The University of Pennsylvania
The Wharton School
Management Department

PhD Seminar on Entrepreneurship

MGMT 937, Q1 - Fall 2017
Tuesday 9:00 PM – 12:00 PM
The Bowman Room

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Course Overview and Design

The seminar seeks to expose students to theoretical and empirical perspectives on entrepreneurship research. We will focus on the main questions that define the field and attempt to critically examine—using a range of methodologies—how researchers have approached these questions. As we review the literature, we will seek to identify promising research areas, which may be of interest to you in the context of your dissertation research. In addition to addressing the content of the received literature, we will examine the process of crafting research papers and getting them published in top tier journals. Towards the end of the course, we will characterize the key elements of high impact papers and review the development process of such studies.

Students are expected to come fully prepared to discuss and critique the readings that are assigned to each course meeting. Each student will serve as the discussion leader for one or more of the course sessions. Discussion leaders are expected to: critically review several articles, identify new insights in the research that is being reviewed, evaluate its contribution to the literature, position the articles within the received literature on the subject matter, raise discussion questions, and act as the discussion moderator for the class session. Each discussion leader is asked to prepare a short PowerPoint that summarizes each of the assigned papers. It should include: a statement of the main research question(s), the methodology, data set (if any), summary of findings, a commentary with your thoughts on the reading, and proposed discussion questions. Prior to each class, the discussion leader will meet the instructor to help plan the class session. Towards the end of each class, each student will be asked to articulate a research question that emerged from the session and describe the research design used to investigate the issue.

Requirements and Evaluation

One reaction paper is due by October 17, 2017. You will evaluate a paper of your choice, selected from the reading list, or another paper that is of interest to you and has been vetted by the Instructor.
Your course grade will be determined as follows:

- Your participation in class discussions: 33%
- Your effectiveness as a discussion leader: 33%
- Your reaction paper: 34%

Other course features and resources

There will be a dedicated Canvas site for our course. Lecture notes and course materials that are not copyrighted by a third party and periodic announcements will be posted on this Canvas site. The Canvas URL is:

https://canvas.upenn.edu/courses/1360070

You will be able to access Study.net through Canvas. All third party copyrighted readings are found on Study.net. You should receive an email with log-in information from Study.net at the beginning of the semester. Please contact customerservice@study.net with any login issues.

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**The Course at a Glance: MGMT 937 Fall 2017**

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<td>Sources of Entrepreneurship and Why Become An Entrepreneur?</td>
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Detailed Course Outline

Notes: Each week I will point you to the specific papers on which our discussion will center in the following class meeting. I will work with the discussion leader throughout the week to prepare the class.

Minor changes to the reading list can be anticipated throughout the term.

I. Session 1: Tuesday, August 29, 2017 at 9:00 AM

A. Overview and Classics

   A. Readings


   B. Optional readings


II. Session 2: Tuesday, September 5, 2017 at 9:00 AM

A. The Sources of Entrepreneurship

   A. Readings


**B. Why Become an Entrepreneur**

A. Readings


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**III. Session 3:** Tuesday, September 12, 2017 at 9:00 AM

A. Entrepreneurship and Firm Dynamics

A. Readings


Session 4: Tuesday September 19, 2017 at 9:00 AM

A. Designing the entrepreneurial firm

A. Readings


Session 5: Tuesday, September 26, 2017 at 9:00 AM

A. Franchising

A. Readings


B. Corporate Ventures

A. Reading

V. Session 6: Tuesday, October 3, 2017 at 9:00 AM

A. Sociology of Entrepreneurship: Industries and Populations: Ecology and Institutionalism
   A. Readings
B. Sociology of Entrepreneurship: Social Capital, Founding Teams, and the Role of Firms

A. Readings


C. Sociology of Entrepreneurship: Founders and genealogy

A. Readings


D. Optional readings


VI. Session 7: Tuesday, October 10, 2017 at 9:00 AM

A. Entrepreneurial Finance

A. Readings


