MGMT 937 (Fall 2022 – Q2)
PhD Seminar in Entrepreneurial Management (0.5cu)
Wharton School, University of Pennsylvania

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Course Description
This quarter-length PhD class explores topics in entrepreneurial management. While we have assigned two-three main readings per session, we have also listed optional readings. We would like you to pick one additional reading per session to supplement the required readings (or feel free to select another reading on the topic at hand). Doing this will both allow us to have a more wide-ranging discussion, and to allow you a bit of choice on readings to tailor to your interests. There will be an opportunity for you to briefly summarize your optional reading in each class, together with a brief discussion. This will also expand our collective reach/scope on each topic.

Course Logistics
Format
This course consists of six weekly sessions (3 hours each). In each session, we will discuss the assigned papers around a focused theme in entrepreneurship & innovation. Similar to other doctoral seminars, this course is highly interactive. Students are expected to actively contribute to both the classroom discussions and student-led presentations by not only answering questions, but also raising new questions and issues in the broader literature.

Danny Kim will be the instructor for sessions 1, 2, and 5. David Hsu will be the instructor for session 3, 4, and 6.

Discussion Leader Exercise
The field of entrepreneurship and innovation is constantly evolving with new phenomena that underlie how individuals and firms pursue new opportunities. To highlight and learn from recent developments in this area, an assigned discussion leader will open the classroom discussion by identifying an emerging phenomenon in entrepreneurship and innovation – one that hasn’t yet been extensively addressed in the existing literature.

While encouraged, the emerging phenomenon need not necessarily be based on the focal topic of that day’s class. Examples include: Immigrant startup visa proposed in the LIKE Act; diversity issues in startup hiring; the emergence of the “meta-verse”; recent court rulings on non-compete agreements.

After identifying a topic of discussion, the leader’s role on the day of class is the following: (1) Share a news article, blog post, or a real-life example of an organization/individual on the phenomenon; (2) provide a brief description of the phenomenon and why it is intriguing and/or important; (3) prepare a few open-ended questions for classroom discussion. Slides are encouraged but not required. Sign-ups, along with more details, will be provided in the first session.
Final Project
For the final project, you will present EITHER a discussion of a paper from the set listed in this syllabus (i.e., serve as a discussant) OR a research proposal that broadly relates to entrepreneurship and/or innovation. These presentations will take place during the second half of the last two sessions. Each presentation should be 15 minutes and include a slide deck. The final grade will be based on the presentation and the submitted slide deck (i.e., no additional write-up).

Grading
The final course grade will be based on the following:
- 40% Attendance and Participation
- 20% Discussion Leader Exercise
- 40% Final Project

Readings

1. Foundations of Entrepreneurship and Innovation: Ideas (10/28)

+ CHOOSE 1 OF THE BELOW (OR A SUITABLE SUBSTITUTE):


2. Supply of Entrepreneurs and Innovators (11/4)


*+ CHOOSE 1 OF THE BELOW (OR A SUITABLE SUBSTITUTE):*


### 3. Entrepreneurial Resources & Financing (11/11)


+ **CHOOSE 1 OF THE BELOW (OR A SUITABLE SUBSTITUTE):**


G. Dushnitsky and M. Lenox. “When do firms undertake R&D by investing in new ventures?”


4. Entrepreneurial Strategy (11/18)


+ CHOOSE 1 OF THE BELOW (OR A SUITABLE SUBSTITUTE):


5. Labor Markets, Employee Mobility, and Entrepreneurship (12/2)


+ **CHOOSE 1 OF THE BELOW (OR A SUITABLE SUBSTITUTE):**


Starr, Evan, Natarajan Balasubramanian, and Mariko Sakakibara. "Screening spinouts? How noncompete enforceability affects the creation, growth, and survival of new firms." *Management*

6. Entrepreneurial Scaling & Exit (12/9)


+ CHOOSE 1 OF THE BELOW (OR A SUITABLE SUBSTITUTE):


Kim, J. D., “Startup Acquisitions, Relocation, and Employee Entrepreneurship.” Strategic Management Journal (Forthcoming)


