

## Frontiers of Entrepreneurship Research

### Introduction

Entrepreneurship has become an integral part of the curriculum of top business schools and universities worldwide. MBA students' demand for entrepreneurship courses is strong, because it enriches their portfolio of job opportunities, and Business School 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 market opportunity for Ph.D. students who specialize in this 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 rich research opportunities. The purpose of this course is to open your eyes and give you access to 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

## Competences

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 are 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 **June 12, 2023 at 9 a.m.** 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, May 2, 2023	<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	Wednesday, May 3, 2023	<u>Topical focus</u> : What are the sources of entrepreneurship? Are opportunities discovered or created? <i>Method focus: Deductive theorizing</i>
3	Thursday, May 4, 2023	<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	Friday, May 5, 2023	<u>Topical focus</u> : How are entrepreneurial ventures financed, monitored and governed? <i>Method focus: Analytical modeling</i>
5	Thursday, May 11, 2023	Individual Coaching
6	Thursday, May 18, 2023	<u>Topical focus</u> : What are the dynamics of the entrepreneurship process? <i>Method focus: Simulation</i>

7	Monday, May 22, 2023	<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	Wednesday, June 7, 2023	<u>Topical focus:</u> How do markets and fields get created? What do institutional entrepreneurs do?
9	Tuesday, June 13, 2023	Presentations & discussion of final papers
10	Thursday, June 15, 2023	Presentations & discussion 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.

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### 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. Klein, P.G. 2008. Opportunity Discovery, Entrepreneurial Action, and Economic Organization. *Strategic Entrepreneurship Journal*, 2: 175-190.
5. Knight, F. 1921. *Risk, Uncertainty and Profits*. Part III, Chapter 9. Boston: Houghton Mifflin.
6. 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
7. Schumpeter, J. 1934. *The Theory of Economic Development*: 65-74, 128-156. Oxford: Oxford University Press.
8. Schumpeter, J. 1942. *Capitalism, Socialism and Democracy*: Chapters VI - VIII. New York: Harper and Brothers.
9. \* Shane, S., & Venkataraman, S. 2000. The promise of entrepreneurship as a field of research. *Academy of Management Review*, 25: 217-226

#### Review & Perspective Articles

10. Agarwal, R., Dushnitsky, G.T., Lumpkin, T., Wright, M., & Zott, C. 2017. Strategic Entrepreneurship at 10: Retrospect and prospect. *Strategic Entrepreneurship Journal*, 11: 197-199.
11. Dushnitsky, G., Graebner, M., & Zott, C. 2020. Entrepreneurial responses to crises. *Strategic Entrepreneurship Journal*, 14(4): 537-548.

12. Dushnitsky, G., & Matusik, S.F. 2019. A fresh look at patterns and assumptions in the field of entrepreneurship: What can we learn? *Strategic Entrepreneurship Journal*, 13: 437-447.
13. \* McMullen, J. 2019. A wakeup call for the field of entrepreneurship and its evaluators. *Journal of Business Venturing*, 34: 413-417
14. \* 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.
15. Shepherd, D.A., Souitaris, V., & Gruber, M. 2021. Creating new ventures: A review and research agenda. *Journal of Management*, 47: 11-42
16. 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.

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

### **Core Articles**

1. Alvarez, S.A., & Barney, J. 2007. Discovery and creation: Alternative theories of entrepreneurial action. *Strategic Entrepreneurship Journal*, 1: 11-26.
2. Alvarez, S.A., & Barney, J. 2020. Insights from creation theory: The uncertain context rendered by the Covid 19 pandemic. *Strategic Entrepreneurship Journal*, 14(4): 552-555.
3. Fauchart, E., & Gruber, M. 2011. Darwinians, communitarians, and missionaries: The role of founder identity in entrepreneurship. *Academy of Management Journal*, 54: 935-957.
4. Gans, J., Stern, S., & Wu, J. 2019. Foundations of entrepreneurial strategy. *Strategic Management Journal*, 40: 736-756.
5. 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.
6. Ramoglou, S., McMullen, J.S. 2023. "What is an opportunity?" From theoretical mystification to everyday understanding. *Academy of Management Review*, forthcoming.
7. Ramoglou, S., & Tsang, E.W.K. 2016. A realist perspective of entrepreneurship: Opportunities as propensities. *Academy of Management Review*, 41: 410-434.
8. Sarasvathy, S. 2001. Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency. *Academy of*

*Management Review*, 26: 243-263.

9. Shane, S. 2000. Prior knowledge, and the discovery of entrepreneurial opportunities. *Organization Science*, 11: 448-469.
10. Zellweger, T.M., Zenger, T.R. 2023. Entrepreneurs as scientists: A pragmatist alternative to the creation-discovery debate. *Academy of Management Review*, forthcoming.

### Method Papers

11. Corley, K.G., & Gioia, D.A. 2011. Building theory about theory building: What constitutes a theoretical contribution? *Academy of Management Review*, 36: 12-32.
12. Lange, D., & Pfarrer, M. 2017. Sense and structure—the core building blocks of an AMR article. *Academy of Management Review*, 42: 407-416.
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?

#### Core Articles

1. Baker, T., & Nelson, R.E. 2006. Creating something from nothing: Resource construction through entrepreneurial bricolage. *Administrative Science Quarterly*, 50: 329-366.
2. Gao, C., McDonald, R. 2022. Shaping nascent industries: Innovation strategy and regulatory uncertainty in personal genomics. *Administrative Science Quarterly*, 67: 915-967.
3. 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.
4. 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.
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. Huy, Q., & Zott, C. 2019. Exploring the affective underpinnings of dynamic managerial capabilities: How managers' emotion regulation behaviors mobilize resources for their firms. *Strategic Management Journal*, 40: 28-54.
7. Krishnan, R., Cook, K.S., Kozhikode, R.K., & Schilke, O. 2021. An interaction ritual theory of social resource exchange: Evidence from a Silicon Valley accelerator. *Administrative Science Quarterly*, 66: 659-710.
8. Vissa, B. 2012. Agency in action: Entrepreneurs' networking style and initiation of economic exchange. *Organization Science*, 23: 492-510.
9. Yang, T., Bao, J., & Aldrich, H. 2020. The paradox of resource provision in entrepreneurial teams: Between self-interest and the collective enterprise. *Organization Science*, 31: 1336-1358.
10. Zott, C., & Huy, Q. 2007. How entrepreneurs use symbolic management to acquire resources. *Administrative Science Quarterly*, 52: 70-105.

### Method Papers

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

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

### Core Articles

1. Clarke, J.S., Cornelissen, J.P., Healey, M.P. 2019. Actions speak louder than words: How figurative language and gesturing in entrepreneurial pitches influences investment judgments. *Academy of Management Journal*, 62: 335-360.
2. Dushnitsky, G., & Shaver, M. 2009. Limitations to interorganizational knowledge acquisition: The paradox of corporate venture capital. *Strategic Management Journal*, 30: 1045-1064.
3. Garg, S. 2013. Venture boards: Distinctive monitoring and implications for firm performance. *Academy of Management Review*, 38: 90-108.
4. Garg, S., & Eisenhardt, K. 2017. Unpacking the CEO-board relationship: How strategy making happens in entrepreneurial firms. *Academy of Management Journal*, 60: 1826-1858.
5. 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.
6. Hsu, D.J. 2004. What do entrepreneurs pay for venture capital affiliation? *Journal of Finance*, 59: 1805-1844.
  7. 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.
  8. Kanze, D., Huang, L., Conley, M., & Higgins, T. 2018. We ask men to win and women not to lose: Closing the gender gap in startup funding. *Academy of Management Journal*, 61: 586-614.
  9. 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.
  10. Zunino, D., Dushnitzky, G., & van Praag, M. 2022. How do investors evaluate past entrepreneurial failure? Unpacking failure due to lack of skill versus bad luck. *Academy of Management Journal*, 65: 1083-1109.

### Supplemental Readings

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

### Session 5: Individual Coaching

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

#### Core Articles

1. Bennett, V.M., Chetterji, A.K. 2023 The entrepreneurial process: Evidence from a nationally representative survey. *Strategic Management Journal*, 44: 86-116.
2. Burgelman, R.A. 1983. A process model of internal corporate venturing in diversified major firm. *Administrative Science Quarterly*, 28: 223-244.
3. 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.
4. Dushnitsky, G., & Birkinshaw, J. 2016. Corporate venturing virtual special issue. *Strategic Management Journal*, 37: E6-E10.
5. Kacperczyk, A.J. 2012. Opportunity structures in established firms: Entrepreneurship versus intrapreneurship in mutual funds. *Administrative Science*

*Quarterly*, 57: 484-521.

6. Leatherbee, M., Katila, R. 2020. The lean startup method: Early-stage teams and hypothesis-based probing of business ideas. *Strategic Entrepreneurship Journal*, 14: 570-593.
7. Raffiee, J., & Feng, J. 2014. Should I quit my day job? A hybrid path to entrepreneurship. *Academy of Management Journal*, 57: 939-963.
8. Shah, S.K., & Tripsas, M. 2007. The accidental entrepreneur: The emergent and collective process of user entrepreneurship. *Strategic Entrepreneurship Journal*, 1: 123-140.
9. Shah, S.K., & Tripsas, M. 2020. User entrepreneurs in crises situations: Innovators you can count on. *Strategic Entrepreneurship Journal*, 14: 566-569..
10. 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.

### Supplemental Readings & Method Papers

11. Amit, R., & Zott, C. (2021). *Business Model Innovation Strategy*. Chapters 6 & 7. Kobonen, NJ: John Wiley & Sons, Inc.
12. Aldrich, H., & Ruef, M. 2006. *Organizations Evolving* (2<sup>nd</sup> edition). Chapters 2 (pp.16-32) & 5 (pp.92-113). London: Sage.
13. Baron, R.A., & Shane, S.A. 2007. *Entrepreneurship: A Process Perspective*. Chapter I. South-Western College Publications.
14. 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?**

### Core Articles

1. Amit, R., & Zott, C. 2001. Value creation in e-business. *Strategic Management Journal*, 22: 493-520.
2. Hargadon, A.B., & Douglas, Y. 2001. When innovations meet institutions: Edison and the design of the electric light. *Administrative Science Quarterly*, 46: 476-501.
3. Leppänen, P., George, G., Alexy, O. 2023. When do novel business models lead to high performance? A configurational approach to value drivers, competitive strategy, and firm environment. *Academy of Management Journal*, 66: 164-194.
4. McDonald, R., & Eisenhardt, K. 2020. Parallel play: Startups, nascent markets and effective business model design. *Administrative Science Quarterly*, 65: 483-523.

5. Powell, W.W., & Sandholtz, K.W. 2012. Amphibious entrepreneurs and the emergence of organizational forms. *Strategic Entrepreneurship Journal*, 6: 94-115.
6. Snihur, Y., & Zott, C. 2020. The genesis and metamorphosis of novelty imprints: How business model innovation emerges in young ventures. *Academy of Management Journal*, 63: 554-583.
7. Tidhar R., & Eisenhardt K. 2020. Get rich or die trying... finding revenue model fit using machine learning and multiple cases. *Strategic Management Journal*, 41: 1245-1273.
8. Wernerfeld, B. 2023. When does the underdog win? *Strategy Science*, forthcoming.
9. Zott, C., & Amit, R. 2008. The fit between product market strategy and business model: Implications for firm performance. *Strategic Management Journal*, 29: 1-26.
10. 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 & Book Chapters

11. Amit, R., & Zott, C. (2021). *Business Model Innovation Strategy*. Chapters 1 & 12. Kobonen, NJ: John Wiley & Sons, Inc.
12. Demil, B., Lecoq, X., Ricard, J.E., & Zott, C. 2015. Business models within the domain of strategic entrepreneurship. *Strategic Entrepreneurship Journal* 9:1-11.
13. Foss, N.J., & Saebi, T. 2017. Fifteen years of research on business model innovation: How far have we come, and where should we go? *Journal of Management*, 43: 200-227.
14. Massa, L., Tucci, C., & Afuah, A. 2017. A critical assessment of business model research. *Academy of Management Annals*, 11: 73-104.
15. Zott, C., Amit, R., & Massa, L. 2011. The business model: Recent developments, and future research. *Journal of Management*, 37: 1019-1042.

**Session 8: The institutional context of entrepreneurship. How do markets and fields get created? How does entrepreneurship unfold in emerging contexts?**

### Core Articles

1. Almandoz, J. 2014. Founding teams as carriers of competing logics: When institutional forces predict banks' risk exposure. *Administrative Science Quarterly*, 59: 442-473.
2. 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.

3. Foo, M. D., Vissa, B., & Wu, B. 2020. Entrepreneurship in emerging economies. *Strategic Entrepreneurship Journal*, 14: 289-301.
4. Greenwood, R., & Suddaby, R. 2006. Institutional entrepreneurship in mature fields: The big five accounting firms. *Academy of Management Journal*, 49: 27-48.
5. Lounsbury, M., & Glynn, M. 2001. Cultural entrepreneurship: Stories, legitimacy, and the acquisitions of resources. *Strategic Management Journal*, 22: 545-564.
6. Lounsbury, M., Gehman, J., & Glynn, M. 2019. Beyond *Homo Entrepreneurus*: Judgment and the theory of cultural entrepreneurship: Stories, legitimacy, and the acquisitions of resources. *Journal of Management Studies*, 56: 1214-1236.
7. 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.
8. 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.
9. 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.
10. Santos, F., & Eisenhardt, K.M. 2009. Constructing markets and shaping boundaries: Entrepreneurial power in nascent fields. *Academy of Management Journal*, 52: 643-671.

### Review Papers

11. Hwang, H., & Powell, W. 2005. Institutions and entrepreneurship. *Handbook of Entrepreneurship Research*. Kluwer Publishers, pp. 179-210.
12. 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.

### Session 9 - 10: Presentations of entrepreneurship research ideas



## Professor's Biography

### Prof. Christoph Zott

Professor of Entrepreneurship

PhD, Commerce and Business Administration, University of British Columbia, Canada  
Diplom-Wirtschaftsingenieur, Karlsruhe Institute of Technology, Germany  
DEA, Génie Industriel, Institut National Polytechnique de Grenoble, France

Christoph ('Chris') Zott is Professor and Head of the Department of Entrepreneurship, and former Academic Director of the IESE Doctoral Programs. His research centers on business model strategy and innovation; the acquisition, mobilization and combination of resources in entrepreneurial contexts; value creation through venture capital and private equity; and entrepreneurial leadership and management in established firms.

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

Prof. Zott teaches courses on entrepreneurship, entrepreneurial strategy and leadership, business model innovation and private equity at MBA, PhD and Executive Education levels. 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

- \* Business Model Innovation and Strategy
- \* Entrepreneurial Strategy
- \* New Business Ventures
- \* Entrepreneurship in Established Firms
- \* Dynamic Capabilities
- \* Venture Capital and Private Equity