Entrepreneurship is a process. Scholars have presented different models of the entrepreneurship process. One model upon which research is gaining traction is that examining the nexus of individuals and opportunities. Within this model, the entrepreneurship process begins with an alert individual. Alert individuals acting independently or within existing organizations recognize opportunities, gather, bundle, and leverage resources to exploit opportunities, and then make decisions concerning growth. The process occurs within a context that defines opportunities and influences entrepreneurs’ alertness, opportunity recognition, opportunity exploitation, and growth decisions. Each stage of the entrepreneurship process represents a core focus of scholarly research. Given that the process is an individual-level undertaking within an overarching context, scholarly examinations of entrepreneurship-related phenomena incorporate research and theories from many different disciplines, including psychology, sociology, economics, and strategy, among numerous others.

The present seminar seeks to achieve a number of core objectives:

1. Enhance understanding of entrepreneurship as a unique and wholly separate scholarly domain. Understanding of the entrepreneurship process is informed by research from numerous disciplines, yet entrepreneurship has become its own scholarly field with significant implications for the fields that once informed (and continue to inform) the domain.

2. Delve deeply into understanding each stage and influence on the entrepreneurship process: alertness and intentions, the individual entrepreneur, opportunity, opportunity recognition, opportunity exploitation, growth, network influences, institutional influences, etc.

3. Develop an understanding of the entrepreneurship process across contexts. How do changes in the context change the entrepreneurship process? Why demarcate separate categories of international entrepreneurship, strategic entrepreneurship, policy entrepreneurship, social entrepreneurship, etc.? How do our assumptions of entrepreneurship change as we shift contexts?
Grades

Grading will be based on the following components:

Active participation in class discussions:  10%
Discussion leader sessions:    25%
Final journal-targeted paper:   25%
Final written exam:    25%
Final oral exam:     15%

Participation will involve the following requirements:

1. Reading assigned articles, chapters, and other materials
2. Active participation in class discussion of all articles, chapters, and materials
3. Regular attendance

Discussion leader sessions will involve the following requirements:

1. Providing an organized summary of each assigned reading
2. Providing a synthesis of the assigned readings and thoughts for future research
3. Initiating class discussion of the assigned readings

Final journal-targeted paper will involve the following requirements:

1. Writing a full paper examining entrepreneurship-related phenomena that should be
tailed to a specific journal.
2. Meeting relevant due dates. Please see the attached schedule.

The final exam will have two components: (1) an essay exam in which you will be asked to
respond to 3 out of 5 questions, and (2) an oral exam in which you will be asked to respond to a
few broad questions related to the entrepreneurship process. The oral exam will last
approximately 20-30 minutes.

Readings

One book is required:

Northampton, MA: Edward Elgar.

In addition, a course outline and required reading list is attached. Readings will be provided to
members of the class online in pdf format. Each week, additional *optional* readings are listed that
complement the required reading list and may provide further insight into a week’s topic if you
are interested.
Week 1: The History and Domain of Entrepreneurship Research


Additional Readings of Interest:


**Week 2: Entrepreneurship as a Process**


**Additional Readings of Interest:**


**Week 3: The Individual and Team**


**Additional Readings of Interest:**


**Week 4: The Opportunity**


**Additional Readings of Interest:**


**Week 5: Alertness and Intentions**


**Additional Readings of Interest:**


**Week 6: Opportunity Recognition**


**Additional Readings of Interest:**


**Week 7: Innovation and Concept Development**


**Additional Readings of Interest:**


**Week 8: Opportunity Exploitation: Organizing and Founding**


**Additional Readings of Interest:**


**Week 9: Growth – Franchising**


**Additional Readings of Interest:**


**Week 10: Growth – International**


**Additional Readings of Interest:**


**Week 11: Failure**


**Additional Readings of Interest:**


**Week 12: Network Influences**


Additional Readings of Interest:


Week 13: Institutional and Market Influences


Additional Readings of Interest:


