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## **A REVIEW PAPER ON ENTREPRENEURSHIP EDUCATION AND ENTREPRENEURS' SKILLS**

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### **ABSTRACT**

*This paper aims to demonstrate the theoretical relationship between Entrepreneurship Education (EE) and Entrepreneurs' Skills (ES) which include: 1) Technical, 2) Business Management Skills and 3) Personal Entrepreneurial Skills. The theoretical literature review helps to understand the EE and ES. A systematic review method was chosen to explore the entrepreneurship education and entrepreneurs' skills. However, entrepreneur education plays a crucial and important role in providing the necessary skills for an entrepreneur to operate their daily business requirements, and how to face obstacles and challenges that will face them during their entrepreneurial live. This study should be relevant to Higher Education Institutions considering jurisdictions in Entrepreneurship Education (EE) for encouraging Entrepreneurial Skills (ES).*

**Keywords:** Entrepreneurship Education (EE), Technical Skills, Business Skill and Personal Entrepreneurial Skills.

### **INTRODUCTION**

Entrepreneurship is a multi-aspects concept (Bula, 2012). The term of "Entrepreneurship" exists from 1732 years ago when Richard cantillon who was the first economist who defines the term to describe any individual who is willing to carry out forms of arbitrage involving the financial risk of a new venture (Minniti and Levesque, 2008). According to Timmons (1989) "entrepreneurship is about creating and building something useful. It is about the ability of taking risks and facing the fear of failure". Drucker (1986) believes that entrepreneurship is not science or art, it is a practice with knowledge base, and it is not about just making money, it is about being creative and innovation. Furthermore, researchers found that entrepreneurship as such is still a field with no clear borders and that it lacks a clear conceptual framework (Bruyat and Julien, 2001; Busenitz et al., 2003; Ireland and Webb, 2007; Shane and Venkataraman, 2000).

The entrepreneurship concept is a major subject of study both for the local, state, as well as centralized levels. In the last decade, it has become more known that entrepreneurship is a key driver behind economic growth (Acs et al., 2009:2008). For that, the governments around the world created ways to encourage entrepreneurship, including entrepreneurs financing, and suitable governance and legal protections for contracts (Armour and Cumming, 2006). According to Fritsch (2013) start-up business additional accelerate structural change, strengthen innovation, and enable more diversity of products and problem solving. This in turn facilitates

# Entrepreneurship Research Paper

**Rik Donckels, Asko Miettinen**



## **Entrepreneurship Research Paper:**

*Handbook of Entrepreneurship Research* Zoltán J. Ács, David B. Audretsch, 2003 Introduction to entrepreneurship The entrepreneurial process Opportunity and the nature of exploitation The emergence of new ventures Financing the new venture The social context Entrepreneurship economic growth and policy [The Entrepreneurship Research Challenge](#) Per Davidsson, 2009-01-01 this is a single authored book a series of academic papers some original some fairly recently published neatly set around a unifying theme and tied into a comprehensive argument once you have shared Davidsson's insights stumblings joys and humor over some 240 pages it feels as if he were part of your family The book sets off with a very clear and helpful introduction that lays out the entrepreneurship phenomenon This book is value adding for a fairly wide academic audience essentially all those interested in diverse areas of entrepreneurship and innovation or in questions of methodology research design and interpretation of ultimately any complex fast paced behavioural and social realities It does not give us all the answers thank heavens but it certainly asks some excellent questions the novice scholar will find some welcome foothold and guidance this book is simply fun to read when could you last say that of a research methodology book Jacqueline Fendt International Journal of Entrepreneurial Behaviour and Research Unquestionably Per Davidsson can be considered a leading voice of authority on the study of entrepreneurship as an academic discipline From the initial introduction through to the latter discussions one aspect of this textbook that immediately makes itself apparent to the reader is Davidsson's markedly personal and deeply engaging writing style The Entrepreneurship Research Challenge is notably distinct from many of the generic business research methods texts in that it does not attempt to portray an objective toolbox of methodological choices Instead the style is such that the reader feels that Davidsson truly wishes for his audience to learn from his unique experiences opinions and even mistakes the practical advice provided is both insightful and useful this text is not simply about how to go through the motions of the research process Instead it makes a very well reasoned attempt to form a basis for the discipline as a whole as well as to address methods to overcome unique challenges while promoting research output that is useful For these reasons it should be considered essential reading for any entrepreneurship scholar and in particular for those at the early stages of their research career Russell Matthews International Small Business Journal Entrepreneurship is an emerging dynamic and to a considerable extent unpredictable phenomenon Thus it makes for a challenging research subject In this book one of the most experienced empiricists in the field has collected some of his most important ideas on how improved conceptualization and research design can make this challenge more manageable Per Davidsson addresses questions such as What precisely is entrepreneurship and entrepreneurship research What unique contribution can it make compared with research in other fields Conversely how can scholars with different disciplinary backgrounds best contribute to the study of entrepreneurship What does the emergent and highly diverse nature of entrepreneurship imply for research design And what is required from entrepreneurship researchers and practitioners in

order for the research to make strong contributions to business and policy practice This comprehensive in depth account of how the emergence of new entrepreneurial activity can be studied will be warmly welcomed by researchers and academics in the areas of entrepreneurship innovation and methodology and research design *Handbook of Entrepreneurship Research* ZOLTAN ACS, DAVID AUDRETSCH, 2006-04-07 Interest and attention to entrepreneurship has exploded in recent years Yet much of the research and scholarship has remained elusive to academics policymakers and other researchers This reflects two crucial aspects of the entrepreneurship literature First has been the explosion of new findings and insights both theoretically and empirically Second most of this scholarship has been rooted in traditional academic disciplines spanning a broad spectrum of fields such as management finance economics sociology and psychology The purpose of the Handbook of Entrepreneurship is to bring together leading scholars from each of these disciplines to provide an overview of what the issues are for entrepreneurship when viewed through the lens provided by the academic disciplines as well as a synthesis about what has been learned and what questions should be high on the agenda for future research Taken together this Handbook will provide a roadmap to an emerging complex but intriguing field of entrepreneurship *Handbook of Research on Entrepreneurship and Conflict* Wim Naudé, Bernadette Power, 2024-07-05 This Handbook focuses on the complex relationship between entrepreneurship and conflict Editors Wim Naud and Bernadette Power construct a broad overview of central research themes in the field covering states being captured by entrepreneurs states capturing businesses entrepreneurship in post conflict reconstruction and entrepreneurs in conflict against other entrepreneurs

**Entrepreneurship Research** Sue Birley, Ian C. MacMillan, 1993 The objective of this book is to continue the process of building a global network of young scholars familiar with and appreciative of other countries approaches to research in the area of entrepreneurship The papers are contributed by researchers from many different countries In the first section of the book the papers are theoretical and very broad in scope and concept They show clearly that there are different ways of viewing the phenomenon of entrepreneurship The second part comprises a set of empirical papers which describe a wide variety of entrepreneurial societies and situations *Challenging Entrepreneurship Research* Hans Landstrom, Annaleena Parhankangas, Alain Fayolle, Philippe Riot, 2016-06-10 The growth of entrepreneurship research has been accompanied by an increased convergence and institutionalization of the field In many ways this is of course positive but it also represents how the field has become mainstream with the concomitant risk that individual scholars become embedded in a culture and incentive system that emphasizes and rewards incremental research questions while reducing the incentives for scholars to conduct challenging research This book challenges this status quo from accepted theories methodologies and paradigmatic assumptions to the relevance or lack of for contemporary practice and the impact of key journals on scholars directions in entrepreneurship research An invited selection of the younger generation of scholars within the field of entrepreneurship research adopt a critical and constructive posture on what has been achieved in entrepreneurship research the main

assumptions which underly it but also open up new paths for creative entrepreneurship research in the future This is a must read for all scholars educators and advanced students in entrepreneurship research *Handbook of Research on Entrepreneurship Policy* David B. Audretsch, Isabel Grilo, A. Roy Thurik, 2007 This book is a well written and handy source for readers Additionally it provides an overview of current issues relevant to the development of entrepreneurial policy which is based on interesting case studies across a number of nations Dessy Irawati International Journal of Entrepreneurial Behaviour and Research What is new in the world is the need to understand business dynamics the entry exit and growth of firms in the economy This dynamic firm structure as opposed to the static firm structure that dominated past thinking has spurred an outpouring of research The heart of the issue is that while many have identified the importance of business dynamics entry and exit we have only recently taken a closer look at the ecological system in which some companies must die for others to thrive Entrepreneurs are the predators of this system Public policy in an entrepreneurial economy dynamic must limit the forces that prevent firm exit and foster the forces that promote firm entry This book makes an important contribution to the debate Zoltan J Acs George Mason University US and Max Planck Institute of Economics Germany This unique Handbook provides a solid foundation for essential study in the nascent field of entrepreneurship policy research This foundation is initially developed via the exploration of two significant propositions underpinning the nature of entrepreneurship policy research The first is that entrepreneurship has emerged as a bona fide focus of public policy particularly with respect to economic growth and employment creation The second is that neither scholars nor policy makers are presently equipped to understand the public policy role for entrepreneurship The contributors experienced scholars specialist researchers and dynamic policy makers thus grapple with novel questions of considerable policy relevance that few have previously posed The Handbook therefore provides some of the first crucial systematic analyses of important issues and key questions to be raised in order to move entrepreneurship policy forward are also presented Written by academics and practitioners drawing examples from both North America and Europe this stimulating new Handbook is a prerequisite for students scholars and practitioners in the incipient world of entrepreneurship policy **Handbook of Entrepreneurial Dynamics** William B Gartner, Kelly G. Shaver, Nancy M Carter, Paul D Reynolds, 2004-06-21 This important Handbook of Entrepreneurial Dynamics reports on the Panel Study of Entrepreneurial Dynamics PSED the most comprehensive scientifically representative study to date of nascent entrepreneurs The book is unique because the study identified individuals in the process of creating new businesses to understand how at its very source people move from considering the option of starting a new business to its actual founding This has never been done before in the history of entrepreneurship research I cannot recommend this book more strongly to entrepreneurship scholars and those interested in where entrepreneurs come from and how they move from their initial idea to new venture founding Claudia Bird Schoonhoven University of California Irvine This Handbook makes a terrific contribution to understanding entrepreneurship and new

business creation Its 38 chapters report major findings from the Panel Study of Entrepreneurial Dynamics PSED an unprecedented research program involving more than a hundred researchers from 10 countries This Handbook is must reading for anyone interested in entrepreneurship research Andrew H Van de Ven Carlson School of Management University of Minnesota Entrepreneurial activity provides profound positive benefits across an important set of measures of social and economic well being much of it concentrated in new economic sectors such as information technology Yet even though entrepreneurship has been shown to provide many benefits it is surprising that there has not been a systematic study of the entrepreneurial process The Handbook of Entrepreneurial Dynamics The Process of Business Creation fills this gap by offering theories ideas and measures that can be used to explore and understand the factors that encompass and influence the creation of new businesses The chapters in the handbook provide the rationale for questionnaires used in the Panel Study of Entrepreneurial Dynamics PSED The PSED is a research program that was initiated to provide systematic reliable and generalizable data on important features of the new business creation process The PSED includes information on the proportion and characteristics of the adult population involved in efforts to start businesses the activities and characteristics that comprise the nature of the business start up process and the proportion and characteristics of those business start up efforts that actually become new businesses The handbook also describes the PSED data collection process provides documentation of the interview schedules codebooks data preparation and weighting scheme as well as offers examples of how analyses of PSED data might be conducted The authors identify specific measures that can be used to operationalize theory as well as provide evidence from the PSED data sets on these measures reliability and validity The Handbook of Entrepreneurial Dynamics is ideal for a sizeable audience including graduate students academics and librarians in schools of business and management who need a comprehensive reference on business creation In addition researchers and policy makers at the federal state and local level will find this an invaluable reference covering all of the factors involved in new venture formation Key Features Considers categories of data not available prior to the PSED Includes a comprehensive overview of theories about new business formation Provides demographics of nascent entrepreneurs Analyzes the cognitive characteristics of nascent entrepreneurs Explores all of the processes of new business formation

*Global Women's Entrepreneurship Research* Karen D. Hughes, Jennifer E. Jennings, 2012-01-01 *Global Women's Entrepreneurship Research* responds to recent calls from academic researchers and policy analysts alike to pay greater attention to the diversity and heterogeneity among women entrepreneurs Drawing together studies by 26 researchers affiliated with the DIANA International Research Network this collection contributes to a richer and more robust understanding of the field Part I Diverse Settings introduces research set in a range of contexts from those rarely examined to those representing more familiar terrains Part II Diverse Questions explores new questions and reframes old questions in fresh innovative ways Part III Diverse Approaches features studies with distinct methodological approaches that reflect and extend the rigour and

creativity of research in this field Together the research assembled in this volume significantly advances knowledge about women s entrepreneurship around the world While the book s primary audience is academic researchers and graduate students working in the areas of women s entrepreneurship as well as entrepreneurship and family business more generally it will also be of interest to scholars working in related research areas in the sociology of gender work and organizations Policy makers in government and non government agencies as well as profit and not for profit organizations that provide services to or conduct research on women entrepreneurs will also benefit greatly from the insights provided in this unique volume

*Entrepreneurship and SME Research* Rik Donckels,Asko Miettinen,2019-05-29 First published in 1997 the authors of the present volume provide brand new insights and empirical findings in the field of entrepreneurship and small business research The writers have highlighted three different key themes entrepreneurship start ups and growth and internationalisation The priority of most countries is growth competitiveness and employment In this context the relevance of promoting the creation of new enterprises and understanding the very nature and development of newly created and existing SMEs is becoming more important today The role of entrepreneurship and SMEs for economic and social development welfare and well being is going to be emphasised more than ever before The same holds for research in these fascinating fields This book gives an idea of the state of the art for the time being with its increasing conceptual methodological and empirical complexity and diversity

*Pioneers in Entrepreneurship and Small Business Research* H. Landstrom,2007-12-31 Around the world there is an increasing interest in issues of small business and entrepreneurship In a time with a lot of myths and opinions of the role of entrepreneurs and small business it is vital for a book like this to encapsulate the knowledge that can be gained from the most significant research contributions in the field Such knowledge is often build upon empirical oriented methods providing policy relevant results for small business owners and entrepreneurs The aim of *Pioneers in Entrepreneurship and Small Business Research* is first to provide a historical doctrinal review of the development of entrepreneurship and small business research and second to present some of the key pioneers that have shaped the research field during the past three decades The book focuses on the first recipients of the FSF NUTEK International Award for Small Business Research including David Birch Arnold Cooper David Storey Ian MacMillan Howard Aldrich Zoltan Acs David Audretsch and Giacomo Becattini

**Foundational Research in Entrepreneurship Studies** Golshan Javadian,Vishal K. Gupta,Dev K. Dutta,Grace Chun Guo,Arturo E. Osorio,Banu Ozkazanc-Pan,2018-04-23 This book draws attention to the classic seminal articles in entrepreneurship that have made profound contributions to the field s emergence development and maturity In each chapter a classic is identified ideas contained therein that are still relevant to the field are discussed and subsequently follow up research that is being conducted based on these ideas is highlighted including possible areas of future research Scholars will embrace this systematic effort to identify and reveal the contribution of classic articles in entrepreneurship research and their impact on subsequent scholarship

*Handbook of Research on Business Angels*

Hans Landström, Colin Mason, 2016-09-28 Business angels are recognized as playing a key role in financing the start up and early stages of new ventures However our knowledge of how business angels operate remains limited and highly fragmented This Handbook provides a synthesis of research on business angels It adopts an international perspective to reflect the spread of angel investing around the world The increasing number of government initiatives to promote angel investing is also reflected in the book with an assessment of the most common support schemes Adopting an international focus the expert group of contributors examine business angels themselves the evolution of the market the various stages of the investment process and the role of public policy in influencing angel investment They each conclude their chapters with an agenda for future research on business angels Students and scholars of entrepreneurship entrepreneurial finance and related subjects will find this book to be an invaluable resource for their work In particular they will benefit from the research agendas that conclude each chapter This Handbook will also be of interest to policy makers and other practitioners looking to enhance their understanding of the design and need for such interventions *Reflections and Extensions on Key Papers of the First Twenty-Five Years of Advances* Jerome A. Katz, Andrew C. Corbett, 2018-12-14 Written and edited by some of the world's leading entrepreneurship academics this anniversary volume showcases three of the most influential chapters from the series along with author reflections as well as new papers showing how these classic ideas connect and energize leading edge contemporary research in entrepreneurship and related fields Entrepreneurship Research in Europe Odd Jarl Borch, Alain Fayolle, Elisabet Ljunggren, 2011-01-01 This topical book demonstrates the importance of entrepreneurship research at a time of turbulent environments as well as highlighting the most recent developments in the field Contextual Heterogeneity in Entrepreneurship Research Laveren, Eddy, Ben-Hafaïedh, Cyrine, Kurczewska, Agnieszka, Jiang, Yi D., 2021-09-07 This insightful book explores the importance and influence of contextual heterogeneity in the field of entrepreneurship research illuminating the circumstances conditions or environments that may enable or constrain entrepreneurship **The Routledge Companion to Entrepreneurship** Ted Baker, Friederike Welter, 2014-09-15 Research in entrepreneurship has been booming with perspectives from a range of disciplines and numerous developing schools of thought It can be difficult for young scholars and even long time researchers to find their way through the lush garden of ideas we see before us The purpose of this book is to map the research terrain of entrepreneurship providing the perfect starting point for new and existing researchers looking to explore Topics covered range from emerging perspective through issues at the core of the field to innovative methodologies Starting off with a preface by Bill Gartner each section of the book brings together a world class set of established leading researchers and rising stars This considered comprehensive and conclusive companion integrates the recent debates in entrepreneurship research under one cover to provide a resource which will be useful across disciplinary boundaries and for a whole range of students and researchers **The Handbook of Research on Energy Entrepreneurship** Rolf W. Stenhagen, Robert Wuebker, 2011-01-01 This timely Handbook provides an



excellent overview of our knowledge on the drivers influencing factors and outcomes of energy entrepreneurship As the world grapples with global resource crunches and fights to reap the rewards of new energy technologies a wide space for entrepreneurial opportunity has emerged The Handbook of Research on Energy Entrepreneurship offers critical insight on how nations the world over can make full use of those opportunities [Handbook of Entrepreneurship Research](#) Zoltan J. Acs, David B. Audretsch, 2010-08-03 Interest in and attention to entrepreneurship has exploded in recent years Nevertheless much of the research and scholarship in entrepreneurship has remained elusive to academics policymakers and other researchers in large part because the field is informed by a broad spectrum of disciplines including management finance economics policy sociology and psychology often pursued in isolation from each other Since its original publication in 2003 the Handbook of Entrepreneurship Research has served as the definitive resource in the field bringing together contributions from leading scholars in these disciplines to present a holistic multi dimensional approach This new edition fully revised and updated and including several new chapters covers all of the primary topics in entrepreneurship including entrepreneurial behavior risk and opportunity recognition equity financing business culture and strategy innovation and the impact of entrepreneurship on economic growth and development Featuring an integrative introduction extensive literature reviews and reference lists the Handbook will continue to serve as a roadmap to the rapidly evolving and dynamic field of entrepreneurship

**Handbook of Entrepreneurship Research** Sharon A. Alvarez, Rajshree R. Agarwal, Olav Sorenson, 2006-03-30 early economic thinkers and classic works such as Cantillon 1755 Knight 1921 and Kirzner 1973 The paper opens by explaining how uncertainty and thus entrepreneurship disappeared from microeconomic theory as it became increasingly formalized and stylized It then goes on to bring the entrepreneur and entrepreneurial decision making back into economic theory by focusing on the interrelationships among actors knowledge and perceived economic opportunities using a resource based framework The third paper in this section Chapter 4 is by Foss and Klein Entrepreneurship and the Economic Theory of the Firm Any Gains from Trade Foss and Klein strongly link theories of the firm to entrepreneurship arguing a fundamental and intrinsic connection between the two They like Mahoney and Michael explain how entrepreneurship became less important in economic models as the general equilibrium model became dominant Foss and Klein ask Does the entrepreneur need a firm They focus on the judgment of the entrepreneur and suggest that this judgment is exercised through asset ownership and starting a firm Foss and Klein further argue that it is through this notion of judgment that heterogeneous assets combine to meet future wants

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