Abstract
This paper analyses how the entrepreneurs personal networks contribute to generating key resources for the development of new ventures. No studies are available in the literature on the entrepreneurs personal networks from this viewpoint, despite the importance of such resources for assuring new venture success and growth. Our study assumes that the entrepreneurs personal networks can foster the development of an entrepreneurial orientation in new ventures, an orientation that has recently been defined as a valuable intangible asset, which can provide new ventures with long-term sustainable competitive advantages. Two principal propositions are evaluated: the existence of an indirect relation between personal networks and entrepreneurial orientation, through the information provided by these networks; and a direct relation between both variables. The study also examines the influence of personal networks and entrepreneurial orientation on business growth. The findings of our empirical study corroborate the indirect effect through information, but not the direct effect. The influence of the former relation on business growth is also confirmed.

Keywords