

 FLORIDA ATLANTIC UNIVERSITY	COURSE CHANGE REQUEST Graduate Programs		UGPC Approval _____ UFS Approval _____ SCNS Submittal _____ Confirmed _____ Banner _____ Catalog _____
	Department Management Programs College Business		
Current Course Prefix and Number ENT 7168		Current Course Title The Entrepreneurship Field	
Syllabus must be attached for ANY changes to current course details. See Template . Please consult and list departments that may be affected by the changes; attach documentation.			
Change title to: Theory of Entrepreneurship Change prefix From: To: Change course number From: To: Change credits* From: To: Change grading From: To: Academic Service Learning (ASL) ** Add <input type="checkbox"/> Remove <input type="checkbox"/>		Change description to: Introduction to historical and contemporary economic and management theories of entrepreneurship. Change prerequisites/minimum grades to: Change corequisites to: Change registration controls to: Please list existing and new pre/corequisites, specify AND or OR and include minimum passing grade.	
Effective Term/Year for Changes: Fall 2025		Terminate course? Effective Term/Year for Termination:	
Faculty Contact/Email/Phone Gary Castrogiovanni / castrogi@fau.edu / 561-297-2523			
Approved by Department Chair <u>Ethlyn Williams</u> College Curriculum Chair <u>Robert Pinsker</u> College Dean <u>Marc Rhorer</u> UGPC Chair <u>[Signature]</u> UGC Chair <u>[Signature]</u> Graduate College Dean <u>Robert Williams</u> UFS President _____ Provost _____			Date <u>11/11/2024</u> <u>12/02/2024</u> <u>12/02/2024</u> <u>02/05/2025</u> <u>02/05/2025</u> <u>02/05/2025</u> _____ _____

Email this form and syllabus to UGPC@fau.edu 10 days before the UGPC meeting.

ENT 7168 Catalog Change

ENT 7168 evolved since it was created and was recently updated to improve the fit with recent changes in the field and within our doctoral concentration. The proposed changes to the course name and description better reflect the current course content.

Current Catalog Listing

The Entrepreneurship Field (ENT 7168) 3 credits

Prerequisite: For doctoral students only

Students are exposed to theoretical perspectives on entrepreneurship, with a focus on the main questions that define the field and the contributions of other disciplines to the study of entrepreneurship.

Proposed Change

~~The Entrepreneurship Field~~ **Theory of Entrepreneurship (ENT 7168) 3 credits**

Prerequisite: For doctoral students only

~~Students are exposed to theoretical perspectives on entrepreneurship, with a focus on the main questions that define the field and the contributions of other disciplines to the study of entrepreneurship.~~

Introduction to historical and contemporary economic and management theories of entrepreneurship.

New Catalog Listing

Theory of Entrepreneurship (ENT 7168) 3 credits

Prerequisite: For doctoral students only

Introduction to historical and contemporary economic and management theories of entrepreneurship.



ENT 7168 Theory of Entrepreneurship

3 credits
Fall 2023

Instructor: Mark Packard, Ph.D.
Office: DS101F
Office hours: by appointment
Email: packardm@fau.edu

COURSE OVERVIEW

Introduction to historical and contemporary economic and management theories of entrepreneurship.

Prerequisites: Must be in graduate standing.

Course Description

While entrepreneurship is central to any economic system—Mises (1949, p. 249) called the entrepreneur the “driving force of the market”—the systematic study of entrepreneurship is a more recent phenomenon. Despite classic contributions by Joseph Schumpeter (1911), Frank Knight (1921), Israel Kirzner (1973), and other leading social scientists, entrepreneurship emerged as a specialized research field only in the 1970s and 1980s. Today, ideas about entrepreneurs and entrepreneurship underlie research and teaching about firm boundaries and organization, new-venture creation, individual and group creativity, private equity, occupational choice, innovation and economic growth, public policy, and many other topics. And yet, there is little consensus among entrepreneurship scholars about how entrepreneurship should be defined, what are its antecedents and effects, how it is organized in firms and markets, and how institutions and policies enable and constrain entrepreneurial behavior.

This course offers a systematic overview of the research literature on entrepreneurship and its applications. Like the field of entrepreneurship, the course takes an interdisciplinary approach, building on economics, management, sociology, psychology, history, and other academic disciplines. We will cover both the classic contributions from economics and sociology and more recent work from the leading journals in entrepreneurship, management, and economics. The course is intended for PhD students in entrepreneurship or related disciplines, though Master's students may also participate with the consent of the instructor. It is a research-oriented course designed to help students understand the research literature, formulate their own research questions, and begin their own independent analysis.

Learning Objectives

As this is a doctoral level seminar, the primary learning objectives for this course include:

1. Know and comprehend the seminal theoretical research in entrepreneurship.
2. Read, analyze, and discuss the theoretical and empirical research in entrepreneurship.
3. Conceptualize new research questions and design research studies to answer new questions in the field of entrepreneurship.

COURSE POLICIES

Attendance Policy

This is a discussion-based PhD seminar course. You are expected to attend **all classes** in person and actively participate in the discussion. Absences due to extenuating circumstances may be excused only at the instructor's discretion.

Counseling and Psychological Services (CAPS) Center

Life as a university student can be challenging physically, mentally and emotionally. Students who find stress negatively affecting their ability to achieve academic or personal goals may wish to consider utilizing FAU's Counseling and Psychological Services (CAPS) Center. CAPS provides FAU students a range of services – individual counseling, support meetings, and psychiatric services, to name a few – offered to help improve and maintain emotional well-being. For more information, go to <http://www.fau.edu/counseling/>

Disability Policy

In compliance with the Americans with Disabilities Act Amendments Act (ADAAA), students who require reasonable accommodations due to a disability to properly execute coursework must register with Student Accessibility Services (SAS) and follow all SAS procedures. SAS has offices across three of FAU's campuses – Boca Raton, Davie and Jupiter – however disability services are available for students on all campuses. For more information, please visit the SAS website at www.fau.edu/sas/.

Religious Accommodation Policy Statement

In accordance with rules of the Florida Board of Education and Florida law, students have the right to reasonable accommodations from the University in order to observe religious practices, observances, and beliefs with regard to admissions, registration, class attendance and the scheduling of examinations and work assignments. For further information, please see FAU Regulation 2.007 at: FAU Regulation 2.007.

Code of Academic Integrity

Students at Florida Atlantic University are expected to maintain the highest ethical standards. Academic dishonesty is considered a serious breach of these ethical standards, because it interferes with the university mission to provide a high-quality education in which no student enjoys an unfair advantage over any other. Academic dishonesty is also destructive of the university community, which is grounded in a system of mutual trust and places high value on personal integrity and individual responsibility. Harsh penalties are associated with academic dishonesty. For more information, see University Regulation 4.001.

A Note on Plagiarism

Plagiarism takes many forms, including but not limited to:

- Direct copying (including 3 words in a row) without using quotations.
- Failure to use citations when an idea is not yours
 - Copying material without quotation marks is always plagiarism, even if you cite the source.
 - Providing references in the reference section without using citations is still plagiarism.

Anti-plagiarism Software

Written components of any assignment or project may be submitted to anti-plagiarism software to evaluate the originality of the work. Any students found to be submitting work that is not their own will be deemed in violation of the University's honor code.

Audio and Video Recording

Surreptitious or covert video taping of class or unauthorized audio recording of class is prohibited by law. This class may be videotaped or audio recorded only with the written permission of the instructor. In order to accommodate students with disabilities, some students may be given permission to record class lectures and discussions. Therefore, students should understand that their comments during class may be recorded.

Laptops, phones, and tablets

You may use your laptop or tablet computer in class for taking notes. Any other use of any electronic device is not permitted. Please be courteous of the instructor and your fellow students and do not use any technology in a way that distracts others or otherwise interferes with the learning process.

Please note that while you are permitted to take notes electronically, dozens of recent studies suggest that student learning and retention are much greater when taking handwritten notes.

Technical Support

In the online environment, technical issues are always possible (e.g., lost connection, hardware or software failure). Many of these occurrences can be resolved relatively quickly, but if you wait until the last minute before due dates, the chances of these glitches affecting your success are

greatly increased; please plan appropriately. If a problem occurs, it is essential that you take immediate action to document the issue so your instructor can verify and take appropriate action to resolve the problem.

Most issues in Canvas can be resolved by clicking on the “Help” tab located on the menu bar.

Upon clicking the “Help” tab, you will be able to:

- Report a problem
- Search Canvas guides

In the event that you cannot resolve a technical problem in this way, the University has made available further troubleshooting resources:

1. Contact the eLearning Success Advisor for assistance: 561-297-3590
2. If you can, take a Print Screen image of the monitor when the problem occurs. Save the image as a .jpg file. If you are unfamiliar with creating a Print Screen image, visit [Link to Print Screen Instructions](#).
3. Complete a Help Desk ticket ([Link to Help Desk](#)). Make sure you complete the form entirely and give a full description of your problem so the Help Desk staff will have the pertinent information in order to assist you properly. The process includes the following steps:
 - a. Select “Canvas (Student)” for the Ticket Type.
 - b. Input the Course ID.
 - c. In the Summary/Additional Details section, include your operating system, Internet browser, and Internet service provider (ISP).
 - d. Attach the Print Screen file, if available.
4. If you do not hear back from a Help Desk representative in a timely manner (48 hours), it is your responsibility to follow up with an appropriate staff member until a resolution is reached.
5. Once you have submitted a Help Desk Ticket, inform your instructor. Include all pertinent information of the incident (steps 3b-d above). Keep your instructor informed of the status.

ASSIGNMENTS

Discussion Participation

Attendance is required every week. Only dire circumstances will be excused (in such cases, evidence of the circumstances should be provided). Please make whatever accommodations necessary to be in attendance every week.

You are required to actively participate in the class discussion. This means that you will need to come to each class having read all the required readings. You may be deducted points if you do not exhibit clear knowledge and understanding of the weekly materials.

Research Proposals

Three research proposals are required. Research proposals should be approximately 3 pages in length (single spaced), and should comprise a basic research idea, theoretical grounding, and hypotheses (if any). Topics are limited to the domain of entrepreneurship.

You may submit a proposal at any time throughout the semester. Proposals should be submitted on Canvas as a Word document or PDF.

Final Paper

You will be required to submit a self-contained research paper, suitable for potential submission to a refereed academic journal. It may (but need not) be based on one of the submitted research proposals. The final paper must comprise an introduction, literature review, theoretical development, and a brief overview of planned methodology (theoretical papers can skip this section). More details about the paper will be provided during the semester.

Final Exam

The final exam will comprise of 2 questions, and students will be given 1 hour to write detailed and reasoned responses to both questions. Answers will need to be supported by research.

GRADING

Grades will be given on an A–F scale.

Grading rubric:

Discussion participation	30%
Proposals	30% (10% each)
Final paper	30%
Final exam	10%
Total	100%

READINGS

All required readings for class will be provided by the instructor (available in Canvas). Optional readers are also provided where possible.

Part 1: Defining Entrepreneurship

Week 1: Foundational Questions

Required:

- Hébert, R. F., & Link, A. N. 1989. In Search of the Meaning of Entrepreneurship. *Small Business Economics*, 1(1): 39-49.
- Gartner, W. B. 1988. "Who is an entrepreneur?" is the wrong question. *American journal of small business*, 12(4), 11-32.
- Low, M. B. 2001. The Adolescence of Entrepreneurship Research: Specification of Purpose. *Entrepreneurship: Theory and Practice*, 25(4): 17-26.
- Bruyat, C., & Julien, P. A. (2001). Defining the field of research in entrepreneurship. *Journal of Business Venturing*, 16(2), 165-180.

Optional:

- Gartner, W.B. 1990. "What are We Talking about When We Talk about Entrepreneurship?" *Journal of Business Venturing* 5: 15–28.
- Ramoglou, S., Gartner, W. B., & Tsang, E. W. (2020). "Who is an entrepreneur?" is (still) the wrong question. *Journal of Business Venturing Insights*, 13, e00168.

Part 2: Classical Contributions to Entrepreneurship Theory

Week 2: Cantillon and the British Classical School

Required:

- Hébert & Link, 2009. *A History of Entrepreneurship*. **Read Chapters 1–5.**
- Cantillon, Richard. 2010 [1730?]. "An Essay on Economic Theory." Mark Thornton, ed., Chantal Saucier, trans., Ludwig von Mises Institute, Auburn, AL. **Read Part I Chapter XIII**, "The Circulation and Exchange of Goods and Merchandise as well as their Production are carried on in Europe by Entrepreneurs, and at a risk." (pp. 73-79).
- Thornton, M. (2020). Turning the word upside down: how Cantillon redefined the entrepreneur. *Quarterly Journal of Austrian Economics*, 23(3-4), 265-280.
- Brown, C., & Thornton, M. 2013. "How Entrepreneurship Theory Created Economics." *Quarterly Journal of Austrian Economics*, 16(4): 401-419.

Optional:

- Hoselitz, Bert F. 1951. "The Early History of Entrepreneurial Theory." *Explorations in Entrepreneurial History* 3: 193–220. Reprinted Joseph J. Spengler and William R. Allen, eds., *Essays in Economic Thought: Aristotle to Marshall*. Chicago: Rand McNally & Company, 1960, pp. 234-57.

Week 3: Schumpeter and the Economics of Innovation

Required:

- Schumpeter, Joseph A. 1911. *Theorie der wirtschaftlichen Entwicklung*. New Translation by Becker, M.C. and Knudsen, T. (2002). *The American Journal of Economics and Sociology*, 61(2): 405-437.
- Schumpeter, Joseph A. 1942. *Capitalism, Socialism, and Democracy*. London: Routledge, 1994. **Read chapter 7**, “The Process of Creative Destruction.”
- Hagedoorn, J. 1996. Innovation and entrepreneurship: Schumpeter revisited. *Industrial and corporate change*, 5(3), 883-896.
- Becker, M. C., Knudsen, T., & Swedberg, R. 2012. Schumpeter’s Theory of Economic Development: 100 years of development. *Journal of Evolutionary Economics*, 22, 917-933.

Optional:

- Langlois, Richard N. 2003. “Schumpeter and the Obsolescence of the Entrepreneur.” Roger Koppl, ed., *Austrian Economics and Entrepreneurial Studies*: 283-298.
- Mishra, C. S., & Zachary, R. K. 2011. Revisiting, reexamining and reinterpreting Schumpeter's original theory of entrepreneurship. *Entrepreneurship Research Journal*, 1(1).

Week 4: Knight, Entrepreneurial Judgment, and the Entrepreneurial Theory of the Firm

Required:

- Knight, Frank H. 1921. *Risk, Uncertainty, and Profit*. Boston: Hart, Schaffner, and Marx. Read part III, chapters VII, VIII, IX, X. Online edition at <http://www.econlib.org/library/Knight/knRUP.html>.
- Boudreaux, D. J., & Holcombe, R. G. 1989. The Coasian and Knightian theories of the firm. *Managerial and Decision Economics*, 10(2), 147-154.
- Langlois, Richard N., and Metin Cosgel. 1993. Frank Knight on Risk, Uncertainty, and the Firm: A New Interpretation. *Economic Inquiry* 31: 456–65.
- Emmett, Ross B. 2011. Frank H. Knight on the ‘Entrepreneur Function’ in Modern Enterprise. *Seattle University Law Review* 34: 1139–54.

Optional:

- Foss, N. J. (1993). More on Knight and the Theory of the Firm. *Managerial and Decision Economics*, 14(3), 269-276.
- Foss, Kirsten, Nicolai J. Foss, Peter G. Klein, and Sandra K. Klein. 2007. The Entrepreneurial Organization of Heterogeneous Capital. *Journal of Management Studies* 44(7), 1165–86.
- Langlois, R. N. 2007. The entrepreneurial theory of the firm and the theory of the entrepreneurial firm. *Journal of Management Studies*, 44(7), 1107-1124.
- Packard, M. D., Bylund, P. L., & Clark, B. B. (2021). Keynes and Knight on uncertainty: peas in a pod or chalk and cheese?. *Cambridge Journal of Economics*, 45(5), 1099-1125.

Week 5: Austrian Entrepreneurship Theory

Required:

- Menger, Carl. 2007. *Principles of Economics*. Ludwig von Mises Institute, Auburn AL. **Read chapter 2**, “Economy and Economic Goods” (pp. 77-113).
- Mises, Lv. 1998. *Human Action*. Ludwig von Mises Institute, Auburn AL. **Read Part Four section XV**, “The Market” (pp. 258-323).

- Hayek, F.A. 1968. Competition as a Discovery Procedure. New translation, *Quarterly Journal of Austrian Economics* 6, no. 3 (2002): 9–23.
- Bylund, P. L. 2020. Finding the entrepreneur-promoter: A praxeological inquiry. *Quarterly Journal of Austrian Economics*, 23(3-4), 355-389.

Optional:

- Klein, P. G., & Bylund, P. L. 2014. The Place of Austrian Economics in Contemporary Entrepreneurship Research. *The Review of Austrian Economics*, 27(3): 259-279.
- Bylund, Per L. 2016. *The Problem of Production*. Routledge: Abingdon. Esp. the Introduction (pp. 1-7) and Chapter 4 (pp. 67- 85).
- Packard, Mark D. 2019. Entrepreneurship: Toward the Nirvana State of Rest. *Mises: Interdisciplinary Journal of Philosophy Law and Economics* 7(3): 523-544.
- Packard, Mark D. 2020. Autarkic Entrepreneurship. *Quarterly Journal of Austrian Economics*.

Week 6: Kirzner and Entrepreneurial Alertness

Required:

- Kirzner, Israel M. 1973. *Competition and Entrepreneurship*. University of Chicago Press. **Read Chapter 2** (pp. 30-87).
- Kirzner, I. M. 1999. Creativity and/or Alertness: A Reconsideration of the Schumpeterian Entrepreneur. *The Review of Austrian Economics*, 11(1-2): 5-17.
- Kirzner, Israel M. 2009. The Alert and Creative Entrepreneur: A Clarification. *Small Business Economics* 32, no. 2: 145–52.
- Korsgaard, S., Berglund, H., Blenker, P., & Thrane, C. 2015. A Tale of Two Kirznerns: Time, Uncertainty and the “Nature” of Opportunities. *Entrepreneurship: Theory & Practice*, 40(4), 867-889.

Optional:

- Kirzner, Israel M. 1997. Entrepreneurial Discovery and the Competitive Market Process: An Austrian Approach. *Journal of Economic Literature* 35, no. 1: 60–85.
- Rothbard, Murray N. 1985. Professor Hébert on Entrepreneurship. In idem., *The Logic of Action Two: Applications and Criticism from the Austrian School*. Aldershot, U.K.: Edward Elgar, 1997, pp. 245–53.
- Salerno, J. T. 2008. The Entrepreneur: Real and Imagined. *The Quarterly Journal of Austrian Economics*, 11(3-4): 188-207.
- Foss, Nicolai J., and Peter G. Klein. 2010. Alertness, Action, and the Antecedents of Entrepreneurship. *Journal of Private Enterprise* 25, no. 2: 145–64.
- Araujo, C. F., Karami, M., Tang, J., Roldan, L. B., & dos Santos, J. A. (2023). Entrepreneurial alertness: A meta-analysis and empirical review. *Journal of Business Venturing Insights*, 19, e00394.

Week 7: Shackle and Lachmann — The Radical Subjectivists

Required:

- Shackle, G. L. S. (1966). Policy, poetry and success. *The Economic Journal*, 76(304), 755-767.
- Lachmann, L. M. (1976). From Mises to Shackle: an essay on Austrian economics and the kaleidic society. *Journal of Economic Literature*, 14(1), 54-62.

- Chiles, T. H., Bluedorn, A. C., & Gupta, V. K. (2007). Beyond creative destruction and entrepreneurial discovery: A radical Austrian approach to entrepreneurship. *Organization Studies*, 28(4), 467-493.
- Endres, A. M., & Harper, D. A. (2013). 'Wresting meaning from the market': a reassessment of Ludwig Lachmann's entrepreneur. *Journal of Institutional Economics*, 9(3), 303-328.

Optional:

- Shackle, G. L. 1953. On the meaning and measure of uncertainty. *Metroeconomica*, 5(3), 97-115.
- Mathews, J. A. 2010. Lachmannian insights into strategic entrepreneurship: Resources, activities and routines in a disequilibrium world. *Organization Studies*, 31(2), 219-244.
- Lavoie, D. 2011. The interpretive dimension of economics: Science, hermeneutics, and praxeology. *The Review of Austrian Economics*, 24, 91-128.
- Storr, V. H. 2019. Ludwig Lachmann's peculiar status within Austrian economics. *The Review of Austrian Economics*, 32, 63-75.
- Manish, G. P. 2017. Subjective expectations and the process of equilibration: The views of Lachmann and Mises. *The Quarterly Journal of Austrian Economics*, 20(3): 201-223.

Part 3: Modern Theoretical Perspectives

Week 8: Opportunity Discovery and Recognition

Required:

- Shane, Scott, and Sankaran Venkataraman. 2000. "The Promise of Entrepreneurship as a Field of Research." *Academy of Management Review* 25: 217–26.
- Eckhardt, J. T., & Shane, S. A. 2003. Opportunities and entrepreneurship. *Journal of Management*, 29(3), 333-349.
- Short, Jeremy C., David J. Ketchen, Christopher L. Shook, and R. Duane Ireland. 2010. The Concept of 'Opportunity' in Entrepreneurship Research: Past Accomplishments and Future Challenges. *Journal of Management* 36: 40–65.
- Stratos Ramoglou and Eric W. K. Tsang, 2016. A Realist Perspective of Entrepreneurship: Opportunities as Propensities, *Academy of Management Review* 41 (3): 410–34.

Optional:

- Burrell, G., & Morgan, G. 1979. *Sociological Paradigms and Organisational Analysis: Elements of the Sociology of Corporate Life*. London: Heinemann. (You can skip the introduction)
- Friedman, M. (1953). *Essays in Positive Economics*. University of Chicago Press. Part I, The Methodology of Positive Economics (pp. 3-43).
- Miller, K. D., & Tsang, E. W. 2011. Testing management theories: Critical realist philosophy and research methods. *Strategic Management Journal*, 32(2), 139-158.
- Mole, K. F., & Mole, M. 2010. Entrepreneurship as the structuration of individual and opportunity: A response using a critical realist perspective: Comment on Sarason, Dean and Dillard. *Journal of Business Venturing*, 25(2), 230-237.
- McMullen, J. S., Plummer, L. A., & Acs, Z. J. (2007). What is an entrepreneurial opportunity?. *Small Business Economics*, 28, 273-283.
- 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(1), 10-20.

- Grégoire, D. A., Barr, P. S., & Shepherd, D. A. (2010). Cognitive processes of opportunity recognition: The role of structural alignment. *Organization Science*, 21(2), 413-431.
- Mary George, N., Parida, V., Lahti, T., & Wincent, J. (2016). A systematic literature review of entrepreneurial opportunity recognition: insights on influencing factors. *International Entrepreneurship and Management Journal*, 12, 309-350.

Week 9: Opportunity Creation Theory

Required:

- Alvarez, Sharon A., and Jay B. Barney. 2007. Discovery and Creation: Alternative Theories of Entrepreneurial Action. *Strategic Entrepreneurship Journal* 1 (1–2): 11–26.
- Luksha, P. 2008. Niche construction: The process of opportunity creation in the environment. *Strategic Entrepreneurship Journal*, 2(4), 269-283.
- Wood, M. S., & McKinley, W. 2010. The production of entrepreneurial opportunity: a constructivist perspective. *Strategic entrepreneurship journal*, 4(1), 66-84.
- Arikan, A. M., Arikan, I., & Koparan, I. 2020. Creation opportunities: Entrepreneurial curiosity, generative cognition, and Knightian uncertainty. *Academy of Management Review*, 45(4), 808-824.

Optional:

- Baker, T & Nelson, R. E. 2005. Creating Something from Nothing: Resource Construction through Entrepreneurial Bricolage. *Administrative Science Quarterly* 50, no. 3: 329–66.
- Alvarez, S. A., Barney, J. B., & Anderson, P. 2013. Forming and exploiting opportunities: The implications of discovery and creation processes for entrepreneurial and organizational research. *Organization Science*, 24(1), 301-317.
- Alvarez, S. A., Young, S. L., & Woolley, J. L. (2015). Opportunities and institutions: A co-creation story of the king crab industry. *Journal of Business Venturing*, 30(1), 95-112.
- Mitchell, R. K., Mitchell, J. R., & Smith, J. B. 2008. Inside opportunity formation: Enterprise failure, cognition, and the creation of opportunities. *Strategic Entrepreneurship Journal*, 2(3), 225-242.
- Goss, D., & Sadler-Smith, E. (2018). Opportunity creation: Entrepreneurial agency, interaction, and affect. *Strategic Entrepreneurship Journal*, 12(2), 219-236.

Week 10: Entrepreneurial Judgment Theory and Entrepreneurial Action Theory

Required:

- McMullen, Jeffrey, and Dean A. Shepherd. 2006. Entrepreneurial Action and the Role of Uncertainty in the Theory of the Entrepreneur. *Academy of Management Review* 31(1): 132–52.
- Foss, K., Foss, N. J., & Klein, P. G. 2007. Original and derived judgment: An entrepreneurial theory of economic organization. *Organization Studies*, 28(12): 1893-1912.
- Packard, M. D. & Burnham, T. A. 2021. Do We Understand Each Other? Toward a Simulated Empathy Theory for Entrepreneurship. *Journal of Business Venturing*, 36(1), 106076.
- Bylund, P. L., & Packard, M. D. 2022. Subjective value in entrepreneurship. *Small Business Economics*, 1-18.

Optional:

- Klein, Peter G. 2008. Opportunity Discovery, Entrepreneurial Action, and Economic Organization. *Strategic Entrepreneurship Journal* 2: 175-90.

- McMullen, Jeffrey. 2015. Entrepreneurial judgment as empathic accuracy: A sequential decision-making approach to entrepreneurial action. *Journal of Institutional Economics* 11(3): 651-681.
- Packard, M. D. 2017. Where did interpretivism go in the theory of entrepreneurship? *Journal of Business Venturing*, 32(5): 536-549.
- Brown, L., Packard, M., & Bylund, P. 2018. Judgment, fast and slow: Toward a judgment view of entrepreneurs' impulsivity. *Journal of Business Venturing Insights*, 10, e00095.
- Packard, M. D., & Bylund, P. L. 2021. From homo economicus to homo agens: Toward a subjective rationality for entrepreneurship. *Journal of Business Venturing*, 36(6), 106159.
- Foss, N. J., & Klein, P. G. 2012. *Organizing entrepreneurial judgment: A new approach to the firm*. Cambridge, UK: Cambridge University Press. Chapter 4 (pp. 78 – 104)
- Foss, Nicolai J., Klein, Peter G., & Bjørnskov, Christian. 2019. The Context of Entrepreneurial Judgment: Organizations, Markets, and Institutions. *Journal of Management Studies* 36(6): 1197-1213.
- Foss, Nicolai J., and Peter G. Klein. 2017. Entrepreneurial Discovery or Creation? In Search of the Middle Ground. *Academy of Management Review*, 42(4): 733-736.
- Hallberg, Niklas. 2015. Uncertainty, Judgment, and the Theory of the Firm. *Journal of Institutional Economics* 11(3): 623–50.

Week 11: Effectuation Theory

Required:

- Sarasvathy, S. 2001. Causation and Effectuation: Toward a Theoretical Shift from Economic Inevitability to Entrepreneurial Contingency. *Academy of Management Review* 26, no. 2: 243–63.
- Smolka, K. M., Verheul, I., Burmeister-Lamp, K., & Heugens, P. P. (2018). Get it together! Synergistic effects of causal and effectual decision-making logics on venture performance. *Entrepreneurship Theory and Practice*, 42(4), 571-604.
- Frese, T., Geiger, I., & Dost, F. (2020). An empirical investigation of determinants of effectual and causal decision logics in online and high-tech start-up firms. *Small Business Economics*, 54, 641-664.
- Packard, M. D., & Clark, B. B. 2020. On the mitigability of uncertainty and the choice between predictive and nonpredictive strategy. *Academy of Management Review*, 45(4), 766-786.

Optional:

- Sarasvathy, S. D., & Dew, N. 2005. New market creation through transformation. *Journal of Evolutionary Economics*, 15(5): 533-565.
- Dew, N., Read, S., Sarasvathy, S. D., & Wiltbank, R. 2009. Effectual versus predictive logics in entrepreneurial decision-making: Differences between experts and novices. *Journal of Business Venturing*, 24(4): 287-309.
- Chandler, G. N., DeTienne, D. R., McKelvie, A., & Mumford, T. V. (2011). Causation and effectuation processes: A validation study. *Journal of Business Venturing*, 26(3), 375-390.
- Reymen, I. M., Andries, P., Berends, H., Mauer, R., Stephan, U., & Van Burg, E. 2015. Understanding dynamics of strategic decision making in venture creation: a process study of effectuation and causation. *Strategic Entrepreneurship Journal*, 9(4), 351-379.
- Welter, C., Mauer, R., & Wuebker, R. J. 2016. Bridging behavioral models and theoretical concepts: Effectuation and bricolage in the opportunity creation framework. *Strategic Entrepreneurship Journal* 10(1): 5-20.

- Sarasvathy, Saras D, and Nicholas Dew. 2013. Without Judgment: An Empirically-based Entrepreneurial Theory of the Firm. *Review of Austrian Economics* 26, no. 3: 277–96
- Packard, M. D., Clark, B. B., and Klein, P. G. 2017. Uncertainty Types and Transitions in the Entrepreneurial Process. *Organization Science* 28(5): 840-856.
- Shirokova, G., Morris, M. H., Laskovaia, A., & Micelotta, E. 2021. Effectuation and causation, firm performance, and the impact of institutions: A multi-country moderation analysis. *Journal of Business Research*, 129, 169-182.

Week 12: The (Scientific) Problem-Solving Approach

Required:

- Hsieh, C., Nickerson, J. A., & Zenger, T. R. 2007. Opportunity discovery, problem solving and a theory of the entrepreneurial firm. *Journal of Management Studies*, 44(7), 1255-1277.
- Felin, T., & Zenger, T. R. 2017. The theory-based view: Economic actors as theorists. *Strategy Science*, 2(4), 258-271.
- Camuffo, A., Cordova, A., Gambardella, A., & Spina, C. 2020. A scientific approach to entrepreneurial decision making: Evidence from a randomized control trial. *Management Science*, 66(2), 564-586.
- Zellweger, T. M., & Zenger, T. R. 2023. Entrepreneurs as scientists: A pragmatist approach to producing value out of uncertainty. *Academy of Management Review*, 48(3): 379-408.

Optional:

- Felin, T., & Zenger, T. R. 2009. Entrepreneurs as theorists: on the origins of collective beliefs and novel strategies. *Strategic Entrepreneurship Journal*, 3(2), 127-146.
- Zellweger, T., & Zenger, T. 2022a. Entrepreneurs as scientists: A pragmatist alternative to the creation-discovery debate. *Academy of Management Review*, 47(4), 696-699.
- Felin, T., Gambardella, A., Stern, S., & Zenger, T. 2020. Lean startup and the business model: experimentation revisited. *Long Range Planning*, 53(4).
- Ehrig, T., & Foss, N. J. (2022). Why we need normative theories of entrepreneurial learning that go beyond Bayesianism. *Journal of Business Venturing Insights*, 18, e00335.
- Zellweger, T., & Zenger, T. 2022b. Entrepreneurs as scientists, Bayesian inference, and belief revision. *Journal of Business Venturing Insights*.

Week 13: The External Enabler Framework

Required:

- Davidsson, Per. 2015. Entrepreneurial Opportunities and the Entrepreneurship Nexus: A Re-conceptualization. *Journal of Business Venturing* 30 (5): 674–95
- von Briel, F., Davidsson, P., & Recker, J. 2018. Digital technologies as external enablers of new venture creation in the IT hardware sector. *Entrepreneurship Theory and Practice*, 42(1), 47-69. industry. *Journal of Business Research*, 125, 577-591.
- Kimjeon, J., & Davidsson, P. 2022. External enablers of entrepreneurship: A review and agenda for accumulation of strategically actionable knowledge. *Entrepreneurship Theory and Practice*, 46(3), 643-687.
- Wood, M. S., Williams, D. W., & Drover, W. 2023. A theory of missed external enablement. *Strategic Entrepreneurship Journal*, 17(2), 485-504.

Optional:

- Davidsson, P., Recker, J., & Von Briel, F. 2020. External enablement of new venture creation: A framework. *Academy of Management Perspectives*, 34(3), 311-332.
- Davidsson, P., Recker, J., & von Briel, F. 2021. COVID-19 as External Enabler of entrepreneurship practice and research. *BRQ Business Research Quarterly*, 24(3), 214-223.
- Chalmers, D., Matthews, R., & Hyslop, A. 2021. Blockchain as an external enabler of new venture ideas: Digital entrepreneurs and the disintermediation of the global music
- Cestino Castilla, J., Naldi, L., & Ots, M. 2023. External enablers in existing organizations: Emergence, novelty, and persistence of entrepreneurial initiatives. *Strategic Entrepreneurship Journal*.

Week 14: The Institutional Framework

Required:

New Institutional Economics

- Baumol, W. 1990. Entrepreneurship: Productive, Unproductive, and Destructive. *Journal of Political Economy*, 98(5), 893-921.
- Bjørnskov, C., & Foss, N. J. 2016. Institutions, entrepreneurship, and economic growth: what do we know and what do we still need to know?. *Academy of Management Perspectives*, 30(3), 292-315.

Neoinstitutional Sociology

- Lounsbury, M., Gehman, J., & Ann Glynn, M. 2019. Beyond *homo entrepreneurus*: Judgment and the theory of cultural entrepreneurship. *Journal of Management Studies*, 56(6), 1214-1236.
- Sine, W. D., Cordero, A. M., & Coles, R. S. 2022. Entrepreneurship through a unified sociological neoinstitutional lens. *Organization Science*, 33(4), 1675-1699.

Optional:

- Sobel, R. S. 2008. Testing Baumol: Institutional quality and the productivity of entrepreneurship. *Journal of Business Venturing*, 23(6), 641-655.
- Chowdhury, F., Audretsch, D. B., & Belitski, M. 2019. Institutions and entrepreneurship quality. *Entrepreneurship Theory and Practice*, 43(1), 51-81.
- Boudreaux, C. J., Nikolaev, B. N., & Holcombe, R. G. (2018). Corruption and destructive entrepreneurship. *Small Business Economics*, 51, 181-202.
- Seo, M. G., & Creed, W. D. 2002. Institutional contradictions, praxis, and institutional change: A dialectical perspective. *Academy of Management Review*, 27(2), 222-247.
- Mair, J., & Marti, I. 2009. Entrepreneurship in and around institutional voids: A case study from Bangladesh. *Journal of Business Venturing*, 24(5), 419-435.
- Mair, J., Marti, I., & Ventresca, M. J. (2012). Building inclusive markets in rural Bangladesh: How intermediaries work institutional voids. *Academy of Management Journal*, 55(4), 819-850.
- Garud, R., Gehman, J., & Giuliani, A. P. (2014). Contextualizing entrepreneurial innovation: A narrative perspective. *Research Policy*, 43(7), 1177-1188.
- Garud, R., Gehman, J., & Tharchen, T. (2018). Performativity as ongoing journeys: Implications for strategy, entrepreneurship, and innovation. *Long Range Planning*, 51(3), 500-509.
- Dorado, S. (2005). Institutional entrepreneurship, partaking, and convening. *Organization studies*, 26(3), 385-414.

CALENDAR

PART 1: DEFINING ENTREPRENEURSHIP	
8/24	Week 1: Foundational Questions
PART 2: CLASSICAL CONTRIBUTIONS TO ENTREPRENEURSHIP THEORY	
8/31	Week 2: Cantillon and the British Classical School
9/7	Week 3: Schumpeter and the Economics of Innovation
9/14	Week 4: Knight, Entrepreneurial Judgment, and the Entrepreneurial Theory of the Firm
9/21	Week 5: Austrian Entrepreneurship Theory
9/28	Week 6: Kirzner and Entrepreneurial Alertness
10/5	Week 7: Shackle and Lachmann: The Radical Subjectivists
PART 3: MODERN THEORETICAL PERSPECTIVES	
10/12	Week 8: Opportunity Discovery and Recognition
10/19	Week 9: Opportunity Creation Theory
10/26	Week 10: Entrepreneurial Judgment Theory and Entrepreneurial Action Theory
11/2	Week 11: Effectuation Theory
11/9	Week 12: The Problem-Solving Approach
11/16	Week 13: The External Enabler Framework
11/23	Thanksgiving Break
11/30	Week 14: The Institutional Framework
12/7	Final Papers Due
12/11	Final Exam (tentative)