Entrepreneurship is a complex phenomenon that has attracted relatively little academic attention in relationship to its great importance. This course explores the emerging work in this area. The course will have more emphasis on theoretical frameworks applicable in the entrepreneurship area. I emphasis theories and models coming from strategy and economics, though we will read a variety of work including some focused on psychological and organization theory. The discussions will be geared towards future research opportunities and implications for policy and strategy with a particular emphasis on high-tech and science-based entrepreneurship and international entrepreneurship.

This seminar has two major purposes. One is to explore important, contemporary issues focused on entrepreneurial topics at the intersection of organization theory and strategy from a variety of theoretical, methodological, and topic-oriented perspectives. The second is to practice a variety of skills such as synthesizing research, understanding research designs, and developing research questions that should prove useful in your academic careers.

We share responsibility for discussing the readings and raising issues. You are expected to do all of the required readings and to be prepared to discuss the readings (singly and collectively) in class on the assigned day. I require every student to be prepared to speak about the week's assigned readings, and will assign one student with primary responsibility for co-leading the discussion every week. The class format will involve some introductory remarks by me, followed by a group discussion of your analyses of the papers for the day. “Analyzing” means laying out:
- research question(s)
- central arguments and hypotheses as appropriate
- for empirical papers, methods (research design, sample, data collection, construct measures, analytic techniques) and results
- key conclusions
- strengths, weaknesses, contributions to the literature, and interesting areas/questions for discussion.
We will conclude class by synthesizing the connections among the readings.

The general course requirements are:

1. Class preparation: Analyze (as described above) and be prepared to discuss the readings that are assigned for each class. All students should arrive at class with their analyses of the readings, ready to go. Please ensure that you have a point of view on the key insights of each article as well as each article’s strengths and weaknesses. Also bring your thoughts on questions and interesting issues to discuss during class.
2. Memo: Develop your own point of view on the following questions that consider the readings collectively: What are the common themes within the articles, contradictions among the articles, and insights? (This entails your developing an understanding of the assigned articles, their relationship to one another, and their collective synthesis). What are the 2-3 most important conclusions from the readings viewed collectively? Suggest an appropriate follow-on research question(s) for a deductive study based on a research gap that is suggested by these articles collectively? Excluding anything written by me, what is the best of the assigned articles (and why)? Please turn in a memo addressing these issues at the beginning of each class. You can skip the memo on one day of your choice and on the day that you present the paper.

3. Paper presentation: Once during the quarter, you will be asked to present an empirical paper (as noted by *) in the day’s readings in conference-style. That is, please present the key points of the paper in 15 minutes (firmly enforced), relying on the following flow of roughly 7 power point slides: literature background (note key points and citations), research question(s), major hypotheses (presentation should note underlying arguments) if a deductive study, key aspects of the research design (research design, sample, data collection, construct measures, analytic techniques), major statistical or other results (e.g., regression table), discussion points, and conclusions. In general, given the time limits, it is best to present the heart of the paper well, and not try to include every point. Keep in mind that your presentation should give the audience a few intriguing take-aways, impress the audience with the quality of your research, and stay on time. This presentation will be graded as part of class participation. Class participation (quality thereof, in particular) will constitute 70% of the grade.

4. Final paper: You will be asked to also prepare an approximately 20 page (text) research paper that reviews and synthesizes the research literature on some topic within strategy and/or organization theory that is of particular interest to you. A draft of your second year paper is fine. The paper should include significant use of the empirical literature (at least 6-8 empirical papers). Particularly good topics include phenomena such as entrepreneurial processes, alliances and alliance portfolios, venture funding, and acquisitions. Asking other faculty and students (including more senior students not in the course) for feedback and advice on your work is appropriate. But, all writing must be your own. Please let me know your topic, at the latest, by class on Day 6. This paper is due on the Wednesday of exam week at the regularly scheduled beginning of class. 30% of the course grade is based on this paper.

I anticipate giving everyone an A or A- in return for diligent preparation, inspired class participation, and outstanding writing.
DAY 1 – INTRODUCTION (Jan. 5) Economic growth, productivity, why do we care about entrepreneurship?

Scherer, Innovation and Growth, pp. 257-259 and chapter 14
Mokyr, Joel. 2009. Gifts of Athena, Ch. 1 and 2.

Optional:

DAY 2 – Sources of Entrepreneurs (Jan 12th)
Yang, Delin; Eesley, C.; Xiaocong Tian, Edward B. Roberts. Credit Reform and Alumni Entrepreneurship: Evidence from Tsinghua University


Optional:


DAY 3 – Entrepreneurial labor markets: theory (Jan 19)

Entrepreneurial labor markets: empirical

Optional:
80-108.

DAY 4 – SCIENCE, TECHNOLOGY AND ENTREPRENEURSHIP (Jan 26)
Mowery and Rosenberg, Technology and the Pursuit of Economic Growth, Chapter 2 and Chapter 3 (part 1 & part 2), pp. 21-58.

Optional:
Rosenberg, "How Exogenous Is Science?" pp. 141-159 in Rosenberg, ed., Inside the Black Box.
David, P. Hall, B.. 2007. Opening the Black Box Research Policy article.
Eesley, C. and Bikard, M. Entrepreneurship as Hypothesis Generation and Testing. MIT Sloan Entrepreneurship Review.


Stokes, Pasteur's Quadrant, pp. 1-25, 70-75


DAY 5 - Behavioral entrepreneurship (Feb. 2nd)


Other Readings:


Jovanovic, Boyan, 1982, Selection and the evolution of industry, Econometrica 50, 649-


Furr, Nathan. Strategic Change paper.


DAY 6 Entrepreneurship and industry/firm dynamics (Feb. 9)

1. Entrepreneurship and industry evolution: theory


2. Entrepreneurship and industry evolution: empirics


Eesley, Hsu, Roberts. Bringing Entrepreneurial Ideas to Life. Unpublished manuscript.

Optional:


DAY 7 Human Resources, Entrepreneurship, and Organizational Methods
PERFORMANCE OF ENTREPRENEURIAL FIRMS (Feb. 16)


McGrath, R. 1999 Falling Forward: Real Options Reasoning and Entrepreneurial Failure. AMR.

Optional:


Day 8 – Performance continued… (Feb. 23rd)


Other Readings:

DAY 9 – Institutions, Geography, Entrepreneurship and Economic transition (Feb. March

Lerner, J. 2010. Boulevard of Broken Dreams. Ch. 1 and 5?.
Eesley, C. Who has the Right Stuff? Revise and Resubmit.
Eesley, C. Yang, Delin. Changing Entrepreneurial Strategies to Developing Capitalist Institutions. Unpublished manuscript.
Optional:
Marx, Matt and Fleming. Non-competes and entrepreneurship.

DAY 10 – Student presentations (March 9th)

END

Hall, Bronwyn. Review paper on Innovation and Liquidity Constraints.

Venture capital

Optional:


DAY 11 - Entrepreneurial networks (March)

OPTIONAL READING

“Classics of entrepreneurship”