



Universidad de León



Departamento de  
dirección y economía  
de la empresa



# Seminar in Entrepreneurship

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## **Date**

**May 26<sup>th</sup>, 2009**

## **Organiser:**

- **Sección de Creación de Empresas de ACEDE**
- **Departamento Dirección y Economía de la Empresa, Universidad de León**

## **Sponsors:**

**FGULEM (Fundación General de la Universidad de León y de la Empresa)**

## **Venue:**

**Casa de Espiritualidad. Real Colegiata de San Isidoro. León**

## **Schedule:**

**Morning: 10:30-14:00h**

**Afternoon: 15:30-17:30h**

## **OBJECTIVES**

This is a one day seminar in entrepreneurship. The focus is on theory building and empirical testing of the factors shaping the identification, evaluation, and exploitation of opportunities and the creation of new organizations

The objective of the course is to provide participants with an introduction to the major theoretical threads and controversies in the field. It will also examine the methodologies that are important to research in this area. Participants will learn about various perspectives, examine different methodologies, explore some original empirical research, and make connections between theory and empirical research.

## PROGRAM

### 10:30-14:00h

- Discussion: Theory
- Discussion: Empirics I

### 14:00-15:30h

Lunch: Casa de Espiritualidad

### 15:30-17:30h

- Discussion: Empirics II
- “The Genetics of Entrepreneurship”: current research on molecular genetics to identify specific genes associated with being an entrepreneur.

## PREPARATION

Please, come prepared to discuss and critique the readings. Below are questions that are designed to help you prepare for the sessions:

- What kind of phenomena and/or problems are the authors concerned with describing and/or explaining?
- By what methods do they think such knowledge can be acquired? By what methods do they think such knowledge can be applied?
- What are their key concepts? How are these concepts connected?
- What kind of data do they collect?
- What are their major contributions?
  - a) More descriptive information about a particular phenomenon?
  - b) A new conceptual scheme (useful way of thinking) for (i) investigation and research; (ii) improved practice; or (iii) both?
  - c) A new method or a refinement of an old one?
  - d) New findings (empirical generalizations, correlations, statements that a significant relationship exists between X and Y, causal relations)?
  - e) A new theoretical explanation for the findings?
- What assumptions are they making with respect to values, human nature, and method?
- What are some of the major weaknesses of their work? How might these weaknesses be addressed?

## READINGS

### Theory

- ❑ Venkataraman, S. (1997). The distinctive domain of entrepreneurship research: An editor's perspective. In J. Katz and R. Brockhaus (Eds.) *Advances in Entrepreneurship, Firm Emergence, and Growth*. Greenwich: JAI Press.
- ❑ Sarasvathy, S. (2001). Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency. *Academy of Management Review*, 26(2): 243-263.
- ❑ Kirzner, I. (1997). Entrepreneurial discovery and the competitive market process: An Austrian approach. *Journal of Economic Literature*, 35: 60-85.
- ❑ Baumol, W. (1990). Entrepreneurship: Productive, unproductive, and destructive. *Journal of Political Economy*, 98(5): 893-921.
- ❑ Katz, J., and Gartner, W. (1988). Properties of emerging organizations. *Academy of Management Review*, 13(3): 429-441.

### Empirics

- ❑ Hamilton, B. (2000). *Does entrepreneurship pay? An empirical analysis of the returns of self-employment*. *Journal of Political Economy*, 108(3): 604-631.
- ❑ Busenitz, L., & Barney, J. (1997). *Differences between entrepreneurs and managers in large organizations: Biases and heuristics in strategic decision-making*. *Journal of Business Venturing*, 12(1): 9-30.
- ❑ Lindh, T., and Ohlsson, H. (1996). *Self-employment and windfall gains: Evidence from the Swedish lottery*. *Economic Journal*, 106(439): 1515-1526.
- ❑ Fairlie, R. (2002). *Drug dealing and legitimate self-employment*, *Journal of Labor Economics*, 20(3): 538-566.
- ❑ Delmar, F., and Shane, S. (2003). *Does business planning facilitate the development of new ventures?* *Strategic Management Journal*, 24: 1165-1185.

## REGISTRATION INFORMATION

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**REGISTRATION FEE:** 100 € (Course material and lunch included)

**BANK TRANSFER:** 2096-0500-64-2001804104

**KEY WORD:** SEMINARIO SHANE

