

# Classics in Entrepreneurship 2023

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## Course Description and Objective

This course is concerned with the intellectual roots of entrepreneurship research. Scientific knowledge is cumulative in nature. Knowledge about the intellectual roots and history of the field provides an important foundation, which makes it substantially easier to understand the current debates in entrepreneurship and to contribute to these discussions. In addition, it is very rewarding in and of itself to understand how a field develops and is shaped into its current form.

The first session deals with the work of Schumpeter and Kirzner because of its explicit presence in current entrepreneurship research. But Entrepreneurship also has other foundations; in the second session we discuss sociological and psychological “classics”. In the third session, we revisit some “modern classics” from 1988-2000 and discuss how older and more recent classics influence current entrepreneurship research.

## Course Structure

For each of the sessions, this course uses the three-step approach to learning: *reading, writing, and discussing*, with reflection and learning throughout the process. Students are expected to read and reflect upon the assigned readings prior to the session in which they will be discussed. As the goal of studying the readings is *critical reflection rather than memorizing of contents*, students shall also hand in written reflections prior to each session. Instructions concerning the hand-ins are provided below.

Class sessions will be devoted to reviewing and critiquing the readings associated with each session and to discussing the assignment submitted.

## Hand-Ins

Each session you should answer specific questions in the format of a short paper (see course schedule and assignments below). If nothing else is indicated, the following instructions apply. Read the assigned readings carefully and thoughtfully. Prepare a paper addressing the assignment questions. The paper should be min. 2, max. 4 A4 pages: Times New Roman 12, single spaced, with 2.5 cm margins.

***N B! All assignments should be circulated to the instructor at least 48 hours before the respective session starts. Circulation to other course participants can be done after the session.***

## Session Topics

<b>Session1</b>	<b>Monday, 4<sup>th</sup> of September at 9-12 pm in B6046</b>
Topic	The entrepreneur in economics: Schumpeter Mark I
Assignment	<ol style="list-style-type: none"> <li>1. Against the background of other classics (see van Praag) and contemporary, mainstream economics, what do you find most and least attractive (or appealing) about Schumpeter's theorizing?</li> <li>2. Against the background of other classics (see van Praag) and contemporary, mainstream economics, what do you find most and least attractive (or appealing) about Kirzner's (1973) theorizing?</li> <li>3. Based on van Praag's assessment <i>and beyond</i>, what important similarities and differences can you see between Schumpeter's and Kirzner's respective views?</li> </ol>
Readings	Van Praag, C. M. (1999). Some classic views on entrepreneurship. <i>De economist</i> , 147, 311-335. Schumpeter (1934), Chapter 2 Kirzner (1973) pp. 1-47 (Ch 1 and parts of Ch 2)

<b>Session 2</b>	<b>Monday, 11<sup>th</sup> of September at 9-12 pm in B6046</b>
Topic	Entrepreneurship classics in sociology and psychology
Assignments	1. Identify and read a sociological or "macro-psychological" (i.e., with an interest in economy-level outcomes) from the last decade. Summarize the strengths and weaknesses you see in the work's research approach and comment on any traces of heritage from Weber and/or McClelland (or their type of theorizing) that you find in it.
Readings	Weber (1930), Chapter 2 Smith, M.B (1964). <i>The Achieving Society</i> (book review), pp. 371-381 Katona, G. (1962). <i>The Achieving Society</i> (book review), pp. 580-583 Wärneryd (1988) pp 412-415 McClelland (1961), Chapter 6 (excerpt from <i>The Achieving Society</i> ). <i>The Achieving Society was a unique and impressive research effort of its time, but the book is severely dated in multiple ways, which is why I only include one chapter plus contemporary and later, short commentary on it.</i>

<b>Session 3</b>	<b>Monday, 18<sup>th</sup> of September at 9-12 pm in B6046</b>
Topic	“Modern” classics
Assignments	1. cursorily read the six works below (for some you have the choice of one of two or more) so that you understand their main contents. Then choose three of them to read more thoroughly and use for your assignment. Comment on what in them that you find still – to this day – novel and/or revealing, and what you find dated or incorrect in the light of later research.
Readings	1. Aldrich and Fiol (1994) 2. Baumol (1990/1996) 3. Gartner (1985) <i>or</i> (1988/1989) <i>or</i> (1990) <i>or</i> Katz & Gartner (1988) 4. Lumpkin and Dess (1996) 5. Venkataraman (1997) <i>or</i> Shane and Venkataraman (2000) 6. Sarasvathy (2001)

### Student Evaluation Criteria

Classroom Contribution	25%
Hand-In 1	25%
Hand-In 2	25%
Hand-In 3	25%

## References:

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- Baumol, W. J. 1990. Entrepreneurship: Productive, unproductive and destructive. *Journal of Political Economy*, 98(5): 893-921 (reprinted as Baumol, W. J. (1996). Entrepreneurship: Productive, unproductive, and destructive. *Journal of Business Venturing*, 11(1), 3-22.)
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- Katz, J., & Gartner, W. B. (1988). Properties of emerging organizations. *Academy of Management Review*, 13(3), 429-441.
- Kirzner, I. M. 1973. *Competition and Entrepreneurship*. Chicago, IL: University of Chicago Press.
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- Sarasvathy, S. D. (2001). Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency. *Academy of Management Review*, 26(2), 243-263.
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- Smith, M.B (1964). The Achieving Society (book review), *History and Society*, pp. 371-381
- Van Praag, C. M. (1999). Some classic views on entrepreneurship. *De Economist*, 147, 311-335.
- Wärneryd, K.-E. 1988. *The psychology of innovative entrepreneurship*. In: Raaij, W. F., Veldhoven, G. M., & Wärneryd, K. E. (Eds.). (1988). Handbook of economic psychology. Netherlands: Kluwer.
- Weber, M. 1930/2002. *The Protestant Ethic and the Spirit of Capitalism and other writings*. Penguin.