

Entrepreneurship ENT 7932
DBA Seminar
Fall 2018

Instructor

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Office Hours: By Appointment

Class Times & Locations & Due Dates: See Canvas

Readings:

The course readings, which are recent scholarly articles on entrepreneurship, are available on the course Canvas site and in a printed course pack.

Objectives of the course:

This is a doctoral seminar in the field of entrepreneurship. The objective of the course is to familiarize you with the main lines of inquiry in entrepreneurship research and help you to develop the knowledge and the skills to contribute to and teach in the field. We will focus more on recent work than on influential papers from yesteryear, on the theory that social science is indeed a science and should be studied as an accumulating body of knowledge. While the course is comprehensive in its breadth, it is inevitably incomplete. Ultimately, it is up to you to familiarize yourself with the literature that is important to your interests in pedagogy and research.

Another objective of this course is to make progress toward inculcating the thought process of an academic researcher. This goal will be reflected in the content and structure of class discussions.

Class Conduct

Structure: Except for the first introductory session, when I will present the course, each class will be conducted like a series of related academic seminars, in which students present papers from among the assigned readings and field questions and comments from their peers (see below). Presenting academic work is one of the most useful, yet under-taught, skills in doctoral education and pays huge dividends, not only in presenting your own research but also in teaching and in making presentations to non-academic audiences. Participating in academic seminars as an audience member is also a useful skill. We will work hard on these skills in this course.

For each class, the number of required readings modestly exceeds the number of presentations. We will informally discuss the papers that were assigned but not presented.

Electronics: I have found that that the use of electronic devices in class for anything other than taking notes or looking at a soft copy of what the class is discussing impedes the learning experience. Feedback from students over the years has also generally exhibited a strong preference for restricting the use of electronic devices. Therefore, the policy is that we will not

use our laptops, smart phones, or other individual electronic devices in class for any purpose not directly related to the course, with commonsense exceptions for extenuating circumstances.

Citizenship: The success of this course depends hugely on our creating a safe yet energetic environment for discussion. Please ask questions of each other and me. Take chances. Please be on time for class, minimize leaving early or in the middle of class (again, with commonsense exceptions for extenuating circumstances), and show up. Absences and commotion are far more disruptive to the class than they may appear.

Requirements:

1. Paper Presentation (20%): Each student will be responsible for presenting one paper to the class, fielding questions along the way. You sign up for your presentation on the Google spreadsheet. You will receive a link separately. **Any student that has not signed up by 5:00 pm one week after the first class session will be randomly assigned by me to a paper.** The presentation should be accompanied by a power point slide deck, **which is to be submitted on Canvas by the start of class on the day you present.** Presentations will be about 35-40 minutes long, including questions. Having 15-20 minutes worth of slides is a good rule of thumb. That usually means 15-20 slides, give or take. To help you along, I have uploaded some of my own recent working paper presentation slide decks, along with the related working papers, to Canvas.
2. Participation (25%): Active involvement in the course is vital to your learning and those of your peers. Ask questions of the presenter and of me. Engage with the material. Offer your thoughts.
3. Referee report (20%): Evaluating the work of other scholars is a critical skill for the academic. Three recent working papers on entrepreneurship are posted to Canvas. Pick one and write a referee report on it. Submit this to the appropriate drop box on Canvas by the due date, which is roughly halfway through the course. I have uploaded sample referee reports to help you along.
4. Final Paper (35%): Submit a research paper relating to a topic covered in the course. The purpose of this paper is to develop your ability to carry out research in entrepreneurship. This paper should, at a minimum, identify and motivate a research question germane to entrepreneurship (to be done in the introduction); review and synthesize the literature related to the question; develop testable (non-obvious) hypotheses; outline a plan for a research design in the methods section; if possible, collect and analyze data, and report the results; and conclude by discussing implications for the field and future work. The empirical papers we cover in the course are a good model.

Session 1 The Course

Introduction to course by David Gaddis Ross

Session 2 The Field of Entrepreneurship

Student Presentations

1. Gartner, William B. 1988. "Who is an entrepreneur?" Is the wrong question. *American Journal of Small Business* 12(4): 11-32.
2. Shane, Scott and S. Venkataraman. 2000. The promise of entrepreneurship as a field of research. *Academy of Management Review* 25(1): 217-226.
3. Sarasvathy, Saras D. 2001. Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency. *Academy of Management Review* 26(2): 243-263.
4. Sorenson, Olav and Toby E. Stuart. 2008. Entrepreneurship: a field of dreams? *Academy of Management Annals* 2(1): 517-543.
5. Baumol, William J. 1996. Entrepreneurship: Productive, unproductive, and destructive. *Journal of Business Venturing* 11(1): 3-22.

Group Discussion

6. Alvarez, Sharon A. and Jay B. Barney. 2007. Discovery and creation: Alternative theories of entrepreneurial action. *Strategic Entrepreneurship Journal* 1(1): 11-26.

Session 3

The Sources of Entrepreneurship

Student Presentations

1. Stuart, Toby E. and Waverly W. Ding. 2006. When do scientists become entrepreneurs? The social structural antecedents of commercial activity in the academic life sciences. *American Journal of Sociology* 112(1): 97-144.
2. Sørensen, Jesper B. 2007. Bureaucracy and entrepreneurship: Workplace effects on entrepreneurial entry. *Administrative Science Quarterly* 52(3): 387-412.
3. Folta, Timothy B., Frédéric Delmar, and Karl Wennberg. 2010. Hybrid entrepreneurship. *Management Science* 56(2): 253-269.
4. Li, Haiyang, Yan Zhang, Yu Li, Li-An Zhou, and Weiyang Zhang. 2012. Returnees versus locals: Who perform better in China's technology entrepreneurship? *Strategic Entrepreneurship Journal* 6(3): 257-272.

Group Discussion

5. Khilstrom, Richard E. and Jean-Jacques Laffont. 1979. A general equilibrium entrepreneurial theory of firm formation based on risk aversion, *Journal of Political Economy* 87(4): 719-48.
6. Evans, David S. and Linda S. Leighton. 1989. Some empirical aspects of entrepreneurship. *American Economic Review* 79(3): 519-535.

Session 4

Financing Entrepreneurship

Student Presentations

1. Winborg, Joakim and Hans Landstrom. 2001. Financial bootstrapping in small businesses: Examining small business managers' resource acquisition behaviors. *Journal of Business Venturing* 16(3): 235-254.
2. Kaplan, Steven N. and Per Strömberg. 2003. Financial contracting theory meets the real world: An empirical analysis of venture capital contracts. *The Review of Economic Studies* 70(243): 281-315.
3. Hsu, David H. 2004. What do entrepreneurs pay for venture capital affiliation? *Journal of Finance* 59(4): 1805-1844.
4. Hurst, Erik, and Annamaria Lusardi. 2004. Liquidity constraints, household wealth, and entrepreneurship, *Journal of Political Economy* 112(2): 319-347.

Group Discussion

5. Kerr, William, and Ramana Nanda. 2009. Democratizing entry: Banking deregulations, financing constraints, and entrepreneurship, *Journal of Financial Economics* 94(1): 124-149.

Session 5 The Nature of the Entrepreneur

Student Presentations

1. Busenitz, Lowell W. and Jay B. Barney. 1997. Differences between entrepreneurs and managers in large organizations: Biases and heuristics in strategic decision-making. *Journal of Business Venturing* 12(1): 9-30.
2. Thornton, Patricia H. 1999. The sociology of entrepreneurship. *Annual Review of Sociology* 25: 19-46.
3. Zhao, Hao and Scott E. Seibert. 2006. The big five personality dimensions and entrepreneurial status: A meta-analytical review. *Journal of Applied Psychology* 91(2): 259-271.
4. Tang, Jintong, Kacmar, K. Michel (Micki), and Lowell Busenitz. 2010. Entrepreneurial alertness in the pursuit of new opportunities. *Journal of Business Venturing* 27(1): 77-94.
5. Lazear, Edward P. 2005. Entrepreneurship. *Journal of Labor Economics* 23(4): 649-680.

Group Discussion

6. Vereshchagina, Galina and Hugo Hopenhayn. 2009. Risk taking by entrepreneurs. *American Economic Review* 99(5): 1808–1830.

Session 6 Corporate Entrepreneurship

Student Presentations

1. Ahuja, Gautam, and Curba Morris Lampert. 2001. Entrepreneurship in the large corporation: A longitudinal study of how established firms create breakthrough inventions. *Strategic Management Journal* 22(6-7): 521-543.
2. Baker, Ted and Reed E. Nelson. 2005. Creating something from nothing: Resource construction through entrepreneurial bricolage. *Administrative Science Quarterly* 50: 329-366.
3. Nerkar, Atul and Srikanth Paruchuri. 2005. Evolution of R&D capabilities: The role of knowledge networks within a firm. *Management Science* 51(5):771-785.
4. Dushnitsky, Gary and Michael J. Lennox. 2006. When do firms undertake R&D by investing in new ventures. *Strategic Management Journal* 26(10): 947-965.
5. Rauch, Andreas, Johan Wiklund, G. T. Lumpkin, and Michael Frese. 2009. Entrepreneurial orientation and business performance: An assessment of past research and suggestions for the future. *Entrepreneurship Theory and Practice* 33(3): 761-787.

Group Discussion

6. Anton, James J. and Dennis A. Yao. 1994. Expropriation and inventions: Appropriable rents in the absence of property rights. *American Economic Review* 84(1): 190-209.

Session 7
Social Issues and Entrepreneurship

Student Presentations

1. Short, Jeremy C., Todd W. Moss and G. T. Lumpkin. 2009. Research in social entrepreneurship: Past contributions and future opportunities, *Strategic Entrepreneurship Journal* 3(2): 161–194.
2. Iyer, Rajkamal and Antoinette Schoar. 2010. Are there cultural determinants of entrepreneurship? in Josh Lerner and Antoinette Schoar (Eds.), **International Differences in Entrepreneurship** (pp. 209-240): University of Chicago Press.
3. Thébaud, Sarah. 2015. Business as Plan B: Institutional foundations of gender inequality in entrepreneurship across 24 industrialized countries. *Administrative Science Quarterly* 60(4): 671-711.

Group Discussion

4. Klapper, Leora, Raphael Amit, and Mauro F. Guillén. 2010. Entrepreneurship and firm formation across countries in Josh Lerner and Antoinette Schoar (Eds.), **International Differences in Entrepreneurship** (pp. 129-158): University of Chicago Press.