

**THE FLIP SIDE OF THE COIN:
NASCENT TECHNOLOGY VENTURES AND CORPORATE VENTURE FUNDING**

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ABSTRACT

This study examines when and why technology entrepreneurs raise venture funding from corporations. We focus on the strategic and social capital drivers that influence entrepreneurs when they make such critical funding decisions for their new ventures. We draw on previous research on resource dependence, appropriability, and social capital, and utilize empirical data on venture fundraising rounds over a 25-year period, to assess when entrepreneurs will seek corporate venture funding. Our findings suggest that resource needs, technology stage, prominent affiliations, and socio-regional differences influence entrepreneur's decision to raise funding from corporations.