

# Surviving and Prospering in the Small Firms Sector



Written for all those with an interest in the factors associated with the performance of small firms, this work represents a mixture of the results of new empirical studies and a comprehensive review of the state of the art on various key issues. The book looks at empirical research covering topics including: the relationship of corporate size and age to incidence of failure; the value of prediction models of failure; lessons from official receiver reports; factors associated with failure in the construction sector; owner personality and performance; organization life cycles; market structure, especially franchising and buyer-seller relationships; an international study of influences on the performance of small and medium enterprises; the instrumentation sector - factors determining success; and the adequacy of the banking sector at meeting firms needs.

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