

Frontiers of Entrepreneurship Research

Introduction

Entrepreneurship has become an important part of the curriculum of top business schools and universities worldwide. MBA students' demand for entrepreneurship courses remains strong, because it enriches their portfolio of job opportunities, and MBA Deans see entrepreneurship as an integrative topic, which fosters the general management abilities of their students. Although the supply of well-trained entrepreneurship scholars has been increasing, the number of available positions for these academics has outgrown the supply. In other words, there is a clear market opportunity for Ph.D. students who specialize in this young and exciting field of research. And for those who would like to stay focused on their core domains (e.g., finance, accounting, marketing, strategy, organizational behavior, technology management, operations, etc.), entrepreneurship as a phenomenon offers fascinating research opportunities. The purpose of this course is to explore these opportunities.

Content & Objectives

This course is designed to expose you to cutting-edge theoretical and empirical developments, and to appropriate methodological perspectives on entrepreneurship research. For a solid understanding of the phenomenon, the course will give you a brief introduction to the entrepreneurship field, its foundations and intellectual heritage. We will then focus on the main questions that define the field today and critically examine how researchers are approaching these questions.

Besides addressing the classic as well as currently "hot" topics for entrepreneurship research, we will also focus on questions about appropriate research designs and methodologies. Thus, in addition to addressing the content of the received literature, we will discuss the process of crafting high-quality research papers and getting them published in top tier journals. Moreover, as we read the literature, we will continually seek to identify promising research areas and questions that may be of interest to you in the context of your own dissertation research. As a result, you will benefit from the course regardless of whether your research interests lie in entrepreneurship or elsewhere.

Learning Outcomes

- Know the state-of-the art of entrepreneurship research
- Develop your research agenda: link and enrich it with entrepreneurship topics
- Critically examine published research, and articulate its strengths as well as weaknesses
- Build connections between a small set of research articles, and discover patterns
- Formulate a compelling research question
- Match a research question with an appropriate methodology to explore it

- Craft a research proposal (question, motivation, literature review, hypotheses, method)
- Navigate the review and publication process
- Effectively present your research to others in an academic setting
- Lead an academic discussion

Competencies

The course actively fosters a number of key skills that are important for your development as a management scholar. Among them are the following:

- Ability to understand state-of-the art research published in top journals
- Ability to conduct critical analysis, evaluation, and synthesis of new and complex ideas
- Ability to give a research presentation and to lead an academic discussion
- Ability to formulate an interesting research question and to craft a research design in order to answer that question, including the choice of an appropriate methodology
- Ability to understand and manage the socially complex process of conducting and publishing research.

Methodology

In this course, we will share the responsibility for discussing the readings and raising issues. You are expected to come fully prepared to class to discuss and analyze the readings that are assigned. Each week we will focus on about three readings from the suggested readings list. These readings will be determined jointly by the discussion leader and the instructor (see below on the role definition of the discussion leader). You should read at least one additional paper from the readings list (the one that interests you the most) to compare and contrast the insights from that paper with the ones covered in class. This will enrich the quality of class discussion and analysis, and give you a broader understanding of the field.

“Analyzing” a paper involves identifying and laying out:

- Research question(s)
- Central arguments and hypotheses
- 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.

For one session, you will serve as the discussion leader. As discussion leader, you will also be given the opportunity to lead part of the class meeting. In preparation of this, you will meet with me prior to the class to plan the session. You will then, based on your readings and analyses, open the class session by making a presentation on one of the assigned papers that explains your insights. Not only will the seminar participants learn from you, but you will also benefit from getting in-depth feedback on your presentation content as well as style. In other words, you will practice and learn the art of making effective presentations in an academic setting. You will then seed the debate by asking stimulating questions, and you will

moderate the ensuing discussion jointly with me. This process helps you develop your skills as discussant and session chair, which other useful skills for your future career as an academic. In addition, and perhaps most importantly, it will help you develop your critical thinking.

In this role, you are expected to critically review and analyze several articles (typically about three) that you will jointly select with the course instructor from the reading list. You should strive to identify new insights in the research that is being reviewed, and develop your own point of view on each article. Moreover, you should reflect on the following questions that consider the readings collectively: What are the common themes within the articles, contradictions among the articles, and insights? What are the most important conclusions from the readings viewed collectively? What might be appropriate follow-on research questions for a study based on a research gap that is suggested? (This entails your developing an understanding of the assigned articles, their relationship to one another, and their collective synthesis.)

As discussion leader, you will also prepare a short memo (max. 3 pages) on the selected papers which includes for each paper a statement of the main research question(s), the central arguments, the methodology, the data set (if any), a summary of findings, a commentary with your thoughts on the readings (taken individually as well as collectively), and proposed discussion questions. This memo will be shared with the other course participants.

As a general recommendation for each session participant, please ensure that you have a point of view on the key insights of the assigned readings as well as their strengths and weaknesses. Also bring your thoughts on questions and interesting issues to discuss during class, and make connections with ideas that you have come across in other courses or readings.

Evaluation

Your course grade will be determined as follows:

Your participation in class discussions	60%
Your effectiveness as a discussion leader (incl. memo)	20%
Your final paper + presentation	20%

The paper must not exceed 20 double-spaced pages, including everything, and should be largely text-based. It is due on Monday **March 19, 2018**. You will be given the opportunity to present it and receive feedback on your ideas during our last class sessions.

The final paper should draw on the theoretical and empirical issues addressed in this course. It should present a carefully thought through research design that could be a “first draft” for a publishable article in a refereed management journal. The paper should be based on a review and synthesis of the research literature on some entrepreneurship-related topic that is of particular interest to you. It can be related to a project that you are currently undertaking,, but it should represent a distinct addition to that project. The paper could be structured as follows:

- Introduction, which lays out the motivation and research question

- Theory section with testable hypotheses, anchored in your review of the literature
- If applicable, a method section that explains the empirical methodology
- A tentative, short discussion of the potential implications and contributions of your research

You will get an excellent grade for the course in return for diligent preparation, inspired class participation, and outstanding writing.

Outline Overview

Session Number	Date	Topical & Methodological Foci
1	Tuesday, January 16, 2018	<u>Topical focus:</u> What is entrepreneurship? Who is (not) an entrepreneur? What is the role of the entrepreneur? What questions define the field?
2	Tuesday, January 23, 2018	<u>Topical focus:</u> What are the sources of entrepreneurship? Are opportunities discovered or created? <i>Method focus: Deductive theorizing</i>
3	Tuesday, January 30, 2018	<u>Topical focus:</u> What are the key resources for entrepreneurs, and how do entrepreneurs acquire or build them? <i>Method focus: Inductive theory development</i>
4	Tuesday, February 6, 2018	<u>Topical focus:</u> What is venture capital, and how does it work? <i>Method focus: Analytical modeling</i>
5	Friday, February 9, 2018	Individual Coaching
6	Tuesday, February 20, 2018	<u>Topical focus:</u> What are the dynamics of the entrepreneurship process? <i>Method focus: Simulation</i>
7	Tuesday, February 27, 2018	<u>Topical focus:</u> What is a business model, and why is it important? What is the role of design in entrepreneurship? <i>Method focus: Review process</i>
8	Monday, March 5, 2018	<u>Topical focus:</u> How do markets and fields get created? What do institutional entrepreneurs do?
9	Friday, March 23 2018	Presentations & discussion of final papers
10	Friday, March 23, 2018	Presentations & discussions of final papers

Detailed Course Outline & Bibliography

- I will work with the discussion leader throughout the week of the relevant class session to prepare the class. We will point you to the specific papers (typically not more than **three**) on which our discussion will center in the class. I have made a tentative suggestion for the first session (see below: readings marked with *).
- If you would like to suggest additional articles for consideration, please feel free to let me know.

Session 1: What is entrepreneurship? Who is (not) an entrepreneur? What is the role of the entrepreneur? What questions define the field?

Entrepreneurship “Classics” -- And Recent Extensions

1. Casson, M. 1982. *The Entrepreneur: An Economic Theory*, 19-33, 215-232. Totowa, NJ: Barnes and Noble Books.
2. Drucker, P. 1985. *Innovation and Entrepreneurship*: 19-32. New York: Harper and Row.
3. Kirzner, I. 1997. Entrepreneurial discovery and the competitive market process: An Austrian approach. *Journal of Economic Literature*, 35: 60-85.
4. Knight, F. 1921. *Risk, Uncertainty and Profits*: Part III, Chapter 9. Boston: Houghton Mifflin.
5. Nicolaou, N., Shane, S., Cherkas, L., Hunkin, J., Spector, T. D. 2008. Is the tendency to engage in entrepreneurship genetic? *Management Science*, 54: 167-179.
6. * Schumpeter, J. 1934. *The Theory of Economic Development*. 65-74, 128-156. Oxford: Oxford University Press.
7. Schumpeter, J. 1942. *Capitalism, Socialism and Democracy*: Chapters VI – VIII. New York: Harper and Brothers.

Review Articles

8. * Shane, S. & Venkataraman, S. 2000. The promise of entrepreneurship as a field of research. *Academy of Management Review*, 25: 217-226.
9. * Shane, S. 2012. Reflections on the 2010 AMR Decade Award: Delivering on the promise of entrepreneurship as a field of research. *Academy of Management Review*, 37: 10-20.

10. * Sorenson, O., Stuart, T. 2008. Entrepreneurship: A field of dreams? *Academy of Management Annals*, 2: 517-543 (pls. read pp.517-526)
11. Venkataraman, S., Sarasvathy, S., Dew, N., Forster, W. R. 2012. Reflections on the 2010 AMR Decade Award: Whither the promise? Moving forward with entrepreneurship as a science of the artificial. *Academy of Management Review*, 37: 21-33.
12. Zahra, S.A. & Wright M. 2011. Entrepreneurship's Next Act. *Academy of Management Perspectives*. 25: 67-83.

Research Pioneers

13. Agarwal, R., & Braguinsky, S. 2015. Industry evolution and entrepreneurship: Steven Klepper's contributions to industrial organization, strategy, technological change, and entrepreneurship. *Strategic Entrepreneurship Journal*, 9: 380-397.
14. Alvarez, S, Godley, A & Wright, M. 2014. Marc Casson: The entrepreneur at 30 continued relevance? *Strategic Entrepreneurship Journal*, 8: 185-194.
15. Folta, T. 2014. A model scholar and preeminent contributor to our understanding of strategic entrepreneurship: Arnold C. Cooper. *Strategic Entrepreneurship Journal*, 8: 349-360.
16. McGrath, R.G. 2015. The academic entrepreneur: A biographical sketch of Ian C. MacMillan's contribution to establishing the field of entrepreneurship. *Strategic Entrepreneurship Journal*, 9: 188-204.
17. Minniti, M. 2016. The foundational contribution to entrepreneurship research of William J. Baumol. *Strategic Entrepreneurship Journal*, 10: 214-228.
18. Zahra, S.A. 2016. Portrait of a research pioneer: Andrew van der Ven. *Strategic Entrepreneurship Journal*, 10: 413-429.

Session 2: What are the sources of entrepreneurship? Are opportunities discovered or created?

Topical papers:

1. Alvarez, S. A., & Barney, J. 2007. Discovery and creation: Alternative theories of entrepreneurial action. *Strategic Entrepreneurship Journal*, 1: 11-26.
2. Arend, R., Hessamoddin S., & Burkemper, A. 2015. Effectuation as ineffectual? Applying the 3E theory-assessment framework to a proposed

- new theory of entrepreneurship. *Academy of Management Review*, 40: 630-651.
3. Baron, R. A. 2007. Behavioral and cognitive factors in entrepreneurship: Entrepreneurs as the active element in new venture creation. *Strategic Entrepreneurship Journal*, 1: 167-182.
 4. Fauchart, E., & Gruber, M. 2011. Darwinians, communitarians, and missionaries: The role of founder identity in entrepreneurship. *Academy of Management Journal*, 54(5): 935-957.
 5. Felin, T., Kauffman, S., Koppl, R. & Longo G. 2014. Economic opportunity and evolution: Beyond landscapes and bounded rationality. *Strategic Entrepreneurship Journal*, 8: 269-282.
 6. Fisher, G., Kotha, S., Lahiri, A. 2016. Changing with the times: An integrated view of identity, legitimacy, and new venture life cycles. *Academy of Management Review*, 41: 383-409.
 7. Grégoire, D. A., & Shepherd, D. A. 2012. Technology-market combinations and the identification of entrepreneurial opportunities: An investigation of the opportunity-individual nexus. *Academy of Management Journal*, 55: 753-785.
 8. McMullen, J. S., & Sheperd, D. A. 2006. Entrepreneurial action and the role of uncertainty in the theory of the entrepreneur. *Academy of Management Review*, 31: 132-152.
 9. Ramoglou, S., & Tsang, E.W.K. 2016. A realist perspective of entrepreneurship: Opportunities as propensities. *Academy of Management Review*, 41: 410-434.
 10. Sarasvathy, S. 2001. Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency. *Academy of Management Review*, 26: 243-263.
 11. Short, J. C., Ketchen, D. J., Shook, C. L., & Ireland, R. D. 2010. The concept of "opportunity" in entrepreneurship research: Past accomplishments and future challenges. *Journal of Management*, 36: 40-65

Method papers :

12. Corley, K. G. & Gioia, D. A. 2011. Building theory about theory building: What constitutes a theoretical contribution? *Academy of Management Review*, 36: 12-32.
13. Suddaby, R. 2014. Editor's Comments: Why theory? *Academy of Management Review*, 39: 407-411.

14. Sutton, R. I., & Staw, B. M. 1995. What theory is not. *Administrative Science Quarterly*, 40: 371-384.
15. Weick, K. 1995. What theory is not, theorizing is. *Administrative Science Quarterly*, 40: 385-390.

Session 3: What are the key resources for entrepreneurs, and how do entrepreneurs acquire or build them?

Topical papers:

1. Baker, T., & Nelson, R. E. 2006. Creating something from nothing: Resource construction through entrepreneurial bricolage. *Administrative Science Quarterly*, 50: 329-366.
2. Gimeno, J., Folta, T.B., Cooper, A.C., & Woo, C.Y. 1997. Survival of the fittest? Entrepreneurial human capital and the persistence of underperforming firms. *Administrative Science Quarterly*, 42: 750-783.
3. 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: 366-403.
4. Graebner, M.E. 2009. Caveat Venditor: Trust asymmetries in acquisitions of entrepreneurial firms. *Academy of Management Journal*, 52: 435-472.
5. Hallen, B. L., & Eisenhardt, K. M. 2012. Catalyzing strategies and efficient tie formation: How entrepreneurial firms obtain investment ties. *Academy of Management Journal*, 55: 35-70
6. Hallen, B. L., Katila, R. & Rosenberger, J. 2014. How do social defenses work? A resource-dependence lens on technology ventures, venture capital investors, and corporate relationships. *Academy of Management Journal*, 57: 1078.1101.
7. Huy, Q., Zott, C. 2017. Dynamic managerial capabilities to regulate emotions. *Working Paper*.
8. Ozcan, P., and K. M. Eisenhardt. 2009. Origin of alliance portfolios: Entrepreneurs, network strategies, and firm performance. *Academy of Management Journal*, 52: 256-279.
9. Powell, E. & Baker, T. 2014. It's what you make of it: Founder identity and enacting strategic responses to adversity. *Academy of Management Journal*, 57: 1406 – 1433.
10. Vissa, B. 2012. Agency in action: Entrepreneurs' networking style and initiation of economic exchange. *Organization Science*, 23: 492-510.

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

Method papers:

12. Eisenhardt, K. M. 1989. Building theories from case study research. *Academy of Management Review*, 14: 532-550.
13. Eisenhardt, K. M., & Graebner, M. E. 2007. Theory building from cases: Opportunities and challenges. *Academy of Management Journal*, 50: 25–32.
14. Siggelkow, N. 2007. Persuasion with case studies. *Academy of Management Journal*, 50: 20–24.

Session 4: How are entrepreneurial ventures financed, monitored and governed?

1. Alvarez-Garrido, E., & Dushnitsky, G. 2015. Are entrepreneurial ventures' innovation rates sensitive to investor complementary assets? Comparing biotech ventures backed by corporate and independent VCs. *Strategic Management Journal*, 37: 819-834.
2. Colombo, M.G., & Shafi, K. 2016. Swimming with sharks in Europe: When are they dangerous, and what can new ventures do to defend themselves? *Strategic Management Journal*, 37: 2307-2322.
3. Garg, S. 2013. Venture boards: Distinctive monitoring and implications for firm performance. *Academy of Management Review*, 38: 90-108.
4. Guehler, I. 2007. Throwing good money after bad? Political and institutional influences on sequential decision making in the venture capital industry. *Administrative Science Quarterly*, 52: 248-285.
5. Hsu, D.J. 2004. What do entrepreneurs pay for venture capital affiliation? *Journal of Finance*, 59: 1805 -1844.
6. Huang, L., & Pearce, J.L. 2015. Managing the unknowable: The effectiveness of early stage investor gut feel in entrepreneurial investment decisions. *Administrative Science Quarterly*, 60: 634-670.
7. Kaplan, S. N., Sensoy, B. A., & Strömberg, P. 2009. Should investors bet on the jockey or the horse? Evidence from the evolution of firms from early business plans to public companies. *Journal of Finance*, 64: 75–115
8. Katila, R., Rosenberger, J.D., & Eisenhardt, K.M. 2008. Swimming with sharks: Technology ventures, defense mechanisms, and corporate relationships. *Administrative Science Quarterly*, 53: 295-332.

9. Li, Y., & Chi, T. 2013. Venture capitalists' decision to withdraw: The role of portfolio configuration from a real options lens. ***Strategic Management Journal***, 34: 1351-1366.
10. Park, H. D., & Steensma, H. K. 2012. When does corporate venture capital add value for new ventures? ***Strategic Management Journal***, 33: 1-22.
11. Wasserman, N. 2008. Revisiting the strategy, structure, and performance paradigm: The case of venture capital. ***Organization Science***, 19: 241-259.

Background readings:

12. Amit, R., Brander, J. & Zott, C. 1998. Why do venture capital firms exist? Theory and Canadian evidence. ***Journal of Business Venturing***, 13: 441-466.
13. Wright, M., Lumpkin, T., Zott, C. & Agarwal, R. 2016. The evolving entrepreneurial finance landscape. ***Strategic Entrepreneurship Journal***, 10: 229-234.

Session 5: Individual Coaching

Session 6: What are the dynamics of the (corporate) entrepreneurship process?

Topical papers:

1. Burgelman, R. A., 1983. A process model of internal corporate venturing in diversified major firm. ***Administrative Science Quarterly***, 28: 223-244.
2. Chad, N. & 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: 439-471.
3. Davis, J.P., Eisenhardt, K.M., & Bingham, C.B. 2009. Optimal structure, market dynamism, and the strategy of simple rules. ***Administrative Science Quarterly***, 54: 413-452.
4. Delmar, F. & Shane, S. 2003. Does business planning facilitate the development of new ventures? ***Strategic Management Journal***, 24: 1165-1185.

5. Kacperczyk, A. J. 2012. Opportunity structures in established firms: Entrepreneurship versus intrapreneurship in mutual funds. ***Administrative Science Quarterly***, 57: 484-521
6. Raffiee, J. & Feng, J. 2014. Should I quit my day job? A hybrid path to entrepreneurship. ***Academy of Management Journal***, 57: 939 – 963.
7. Shah, S. K., & Tripsas, M. 2007. The accidental entrepreneur: The emergent and collective process of user entrepreneurship. ***Strategic Entrepreneurship Journal***, 1: 123-140.
8. Sonenshein, S. 2014. How organizations foster the creative use of resources. ***Academy of Management Journal***, 57: 814 – 848.
9. Zott, C. 2003. Dynamic capabilities and the emergence of intra-industry differential firm performance: Insights from a simulation study. ***Strategic Management Journal***, 24: 97-125.

Background readings & method paper:

10. Aldrich, H., & Ruef, M. 2006. ***Organizations Evolving*** (2nd edition). Chapters 2 (pp.16-32) & 5 (pp.92-113). London: Sage.
11. Baron, R.A., & Shane, S.A. 2007. ***Entrepreneurship: A Process Perspective***. South-Western College Publications. Chapter I.
12. Davis, J. P., Eisenhardt, K. M., Bingham, C. B. 2007. Developing theory through simulation methods. ***Academy of Management Review***, 32: 480-499.

Session 7: What is a business model, and why is it important? What is the role of (business model) design in entrepreneurship?

1. Afuah, A. & Tucci, C. 2012. Crowdsourcing as a solution to distant search. ***Academy of Management Review***, 37: 355-375.
2. Albert, D., Kreutzer, M., & Lechner, C. 2015. Resolving the paradox of interdependency and strategic renewal in activity systems. ***Academy of Management Review***, 40: 210-234.

3. Amit, R. & Zott, C. 2001. Value creation in e-business. ***Strategic Management Journal***, 22: 493-520.
4. Casadesus-Masanell, R., & Zhu, F. 2013. Business model innovation and competitive imitation: The case of sponsor-based business models. ***Strategic Management Journal***, 34: 464-482.
5. Chesbrough, H. W., & Rosenbloom, R. S. 2002. The role of the business model in capturing value from innovation: Evidence from Xerox Corporation's technology spinoff companies. ***Industrial and Corporate Change***, 11: 529-555.
6. Gilbert, C.G. 2005. Unbundling the structure of inertia: Resource versus routine rigidity, ***Academy of Management Journal***, 48: 741-763
7. Hargadon, A. B., & Douglas, Y. 2001. When innovations meet institutions: Edison and the design of the electric light. ***Administrative Science Quarterly***, 46: 476-501.
8. Zott, C. & Amit, R. 2008. The fit between product market strategy and business model: Implications for firm performance. ***Strategic Management Journal***, 29: 1-26.
9. Zott, C., & Amit, R. 2010. Business model design: An activity system perspective. ***Long Range Planning, Special Issue on Business Models***, 43: 216-226

Review papers:

11. Demil, B., Lecoq, X., Ricard, J.E., and Zott, C. 2015. Introduction to the SEJ special issue on business models: Business models within the domain of strategic entrepreneurship. ***Strategic Entrepreneurship Journal***, 9: 1-11.
12. Foss, N.J., & Saebi, T. 2016. Fifteen years of research on business model innovation: How far have we come, and where should we go? ***Journal of Management***, forthcoming.
13. Zott, C., Amit, R., & Massa, L. 2011. The business model: Recent developments, and future research. ***Journal of Management***, 37: 1019 - 1042.
14. Zott, C., & Amit, R. 2013. The business model: A theoretically anchored robust construct for strategic analysis. ***Strategic Organization***, 11: 403-411.

Session 8: How do markets and fields get created? What is institutional entrepreneurship? What do institutional entrepreneurs do? How do institutional logics affect entrepreneurship?

1. Almandoz, J. 2012. Arriving at the starting line: The impact of community and financial logics on new banking ventures. *Academy of Management Journal*, 55: 1381-1406.
2. Almandoz, J. 2014. Founding teams as carriers of competing logics: When institutional forces predict banks' risk exposure. *Administrative Science Quarterly*, 59: 442-473.
3. Greenwood, R., Suddaby, R. 2006. Institutional entrepreneurship in mature fields: The big five accounting firms. *Academy of Management Journal*, 49: 27-48
4. Lounsbury, M., & Glynn, M. 2001. Cultural entrepreneurship: Stories, legitimacy, and the acquisitions of resources. *Strategic Management Journal*, 22: 545-564
5. Navis, C. & Glynn, M.A. 2013. How new market categories emerge: Temporal dynamics of legitimacy, identity, and entrepreneurship in satellite radio 1990 – 2005. *Administrative Science Quarterly*, 55: 439 – 471.
6. Pache, A., & Santos, F. 2010. When worlds collide: The internal dynamics of organizational responses to conflicting institutional demands. *Academy of Management Review*, 35: 455-475
7. Pache, A., & Santos, F. 2013. Inside the hybrid organization: Selective coupling as a response to competing institutional logics. *Academy of Management Journal*, 56: 972-1001
8. Santos, F., & Eisenhardt, K. M. 2009. Constructing markets and shaping boundaries: Entrepreneurial power in nascent fields. *Academy of Management Journal*, 52: 643-671
9. Sine, W.D., Lee, B.H. 2009. Tilting at windmills? The environmental movement and the emergence of the U.S. wind energy sector. *Administrative Science Quarterly*, 54: 123-155

Review paper:

10. Hwang, H. and Powell, W. 2005. Institutions and entrepreneurship. *Handbook of Entrepreneurship Research*. Kluwer Publishers, pp. 179-210.
11. Tolbert, P.S., David, R.J. & Sine, W.D. 2011. Studying choice and change: The intersection of institutional theory and entrepreneurship research. *Organization Science*, 22: 1332 -1344.



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Session 9 - 10: Presentations of entrepreneurship research ideas

Professor's Biography



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Diplom-Wirtschaftsingenieur, Karlsruhe Institute of Technology, Germany

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Christoph ('Chris') Zott is Professor in the Department of Entrepreneurship, and Academic Director of the IESE Doctoral Programs. His current research centers on the design of new business models; the acquisition, mobilization and combination of resources through specific entrepreneurial behaviors; value creation in private equity; and entrepreneurial management and capabilities within established firms.

Prof. Zott has published on these topics in the *Administrative Science Quarterly*, *Journal of Business Venturing*, *Journal of Management*, *Organization Science*, *Strategic Entrepreneurship Journal*, *Strategic Organization*, and the *Strategic Management Journal*, as well as in other well respected research outlets and books. He is the Ex-Chair of the Strategic Management (formerly Business Policy and Strategy) Division of the Academy of Management, the world's largest professional organization of management scholars. Professor Zott is also a Co-Editor of the *Strategic Entrepreneurship Journal*, and serves on the Editorial Board of the *Strategic Management Journal*. He has formerly served on the Editorial Boards of *Academy of Management Review*, the *Journal of Business Venturing* and *Management Science*.

Prof. Zott teaches courses on entrepreneurship, entrepreneurial strategy and leadership, business model innovation and private equity at MBA, PhD and Executive Education levels. He consults for growth ventures, as well as larger firms interested in entrepreneurial leadership and strategy. He holds graduate degrees with distinction in Industrial Engineering from Karlsruhe Institute of Technology (Germany) and Institut National Polytechnique de Grenoble (France). He received his Ph.D. in Commerce and Business Administration, also with distinction, from the University of British Columbia (Canada).

Areas of interest

- * Design and Implementation of New Business Models
- * Creation of New Businesses
- * Entrepreneurial Initiatives In Established Firms
- * Entrepreneurial Strategy
- * Acquisition and Mobilization of Value-Creating Resources and Capabilities
- * Venture Capital and Private Equity