



ENTP7300.001: Foundations of Entrepreneurship
 SPRING 2023 / Class time: W 10:00-12:45
 Location: JSOM 13.510

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 Office hours: W 14:00-15:30 or by appointment

COURSE OVERVIEW

This course is a doctoral seminar designed to provide an introduction of research topics on entrepreneurship. Entrepreneurship is inherently a inter-disciplinary subject, and you should expected to see influences from economics, organizational behavior, psychology, sociology, and strategic management.

- Understand theoretical underpinnings from disciplinary fields that provide foundation to entrepreneurship research.
- Expose a series of current research topics applying foundational works to entrepreneurship

COURSE REQUIREMENT

The essence of this seminar will be the quality of interaction during the class time. Final grading will be based on the following components:

Contribution to class discussion	30%
Research idea pages (2)	20%
<u>Research proposal</u>	<u>50%</u>
TOTAL	100%

Each week, a designated student will begin the session by providing an overview of that week’s readings (without getting into details of a particular paper). Other designated students will be responsible for leading the discussion for individual papers.

At the end of the course, students will be required to submit a research proposal (~20 pages double spaced). The proposal should resemble the front section of an empirical paper and should be composed of an introduction, theory and hypotheses, and an empirical study proposal. Its goal is to give students a practice in writing a dissertation proposal. It is useful to start thinking about and talking to me about this early.

In addition, students are required to submit two research idea pages (one page single spaced) throughout the course. Students may use one of these ideas for the final research proposal. The purpose of this assignment is to encourage students to think about potential research

extensions based on readings throughout the semester. Therefore, I encourage students to submit the idea pages in the first twelve weeks of the course, rather than at the end of the semester.

GUIDE TO ASSESSING PERSPECTIVE

1. Describe the central research problem or question
 - a. State the central theory or framework that is proposed
 - b. Define key concepts (constructs and variables)
 - c. Assess how these concepts are related or compared in the framework or theory
2. Summarize empirical evidence for and against the theory/perspective
 - a. State key assumptions, propositions, and conclusions
 - b. Outline the research design and methods for data collection and analysis
 - c. Summarize major conclusions drawn from the research
 - d. How would the theory/framework be falsified?
3. Constructively assess the perspective
 - a. Identify strengths and weaknesses of its logical structure and research methods
 - b. Provide ideas on how to correct these weaknesses
 - c. Suggest ways to relate this perspective to others that we have discussed in the course

COMET CREED

“As a Comet, I pledge honesty, integrity, and service in all that I do.”

UT DALLAS SYLLABUS POLICIES AND PROCEDURE

The information contained in the following link constitutes the University’s policies and procedures segment of the course syllabus.

Please go to <http://go.utdallas.edu/syllabus-policies> for these policies.

PRE-COURSE READINGS

These are foundational works in Organizational Theory that students should become familiar before the beginning of the semester.

Scott, W. R. (2004). Reflections on a half-century of organizational sociology. *American Review of Sociology*, 30: 1-21.

Hannan, M. T., and Freeman, J. (1977). The population ecology of organizations. *American Journal of Sociology*, 929-964.

DiMaggio, P. J. and Powell, W. W. (1983). The iron cage revisited: Institutional isomorphism and collective rationality in organizational fields. *American Sociological Review*, 48(2): 147-160.

Grannovetter, M. (1985). Economic action and social structure: The problem of embeddedness. *American Journal of Sociology*, 91(3): 481-510.

These are supplementary readings on how to conduct good research and write good papers:

Colquitt, J. A., & George, G. (2011). From the editors publishing in AMJ – Part I: Topic choice. *Academy of Management Journal*, 54(3): 432-435.

Bono, J. E., & McNamara, G. (2011). From the editors publishing in AMJ – Part 2: Research design. *Academy of Management Journal*, 54(4): 657-660.

Grant, A. M., & Pollock, T. G.. (2011). From the editors publishing in AMJ – Part 3: Setting the hook. *Academy of Management Journal*, 54(5): 873-879.

Sparrow, R. T., & Mayer, K. J. (2011). From the editors publishing in AMJ – Part 4: Grounding hypotheses. *Academy of Management Journal*, 54(5): 1098-1102.

Zhang, Y., & Shaw, J. D. (2012). From the editors publishing in AMJ – Part 5: Crafting the methods and results. *Academy of Management Journal*, 55(1): 8-11.

Geletkanycz, M., & Tepper, B. J. (2012). From the editors publishing in AMJ – Part 6: Discussing the implications. *Academy of Management Journal*, 55(2): 256-260.

COURSE READINGS

Session 01 (01/22): Introduction to entrepreneurship

Discussion leader: H. Dennis Park

Schumpeter, J. (1934). *The Theory of Economic Development*: 65-74, 128-156. Oxford: Oxford University Press.

Drucker, P. (1985). *Innovation and Entrepreneurship*: 30-38. New York: Harper and Row.

Shane, S., & Venkataraman, S. (2000). The promise of entrepreneurship as a field of research. *Academy of Management Review*, 25(1): 217-226.

Sorenson, O. & Stuart, T. E. (2008). Entrepreneurship: A field of dreams? *Academy of Management Annals*, 2: 517-543.

Botelho, T. L., Gulati, R., & Sorenson, O. (2024). The sociology of entrepreneurship revisited. *Annual Review of Sociology*, 50: 1-26.

Session 02 (01/29): Economics perspective

Discussion Leader: _____

Rumelt, R. P. (1987). Theory, strategy, and entrepreneurship. In D. Teece (Ed.) *The competitive challenge*, Cambridge, MA. pp. 137-158.

Kirzner, I. M. (1997). Entrepreneurial discovery and the competitive market process: An Austrian approach. *Journal of Economic Literature*, 35(1): 60-85.

Kerr, W., Nanda, R., & Rhodes-Kropf, M., (2014), Entrepreneurship as experimentation, *Journal of Economic Perspectives*, 28(3): 25-48.

Elfenbein, D. W., Hamilton, B. H., & Zenger, T. R. (2010). The small firm effect and entrepreneurial spawning of scientists and engineers. *Management Science*, 56(4): 659-681.

Levine, R., & Rubinstein, Y. (2017). Smart and illicit: who becomes an entrepreneur and do they earn more?. *Quarterly Journal of Economics*, 132(2), 963-1018.

Session 03 (02/05): Sociology perspective

Discussion Leader: _____

Review: Scott (2004), Hannan & Freeman (1977), Mayer & Rowan (1977), DiMaggio & Powell (1982), and Grannovetter (1985)

Ruef, M. (2000). The emergence of organizational forms: A community ecology approach, *American Journal of Sociology*, 106(3): 658-714.

Ruef, M., Aldrich, H. E., & Carter, N. M. (2003). The structure of founding teams: Homophily, strong ties, and isolation among US entrepreneurs. *American Sociological Review*, 68(2): 195-222.

Sorenson, O., & Waguespack, D. M. (2006). Social structure and exchange: Self-confirming dynamics in Hollywood. *Administrative Science Quarterly*, 51(4), 560-589.

King, B. G., & Pearce, N. A. (2010). The contentiousness of markets: Politics, social movements, and institutional change in markets. *Annual Review of Sociology*, 36(2): 249-267.

Sine, W. D., Cordero, A., & S. Coles, R. (2023). Entrepreneurship through a unified sociological neoinstitutional lens. *Organization Science*, In press.

Session 04 (02/12): Psychology perspective

Gartner, W. B. (1988). "Who is an entrepreneur?" is the wrong question. *Entrepreneurship Theory and Practice*, 12(4): 11-31.

Baron, R. A., & Ensley, M. D. (2006). Opportunity recognition as the detection of meaningful patterns: Evidence from comparisons of novice and experienced entrepreneurs. *Management Science*, 52(9): 1331-1344.

Cardon, M. S., Wincent, J., Singh, J., & Drnovsek, M. (2009). The nature and experience of entrepreneurial passion. *Academy of Management Review*, 34(3): 511-532.

Shepherd, D., & Haynie, J. M. (2009). Birds of a feather don't always flock together: Identity management in entrepreneurship. *Journal of Business Venturing*, 24(4), 316-337.

Obschonka, M., Pavez, I., Kautonen, T., Kibler, E., Salmela-Aro, K., & Wincent, J. (2023). Job burnout and work engagement in entrepreneurs: How the psychological utility of entrepreneurship drives healthy engagement. *Journal of Business Venturing*, 38(2), 106272.

Session 05 (02/19): Entrepreneurial opportunities

Discussion Leader: _____

LeRoy, S. F., & Singell Jr, L. D. (1987). Knight on risk and uncertainty. *Journal of Political Economy*, 95(2): 394-406.

Alvarez, S., & Barney, J. (2007). Discovery and creation: Alternative theories of entrepreneurial action. *Strategic Entrepreneurship Journal*, 1(1): 1 1-26.

Sarasvathy, S. D. (2001). Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency. *Academy of Management Review*, 26(2): 243-263.

Baker, T., & Nelson, R. E. (2005). Creating something from nothing: Resource construction through entrepreneurial bricolage. *Administrative Science Quarterly*, 50(3): 329-366.

Nicolaou, N., Shane, S., Cherkas, L., Hunkin, J., Spector, T. D. (2008). Is the tendency to engage in entrepreneurship genetic? *Management Science*, 54(1): 167-179.

Guzman, J., Oh, J. J., & Sen, A. (2020). What motivates innovative entrepreneurs? Evidence from a global field experiment. *Management Science*, 66(10): 4808-4819.

Session 06 (02/26): Founder and early joiner effect

Discussion Leader: _____

Wasserman, N. (2003). Founder-CEO succession and the paradox of entrepreneurial success. Nelson, T. (2003). The persistence of founder influence: Management, ownership, and performance effects at initial public offering. *Strategic Management Journal*, 24(8): 707-724.

Astebro, T. Chen, J., & Thompson, P. (2011). Stars and misfits: Self-employment and labor market frictions, *Management Science*, 57(11): 1999-2017.

Roach, M., & Sauermann, H. (2015). Founder or joiner? The role of preferences and context in shaping different entrepreneurial interests. *Management Science*, 61(9), 2160-2184.

Choi, J., Goldschlag, N., Haltiwanger, J., & Kim, J. D. (2023). Early joiners and startup performance. *Review of Economics and Statistics*, 1-46.

Ewens, M., Nanda, R., & Stanton, C. T. (2024). Founder-CEO compensation and selection into venture capital-backed entrepreneurship. *Journal of Finance*, 79(5): 3361-3405.

Session 07 (03/05): Entrepreneurial finance

Discussion Leader: _____

Hall, B. H. (2005). The financing of innovation. *The Handbook of Technology and Innovation Management*, 409-430.

Hsu, D. H. (2004). What do entrepreneurs pay for venture capital affiliation? *Journal of Finance*, 59(4): 1805-1844.

Seru, A. (2014). Firm boundaries matter: Evidence from conglomerates and R&D activity. *Journal of Financial Economics*, 111(2): 381-405.

Aggarwal, V. A., & Hsu, D. H. (2014). Entrepreneurial exit and innovation. *Management Science*, 60(4): 867-887.

Ewens, M., Nanda, R., & Rhodes-Kropf, M. (2018). Cost of experimentation and the evolution of venture capital. *Journal of Financial Economics*, 128(3): 422-442.

Session 08 (03/12): Institutional entrepreneurship

Discussion Leader: _____

Zott, C., & Huy, Q. N. (2007). How entrepreneurs use symbolic management to acquire resources. *Administrative Science Quarterly*, 52(1), 70-105.

Hiatt, S. R., Sine, W. D., & Tolbert, P. S. (2009). From Pabst to Pepsi: The deinstitutionalization of social practices and the creation of entrepreneurial opportunities. *Administrative Science Quarterly*, 54(4): 635-667.

Sine, W. D., & Lee, B. H. (2009). Tilting at windmills? The environmental movement and the emergence of the US wind energy sector. *Administrative Science Quarterly*, 54(1): 123-155.

Santos, F. M., & Eisenhardt, K. M. (2009). Constructing markets and shaping boundaries: Entrepreneurial power in nascent fields. *Academy of Management Journal*, 52(4): 643-671.

Navis, C., & Glynn, M. A. (2010). How new market categories emerge: Temporal dynamics of legitimacy, identity, and entrepreneurship in satellite radio, 1990–2005. *Administrative Science Quarterly*, 55(3): 439-471.

Session 09 (03/26): New venture growth and scaling up strategies

Discussion Leader: _____

Baum, J. R., Locke, E. A., & Smith, K. G. (2001). A multidimensional model of venture growth. *Academy of Management Journal*, 44(2): 292-303.

Delmar, F., Davidsson, P., & Gartner, W. B. (2003). Arriving at the high-growth firm. *Journal of Business Venturing*, 18(2): 189-216.

Cassar, G. (2006). Entrepreneur opportunity costs and intended venture growth. *Journal of Business Venturing*, 21(5): 610-632.

Gilbert, B. A., McDougall, P. P., & Audretsch, D. B. (2006). New venture growth: A review and extension. *Journal of Management*, 32(6): 926-950.

Khaire, M. (2010). Young and no money? Never mind: The material impact of social resources on new venture growth. *Organization Science*, 21(1): 168-185.

Session 10 (04/02): Advisors, incubators, accelerators, and university-based entrepreneurship

Discussion Leader: _____

Shane, S., & Stuart, T. (2002). Organizational endowments and the performance of university start-ups. *Management Science*, 48(1), 154-170.

Gonzalez-Uribe, J., & Leatherbee, M. (2018). The effects of business accelerators on venture performance: Evidence from start-up Chile. *Review of Financial Studies*, 31(4): 1566-1603.

Grimes, M. G. (2018). The pivot: How founders respond to feedback through idea and identity work. *Academy of Management Journal*, 61(5): 1692-1717.

Cohen, S. L., Bingham, C. B., & Hallen, B. L. (2019). The role of accelerator designs in mitigating bounded rationality in new ventures. *Administrative Science Quarterly*, 64(4): 810-854.

Yu, S. (2020). How do accelerators impact the performance of high-technology ventures?. *Management Science*, 66(2): 530-552.

Session 11 (04/09): Employee entrepreneurship

Discussion Leader: _____

Shane, S. (2000). Prior knowledge and the discovery of entrepreneurial opportunities. *Organization Science*, 11(4): 448-469.

Sørensen, J. B., & Sharkey, A. J. (2014). Entrepreneurship as a mobility process. *American Sociological Review*, 79(2), 328-349.

Burtch, G., Carnahan, S., & Greenwood, B. N. (2018). Can you gig it? An empirical examination of the gig economy and entrepreneurial activity. *Management Science*, 64(12): 5497-5520.

Starr, E., Balasubramanian, N., & Sakakibara, M. (2018). Screening spinouts? How noncompete enforceability affects the creation, growth, and survival of new firms. *Management Science*, 64(2): 552-572.

Kim, J. D. (2022). Startup acquisitions, relocation, and employee entrepreneurship. *Strategic Management Journal*, 43(11), 2189-2216.

Session 12 (04/16): Coopetition between established firms and new ventures / CVC

Discussion Leader: _____

Gans, J. S., & Stern, S. (2003). The product market and the market for “ideas”: commercialization strategies for technology entrepreneurs. *Research Policy*, 32(2): 333-350.

Katila, R., Rosenberger, J. D., & Eisenhardt, K. M. (2008). Swimming with sharks: Technology ventures, defense mechanisms and corporate relationships. *Administrative Science Quarterly*, 53(2): 295-332.

Dushnitsky, G., & Shaver, J. M. (2009). Limitations to interorganizational knowledge acquisition: the paradox of corporate venture capital. *Strategic Management Journal*, 30(10): 1045-1064.

Park, H. D., & Steensma, H. K. (2012). When does corporate venture capital add value for new ventures? *Strategic Management Journal*, 33(1): 1-22.

Cunningham, C., Ederer, F., & Ma, S. (2021). Killer acquisitions. *Journal of Political Economy*, 129(3): 649-702.

Skim through Park and Steensma (2012) review process workshop pdf file

Session 13 (04/23): Student presentations

Due: Suggestions for Session 15 readings.

Session 14 (04/30): Entrepreneurial exit and serial entrepreneurship

Discussion Leader: _____

Graebner, M. E., & Eisenhardt, K. M. (2004). The seller's side of the story: Acquisition as courtship and governance as syndicate in entrepreneurial firms. *Administrative Science Quarterly*, 49(3): 366-403.

Eggers, J. P., & Song, L. (2015). Dealing with failure: Serial entrepreneurs and the costs of changing industries between ventures. *Academy of Management Journal*, 58(6): 1785-1803.

Rocha, V., Cameiro, A., & Varum, C. A. (2015). Serial entrepreneurship, learning by doing and self-selection. *International Journal of Industrial Organization*, 40, 91-106.

Chen, J. S., Croson, D. C., Elfenbein, D. W., & Posen, H. E. (2018). The impact of learning and overconfidence on entrepreneurial entry and exit. *Organization Science*, 29(6): 989-1009.

Mahieu, L., Melillo, F., & Thompson, P. (2022). The long-term consequences of entrepreneurship earnings trajectories of former entrepreneurs. *Strategic Management Journal*, 43(2): 213-236.

Session 15 (05/07): Student-chosen articles