Concordia University
HEC Montréal
Université du Québec à Montréal (UQAM)

ENTREPRENEURSHIP – 80-465-11
Joint Ph.D. Program in Administration

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Course objectives
● To know and understand the field of study of entrepreneurship
● To critically and creatively investigate key authors and the main trends of thought in the field of study of entrepreneurship, through conceptual, empirical and practical works
● To understand the process of theory building
● To learn to design a potentially publishable paper

Course overview
The course addresses the classical writings in entrepreneurship and also encompasses a wide range of subjects typically related to entrepreneurship, such as innovation, new venture creation, intrapreneurship, spin-offs, opportunity, vision, family business and other concepts. The entrepreneurship literature is abundant, with more than 40 periodicals and dozens of conferences held every year. A selection of basic readings is proposed for each session, and additional papers are suggested for students who would like to go further.

Teaching approach
This course is organized in the form of a seminar. The main teaching method will be student presentations and group discussions. Students are expected to be well-prepared and able to discuss the readings. Because this is an entrepreneurship course,
the readings are approached from a creative as well as a critical perspective: what is each paper’s creative contribution and what could be done to improve it? Appendix One contains a proposed framework to analyse the readings. Each student will be invited to present a review of a book that deals with theory building in entrepreneurship (his or her choice, but to be approved by the course coordinator). The learning students derive from this course depends directly on the effort they are prepared to invest.

Didactical Material
- CODEX no

Evaluation
- Presentation of a seminar 10%
- Design of a paper (5-10 pages, plus bibliography) (session 4) 10%
- First draft of a paper (session 8) 10%
- Book review and presentation in class (session 10) 10%
- Final paper (session 13) 30%
- Presentation of the paper in class (session 14) 10%
- Class Contributions 20%

Each student is invited to use the framework presented in Appendix One to assess the readings. The student responsible for the seminar must provide 1 to 2 pages of comments on each of the readings required that day.

The main assignment of this course is to write a paper that will be submitted to a journal for publication. The journal to which the student plans to submit the paper must be approved by the course coordinator.

In session 10, each student is required to present a book dealing with the theoretical construction of the field (no written report, only a class presentation).

Class contribution is assessed on the basis of the student’s capacity to listen and react creatively and constructively. The class contribution will include the discussion in class about an article to be reviewed. A peer evaluation at the end of the course will count for 50% of the grade for class contributions.
Course content

Week 1: Introduction to the Course
Theory Building


Suggested Readings

Week 2:  Introduction to Entrepreneurship/Definition Issues


Suggested Readings

Week 3:  Entrepreneurship from the Perspective of Different Disciplines

  
  Basic concepts of the theory, the concept of coordination. Chapter 2: 41-56.
  
  The entrepreneur as coordinator. Chapter 3: 57-66.
  
  Competition and entrepreneurship. Chapter 2: 30-87.
  
  

Suggested Readings

Week 4: Questioning the Status of the Field


Suggested Readings

Week 5:  Entrepreneurial Cognition/ Entrepreneurial Process


Suggested Readings


Week 6: Opportunity


Suggested Readings


Week 7: Ethnic Entrepreneurship


Suggested Readings

Week 8: Break week

Week 9: Family Businesses


Week 10: Book Presentations

Week 11: Entrepreneurship and Research Methodologies


**Suggested Readings**


**Week 12: Entrepreneurial Teams / Trust / Networks**


**Suggested Readings**


**Week 13: Special Topics**


**Suggested Readings**


**Week 14: Paper Presentations**

**Selected Bibliography**
Title of paper

1. What kind of phenomena and/or problems are the authors concerned with describing and/or explaining?
2. By what methods do they think such knowledge can be acquired? By what methods do they think such knowledge can be applied? What are alternative methods?
3. What are the key concepts? How are these concepts connected?
4. What kind of data do they collect?
5. 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?
6. What assumptions are they making with respect to values, human nature, method?
7. What are some of the major weaknesses of their work? How might these weaknesses be addressed? What are your main suggestions to improve the paper?
8. Additional comments?

1 Adapted from Scott Shane