

Summary: Core Readings

Session 1

Bhide, A. (1996) "The Question Every Entrepreneur Must Answer" *Harvard Business Review*, November-December 1996, pp. 120-130.

- The entrepreneur must distinguish critical issues from normal growing pains.
- The framework consists of a 3-step sequence of questions:
 - Clarifies entrepreneur's current goals
 - Evaluates their strategies for attaining these goals
 - Helps them assess their capacity to execute their strategies.



- To set meaningful goals, entrepreneurs must reconcile what they want with what they are willing to risk.
- A new company's strategy must embody the founder's vision of where the company is going, not where it is.
- It's easy to knock off an innovative product, but an innovative business system is much harder to replicate.
- Finding the optimal growth rate for a new enterprise is a difficult and critical task.
- Entrepreneurs who hope to turn underqualified employees into star performers are almost always disappointed.
- When entrepreneurs don't stop to think about culture, their companies develop one by chance rather than by design.

Welter, F. (2011) "Contextualizing entrepreneurship - Conceptual challenges and ways forward" *Entrepreneurship Theory and Practice*, 35(1), 165-184.

Abstract:

- This paper sets out to explore contexts for entrepreneurship, illustrating how a contextualized view of entrepreneurship contributes to our understanding of the phenomenon. There is growing recognition in entrepreneurship research that economic behavior can be better understood within its historical, temporal, institutional, spatial, and social contexts, as these contexts provide individuals with opportunities and set boundaries for their actions. Context can be an asset and a liability for the nature and extent of entrepreneurship, but entrepreneurship can also impact contexts. The paper argues that context is important for understanding when, how, and why entrepreneurship happens and who becomes involved. Exploring the multiplicity of contexts and their impact on entrepreneurship, it identifies challenges researchers face in contextualizing entrepreneurship theory and offers possible ways forward.

Main points & Conclusion:

- Context is important for understanding when, how, and why entrepreneurship happens and who becomes involved.
- Conceptually, context is a multiplex phenomenon, which cuts across levels of analysis and influences entrepreneurship directly or indirectly, but which also is influenced by entrepreneurial activities.

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