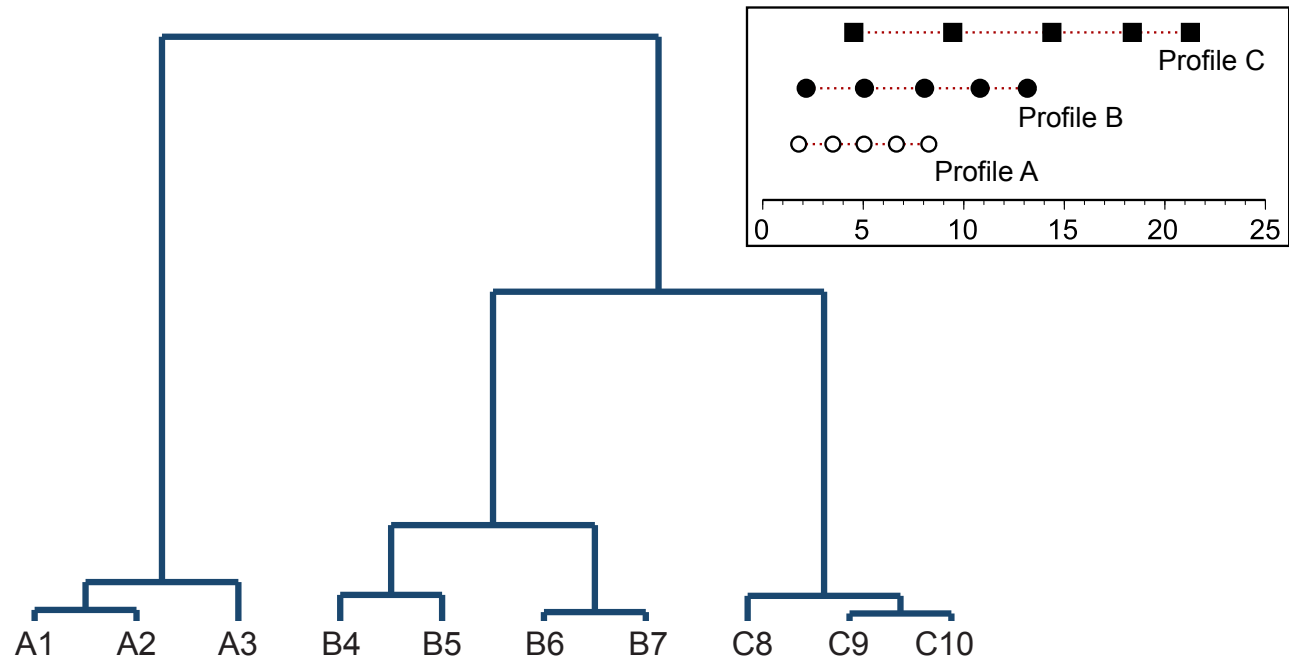


**Supplement materials for
“Early network events in the later success
of Chinese entrepreneurs”**

Figure S1

Kinds of Event Sequences by Years Since Business Founding

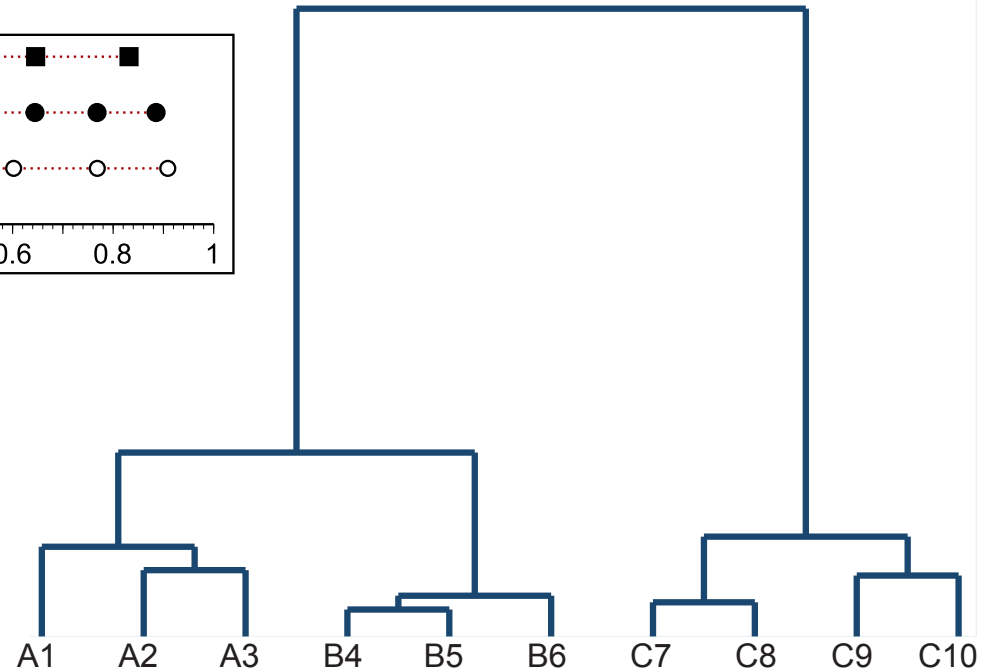
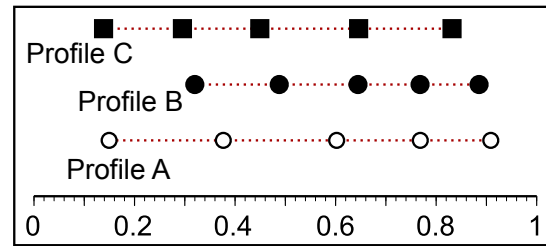


Ten most-distinct clusters are displayed based on the timing of significant events in the businesses of 675 Chinese entrepreneurs who cited five significant events. Ward minimum variance method. Cluster profiles are in the inset box.

Cluster	Event Year After Founding					Mean Years	S.D. Years	N
	Event 1	Event 2	Event 3	Event 4	Event 5			
A1	1.59	3.46	5.03	6.90	8.67	5.13	2.78	123
A2	2.57	4.71	6.60	8.02	9.52	6.29	2.73	84
A3	1.42	2.62	3.89	5.34	6.88	4.03	2.16	112
B4	2.34	5.47	8.35	10.69	13.04	7.98	2.22	107
B5	1.48	3.74	6.35	9.18	11.47	6.44	4.22	121
B6	1.43	5.45	10.15	13.60	16.15	9.36	4.02	40
B7	4.56	7.64	10.36	13.33	15.67	10.31	5.98	39
C8	3.06	9.00	16.12	21.76	24.35	14.86	8.84	17
C9	6.82	10.77	13.86	16.82	19.32	13.52	4.93	22
C010	2.00	7.30	12.60	16.10	20.30	11.66	7.20	10

Figure S2

Kinds of Event Sequences by Proportion of Business Age



Ten most-distinct clusters are displayed based on the timing of significant events in the businesses of 675 Chinese entrepreneurs who cited five significant events. Ward minimum variance method. Cluster profiles are in the inset box.

Cluster	Percent of Business Age After Founding					Mean Percent	S.D. Percent	N
	Event 1	Event 2	Event 3	Event 4	Event 5			
A1	9.84	29.81	58.48	77.78	91.61	53.50	33.67	101
A2	19.46	41.19	56.76	71.97	88.25	55.53	26.69	99
A3	15.95	43.77	67.28	82.19	93.40	60.52	31.08	73
B4	38.33	48.31	58.41	68.22	82.99	59.25	17.34	21
B5	28.09	43.50	63.93	78.09	89.82	60.69	25.10	49
B6	34.54	60.55	71.09	81.90	90.90	67.80	21.81	23
C7	20.06	35.06	47.12	61.83	81.95	49.20	23.90	82
C8	12.13	33.83	49.21	68.86	85.11	49.83	28.66	95
C9	11.32	21.81	42.16	70.45	88.13	46.78	32.30	61
C10	11.13	24.03	39.05	56.96	77.66	41.77	26.36	71

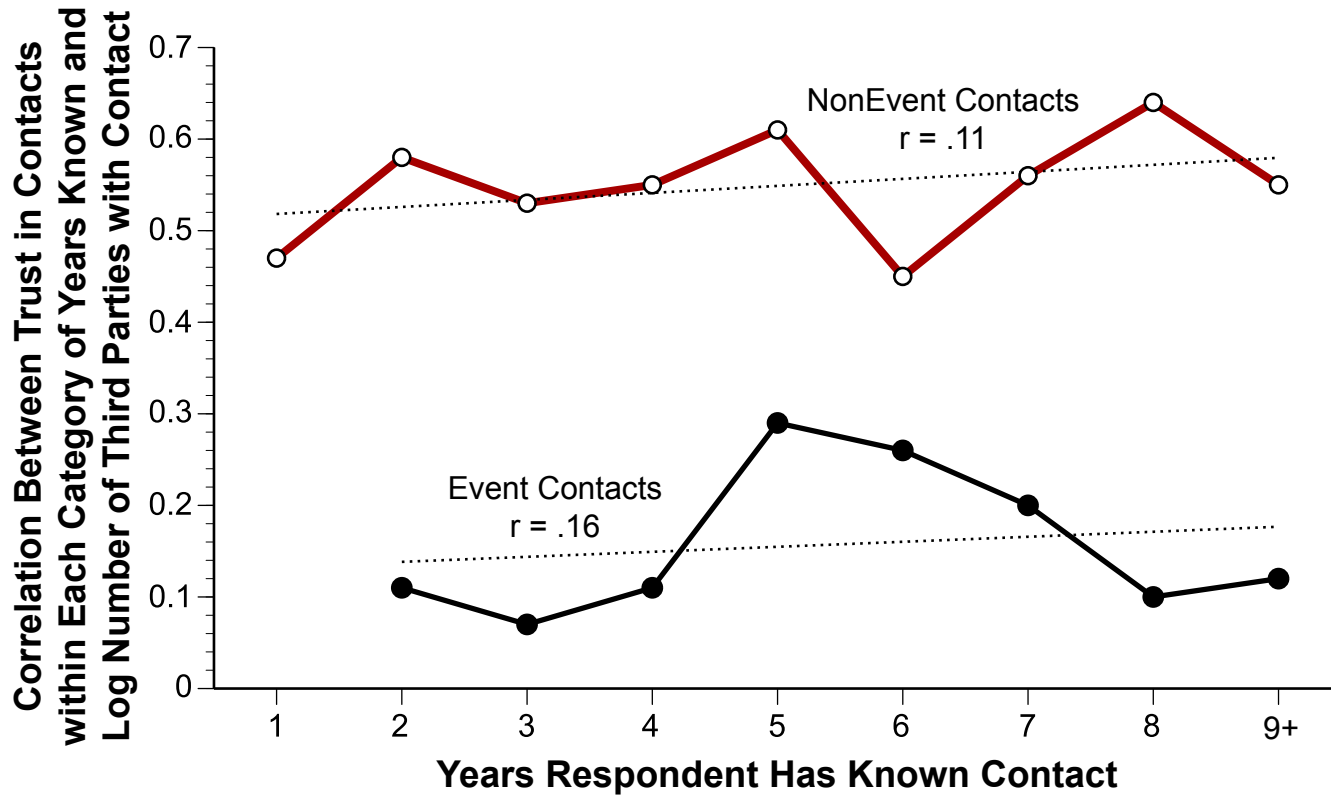


Figure S3

Trust-Closure Association Constant across Years Known

Correlation between trust within a relationship and network closure around the relationship (measured by log number of third parties to the relationship) is consistently low for event contacts, and consistently high for nonevent contacts, across the years for which a contact has been known.

Table S1.
Trust, Closure, and Event Order

	Coefficient	S.E.	Test Statistic
Closure, Structural Embedding (0-6)	.850	.037	23.23
Frequency (days between meetings)	-.014	.001	-24.96
Years Known	.028	.002	13.16
Level Adjustments			
Contact Cited for Founding	.873	.119	7.32
Contact Cited for Event 1	.442	.119	3.72
Contact Cited for Event 2	.516	.104	4.98
Contact Cited for Event 3	.727	.102	7.14
Contact Cited for Event 4	.651	.104	6.29
Contact Cited for Event 5	.859	.104	8.24
Slope Adjustments			
Contact Cited with Founding	-.348	.083	-4.19
Contact Cited for Event 1	-.097	.084	-1.16
Contact Cited for Event 2	-.156	.073	-2.12
Contact Cited for Event 3	-.251	.072	-3.47
Contact Cited for Event 4	-.218	.074	-2.97
Contact Cited for Event 5	-.378	.074	-5.09

NOTE — OLS regression results predict trust on a five-point scale with respondent fixed effects (N = 4,464 relationships, 2.377 intercept, $R^2 = .66$, $F_{(699,3749)} = 1.92$ for fixed effects, $P < .001$). Structural embedding measured by number of third parties is increased by one and logged to capture the nonlinear association in Figure 5. Response categories for contact frequency are entered in days (1 for “daily,” 7 for “weekly,” 30 for “monthly,” and 90 for “less often”).

Table S2.
Trust, Closure, and Order of Early Events

	Coefficient	S.E.	Test Statistic
Closure, Structural Embedding (0-6)	.837	.036	23.51
Frequency (days between meetings)	-.014	.001	-27.39
Years Known	.015	.002	7.28
Level Adjustments			
Contact Cited for Founding	2.011	.111	18.19
Contact Cited for Event 1	1.595	.143	11.16
Contact Cited for Event 2	1.602	.113	14.21
Contact Cited for Event 3-4-5	1.543	.081	19.11
Slope Adjustments			
Contact Cited with Founding	-.628	.076	-8.29
Contact Cited for Event 1	-.481	.100	-4.83
Contact Cited for Event 2	-.523	.080	-6.54
Contact Cited for Event 3-4-5	-.563	.057	-9.84

NOTE — OLS regression results predict trust on a five-point scale with respondent fixed effects (N = 4,464 relationships, 2.274 intercept, $R^2 = .70$, $F_{(699,3753)} = 1.76$ for fixed effects, $P < .001$). Variables here are the same as in Table S1, except the last three events are combined (given their proximity in the Figure 4 multidimensional scaling), and each event contact is assigned to one of the four event categories, based on the first event for which the contact is cited.

Table S3.
Trust, Closure, and Kind of Event

	Coefficient	S.E.	Test Statistic
Closure, Structural Embedding (0-6)	.846	.036	23.26
Frequency (days between meetings)	-.014	.001	-25.84
Years Known	.027	.002	12.98
Level Adjustments			
Contact Cited for Founding	.892	.114	7.82
Contact Cited for Supplier Event	.973	.172	5.64
Contact Cited for Customer Event	.676	.105	6.43
Contact Cited for Finance Event	.046	.223	0.21
Contact Cited for Government Event	1.305	.321	4.07
Contact Cited for Management Event	.605	.099	6.14
Contact Cited for Collaboration Event	1.426	.190	7.49
Contact Cited for Technology Event	.837	.127	6.61
Contact Cited for Market Event	.909	.130	6.98
Slope Adjustments			
Contact Cited for Founding	-.351	.079	-4.43
Contact Cited for Supplier Event	-.365	.122	2.99
Contact Cited for Customer Event	-.209	.074	-2.80
Contact Cited for Finance Event	.220	.158	1.39
Contact Cited for Government Event	-.575	.222	-2.59
Contact Cited for Management Event	-.198	.069	-2.88
Contact Cited for Collaboration Event	-.627	.132	-4.76
Contact Cited for Technology Event	-.307	.090	-3.43
Contact Cited for Market Event	-.420	.096	-4.39

NOTE — OLS regression results predict trust on a five-point scale with respondent fixed effects (N = 4,464 relationships, 2.374 intercept, $R^2 = .66$, $F_{(699,3743)} = 1.85$ for fixed effects, $P < .001$). Variables here are the same as in Table S1, except contacts are sorted here by the kinds of events with which they are associated (see Table 3).

Table S4.
Trust, Closure, and Events Inside
Versus Outside the Businesses

	Coefficient	S.E.	Test Statistic
Closure, Structural Embedding (0-6)	.851	.036	23.67
Frequency (days between meetings)	-.014	.001	-26.24
Years Known	.019	.002	9.05
Level Adjustments			
Contact Cited for Founding	1.915	.112	17.06
Contact Cited for an Event Inside the Business	1.330	.079	16.90
Contact Cited for an Event Outside the Business	1.237	.094	13.20
Slope Adjustments			
Contact Cited with Founding	-.628	.077	-8.16
Contact Cited for an Event Inside the Business	-.477	.055	-8.65
Contact Cited for an Event Outside the Business	-.420	.067	-6.27

NOTE — OLS regression results predict trust on a five-point scale with respondent fixed effects (N = 4,464 relationships, 2.284 intercept, $R^2 = .69$, $F_{(699,3749)} = 1.79$ for fixed effects, $P < .001$). Variables are the same as in Table S1, except contacts are sorted here by whether they are associated with events inside or outside the business. Events inside the business are the three kinds in the shaded cluster to the right in Figure 4 (management, technology, customer). Events outside the business are the five kinds in the shaded cluster to the left in Figure 4 (supplier, finance, collaborations and associations, government, and market).