through different stages of development from the bottom to the top of the

hierarchy. Sciences at the bottom of the hierarchy present no theory, a low level of generalization, a low level of consensus on theory, methods and significance of problems and lack of significant accumulation of knowledge, among other characteristics. In contrast, sciences at the top of the hierarchy, like astronomy or physics, are driven by highly developed theory, high levels of codification, a high level of consensus on theory, methods and significance of problems and the ability to use the theory to make verifiable predictions. Cole (1983) adds that, in addition to the differentiation between sciences at the top and at the bottom of the hierarchy, it is important to differentiate between two classes of knowledge: the core, or fully evaluated and universally accepted ideas and the research frontier.

The research frontier includes all research currently being conducted. From this pool of research, some studies will turn out to be insignificant, but a small number of ideas will stand the test of time, and through an evaluation process, will become part of the core. At the research frontier, therefore, significant and insignificant views, ideas and theories are intermingled and only time and intellectual development will progressively clarify the situation and help advance the field. Until it is developed, a field can experience different views and competing paradigms leading up to the point when one paradigm is widely accepted by the community. This paradigm agreement constitutes a prerequisite for the creation and survival of a certain research tradition.

Considering that social entrepreneurship research started its development in the academic arena in the late 1990s, it is still a fairly new area in the field of management sciences (Nicholls 2010b); for this reason, it is reasonable that there exist competing views, paradigms and theories. To support the growth and establishment of social entrepreneurship as a dedicated field, this study focuses on the definition of the key terms associated with the discipline.

Narrowing the focus to academic definitions of the terms 'social entrepreneurship', 'social enterprise' and 'social entrepreneur', the paper presents a citation map that serves as the basis for the cluster analysis performed. The cluster analysis helps determine five different clusters, each of them corresponding to a way and tradition of understanding social entrepreneurship. Although previous studies have attempted to group definitions, none of them has done it in a structured and analytical way.

Previous classifications of social entrepreneurship

Social enterprises in a broader sense have been around for decades, some argue that even centuries. Boschee and McClurg (2003) mention religious institutions like monasteries that sold products such as wine, beer or cheese to sustain their operations as early as the twelfth century. It was not until the 1990s, however, that interest in the subject began to flourish in both mass media and practitioner journals, with academia following the trend soon after. With the creation of Ashoka, an international organization that is devoted to and supports social entrepreneurs, in the late 1980s and the first article specifically referring to social entrepreneurs written by Waddock and Post (1995) in North America and the appearance of a Charles Leadbeater's report (1997) in Europe.

The first publications to capture the interest on social entrepreneurship were practitioner vehicles such as *Inc.* magazine (Gendron 1996), *New Statesman* magazine (Young 1997; Zadek and Thake 1997) and *Across the Board* magazine (Boschee 1995), as well as teaching cases such as the Harvard Business School case written by Gregory Dees (1994). In the academic sphere, interest in the area began in the late 1980s, using terms such as 'policy entrepreneur' (King and Roberts 1987), 'public entrepreneur' (Bellone and Goerl 1992) and sometimes even 'civic entrepreneur' (Henton, Melville, and Walesh 1997). Mention of the term 'social entrepreneurship' appeared as early as 1991, brought forth by scholars such as Waddock and Post (1995), but it was not until a piece in *Harvard Business Review* by Dees (1998a) and the Demos think tank report written by Charles Leadbeater (1997) that the term reached a tipping point and truly took off in the public vernacular.

The field grew so rapidly that just a few years later, Johnson (2003) cited in excess of 10 different ways to conceptualize 'social entrepreneurship' and, more recently, Bacq and Janssen (2011) offered 39 different definitions. Precisely because of these constantly expanding distinct definitions and

Table 1. Previous classifications of *social entrepreneurship* definitions.

	Author	Classification
Q5	Dees and Anderson (2003)	(1) For-profit social ventures (2) Non-profit business ventures (3) Socially responsible businesses (4) Purely profit-motivated firms operating in the social sector
	Alvord, Brown, and Letts (2004)	(1) Commercial enterprises with social impact (2) Innovation for social impact (3) Social transformation catalyst
	Kerlin (2006); Bacq and Janssen (2011)	(1) European conceptualization – stronger focus on social benefit (2) United States conceptualization – stronger focus on revenue generation
	Austin, Stevenson, and Wei-Skillern (2006)	(1) Broad definitions – any type of innovative activity that creates social value (2) Narrow definitions – market-based strategies within the non-profit sector
Q6	Perrini (2006)	
Q7	Light (2008)	
Q8	Dorado (2006)	(1) Non-profit that uses market-based strategies (2) Double bottom line organizations (3) Initiatives engaging multiple actors to solve a social problem
	Mair & Martí (2006a)	(1) Non-profit initiatives with alternative funding strategies (2) Commercial businesses engaged in cross-sector partnerships (3) Social transformation catalyst
	Tracey and Phillips (2007)	(1) Creation of positive social change (2) Social output by creating earned income strategies
	Dacin et al. (2010)	(1) Governmental and non-profit organizations operating with business principles (2) Corporate social responsibility activities (3) Outcome of philanthropy (4) Innovation applied to social value generating activities (5) Economically sustainable ventures with a social mission
Q11	Nicholls (2010)	(1) New model for social change (2) Solution to state failures in welfare provision (3) New market opportunity for business (4) Model of political transformation (5) Space for hybrid partnerships

140 viewpoints, several authors have grouped the definitions in an attempt to organize, classify and syn-
 141 thetize the existing literature.

The list of classifications summarized in Table 1 is not intended to be exhaustive, but rather offers
 representation of the fact that most authors recognize the need for clarity within the definitional
 debate. All authors acknowledge that there are multiple points of view and some have attempted to
 145 add clarity to the field by grouping and organizing the definitions. However, the discussion to date
 has not been exhaustive as each author has grouped the terms according to their own criteria, and
 in some cases, with considerably overlap with other authors' group proposals. By mapping and
 grouping the definitions in a structured way, this study is aimed at disentangling the definitional
 overlaps that exist.

150 Methods

Identification of papers

The search for definitions of social entrepreneurship started by conducting a scan within the follow-
 ing article databases: Business Source Complete, Google Scholar, Emerald, JSTOR and ScienceDirect.
 These databases contain all relevant journals in the area of business, management, finance and non-
 155 profit. The search was done in April 2015, and in order to have a full year of research, it was restricted
 to papers published in 2014. All articles that contained any of the terms 'social entrepreneurship',
 'social entrepreneur' or 'social enterprise' were identified. The search resulted in 129 documents from
 a variety of journals. Only academic peer-reviewed articles were selected, thus book reviews and
 papers published in non-academic journals were not included. In addition, to ensure the quality of
 160 the chosen papers, articles published in highly ranked journals were chosen, and this includes the

Table 2. Initial set of papers.

Paper
Anderson, S. E., B. S. Coffey, and H. Dixon-Fowler. 2014. "The Empty Bowls Project: Creating, Leading, and Sustaining a Social Enterprise." <i>Entrepreneurship: Theory & Practice</i> 38 (5): 1237–1245.
Battilana, J., and M. Lee. 2014. "Advancing Research on Hybrid Organizing – Insights from the Study of Social Enterprises." <i>The Academy of Management Annals</i> 8 (1): 397–441.
Besharov, M., and W. K. Smith. 2014. "Multiple Institutional Logics in Organizations: Explaining their Varied Nature and Implications." <i>Academy of Management Review</i> 39 (3): 364–381.
Costanzo, L. A., C. Vurro, D. Foster, F. Servato, and F. Perrini. 2014. "Dual-Mission Management in Social Entrepreneurship: Qualitative Evidence from Social Firms in the United Kingdom." <i>Journal of Small Business Management</i> 52 (4): 655–677.
Choi, N., and S. Majumdar. 2014. "Social Entrepreneurship as an Essentially Contested Concept: Opening a New Avenue for Systematic Future Research." <i>Journal of Business Venturing</i> 29: 363–376.
Kraus, S., M. Filser, M. O'Dwyer, and E. Shaw. 2014. "Social Entrepreneurship: An Exploratory Citation Analysis." <i>Review of Managerial Sciences</i> 8: 275–292.
Kroeger, A., and C. Weber. 2014. "Developing a Conceptual Framework for Comparing Social Value Creation." <i>Academy of Management Review</i> 39 (4): 513–540.
Miles, M. P., M.-L. Verreynne, and B. Luke. 2014. "Social Enterprises and the Performance Advantages of a Vincenzian Marketing Orientation." <i>Journal of Business Ethics</i> 23: 549–556.
Nicolopoulou, K. 2014. "Social Entrepreneurship Between Cross-Currents: Toward a Framework for Theoretical Restructuring of the Field." <i>Journal of Small Business Management</i> 52 (4): 678–702.
Sarason, Y., D. R. De Tienne, and C. Bentley. 2014. "Wham'O's Offer to Buy Sprig Toys: Selling In or Selling Out?" <i>Entrepreneurship Theory and Practice</i> 38 (4): 959–972.
Stevens, R., N. Moray, and J. Bruneel. 2014. "The Social and Economic Mission of Social Enterprises: Dimensions, Measurement, Validation and Relation." <i>Entrepreneurship Theory and Practice</i> .
Zahra, S. A., L. R. Newey, and Y. Li. 2014. "On the Frontiers: The Implications of Social Entrepreneurship for International Entrepreneurship." <i>Entrepreneurship Theory and Practice</i> 38 (1): 137–158.

top five business journals, which are: *Academy of Management Review*, *Academy of Management Journal*, *Organization Science*, *Strategic Management Journal* and *Administrative Science Quarterly*; plus other highly ranked journals that tend to publish research on social entrepreneurship: *Academy of Management Annals*, *Journal of Management*, *Journal of Business Venturing*, *Entrepreneurship Theory and Practice*, *Strategic Entrepreneurship Journal*, *International Small Business Journal*, *Journal of Small Business Management*, *Review of Managerial Science*, *Family Business Review* and *Journal of Business Ethics*. Results of the search offered 12 articles that are listed in Table 2 and constitute the initial point for the analysis.

Q12 The selected approach, that of only identifying papers published in 2014 and then, based on those, track backwards to see which articles were cited has a number of advantages. First, there is a difference between which definitions have been *published* and which definitions have been *used* in the field. The intention in this study is to concentrate on the latter. Second, this method allows for the detection of other type of published material such as books, websites or articles in magazines that would not appear in a standard search in an academic database but that are of high importance when trying to study the development of a field when its initial stages occur outside academia. Finally, this method eliminates the discretionary selection of papers that are necessary in the selection of papers for literature reviews. Usually, in these types of reviews, the authors identify a set of papers by searching in the databases but a final manual selection has to be done to see if the paper really applies to the topic under study or not. The method proposed is structured and clear in that respect.

All papers whose main focus is social entrepreneurship or that refer to social entrepreneurs and/or social enterprises tend to include a paragraph explaining the author's understanding of social entrepreneurship, social enterprises or a social entrepreneur. This particular section constitutes the focus of this research.

Q13 For each of the papers in question, we identified the paragraph that refers to the definition or clarification of the term 'social entrepreneurship', 'social entrepreneur' or 'social enterprise'. Once that section was identified, we registered: (1) which were the definitions and authors cited by the paper in this particular section and (2) whether the paper provided its own definition. If there was a new

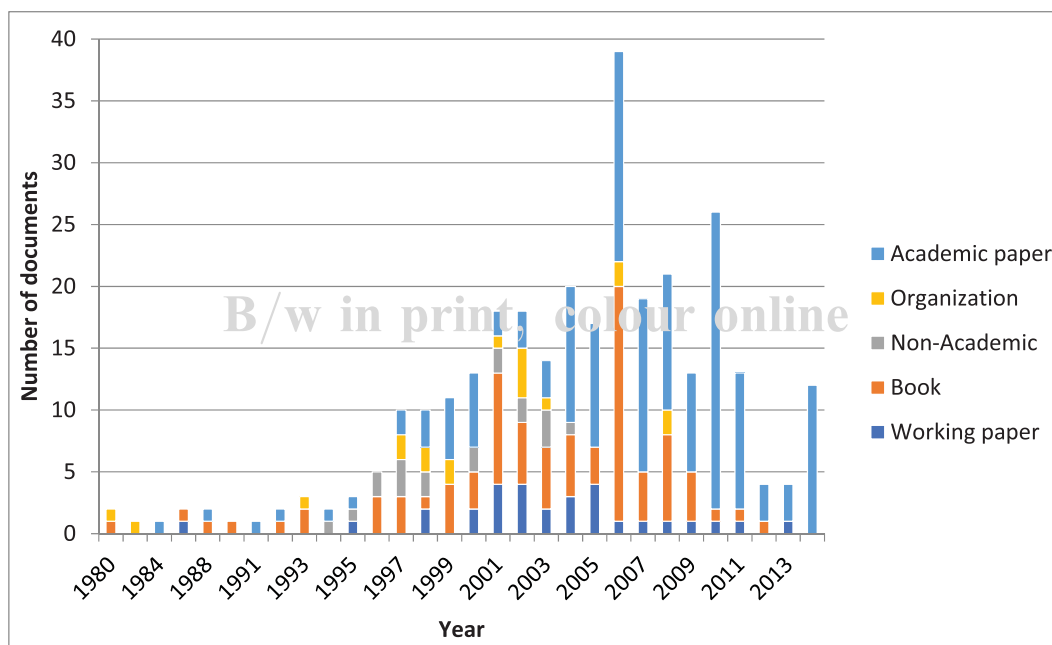


Figure 1. Number of documents by publication year (307 documents in total).

definition identified, it was recorded for further analysis. This process was replicated until we located a paper that did not cite any other definition.

In this way, tracing backwards from the initial set of 2014 papers, 307 documents were identified. These documents include academic articles (154), working papers (30), books (85), non-academic articles (19) such as reports in press and magazines, webpages and organizations (19) such as Ashoka and the Centre for Social Innovation at Stanford University. Aside from the initial set of 12 papers, which, being published in 2014, have a lower chance of receiving a large number of citations, all the rest have been cited at least once by another paper in the definitional section. Figure 1 graphs the number of documents by publication year, differentiating by type of document.

It is important to note that not all 307 documents contain their own definition as some papers simply adopt another author's definition. With this in mind, from the existing set of documents, 140 definitions of the term 'social entrepreneurship', 'social entrepreneur' or 'social enterprise' were identified.

Although this is the largest list of definitions that has been compiled to date, it is not possible to affirm that all definitions ever published on social entrepreneurship appear in the list. Three reasons hinder the possibility of making an exhaustive list. First, the search does not include articles from 2015 onward, so there may be articles currently in press whose definition is not included. Second, the list includes all definitions that are identified in papers, working papers, book chapters and non-academic documents that have been accessible, which represents 78% of the 307 documents. It has not been possible to gain access to 22% of the documents, which are mostly books; therefore, the process of identifying the definition has not been possible in such cases. Consequently, those definitions are not included in the list. Finally, the search was done on the databases that cover most of the journals in management, and was restricted to the most important and influential journals in the field, though we do recognize that there might be journals and papers that are not included in these databases. In contrast, we have chosen to include working papers and non-academic documents, which are typically omitted from literature reviews, but that are important in a field that is relatively new. The objective of this piece of work is to group and classify the existing definitions of social entrepreneurship considering, among other factors, the number of citations a certain definition

Table 3. Variables registered for each of the documents.

Data	Description
Paper	
In-degree	Number of times a paper has been cited by other papers in the definition section.
Out-degree	Number of papers that a paper cites in the definition section.
Author	
Name	Name of the authors.
Affiliation	Affiliation of the first author.
Country	Country where the university/affiliation of the first author is located.
Publication	
Type of document	Academic paper, working paper, non-academic document, organization or book.
Journal	Name of the journal in case the document is an academic paper.
Impact factor	Five year JCR impact factor of the journal if it has one.
Year	Year of publication
Definition	
Number of definitions	Number of own definitions of the terms 'social entrepreneurship', 'social entrepreneur' or 'social enterprise' that appear in the document (0,1,2 or 3).
Type of definition	Whether the paper contains its own definition and if the definition is about 'social entrepreneurship', 'social entrepreneur' or 'social enterprise'.
Definition	Definition of the term 'social entrepreneurship', 'social entrepreneur' or 'social enterprise'.

receives. Hence, recent papers are less significant than those that are older, so if any recent paper is missing, there will not be a significant variation of results. From each of the definitions identified, we record a set of characteristics that are presented in Table 3.

220 **Citation map**

A citation analysis focuses on the citations of the author and journal based on the premise that citations provide an indication of the scientific interaction between researchers. It is assumed that researchers from a similar field that share an analogous scientific conception cite each other more heavily than authors in other areas (Garfield 1979). Therefore, a citation analysis allows the identification of clusters of similar researchers. Kraus et al. (2014) have been the only scholars to date to conduct a bibliometric analysis in the area of social entrepreneurship. However, their approach completely differs from present research as they use all the references of each of the selected papers to identify five different topics or areas of research in the field of social entrepreneurship. In contrast, the investigation in this study was restricted only to the papers that are cited in the definition section to identify groups of definitions that reflect a certain understanding of the concept in question.

Once all papers related to definitions were identified, the next step was to build a 307×307 matrix with values 0/1. The first column (i) and the first row (j) contain the list of documents with the name of the author and year. Cell (i, j) is populated by 1 if paper 'i' cites paper 'j' and 0 if the paper does not cite 'j'. The matrix is not symmetric, entry (i, j) is not equal to entry (j, i) since it is possible that paper 'i' cites paper 'j' but paper 'j' does not cite paper 'i'. To build the citation map, we used the program NodeXL, frequently used for social network analysis. Figure 2(a) is the representation of the complete citation map obtained, where the x-axis is the publication year and the y-axis is the in-degree of each of the papers, that is, the number of citations received. The complete map contains 307 documents that are linked by 962 unidirectional links, each of them representing one document that cites another document in the social enterprise definition section exclusively. The y-axis represents the in-degree, that is, the number of citations per each document. The shape of the nodes differentiates the type of source: academic papers are represented as a disk, solid squares are books, spheres are working papers, solid diamonds are non-academic articles such as documents coming from magazines and newspapers, while solid triangles are organizations such as Ashoka. The distinct colours indicate the origin of the papers: black papers are from North American authors and dark grey from European authors, while light grey are the rest.

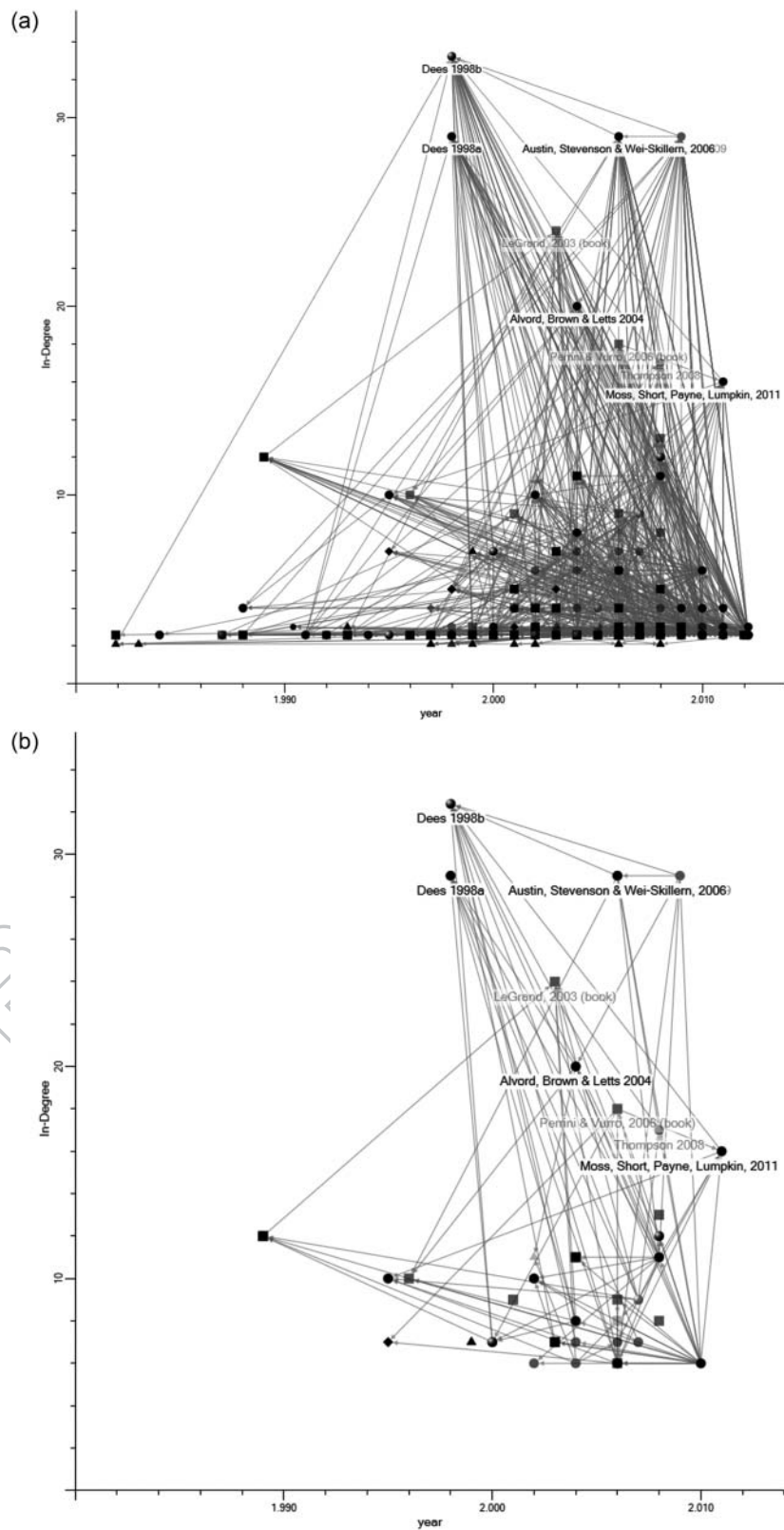


Table 4. Results of the linear regression.

	Coefficients	p Value	Inferior 95%	Superior 95%
Interception	365.38	0.000	168.69	562.06
Year	-0.182	0.000	-0.280	-0.083
Non-academic	-1.326	0.270	-3.686	1.035
Organization	-1.428	0.210	-3.666	0.810
Paper	-0.715	0.349	-2.214	0.785
Working paper	-0.536	0.576	-2.422	1.350
Five-year impact factor	0.168	0.288	-0.143	0.478
Europe	0.513	0.565	-1.241	2.266
North-America	0.627	0.485	-1.137	2.392
Own definition	2.948	0.000	1.827	4.069
Out-degree	0.020	0.687	-0.079	0.119

Figure 2(a) represents the complete citation map. The average number of citations for each of the documents is 3.14. From the citation map, we can see that from 2006 onward, most documents are either academic articles or books. In contrast, before 2006, the source of the documents is much more heterogeneous. Usually older papers seem to receive a higher number of citations than more recently published papers, therefore, it is not clear if the high number of citations of older papers is due to the fact that the definition those papers present is highly popular or if it is more of a timing effect. In order to eliminate this time effect and isolate the popularity of the definition cited, we ran a regression with the number of citations a paper received (in-degree) as the dependent variable and time as the independent variable. Control variables such as the five-year impact factor of the journal where the article was published, the type of document (dummies were created for each document type generating four variables named *Non-academic*, *Organization*, *Paper* and *Working Paper*), the origin of the first author (dummies were created for *Europe* and *North America*), whether the documents contains the authors' own definition (*Own Definition*) and the number of citations the document contains (*Out-Degree*) are also included in the regression. The results of the regression are presented in Table 4.

As shown in Table 4 only the variable *Year* and the variable *Own Definition* have a significant effect at 95% confidence level (p value < 0.05) on the number of citations a paper receives. The coefficient of the variable *Year* is negative indicating that, everything else constant, an extra year decreases the number of citations the paper receives. Based on those results, there is evidence that there is an effect of time on the number of citations, not related to the popularity of the definition contained in a particular document. For this reason, we created the citation map discounting the time effect, illustrated in Figure 2(b). For clarity, in Figure 2(b), we have eliminated the edges and show only the documents that received more than the average number of citations, thus, four or more citations.

Among the most highly cited, a number of particular papers stand out. This is the case of the Stanford working paper of Gregory Dees (1998b), 'The Meaning of Social Entrepreneurship', the paper by Austin, Stevenson, and Wei-Skillern (2006), published in *Entrepreneurship Theory and Practice*, the article from Dees in 1998 in *Harvard Business Review*, the report of the Demos think tank written by Leadbeater in 1997 and the paper of Alvord, Brown, and Letts (2004), in the *Journal of Applied Behavioral Science*.

Cluster analysis

With 140 different definitions of the terms 'social entrepreneurship', 'social entrepreneur' and 'social enterprise' coming from the 307 documents analysed, the next natural step was to classify and group them in order to understand their respective differences. One of the most commonly used tools in social network analysis is cluster analysis. The primary purpose of cluster analysis is to group the items, whether they are people, in the case of social network analysis, or papers (as in this case), in a way that brings together items that belong to the same cluster, which are more similar to each other

than those in other clusters (Newman 2003). In this case, the clusters are constructed based on the number of citations, and papers that belong to the same cluster tend to cite the same authors. There are several algorithms that facilitate the division of networks into subnetworks or clusters and algorithms can range from simple to complex. Simple methods such as graph partitioning, hierarchical clustering and k-means clustering are adequate for small networks like the one we are concerned with, but the disadvantage is that the author needs to provide the number of clusters or its given size in advance (Murata 2010). Hierarchical clustering, for example, was used by Hopcroft et al. (2004) to divide a citation map similar to the one that matters in this research; however, in the case of the present study, this method is not adequate as the confusion that dominates the definitional debate makes it difficult to determine the number of clusters a priori. It is, therefore, desirable to use methods that have the ability of detecting the number of clusters based on optimization of some characteristics. The algorithms then are more complex and can be divided into two main groups: algorithms that use link removal methods and algorithms that optimize modularity (Danon et al. 2005).

Algorithms that use link removal methods, also called divisive algorithms, are based on the idea that a way to partition a network into clusters is to detect the edges that connect vertices from different communities and remove them until the subnetworks are no longer connected. One of the best known divisive algorithms is the one created by Girvan and Newman (2002). Girvan and Newman algorithm is based on the concept of edge betweenness that is the number of shortest paths between all vertex pairs that run along a certain edge. Edges that link two clusters have a large value of edge betweenness. This type of algorithm is not appropriate for the present research due to the fact that although the algorithm was designed for social network analysis, for the citation network we are concerned with unidirectional links as a document in our network that has high betweenness means that the paper received a great deal of citations and also that the paper cites many other authors thus connecting two or more communities. In our data-set, detecting clusters in this way will separate communities into 'papers that cite' and 'papers that are cited', which is not the objective of this research.

Algorithms that optimize modularity, like the Clauset–Newman–Moore algorithm, (Clauset, Newman, and Moore 2004) are frequently used for large data-sets because of their rapid performance, but they also work well with small networks. Modularity measures when the division is an appropriate one by comparing the fraction of within-community edges with what would be expected from a randomized network. The results of the cluster analysis using the Clauset–Newman–Moore algorithm are shown in Figure 3. This figure shows the citation map, for clarity, where only those references that have been cited more than the average citation have been included.

The Clauset–Newman–Moore clustering algorithm divides the documents into five differentiated clusters based on the connections among the different documents. In addition to the cluster division, the shapes of the vertices of Figure 3 represent the geographical origin of the first author. Triangles indicate documents whose first author's affiliation is a North American institution while squares indicate documents whose first author's affiliation is a European institution. Circles represent documents from other parts of the world such as the article of Mort, Weerawardena, and Carnegie (2003) present in Cluster 5, where all three authors are from the School of Management of the University of Queensland, Australia or the article in Cluster 3 written by Prabhu (1999), from the Indian Institute of Management at Bangalore, India.

Cluster labelling

Once the five citation clusters were determined, we explored the definitions of *social entrepreneurship*, *social enterprise* and *social entrepreneur* that belong to each of the clusters to identify similarities and common patterns. This exploration allowed us to assign a label to each of the clusters. The analysis of the definitions was done using the content analysis program Atlas.ti.

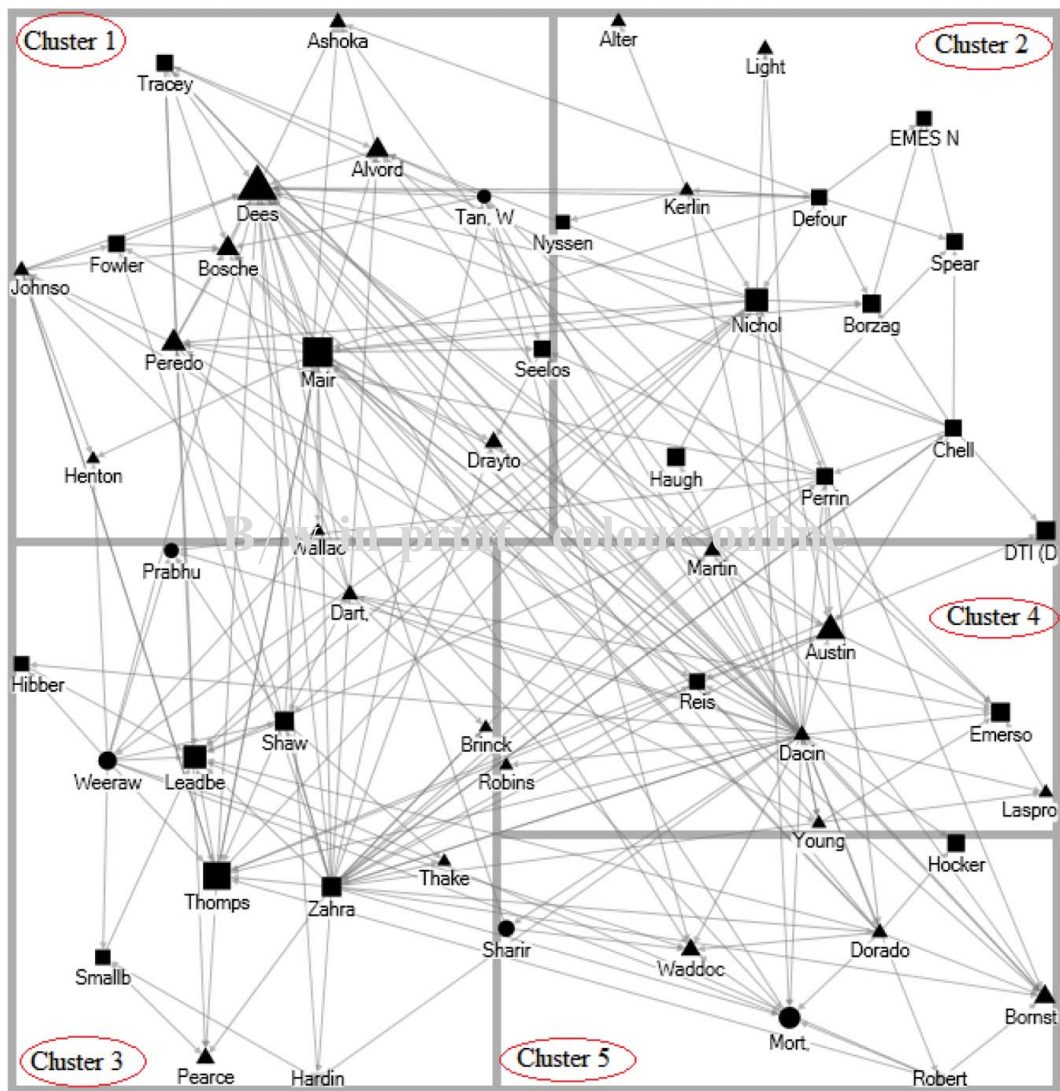


Figure 3. Complete clustering results.

First, using a sub-sample of definitions and based on the literature review performed, the three authors agreed on a list of codes that reflect the differences between definitions. Second, three independent researchers, two of the authors plus a research assistant, codified a sub-sample of definitions to assess the appropriateness of the codes, to refine a number of the codes and to acquire training on the codification process. Once the code list was fine-tuned, we proceeded with the codification of all definitions. Finally, inter-code reliability was assessed calculating with SPSS the Cohen's kappa parameter which was 0.88 confirming the reliability of the codification process (Lombard, Snyder-Duch, and Bracken 2002). The codes used can be grouped into six categories:

- (1) Type of definition: Codifies whether the definition corresponds to the term *social entrepreneurship*, *social entrepreneur* or *social enterprise*.
- (2) Social objective: Includes a reference to the social mission of the organization or of the entrepreneur. This category includes codes such as *social objective*, *social problem*, *creating social value* or *raising awareness*.

- (3) Business: This category encompasses codes like *economic risk*, *market-based strategies* or *production of goods and services*.
- (4) Social and economic relationship: Codes in this category refer to the relationship between the economic and social objectives in social enterprises. Some definitions underline that the primary goal of a social entity is the social mission rather than the profit, while others stress the importance of the profit-making activities to ensure the **long-term** financial sustainability of the organization. The first case would be codified using the code *social first*, while the latter would be codified as *sustainability*.
- (5) Entrepreneurship: This category comprises codes that point to the entrepreneurial orientation of the organization or person; some examples of codes in this category are *innovation* or *identification and exploitation of opportunities*.
- (6) Organizational Type: Codes in this category refer to the legal form of the social organization or the type of stakeholders. *Cooperative* is one of the most prominent codes of this category.

The purpose of the codification process was to uncover similar patterns for each of the defined clusters. Table 5 shows the top five codes for each of the clusters.

As it can be observed in Table 5, around 50% of all codes appear within the top five. The first cluster contains many definitions of the term social entrepreneur, with a focus on solving or alleviating social problems and stresses the double objective, social and financial, of socially entrepreneurial ventures and the ability of the entrepreneur to mobilize the necessary resources. We decided to label this cluster as the *Social & Financial Cluster*.

Cluster 2 is mainly composed of European authors that define the term social enterprise. Their definitions include references to the role of innovation, the production of products and services and the need to bear some economic risk to benefit the community. The definition given by the European Research Network on Social Entrepreneurship (EMES) plays an important role, driven by the presence of EMES in the cluster. Papers such as Defourny and Nyssens (2008), Borzaga and Santuari (2000) or Spear (2006) belong also to that cluster. Not surprisingly, Defourny, Nyssens, Borzaga and Spear belong to the EMES association. Also relevant in this cluster is the paper by Nicholls (2009). Based on the **earlier** description, Cluster 2 was labelled the *Community Cluster*.

Table 5. Top five codes for each of the clusters.

Cluster 1		Cluster 4	
Code	Freq.	Code	Freq.
Social entrepreneur	14.1%	Sustainability	21.1%
Social problems	8.1%	Change	15.8%
Resource allocation	7.1%	Innovation	10.5%
Social and financial	7.1%	Social value	10.5%
Social first	6.1%	Entrepreneurial behaviour	5.3%
Total	42.4%	Total	63.2%
Cluster 2		Cluster 5	
Code	Freq.	Code	Freq.
Social enterprise	11.9%	Change	20.0%
Production of goods and services	7.5%	Social problems	15.0%
Innovation	6.0%	Raising public awareness	10.0%
Benefit community	6.0%	Ethics	5.0%
Economic risk	6.0%	Entrepreneurial behaviour	5.0%
Total	37.3%	Total	55.0%
Cluster 3			
Code	Freq.		
Innovation	13.2%		
Social first	13.2%		
Explore and exploit opportunities	10.5%		
Social and financial	10.5%		
Social value	10.5%		
Total	57.9%		

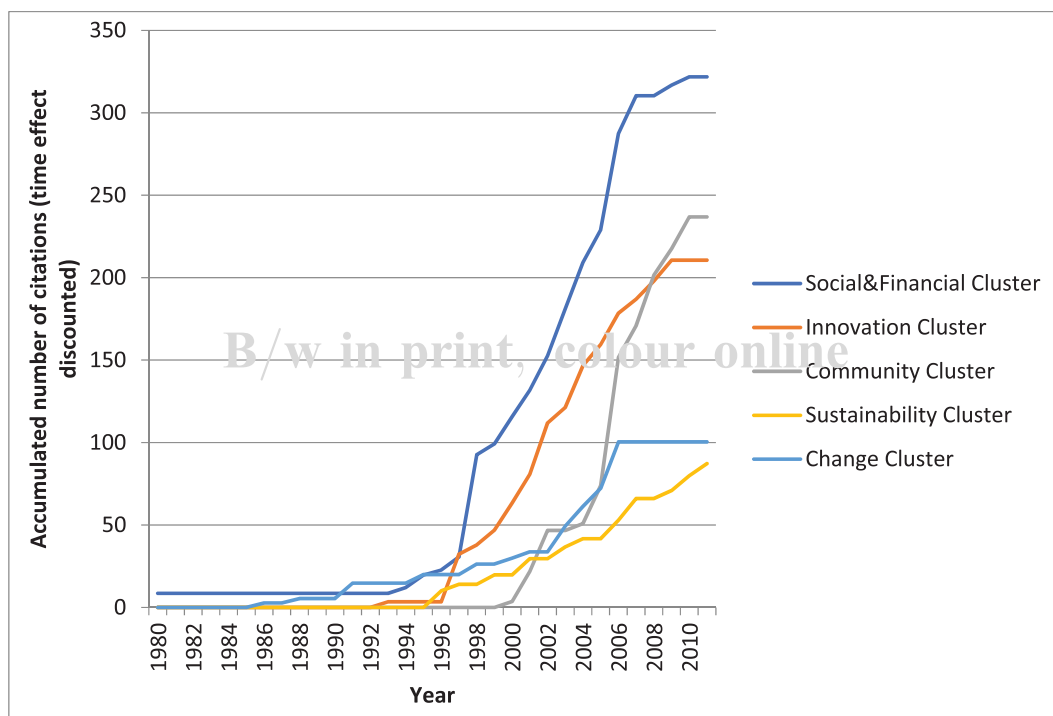


Figure 4. Cumulative number of citations of each cluster over time.

Different from the previous clusters, Cluster 3 is not focused on a specific term. In Cluster 3, definitions of the terms social enterprise, social entrepreneurship and social entrepreneur are intertwined and definitions are focused on the role of innovation, the exploration and exploitation of opportunities to create social value. Financial performance is also important, but taking into account that financial performance is secondary as the social impact comes first. Highly cited authors in this cluster are Leadbeater (1997), the paper from Thompson, Alvy, and Lees (2000), Shaw and Carter (2007) or Zahra et al. (2008). This cluster is called *Innovation Cluster*.

Cluster 4 contains definitions centred on change, innovation and sustainability to create social value. Popular documents in this cluster are Austin, Stevenson, and Wei-Skillern (2006), Dacin, Dacin, and Tracey (2011), Emerson (2003) or Reis and Clohesy (2001). This cluster is called the *Sustainability Cluster*.

Finally, Cluster 5 is called the *Change Cluster*, as it contains definitions that accentuate the application of entrepreneurial behaviour to raise public awareness about social problems and to promote change with a critical ethical component. Definitions given by Waddock and Post (1991), Roberts and Woods (2005) or Mort, Weerawardena, and Carnegie (2003) belong to this cluster.

As illustrated in Table 5, the clusters are not completely independent from one other, with some apparent overlap existing between a few of the terms included in the definitions of each cluster. The difference lies in the relative importance that each cluster brings to the concepts in question, which frequently appear within the definitions themselves.

Findings

We have built the citation map and identified the different clusters to answer the question of what are the different conceptualizations of social entrepreneurship and its adjacent terms, social enterprise and social entrepreneur. The number of citations is a commonly accepted proxy for agreement. It thus follows that to answer the question of whether there is consensus in the field, it is relevant to

Table 6. Geographic origin of the documents per cluster.

	Europe	North America	Asia	Oceania
Social and financial cluster	36%	62%	0%	3%
Community cluster	79%	21%	0%	0%
Innovation cluster	55%	34%	3%	7%
Sustainability cluster	23%	77%	0%	0%
Change cluster	8%	69%	8%	15%

consult [Figure 4](#) as it depicts the cumulative number of citations each of the defined clusters have received over time.

As shown in [Figure 4](#), the *Social & Financial Cluster* far exceeds the number of citations received by the *Community Cluster* and the *Innovation Cluster*, which have a similar number of citations. The *Sustainability Cluster* and the *Change Cluster* are cited much less frequently.

Based on the findings obtained, a possible definitional pattern emerges. If the tendency continues in the same direction, the pattern that emerges is that the *Sustainability Cluster* and the *Change Cluster* will eventually be a niche and most academic researchers will agree on a definition that is a combination of *Social & Financial*, *Community* and *Innovation Clusters*. The findings show that there is a certain tendency to abandon the definition of social entrepreneurship in terms of sustainability, change, social problems and public awareness; and instead frame social entrepreneurship in terms of the ability to mix social goals and financial performance (*Social & Financial Cluster*), the production of goods and services for the benefit of the community (*Community Cluster*) and innovation and the exploration of opportunities to generate social value (*Innovation Cluster*).

In wrapping up these findings, it is important to note the regional differences that have emerged in this study, summarized in [Table 6](#).

In 2006, Kerlin's paper examined the distinct conceptualizations of the term social entrepreneurship between Europe and North America. Though Kerlin did find distinctions between the regions, later researchers tackling a similar question concluded that the differences appear less and less prevalent with time (Bacq and Janssen 2011). In [Table 6](#), the *Community Cluster* does still prevail with European authors, but the rest of the groups, and specifically the *Social & Financial Cluster* and the *Innovation Cluster*, which are the other big groups, have authors from both sides of the Atlantic. One of the distinctions of the *Community Cluster*, where the majority of European authors appear, is that there is an emphasis on community benefit, which does not clearly appear in any other cluster.

In addition, the clusters that the North American authors seem to favour (*Entrepreneur*, *Sustainability* and *Change Clusters*) do focus on entrepreneurship and its associated characteristics. The *Change Cluster*, the one that focused on societal changes and ethical progress, does not see a high frequency of European authors. These observations lead us to conclude that though the regional distinctions are still somewhat prevalent, specifically in the spheres of traditional entrepreneurship and community engagement, the overall distinctions between the regions are becoming less prevalent. Two possible alternatives can explain the dilution of the differences between regions over time: (1) either European authors have abandoned their initial conceptualization and have geared toward the North American perspective that stresses the financial objective more heavily or (2) the pioneer European authors have stayed within their initial perspective, but more authors from Europe have appeared who do not share the initial view of their regional colleagues. Reviewing the data collected in the existing definitions, it is not possible to observe authors changing their point of view over time, but rather that new authors are bringing in their own definition.

What can be observed is that initially, there was a very active group of European scholars publishing in the area of social entrepreneurship with a clear social orientation. These are the authors in the *Community Cluster*, which make the difference between European and North American authors very salient, especially back in 2006 when Kerlin published her paper on the regional differences. Over time, however, as the number of authors interested in the topic increased and with them also the number of different perspectives, the *Community Cluster*, although still active, lost relative importance.

Discussion

The present research comprehends the largest review of definitions of the terms *social entrepreneurship*, *social entrepreneur* and *social enterprise* to date. With 307 documents reviewed and 140 different definitions identified and classified, the study maps the multiple perspectives present to date in the area of social entrepreneurship. However, the novelty of this study relies not only in the depth and breadth of its review, but on the structure and clarity that the cluster analysis brings to the field. The paper facilitates the identification of the different perspectives present in the field at the current moment. Although experienced researchers in the field might already have identified these communities informally, both existing and new researchers benefit from the presentation of this structure in a simple and straightforward manner. As Figure 4 illustrates, there is a clear tendency toward a common understanding of what social entrepreneurship is, as well as its primary object of study.

Although this study provides critical insights for understanding the field of social entrepreneurship, we have also identified some limitations that represent future research potential. Despite having followed a rigorous methodological procedure for selecting previous work and that the inclusion criteria were clearly defined, we acknowledge that we could not have captured every single definition of social entrepreneurship that exists. Due to new articles on social entrepreneurship constantly emerging and due to access issues, some definitions might still be missing. Notwithstanding, we believe our approach has covered a wide spectrum of studies, including the seminal works that laid the theoretical background for the study of social entrepreneurship, as well as recent trends in the conceptualization and understanding of this field of knowledge. This study has focused on the topic of social entrepreneurship in the larger field of management and we also recognize that an even broader view could be achieved by incorporating perspectives from other fields such as psychology, sociology or social work.

Conclusion

The intention behind this study was to further support the immense growth in the field of social entrepreneurship by mapping the distinct understandings of the terms *social entrepreneurship*, *social entrepreneur* and *social enterprise*. What has been uncovered through this investigation is that there is more unification than is commonly perceived and the cluster analysis allowed us to not only identify the five main definitional groups, but also to highlight the fastest growing group, the *Social & Financial Cluster*, which is growing at a steady pace, as well as the two that follow it, the *Community* and *Innovation* clusters, respectively. As this forecast relies on the past behaviour of each cluster and the observation of the trend in recent years, we suggest that this study can set the basis for future investigations that continue to confirm how definitional groups evolve over time as a consequence of new trends in the field of social entrepreneurship.


This paper contributes to the existing literature on social entrepreneurship by clarifying the different types of definitions that have been used in the field and highlighting those that have become more popular than others. The purpose of this paper is not to confirm that one definition is better than another, neither that is necessary to find a single definition on which all scholars will agree. In contrast, we want to stress the beauty of the diversity that comes from different disciplines and thus to promote openings for further discussion and for extending theory building beyond existing borders.

Note

1. A list of all definitions can be requested from the authors. These definitions have not been included in the paper due to space limitations.

Disclosure statement

No potential conflict of interest was reported by the authors.

ORCIDInés Alegre  <http://orcid.org/0000-0001-8304-6589>Jasmina Berbegal-Mirabent  <http://orcid.org/0000-0001-5145-2179>**Q22 485 References**

- Alvord, S. H., L. D. Brown, and C. W. Letts. 2004. "Social Entrepreneurship and Societal Transformation." *Journal of Applied Behavioral Science* 40 (3): 260–282.
- Austin, J., H. Stevenson, and J. Wei-Skillern. 2006. "Social and Commercial Entrepreneurship: Same, Different, or Both?" *Entrepreneurship: Theory & Practice* 30 (1): 1–22.
- 490 Bacq, S., and F. Janssen. 2011. "The Multiple Faces of Social Entrepreneurship: A Review of Definitional Issues Based on Geographical and Thematic Criteria." *Entrepreneurship & Regional Development* 23 (5): 373–403.
- Bellone, C., and G. F. Goerl. 1992. "Reconciling Public Entrepreneurship and Democracy." *Public Administration Review* 52 (2): 130–134.
- Borzaga, C., and J. Defourny. 2001. *The Emergence of Social Enterprise*. London: Routledge.
- 495 Borzaga, C., and A. Santuari. 2000. *The Role of the Non-Profit Sector in Local Development: New Trends*. LEED Forum, International Seminar. OECD.
- Q23 Borzaga, C., and L. Solari. 2001. "Management Challenges for Social Enterprises." In *The Emergence of Social Enterprise*, edited by C. Borzaga and J. Defourny. London, England: Routledge.
- Q24 Boschee, J. 1995. "Social Entrepreneurship: Some Non-Profits are not only Thinking about the Unthinkable, They're Doing it – Running a Profit." *Across the Board* 32 (3): 20–25.
- 500 Boschee, J., and J. McClurg. 2003. *Toward a Better Understanding of Social Entrepreneurship: Some Important Distinctions*. MN: Institute for Social Entrepreneurs.
- Q25 Clauset, A., M. E. J. Newman, and C. Moore. 2004. 70 (6): 1–6.
- Q26 Cole, S. 1983. "The Hierarchy of the Sciences?" *American Journal of Sociology* 89 (1): 111–139.
- 505 Dacin, M. T., P. A. Dacin, and P. Tracey. 2011. "Social Entrepreneurship: A Critique and Future Directions." *Organization Science* 22 (5): 1203–1213.
- Danon, L., A. Díaz-Guilera, J. Duch, and A. Arenas. 2005. "Comparing Community Structure Identification." *Journal of Statistical Mechanics: Theory and Experiment* 2005 (9): 1–10.
- Dees, J. G. 1998a. "Enterprising Nonprofits." *Harvard Business Review* 76 (1): 54–67.
- 510 Dees, J. G. 1998b. *The Meaning of Social Entrepreneurship*. Draft Report for the Kauffman Center for Entrepreneurial Leadership. Stanford University.
- Q27 Dees, J. G. 1994. *Social Enterprise: Private Initiatives for the Common Good*. Harvard Business School Publishing. Note 9-395-116.
- Q28 Defourny, J., and M. Nyssens. 2008. "Social Enterprise in Europe: Recent Trends and Development." *Social Enterprise Journal* 4 (3): 202–228.
- 515 DiMaggio, P. J., and W. W. Powell. 1983. "The Iron Cage Revisited: Institutional Isomorphism and Collective Rationality in Organizational Fields." *American Sociological Review* 48 (2): 147–160.
- Emerson, J. 2003. "The Blended Value Proposition: Integrating Social and Financial Returns." *California Management Review* 45 (4): 35–51.
- 520 Garfield, E. 1979. *Citation Indexing: Its Theory and Application in Science, Technology, and Humanities*. New York: John Wiley.
- Gendron, G. 1996. "Flashes of Genius: Interview with Peter Drucker." *Inc.* 18 (7): 30–37.
- Girvan, M., and M. E. J. Newman. 2002. "Community Structure in Social and Biological Networks." *Proceedings of the National Academy of Sciences* 99 (12): 7821–7826.
- 525 Hambrick, D. C., and M. Chen. 2008. "New Academic Fields as Admittance-Seeking Social Movements: The Case of Strategic Management." *Academy of Management Review* 33 (1): 32–54.
- Henton, D., J. Melville, and K. Walesh. 1997. "The Age of the Civic Entrepreneur: Restoring Civil Society and Building Economic Community." *National Civic Review* 86 (2): 149–156.
- Hopcroft, J., O. Khan, B. Kulis, and B. Selman. 2004. "Tracking Evolving Communities in Large Linked Networks." *Proceedings of the National Academy of Sciences of the United States of America* 101 (Suppl. 1): 5249–5253.
- 530 Johnson, S. 2003. "Social Entrepreneurship Literature Review." *New Academy Review* 2 (2): 24–56.
- Kerlin, J. 2006. "Social Enterprise in the United States and Europe: Understanding and Learning from the Differences." *Voluntas: International Journal of Voluntary and Nonprofit Organizations* 17 (3): 246–262.
- King, P. J., and N. C. Roberts. 1987. "Policy Entrepreneurs: Catalysts for Policy Innovation." *Journal of State Government* 60 (July–August): 172–178.
- 535 Kraus, S., M. Filser, M. O'Dwyer, and E. Shaw. 2014. "Social Entrepreneurship: An Exploratory Citation Analysis." *Review of Managerial Science* 8 (2): 275–292.
- Leadbeater, C. 1997. *The Rise of the Social Entrepreneur*. London: Demos.

- Lombard, M., J. Snyder-Duch, and C. C. Bracken. 2004. "Practical Resources for Assessing and Reporting Inter-coder Reliability in Content Analysis Research Projects." Accessed 19 April 2015. https://www.researchgate.net/profile/Cheryl_Bracken/publication/242785900_Practical_Resources_for_Assessing_and_Reporting_Inter-coder_Reliability_in_Content_Analysis_Research_Projects/links/0deec52e14791a0d6f000000.pdf
- Martineu, H. 1896. *The Positive Philosophy of Auguste Comte*. London: Bell.
- Mort, G. S., J. Weerawardena, and K. Carnegie. 2003. "Social Entrepreneurship: Towards Conceptualisation." *International Journal of Nonprofit & Voluntary Sector Marketing* 8 (1): 76–88.
- Murata, T. 2010. "Detecting Communities in Social Networks." In *Handbook of Social Network Technologies and Applications*, edited by B. Fuhrt, 269–280. New York: Springer Science+Business Media.
- Newman, M. E. 2003. "The Structure and Function of Complex Networks." *SIAM Review* 45 (2): 167–256.
- Nicholls, A. 2005. *Measuring Impact in Social Entrepreneurship: New Accountabilities to Stakeholders and Investors?* Seminar on Social Enterprise. Milton Keynes University.
- Nicholls, A. 2009. "Capturing the Performance of the Socially Entrepreneurial Organisation (SEO): An Organisational Legitimacy Approach." In *International Perspectives on Social Entrepreneurship Research*, edited by J. Robinson, J. Mair, and K. Hockerts. London: Palgrave Macmillan.
- Nicholls, A. 2010a. "Institutionalizing Social Entrepreneurship in Regulatory Space: Reporting and Disclosure by Community Interest Companies." *Accounting, Organizations and Society* 35 (4): 394–415.
- Nicholls, A. 2010b. "The Legitimacy of Social Entrepreneurship: Reflexive Isomorphism in a Pre-Paradigmatic Field." *Entrepreneurship: Theory & Practice* 34 (4): 611–633.
- Nicholls, A., and R. Young. 2008. "Introduction: The Changing Landscape of Social Entrepreneurship." In *Social Entrepreneurship: New Paradigms of Sustainable Social Change*, edited by A. Nicholls. Oxford: Oxford University Press.
- Peredo, A. M., and M. McLean. 2006. "Social Entrepreneurship: A Critical Review of the Concept." *Journal of World Business* 41 (1): 56–65.
- Prabhu, G. N. 1999. "Social Entrepreneurial Leadership." *Career Development International* 4 (3): 140–145.
- Reis, T. K., and S. J. Clohesy. 2001. "Unleashing New resources and Entrepreneurship for the Common Good: A Philanthropic Renaissance." *New Directions for Philanthropic Fundraising* 2001 (32): 109–144.
- Roberts, D., and C. Woods. 2005. "Changing the World on a Shoestring: The Concept of Social Entrepreneurship." *University of Auckland Business Review* 7 (1): 45–51.
- Shaw, E., and S. Carter. 2007. "Social Entrepreneurship: Theoretical Antecedents and Empirical Analysis of Entrepreneurial Processes and Outcomes." *Journal of Small Business and Enterprise Development* 14 (3): 418–434.
- Short, J. C., T. W. Moss, and G. T. Lumpkin. 2009. "Research in Social Entrepreneurship: Past Contributions and Future Opportunities." *Strategic Entrepreneurship Journal* 3 (2): 161–194.
- Spear, R. 2006. "Social Entrepreneurship: A Different Model?" *International Journal of Social Economics* 33 (5): 399–410.
- Thompson, J., G. Alvy, and A. Lees. 2000. "Social Entrepreneurship – a New Look at the People and the Potential." *Management Decision* 38 (5): 328–338.
- Tracey, P., and N. Phillips. 2007. "The Distinctive Challenge of Educating Social Entrepreneurs: A Postscript and Rejoinder to the Special Issue on Entrepreneurship Education." *Academy of Management Learning & Education* 6 (2): 264–271.
- Waddock, S. A., and J. E. Post. 1991. "Social Entrepreneurs and Catalytic Change." *Public Administration Review* 51 (5): 393–401.
- Waddock, S. A., and J. E. Post. 1995. "Catalytic Alliances for Social Problem Solving." *Human Relations* 48 (8): 951–973.
- Weerawardena, J., and G. S. Mort. 2006. "Investigating Social Entrepreneurship: A Multidimensional Model." *Journal of World Business* 41 (1): 21–35.
- Young, M. 1997. "Do-Gooders with Savvy." *New Statesman* 126 (4322): 20.
- Zadek, S., and S. Thake. 1997. "Send in the Social Entrepreneurs." *New Statesman* 126 (4339): 31.
- Zahra, S. A., E. Gedajlovic, D. O. Neubaum, and J. M. Shulman. 2009. "A Typology of Social Entrepreneurs: Motives, Search Processes and Ethical Challenges." *Journal of Business Venturing* 24 (5): 519–532.
- Zahra, S. A., H. N. Rawhouser, N. Bhawe, D. O. Neubaum, and J. C. Hayton. 2008. "Globalization of Social Entrepreneurship Opportunities." *Strategic Entrepreneurship Journal* 2 (2): 117–131.